



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	+ / -
Listing Activity Charts Metrics						
New Listing Count	104	90	+15.6%	601	702	-14.4%
New Listing Volume	\$29,515,692	\$21,384,000	+38%	\$170,779,404	\$184,377,799	-7.4%
Active Listing Count	153	282	-45.7%	N/A	N/A	
Active Listing Volume	\$57,336,380	\$100,888,012	-43.2%	N/A	N/A	
Median Listing Price	\$280,000	\$278,950	+0.4%	\$260,559	\$272,329	-4.3%
Months of Inventory	2	3.5	-43.7%	3	4.9	-38.9%
Sales Activity Charts Metrics						
New Pending Sales Count	112	101	+10.9%	597	601	-0.7%
New Pending Sales Volume	\$32,274,393	\$25,323,248	+27.4%	\$158,807,882	\$138,696,131	+14.5%
Pending Sales Count	152	143	+6.3%	N/A	N/A	
Pending Sales Volume	\$46,197,325	\$36,039,118	+28.2%	N/A	N/A	
Closed Sales Count	94	75	+25.3%	436	457	-4.6%
Closed Sales Volume	\$24,370,450	\$16,047,228	+51.9%	\$108,431,591	\$98,284,474	+10.3%
Median Sales Price	\$211,500	\$180,000	+17.5%	\$209,016	\$189,727	+10.2%
Distressed Charts Metrics						
Distressed Listing Count	2	2	±	N/A	N/A	

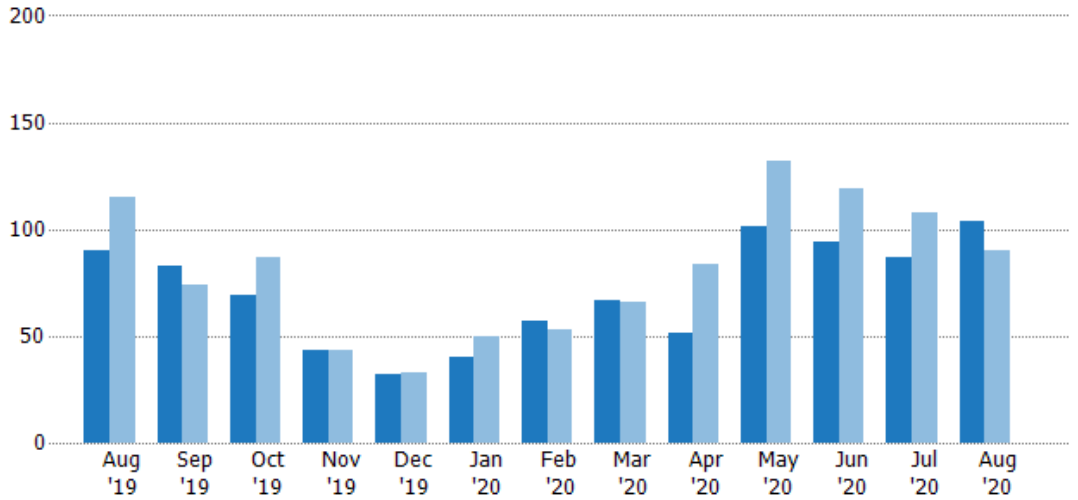
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	104	15.6%
Aug '19	90	-21.7%
Aug '18	115	-31.3%



Current Year	90	83	69	43	32	40	57	67	51	101	94	87	104
Prior Year	115	74	87	43	33	50	53	66	84	132	119	108	90
Percent Change from Prior Year	-22%	12%	-21%	0%	-3%	-20%	8%	2%	-39%	-23%	-21%	-19%	16%

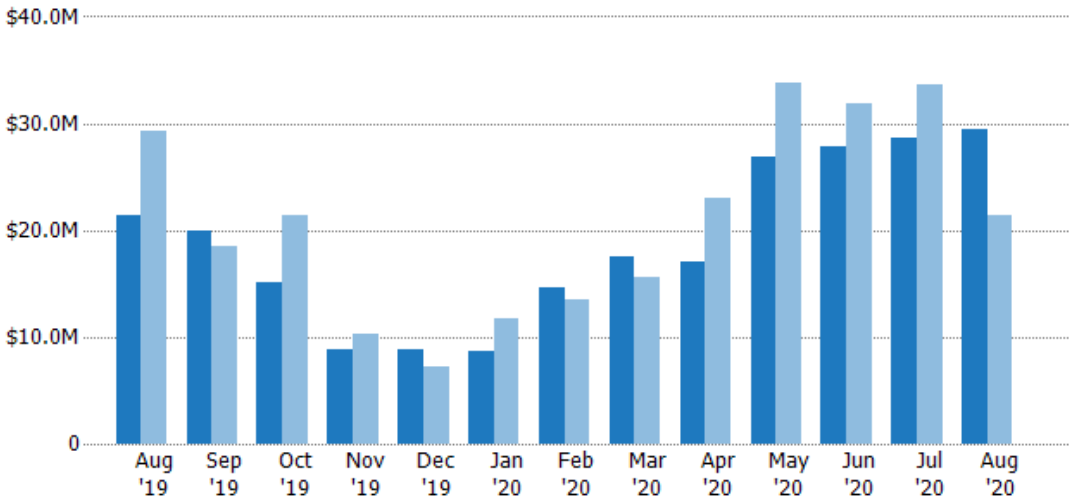
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$29.5M	38%
Aug '19	\$21.4M	-27.1%
Aug '18	\$29.3M	-41.9%



