

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	7	12	-41.7%	17	24	-29.2%
New Listing Volume	\$2,379,500	\$5,777,100	-58.8%	\$5,322,000	\$8,853,800	-39.9%
Active Listing Count	30	61	-50.8%	N/A	N/A	
Active Listing Volume	\$15,222,700	\$24,774,999	-38.6%	N/A	N/A	
Median Listing Price	\$360,000	\$328,500	+9.6%	\$354,238	\$312,029	+13.5%
Months of Inventory	3	10.2	-70.5%	5.7	17.1	-66.6%
Sales Activity Charts Metrics						
New Pending Sales Count	12	10	+20%	24	16	+50%
New Pending Sales Volume	\$6,685,400	\$4,826,200	+38.5%	\$13,295,400	\$6,194,600	+114.6%
Pending Sales Count	19	15	+26.7%	N/A	N/A	
Pending Sales Volume	\$9,121,200	\$7,543,700	+20.9%	N/A	N/A	
Closed Sales Count	5	5	+/-	15	11	+36.4%
Closed Sales Volume	\$1,755,000	\$3,497,750	-49.8%	\$4,130,900	\$5,296,350	-22%
Median Sales Price	\$450,000	\$514,000	-12.5%	\$295,500	\$324,045	-8.8%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

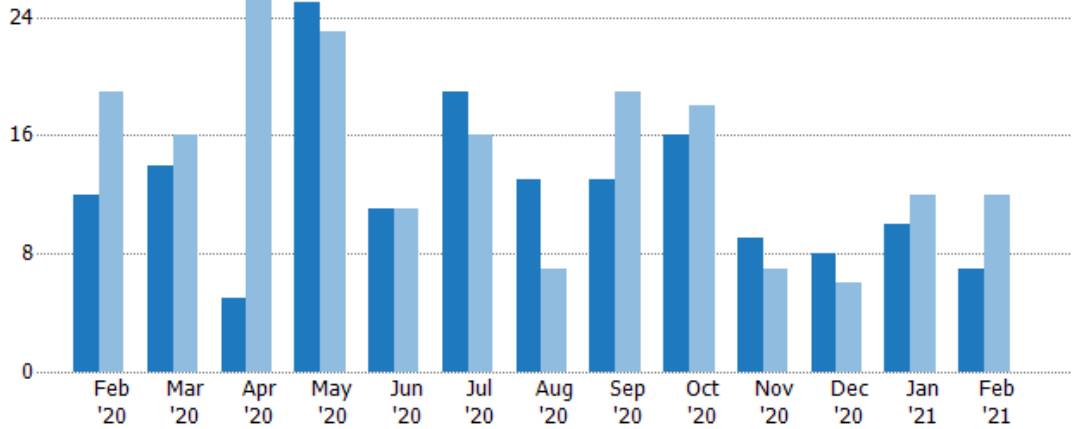
New Listings

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: Condo/Townhouse/Apt.

Month/Year	Count	% Chg.
Feb '21	7	-41.7%
Feb '20	12	-36.8%
Feb '19	19	-52.6%



Current Year	12	14	5	25	11	19	13	13	16	9	8	10	7
Prior Year	19	16	28	23	11	16	7	19	18	7	6	12	12
Percent Change from Prior Year	-37%	-13%	-82%	9%	0%	19%	86%	-32%	-11%	29%	33%	-17%	-42%

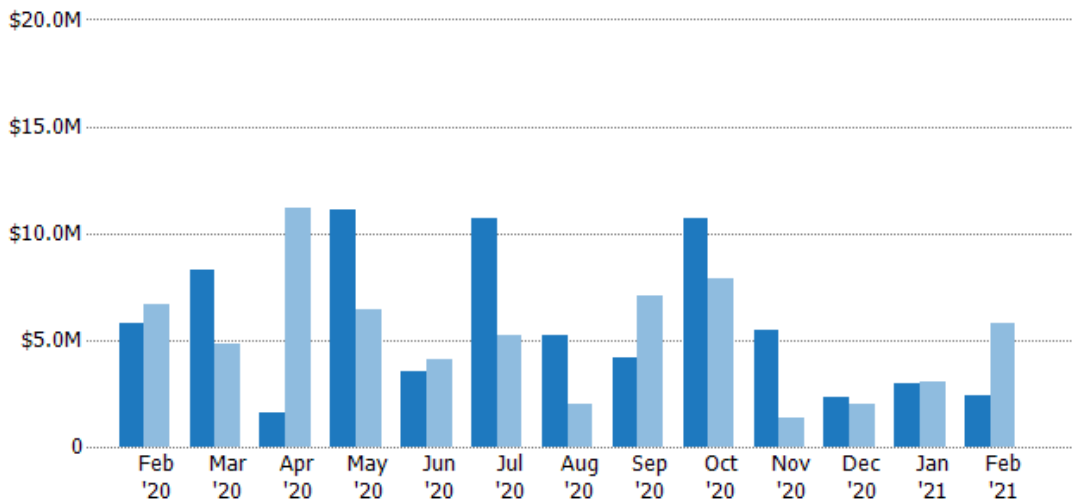
New Listing Volume

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: Condo/Townhouse/Apt.

