

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	24	35	-31.4%	63	59	+6.8%
New Listing Volume	\$18,234,600	\$17,019,700	+7.1%	\$42,291,000	\$32,670,300	+29.4%
Active Listing Count	111	302	-63.2%	N/A	N/A	
Active Listing Volume	\$146,360,390	\$224,753,218	-34.9%	N/A	N/A	
Median Listing Price	\$750,000	\$475,000	+57.9%	\$704,286	\$475,000	+48.3%
Months of Inventory	3.5	8.6	-59.8%	4.6	15.5	-70.2%
Sales Activity Charts Metrics						
New Pending Sales Count	55	33	+66.7%	97	63	+54%
New Pending Sales Volume	\$34,854,400	\$16,080,914	+116.7%	\$64,922,700	\$29,995,744	+116.4%
Pending Sales Count	85	37	+129.7%	N/A	N/A	
Pending Sales Volume	\$64,259,700	\$18,150,250	+254%	N/A	N/A	
Closed Sales Count	26	21	+23.8%	58	56	+3.6%
Closed Sales Volume	\$17,362,300	\$7,199,400	+141.2%	\$37,265,549	\$27,055,400	+37.7%
Median Sales Price	\$427,500	\$285,000	+50%	\$430,355	\$388,125	+10.9%
Distressed Charts Metrics						
Distressed Listing Count	1	-	-	NA	NA	

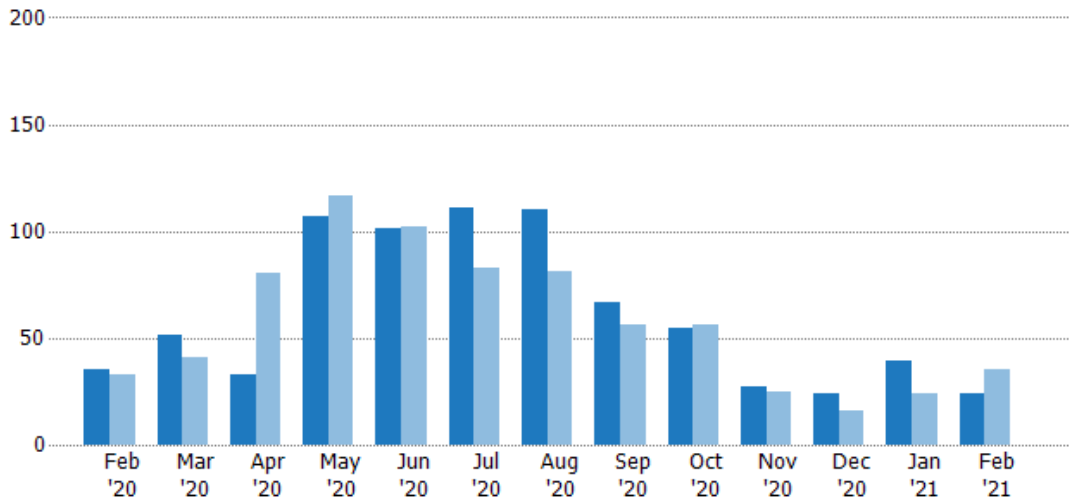
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	24	-31.4%
Feb '20	35	6.1%
Feb '19	33	0%



	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	35	51	33	107	101	111	110	67	55	27	24	39	24
Prior Year	33	41	80	117	102	83	81	56	56	25	16	24	35
Percent Change from Prior Year	6%	24%	-59%	-9%	-1%	34%	36%	20%	-2%	8%	50%	63%	-31%

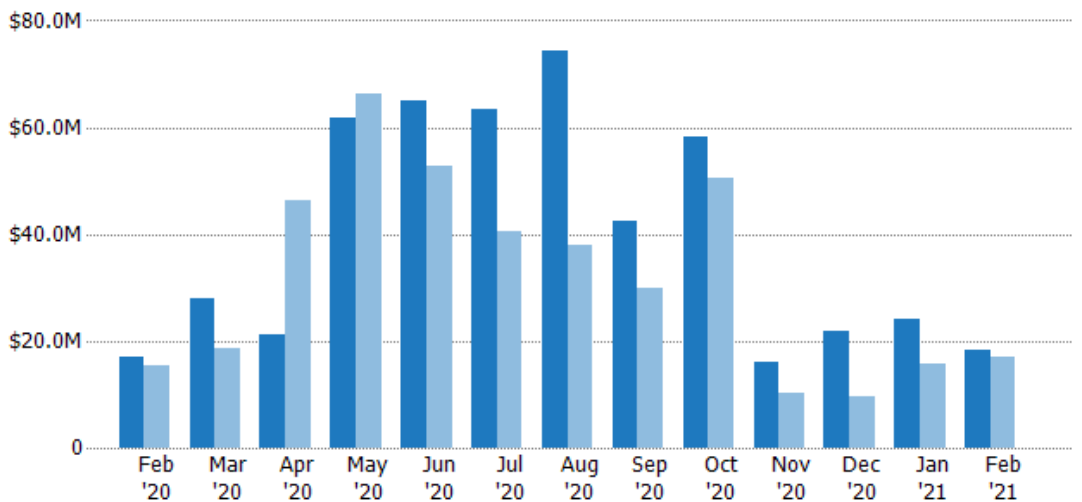
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$18.2M	7.1%
Feb '20	\$17M	10.4%
Feb '19	\$15.4M	27.1%