Current Year	\$21.4M	\$20M	\$15.1M	\$8.75M	\$8.84M	\$8.67M	\$14.6M	\$17.6M	\$17.1M	\$26.9M	\$27.9M	\$28.6M	\$29.5M
Prior Year	\$29.3M	\$18.5M	\$21.4M	\$10.3M	\$7.15M	\$11.7M	\$13.5M	\$15.5M	\$22.9M	\$33.8M	\$31.8M	\$33.7M	\$21.4M
Percent Change from Prior Year	-27%	8%	-29%	-15%	24%	-26%	8%	13%	-25%	-20%	-12%	-15%	38%

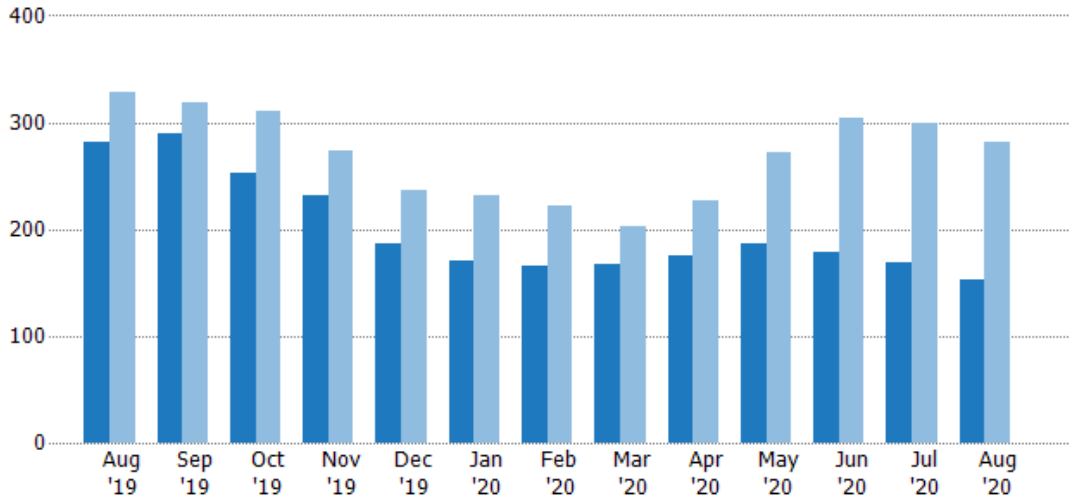
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	153	-45.7%
Aug '19	282	-14.3%
Aug '18	329	-2.4%



Current Year	282	290	252	231	186	170	166	168	176	186	178	169	153
Prior Year	329	319	311	273	236	231	222	203	226	272	304	299	282
Percent Change from Prior Year	-14%	-9%	-19%	-15%	-21%	-26%	-25%	-17%	-22%	-32%	-41%	-43%	-46%

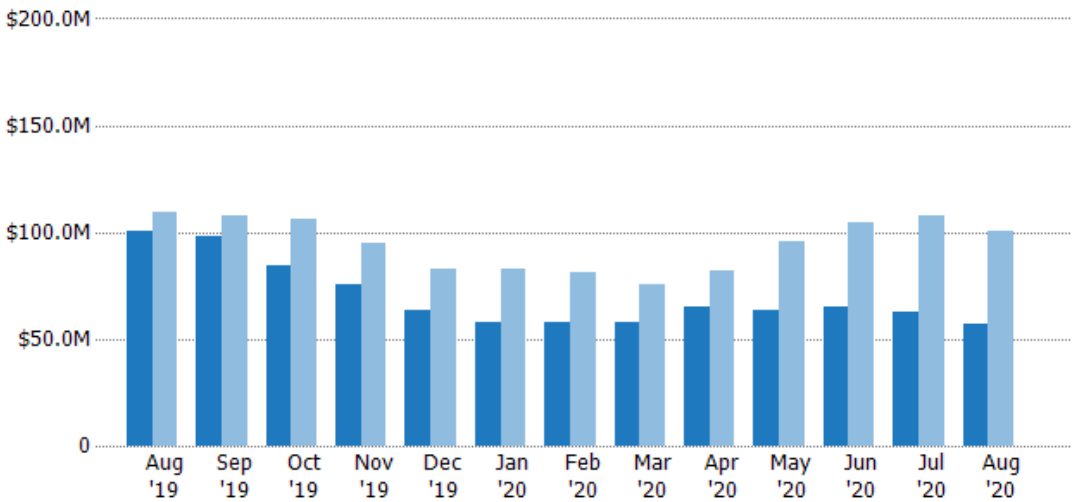
Active Listing Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$57.3M	-43.2%
Aug '19	\$101M	-8%
Aug '18	\$110M	-6.1%



Current Year	\$101M	\$97.7M	\$84.7M	\$75.6M	\$63.4M	\$57.7M	\$57.8M	\$58.2M	\$64.8M	\$63.6M	\$64.9M	\$62.9M	\$57.3M
Prior Year	\$110M	\$108M	\$106M	\$94.6M	\$82.7M	\$82.4M	\$81.1M	\$75.6M	\$82.3M	\$95.3M	\$105M	\$108M	\$101M
Percent Change from Prior Year	-8%	-9%	-20%	-20%	-23%	-30%	-29%	-23%	-21%	-33%	-38%	-42%	-43%

