

## 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	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10	22	-54.5%	28	44	-36.4%
New Listing Volume	\$2,697,400	\$4,512,900	-40.2%	\$9,444,100	\$12,029,699	-21.5%
Active Listing Count	44	117	-62.4%	N/A	N/A	
Active Listing Volume	\$26,479,898	\$47,720,999	-44.5%	N/A	N/A	
Median Listing Price	\$301,000	\$224,900	+33.8%	\$289,278	\$228,723	+26.5%
Months of Inventory	1.8	5.3	-66.9%	2.6	12.5	-79.1%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	18	25	-28%	39	52	-25%
New Pending Sales Volume	\$4,165,800	\$9,886,300	-57.9%	\$9,377,200	\$13,788,700	-32%
Pending Sales Count	42	45	-6.7%	N/A	N/A	
Pending Sales Volume	\$10,092,599	\$12,567,500	-19.7%	N/A	N/A	
Closed Sales Count	11	16	-31.3%	36	38	-5.3%
Closed Sales Volume	\$2,341,400	\$2,406,400	-2.7%	\$9,179,000	\$6,897,500	+33.1%
Median Sales Price	\$196,000	\$136,750	+43.3%	\$205,722	\$151,513	+35.8%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	N/A	N/A	

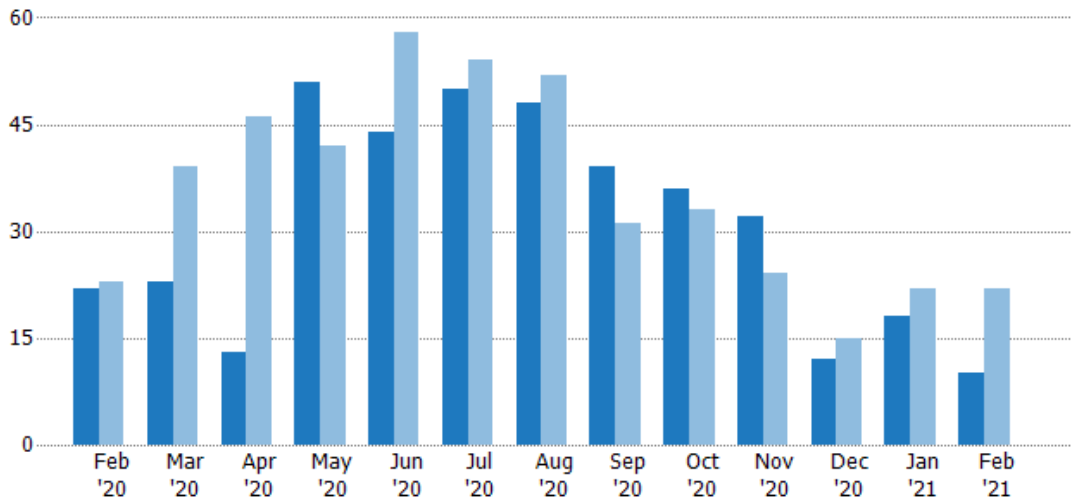
## New Listings

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	10	-54.5%
Feb '20	22	-4.3%
Feb '19	23	47.8%



Current Year	22	23	13	51	44	50	48	39	36	32	12	18	10
Prior Year	23	39	46	42	58	54	52	31	33	24	15	22	22
Percent Change from Prior Year	-4%	-41%	-72%	21%	-24%	-7%	-8%	26%	9%	33%	-20%	-18%	-55%

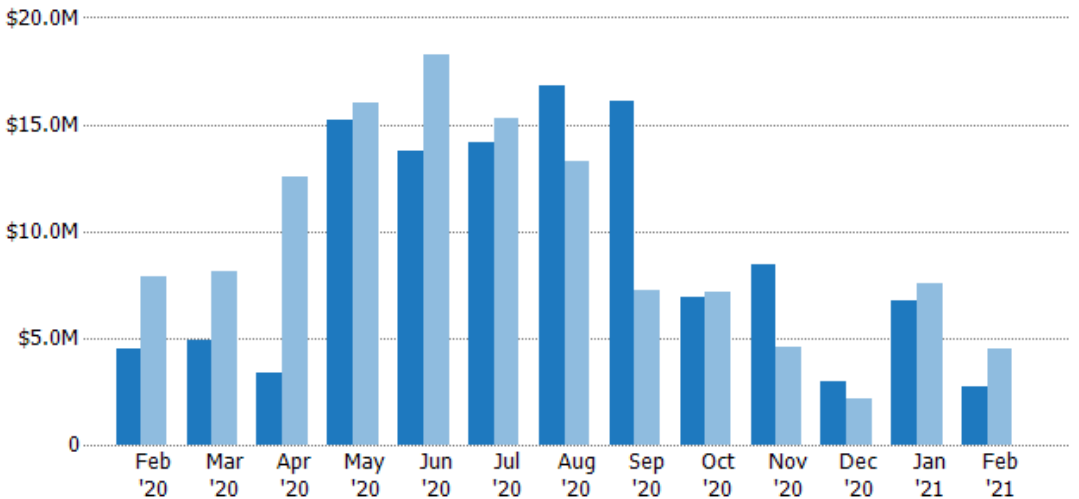
## New Listing Volume

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$2.7M	-40.2%
Feb '20	\$4.51M	-42.9%
Feb '19	\$7.9M	5.5%