	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	\$17M	\$27.8M	\$21.1M	\$61.7M	\$65.1M	\$63.4M	\$74.2M	\$42.6M	\$58.2M	\$15.9M	\$21.7M	\$24.1M	\$18.2M
Prior Year	\$15.4M	\$18.7M	\$46.3M	\$66.1M	\$52.8M	\$40.5M	\$38M	\$30M	\$50.4M	\$10.4M	\$9.48M	\$15.7M	\$17M
Percent Change from Prior Year	10%	49%	-54%	-7%	23%	57%	95%	42%	15%	53%	129%	54%	7%

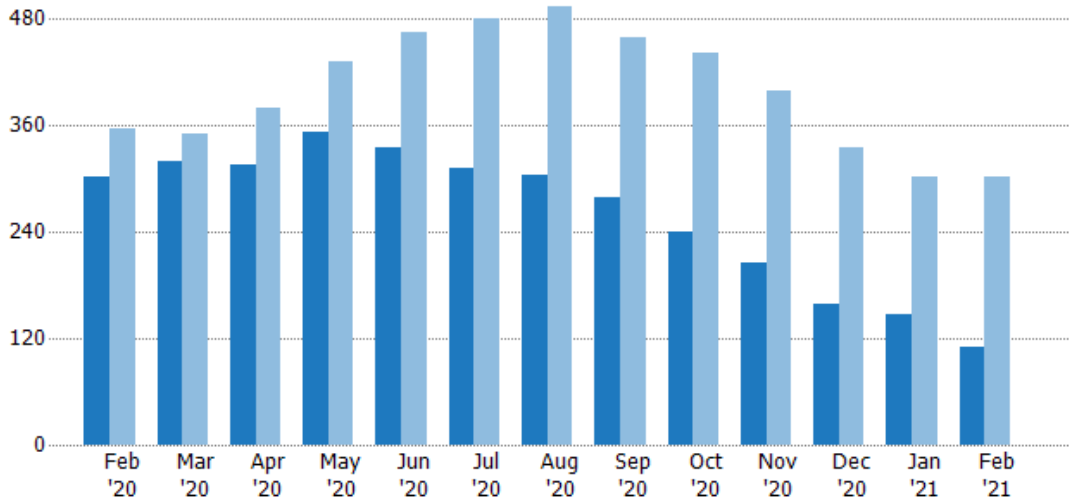
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	111	-63.2%
Feb '20	302	-15.2%
Feb '19	356	-16%



	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	302	320	316	352	336	312	305	278	241	206	158	148	111
Prior Year	356	351	379	433	465	481	495	459	442	400	336	303	302
Percent Change from Prior Year	-15%	-9%	-17%	-19%	-28%	-35%	-38%	-39%	-45%	-49%	-53%	-51%	-63%

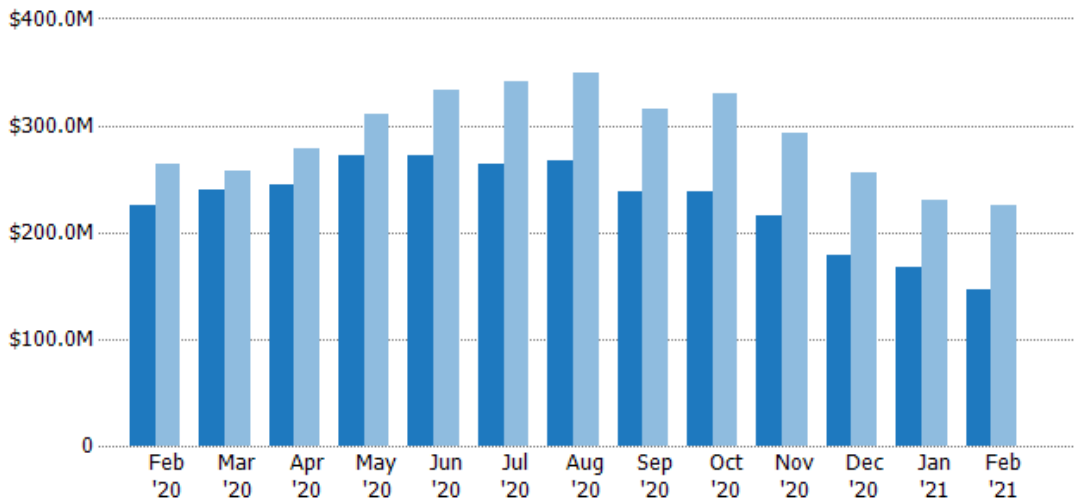
Active Listing Volume

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
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$146M	-34.9%
Feb '20	\$225M	-14.6%
Feb '19	\$263M	-26%



	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	\$225M	\$239M	\$245M	\$272M	\$272M	\$264M	\$266M	\$239M	\$238M	\$215M	\$178M	\$168M	\$146M
Prior Year	\$263M	\$257M	\$278M	\$311M	\$334M	\$340M	\$350M	\$315M	\$330M	\$292M	\$256M	\$230M	\$225M
Percent Change from Prior Year	-15%	-7%	-12%	-12%	-19%	-23%	-24%	-24%	-28%	-26%	-30%	-27%	-35%