Month/Year	Volume	% Chg.
Feb '21	\$2.38M	-58.8%
Feb '20	\$5.78M	-13.1%
Feb '19	\$6.65M	-41.1%



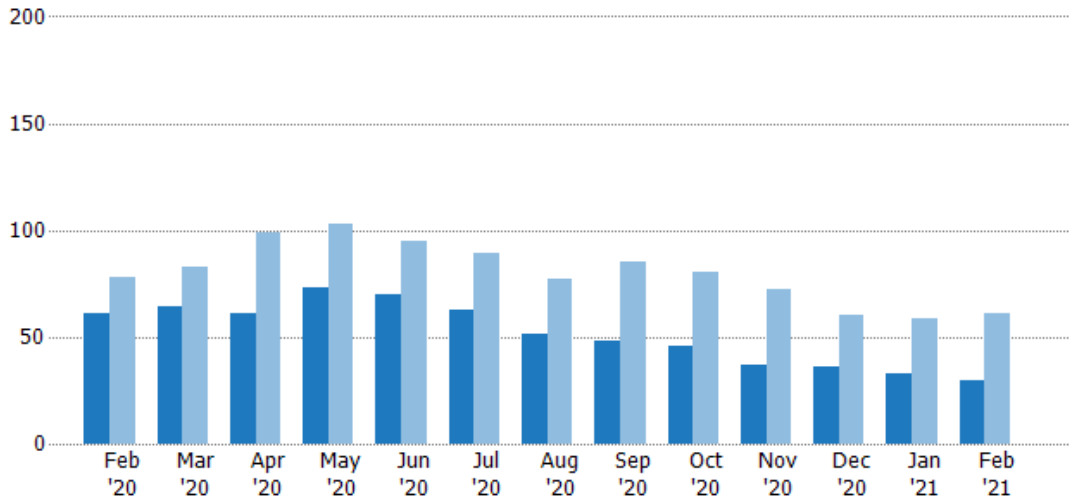
Current Year	\$5.78M	\$8.26M	\$1.61M	\$11.1M	\$3.56M	\$10.7M	\$5.24M	\$4.15M	\$10.7M	\$5.48M	\$2.3M	\$2.94M	\$2.38M
Prior Year	\$6.65M	\$4.79M	\$11.2M	\$6.4M	\$4.11M	\$5.26M	\$1.99M	\$7.04M	\$7.89M	\$1.37M	\$2.04M	\$3.08M	\$5.78M
Percent Change from Prior Year	-13%	72%	-86%	73%	-13%	103%	163%	-41%	36%	301%	13%	-4%	-59%

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: Condo/Townhouse/Apt.



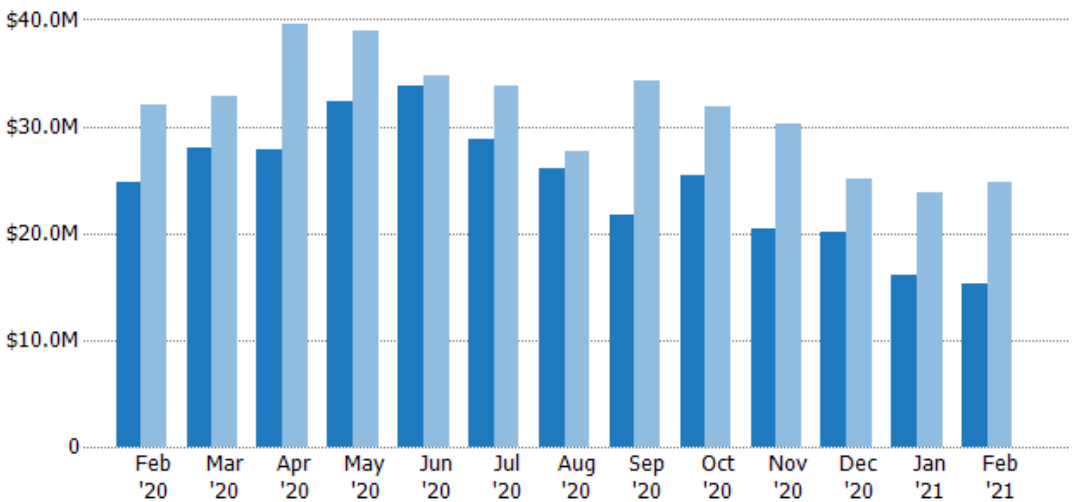
Month/Year	Count	% Chg.
Feb '21	30	-50.8%
Feb '20	61	-21.8%
Feb '19	78	-15.4%

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: Condo/Townhouse/Apt.



