



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	65	112	-42%	140	198	-29.3%
New Listing Volume	\$31,249,623	\$37,771,900	-17.3%	\$69,951,303	\$70,348,084	-0.6%
Active Listing Count	215	580	-62.9%	N/A	N/A	
Active Listing Volume	\$209,436,612	\$348,268,052	-39.9%	N/A	N/A	
Median Listing Price	\$549,000	\$365,000	+50.4%	\$503,818	\$371,021	+35.8%
Months of Inventory	2	5.8	-65%	3	8.7	-65.5%
Sales Activity Charts Metrics						
New Pending Sales Count	117	114	+2.6%	219	204	+7.4%
New Pending Sales Volume	\$51,094,065	\$39,346,814	+29.9%	\$100,447,472	\$63,246,344	+58.8%
Pending Sales Count	199	143	+39.2%	N/A	N/A	
Pending Sales Volume	\$102,210,684	\$45,835,650	+123%	N/A	N/A	
Closed Sales Count	68	65	+4.6%	174	165	+5.5%
Closed Sales Volume	\$27,874,140	\$14,401,428	+93.6%	\$67,584,088	\$50,212,478	+34.6%
Median Sales Price	\$263,950	\$179,900	+46.7%	\$266,387	\$215,112	+23.8%
Distressed Charts Metrics						
Distressed Listing Count	1	-	-	N/A	N/A	

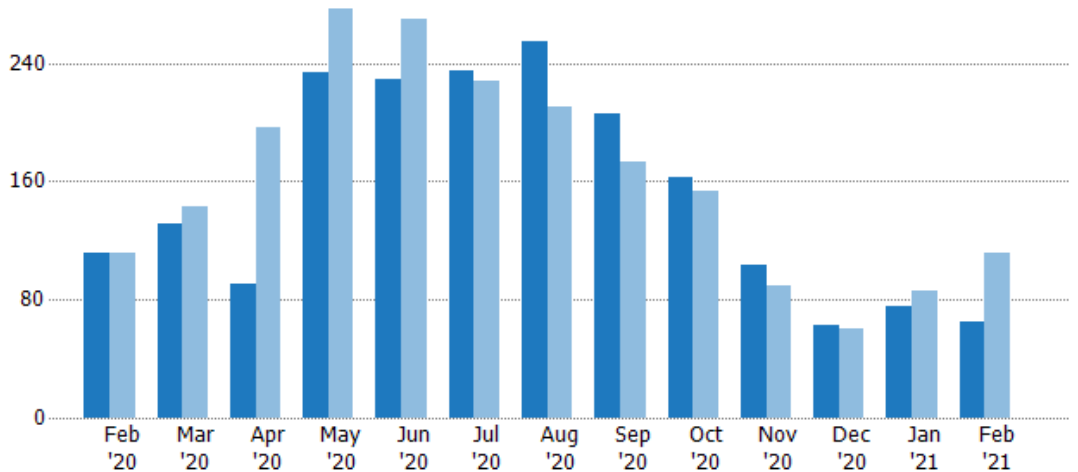
New Listings

The number of new residential listings that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	65	-42%
Feb '20	112	0%
Feb '19	112	3.6%



Current Year	112	131	91	234	229	235	255	206	163	103	63	75	65
Prior Year	112	143	196	277	270	228	210	173	153	89	60	86	112
Percent Change from Prior Year	0%	-8%	-54%	-16%	-15%	3%	21%	19%	7%	16%	5%	-13%	-42%

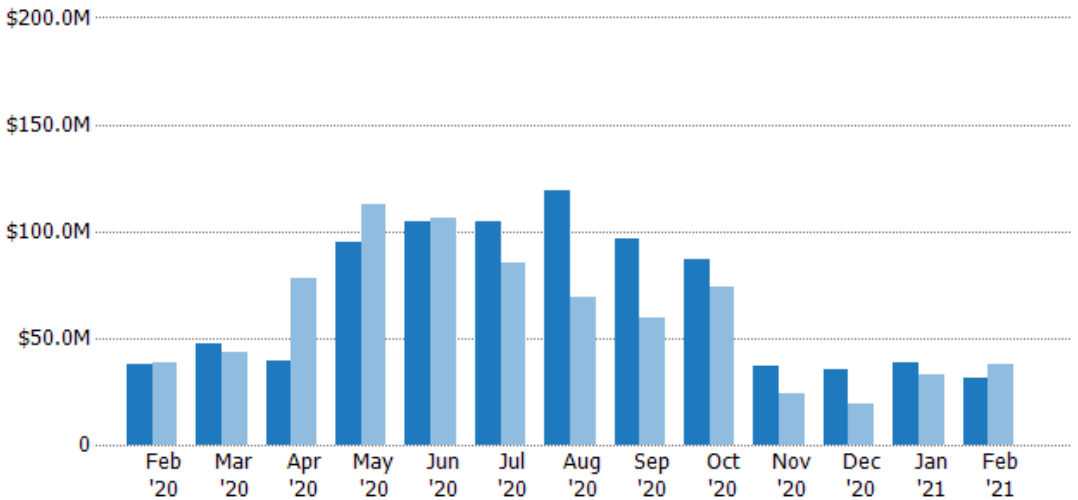
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$31.2M	-17.3%
Feb '20	\$37.8M	-2.2%
Feb '19	\$38.6M	3.3%