Current Year	\$4.51M	\$4.93M	\$3.33M	\$15.2M	\$13.7M	\$14.1M	\$16.8M	\$16.1M	\$6.91M	\$8.45M	\$2.94M	\$6.75M	\$2.7M
Prior Year	\$7.9M	\$8.16M	\$12.5M	\$16M	\$18.3M	\$15.3M	\$13.3M	\$7.25M	\$7.15M	\$4.55M	\$2.14M	\$7.52M	\$4.51M
Percent Change from Prior Year	-43%	-40%	-73%	-5%	-25%	-7%	27%	122%	-3%	86%	38%	-10%	-40%

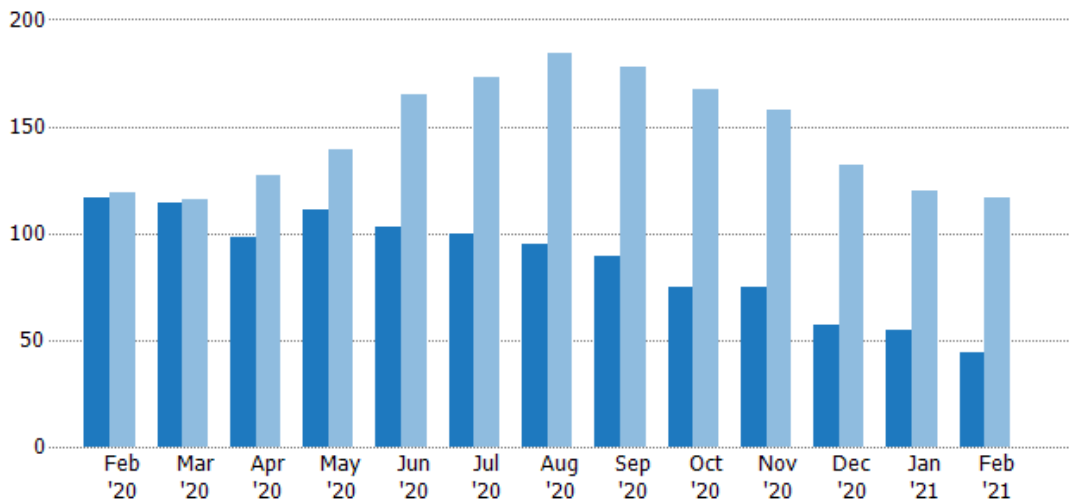
## Active Listings

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

### Filters Used

MLS: Berkshire County Board of REALTORS®MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	44	-62.4%
Feb '20	117	-1.7%
Feb '19	119	3.4%



Current Year	117	114	98	111	103	100	95	89	75	75	57	55	44
Prior Year	119	116	127	139	165	173	184	178	167	158	132	120	117
Percent Change from Prior Year	-2%	-2%	-23%	-20%	-38%	-42%	-48%	-50%	-55%	-53%	-57%	-54%	-62%

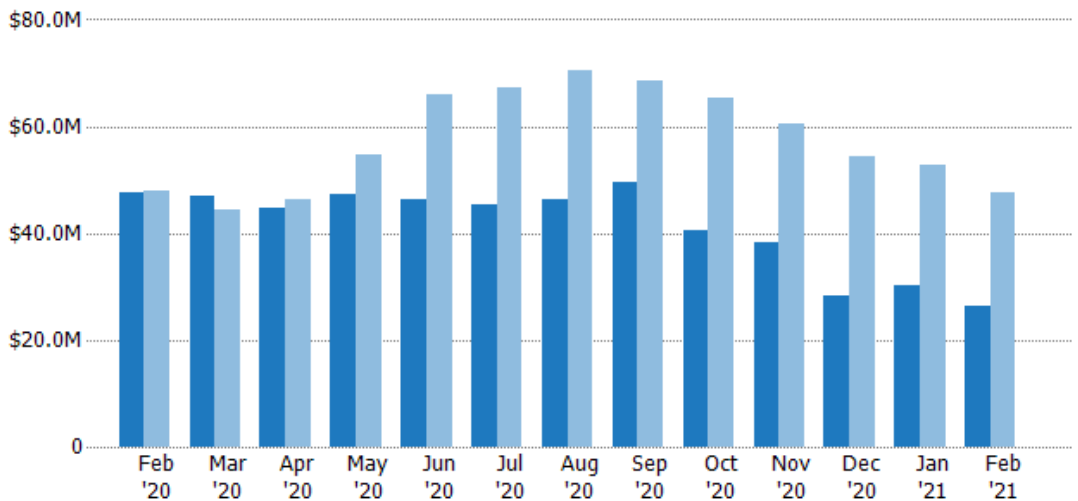
## Active Listing Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$26.5M	-44.5%
Feb '20	\$47.7M	-0.6%
Feb '19	\$48M	-22.4%



Current Year	\$47.7M	\$47M	\$44.6M	\$47.4M	\$46.4M	\$45.2M	\$46.4M	\$49.7M	\$40.4M	\$38.4M	\$28.4M	\$30.2M	\$26.5M
Prior Year	\$48M	\$44.3M	\$46.2M	\$54.6M	\$65.9M	\$67.4M	\$70.4M	\$68.6M	\$65.5M	\$60.5M	\$54.5M	\$52.6M	\$47.7M
Percent Change from Prior Year	-1%	6%	-3%	-13%	-30%	-33%	-34%	-28%	-38%	-37%	-48%	-43%	-45%