Month/Year	Volume	% Chg.
Feb '21	\$15.2M	-38.6%
Feb '20	\$24.8M	-22.5%
Feb '19	\$32M	-9.5%

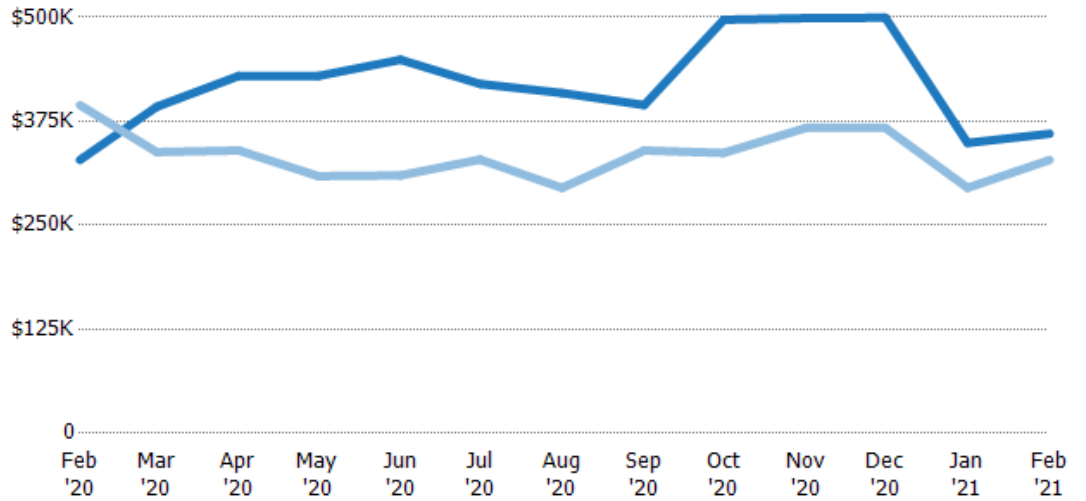
Median Listing Price

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: Condo/Townhouse/Apt.

Month/Year	Price	% Chg.
Feb '21	\$360K	9.6%
Feb '20	\$329K	-16.7%
Feb '19	\$395K	5%



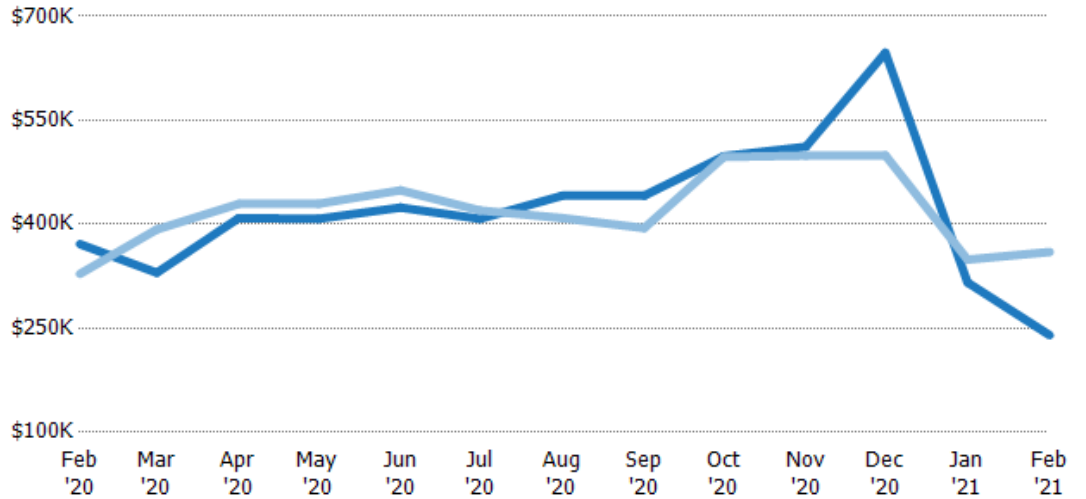
Current Year	\$329K	\$392K	\$430K	\$430K	\$449K	\$420K	\$409K	\$395K	\$497K	\$499K	\$500K	\$349K	\$360K
Prior Year	\$395K	\$338K	\$340K	\$309K	\$310K	\$329K	\$295K	\$340K	\$337K	\$367K	\$367K	\$295K	\$329K
Percent Change from Prior Year	-17%	16%	26%	39%	45%	28%	39%	16%	47%	36%	36%	18%	10%

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: Condo/Townhouse/Apt.



