



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	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	154	91	+69.2%	442	420	+5.2%
New Listing Volume	\$86,714,943	\$39,209,100	+121.2%	\$227,071,121	\$157,269,030	+44.4%
Active Listing Count	223	578	-61.4%	N/A	N/A	
Active Listing Volume	\$218,069,198	\$364,511,644	-40.2%	N/A	N/A	
Median Listing Price	\$550,000	\$389,950	+41%	\$518,626	\$376,748	+37.7%
Months of Inventory	2.3	7.8	-70.6%	3	7.3	-58.9%
Sales Activity Charts Metrics						
New Pending Sales Count	137	95	+44.2%	501	403	+24.3%
New Pending Sales Volume	\$59,595,541	\$24,960,300	+138.8%	\$220,628,480	\$116,139,808	+90%
Pending Sales Count	241	143	+68.5%	N/A	N/A	
Pending Sales Volume	\$110,390,719	\$41,523,514	+165.9%	N/A	N/A	
Closed Sales Count	118	82	+43.9%	391	322	+21.4%
Closed Sales Volume	\$51,733,481	\$23,968,310	+115.8%	\$156,196,590	\$95,675,950	+63.3%
Median Sales Price	\$349,000	\$211,000	+65.4%	\$287,261	\$212,130	+35.4%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

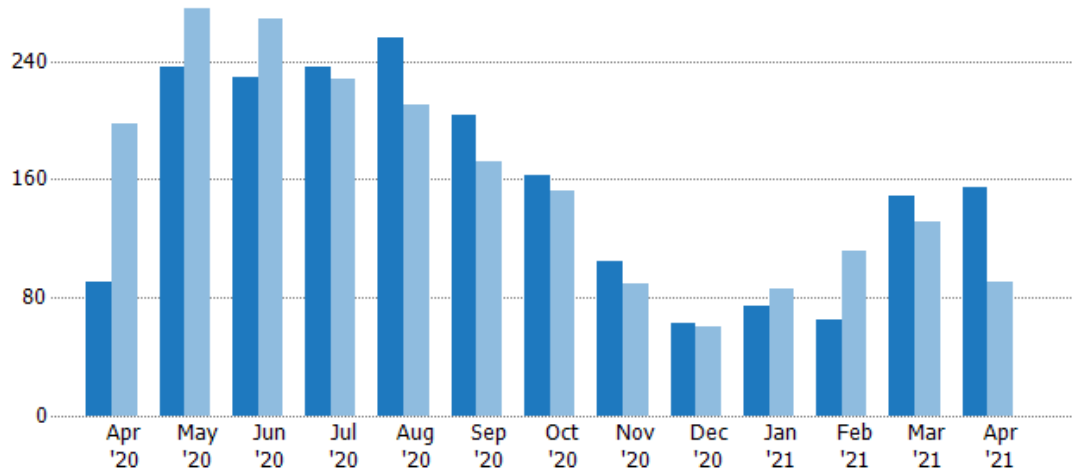
New Listings

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: Single Family

Month/Year	Count	% Chg.
Apr '21	154	69.2%
Apr '20	91	-54%
Apr '19	198	-8.6%



Current Year	91	236	229	236	256	204	163	104	63	74	65	149	154
Prior Year	198	276	269	228	210	172	152	89	60	86	112	131	91
Percent Change from Prior Year	-54%	-14%	-15%	4%	22%	19%	7%	17%	5%	-14%	-42%	14%	69%

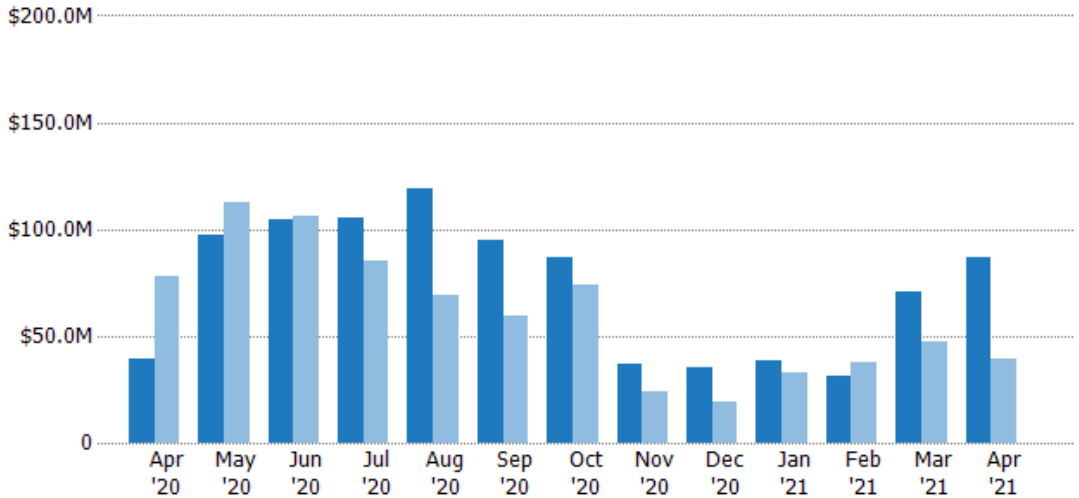
New Listing Volume

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.
Apr '21	\$86.7M	121.2%
Apr '20	\$39.2M	-49.9%
Apr '19	\$78.2M	-7.7%



Current Year	\$39.2M	\$97.2M	\$105M	\$105M	\$119M	\$95M	\$86.8M	\$37M	\$35.5M	\$38.6M	\$31M	\$70.8M	\$86.7M
Prior Year	\$78.2M	\$112M	\$106M	\$85.1M	\$68.7M	\$59.3M	\$73.9M	\$24M	\$19.4M	\$32.6M	\$37.8M	\$47.7M	\$39.2M
Percent Change from Prior Year	-50%	-13%	-1%	24%	73%	60%	17%	55%	83%	18%	-18%	48%	121%

