




Berkshire REALTORS
And Multiple Listing Service, Inc.



Berkshire County, MA
Condo Real Estate Report

August 2021
Market WATCH

Summary of Key Metrics

	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	15	10	+50%	105	101	+4%
New Listing Volume	\$5,320,400	\$3,276,600	+62.4%	\$38,915,836	\$44,565,500	-12.7%
Active Listing Count	31	48	-35.4%	N/A	N/A	
Active Listing Volume	\$14,869,836	\$23,344,800	-36.3%	N/A	N/A	
Median Listing Price	\$375,000	\$487,000	-23%	\$389,562	\$417,477	-6.7%
Months of Inventory	2.1	3.2	-35.4%	3.5	6.3	-45.3%
Sales Activity Charts Metrics						
New Pending Sales Count	19	28	-32.1%	130	111	+17.1%
New Pending Sales Volume	\$7,233,200	\$12,326,100	-41.3%	\$55,826,700	\$42,485,899	+31.4%
Pending Sales Count	25	35	-28.6%	N/A	N/A	
Pending Sales Volume	\$12,216,200	\$14,292,300	-14.5%	N/A	N/A	
Closed Sales Count	19	12	+58.3%	88	70	+25.7%
Closed Sales Volume	\$7,554,000	\$4,502,000	+67.8%	\$32,811,350	\$28,268,111	+16.1%
Median Sales Price	\$277,000	\$343,700	-19.4%	\$264,307	\$338,063	-21.8%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

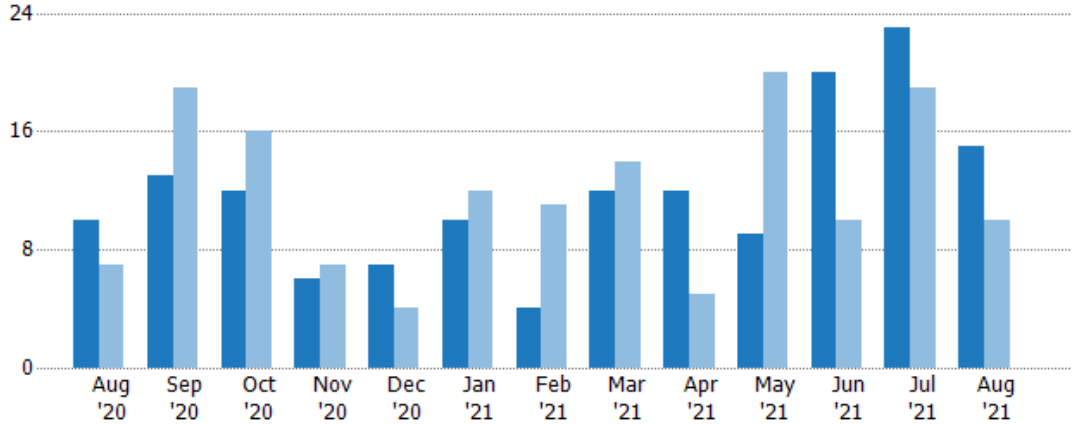
New Listings

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.
Aug '21	15	50%
Aug '20	10	42.9%
Aug '19	7	57.1%



Current Year	10	13	12	6	7	10	4	12	12	9	20	23	15
Prior Year	7	19	16	7	4	12	11	14	5	20	10	19	10
Percent Change from Prior Year	43%	-32%	-25%	-14%	75%	-17%	-64%	-14%	140%	-55%	100%	21%	50%

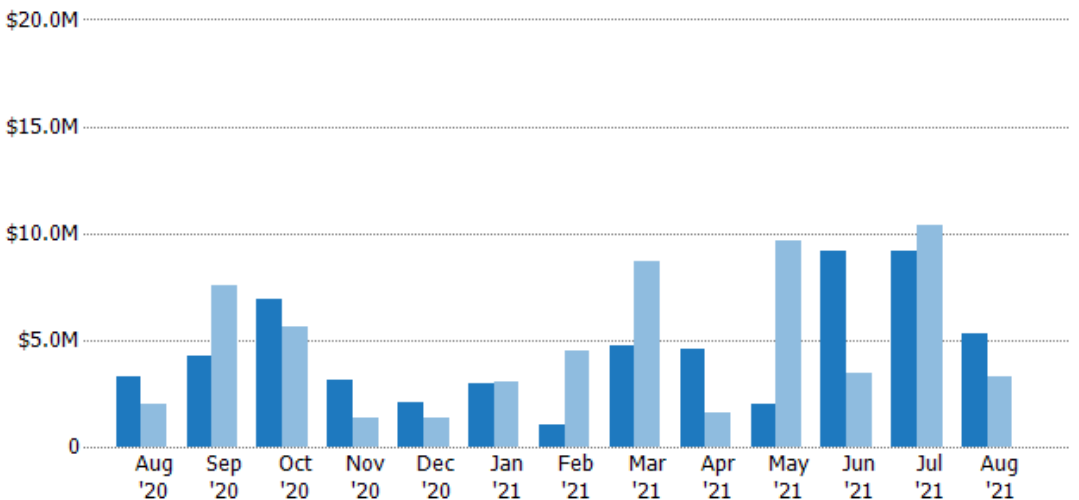
New Listing Volume

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.
Aug '21	\$5.32M	62.4%
Aug '20	\$3.28M	64.5%
Aug '19	\$1.99M	29.7%