Median Est Value	\$371K	\$330K	\$409K	\$408K	\$424K	\$408K	\$441K	\$441K	\$498K	\$512K	\$647K	\$316K	\$240K
Median Listing Price	\$329K	\$392K	\$430K	\$430K	\$449K	\$420K	\$409K	\$395K	\$497K	\$499K	\$500K	\$349K	\$360K
Med Listing Price as a % of Med Est Value	88%	119%	105%	105%	106%	103%	93%	89%	100%	97%	77%	110%	150%

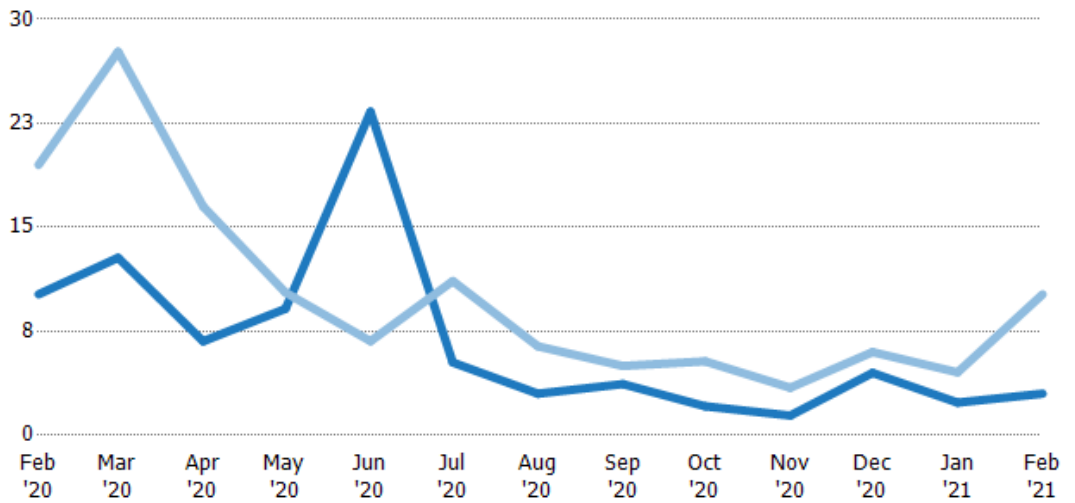
Months of Inventory

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: Condo/Townhouse/Apt.

Month/Year	Months	% Chg.
Feb '21	3	-70.5%
Feb '20	10.2	-47.9%
Feb '19	19.5	-51.6%



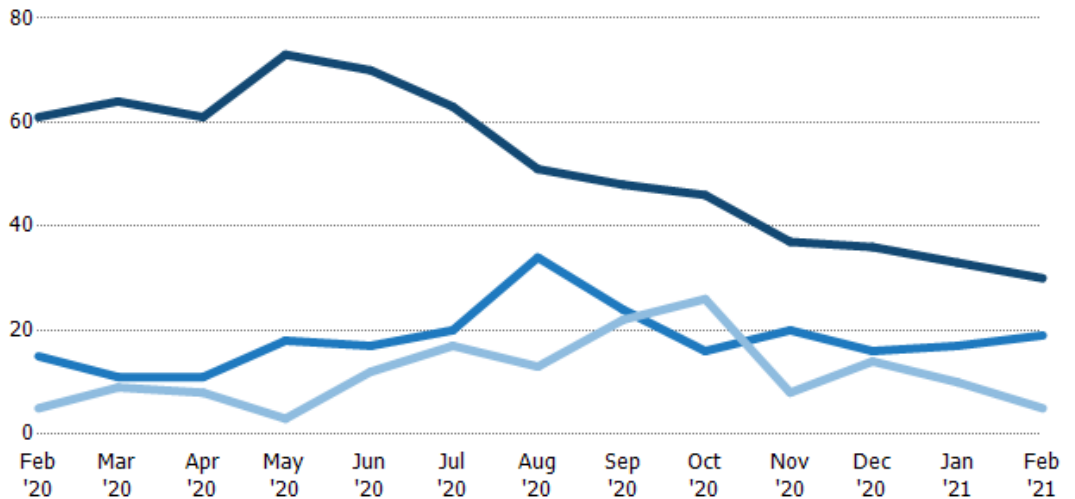
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	10.2	12.8	6.78	9.13	23.3	5.25	3	3.69	2.09	1.42	4.5	2.36	3
Prior Year	19.5	27.7	16.5	10.3	6.79	11.1	6.42	5	5.33	3.43	6	4.54	10.2
Percent Change from Prior Year	-48%	-54%	-59%	-11%	244%	-53%	-53%	-26%	-61%	-58%	-25%	-48%	-70%

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: Condo/Townhouse/Apt.



	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	61	64	61	73	70	63	51	48	46	37	36	33	30
Pending	15	11	11	18	17	20	34	24	16	20	16	17	19
Sold	5	9	8	3	12	17	13	22	26	8	14	10	5