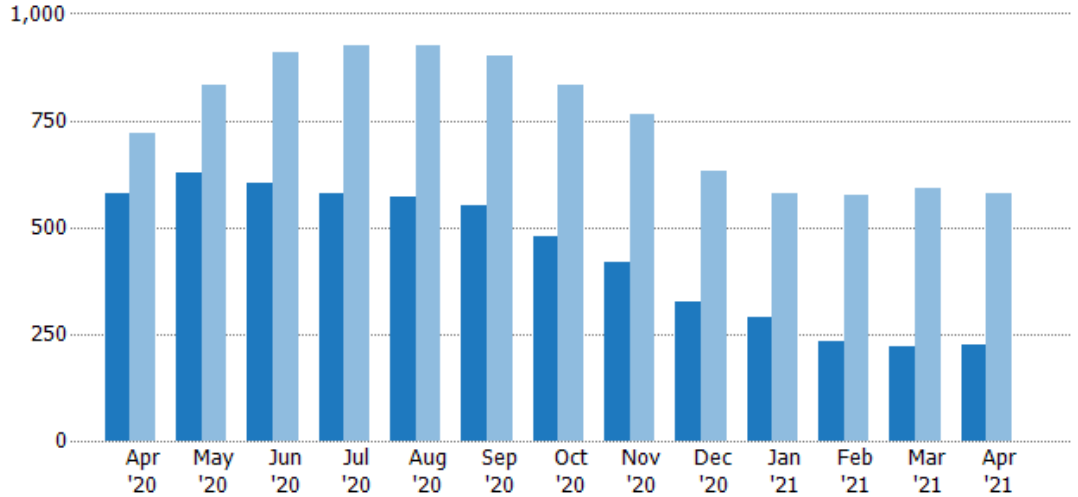
Active Listings

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

Month/Year	Count	% Chg.
Apr '21	223	-61.4%
Apr '20	578	-19.7%
Apr '19	720	-1.3%



Current Year	578	629	605	577	570	550	478	417	327	291	232	220	223
Prior Year	720	832	911	927	924	901	833	763	633	579	576	590	578
Percent Change from Prior Year	-20%	-24%	-34%	-38%	-38%	-39%	-43%	-45%	-48%	-50%	-60%	-63%	-61%

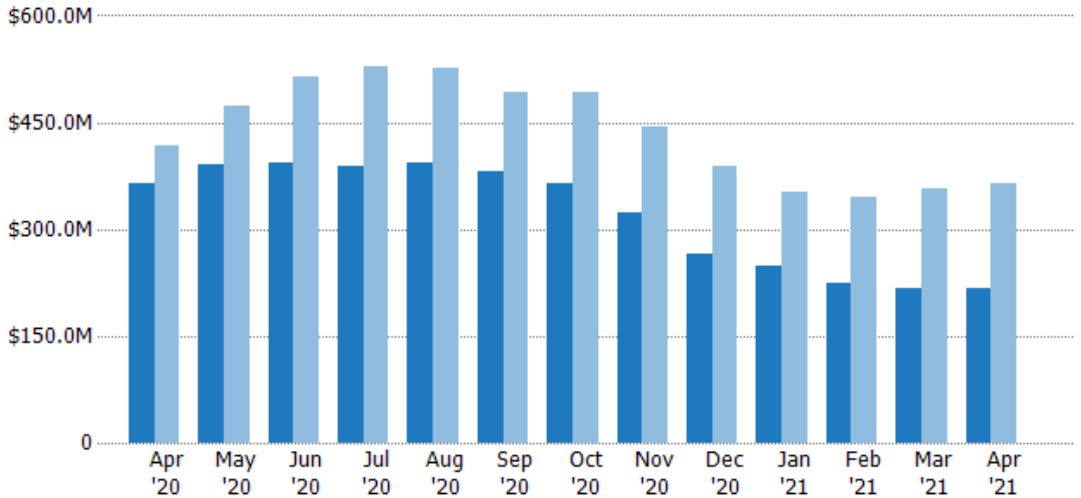
Active Listing Volume

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

Month/Year	Volume	% Chg.
Apr '21	\$218M	-40.2%
Apr '20	\$365M	-12.7%
Apr '19	\$417M	-12.7%



Current Year	\$365M	\$392M	\$392M	\$387M	\$393M	\$382M	\$364M	\$324M	\$265M	\$249M	\$223M	\$217M	\$218M
Prior Year	\$417M	\$472M	\$515M	\$528M	\$526M	\$494M	\$492M	\$443M	\$388M	\$351M	\$344M	\$357M	\$365M
Percent Change from Prior Year	-13%	-17%	-24%	-27%	-25%	-23%	-26%	-27%	-32%	-29%	-35%	-39%	-40%

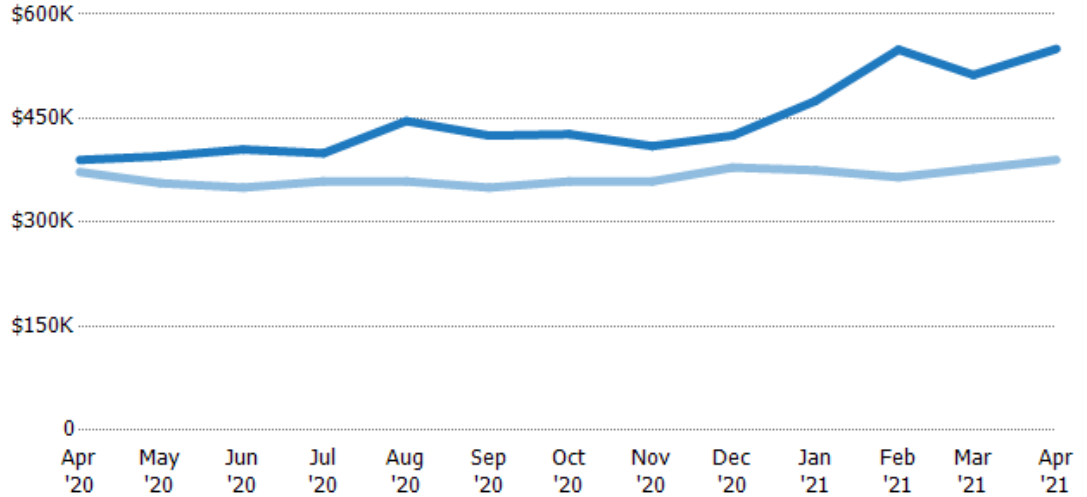
Median Listing Price

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.
Apr '21	\$550K	41%
Apr '20	\$390K	4.7%
Apr '19	\$372K	-6%