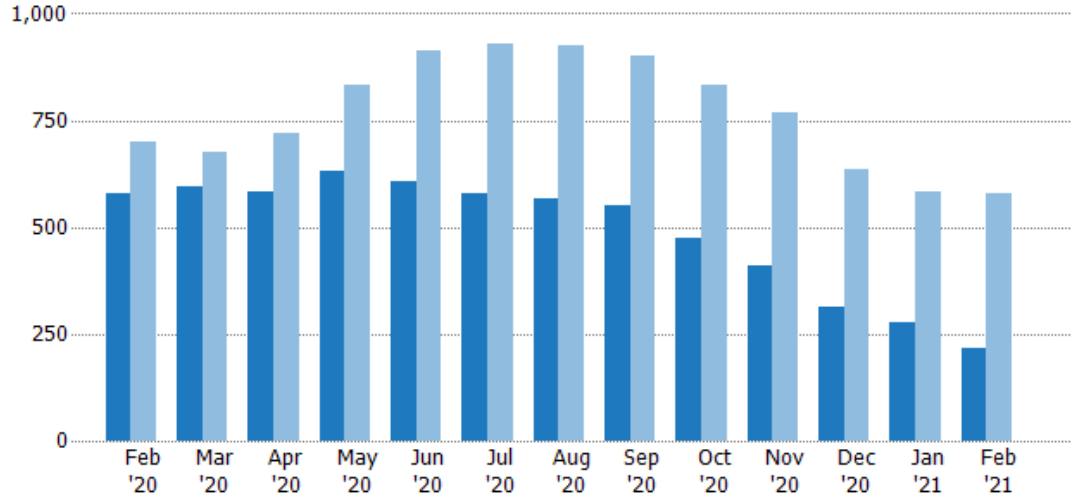
Current Year	\$37.8M	\$47.7M	\$39.2M	\$95.2M	\$105M	\$104M	\$119M	\$96.3M	\$86.7M	\$37.2M	\$35.5M	\$38.7M	\$31.2M
Prior Year	\$38.6M	\$43.7M	\$77.6M	\$113M	\$106M	\$85.1M	\$68.7M	\$59.7M	\$73.9M	\$24M	\$19.4M	\$32.6M	\$37.8M
Percent Change from Prior Year	-2%	9%	-49%	-15%	-1%	23%	73%	61%	17%	55%	83%	19%	-17%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family



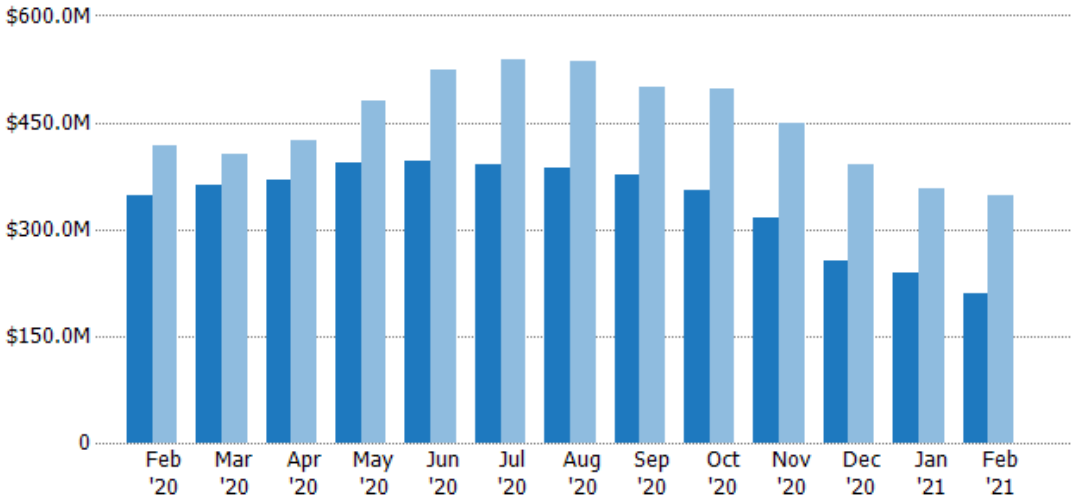
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	580	594	584	630	607	577	568	549	473	409	315	279	215
Prior Year	700	676	721	834	914	929	926	902	834	767	637	584	580
Percent Change from Prior Year	-17%	-12%	-19%	-24%	-34%	-38%	-39%	-39%	-43%	-47%	-51%	-52%	-63%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$348M	\$361M	\$370M	\$394M	\$397M	\$390M	\$387M	\$376M	\$354M	\$316M	\$255M	\$238M	\$209M
Prior Year	\$417M	\$405M	\$426M	\$481M	\$525M	\$538M	\$535M	\$499M	\$497M	\$448M	\$392M	\$356M	\$348M
Percent Change from Prior Year	-17%	-11%	-13%	-18%	-24%	-27%	-28%	-25%	-29%	-29%	-35%	-33%	-40%

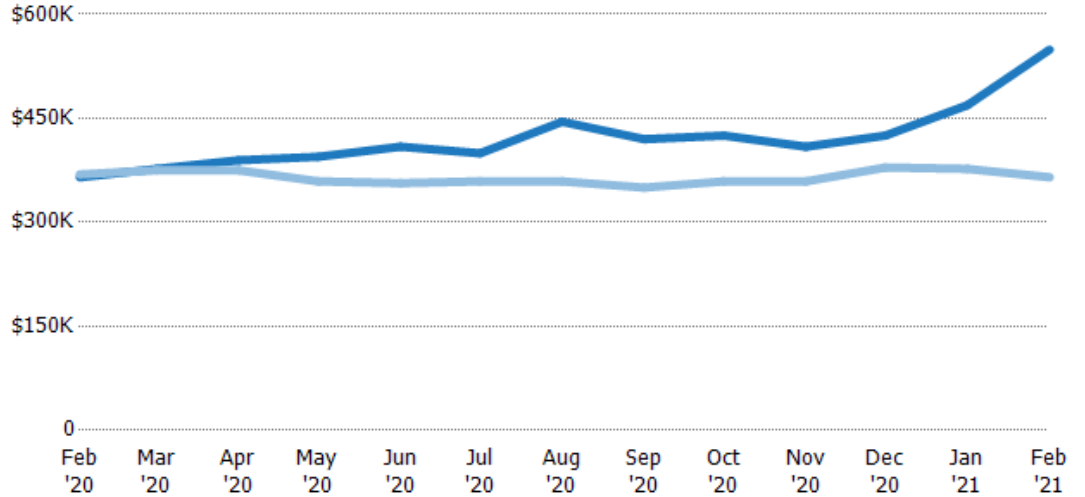
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$549K	50.4%
Feb '20	\$365K	-1.1%
Feb '19	\$369K	-12.2%