Current Year	\$3.28M	\$4.29M	\$6.9M	\$3.12M	\$2.08M	\$2.94M	\$1.06M	\$4.71M	\$4.57M	\$2.03M	\$9.13M	\$9.16M	\$5.32M
Prior Year	\$1.99M	\$7.57M	\$5.62M	\$1.37M	\$1.37M	\$3.08M	\$4.46M	\$8.67M	\$1.61M	\$9.64M	\$3.46M	\$10.4M	\$3.28M
Percent Change from Prior Year	64%	-43%	23%	128%	52%	-4%	-76%	-46%	183%	-79%	163%	-12%	62%

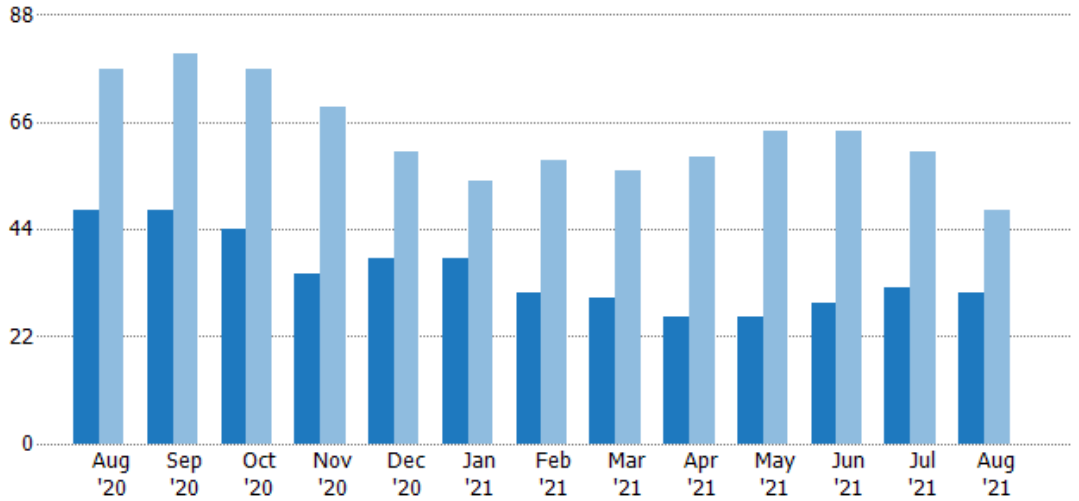
Active Listings

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.
Aug '21	31	-35.4%
Aug '20	48	-37.7%
Aug '19	77	-18.2%



Current Year	48	48	44	35	38	38	31	30	26	26	29	32	31
Prior Year	77	80	77	69	60	54	58	56	59	64	64	60	48
Percent Change from Prior Year	-38%	-40%	-43%	-49%	-37%	-30%	-47%	-46%	-56%	-59%	-55%	-47%	-35%

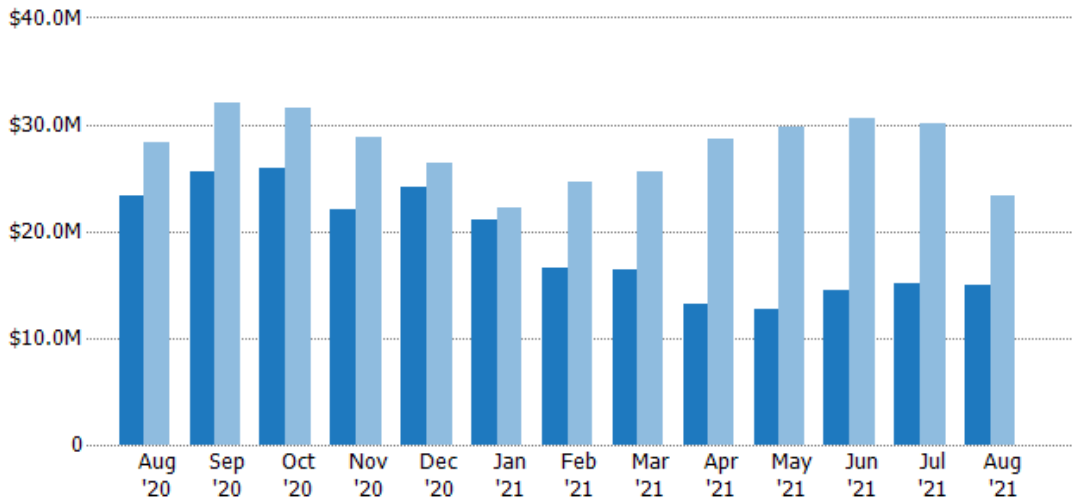
Active Listing Volume

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.
Aug '21	\$14.9M	-36.3%
Aug '20	\$23.3M	-17.6%
Aug '19	\$28.3M	-9.1%