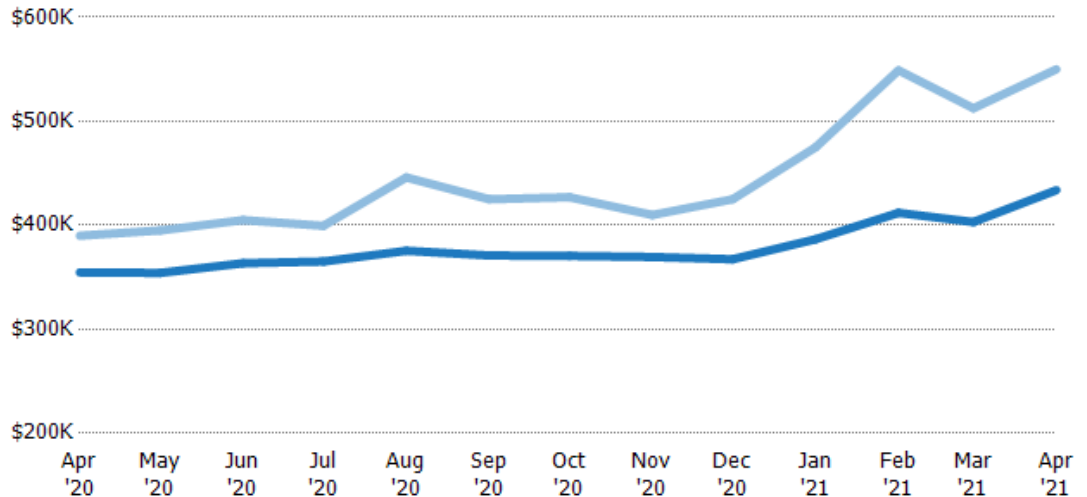
Current Year	\$390K	\$395K	\$405K	\$400K	\$446K	\$425K	\$427K	\$410K	\$425K	\$475K	\$549K	\$513K	\$550K
Prior Year	\$372K	\$357K	\$350K	\$359K	\$359K	\$350K	\$359K	\$359K	\$379K	\$375K	\$365K	\$377K	\$390K
Percent Change from Prior Year	5%	11%	16%	11%	24%	21%	19%	14%	12%	27%	50%	36%	41%

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	\$355K	\$354K	\$364K	\$365K	\$375K	\$371K	\$371K	\$370K	\$367K	\$387K	\$412K	\$403K	\$434K
Median Listing Price	\$390K	\$395K	\$405K	\$400K	\$446K	\$425K	\$427K	\$410K	\$425K	\$475K	\$549K	\$513K	\$550K
Med Listing Price as a % of Med Est Value	110%	112%	111%	109%	119%	115%	115%	111%	116%	123%	133%	127%	127%

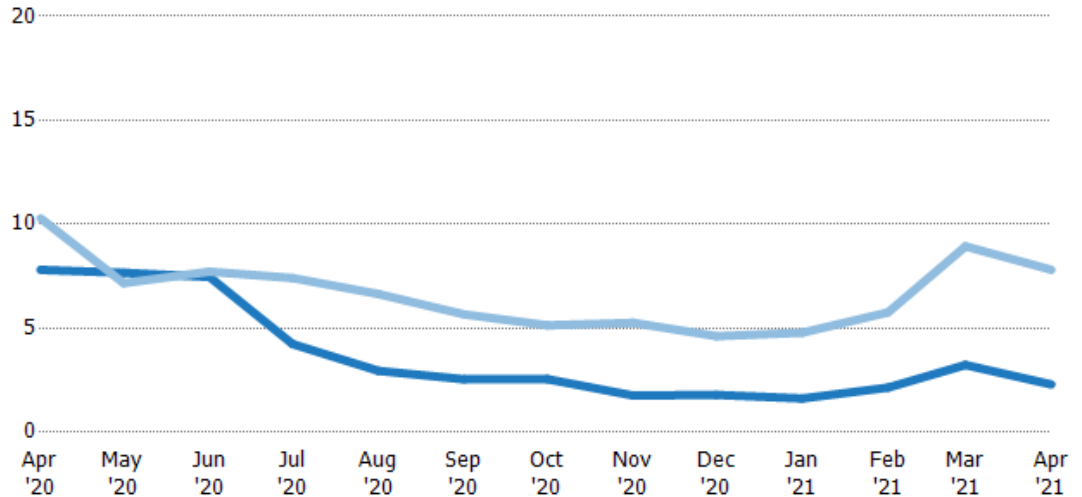
Months of Inventory

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.
Apr '21	2.3	-70.6%
Apr '20	7.81	-24.1%
Apr '19	10.3	-10.2%