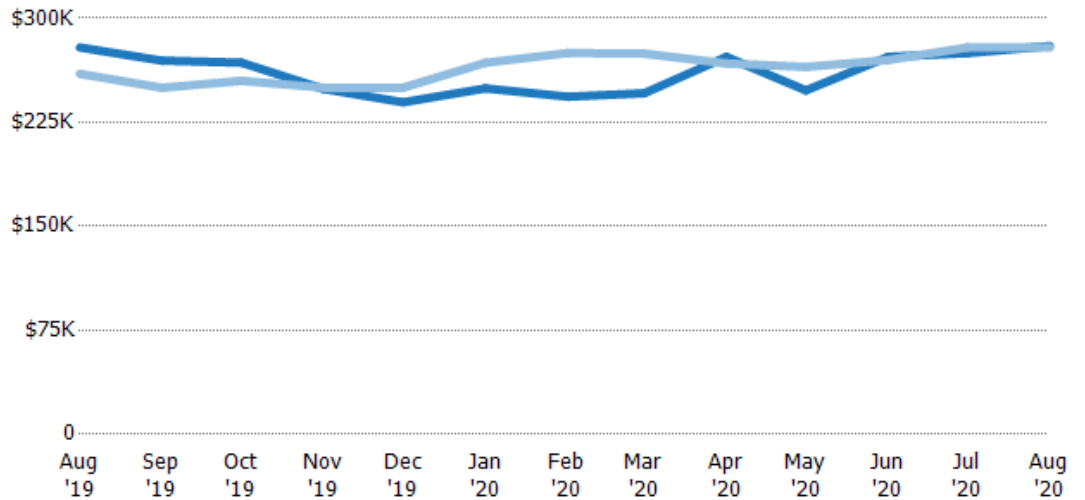
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Aug '20	\$280K	0.4%
Aug '19	\$279K	7.3%
Aug '18	\$260K	-8%



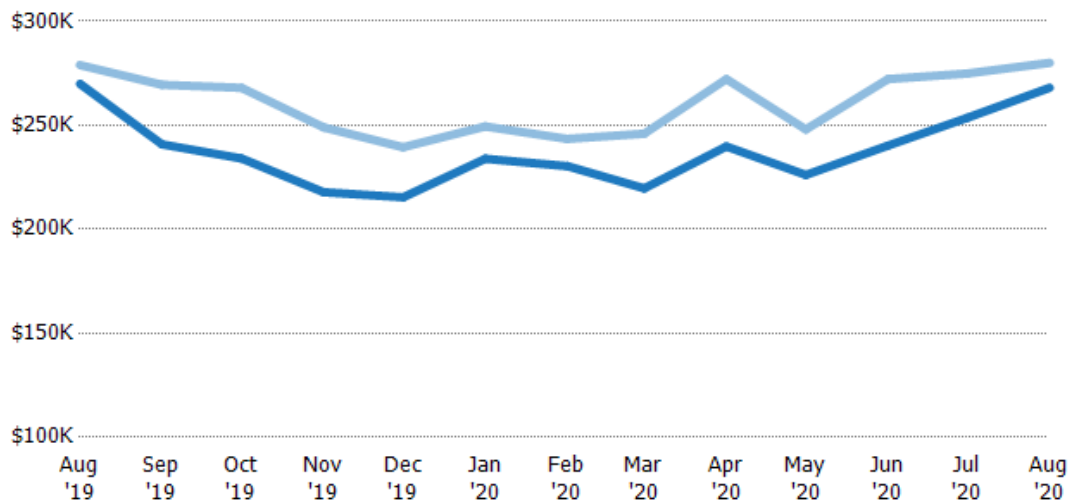
Current Year	\$279K	\$269K	\$268K	\$249K	\$239K	\$249K	\$243K	\$246K	\$272K	\$248K	\$272K	\$275K	\$280K
Prior Year	\$260K	\$250K	\$255K	\$250K	\$250K	\$268K	\$275K	\$275K	\$267K	\$265K	\$270K	\$279K	\$279K
Percent Change from Prior Year	7%	8%	5%	0%	-4%	-7%	-11%	-10%	2%	-6%	1%	-1%	0%

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: 9 Selected
Property Type: Single Family Residence



Median Est Value	\$270K	\$241K	\$234K	\$218K	\$215K	\$234K	\$230K	\$220K	\$240K	\$226K	\$240K	\$254K	\$268K
Median Listing Price	\$279K	\$269K	\$268K	\$249K	\$239K	\$249K	\$243K	\$246K	\$272K	\$248K	\$272K	\$275K	\$280K
Med Listing Price as a % of Med Est Value	103%	112%	115%	114%	111%	107%	106%	112%	114%	110%	113%	108%	104%

