

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	38	57	-33.3%	63	99	-36.4%
New Listing Volume	\$12,866,323	\$14,574,700	-11.7%	\$22,745,503	\$24,267,385	-6.3%
Active Listing Count	70	169	-58.6%	N/A	N/A	
Active Listing Volume	\$37,352,324	\$58,535,289	-36.2%	N/A	N/A	
Median Listing Price	\$279,720	\$239,900	+16.6%	\$268,218	\$244,929	+9.5%
Months of Inventory	1.3	3.8	-66.7%	2	4.1	-51.2%
Sales Activity Charts Metrics						
New Pending Sales Count	45	61	-26.2%	91	100	-9%
New Pending Sales Volume	\$10,559,665	\$14,598,764	-27.7%	\$24,265,072	\$22,099,594	+9.8%
Pending Sales Count	77	67	+14.9%	N/A	N/A	
Pending Sales Volume	\$21,707,985	\$16,756,300	+29.6%	N/A	N/A	
Closed Sales Count	31	31	+/-	87	76	+14.5%
Closed Sales Volume	\$7,641,440	\$5,186,628	+47.3%	\$23,097,638	\$15,443,578	+49.6%
Median Sales Price	\$190,000	\$168,850	+12.5%	\$213,172	\$200,320	+6.4%
Distressed Charts Metrics						
Distressed Listing Count	1	-	-	N/A	N/A	

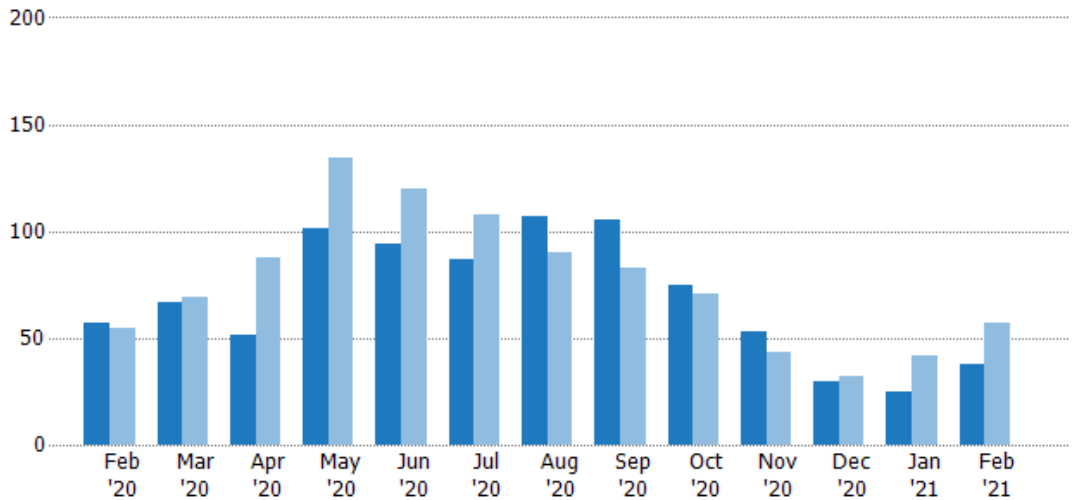
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	38	-33.3%
Feb '20	57	3.6%
Feb '19	55	-1.8%



Current Year	57	67	51	101	94	87	107	105	75	53	30	25	38
Prior Year	55	69	88	134	120	108	90	83	71	43	32	42	57
Percent Change from Prior Year	4%	-3%	-42%	-25%	-22%	-19%	19%	27%	6%	23%	-6%	-40%	-33%

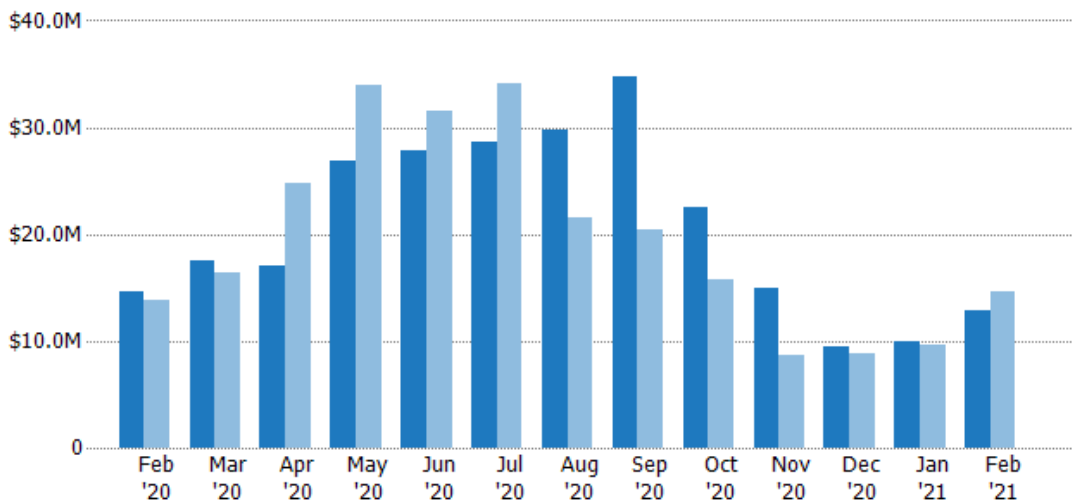
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$12.9M	-11.7%
Feb '20	\$14.6M	4.9%
Feb '19	\$13.9M	-8.6%



Current Year	\$14.6M	\$17.6M	\$17.1M	\$26.9M	\$27.9M	\$28.7M	\$29.8M	\$34.7M	\$22.5M	\$14.9M	\$9.5M	\$9.88M	\$12.9M
Prior Year	\$13.9M	\$16.4M	\$24.7M	\$34M	\$31.5M	\$34.1M	\$21.5M	\$20.5M	\$15.8M	\$8.63M	\$8.84M	\$9.69M	\$14.6M
Percent Change from Prior Year	5%	7%	-31%	-21%	-12%	-16%	39%	70%	43%	73%	7%	2%	-12%

