



**Berkshire County, MA**  
**Condominium Real Estate Report**

**August 2020**  
**Market WATCH**

**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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	13	5	+160%	105	112	-6.3%
New Listing Volume	\$5,467,500	\$1,068,300	+411.8%	\$40,893,700	\$35,989,899	+13.6%
Active Listing Count	47	76	-38.2%	N/A	N/A	
Active Listing Volume	\$20,210,100	\$28,841,798	-29.9%	N/A	N/A	
Median Listing Price	\$365,000	\$334,000	+9.3%	\$379,072	\$366,577	+3.4%
Months of Inventory	3.1	5.8	-46.4%	6	9.3	-35%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	28	17	+64.7%	111	114	-2.6%
New Pending Sales Volume	\$11,833,000	\$4,571,800	+158.8%	\$42,000,999	\$33,056,470	+27.1%
Pending Sales Count	38	21	+81%	N/A	N/A	
Pending Sales Volume	\$15,755,800	\$7,868,600	+100.2%	N/A	N/A	
Closed Sales Count	15	18	-16.7%	72	79	-8.9%
Closed Sales Volume	\$5,427,000	\$6,331,100	-14.3%	\$30,308,361	\$23,742,800	+27.7%
Median Sales Price	\$340,000	\$231,250	+47%	\$349,435	\$228,420	+53%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	NA	NA	

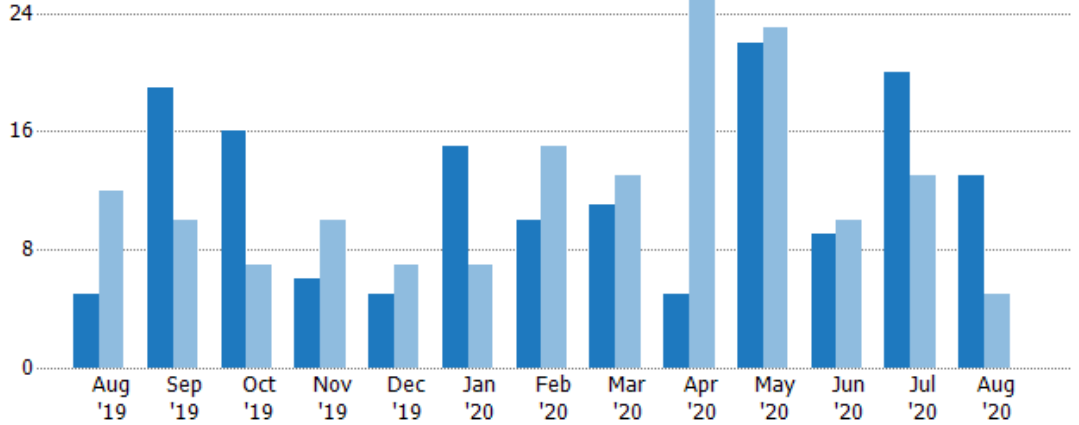
## New Listings

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 '20	13	160%
Aug '19	5	-58.3%
Aug '18	12	8.3%



Current Year	5	19	16	6	5	15	10	11	5	22	9	20	13
Prior Year	12	10	7	10	7	7	15	13	26	23	10	13	5
Percent Change from Prior Year	-58%	90%	129%	-40%	-29%	114%	-33%	-15%	-81%	-4%	-10%	54%	160%

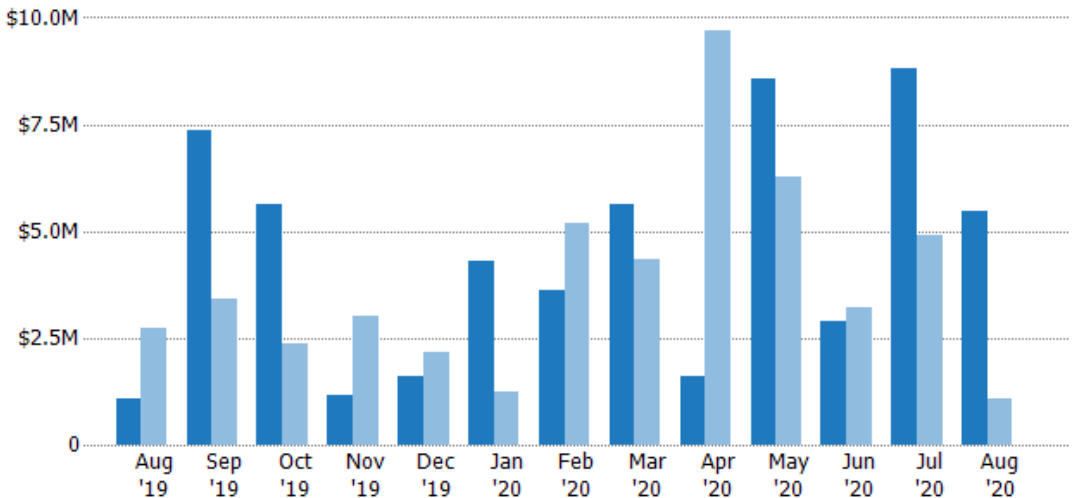
## New Listing Volume

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 '20	\$5.47M	411.8%
Aug '19	\$1.07M	-60.9%
Aug '18	\$2.73M	106.2%