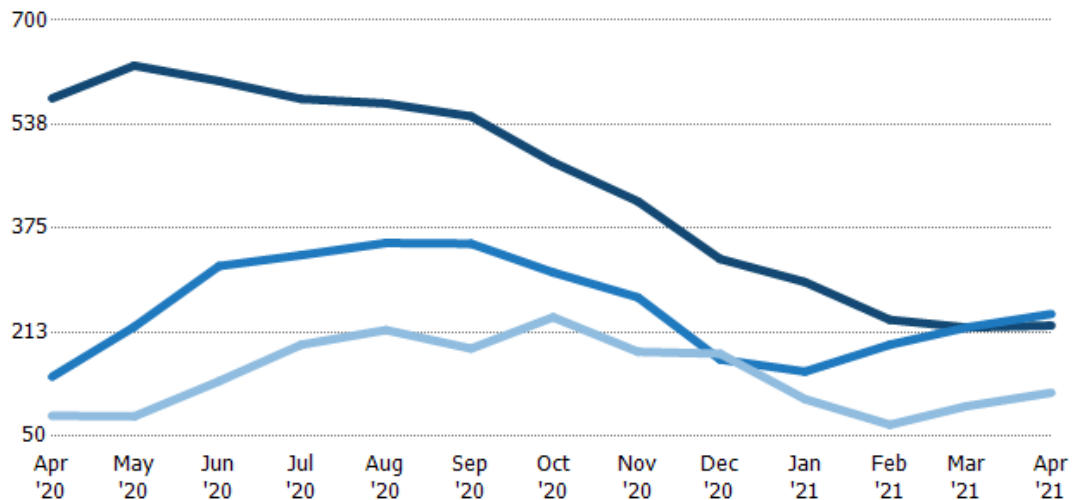
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	7.81	7.67	7.47	4.24	2.95	2.55	2.56	1.77	1.8	1.63	2.15	3.24	2.3
Prior Year	10.3	7.17	7.72	7.42	6.65	5.67	5.14	5.26	4.62	4.79	5.76	8.94	7.81
Percent Change from Prior Year	-24%	7%	-3%	-43%	-56%	-55%	-50%	-66%	-61%	-66%	-63%	-64%	-71%

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



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	578	629	605	577	570	550	478	417	327	291	232	220	223
Pending	143	221	316	333	352	351	306	267	170	151	193	220	241
Sold	82	81	136	193	216	187	236	182	179	108	68	97	118

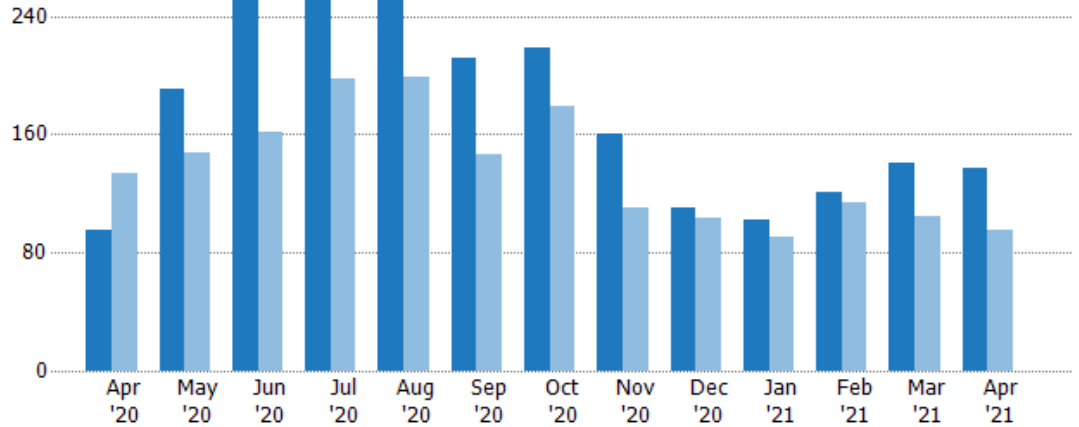
New Pending Sales

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.
Apr '21	137	44.2%
Apr '20	95	-29.1%
Apr '19	134	-12.7%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	95	191	260	267	268	212	218	160	110	102	121	141	137
Prior Year	134	148	162	198	199	146	179	110	103	90	114	104	95
Percent Change from Prior Year	-29%	29%	60%	35%	35%	45%	22%	45%	7%	13%	6%	36%	44%

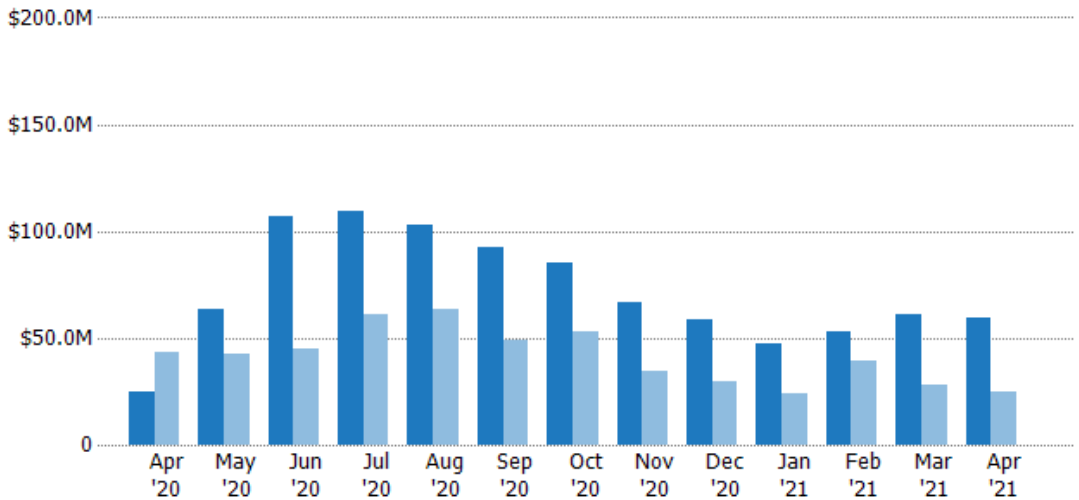
New Pending Sales Volume

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.
Apr '21	\$59.6M	138.8%
Apr '20	\$25M	-42.7%
Apr '19	\$43.6M	-15.2%



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	\$25M	\$63.5M	\$107M	\$109M	\$103M	\$92.3M	\$85.2M	\$66.8M	\$58.2M	\$47.1M	\$53.1M	\$60.8M	\$59.6M
Prior Year	\$43.6M	\$42.4M	\$45M	\$61.4M	\$63.3M	\$49M	\$52.9M	\$34.9M	\$29.8M	\$23.9M	\$39.3M	\$27.9M	\$25M
Percent Change from Prior Year	-43%	50%	139%	78%	63%	88%	61%	92%	96%	97%	35%	118%	139%

