



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	50	52	-3.8%	274	335	-18.2%
New Listing Volume	\$17,376,932	\$13,144,100	+32.2%	\$80,283,776	\$94,870,393	-15.4%
Active Listing Count	80	181	-55.8%	N/A	N/A	
Active Listing Volume	\$41,416,245	\$68,381,430	-39.4%	N/A	N/A	
Median Listing Price	\$269,450	\$203,000	+32.7%	\$236,900	\$202,457	+17%
Months of Inventory	2.4	7.5	-68.8%	4.6	5.9	-22.3%
Sales Activity Charts Metrics						
New Pending Sales Count	52	42	+23.8%	314	250	+25.6%
New Pending Sales Volume	\$13,831,532	\$10,725,995	+29%	\$77,321,431	\$54,836,361	+41%
Pending Sales Count	85	53	+60.4%	N/A	N/A	
Pending Sales Volume	\$23,849,031	\$13,976,765	+70.6%	N/A	N/A	
Closed Sales Count	42	38	+10.5%	208	180	+15.6%
Closed Sales Volume	\$12,300,450	\$7,176,427	+71.4%	\$48,799,657	\$36,820,668	+32.5%
Median Sales Price	\$245,500	\$173,864	+41.2%	\$184,426	\$165,956	+11.1%
Distressed Charts Metrics						
Distressed Listing Count	-	3	-	N/A	N/A	

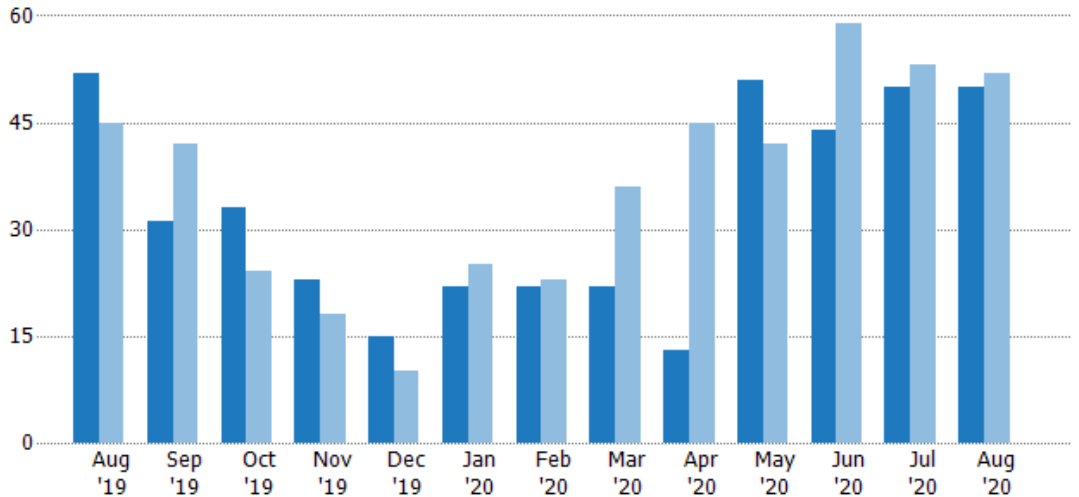
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	50	-3.8%
Aug '19	52	15.6%
Aug '18	45	-20%



Current Year	52	31	33	23	15	22	22	22	13	51	44	50	50
Prior Year	45	42	24	18	10	25	23	36	45	42	59	53	52
Percent Change from Prior Year	16%	-26%	38%	28%	50%	-12%	-4%	-39%	-71%	21%	-25%	-6%	-4%