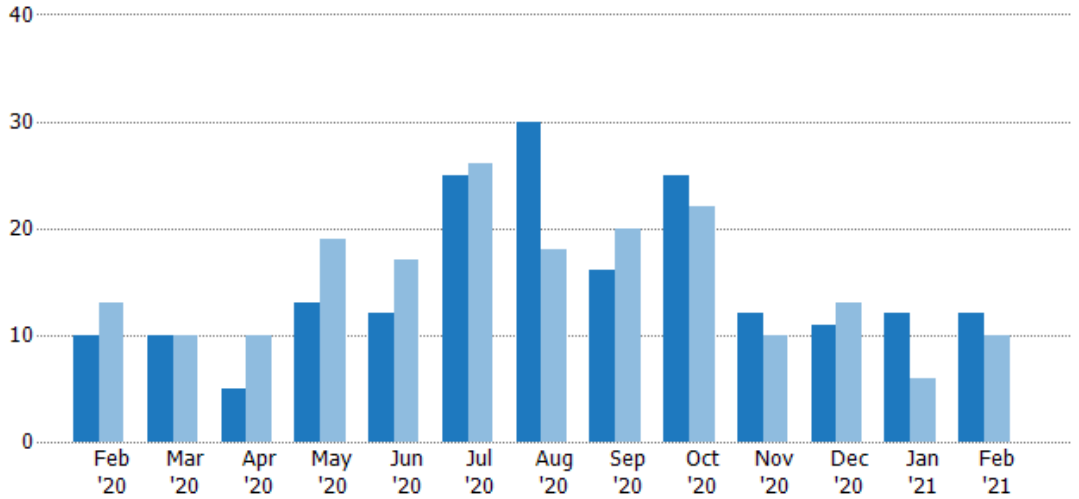
New Pending Sales

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: Condo/Townhouse/Apt.

Month/Year	Count	% Chg.
Feb '21	12	20%
Feb '20	10	-23.1%
Feb '19	13	-69.2%



Current Year	10	10	5	13	12	25	30	16	25	12	11	12	12
Prior Year	13	10	10	19	17	26	18	20	22	10	13	6	10
Percent Change from Prior Year	-23%	0%	-50%	-32%	-29%	-4%	67%	-20%	14%	20%	-15%	100%	20%

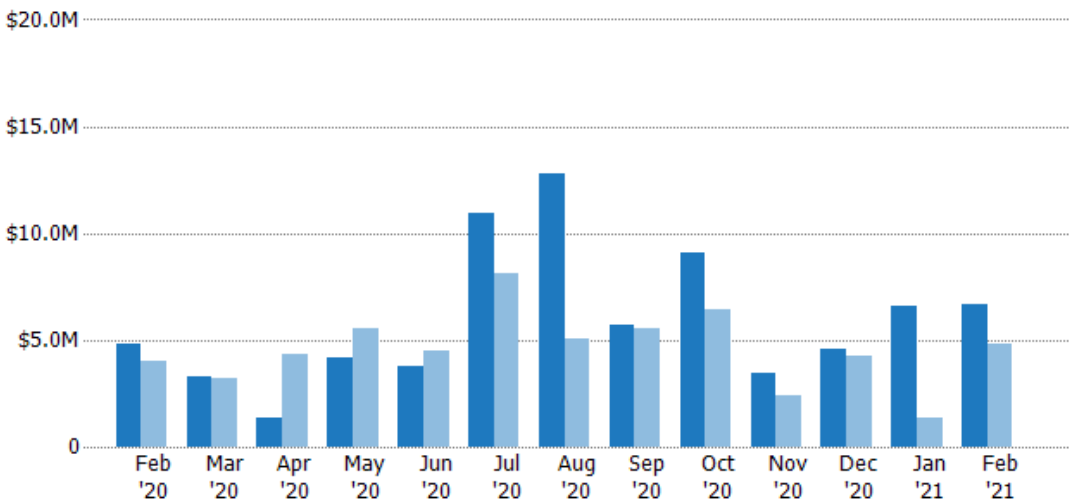
New Pending Sales Volume

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: Condo/Townhouse/Apt.

Month/Year	Volume	% Chg.
Feb '21	\$6.69M	38.5%
Feb '20	\$4.83M	19.3%
Feb '19	\$4.04M	-64.8%



Current Year	\$4.83M	\$3.3M	\$1.39M	\$4.14M	\$3.73M	\$10.9M	\$12.8M	\$5.72M	\$9.1M	\$3.43M	\$4.59M	\$6.61M	\$6.69M
Prior Year	\$4.04M	\$3.24M	\$4.34M	\$5.58M	\$4.48M	\$8.15M	\$5.04M	\$5.5M	\$6.44M	\$2.37M	\$4.25M	\$1.37M	\$4.83M
Percent Change from Prior Year	19%	2%	-68%	-26%	-17%	34%	154%	4%	41%	45%	8%	383%	39%