Current Year	\$1.07M	\$7.37M	\$5.62M	\$1.15M	\$1.6M	\$4.29M	\$3.62M	\$5.64M	\$1.61M	\$8.56M	\$2.9M	\$8.81M	\$5.47M
Prior Year	\$2.73M	\$3.43M	\$2.36M	\$3M	\$2.16M	\$1.26M	\$5.2M	\$4.36M	\$9.69M	\$6.28M	\$3.21M	\$4.91M	\$1.07M
Percent Change from Prior Year	-61%	115%	138%	-62%	-26%	240%	-30%	30%	-83%	36%	-10%	79%	412%

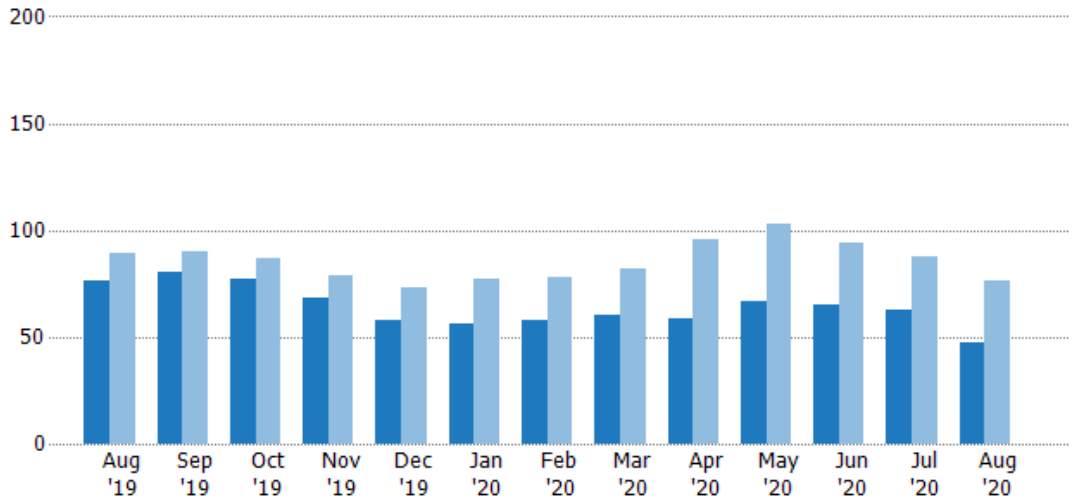
## Active Listings

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 '20	47	-38.2%
Aug '19	76	-14.6%
Aug '18	89	7.9%



Current Year	76	80	77	68	58	56	58	60	59	67	65	63	47
Prior Year	89	90	87	79	73	77	78	82	96	103	94	88	76
Percent Change from Prior Year	-15%	-11%	-11%	-14%	-21%	-27%	-26%	-27%	-39%	-35%	-31%	-28%	-38%