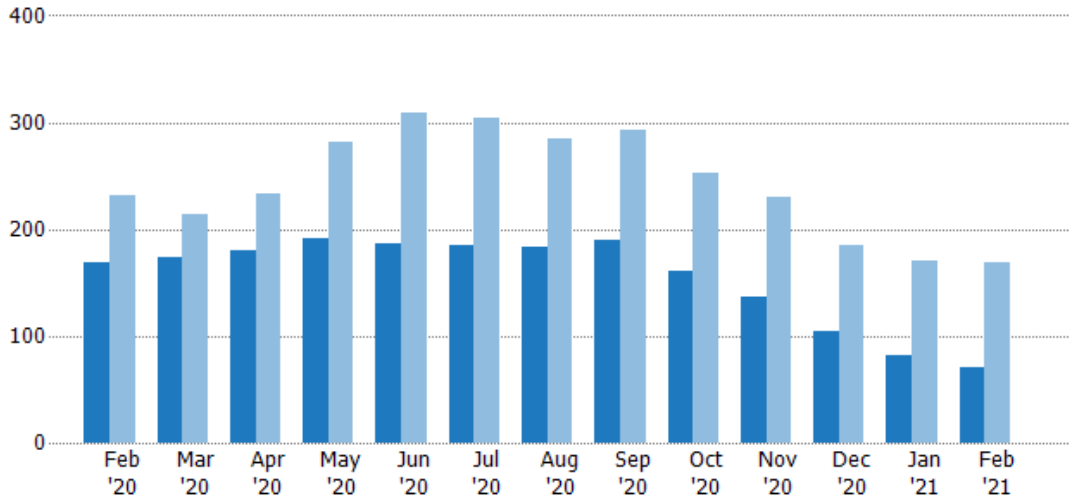
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	70	-58.6%
Feb '20	169	-26.8%
Feb '19	231	11.7%



Current Year	169	173	180	191	187	185	184	190	160	137	104	82	70
Prior Year	231	214	233	281	309	304	285	293	253	230	185	171	169
Percent Change from Prior Year	-27%	-19%	-23%	-32%	-39%	-39%	-35%	-35%	-37%	-40%	-44%	-52%	-59%

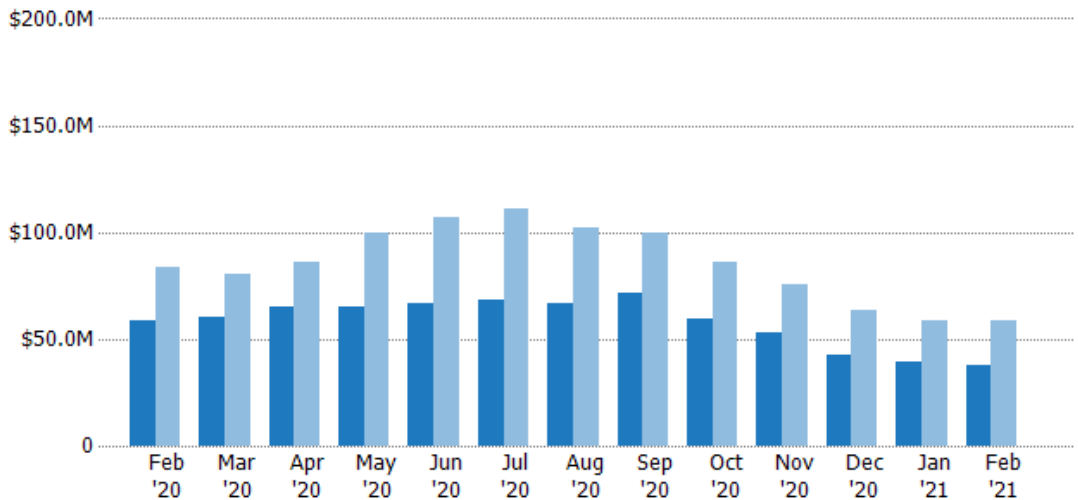
Active Listing Volume

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
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$37.4M	-36.2%
Feb '20	\$58.5M	-29.7%
Feb '19	\$83.3M	-7.4%



Current Year	\$58.5M	\$60.2M	\$65.4M	\$64.7M	\$66.8M	\$68.5M	\$66.6M	\$71.8M	\$59.8M	\$52.6M	\$42.9M	\$39.1M	\$37.4M
Prior Year	\$83.3M	\$80.1M	\$85.8M	\$100M	\$107M	\$111M	\$102M	\$100M	\$85.8M	\$75.6M	\$63.1M	\$58.5M	\$58.5M
Percent Change from Prior Year	-30%	-25%	-24%	-35%	-37%	-38%	-35%	-28%	-30%	-30%	-32%	-33%	-36%