Current Year	\$23.3M	\$25.6M	\$25.9M	\$22.1M	\$24.1M	\$21.1M	\$16.6M	\$16.5M	\$13.1M	\$12.7M	\$14.5M	\$15M	\$14.9M
Prior Year	\$28.3M	\$32.1M	\$31.5M	\$28.8M	\$26.4M	\$22.2M	\$24.6M	\$25.5M	\$28.6M	\$29.8M	\$30.6M	\$30.2M	\$23.3M
Percent Change from Prior Year	-18%	-20%	-18%	-23%	-9%	-5%	-32%	-35%	-54%	-58%	-53%	-50%	-36%

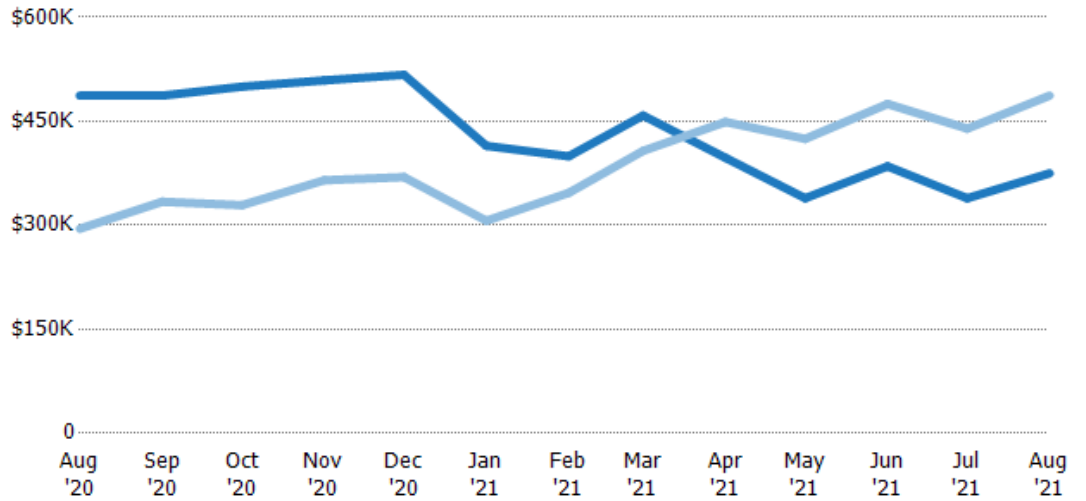
Median Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Aug '21	\$375K	-23%
Aug '20	\$487K	65.1%
Aug '19	\$295K	19.4%



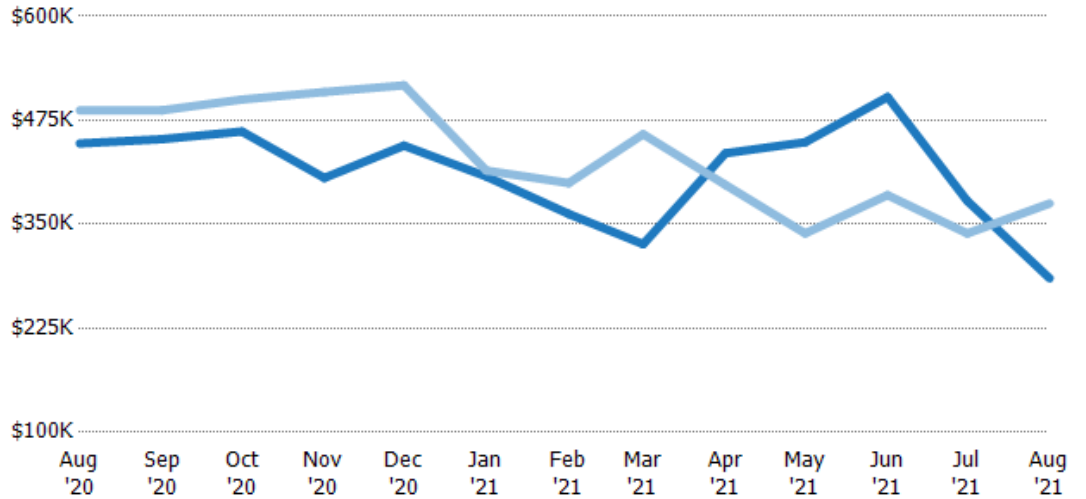
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$487K	\$487K	\$500K	\$509K	\$517K	\$415K	\$400K	\$458K	\$397K	\$339K	\$385K	\$339K	\$375K
Prior Year	\$295K	\$334K	\$329K	\$365K	\$369K	\$307K	\$347K	\$407K	\$449K	\$425K	\$475K	\$439K	\$487K
Percent Change from Prior Year	65%	46%	52%	39%	40%	35%	15%	12%	-12%	-20%	-19%	-23%	-23%

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.