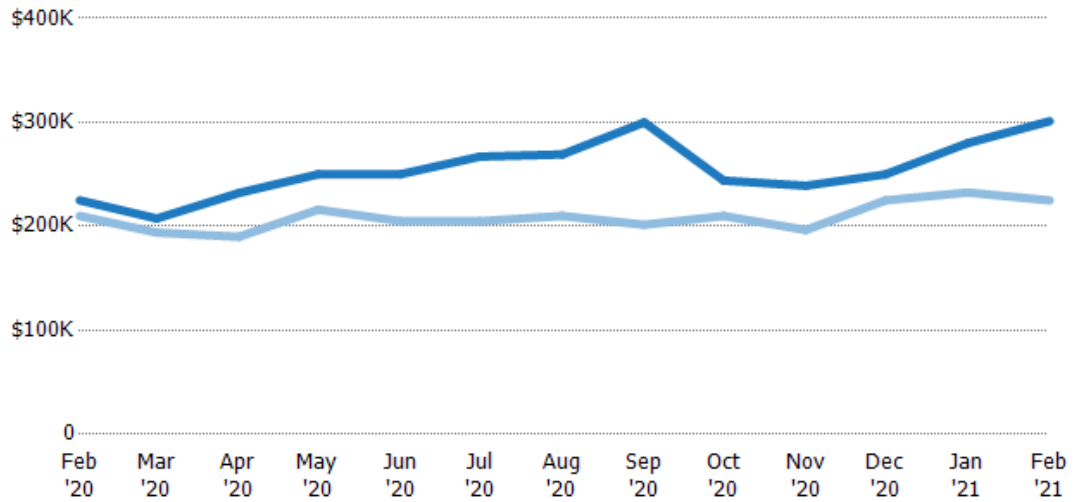
## Median Listing Price

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$301K	33.8%
Feb '20	\$225K	7.1%
Feb '19	\$210K	-4.8%



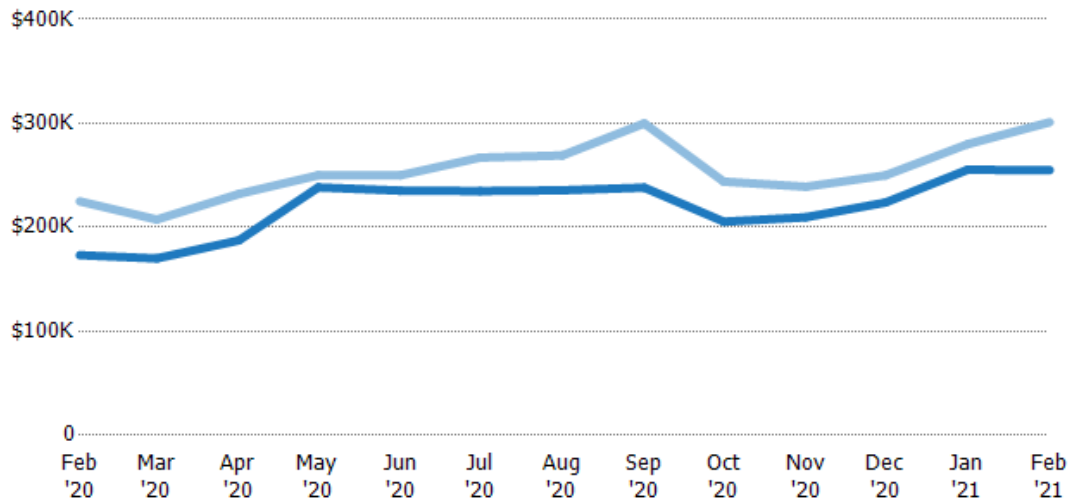
Current Year	\$225K	\$207K	\$232K	\$250K	\$250K	\$267K	\$269K	\$300K	\$244K	\$239K	\$250K	\$280K	\$301K
Prior Year	\$210K	\$194K	\$190K	\$216K	\$205K	\$205K	\$210K	\$201K	\$210K	\$196K	\$225K	\$232K	\$225K
Percent Change from Prior Year	7%	7%	22%	16%	22%	30%	28%	49%	16%	22%	11%	20%	34%

## 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

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 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family



Median Est Value	\$173K	\$170K	\$187K	\$238K	\$235K	\$235K	\$236K	\$238K	\$205K	\$210K	\$224K	\$255K	\$255K
Median Listing Price	\$225K	\$207K	\$232K	\$250K	\$250K	\$267K	\$269K	\$300K	\$244K	\$239K	\$250K	\$280K	\$301K
Med Listing Price as a % of Med Est Value	130%	122%	124%	105%	106%	114%	114%	126%	119%	114%	112%	110%	118%