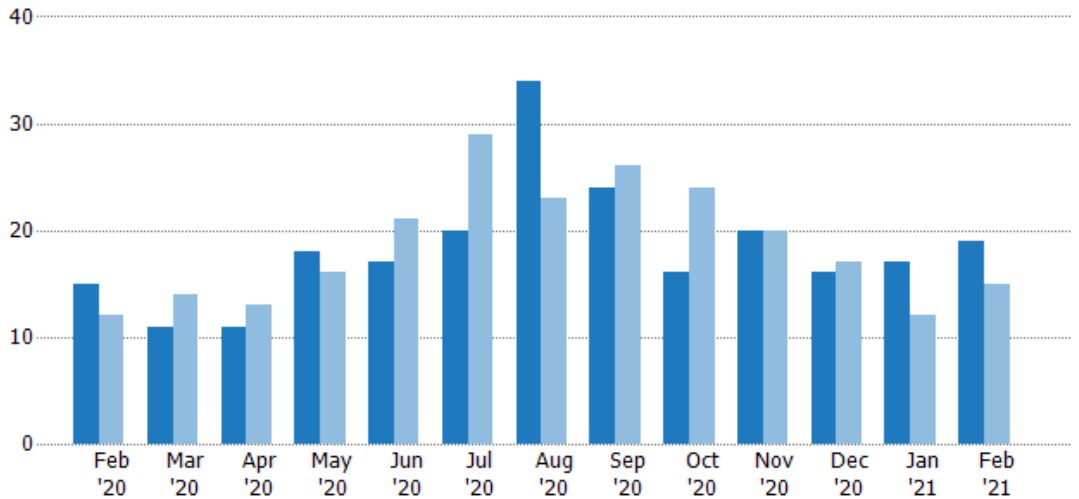
Pending Sales

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: Condo/Townhouse/Apt.

Month/Year	Count	% Chg.
Feb '21	19	26.7%
Feb '20	15	25%
Feb '19	12	-16.7%



Current Year	15	11	11	18	17	20	34	24	16	20	16	17	19
Prior Year	12	14	13	16	21	29	23	26	24	20	17	12	15
Percent Change from Prior Year	25%	-21%	-15%	13%	-19%	-31%	48%	-8%	-33%	0%	-6%	42%	27%

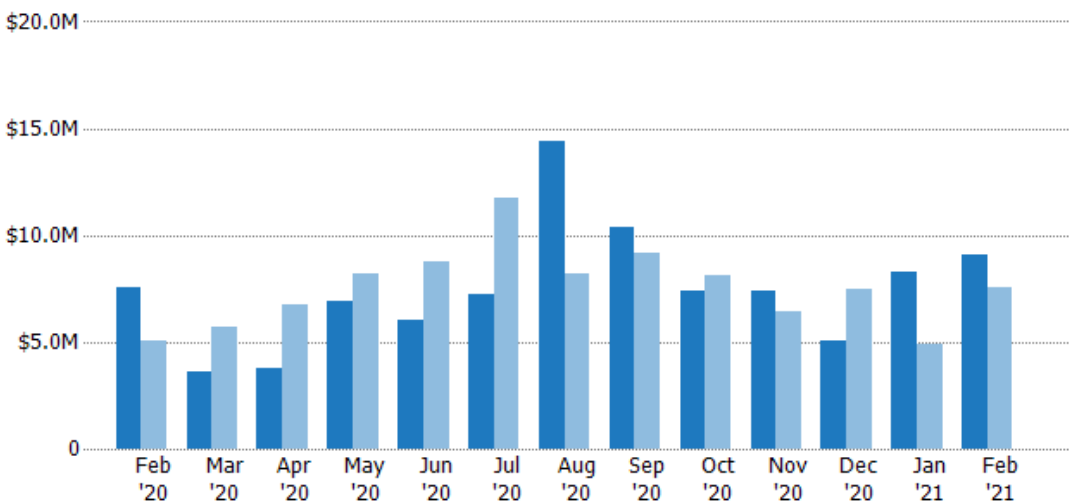
Pending Sales Volume

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: Condo/Townhouse/Apt.

Month/Year	Volume	% Chg.
Feb '21	\$9.12M	20.9%
Feb '20	\$7.54M	48.5%
Feb '19	\$5.08M	-26.4%



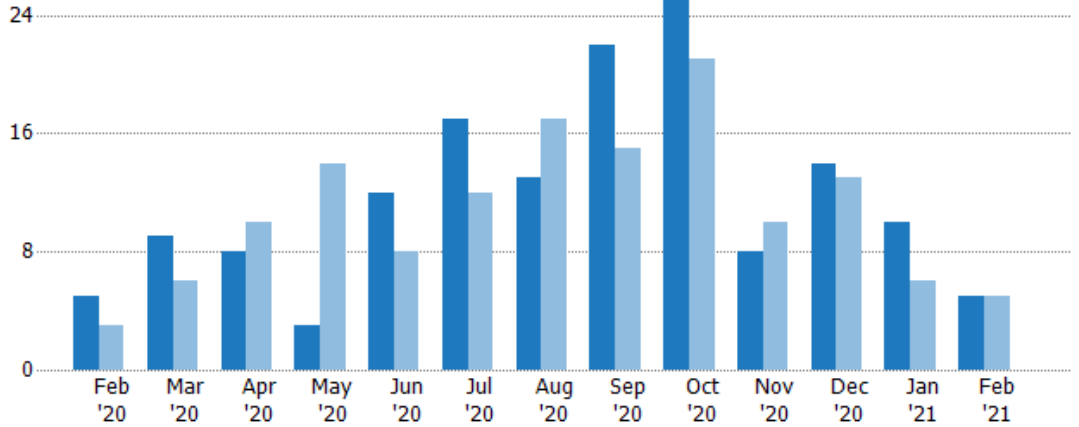
Current Year	\$7.54M	\$3.65M	\$3.77M	\$6.91M	\$6M	\$7.24M	\$14.4M	\$10.4M	\$7.39M	\$7.38M	\$5.09M	\$8.24M	\$9.12M
Prior Year	\$5.08M	\$5.67M	\$6.73M	\$8.21M	\$8.73M	\$11.8M	\$8.22M	\$9.17M	\$8.15M	\$6.47M	\$7.46M	\$4.93M	\$7.54M
Percent Change from Prior Year	48%	-36%	-44%	-16%	-31%	-38%	75%	13%	-9%	14%	-32%	67%	21%