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Median Est Value	\$447K	\$452K	\$461K	\$406K	\$445K	\$407K	\$362K	\$326K	\$435K	\$449K	\$503K	\$378K	\$285K
Median Listing Price	\$487K	\$487K	\$500K	\$509K	\$517K	\$415K	\$400K	\$458K	\$397K	\$339K	\$385K	\$339K	\$375K
Med Listing Price as a % of Med Est Value	109%	108%	108%	125%	116%	102%	110%	141%	91%	76%	77%	90%	132%

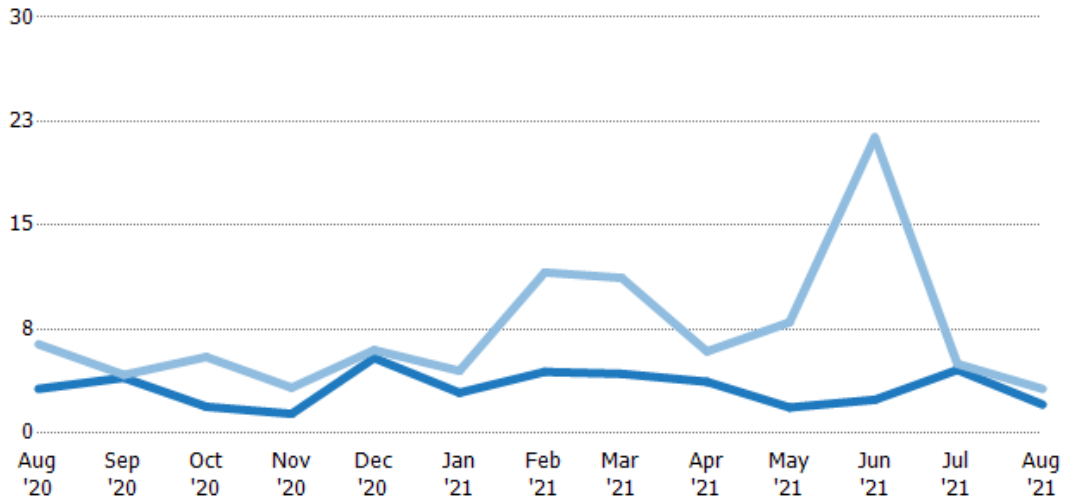
Months of Inventory

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.
Aug '21	2.07	-35.4%
Aug '20	3.2	-50.1%
Aug '19	6.42	-29.9%



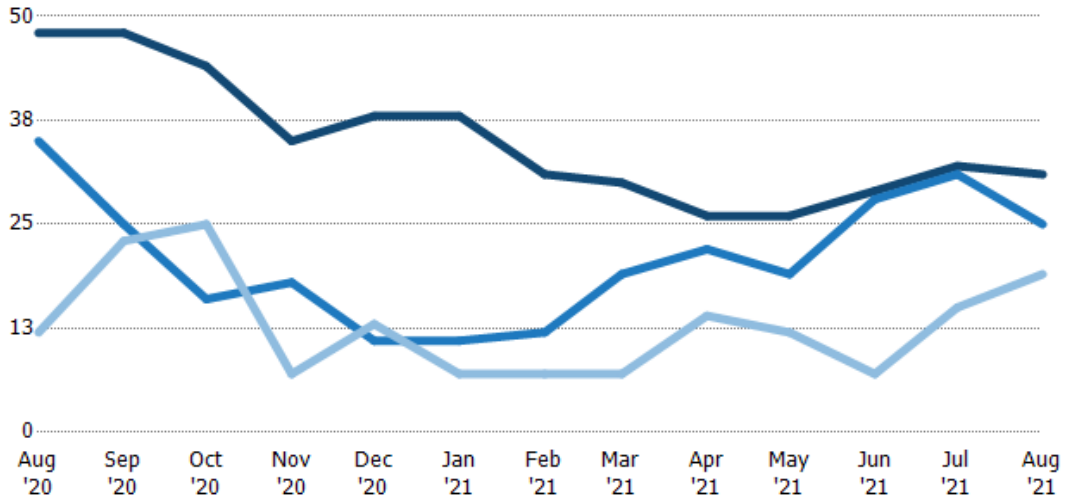
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	3.2	4	1.91	1.4	5.43	2.92	4.43	4.29	3.71	1.86	2.42	4.57	2.07
Prior Year	6.42	4.21	5.5	3.29	6	4.5	11.6	11.2	5.9	8	21.3	5	3.2
Percent Change from Prior Year	-50%	-5%	-65%	-57%	-10%	-35%	-62%	-62%	-37%	-77%	-89%	-9%	-35%

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.



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	48	48	44	35	38	38	31	30	26	26	29	32	31
Pending	35	25	16	18	11	11	12	19	22	19	28	31	25
Sold	12	23	25	7	13	7	7	7	14	12	7	15	19