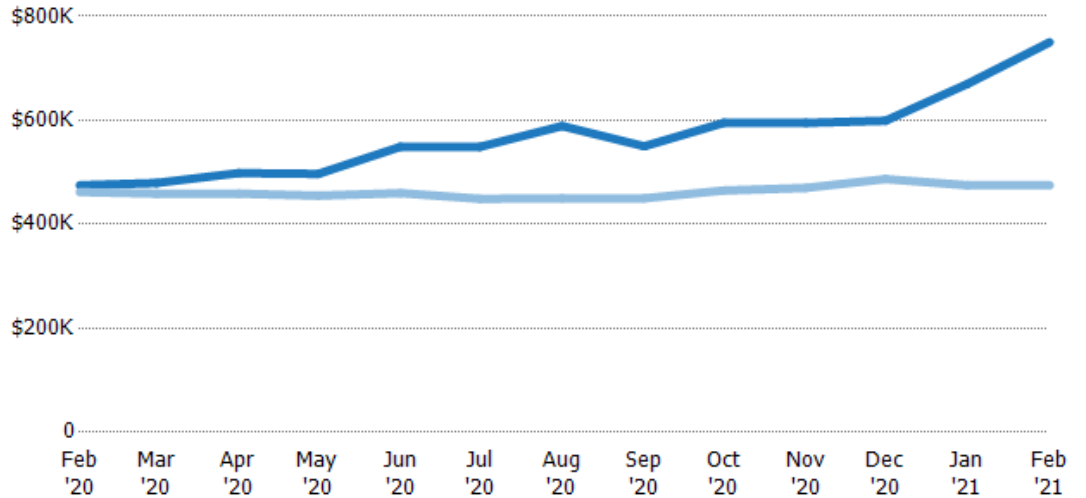
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$750K	57.9%
Feb '20	\$475K	2.8%
Feb '19	\$462K	-5%



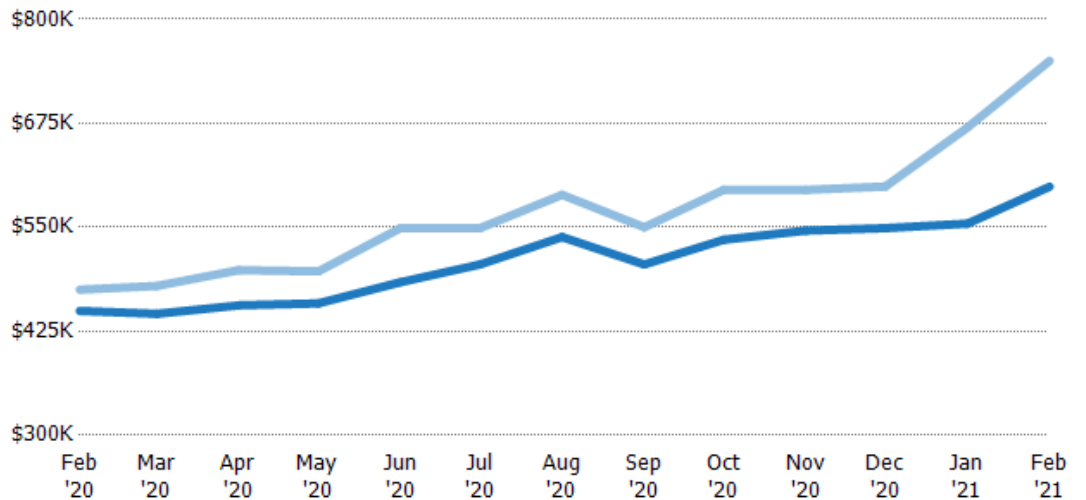
Current Year	\$475K	\$479K	\$499K	\$497K	\$549K	\$549K	\$589K	\$550K	\$595K	\$595K	\$599K	\$670K	\$750K
Prior Year	\$462K	\$459K	\$459K	\$455K	\$460K	\$449K	\$450K	\$450K	\$465K	\$470K	\$487K	\$475K	\$475K
Percent Change from Prior Year	3%	4%	9%	9%	19%	22%	31%	22%	28%	27%	23%	41%	58%

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: 17 Selected
 Property Type: Single Family



Median Est Value	\$450K	\$446K	\$456K	\$459K	\$484K	\$505K	\$538K	\$505K	\$535K	\$546K	\$549K	\$554K	\$599K
Median Listing Price	\$475K	\$479K	\$499K	\$497K	\$549K	\$549K	\$589K	\$550K	\$595K	\$595K	\$599K	\$670K	\$750K
Med Listing Price as a % of Med Est Value	106%	108%	109%	108%	113%	109%	109%	109%	111%	109%	109%	121%	125%

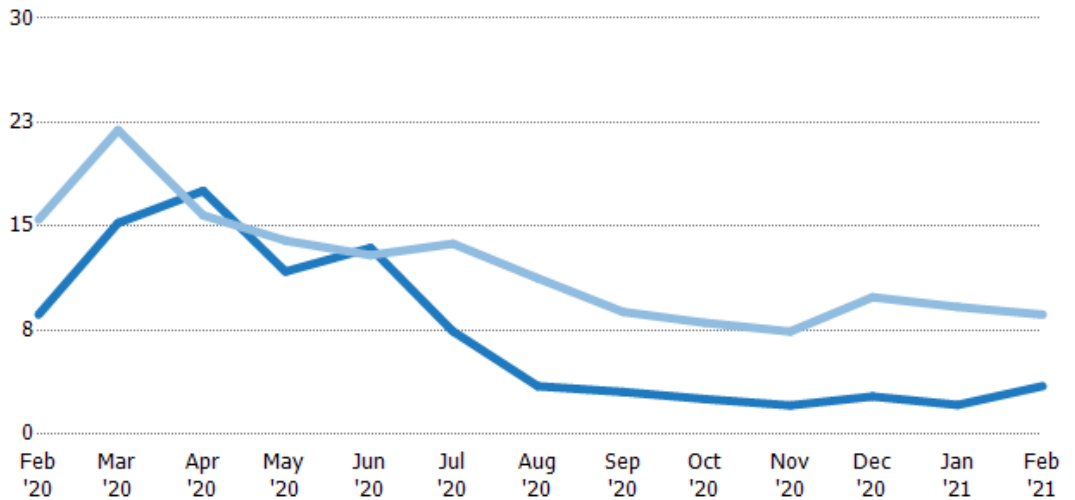
Months of Inventory

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: 17 Selected
 Property Type: Single Family