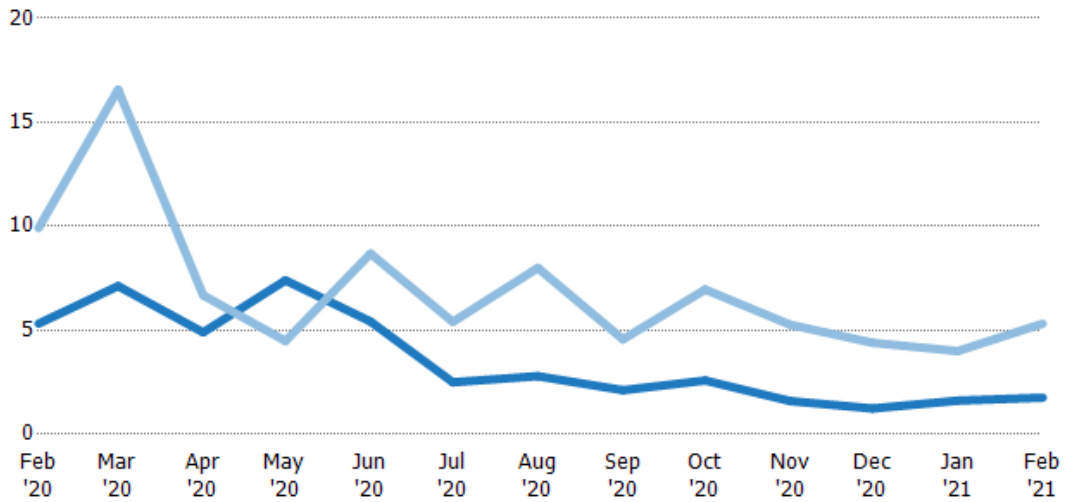
## Months of Inventory

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Months	% Chg.
Feb '21	1.76	-66.9%
Feb '20	5.32	-46.4%
Feb '19	9.92	-17.3%



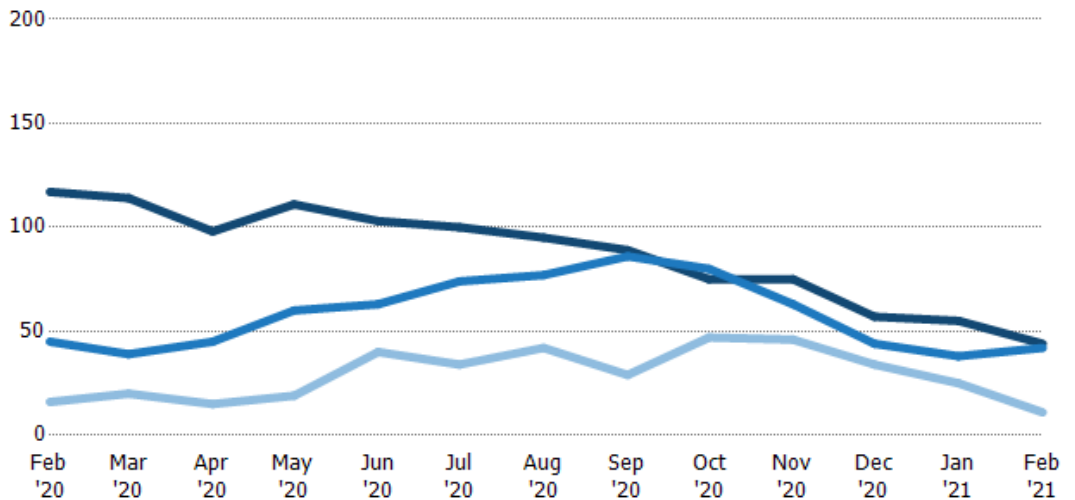
Current Year	5.32	7.13	4.9	7.4	5.42	2.5	2.79	2.12	2.59	1.6	1.24	1.62	1.76
Prior Year	9.92	16.6	6.68	4.48	8.68	5.41	8	4.56	6.96	5.27	4.4	4	5.32
Percent Change from Prior Year	-46%	-57%	-27%	65%	-38%	-54%	-65%	-54%	-63%	-70%	-72%	-60%	-67%

## 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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family



Active	117	114	98	111	103	100	95	89	75	75	57	55	44
Pending	45	39	45	60	63	74	77	86	80	63	44	38	42
Sold	16	20	15	19	40	34	42	29	47	46	34	25	11

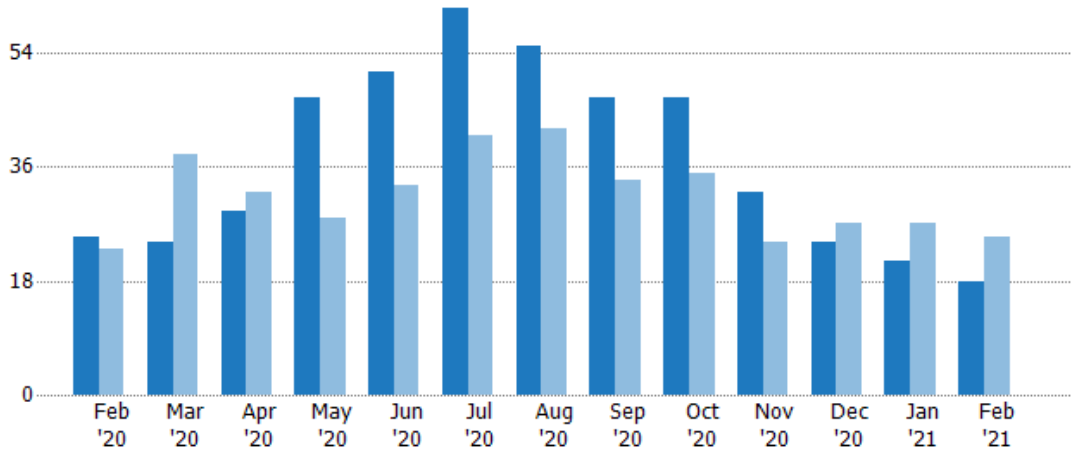
## New Pending Sales

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	18	-28%
Feb '20	25	8.7%
Feb '19	23	-13%