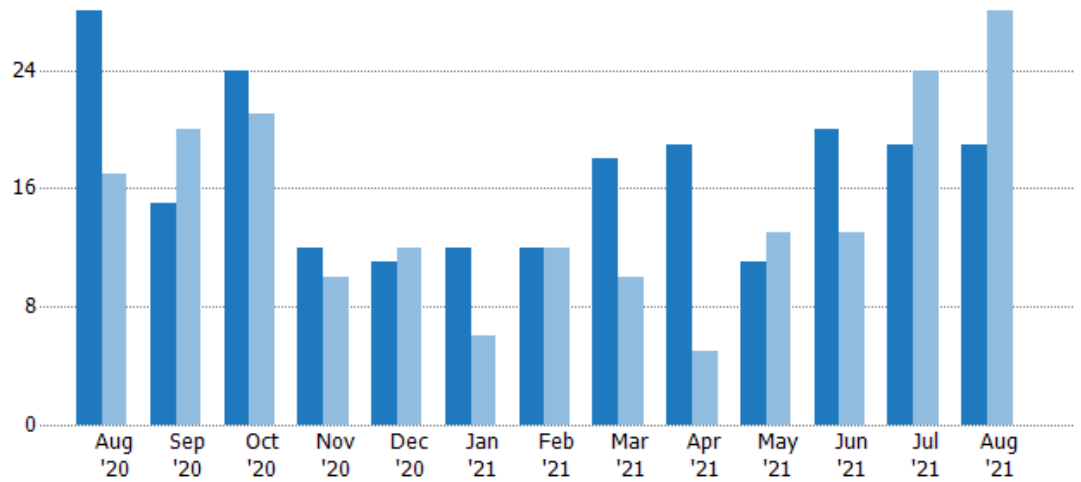
New Pending Sales

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.
Aug '21	19	-32.1%
Aug '20	28	64.7%
Aug '19	17	-5.9%



Current Year	28	15	24	12	11	12	12	18	19	11	20	19	19
Prior Year	17	20	21	10	12	6	12	10	5	13	13	24	28
Percent Change from Prior Year	65%	-25%	14%	20%	-8%	100%	0%	80%	280%	-15%	54%	-21%	-32%

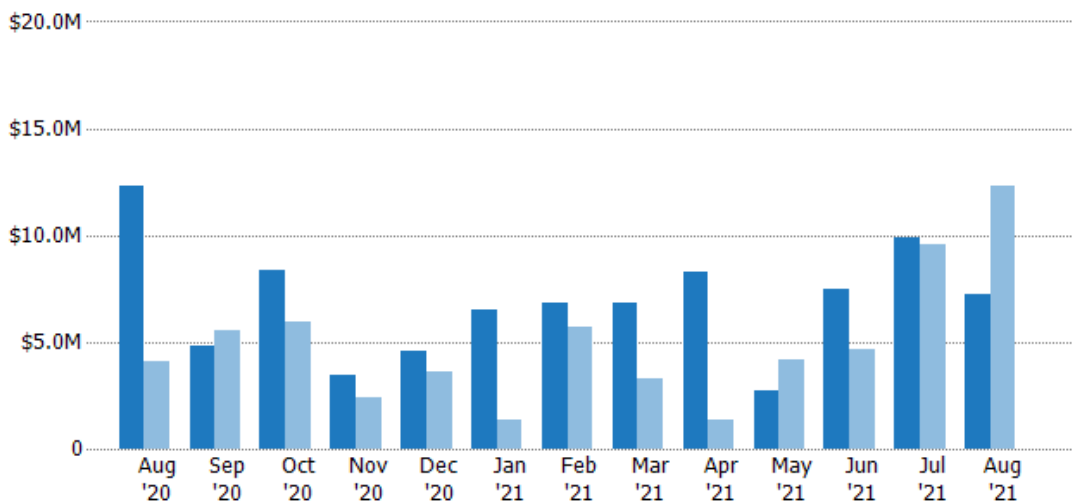
New Pending Sales Volume

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.
Aug '21	\$7.23M	-41.3%
Aug '20	\$12.3M	201.9%
Aug '19	\$4.08M	3.2%



Current Year	\$12.3M	\$4.82M	\$8.33M	\$3.42M	\$4.59M	\$6.54M	\$6.83M	\$6.8M	\$8.28M	\$2.75M	\$7.49M	\$9.91M	\$7.23M
Prior Year	\$4.08M	\$5.5M	\$5.93M	\$2.37M	\$3.65M	\$1.37M	\$5.73M	\$3.3M	\$1.39M	\$4.14M	\$4.68M	\$9.55M	\$12.3M
Percent Change from Prior Year	202%	-12%	41%	44%	26%	378%	19%	106%	498%	-34%	60%	4%	-41%

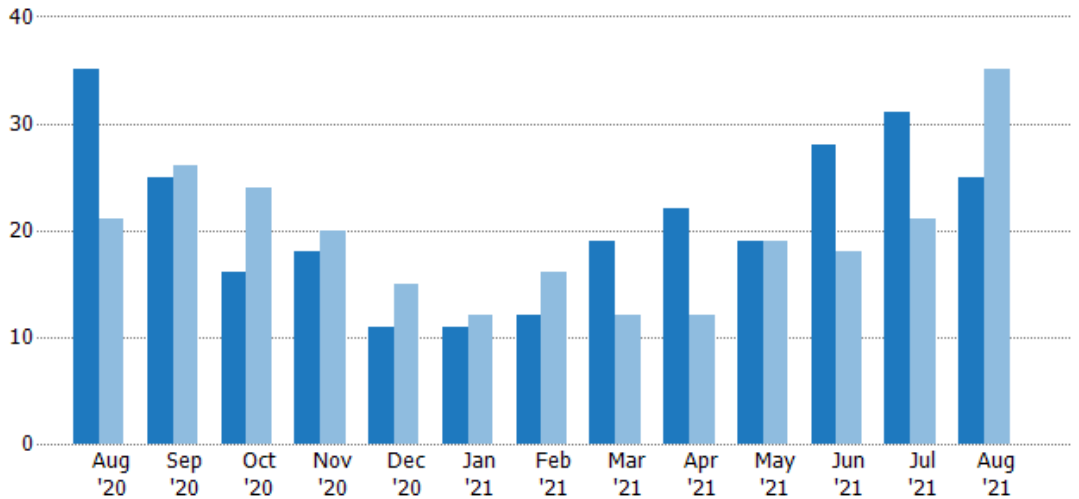
Pending Sales

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.
Aug '21	25	-28.6%
Aug '20	35	66.7%
Aug '19	21	-28.6%



