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Q3 2026 Berkshires Market Recap

A stronger summer market, with momentum concentrated by market segment and price point.

The Berkshires carried clear summer momentum in Q3. Sales volume rose meaningfully from the spring quarter, with Mid-County driving the largest share of transactions and total dollar volume, South County setting the region's price ceiling, and North County moving at the most accessible price point.

The throughline is not a single market story. It is a more active market with sharper distinctions: value in the north, velocity in the middle, and premium pricing in the south.

394	$227.1M	$800K
TOTAL Q3 SALES	TOTAL SOLD VOLUME	HIGHEST MEDIAN
across North, Mid and South	summer market volume	South County

County	Sold	Median Sold	Sold Volume	Current Active	Avg DOM
North County	109	$320,000	$42.6M	116	76
Mid-County	208	$392,000	$107.4M	270	85
South County	77	$800,000	$77.1M	149	123

Source: Q3 2026 Flexmls residential market summaries for North County, Mid-County, and South County.

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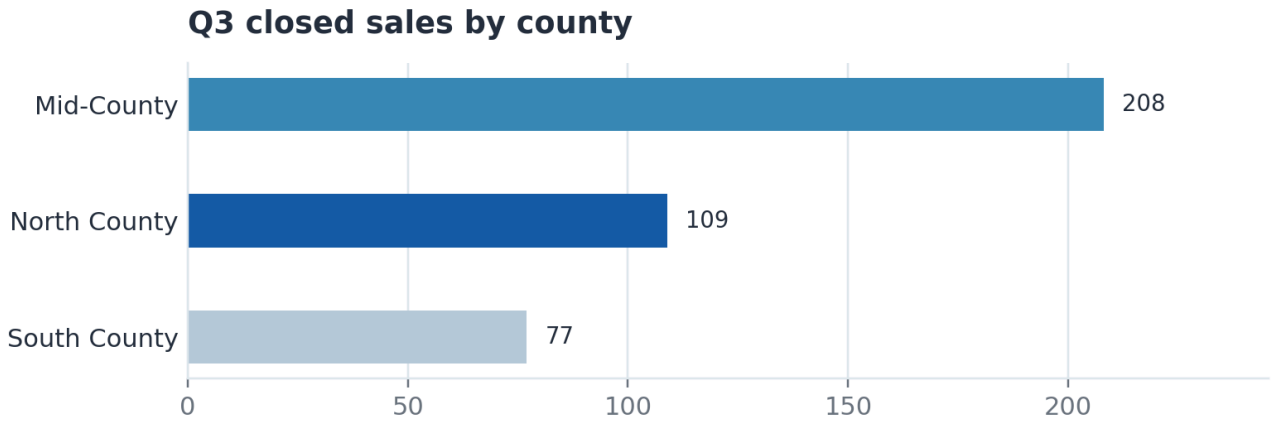
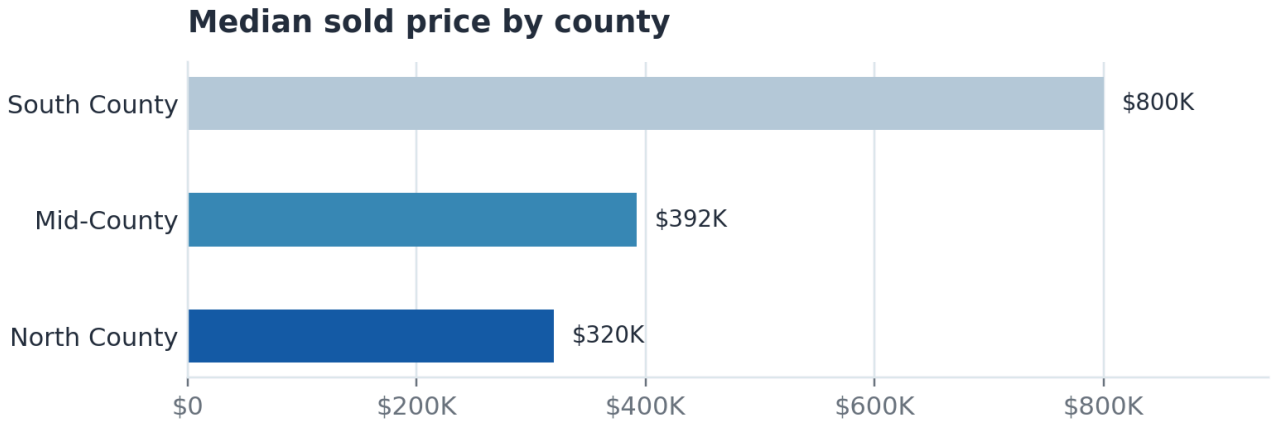
SALES & PRICING