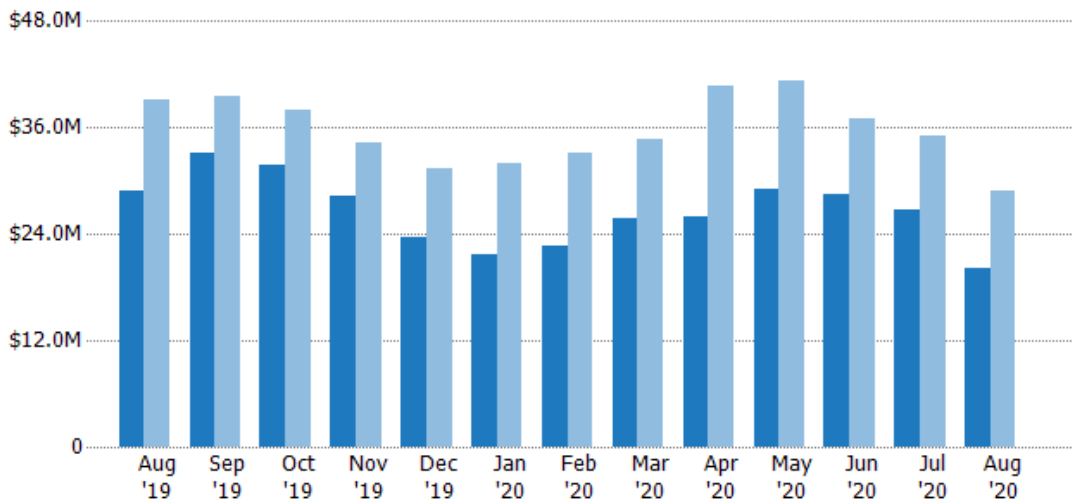
## Active Listing Volume

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 '20	\$20.2M	-29.9%
Aug '19	\$28.8M	-26.4%
Aug '18	\$39.2M	-1.1%



Current Year	\$28.8M	\$33.2M	\$31.7M	\$28.2M	\$23.6M	\$21.8M	\$22.6M	\$25.8M	\$25.9M	\$29.1M	\$28.5M	\$26.7M	\$20.2M
Prior Year	\$39.2M	\$39.6M	\$38M	\$34.3M	\$31.5M	\$31.9M	\$33.2M	\$34.6M	\$40.8M	\$41.2M	\$37M	\$35.1M	\$28.8M
Percent Change from Prior Year	-26%	-16%	-17%	-18%	-25%	-32%	-32%	-26%	-36%	-29%	-23%	-24%	-30%

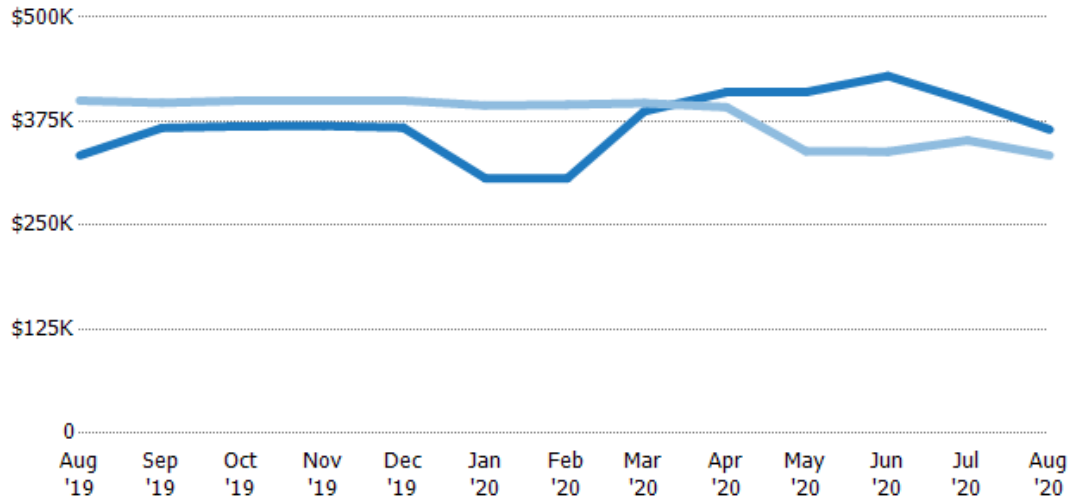
## Median Listing Price

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 '20	\$365K	9.3%
Aug '19	\$334K	-16.5%
Aug '18	\$400K	-10.4%



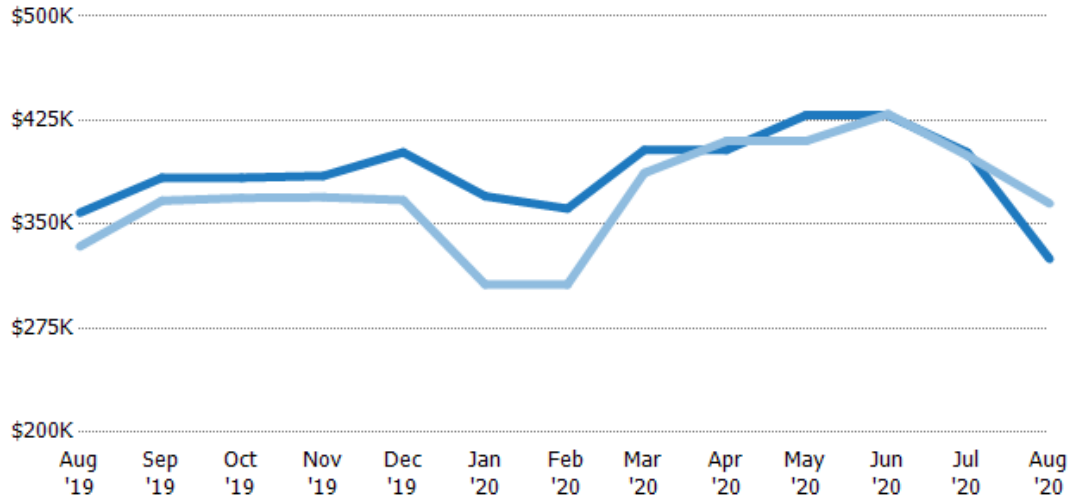
Current Year	\$334K	\$367K	\$369K	\$369K	\$367K	\$307K	\$307K	\$387K	\$410K	\$410K	\$430K	\$400K	\$365K
Prior Year	\$400K	\$397K	\$400K	\$400K	\$400K	\$394K	\$395K	\$397K	\$392K	\$339K	\$339K	\$352K	\$334K
Percent Change from Prior Year	-16%	-8%	-8%	-8%	-8%	-22%	-22%	-2%	5%	21%	27%	13%	9%