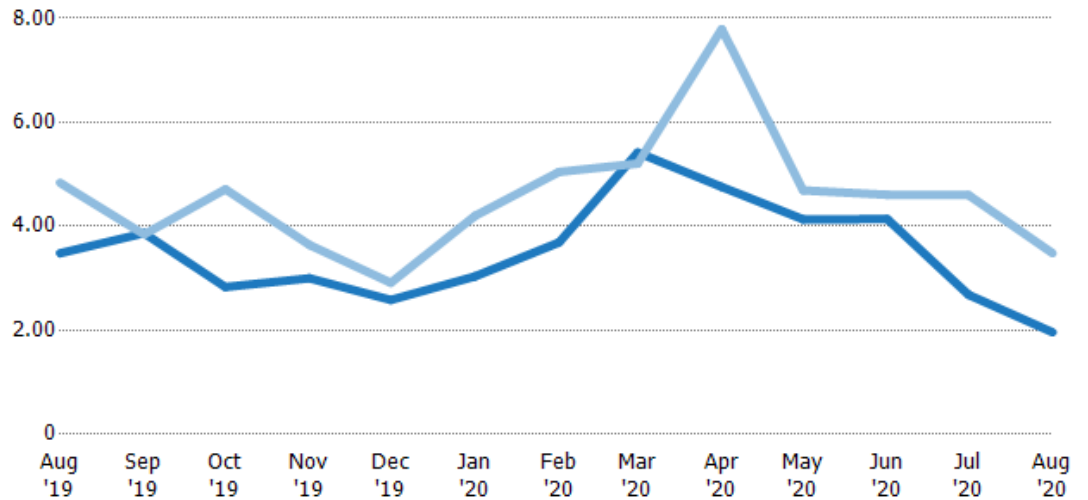
Months of Inventory

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: 9 Selected
Property Type: Single Family Residence

Month/Year	Months	% Chg.
Aug '20	1.96	-43.7%
Aug '19	3.48	-28%
Aug '18	4.84	-1%



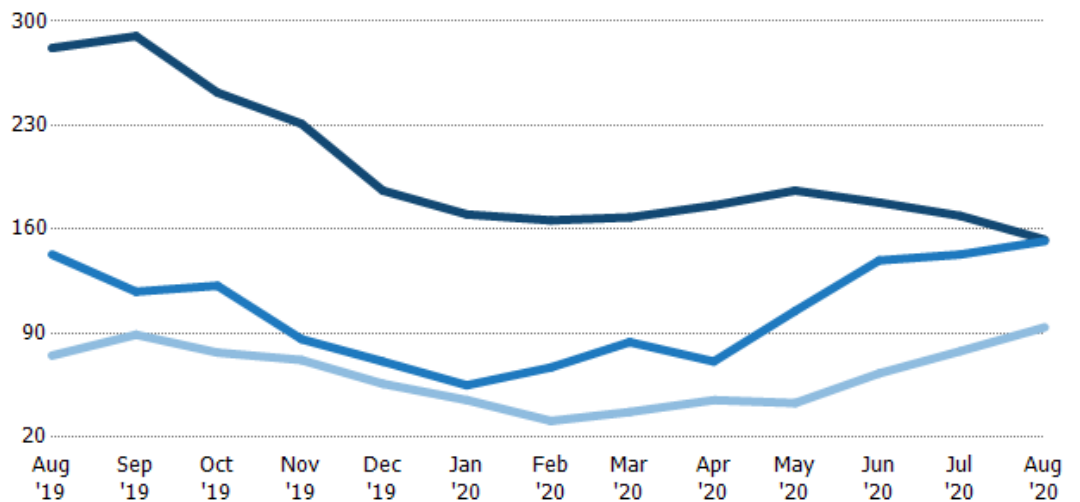
Current Year	3.48	3.87	2.83	3	2.58	3.04	3.69	5.42	4.76	4.13	4.14	2.68	1.96
Prior Year	4.84	3.84	4.71	3.64	2.91	4.2	5.05	5.21	7.79	4.69	4.61	4.6	3.48
Percent Change from Prior Year	-28%	1%	-40%	-18%	-11%	-28%	-27%	4%	-39%	-12%	-10%	-42%	-44%

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: 9 Selected
Property Type: Single Family Residence



Active	282	290	252	231	186	170	166	168	176	186	178	169	153
Pending	143	118	122	86	71	55	67	84	71	105	139	143	152
Sold	75	89	77	72	56	45	31	37	45	43	63	78	94

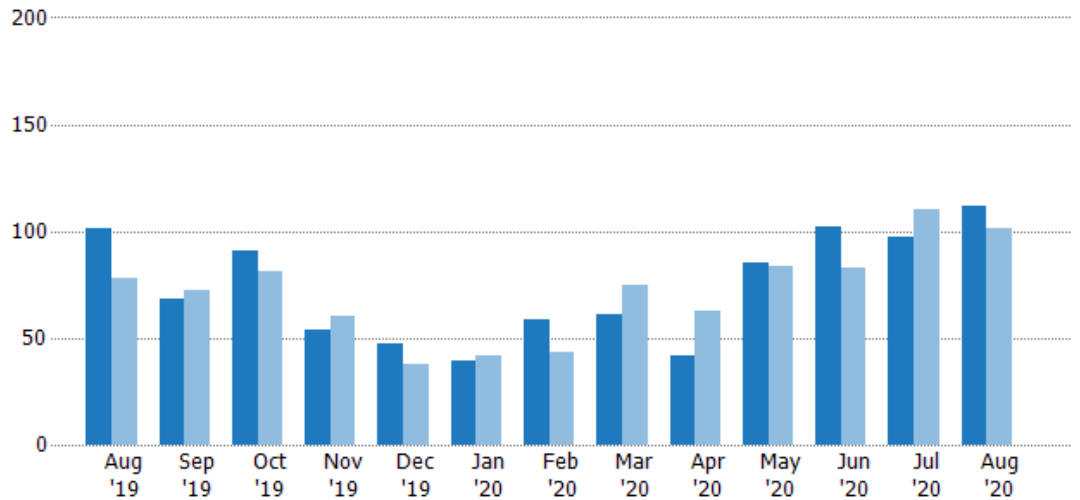
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	112	10.9%
Aug '19	101	29.5%
Aug '18	78	21.8%