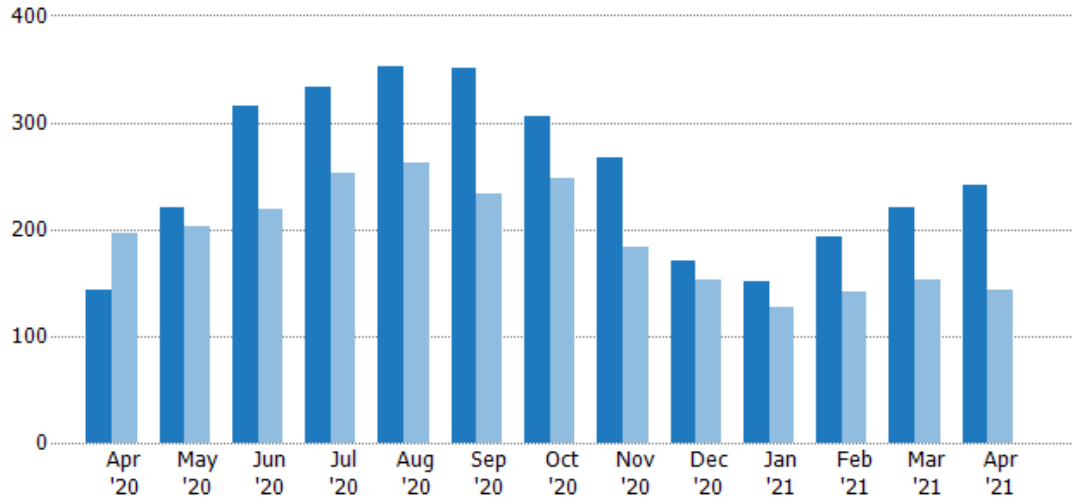
Pending Sales

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.
Apr '21	241	68.5%
Apr '20	143	-27%
Apr '19	196	-6.6%



Current Year	143	221	316	333	352	351	306	267	170	151	193	220	241
Prior Year	196	203	219	252	262	234	247	184	153	127	142	152	143
Percent Change from Prior Year	-27%	9%	44%	32%	34%	50%	24%	45%	11%	19%	36%	45%	69%

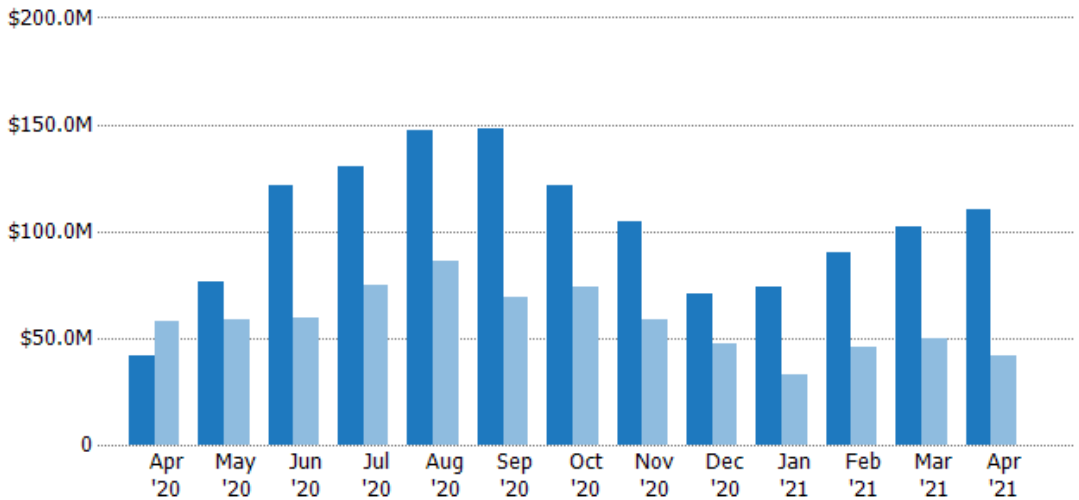
Pending Sales Volume

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.
Apr '21	\$110M	165.9%
Apr '20	\$41.5M	-28%
Apr '19	\$57.7M	-7.1%



Current Year	\$41.5M	\$76.1M	\$122M	\$131M	\$147M	\$148M	\$121M	\$105M	\$71M	\$73.6M	\$90M	\$102M	\$110M
Prior Year	\$57.7M	\$59M	\$59.4M	\$74.9M	\$85.7M	\$68.9M	\$74.2M	\$58.5M	\$47.6M	\$32.8M	\$45.7M	\$49.5M	\$41.5M
Percent Change from Prior Year	-28%	29%	105%	74%	72%	115%	63%	79%	49%	124%	97%	106%	166%

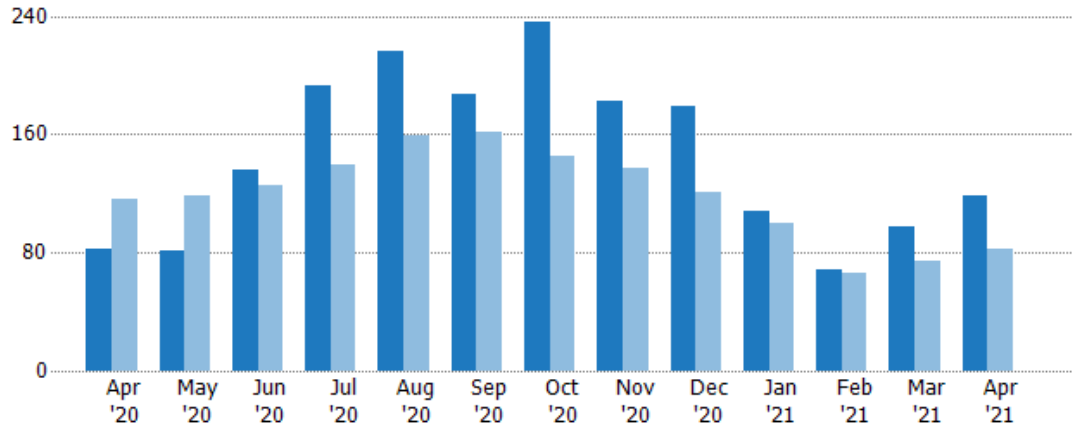
Closed Sales

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.
Apr '21	118	43.9%
Apr '20	82	-29.3%
Apr '19	116	-35.3%