## 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	\$358K	\$384K	\$384K	\$385K	\$402K	\$370K	\$361K	\$404K	\$404K	\$429K	\$429K	\$402K	\$325K
Median Listing Price	\$334K	\$367K	\$369K	\$369K	\$367K	\$307K	\$307K	\$387K	\$410K	\$410K	\$430K	\$400K	\$365K
Med Listing Price as a % of Med Est Value	93%	96%	96%	96%	91%	83%	85%	96%	102%	96%	100%	99%	112%

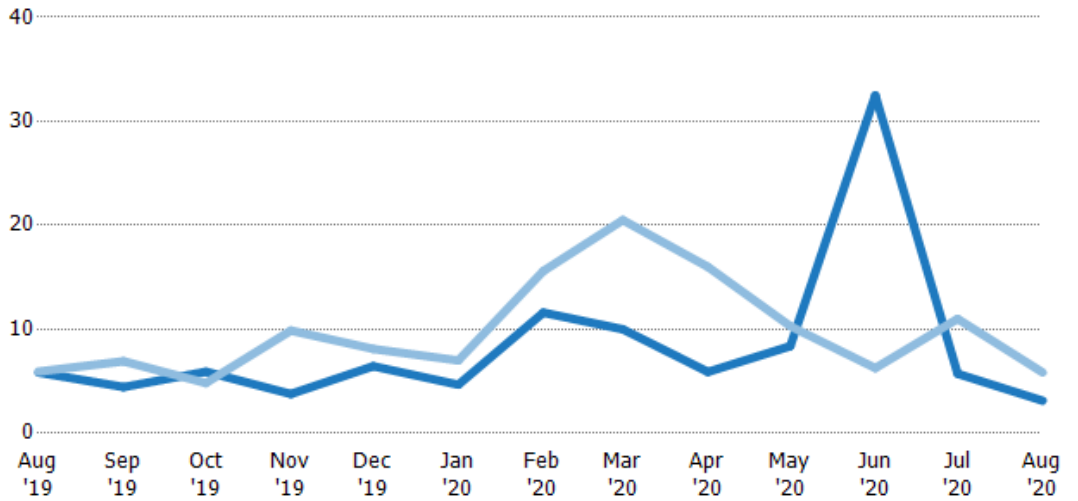
## Months of Inventory

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 '20	3.13	-46.4%
Aug '19	5.85	-1.5%
Aug '18	5.93	47.1%



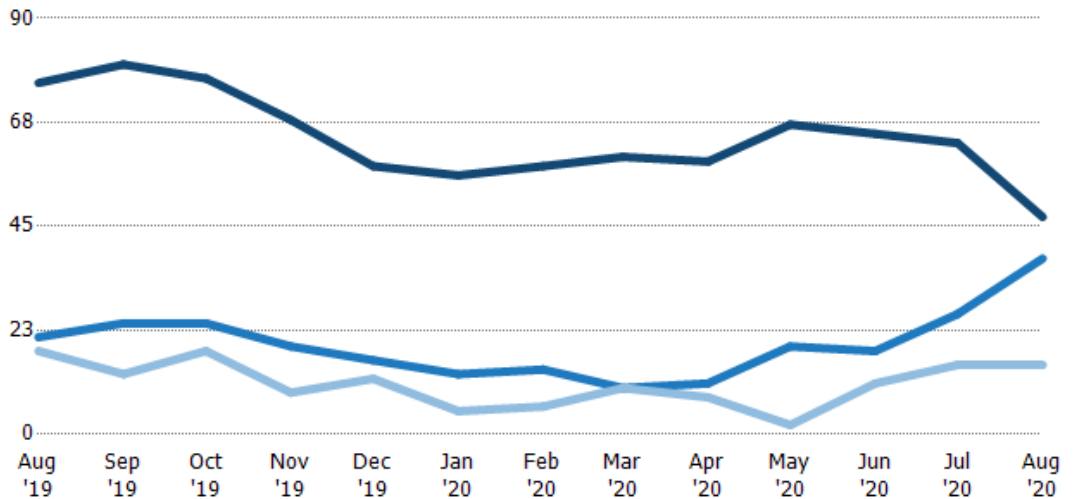
Current Year	5.85	4.44	5.92	3.78	6.44	4.67	11.6	10	5.9	8.38	32.5	5.73	3.13
Prior Year	5.93	6.92	4.83	9.88	8.11	7	15.6	20.5	16	10.3	6.27	11	5.85
Percent Change from Prior Year	-1%	-36%	23%	-62%	-21%	-33%	-26%	-51%	-63%	-19%	419%	-48%	-46%