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: Condo/Townhouse/Apt.



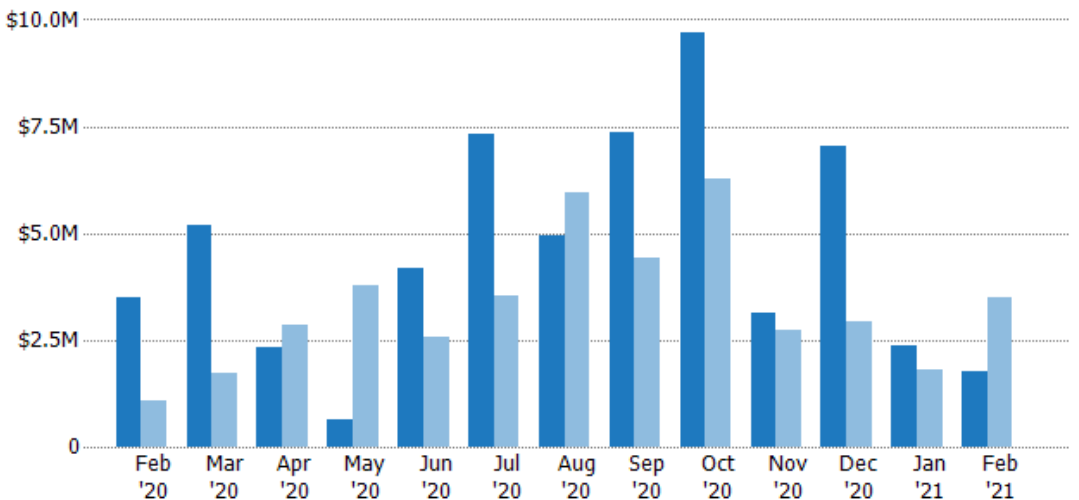
Month/Year	Count	% Chg.
Feb '21	5	0%
Feb '20	5	66.7%
Feb '19	3	-33.3%

Closed Sales Volume

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

Filters Used

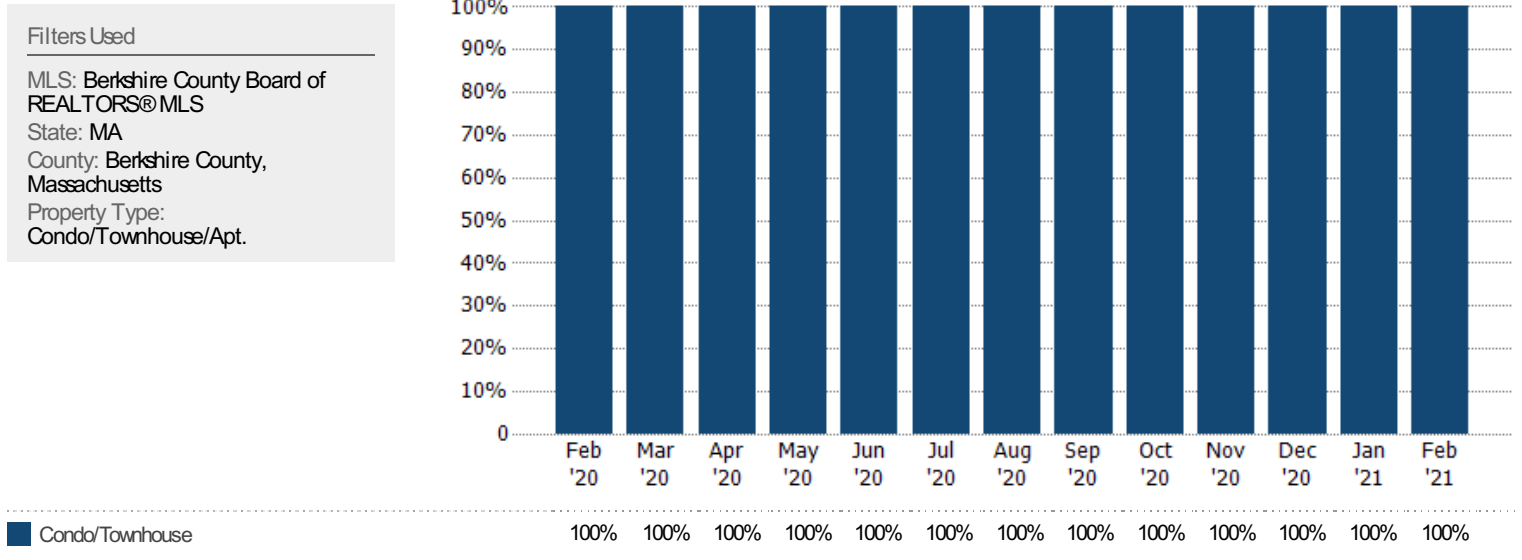
MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Condo/Townhouse/Apt.