Current Year	35	25	16	18	11	11	12	19	22	19	28	31	25
Prior Year	21	26	24	20	15	12	16	12	12	19	18	21	35
Percent Change from Prior Year	67%	-4%	-33%	-10%	-27%	-8%	-25%	58%	83%	0%	56%	48%	-29%

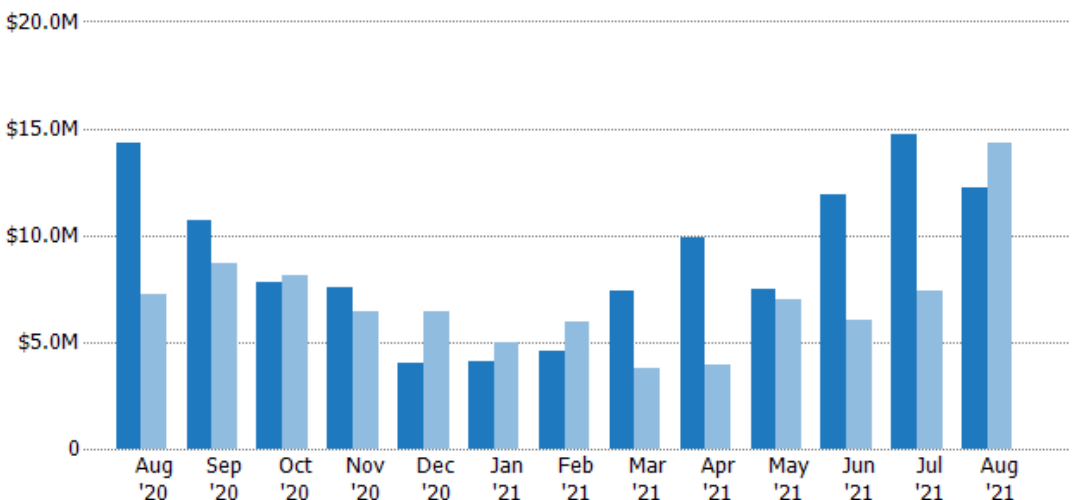
Pending Sales Volume

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.
Aug '21	\$12.2M	-14.5%
Aug '20	\$14.3M	97.3%
Aug '19	\$7.24M	-38.9%



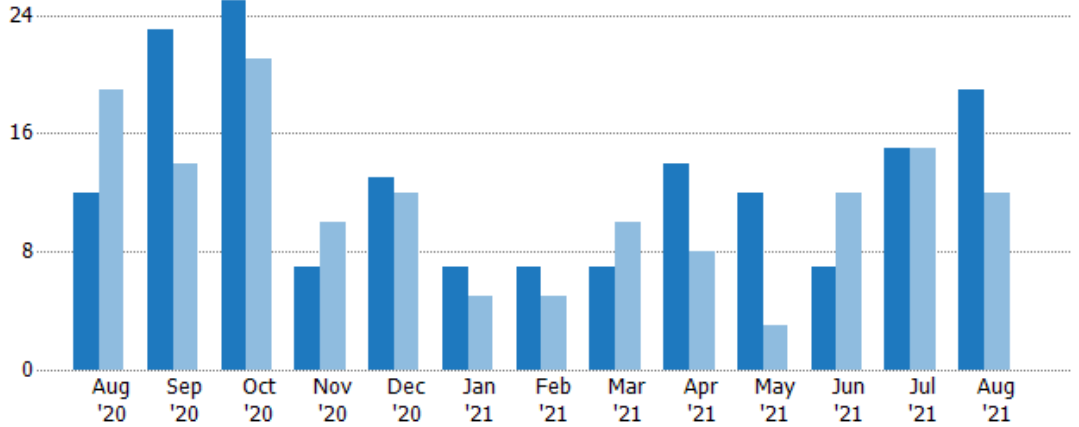
Current Year	\$14.3M	\$10.7M	\$7.82M	\$7.53M	\$4.02M	\$4.08M	\$4.56M	\$7.39M	\$9.89M	\$7.46M	\$11.9M	\$14.7M	\$12.2M
Prior Year	\$7.24M	\$8.71M	\$8.12M	\$6.4M	\$6.46M	\$5.01M	\$5.92M	\$3.78M	\$3.9M	\$6.97M	\$6.02M	\$7.37M	\$14.3M
Percent Change from Prior Year	97%	23%	-4%	18%	-38%	-19%	-23%	96%	154%	7%	98%	99%	-15%

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.