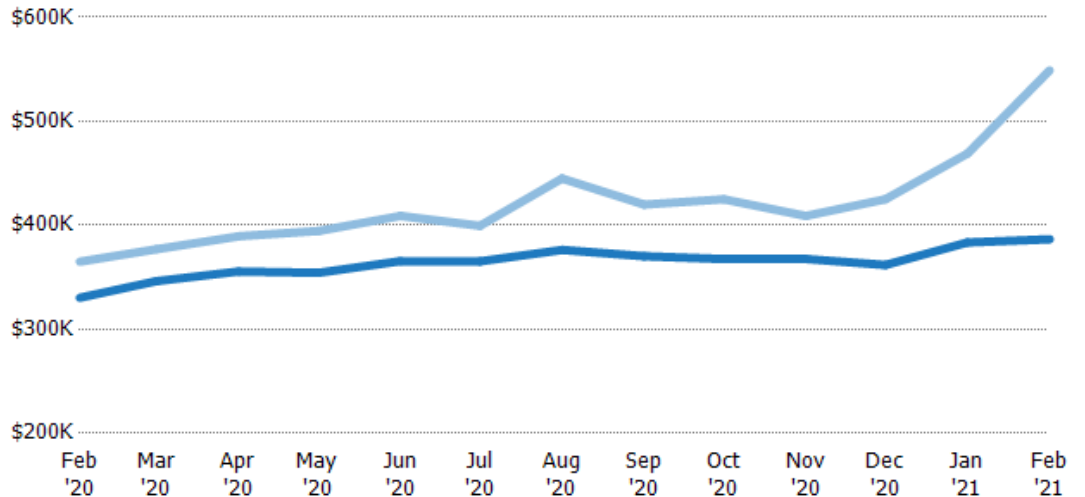
Current Year	\$365K	\$377K	\$389K	\$395K	\$409K	\$400K	\$445K	\$420K	\$425K	\$409K	\$425K	\$469K	\$549K
Prior Year	\$369K	\$375K	\$375K	\$359K	\$357K	\$359K	\$359K	\$350K	\$359K	\$359K	\$379K	\$377K	\$365K
Percent Change from Prior Year	-1%	1%	4%	10%	15%	11%	24%	20%	18%	14%	12%	24%	50%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family



Median Est Value	\$330K	\$346K	\$356K	\$354K	\$366K	\$365K	\$376K	\$370K	\$368K	\$368K	\$362K	\$383K	\$387K
Median Listing Price	\$365K	\$377K	\$389K	\$395K	\$409K	\$400K	\$445K	\$420K	\$425K	\$409K	\$425K	\$469K	\$549K
Med Listing Price as a % of Med Est Value	111%	109%	110%	111%	112%	109%	118%	113%	116%	111%	117%	122%	142%

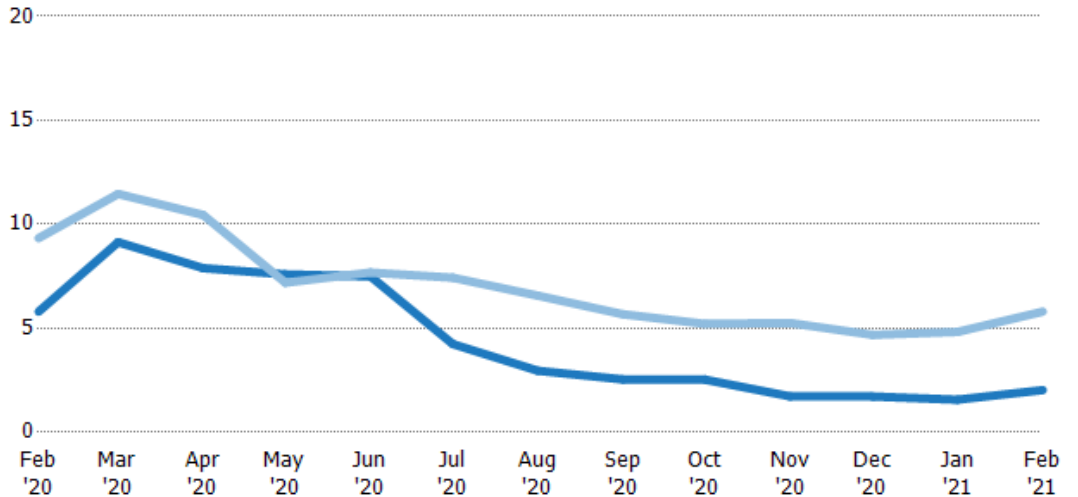
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Months	% Chg.
Feb '21	2.03	-65%
Feb '20	5.8	-37.9%
Feb '19	9.33	13.2%



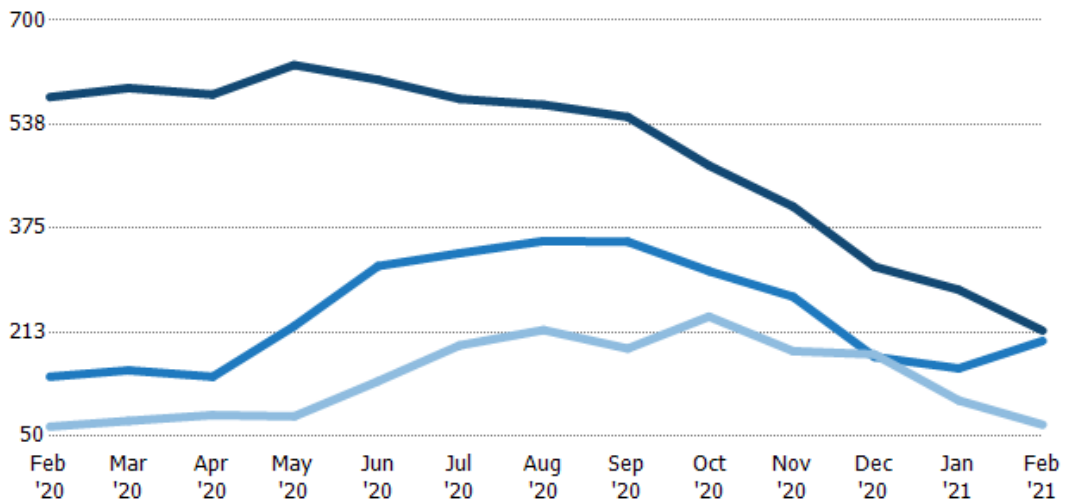
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	5.8	9.14	7.89	7.59	7.49	4.24	2.96	2.54	2.53	1.73	1.72	1.57	2.03
Prior Year	9.33	11.5	10.4	7.19	7.68	7.43	6.57	5.67	5.21	5.25	4.68	4.83	5.8
Percent Change from Prior Year	-38%	-20%	-24%	6%	-2%	-43%	-55%	-55%	-51%	-67%	-63%	-68%	-65%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Active	580	594	584	630	607	577	568	549	473	409	315	279	215
Pending	143	153	143	222	316	336	355	354	308	268	174	156	199
Sold	65	74	83	81	136	192	216	187	237	183	178	106	68