Current Year	101	68	91	54	47	39	59	61	42	85	102	97	112
Prior Year	78	72	81	60	38	42	43	75	63	84	83	110	101
Percent Change from Prior Year	29%	-6%	12%	-10%	24%	-7%	37%	-19%	-33%	1%	23%	-12%	11%

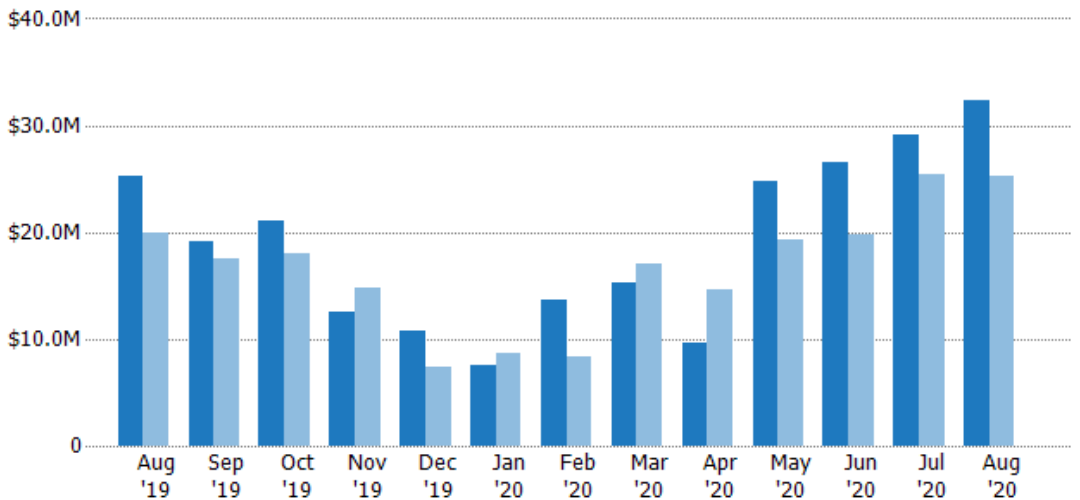
New Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$32.3M	27.4%
Aug '19	\$25.3M	26.5%
Aug '18	\$20M	4.6%



Current Year	\$25.3M	\$19.1M	\$21M	\$12.6M	\$10.7M	\$7.5M	\$13.7M	\$15.2M	\$9.65M	\$24.8M	\$26.6M	\$29M	\$32.3M
Prior Year	\$20M	\$17.5M	\$17.9M	\$14.8M	\$7.45M	\$8.73M	\$8.3M	\$17.1M	\$14.6M	\$19.4M	\$19.8M	\$25.4M	\$25.3M
Percent Change from Prior Year	27%	10%	17%	-15%	44%	-14%	65%	-11%	-34%	28%	34%	14%	27%

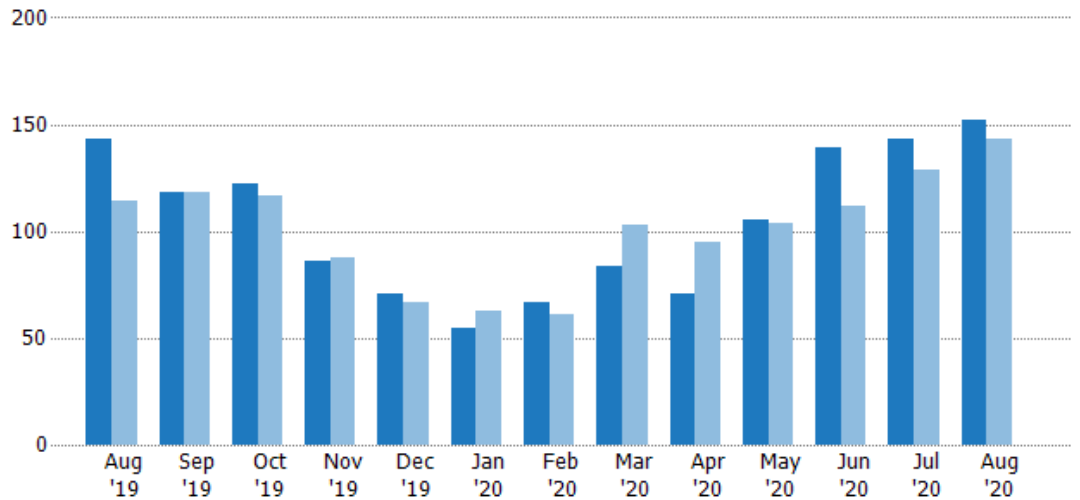
Pending Sales

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	152	6.3%
Aug '19	143	25.4%
Aug '18	114	19.3%