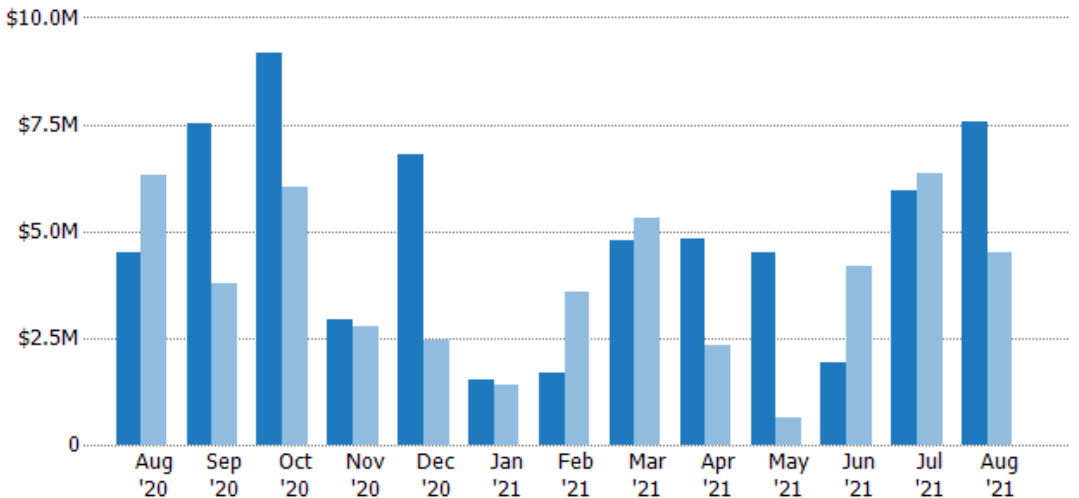
Month/Year	Count	% Chg.
Aug '21	19	58.3%
Aug '20	12	-36.8%
Aug '19	19	-42.1%

Closed Sales Volume

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

Filters Used

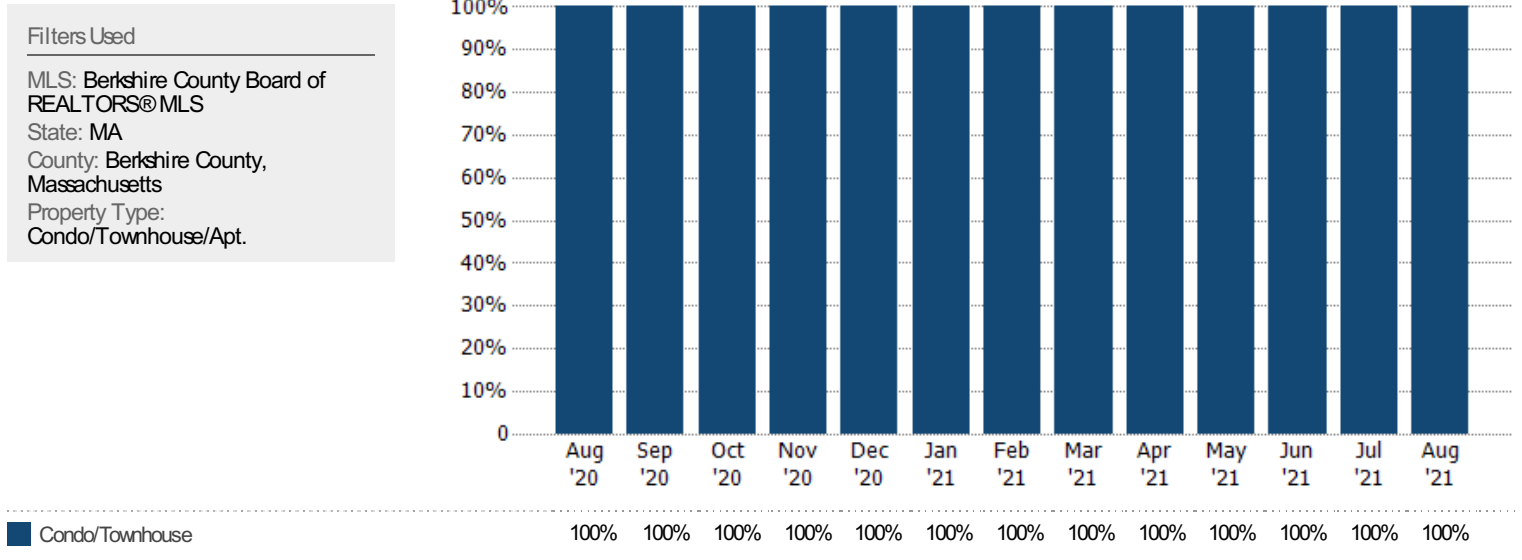
MLS: Berkshire County Board of REALTORS® MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Condo/Townhouse/Apt.



Month/Year	Volume	% Chg.
Aug '21	\$7.55M	67.8%
Aug '20	\$4.5M	-28.8%
Aug '19	\$6.32M	-53.4%

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.