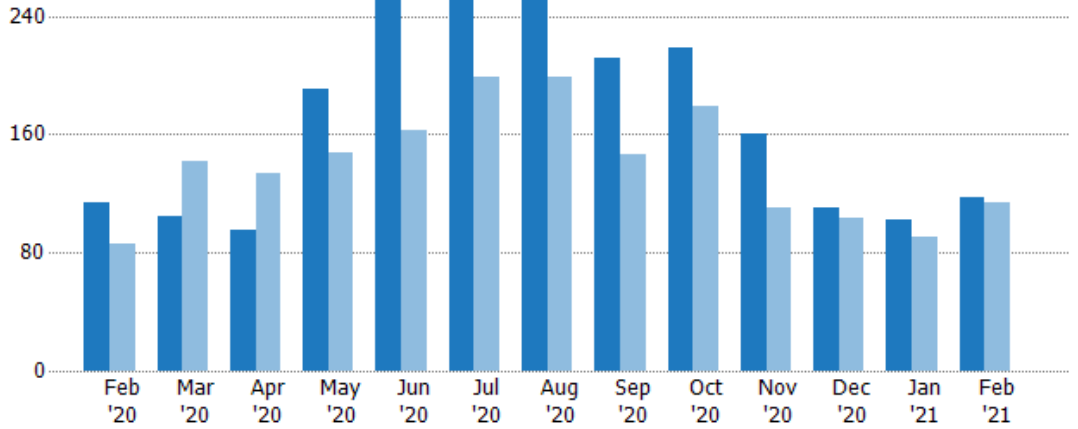
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	117	2.6%
Feb '20	114	32.6%
Feb '19	86	9.3%



Current Year	114	104	95	191	260	267	269	212	219	160	110	102	117
Prior Year	86	142	134	148	163	199	199	146	179	110	103	90	114
Percent Change from Prior Year	33%	-27%	-29%	29%	60%	34%	35%	45%	22%	45%	7%	13%	3%

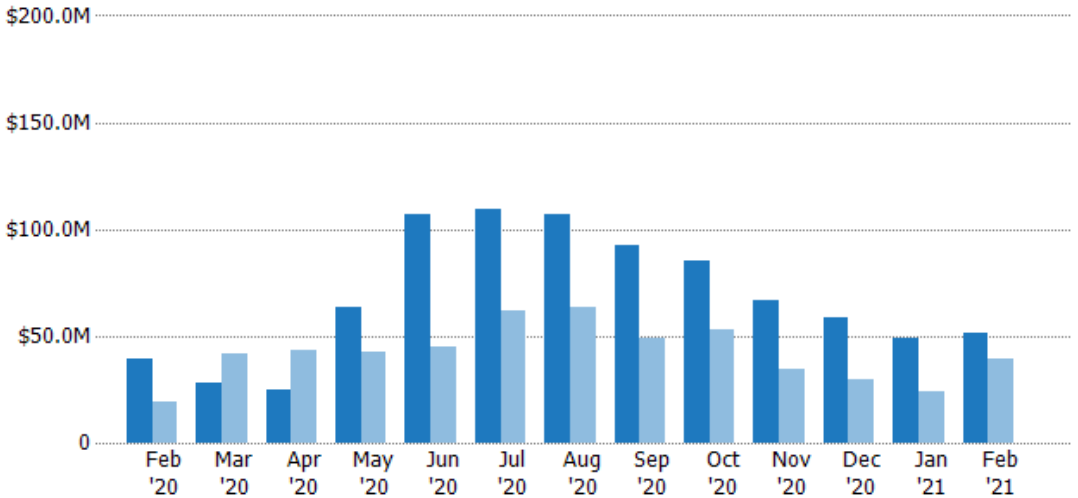
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$51.1M	29.9%
Feb '20	\$39.3M	101.5%
Feb '19	\$19.5M	36%



Current Year	\$39.3M	\$27.9M	\$25M	\$63.5M	\$107M	\$109M	\$107M	\$92.3M	\$85.6M	\$66.8M	\$58.2M	\$49.4M	\$51.1M
Prior Year	\$19.5M	\$41.6M	\$43.6M	\$42.4M	\$45.1M	\$61.6M	\$63.3M	\$49M	\$52.9M	\$34.9M	\$29.8M	\$23.9M	\$39.3M
Percent Change from Prior Year	102%	-33%	-43%	50%	138%	78%	69%	88%	62%	92%	96%	107%	30%

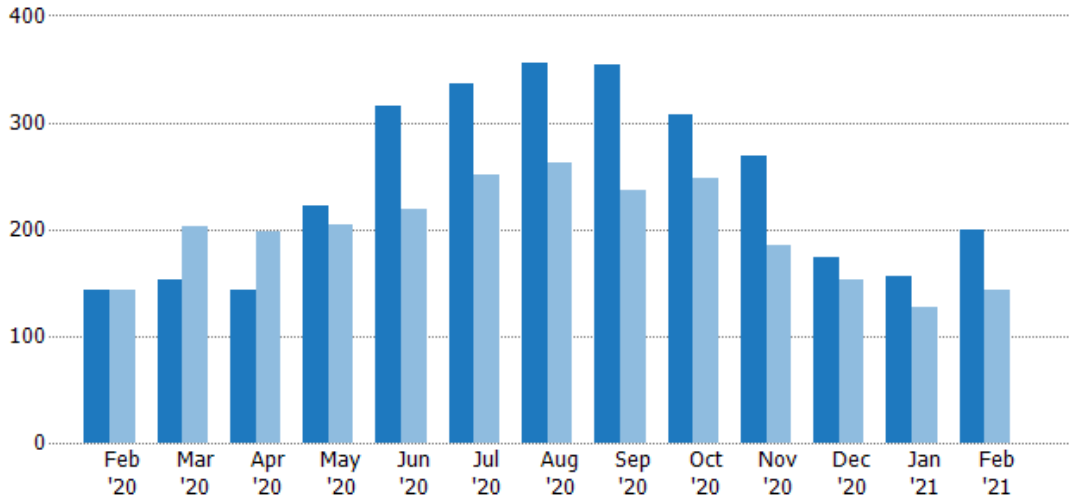
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	199	39.2%
Feb '20	143	0%
Feb '19	143	4.2%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	143	153	143	222	316	336	355	354	308	268	174	156	199
Prior Year	143	202	197	204	219	251	262	236	248	185	153	127	143
Percent Change from Prior Year	0%	-24%	-27%	9%	44%	34%	35%	50%	24%	45%	14%	23%	39%