Current Year	82	81	136	193	216	187	236	182	179	108	68	97	118
Prior Year	116	118	125	139	159	162	145	137	121	100	66	74	82
Percent Change from Prior Year	-29%	-31%	9%	39%	36%	15%	63%	33%	48%	8%	3%	31%	44%

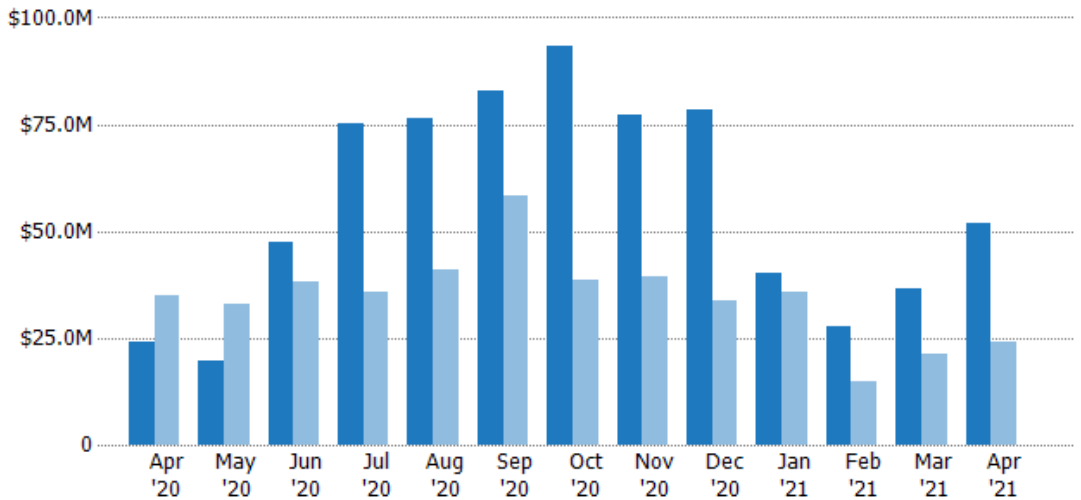
Closed Sales Volume

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.
Apr '21	\$51.7M	115.8%
Apr '20	\$24M	-31.8%
Apr '19	\$35.1M	-52.4%



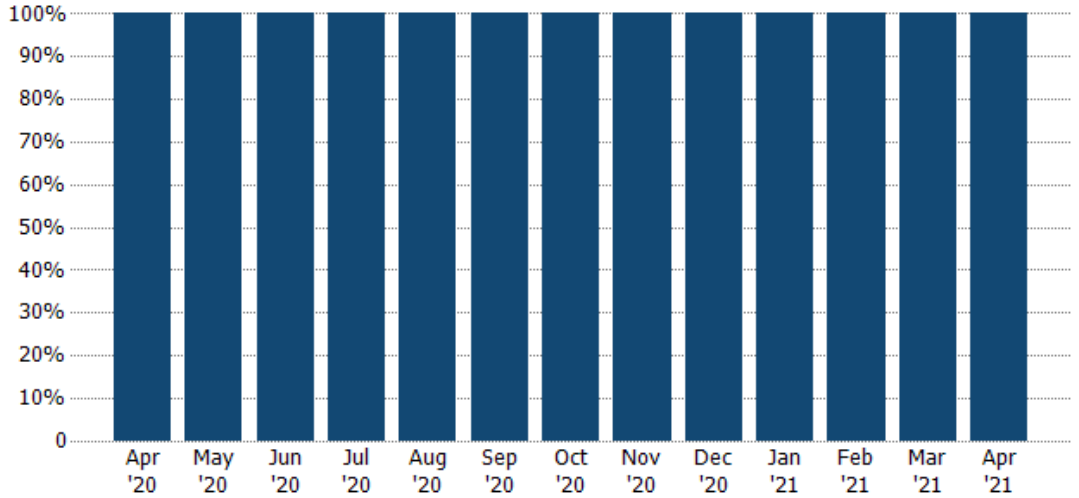
Current Year	\$24M	\$19.5M	\$47.5M	\$75.3M	\$76.3M	\$82.9M	\$93.5M	\$77.4M	\$78.5M	\$40.1M	\$27.9M	\$36.5M	\$51.7M
Prior Year	\$35.1M	\$33.1M	\$38.2M	\$35.8M	\$41M	\$58.3M	\$38.6M	\$39.4M	\$33.9M	\$35.8M	\$14.7M	\$21.2M	\$24M
Percent Change from Prior Year	-32%	-41%	24%	110%	86%	42%	142%	97%	131%	12%	89%	72%	116%

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



Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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Closed Sales (By County)