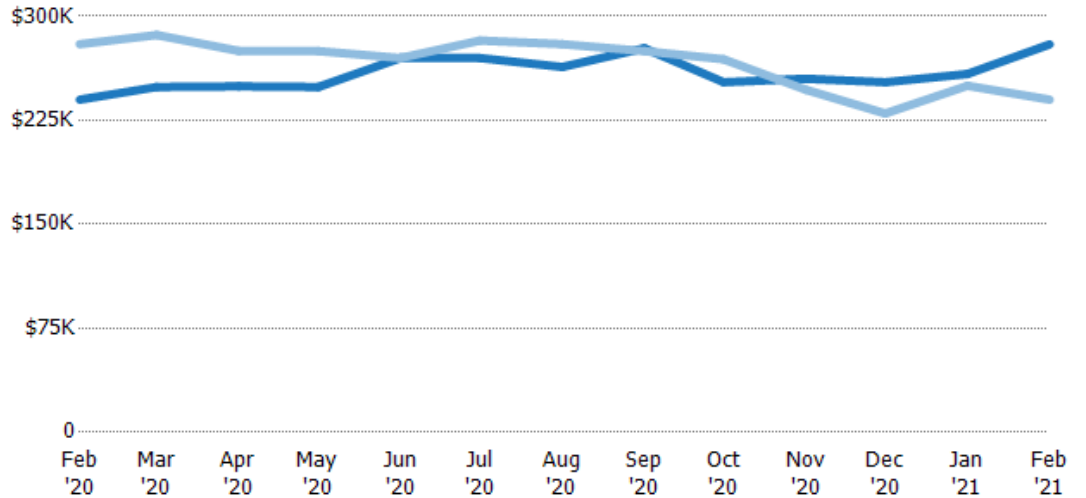
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$280K	16.6%
Feb '20	\$240K	-14.3%
Feb '19	\$280K	-21.4%



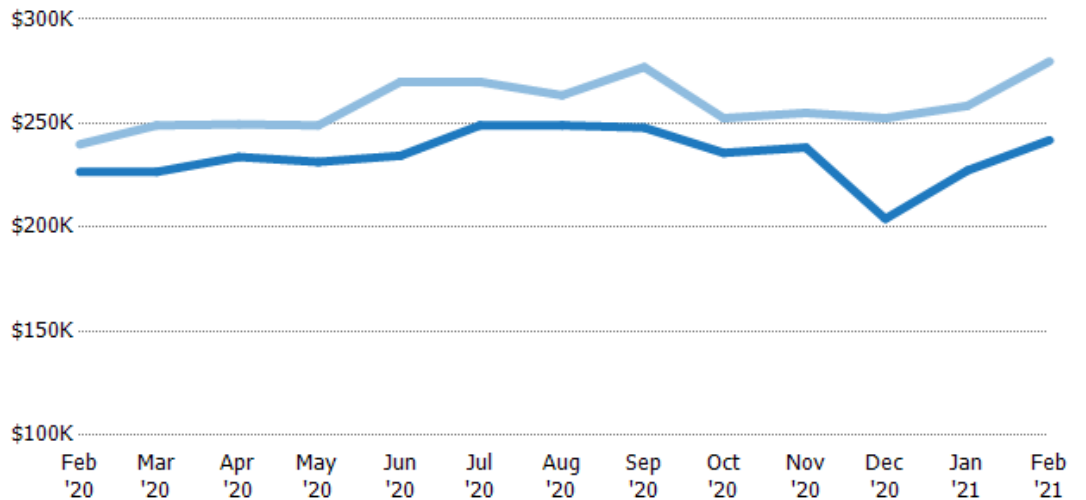
Current Year	\$240K	\$249K	\$249K	\$249K	\$270K	\$270K	\$263K	\$277K	\$252K	\$255K	\$252K	\$258K	\$280K
Prior Year	\$280K	\$287K	\$275K	\$275K	\$270K	\$283K	\$280K	\$275K	\$269K	\$247K	\$230K	\$250K	\$240K
Percent Change from Prior Year	-14%	-13%	-9%	-9%	0%	-4%	-6%	1%	-6%	3%	10%	3%	17%

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
ZIP: 9 Selected
Property Type: Single Family



Median Est Value	\$227K	\$227K	\$234K	\$231K	\$234K	\$249K	\$249K	\$248K	\$236K	\$238K	\$204K	\$227K	\$242K
Median Listing Price	\$240K	\$249K	\$249K	\$249K	\$270K	\$270K	\$263K	\$277K	\$252K	\$255K	\$252K	\$258K	\$280K
Med Listing Price as a % of Med Est Value	106%	110%	107%	108%	115%	108%	106%	112%	107%	107%	124%	114%	116%

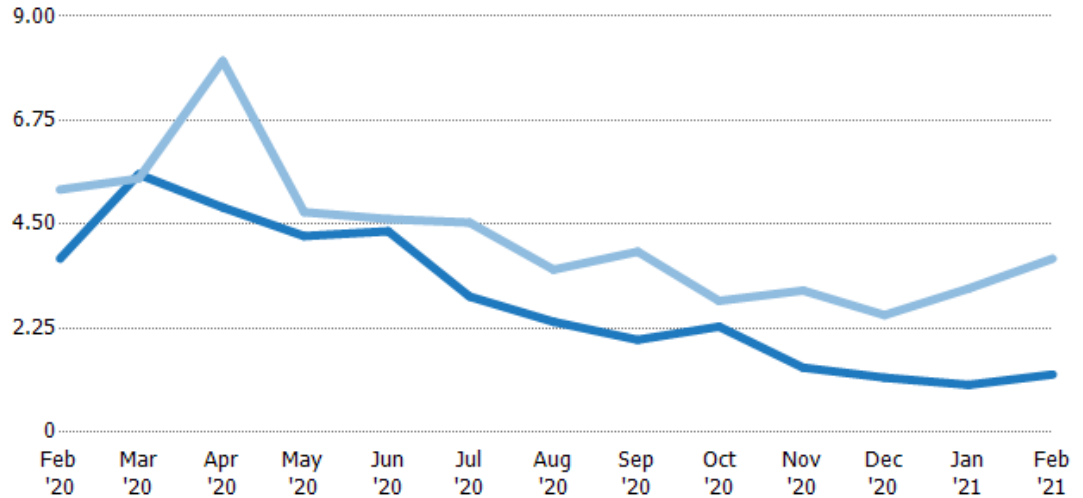
Months of Inventory

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
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Months	% Chg.
Feb '21	1.25	-66.7%
Feb '20	3.76	-28.5%
Feb '19	5.25	69.5%