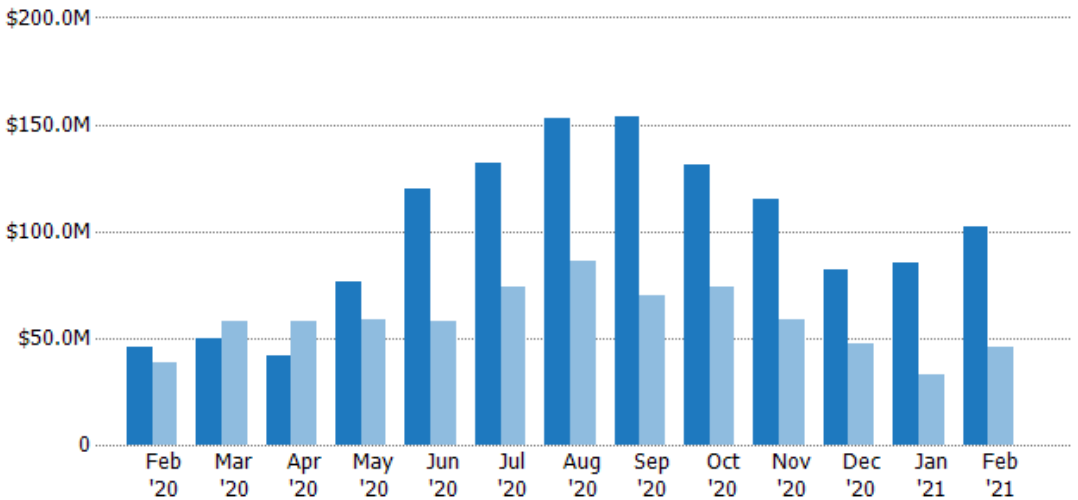
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$102M	123%
Feb '20	\$45.8M	19.5%
Feb '19	\$38.4M	13.8%



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$45.8M	\$49.5M	\$41.4M	\$76.2M	\$120M	\$132M	\$153M	\$154M	\$131M	\$115M	\$81.9M	\$85.1M	\$102M
Prior Year	\$38.4M	\$57.9M	\$57.8M	\$58.6M	\$57.8M	\$74.3M	\$85.8M	\$69.8M	\$74.3M	\$58.6M	\$47.3M	\$32.5M	\$45.8M
Percent Change from Prior Year	20%	-14%	-28%	30%	107%	78%	78%	120%	77%	96%	73%	162%	123%

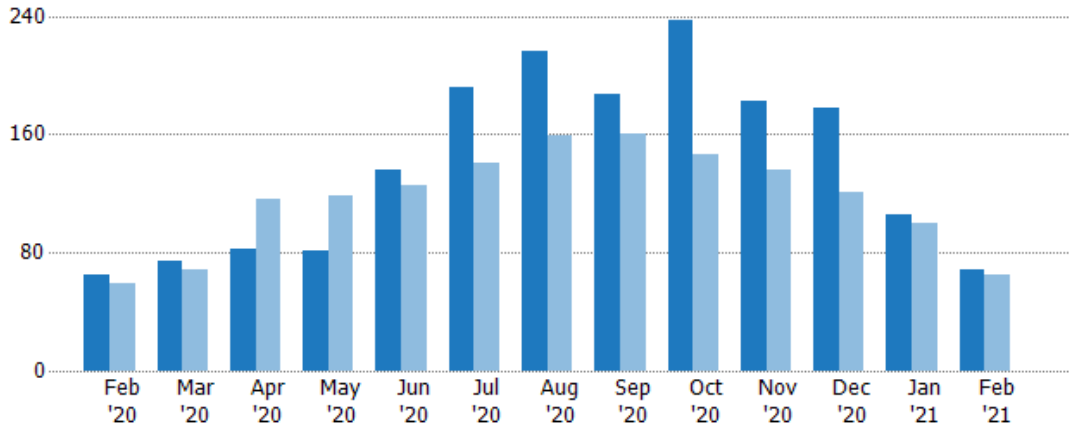
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	68	4.6%
Feb '20	65	10.2%
Feb '19	59	-20.3%



Current Year	65	74	83	81	136	192	216	187	237	183	178	106	68
Prior Year	59	69	116	119	125	141	159	160	146	136	121	100	65
Percent Change from Prior Year	10%	7%	-28%	-32%	9%	36%	36%	17%	62%	35%	47%	6%	5%

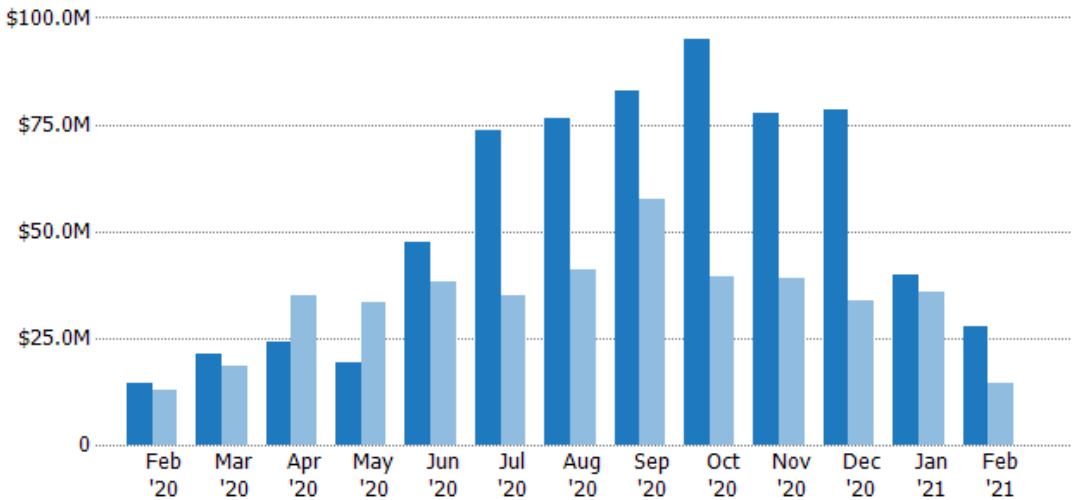
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$27.9M	93.6%
Feb '20	\$14.4M	13.3%
Feb '19	\$12.7M	2.6%