Month/Year	Months	% Chg.
Feb '21	3.47	-59.8%
Feb '20	8.63	-44.3%
Feb '19	15.5	-8%



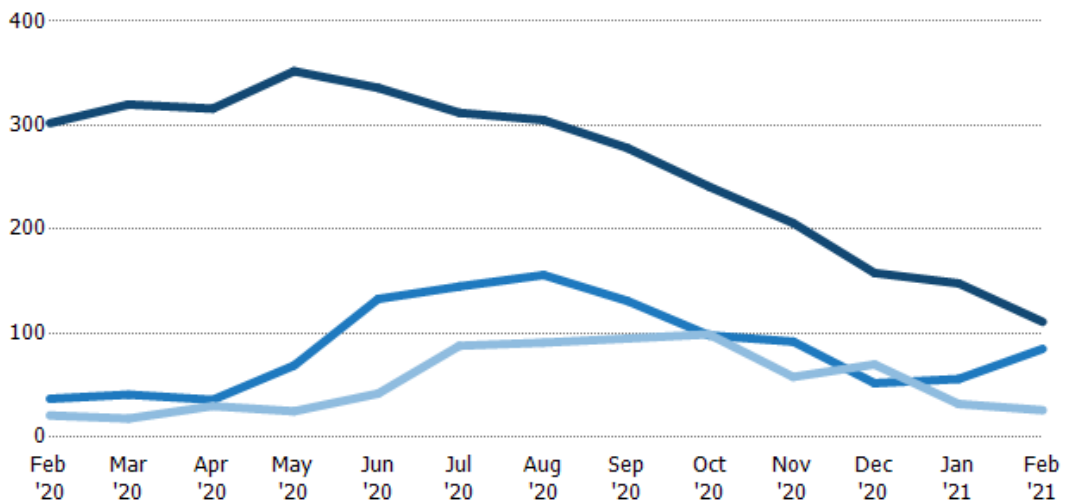
	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Current Year	8.63	15.2	17.6	11.7	13.4	7.43	3.47	3.05	2.54	2.08	2.72	2.11	3.47
Prior Year	15.5	21.9	15.8	14	12.9	13.7	11.3	8.83	8.04	7.41	9.88	9.18	8.63
Percent Change from Prior Year	-44%	-31%	11%	-16%	4%	-46%	-69%	-65%	-68%	-72%	-72%	-77%	-60%

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: 17 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	302	320	316	352	336	312	305	278	241	206	158	148	111
Pending	37	41	36	69	133	145	156	131	98	92	52	56	85
Sold	21	18	30	25	42	88	91	95	99	58	70	32	26

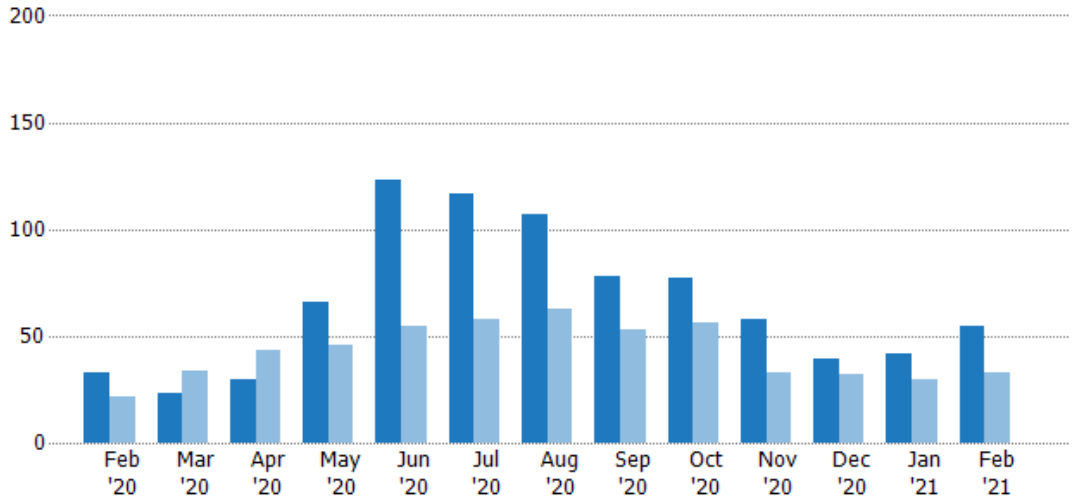
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	55	66.7%
Feb '20	33	50%
Feb '19	22	18.2%



	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	33	23	30	66	123	117	107	78	77	58	39	42	55
Prior Year	22	34	43	46	55	58	63	53	56	33	32	30	33
Percent Change from Prior Year	50%	-32%	-30%	43%	124%	102%	70%	47%	38%	76%	22%	40%	67%