Month/Year	Volume	% Chg.
Feb '21	\$1.76M	-49.8%
Feb '20	\$3.5M	222.4%
Feb '19	\$1.09M	-73.3%

Closed Sales by Property Type

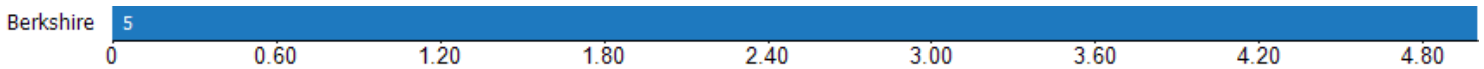
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

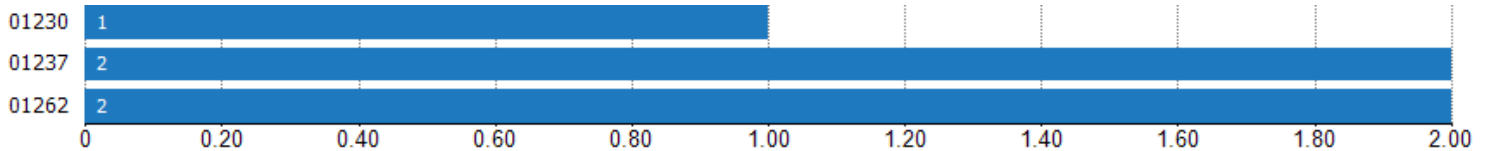
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt.



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: Condo/Townhouse/Apt.



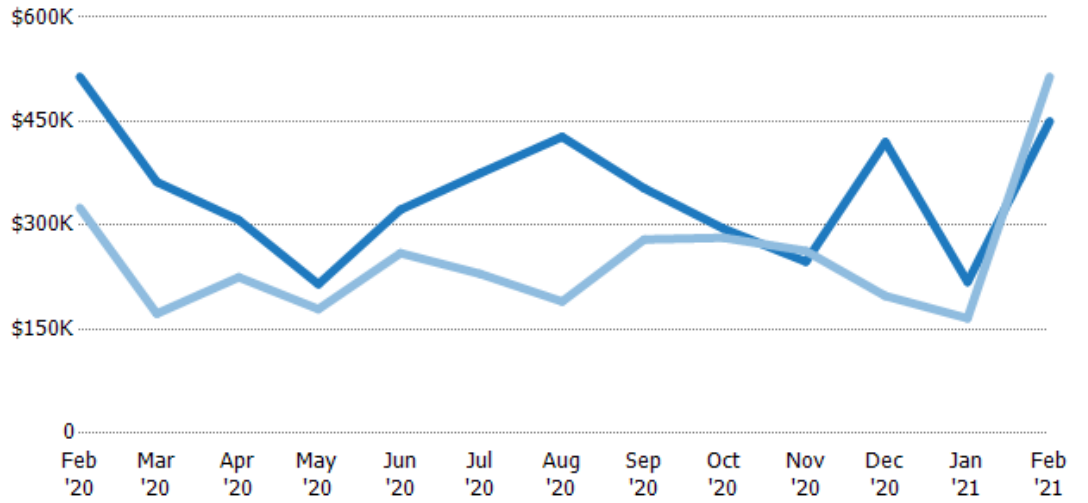
Median Sales Price

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: Condo/Townhouse/Apt.

Month/Year	Price	% Chg.
Feb '21	\$450K	-12.5%
Feb '20	\$514K	58.2%
Feb '19	\$325K	-55.5%



Current Year	\$514K	\$363K	\$308K	\$215K	\$323K	\$375K	\$428K	\$353K	\$295K	\$247K	\$420K	\$218K	\$450K
Prior Year	\$325K	\$172K	\$225K	\$179K	\$260K	\$230K	\$190K	\$280K	\$282K	\$263K	\$198K	\$166K	\$514K
Percent Change from Prior Year	58%	110%	37%	20%	24%	63%	125%	26%	5%	-6%	112%	32%	-12%

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
01230	1	\$380,000	1	\$660,000	\$660,000	\$660,000	\$578	\$578	141
01237	4	\$1,069,900	2	\$170,000	\$85,000	\$85,000	\$170	\$170	16
01262	1	\$233,000	2	\$925,000	\$462,500	\$462,500	\$251	\$251	115