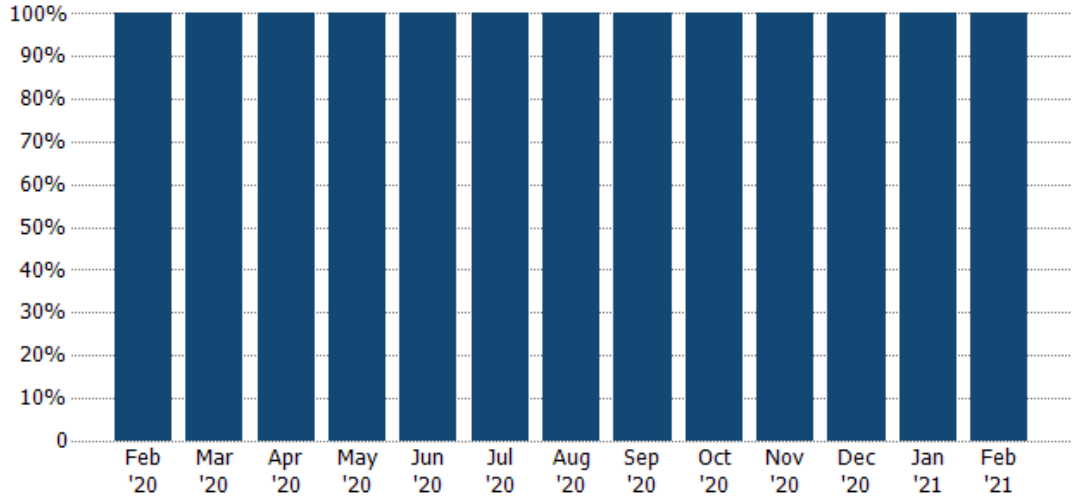
Current Year	\$14.4M	\$21.2M	\$24.2M	\$19.3M	\$47.5M	\$73.6M	\$76.3M	\$82.8M	\$94.9M	\$77.7M	\$78.2M	\$39.7M	\$27.9M
Prior Year	\$12.7M	\$18.4M	\$35.1M	\$33.3M	\$38.2M	\$35.1M	\$41M	\$57.5M	\$39.3M	\$38.9M	\$33.9M	\$35.8M	\$14.4M
Percent Change from Prior Year	13%	15%	-31%	-42%	24%	110%	86%	44%	141%	99%	130%	11%	94%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

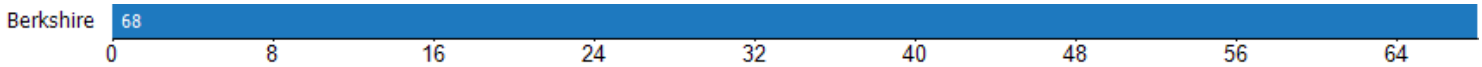


Property Type	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

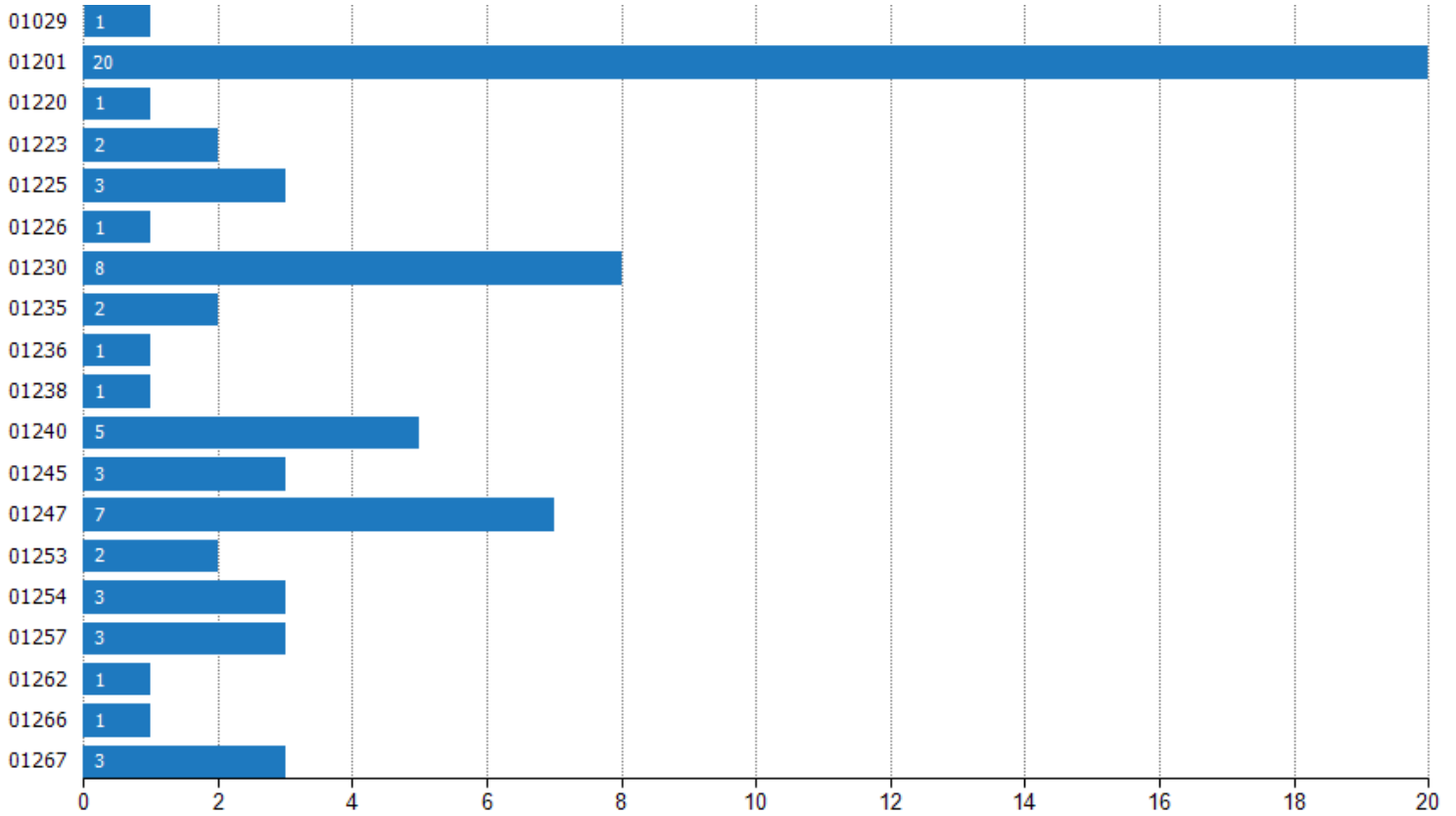
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