## 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



Active	76	80	77	68	58	56	58	60	59	67	65	63	47
Pending	21	24	24	19	16	13	14	10	11	19	18	26	38
Sold	18	13	18	9	12	5	6	10	8	2	11	15	15

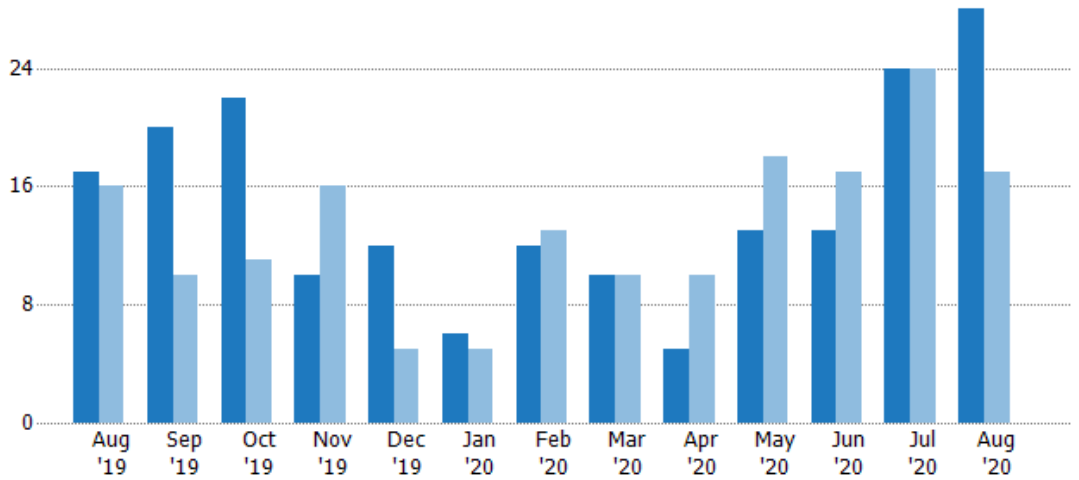
## New Pending Sales

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 '20	28	64.7%
Aug '19	17	6.3%
Aug '18	16	-50%



Current Year	17	20	22	10	12	6	12	10	5	13	13	24	28
Prior Year	16	10	11	16	5	5	13	10	10	18	17	24	17
Percent Change from Prior Year	6%	100%	100%	-38%	140%	20%	-8%	0%	-50%	-28%	-24%	0%	65%