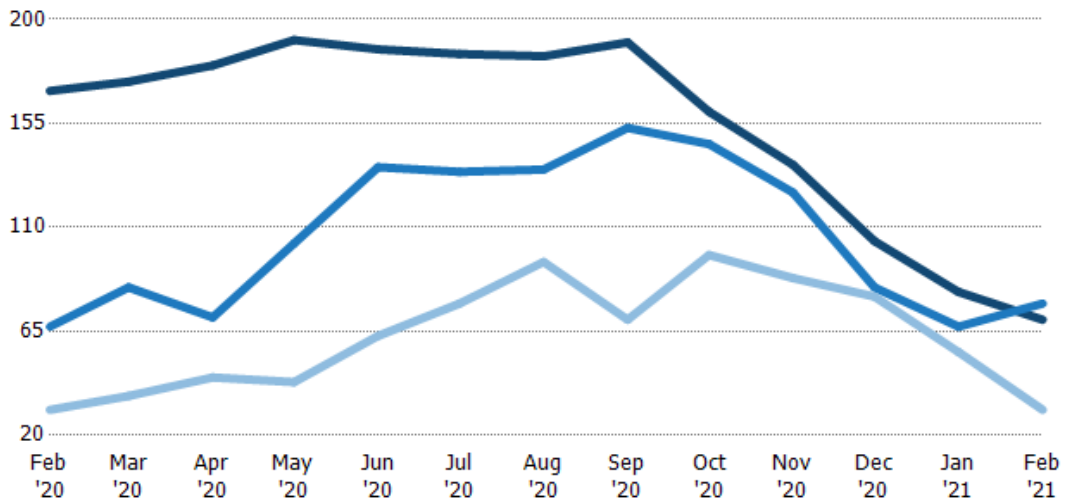
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	3.76	5.58	4.86	4.24	4.35	2.94	2.39	2	2.29	1.4	1.18	1.03	1.25
Prior Year	5.25	5.49	8.03	4.76	4.61	4.54	3.52	3.91	2.84	3.07	2.53	3.11	3.76
Percent Change from Prior Year	-28%	2%	-39%	-11%	-6%	-35%	-32%	-49%	-20%	-54%	-53%	-67%	-67%

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
 ZIP: 9 Selected
 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	169	173	180	191	187	185	184	190	160	137	104	82	70
Pending	67	84	71	103	136	134	135	153	146	125	84	67	77
Sold	31	37	45	43	63	77	95	70	98	88	80	56	31

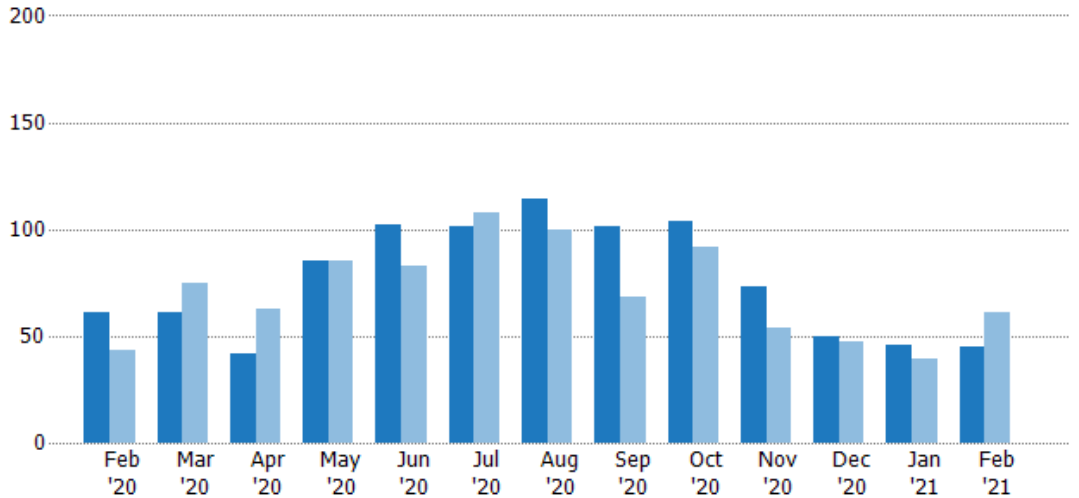
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	45	-26.2%
Feb '20	61	41.9%
Feb '19	43	30.2%



Current Year	61	61	42	85	102	101	114	101	104	73	50	46	45
Prior Year	43	75	63	85	83	108	100	68	92	54	47	39	61
Percent Change from Prior Year	42%	-19%	-33%	0%	23%	-6%	14%	49%	13%	35%	6%	18%	-26%

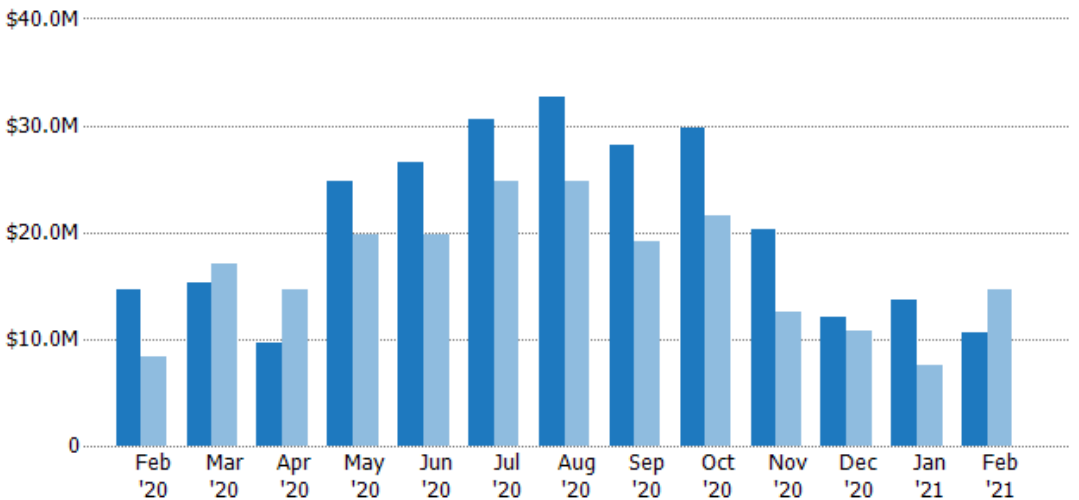
New Pending Sales Volume

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
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$10.6M	-27.7%
Feb '20	\$14.6M	76%
Feb '19	\$8.3M	48%