Closed Sales (By Zip)

The total number of residential properties sold during the last month by zip.

Filters Used: MLS: Berkshire County Board of REALTORS®/MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



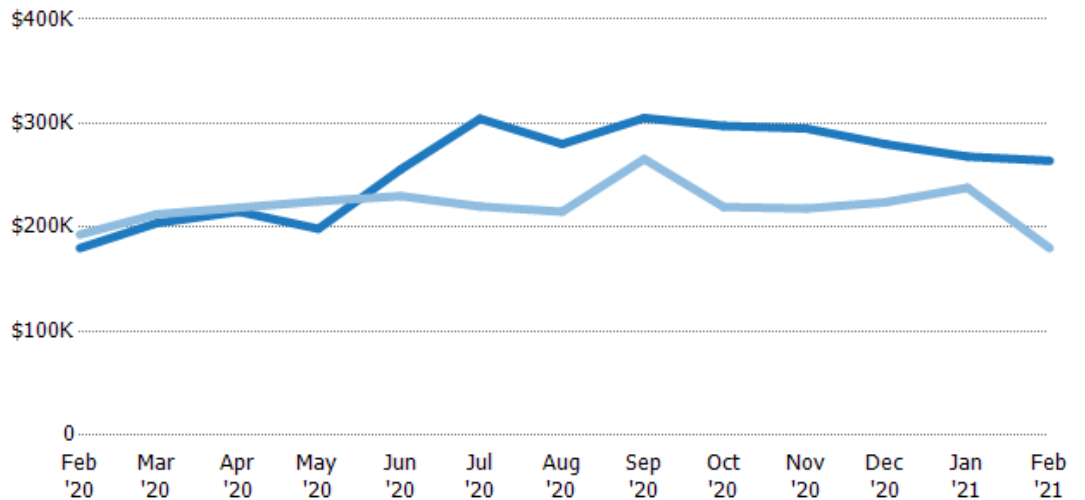
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$264K	46.7%
Feb '20	\$180K	-6.8%
Feb '19	\$193K	19.2%



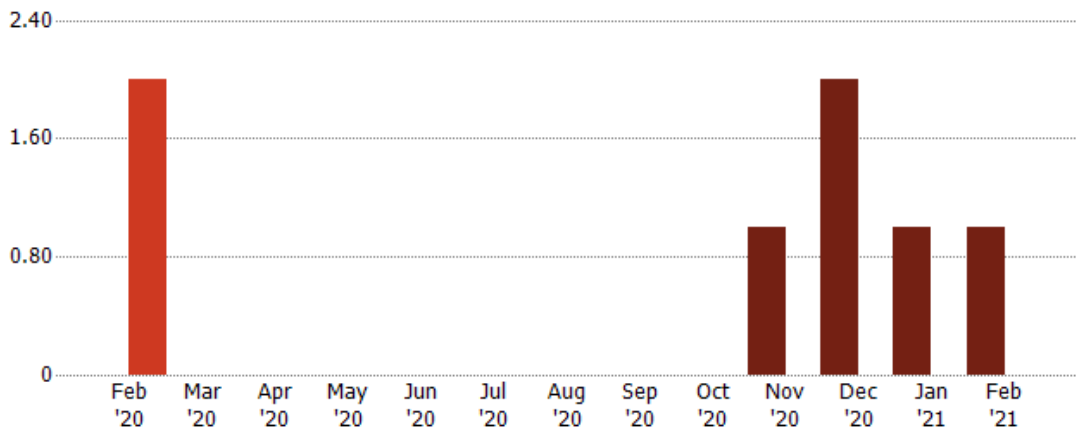
Current Year	\$180K	\$204K	\$215K	\$199K	\$256K	\$304K	\$280K	\$305K	\$298K	\$295K	\$280K	\$268K	\$264K
Prior Year	\$193K	\$213K	\$219K	\$225K	\$230K	\$220K	\$215K	\$266K	\$220K	\$218K	\$224K	\$238K	\$180K
Percent Change from Prior Year	-7%	-4%	-2%	-12%	11%	38%	30%	15%	36%	35%	25%	13%	47%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family

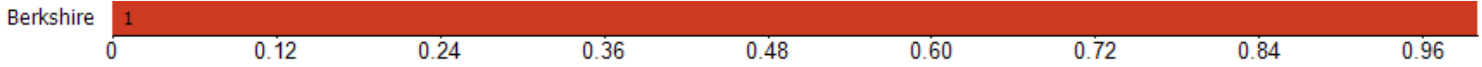


Current Year	-	-	-	-	-	-	-	-	-	1	2	1	1
Prior Year	2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	100%	100%	100%	100%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

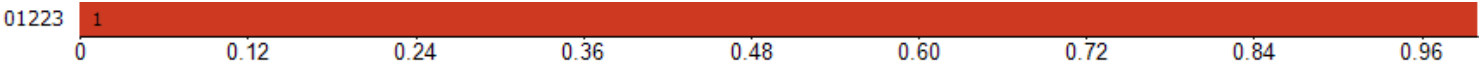
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