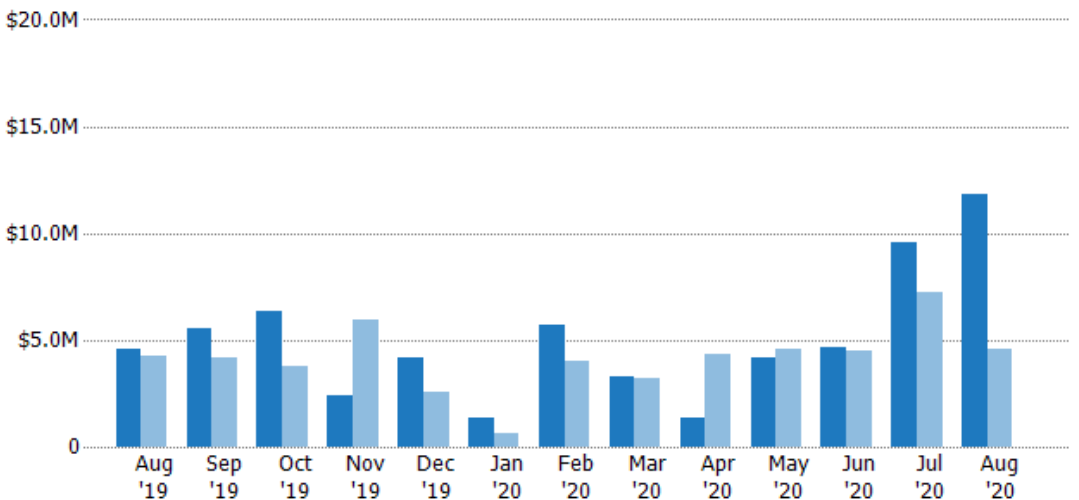
## New Pending Sales Volume

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 '20	\$11.8M	158.8%
Aug '19	\$4.57M	8.5%
Aug '18	\$4.21M	-40.9%



Current Year	\$4.57M	\$5.5M	\$6.32M	\$2.37M	\$4.17M	\$1.37M	\$5.73M	\$3.3M	\$1.39M	\$4.14M	\$4.68M	\$9.56M	\$11.8M
Prior Year	\$4.21M	\$4.14M	\$3.75M	\$5.98M	\$2.57M	\$597K	\$4.04M	\$3.24M	\$4.34M	\$4.58M	\$4.48M	\$7.2M	\$4.57M
Percent Change from Prior Year	8%	33%	68%	-60%	62%	129%	42%	2%	-68%	-10%	5%	33%	159%

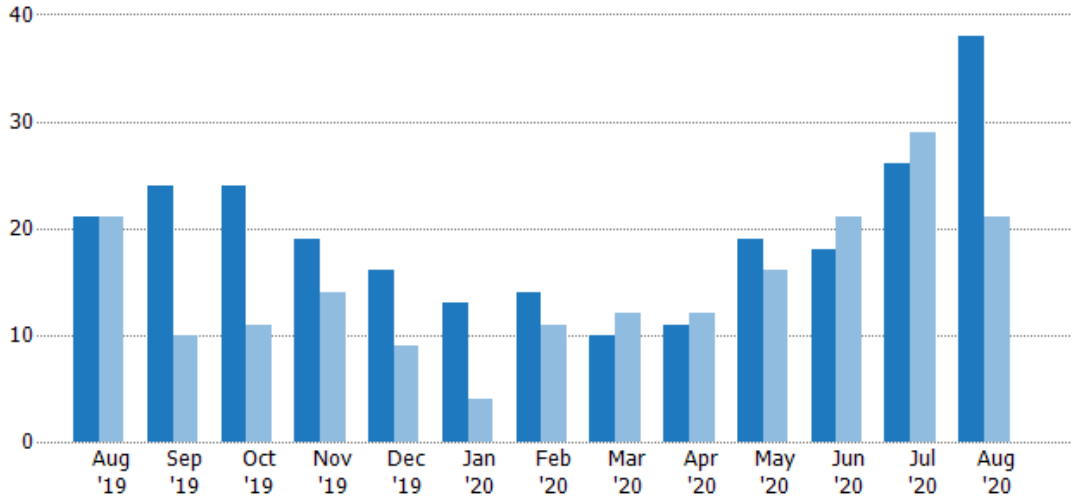
## Pending Sales

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 '20	38	81%
Aug '19	21	0%
Aug '18	21	-23.8%



Current Year	21	24	24	19	16	13	14	10	11	19	18	26	38
Prior Year	21	10	11	14	9	4	11	12	12	16	21	29	21
Percent Change from Prior Year	0%	140%	118%	36%	78%	225%	27%	-17%	-8%	19%	-14%	-10%	81%