Summer volume strengthened, but pricing stayed deeply local.

Q3 brought a broader step-up in activity across the Berkshires. Mid-County carried the transaction count, South County remained the high-value market by a wide margin, and North County continued to represent the region's most accessible median price point.



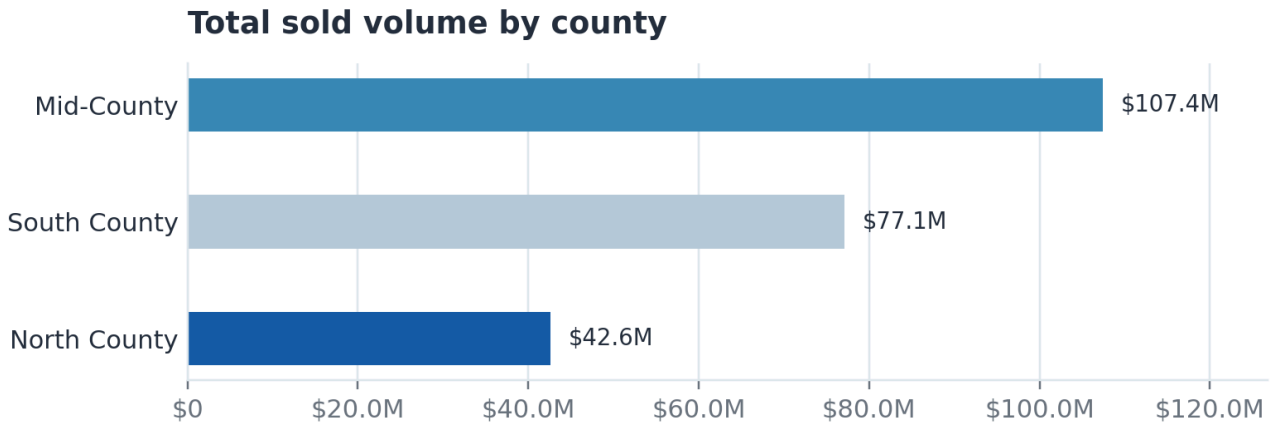


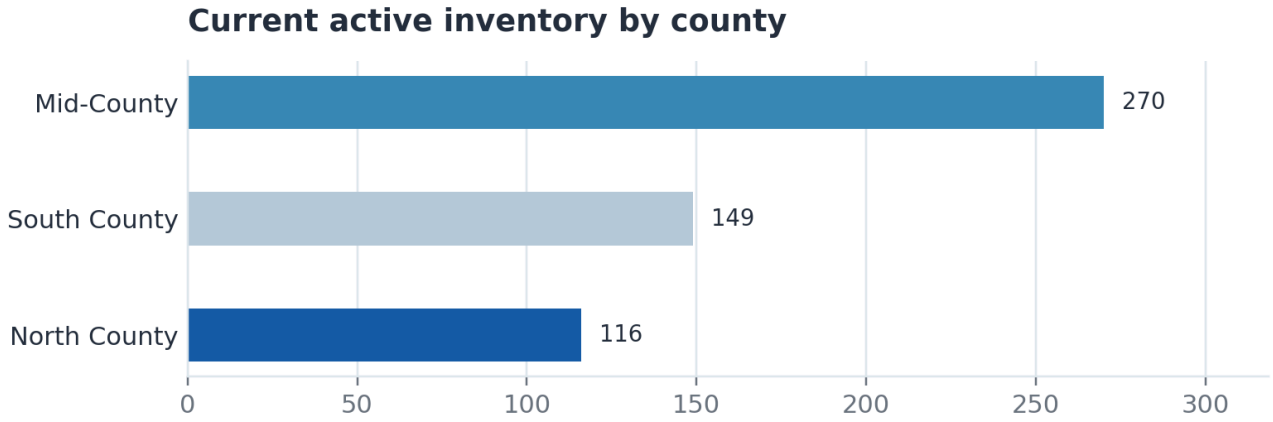
Source: Q3 2026 Flexmls residential market summaries for North County, Mid-County, and South County.

VOLUME & INVENTORY

Where the market moved - and where choice accumulated.

Total sold volume tells a different story than sales count alone. Mid-County led on both transactions and dollar volume, while South County produced nearly as much sold volume as North and Mid combined on far fewer sales. Current active inventory also remained meaningful heading into fall, especially in Mid-County and South County.





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COUNTY SPOTLIGHTS

Three markets, three kinds of momentum.

North County

Value-driven and faster-moving.

North County recorded 109 Q3 sales with a median sold price of $320,000 and the shortest average days on market among the three counties. It remains the most accessible part of the Berkshires market, but not a slow one.

Sold	Median Sold	Sold Volume	Pending	Avg DOM
109	$320,000	$42.6M	89	76

Mid-County

The transaction center of the summer market.

Mid-County carried the quarter with 208 sales and $107.4M in sold volume. Its median sold price reached $392,000, supported by the deepest activity across new, pending, and active inventory.

Sold	Median Sold	Sold Volume	Pending	Avg DOM
208	$392,000	$107.4M	179	85

South County

Premium pricing, fewer sales, longer decisions.

South County posted 77 sales with an $800,000 median sold price and an average sold price just over $1.0M. The market remained high-value, but buyers took more time, with average days on market at 123.

Sold	Median Sold	Sold Volume	Pending	Avg DOM
77	$800,000	$77.1M	68	123

Source: Q3 2026 Flexmls residential market summaries for North County, Mid-County, and South County.