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

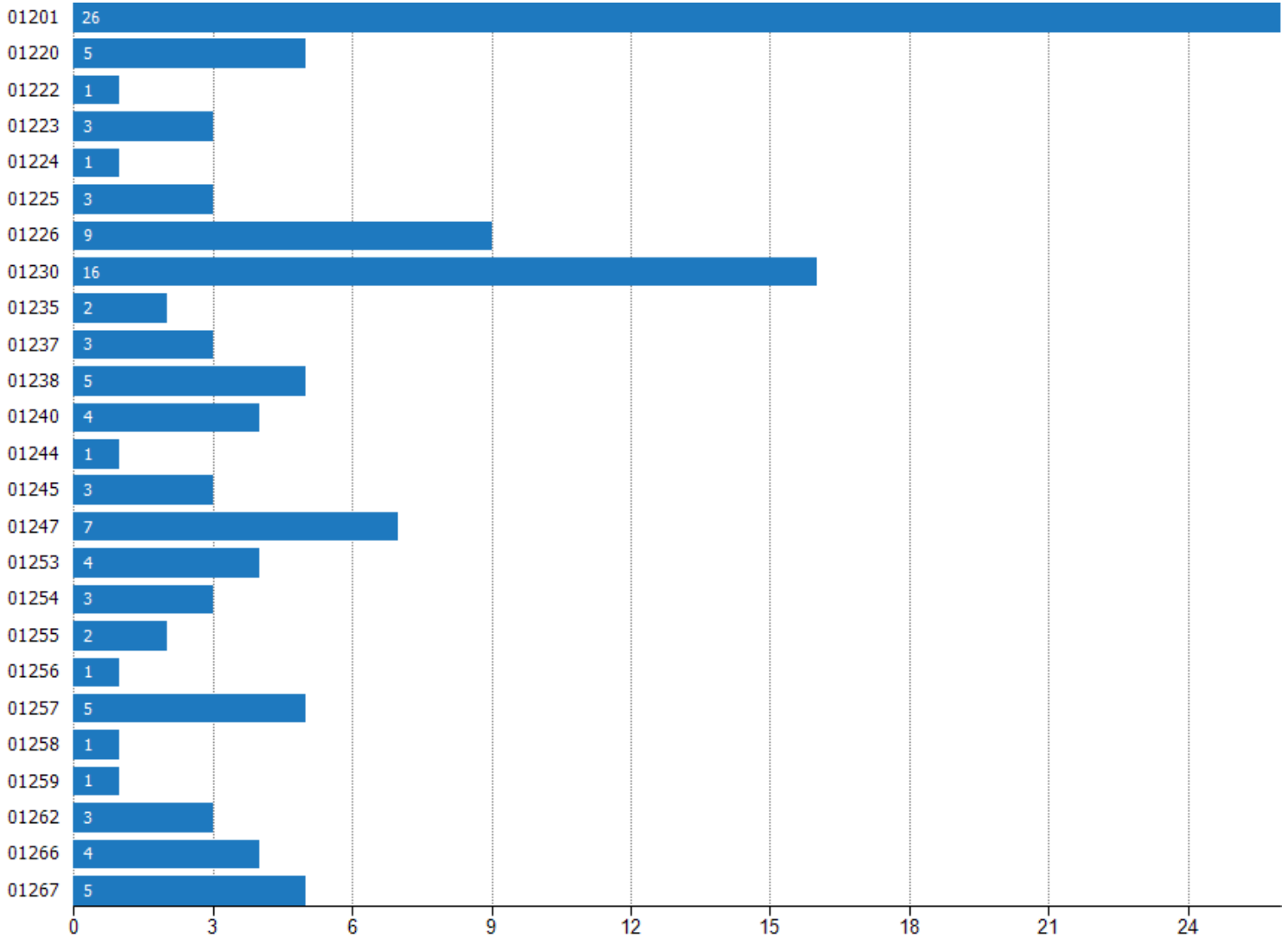
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



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



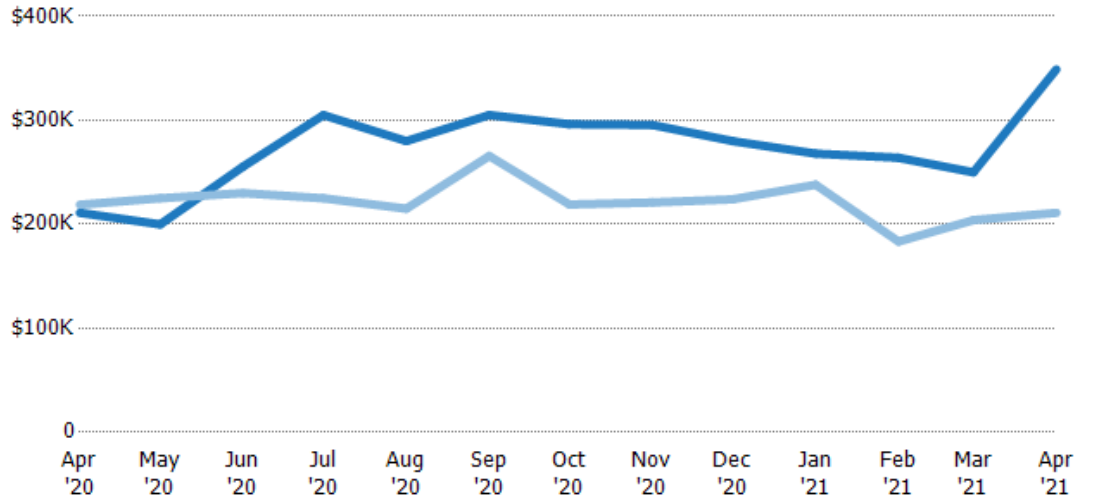
Median Sales Price

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.
Apr '21	\$349K	65.4%
Apr '20	\$211K	-3.6%
Apr '19	\$219K	-20.9%