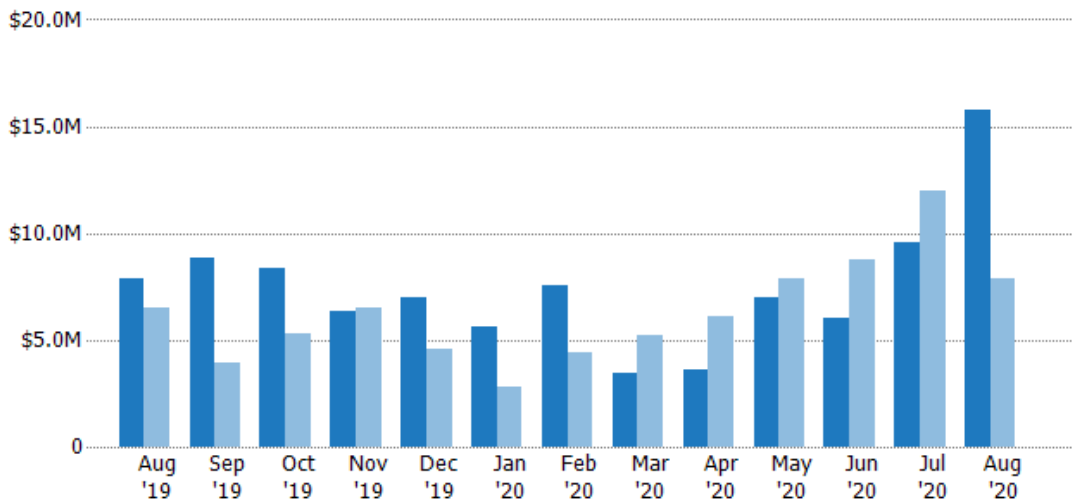
## Pending Sales Volume

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 '20	\$15.8M	100.2%
Aug '19	\$7.87M	20.3%
Aug '18	\$6.54M	-6.3%



Current Year	\$7.87M	\$8.87M	\$8.39M	\$6.32M	\$6.96M	\$5.63M	\$7.53M	\$3.45M	\$3.58M	\$6.97M	\$6.01M	\$9.6M	\$15.8M
Prior Year	\$6.54M	\$3.92M	\$5.29M	\$6.48M	\$4.54M	\$2.83M	\$4.43M	\$5.24M	\$6.07M	\$7.91M	\$8.74M	\$12M	\$7.87M
Percent Change from Prior Year	20%	126%	59%	-2%	53%	99%	70%	-34%	-41%	-12%	-31%	-20%	100%

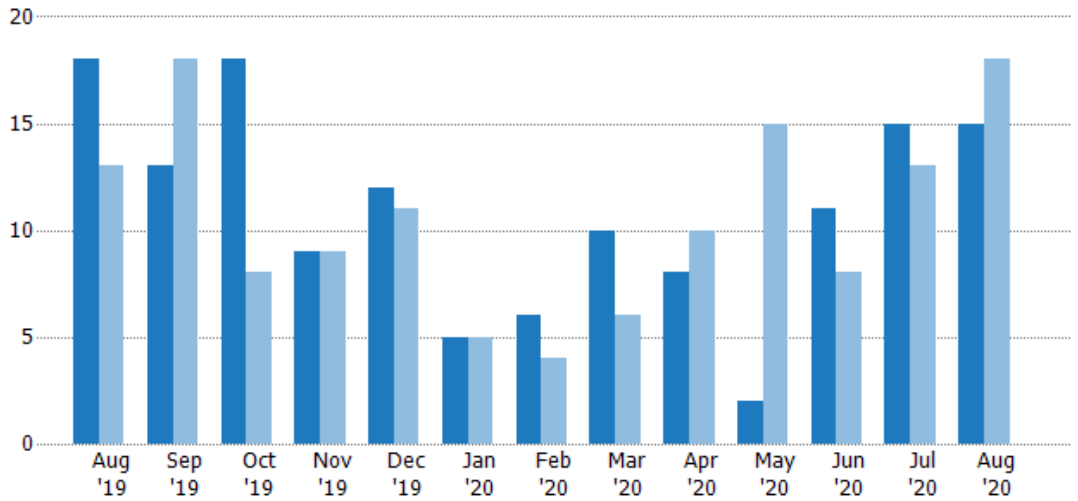
## Closed Sales

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 '20	15	-16.7%
Aug '19	18	38.5%
Aug '18	13	0%



Current Year	18	13	18	9	12	5	6	10	8	2	11	15	15
Prior Year	13	18	8	9	11	5	4	6	10	15	8	13	18
Percent Change from Prior Year	38%	-28%	125%	0%	9%	0%	50%	67%	-20%	-87%	38%	15%	-17%