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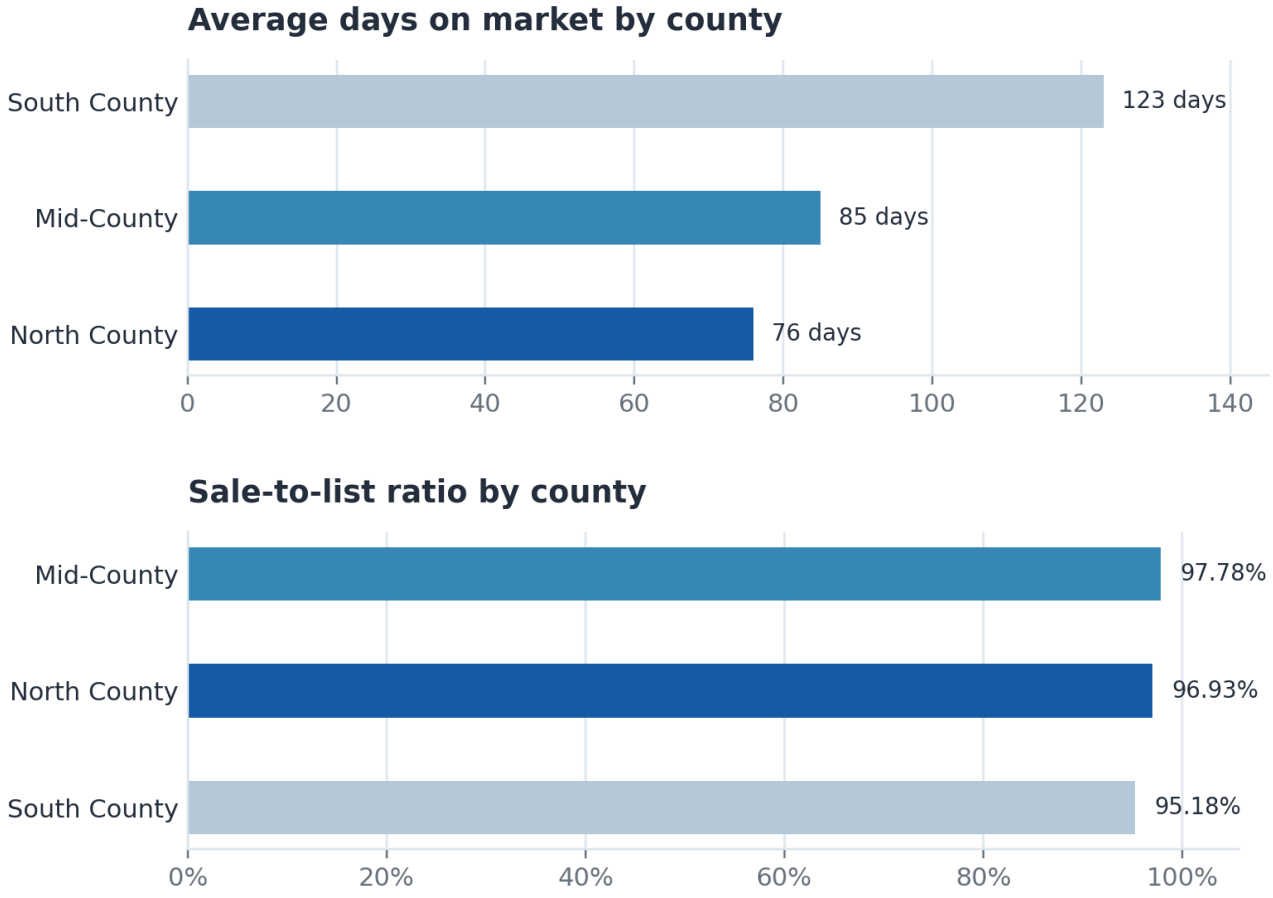
MARKET SIGNALS

Pace and pricing discipline shaped the quarter.

Average days on market remained lowest in North County and highest in South County, reinforcing the difference between accessible, faster-moving inventory and more considered, high-value purchases. Sale-to-list ratios stayed close across all three markets, a sign that buyers remained active, but not indiscriminate.



Source: Q3 2026 Flexmls residential market summaries for North County, Mid-County, and South County.

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FALL OUTLOOK

What buyers and sellers should expect next.

For Buyers	For Sellers
More active summer volume does not mean every property is easier to buy. The best-positioned homes can still move quickly, particularly in Mid-County.	Pricing has to be county-specific. The Q3 data rewards sellers who understand where their property sits in the local market rather than relying on a broad Berkshires narrative.
North County may offer more value-sensitive opportunities, while South County requires patience and a clear read on pricing.	Presentation remains essential. Buyers are active, but they are also selective, especially where days on market are longer.
Higher inventory heading into fall may create more room to compare, but not all listings will offer leverage.	South County can still achieve premium results, while Mid-County benefits from deeper activity and North County from accessible pricing and pace.

Bottom line: The Q3 market was active, but not uniform. Mid-County supplied the volume, South County set the high-water mark on pricing, and North County moved with the most accessible pace. The strongest results this fall will come from strategy: pricing with precision, preparing well, and reading each county on its own terms.

Source: Q3 2026 Flexmls residential market summaries for North County, Mid-County, and South County.