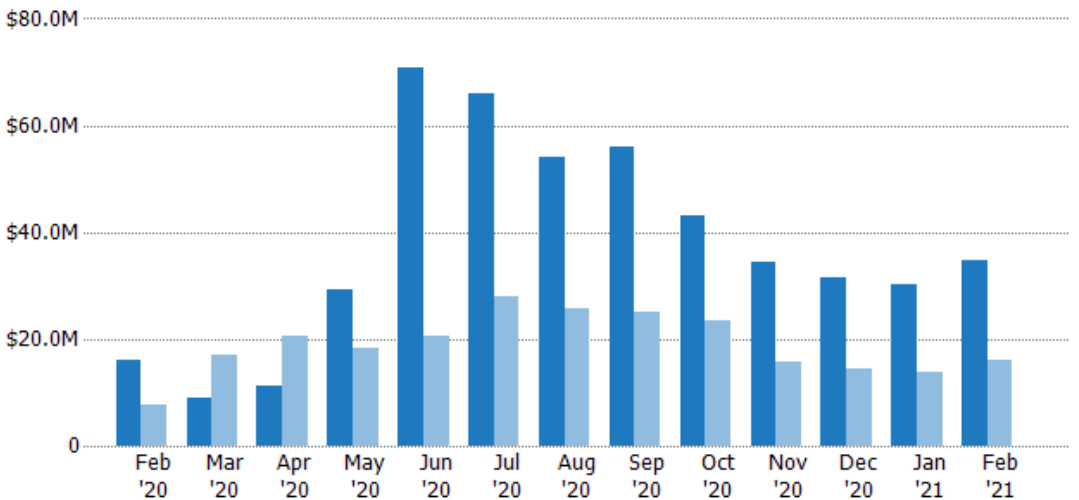
New Pending Sales Volume

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: 17 Selected
 Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$34.9M	116.7%
Feb '20	\$16.1M	110.7%
Feb '19	\$7.63M	57.8%



	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	\$16.1M	\$8.88M	\$11.3M	\$29.2M	\$70.7M	\$66M	\$53.9M	\$56M	\$43M	\$34.3M	\$31.5M	\$30.1M	\$34.9M
Prior Year	\$7.63M	\$16.9M	\$20.6M	\$18.3M	\$20.6M	\$28M	\$25.8M	\$25.2M	\$23.6M	\$15.8M	\$14.5M	\$13.9M	\$16.1M
Percent Change from Prior Year	111%	-47%	-45%	60%	243%	136%	109%	122%	82%	117%	117%	116%	117%

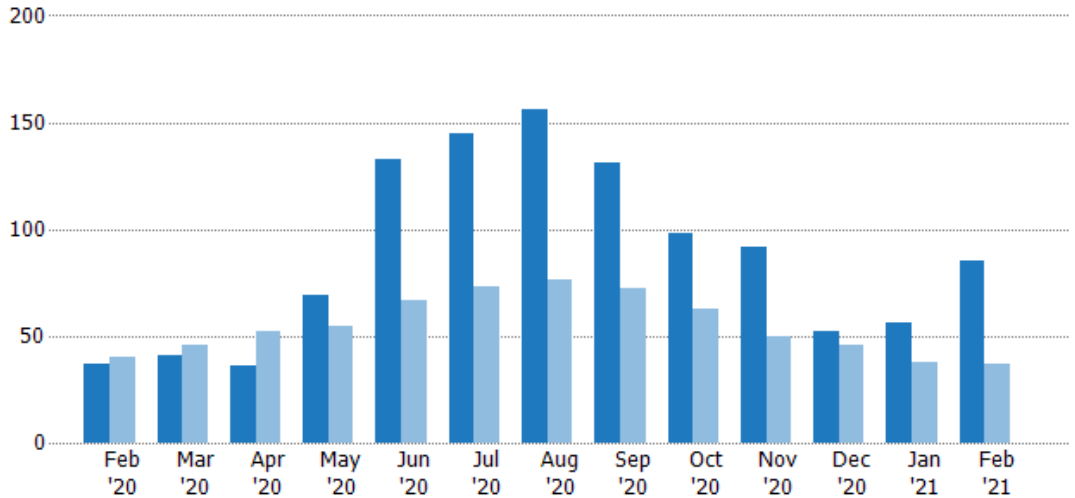
Pending Sales

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: 17 Selected
Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	85	129.7%
Feb '20	37	-7.5%
Feb '19	40	-7.5%



	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	37	41	36	69	133	145	156	131	98	92	52	56	85
Prior Year	40	46	52	55	67	73	76	72	63	50	46	38	37
Percent Change from Prior Year	-8%	-11%	-31%	25%	99%	99%	105%	82%	56%	84%	13%	47%	130%

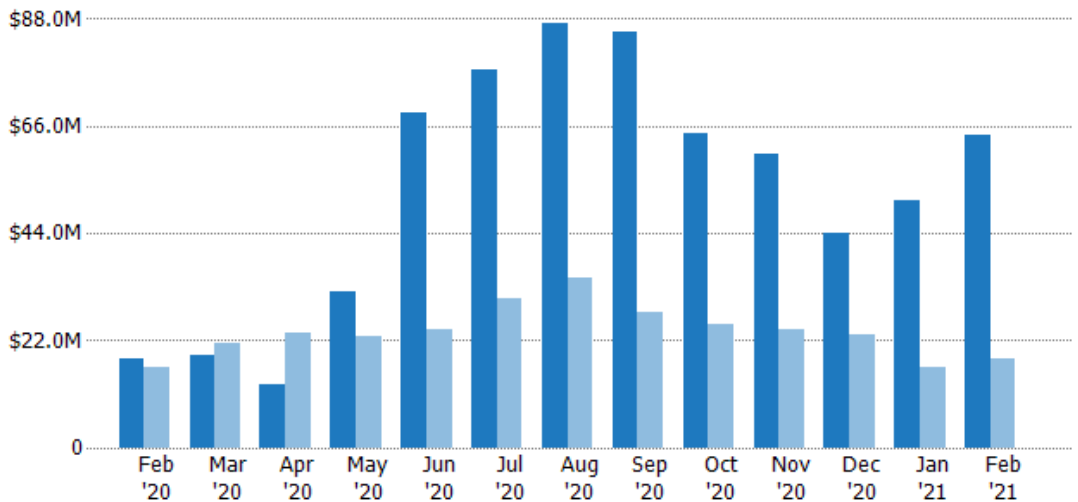
Pending Sales Volume

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: 17 Selected
Property Type: Single Family