Current Year	143	118	122	86	71	55	67	84	71	105	139	143	152
Prior Year	114	118	117	88	67	63	61	103	95	104	112	129	143
Percent Change from Prior Year	25%	0%	4%	-2%	6%	-13%	10%	-18%	-25%	1%	24%	11%	6%

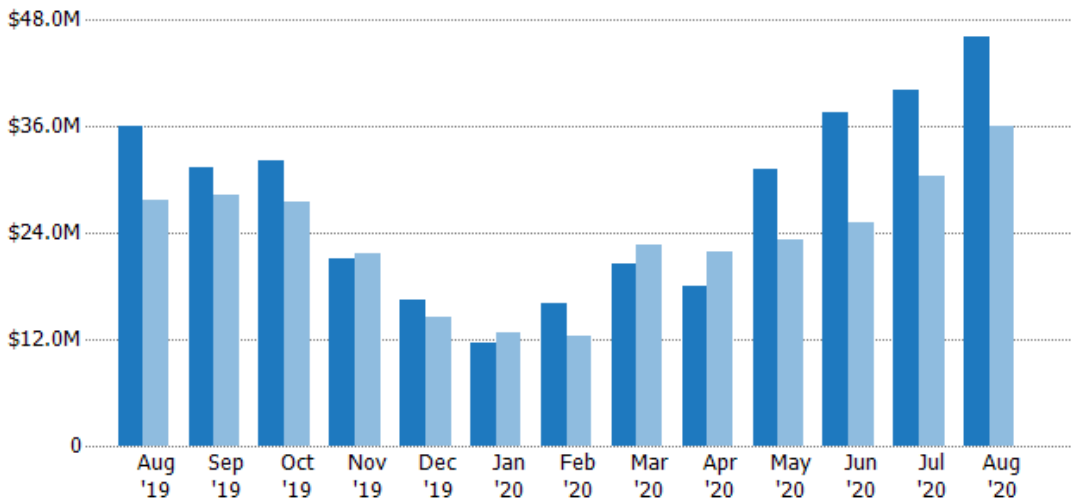
Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$46.2M	28.2%
Aug '19	\$36M	29.8%
Aug '18	\$27.8M	5.7%



Current Year	\$36M	\$31.3M	\$32.1M	\$21.2M	\$16.5M	\$11.7M	\$16M	\$20.5M	\$18M	\$31.2M	\$37.6M	\$40.1M	\$46.2M
Prior Year	\$27.8M	\$28.2M	\$27.5M	\$21.7M	\$14.5M	\$12.9M	\$12.4M	\$22.6M	\$21.9M	\$23.2M	\$25.2M	\$30.4M	\$36M
Percent Change from Prior Year	30%	11%	17%	-3%	14%	-9%	30%	-9%	-18%	35%	50%	32%	28%

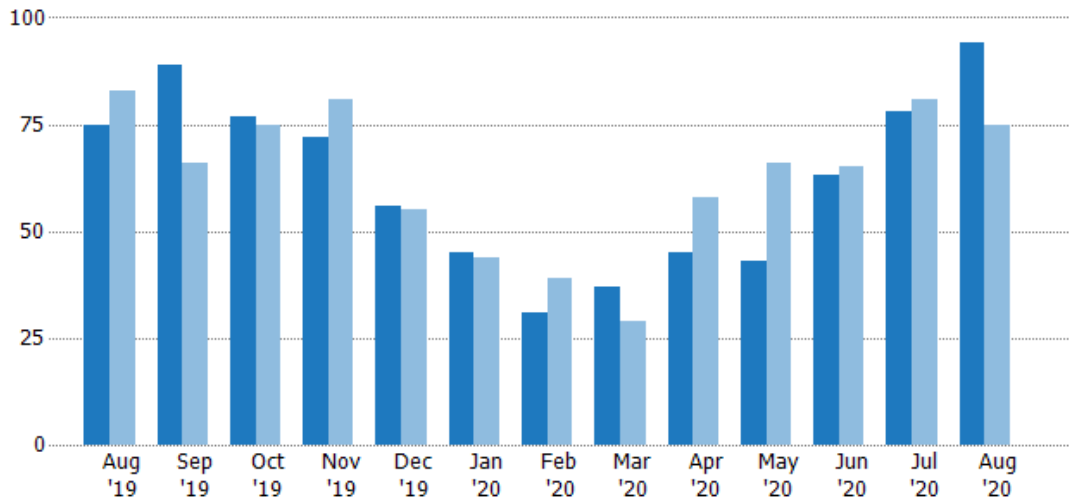
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	94	25.3%
Aug '19	75	-9.6%
Aug '18	83	-10.8%



Current Year	75	89	77	72	56	45	31	37	45	43	63	78	94
Prior Year	83	66	75	81	55	44	39	29	58	66	65	81	75
Percent Change from Prior Year	-10%	35%	3%	-11%	2%	2%	-21%	28%	-22%	-35%	-3%	-4%	25%