Current Year	\$14.6M	\$15.2M	\$9.65M	\$24.8M	\$26.6M	\$30.6M	\$32.6M	\$28.2M	\$29.8M	\$20.2M	\$12M	\$13.7M	\$10.6M
Prior Year	\$8.3M	\$17.1M	\$14.6M	\$19.8M	\$19.8M	\$24.8M	\$24.8M	\$19.1M	\$21.5M	\$12.6M	\$10.7M	\$7.5M	\$14.6M
Percent Change from Prior Year	76%	-11%	-34%	26%	34%	23%	31%	47%	39%	61%	12%	83%	-28%

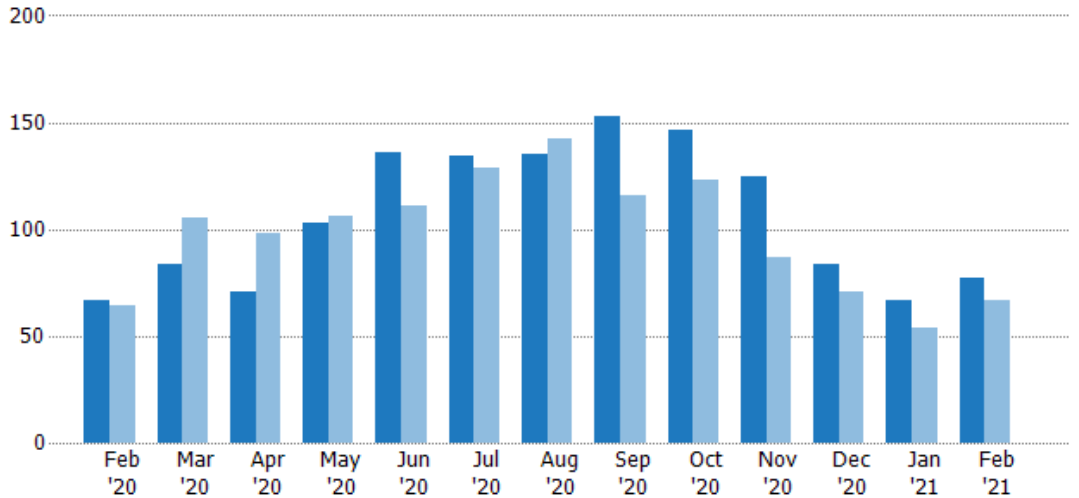
Pending Sales

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
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	77	14.9%
Feb '20	67	4.7%
Feb '19	64	25%



Current Year	67	84	71	103	136	134	135	153	146	125	84	67	77
Prior Year	64	105	98	106	111	129	142	116	123	87	71	54	67
Percent Change from Prior Year	5%	-20%	-28%	-3%	23%	4%	-5%	32%	19%	44%	18%	24%	15%

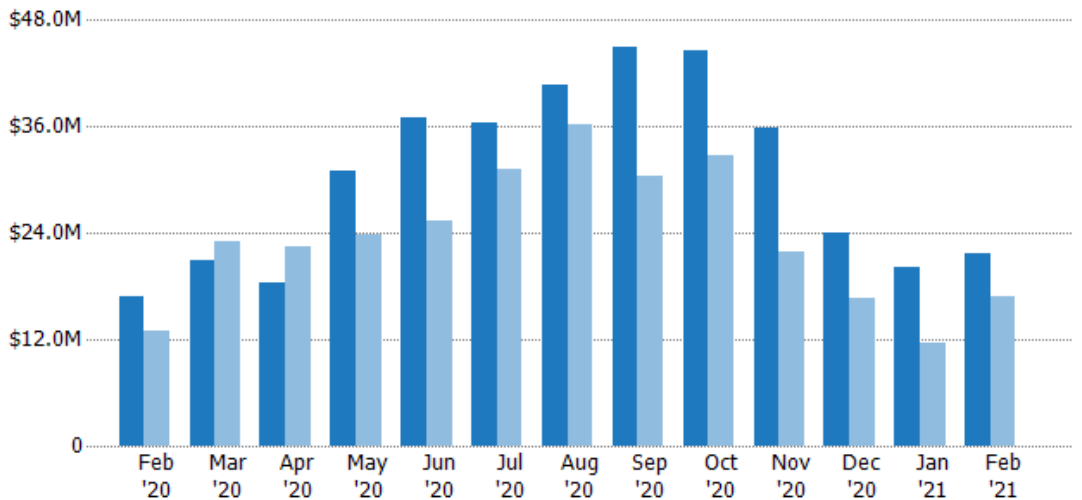
Pending Sales Volume

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
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$21.7M	29.6%
Feb '20	\$16.8M	29.4%
Feb '19	\$13M	33.5%



Current Year	\$16.8M	\$21M	\$18.3M	\$31M	\$37M	\$36.5M	\$40.6M	\$45M	\$44.6M	\$35.8M	\$23.9M	\$20.2M	\$21.7M
Prior Year	\$13M	\$23.1M	\$22.5M	\$23.9M	\$25.4M	\$31.2M	\$36.2M	\$30.4M	\$32.7M	\$21.8M	\$16.7M	\$11.6M	\$16.8M
Percent Change from Prior Year	29%	-9%	-18%	30%	46%	17%	12%	48%	37%	64%	43%	74%	30%