Month/Year	Volume	% Chg.
Feb '21	\$64.3M	254%
Feb '20	\$18.2M	11%
Feb '19	\$16.4M	17.6%



	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	\$18.2M	\$18.9M	\$13.1M	\$31.9M	\$68.9M	\$77.6M	\$87.3M	\$85.4M	\$64.6M	\$60.4M	\$44.2M	\$50.8M	\$64.3M
Prior Year	\$16.4M	\$21.4M	\$23.5M	\$23M	\$24.2M	\$30.7M	\$34.9M	\$27.8M	\$25.4M	\$24.4M	\$23.2M	\$16.5M	\$18.2M
Percent Change from Prior Year	11%	-12%	-45%	39%	184%	153%	150%	207%	154%	148%	91%	207%	254%

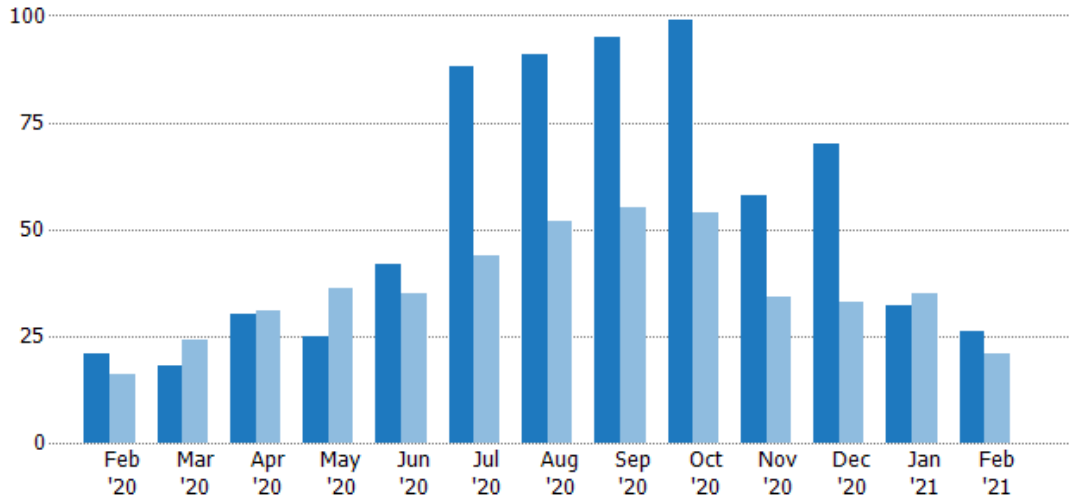
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

Month/Year	Count	% Chg.
Feb '21	26	23.8%
Feb '20	21	31.3%
Feb '19	16	6.3%



Current Year	21	18	30	25	42	88	91	95	99	58	70	32	26
Prior Year	16	24	31	36	35	44	52	55	54	34	33	35	21
Percent Change from Prior Year	31%	-25%	-3%	-31%	20%	100%	75%	73%	83%	71%	112%	-9%	24%

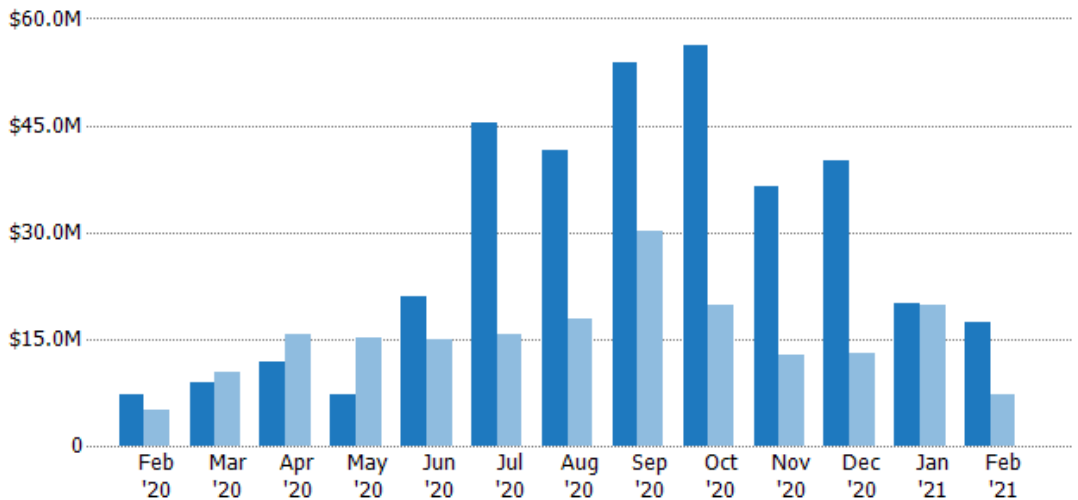
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family