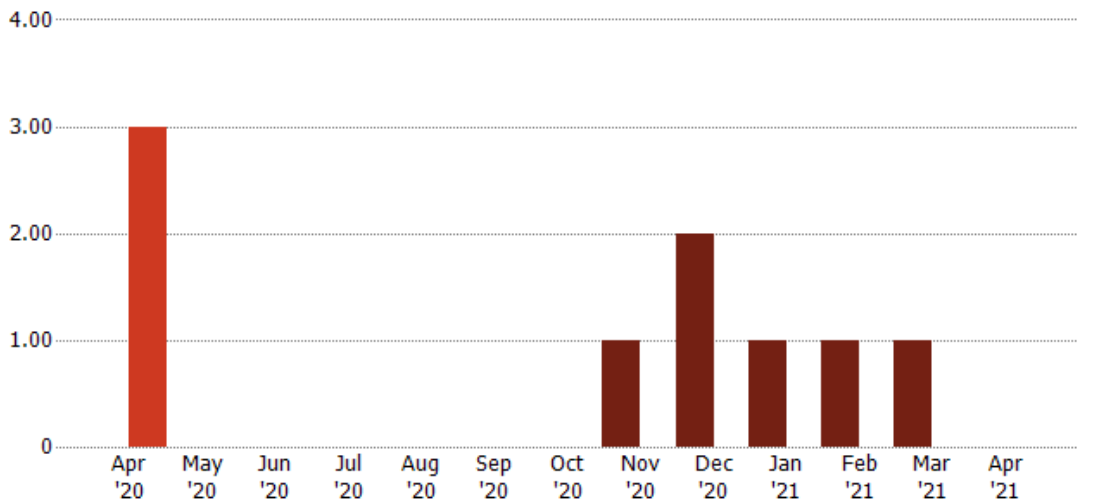
Current Year	\$211K	\$200K	\$256K	\$305K	\$280K	\$305K	\$296K	\$296K	\$280K	\$268K	\$264K	\$250K	\$349K
Prior Year	\$219K	\$225K	\$230K	\$225K	\$215K	\$266K	\$219K	\$221K	\$224K	\$238K	\$183K	\$204K	\$211K
Percent Change from Prior Year	-4%	-11%	11%	36%	30%	15%	35%	34%	25%	13%	44%	23%	65%

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



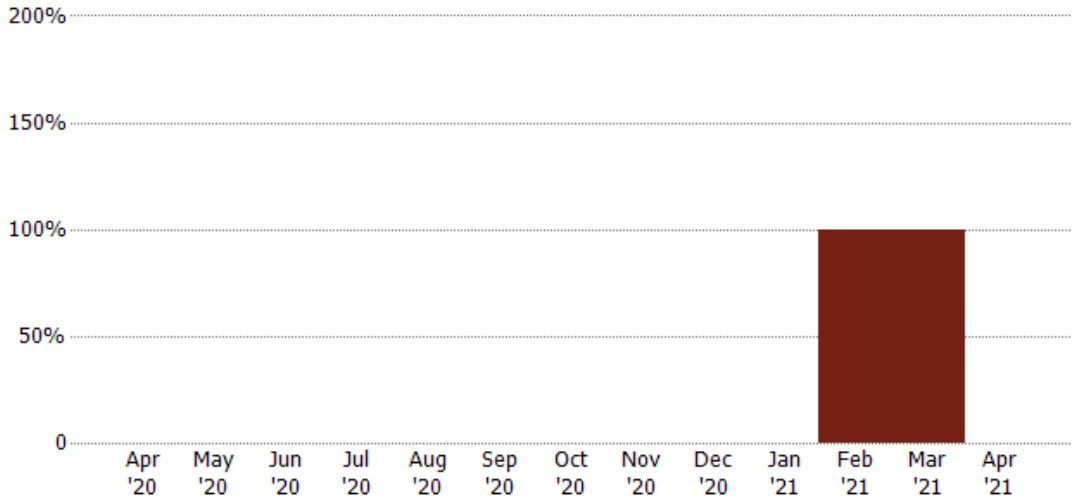
Current Year	-	-	-	-	-	-	-	1	2	1	1	1	-
Prior Year	3	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	100%	100%	100%	100%	100%	-

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



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

Sales Activity by ZIP

Apr 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	67	\$15,624,528	26	\$6,082,961	\$233,960	\$215,000	\$157	\$160	33
01220	14	\$2,688,795	5	\$810,300	\$162,060	\$160,000	\$127	\$118	13
01222	3	\$1,693,000	1	\$462,500	\$462,500	\$462,500	\$169	\$169	148
01223	7	\$2,456,700	3	\$1,060,000	\$353,333	\$385,000	\$181	\$153	16
01224			1	\$305,000	\$305,000	\$305,000	\$111	\$111	138
01225	6	\$1,246,200	3	\$395,900	\$131,967	\$160,000	\$145	\$180	9
01226	14	\$4,141,400	9	\$1,870,030	\$207,781	\$198,000	\$128	\$141	19
01230	35	\$28,704,697	16	\$9,423,400	\$588,963	\$547,500	\$283	\$280	79
01235	2	\$949,900	2	\$623,000	\$311,500	\$311,500	\$129	\$129	160
01237	10	\$2,752,400	3	\$933,000	\$311,000	\$189,000	\$169	\$172	94
01238	7	\$2,162,600	5	\$2,770,000	\$554,000	\$570,000	\$225	\$234	34
01240	14	\$13,093,700	4	\$2,406,500	\$601,625	\$575,000	\$204	\$212	14
01244			1	\$629,990	\$629,990	\$629,990	\$300	\$300	216
01245	1	\$595,000	3	\$2,683,500	\$894,500	\$670,000	\$257	\$268	184
01247	14	\$2,326,399	7	\$1,398,800	\$199,829	\$190,000	\$137	\$146	132
01253	8	\$4,645,900	4	\$3,120,000	\$780,000	\$822,500	\$274	\$285	180
01254	3	\$1,429,000	3	\$2,024,900	\$674,967	\$485,000	\$365	\$414	143
01255	2	\$461,400	2	\$1,430,000	\$715,000	\$715,000	\$234	\$234	241
01256			1	\$268,000	\$268,000	\$268,000	\$265	\$265	116
01257	7	\$5,190,000	5	\$2,531,000	\$506,200	\$435,000	\$233	\$200	97
01258	1	\$850,000	1	\$1,260,000	\$1,260,000	\$1,260,000	\$459	\$459	7
01259	2	\$1,025,000	1	\$893,500	\$893,500	\$893,500	\$327	\$327	31
01262	6	\$6,988,000	3	\$1,670,000	\$556,667	\$515,000	\$173	\$133	244
01266	4	\$4,261,000	4	\$2,809,000	\$702,250	\$619,500	\$350	\$313	93
01267	11	\$5,722,200	5	\$3,872,200	\$774,440	\$502,000	\$238	\$192	92

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 Stockbrige, Alford
01240	Lenox	01267	Williamstown
01245	Monterey	01270	Windsor
01247	North Adams, Clarksburg, Florida		