Current Year	25	24	29	47	51	61	55	47	47	32	24	21	18
Prior Year	23	38	32	28	33	41	42	34	35	24	27	27	25
Percent Change from Prior Year	9%	-37%	-9%	68%	55%	49%	31%	38%	34%	33%	-11%	-22%	-28%

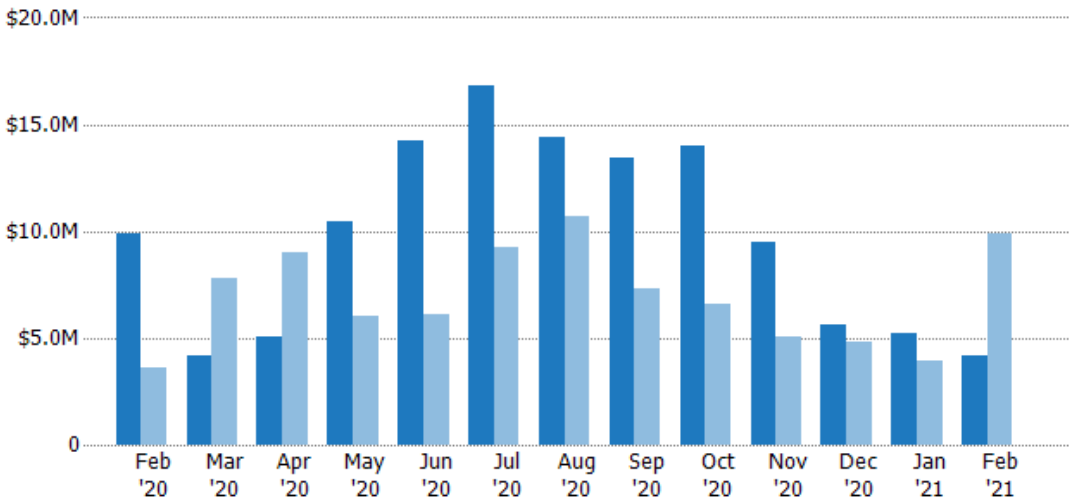
## New Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$4.17M	-57.9%
Feb '20	\$9.89M	171%
Feb '19	\$3.65M	19.2%



Current Year	\$9.89M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$16.8M	\$14.4M	\$13.4M	\$14M	\$9.48M	\$5.64M	\$5.21M	\$4.17M
Prior Year	\$3.65M	\$7.83M	\$8.99M	\$6M	\$6.1M	\$9.22M	\$10.7M	\$7.31M	\$6.6M	\$5.03M	\$4.78M	\$3.9M	\$9.89M
Percent Change from Prior Year	171%	-47%	-44%	74%	134%	83%	34%	83%	112%	88%	18%	34%	-58%

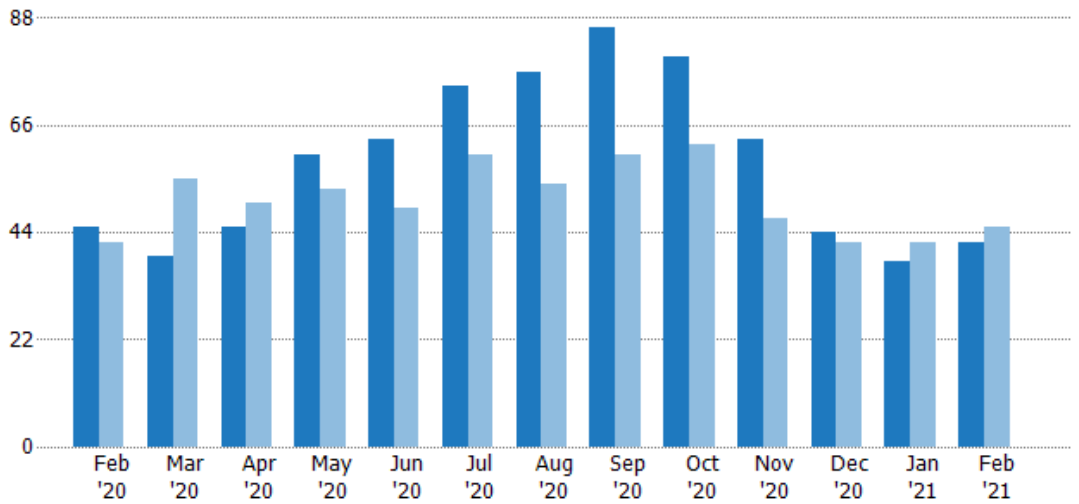
## Pending Sales

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	42	-6.7%
Feb '20	45	7.1%
Feb '19	42	-2.4%



Current Year	45	39	45	60	63	74	77	86	80	63	44	38	42
Prior Year	42	55	50	53	49	60	54	60	62	47	42	42	45
Percent Change from Prior Year	7%	-29%	-10%	13%	29%	23%	43%	43%	29%	34%	5%	-10%	-7%