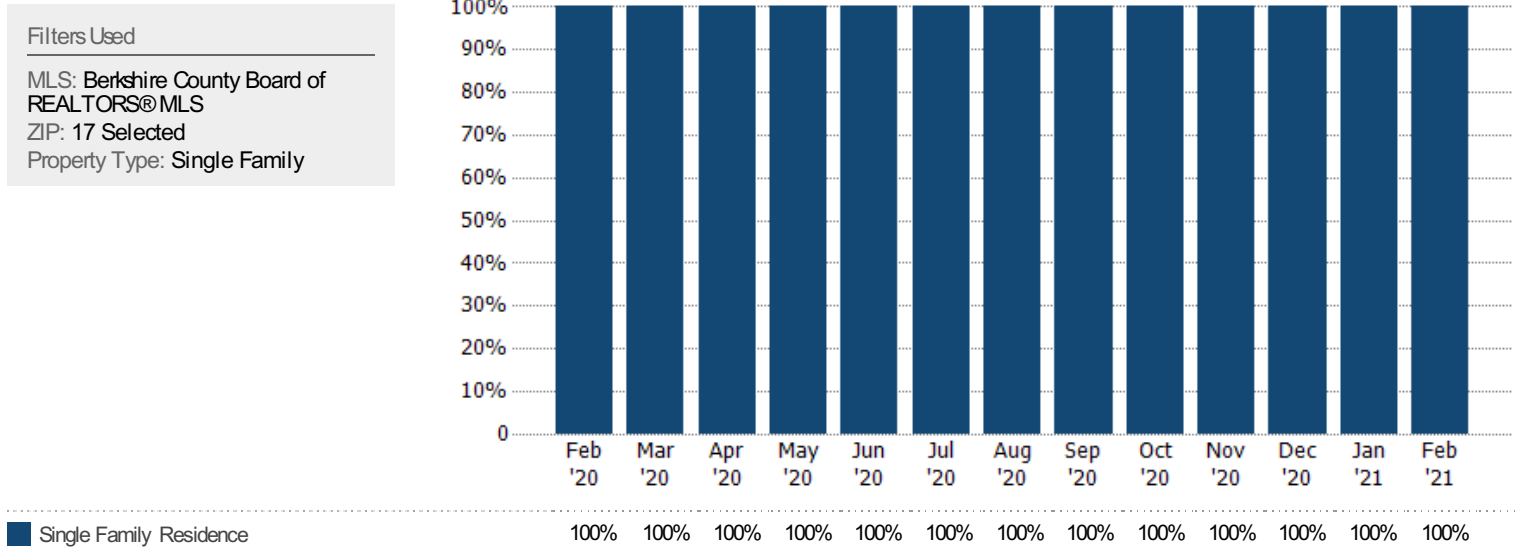
Month/Year	Volume	% Chg.
Feb '21	\$17.4M	141.2%
Feb '20	\$7.2M	40.9%
Feb '19	\$5.11M	12.6%



Current Year	\$7.2M	\$8.9M	\$11.7M	\$7.27M	\$21.1M	\$45.4M	\$41.4M	\$53.9M	\$56.2M	\$36.5M	\$40M	\$19.9M	\$17.4M
Prior Year	\$5.11M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$15.8M	\$17.9M	\$30M	\$19.7M	\$12.7M	\$12.9M	\$19.9M	\$7.2M
Percent Change from Prior Year	41%	-14%	-26%	-52%	41%	188%	132%	79%	185%	188%	209%	0%	141%

Closed Sales by Property Type

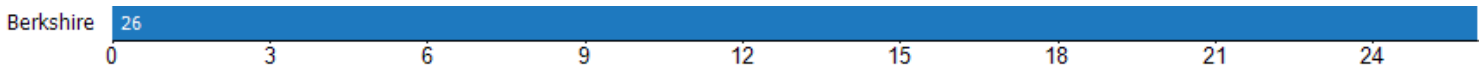
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

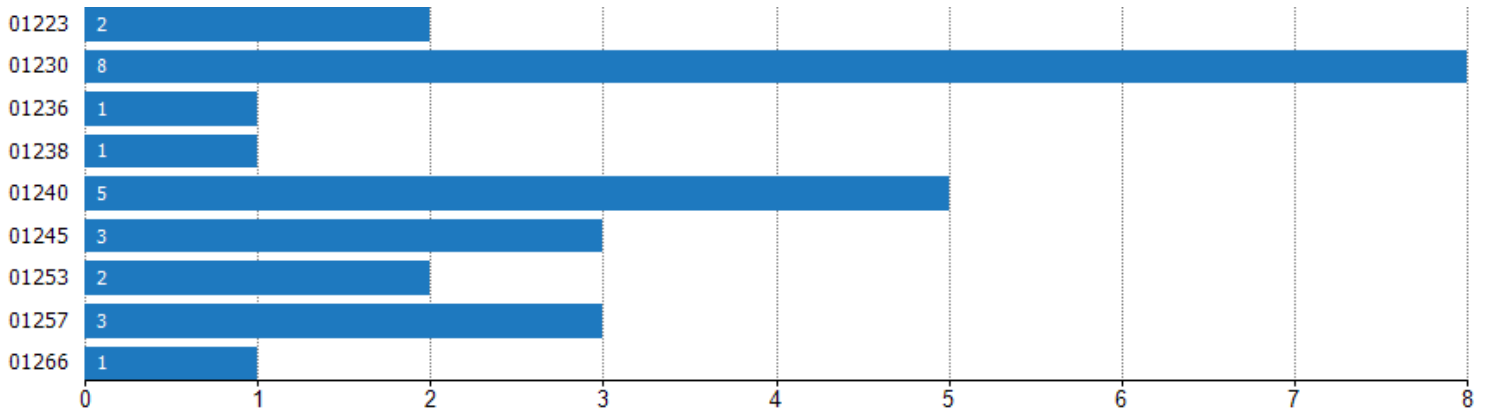
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 17 Selected; Property Type: Single Family