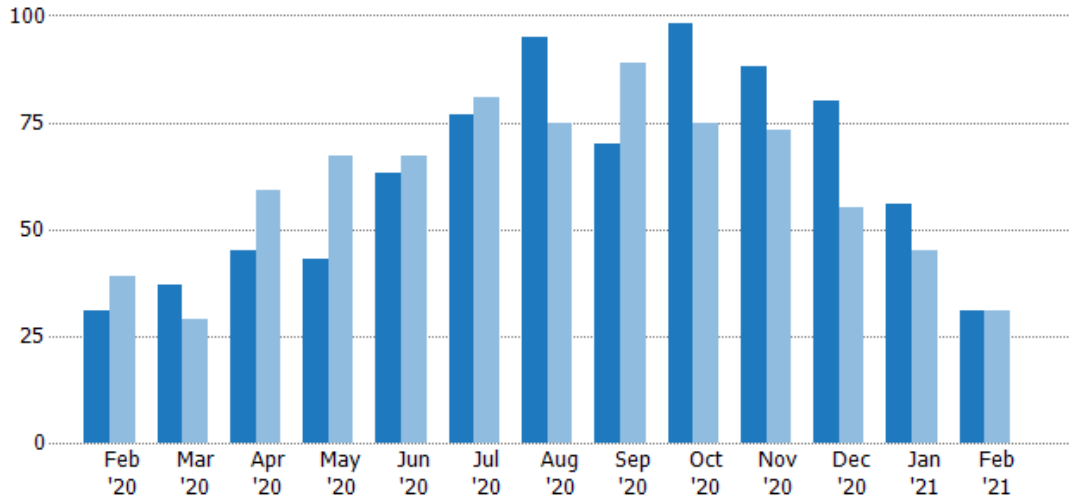
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	31	0%
Feb '20	31	-20.5%
Feb '19	39	-43.6%



	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	31	37	45	43	63	77	95	70	98	88	80	56	31
Prior Year	39	29	59	67	67	81	75	89	75	73	55	45	31
Percent Change from Prior Year	-21%	28%	-24%	-36%	-6%	-5%	27%	-21%	31%	21%	45%	24%	0%

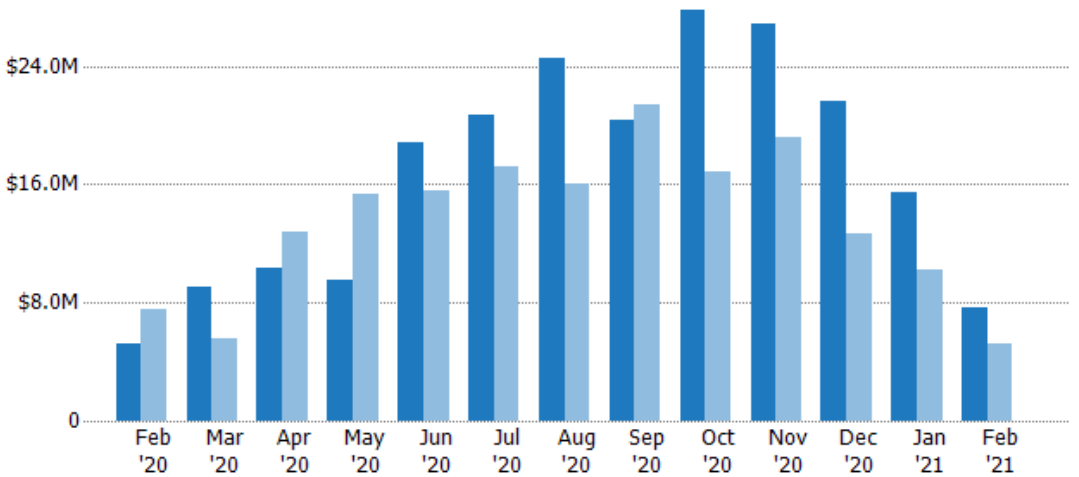
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family

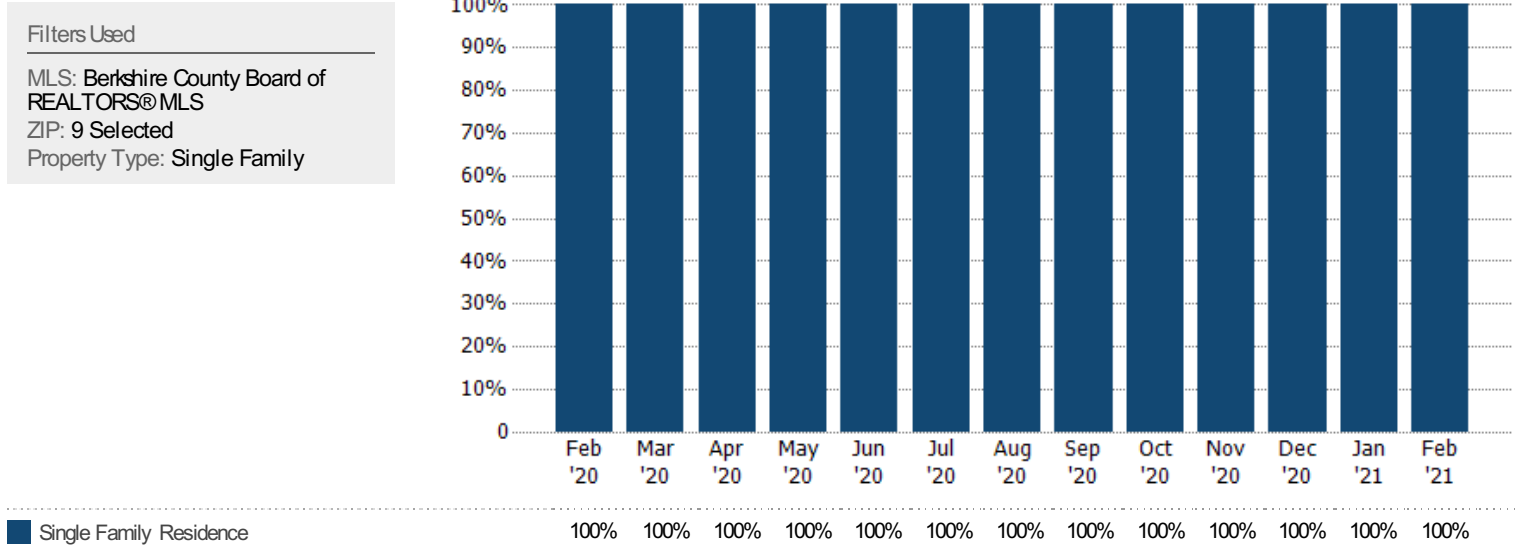
Month/Year	Volume	% Chg.
Feb '21	\$7.64M	47.3%
Feb '20	\$5.19M	-31.4%
Feb '19	\$7.56M	-27.3%