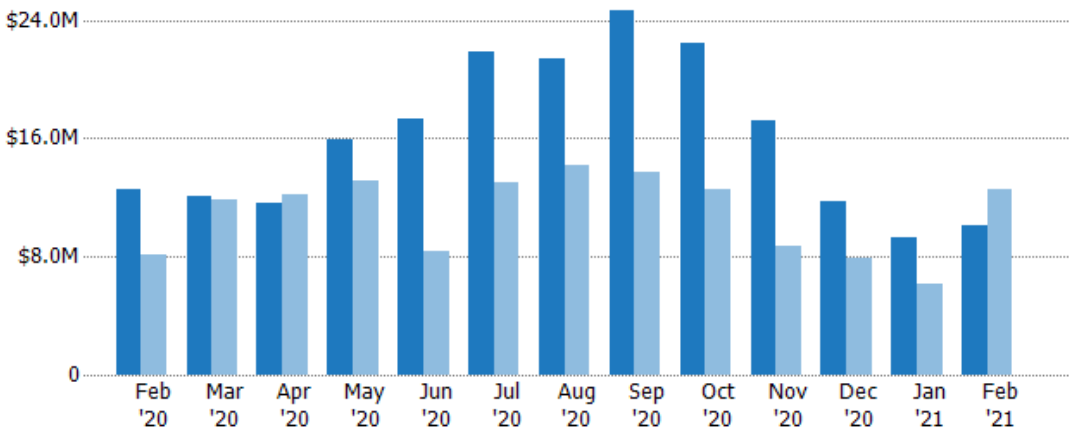
## Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$10.1M	-19.7%
Feb '20	\$12.6M	54.3%
Feb '19	\$8.14M	-3.3%



Current Year	\$12.6M	\$12.1M	\$11.6M	\$15.9M	\$17.3M	\$21.9M	\$21.4M	\$24.6M	\$22.5M	\$17.2M	\$11.7M	\$9.25M	\$10.1M
Prior Year	\$8.14M	\$11.8M	\$12.2M	\$13.1M	\$8.4M	\$13M	\$14.2M	\$13.7M	\$12.5M	\$8.76M	\$7.92M	\$6.19M	\$12.6M
Percent Change from Prior Year	54%	2%	-5%	22%	106%	68%	51%	79%	79%	96%	48%	49%	-20%

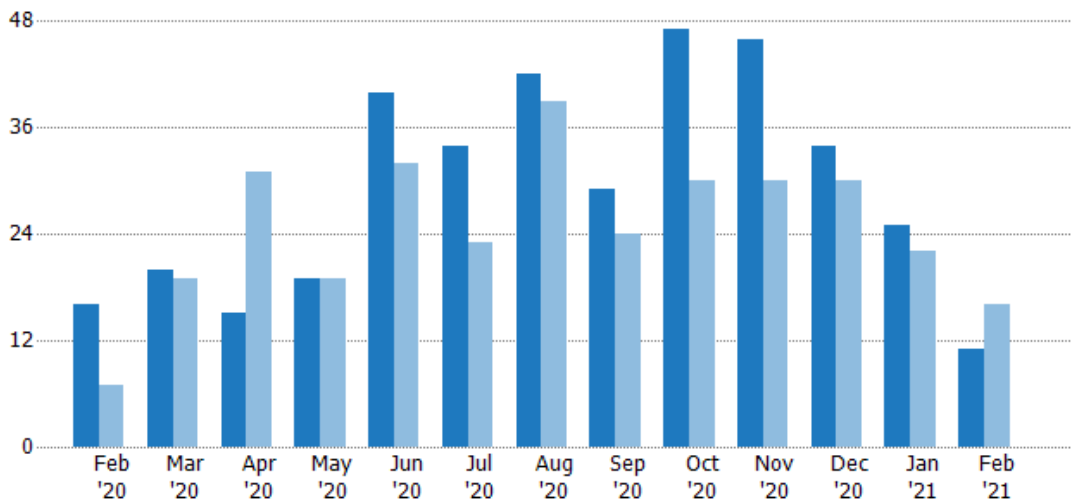
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	11	-31.3%
Feb '20	16	128.6%
Feb '19	7	57.1%



Current Year	16	20	15	19	40	34	42	29	47	46	34	25	11
Prior Year	7	19	31	19	32	23	39	24	30	30	30	22	16
Percent Change from Prior Year	129%	5%	-52%	0%	25%	48%	8%	21%	57%	53%	13%	14%	-31%

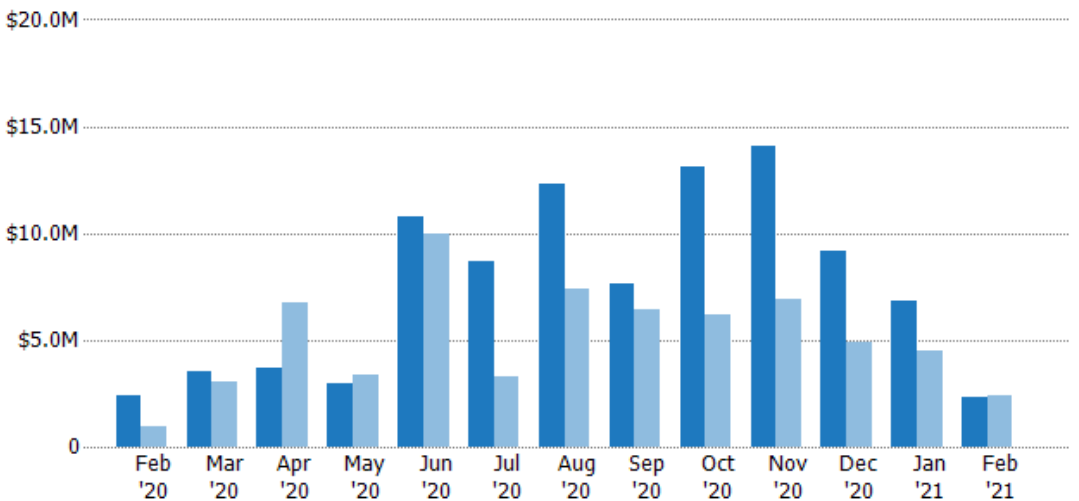
## Closed Sales Volume

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$2.34M	-2.7%
Feb '20	\$2.41M	150.4%
Feb '19	\$961K	133.6%