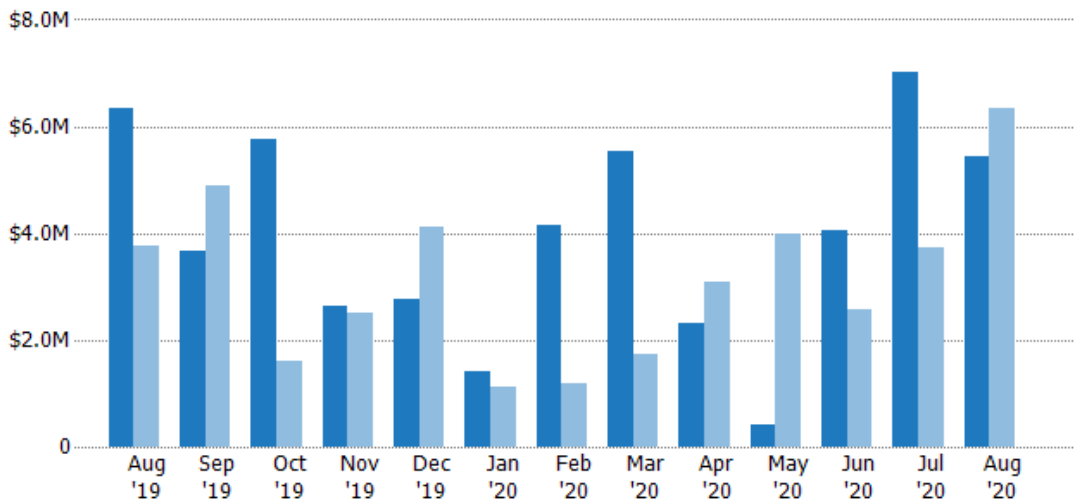
## Closed Sales Volume

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 '20	\$5.43M	-14.3%
Aug '19	\$6.33M	68%
Aug '18	\$3.77M	-17.4%



Current Year	\$6.33M	\$3.66M	\$5.76M	\$2.65M	\$2.78M	\$1.4M	\$4.14M	\$5.52M	\$2.33M	\$417K	\$4.05M	\$7.03M	\$5.43M
Prior Year	\$3.77M	\$4.9M	\$1.62M	\$2.49M	\$4.13M	\$1.13M	\$1.18M	\$1.73M	\$3.09M	\$3.98M	\$2.58M	\$3.72M	\$6.33M
Percent Change from Prior Year	68%	-25%	257%	6%	-33%	24%	251%	219%	-25%	-90%	57%	89%	-14%



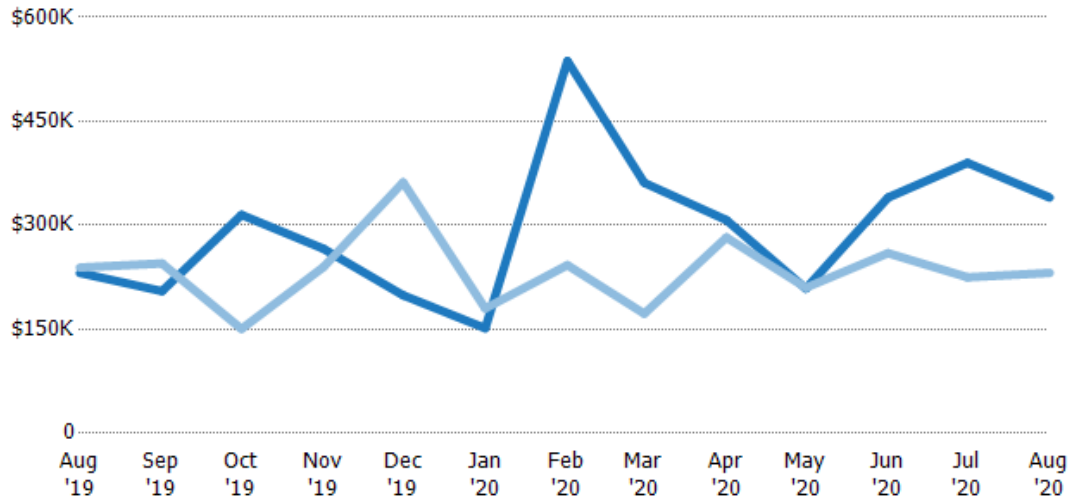
## Median Sales Price

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 '20	\$340K	47%
Aug '19	\$231K	-3.2%
Aug '18	\$239K	2.5%



Current Year	\$231K	\$205K	\$315K	\$266K	\$199K	\$152K	\$537K	\$361K	\$308K	\$209K	\$340K	\$390K	\$340K
Prior Year	\$239K	\$245K	\$151K	\$240K	\$362K	\$180K	\$243K	\$172K	\$283K	\$210K	\$260K	\$225K	\$231K
Percent Change from Prior Year	-3%	-16%	109%	11%	-45%	-16%	121%	109%	9%	-1%	31%	73%	47%

## Sales Activity by ZIP

Aug 2020

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	10	\$2,543,900	4	\$1,005,500	\$251,375	\$210,250	\$148	\$143	83
01230	2	\$654,000	4	\$1,563,000	\$390,750	\$399,500	\$278	\$243	115
01240	8	\$3,577,900	4	\$1,411,500	\$352,875	\$294,750	\$175	\$188	145
01247			1	\$59,000	\$59,000	\$59,000	\$84	\$84	188
01262	2	\$1,039,000	1	\$438,000	\$438,000	\$438,000	\$275	\$275	71
01267	2	\$1,071,900	1	\$950,000	\$950,000	\$950,000	\$392	\$392	289

### 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		