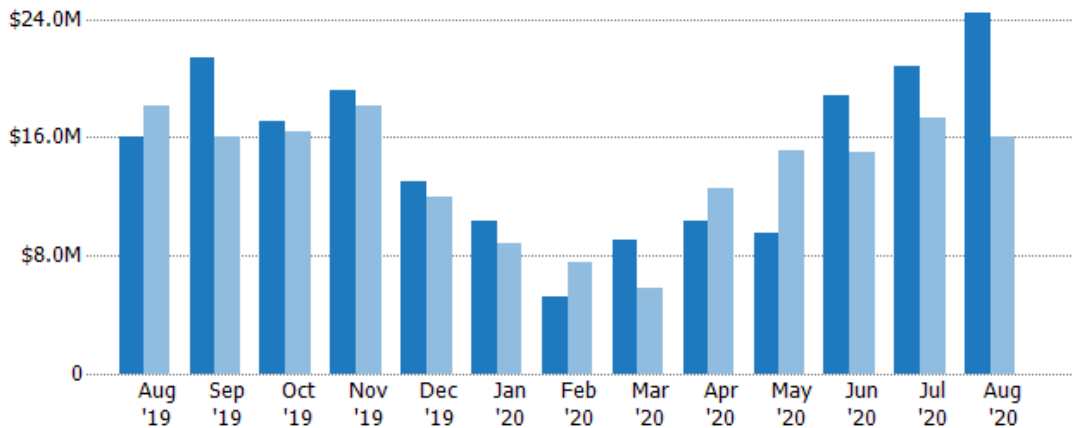
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$24.4M	51.9%
Aug '19	\$16M	-11.4%
Aug '18	\$18.1M	-18.1%



Current Year	\$16M	\$21.3M	\$17.1M	\$19.1M	\$13M	\$10.3M	\$5.19M	\$9.04M	\$10.4M	\$9.5M	\$18.8M	\$20.8M	\$24.4M
Prior Year	\$18.1M	\$16.1M	\$16.4M	\$18.2M	\$12M	\$8.87M	\$7.56M	\$5.77M	\$12.6M	\$15.1M	\$15M	\$17.3M	\$16M
Percent Change from Prior Year	-11%	33%	4%	5%	8%	16%	-31%	57%	-18%	-37%	25%	20%	52%

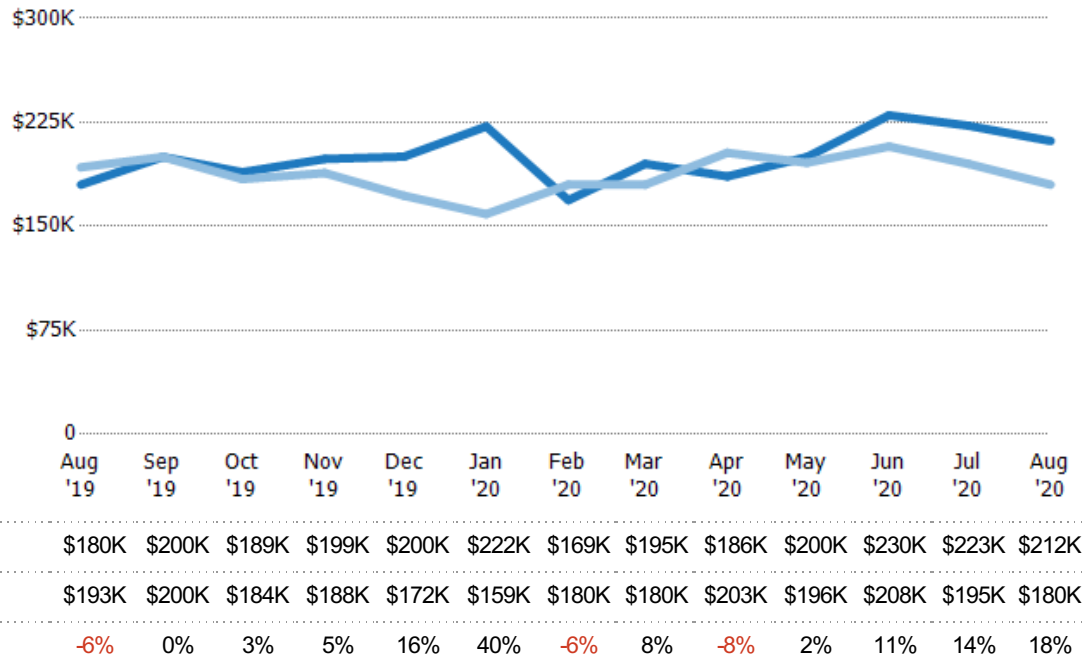
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 9 Selected
 Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Aug '20	\$212K	17.5%
Aug '19	\$180K	-6.5%
Aug '18	\$193K	-9.1%