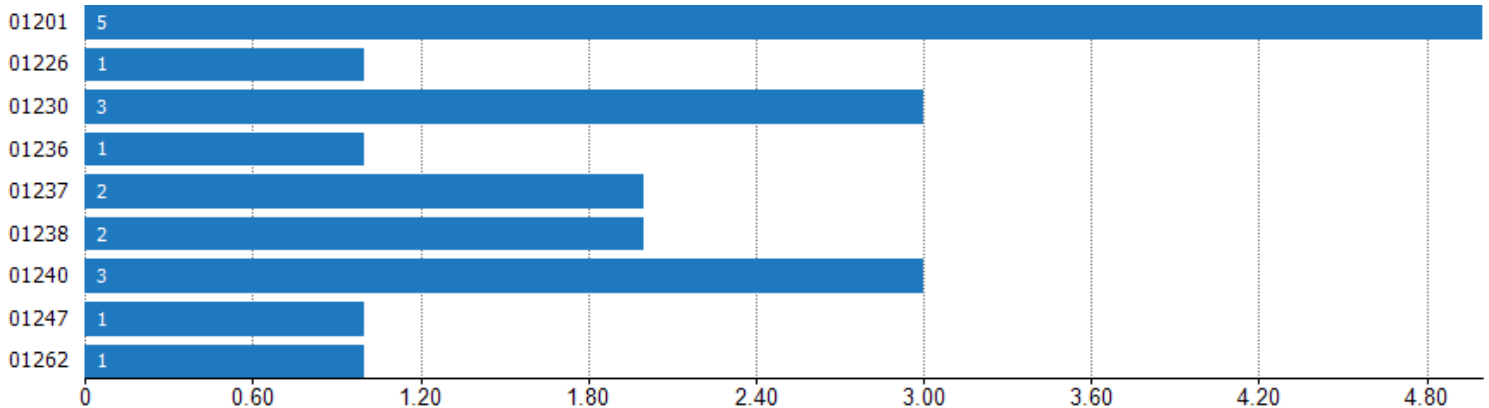
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt.



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.



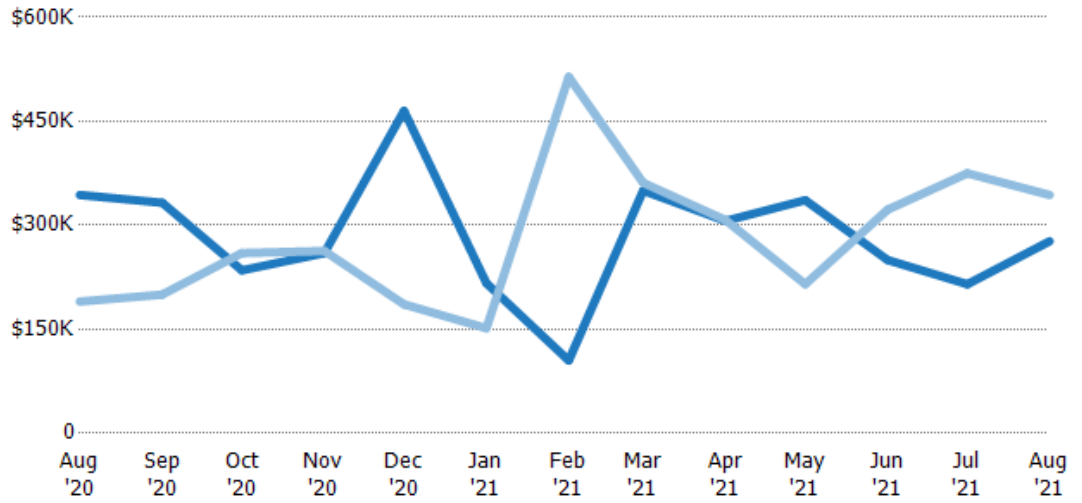
Median Sales Price

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.
Aug '21	\$277K	-19.4%
Aug '20	\$344K	80.9%
Aug '19	\$190K	25.8%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$344K	\$333K	\$235K	\$260K	\$465K	\$217K	\$105K	\$350K	\$306K	\$336K	\$250K	\$215K	\$277K
Prior Year	\$190K	\$200K	\$260K	\$263K	\$186K	\$152K	\$514K	\$361K	\$308K	\$215K	\$323K	\$375K	\$344K
Percent Change from Prior Year	81%	66%	-10%	-1%	150%	43%	-80%	-3%	0%	56%	-23%	-43%	-19%

Sales Activity by ZIP

Aug 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	2	\$688,500	5	\$1,294,500	\$258,900	\$230,000	\$177	\$187	20
01226	2	\$348,900	1	\$750,000	\$750,000	\$750,000	\$149	\$149	111
01230	4	\$1,162,500	3	\$1,962,000	\$654,000	\$535,000	\$343	\$326	21
01236			1	\$250,000	\$250,000	\$250,000	\$178	\$178	70
01237	4	\$692,900	2	\$364,000	\$182,000	\$182,000	\$219	\$219	415
01238	2	\$1,494,000	2	\$1,330,000	\$665,000	\$665,000	\$179	\$179	22
01240	7	\$5,010,500	3	\$858,500	\$286,167	\$277,000	\$242	\$281	17
01247			1	\$260,000	\$260,000	\$260,000	\$160	\$160	16
01262			1	\$485,000	\$485,000	\$485,000	\$259	\$259	64