Current Year	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M	\$7.61M	\$13.1M	\$14.1M	\$9.19M	\$6.84M	\$2.34M
Prior Year	\$961K	\$3.03M	\$6.79M	\$3.34M	\$9.97M	\$3.31M	\$7.39M	\$6.44M	\$6.21M	\$6.92M	\$4.92M	\$4.49M	\$2.41M
Percent Change from Prior Year	150%	15%	-46%	-12%	8%	163%	66%	18%	111%	103%	87%	52%	-3%

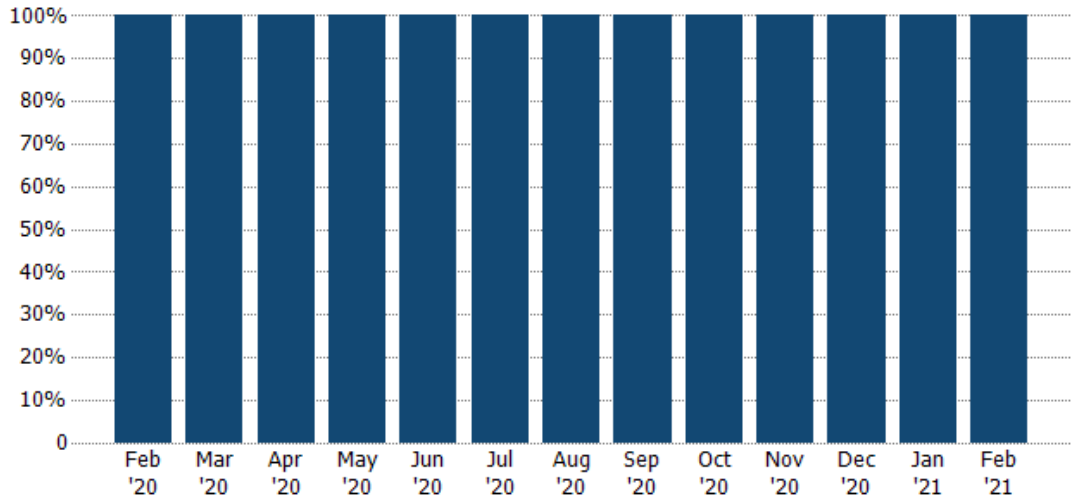


## Closed Sales by Property Type

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

**Filters Used**

MLS: Berkshire County Board of REALTORS®MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family



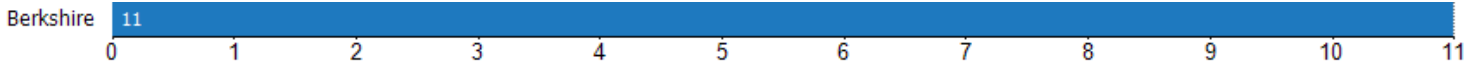
■ Single Family Residence

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.

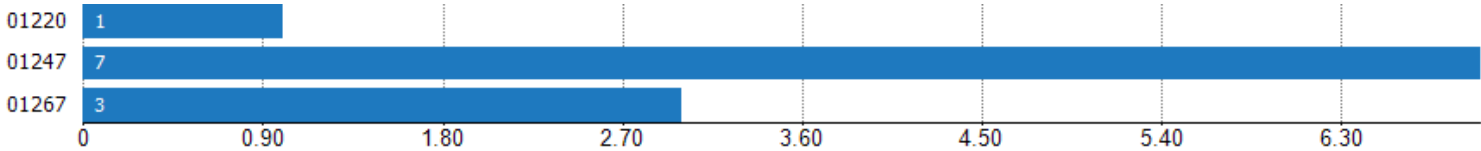
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family