	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	\$5.19M	\$9.04M	\$10.4M	\$9.5M	\$18.8M	\$20.7M	\$24.6M	\$20.3M	\$27.7M	\$26.9M	\$21.6M	\$15.5M	\$7.64M
Prior Year	\$7.56M	\$5.61M	\$12.8M	\$15.3M	\$15.6M	\$17.2M	\$16M	\$21.3M	\$16.8M	\$19.2M	\$12.7M	\$10.3M	\$5.19M
Percent Change from Prior Year	-31%	61%	-19%	-38%	21%	20%	53%	-5%	65%	40%	71%	51%	47%

Closed Sales by Property Type

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



Closed Sales (By County)

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

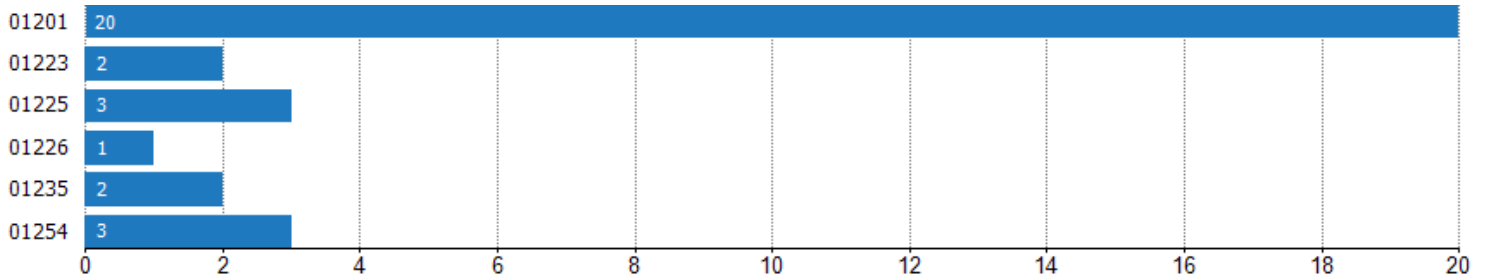
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family



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; ZIP: 9 Selected; Property Type: Single Family



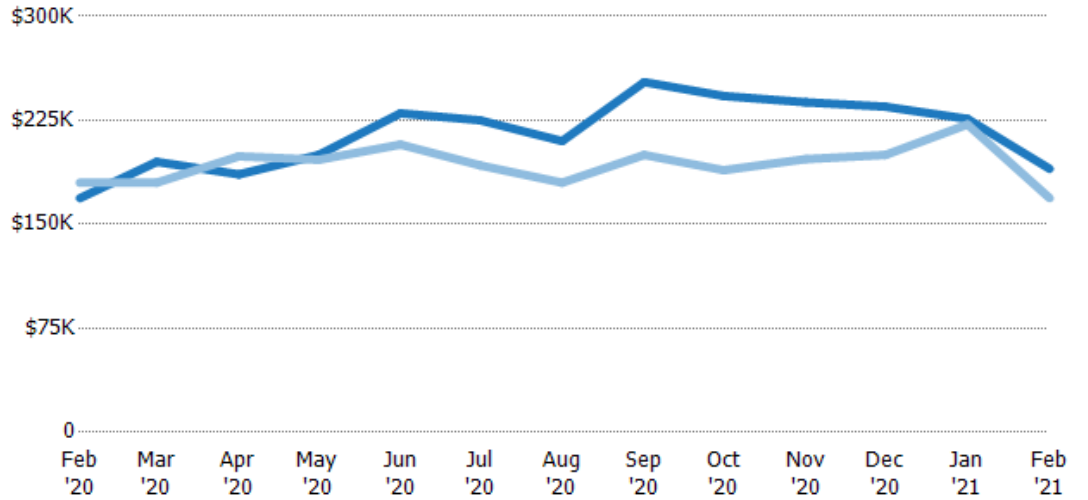
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$190K	12.5%
Feb '20	\$169K	-6.2%
Feb '19	\$180K	10.3%