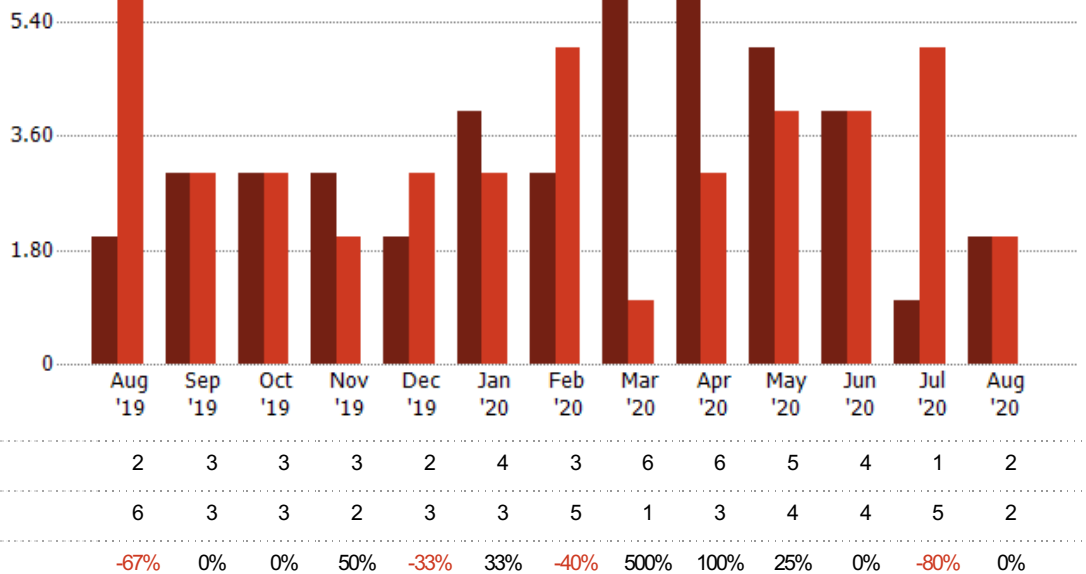
Distressed Listings

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: 9 Selected
 Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	2	0%
Aug '19	2	-66.7%
Aug '18	6	-50%



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.

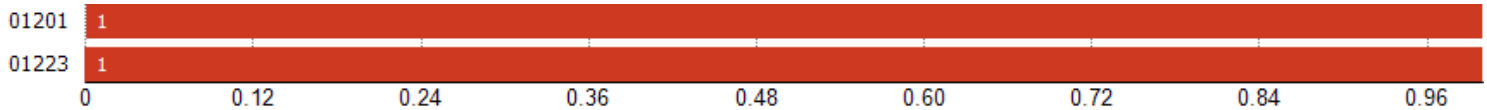
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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: 9 Selected; Property Type: Single Family Residence

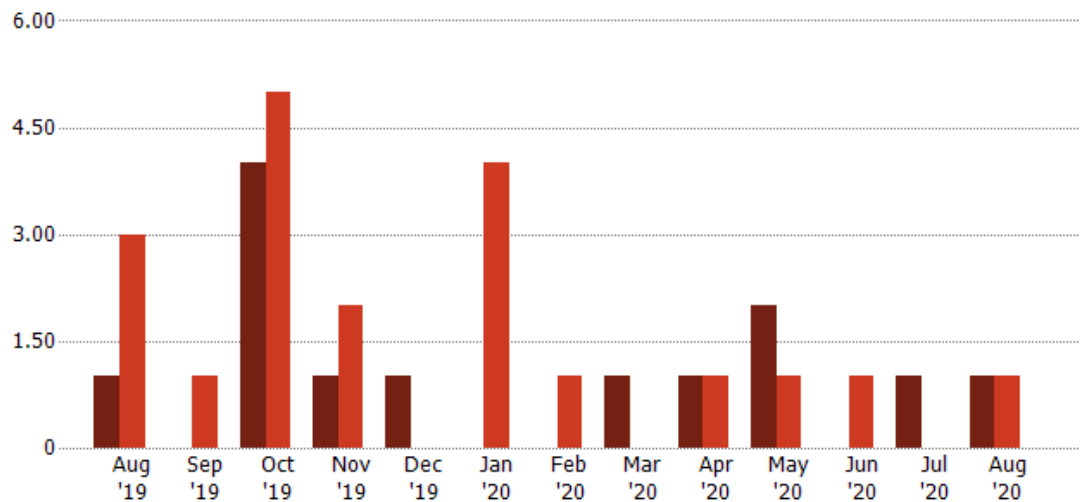


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: 9 Selected
Property Type: Single Family Residence



Current Year	1	-	4	1	1	-	-	1	1	2	-	1	1
Prior Year	3	1	5	2	-	4	1	-	1	1	1	-	1
Percent Change from Prior Year	-67%	-100%	-20%	-50%	100%	-100%	-100%	100%	0%	100%	-100%	100%	0%

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	81	\$19,803,540	52	\$11,055,550	\$212,607	\$183,700	\$138	\$139	27
01223	19	\$7,220,700	11	\$3,371,000	\$306,455	\$325,000	\$190	\$205	27
01225	7	\$2,305,107	4	\$1,182,900	\$295,725	\$285,000	\$216	\$205	10
01226	13	\$3,368,178	7	\$1,502,900	\$214,700	\$216,000	\$145	\$148	18
01235	12	\$4,589,600	7	\$2,365,400	\$337,914	\$320,000	\$155	\$159	35
01237	9	\$3,905,600	5	\$1,640,400	\$328,080	\$349,900	\$166	\$185	14
01254	9	\$4,274,800	6	\$2,851,800	\$475,300	\$342,250	\$232	\$213	90
01270	2	\$729,800	2	\$400,500	\$200,250	\$200,250	\$190	\$190	65

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		