## 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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family



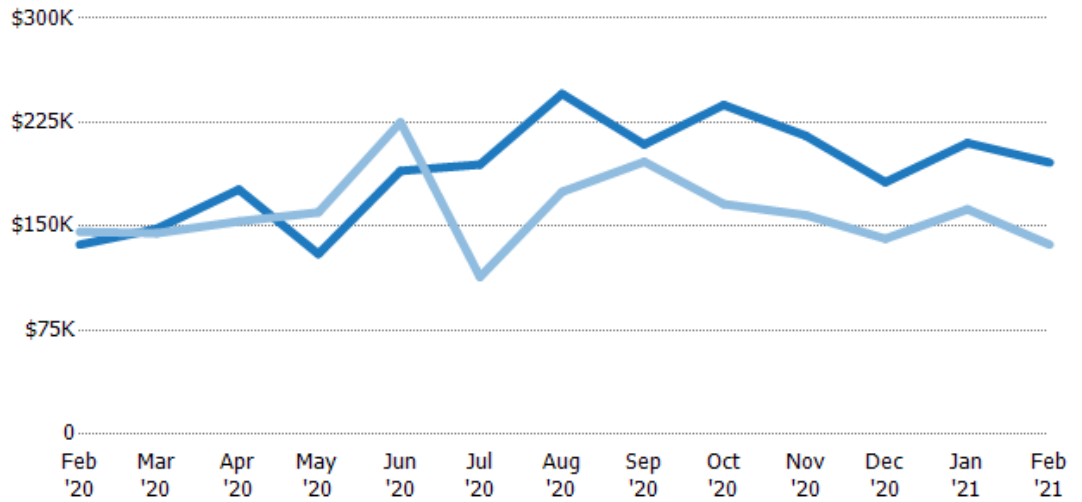
## Median Sales Price

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$196K	43.3%
Feb '20	\$137K	-6.3%
Feb '19	\$146K	20.3%



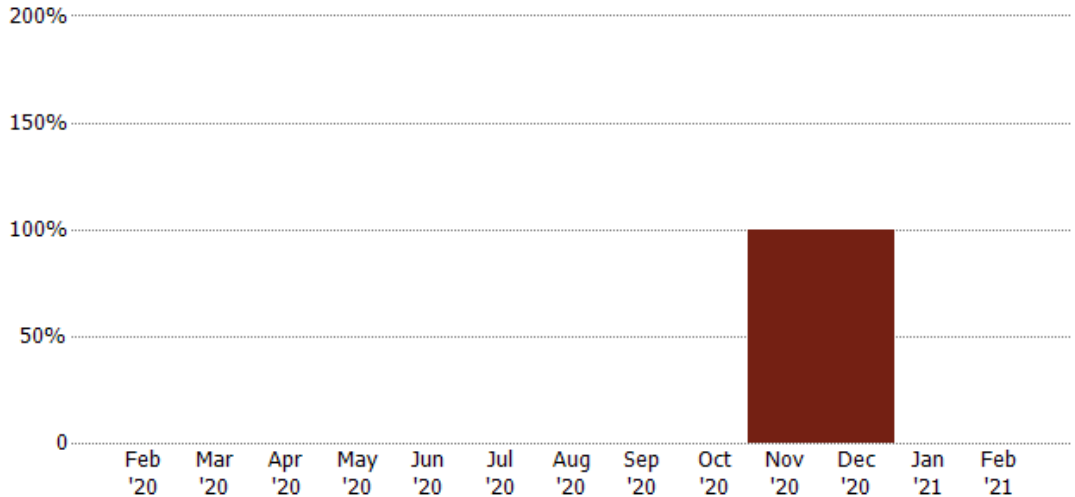
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K	\$209K	\$238K	\$215K	\$182K	\$210K	\$196K
Prior Year	\$146K	\$145K	\$154K	\$160K	\$225K	\$113K	\$175K	\$197K	\$166K	\$158K	\$141K	\$162K	\$137K
Percent Change from Prior Year	-6%	2%	15%	-19%	-16%	72%	40%	6%	43%	36%	29%	29%	43%

## 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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family



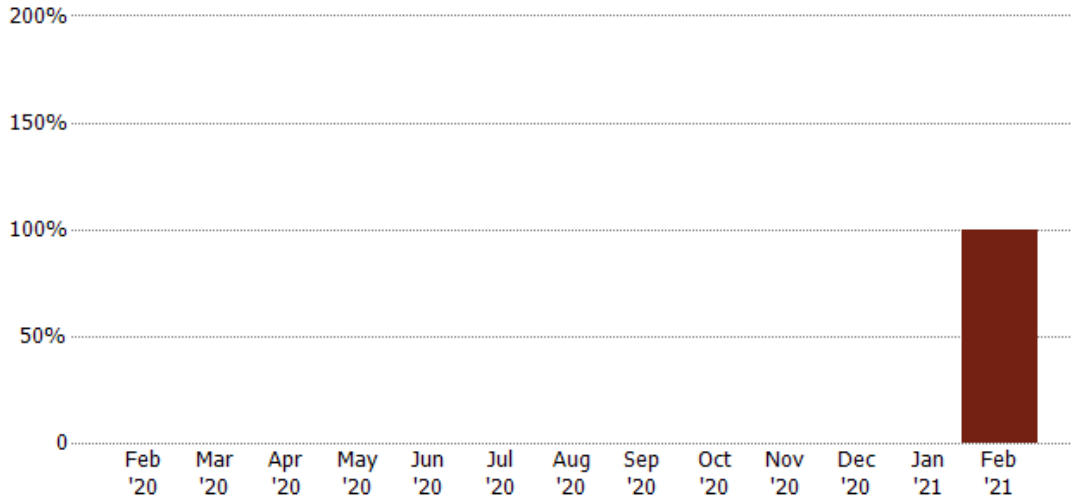
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	-	-	-	-	-	-	-	-	-	1	1	-	-

## Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267  
 Property Type: Single Family



Current Year	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
	-	-	-	-	-	-	-	-	-	-	-	-	1

## 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
01220	11	\$1,785,700	1	\$193,500	\$193,500	\$193,500	\$134	\$134	70
01247	16	\$2,529,199	7	\$973,900	\$139,129	\$168,000	\$85	\$97	65
01267	10	\$4,654,100	3	\$1,174,000	\$391,333	\$349,000	\$220	\$219	20