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: 17 Selected; Property Type: Single Family



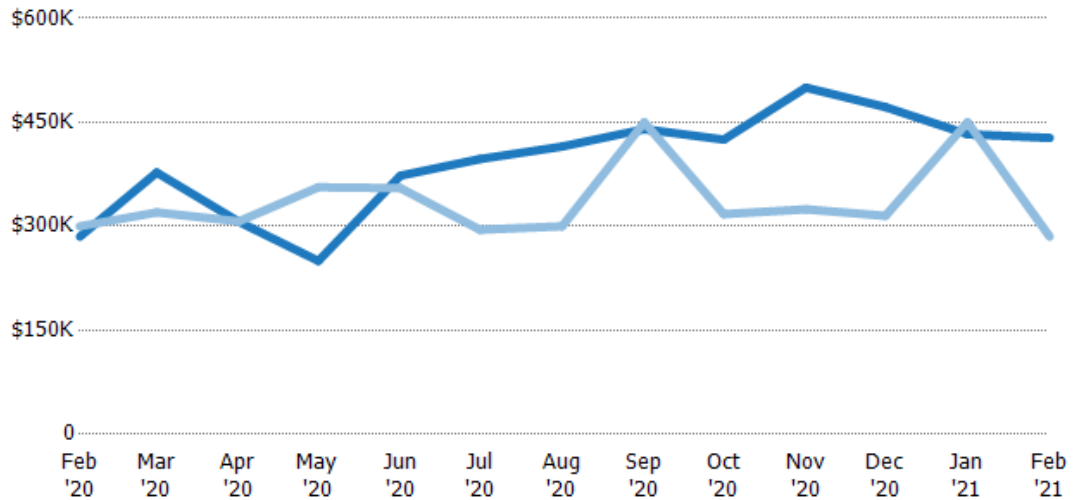
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family

Month/Year	Price	% Chg.
Feb '21	\$428K	50%
Feb '20	\$285K	-5%
Feb '19	\$300K	6.7%



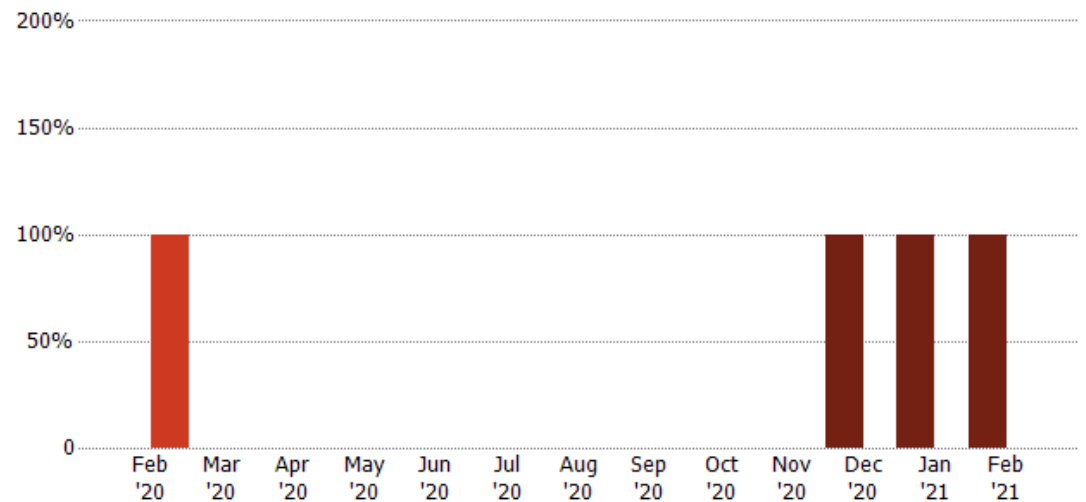
Current Year	\$285K	\$378K	\$307K	\$250K	\$373K	\$397K	\$415K	\$440K	\$425K	\$500K	\$472K	\$433K	\$428K
Prior Year	\$300K	\$320K	\$307K	\$356K	\$355K	\$295K	\$300K	\$450K	\$318K	\$325K	\$315K	\$450K	\$285K
Percent Change from Prior Year	-5%	18%	0%	-30%	5%	35%	38%	-2%	34%	54%	50%	-4%	50%

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: 17 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.

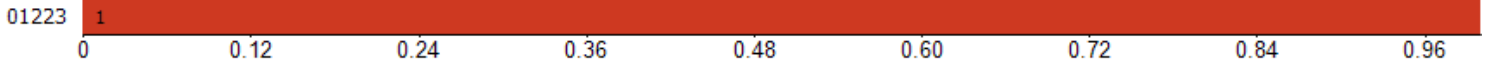
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family



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: 17 Selected; Property Type: Single Family



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
01223	8	\$2,642,800	2	\$416,000	\$208,000	\$208,000	\$108	\$108	90
01230	31	\$30,930,400	8	\$6,763,900	\$845,488	\$457,000	\$278	\$246	77
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
01253	4	\$1,369,000	2	\$526,400	\$263,200	\$263,200	\$153	\$153	254
01257	5	\$2,593,000	3	\$4,327,500	\$1,442,500	\$1,630,000	\$409	\$383	60
01266	6	\$3,146,000	1	\$564,000	\$564,000	\$564,000	\$309	\$309	76