Distressed Listings (By Zip)

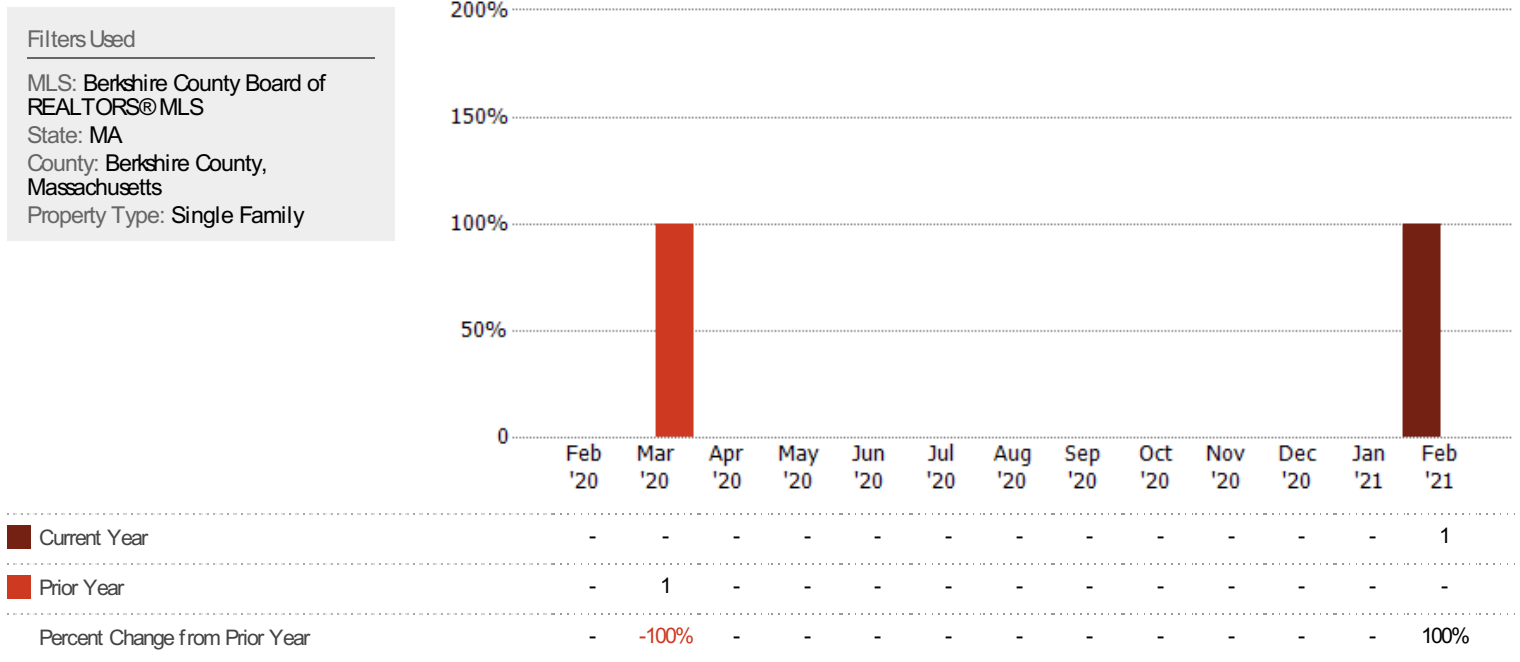
The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by zip.

Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



Distressed Sales

The count of distressed residential properties sold each month.



Sales Activity by ZIP

Feb 2021

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
01029			1	\$280,000	\$280,000	\$280,000	\$260	\$260	119
01201	47	\$12,612,624	20	\$3,311,250	\$165,563	\$156,000	\$123	\$134	41
01220	11	\$1,785,700	1	\$193,500	\$193,500	\$193,500	\$134	\$134	70
01223	8	\$2,642,800	2	\$416,000	\$208,000	\$208,000	\$108	\$108	90
01225	5	\$921,300	3	\$817,500	\$272,500	\$190,000	\$111	\$95	106
01226	3	\$549,800	1	\$263,000	\$263,000	\$263,000	\$146	\$146	13
01230	31	\$30,930,400	8	\$6,763,900	\$845,488	\$457,000	\$278	\$246	77
01235	2	\$667,900	2	\$948,690	\$474,345	\$474,345	\$162	\$162	140
01236	1	\$389,000	1	\$40,000	\$40,000	\$40,000	\$23	\$23	203
01238	9	\$4,216,600	1	\$406,000	\$406,000	\$406,000	\$268	\$268	47
01240	12	\$12,220,900	5	\$2,698,500	\$539,700	\$590,000	\$191	\$197	53
01245	2	\$2,195,000	3	\$1,620,000	\$540,000	\$475,000	\$391	\$263	260
01247	16	\$2,529,199	7	\$973,900	\$139,129	\$168,000	\$85	\$97	65
01253	4	\$1,369,000	2	\$526,400	\$263,200	\$263,200	\$153	\$153	254
01254	6	\$2,880,000	3	\$1,885,000	\$628,333	\$520,000	\$297	\$252	48
01257	5	\$2,593,000	3	\$4,327,500	\$1,442,500	\$1,630,000	\$409	\$383	60
01262	7	\$9,636,900	1	\$665,000	\$665,000	\$665,000	\$315	\$315	228
01266	6	\$3,146,000	1	\$564,000	\$564,000	\$564,000	\$309	\$309	76
01267	10	\$4,654,100	3	\$1,174,000	\$391,333	\$349,000	\$220	\$219	20

Zipcode Key

01201	Pittsfield	01253	Otis
01220	Adams	01254	Richmond
01223	Becket, Washington	01255	Sandisfield
01224	Lanesborough	01256	Savoy
01225	Cheshire	01257	Sheffield
01226	Dalton	01258	Egremont, Mt Washington
01230	Great Barrington, Alford	01259	New Marlborough
01235	Hnsdale, Peru	01262	Stockbridge
01237	Lanesborough, Hancock, New Ashford	01264	Tyringham
01238	Lee	01266	West Stockbridge, Alford
01240	Lenox	01267	Williamstown
01245	Monterey	01270	Windsor
01247	North Adams, Clarksburg, Florida		