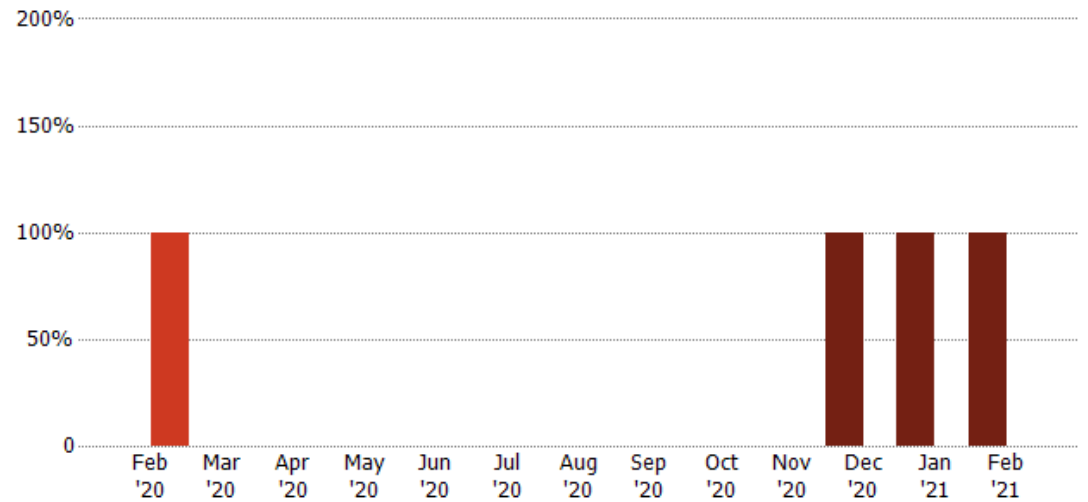
Current Year	\$169K	\$195K	\$186K	\$200K	\$230K	\$225K	\$210K	\$253K	\$243K	\$238K	\$235K	\$226K	\$190K
Prior Year	\$180K	\$180K	\$199K	\$197K	\$208K	\$193K	\$180K	\$200K	\$189K	\$197K	\$200K	\$222K	\$169K
Percent Change from Prior Year	-6%	8%	-7%	2%	11%	17%	17%	26%	28%	21%	17%	2%	13%

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
 ZIP: 9 Selected
 Property Type: Single Family

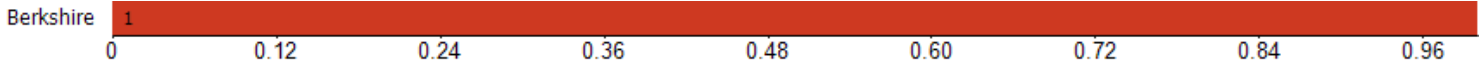


Current Year	-	-	-	-	-	-	-	-	-	-	1	1	1
Prior Year	1	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	100%	100%	100%

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.

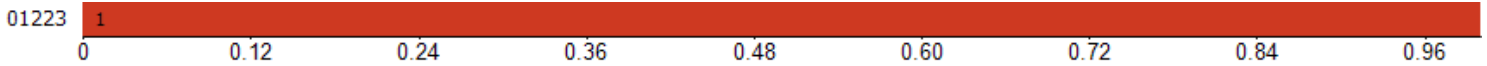
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family



Distressed Listings (By Zip)

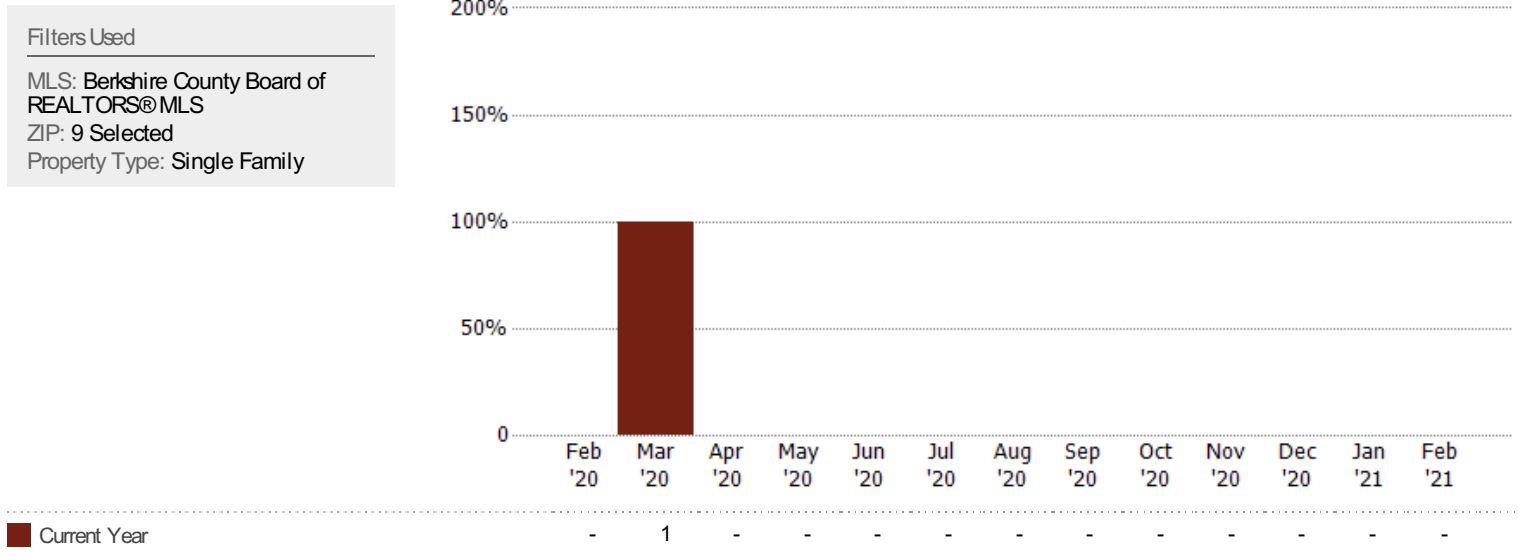
The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by zip.

Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; 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
01201	47	\$12,612,624	20	\$3,311,250	\$165,563	\$156,000	\$123	\$134	41
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
01235	2	\$667,900	2	\$948,690	\$474,345	\$474,345	\$162	\$162	140
01254	6	\$2,880,000	3	\$1,885,000	\$628,333	\$520,000	\$297	\$252	48