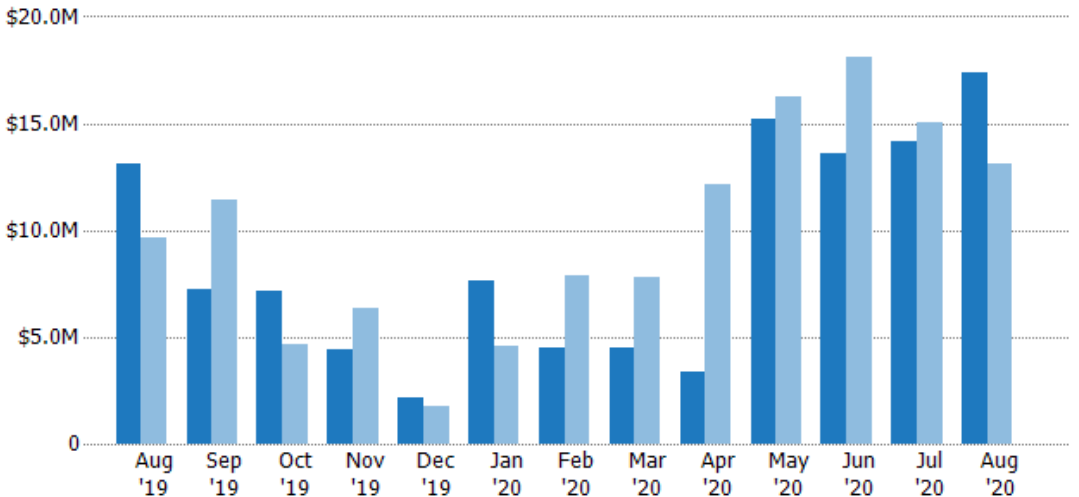
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$17.4M	32.2%
Aug '19	\$13.1M	35.8%
Aug '18	\$9.68M	-3.5%



Current Year	\$13.1M	\$7.25M	\$7.14M	\$4.38M	\$2.14M	\$7.62M	\$4.49M	\$4.53M	\$3.33M	\$15.2M	\$13.6M	\$14.1M	\$17.4M
Prior Year	\$9.68M	\$11.5M	\$4.63M	\$6.33M	\$1.74M	\$4.6M	\$7.9M	\$7.77M	\$12.1M	\$16.3M	\$18.1M	\$15M	\$13.1M
Percent Change from Prior Year	36%	-37%	54%	-31%	23%	66%	-43%	-42%	-72%	-7%	-25%	-6%	32%

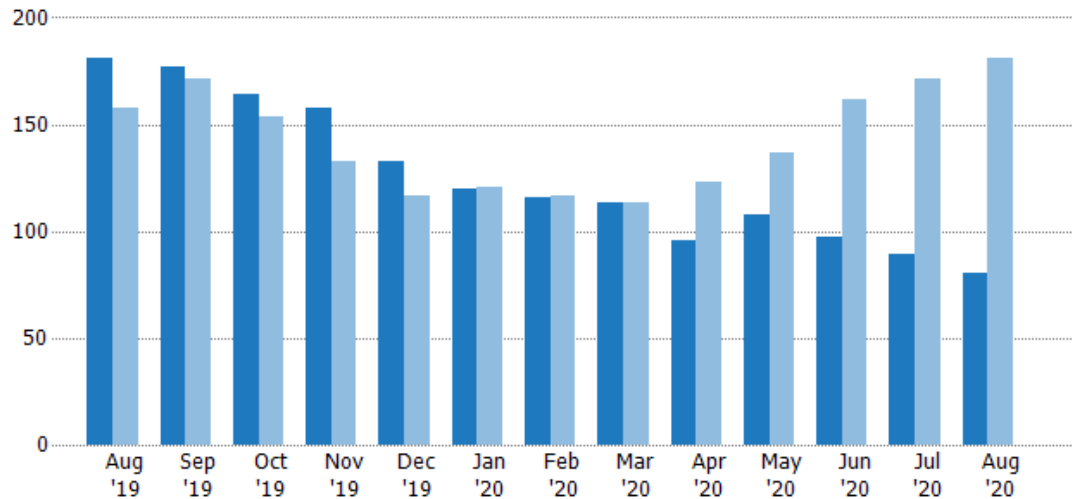
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	80	-55.8%
Aug '19	181	14.6%
Aug '18	158	-3.8%



Current Year	181	177	164	158	133	120	116	113	96	108	97	89	80
Prior Year	158	171	154	133	117	121	117	113	123	137	162	171	181
Percent Change from Prior Year	15%	4%	6%	19%	14%	-1%	-1%	0%	-22%	-21%	-40%	-48%	-56%

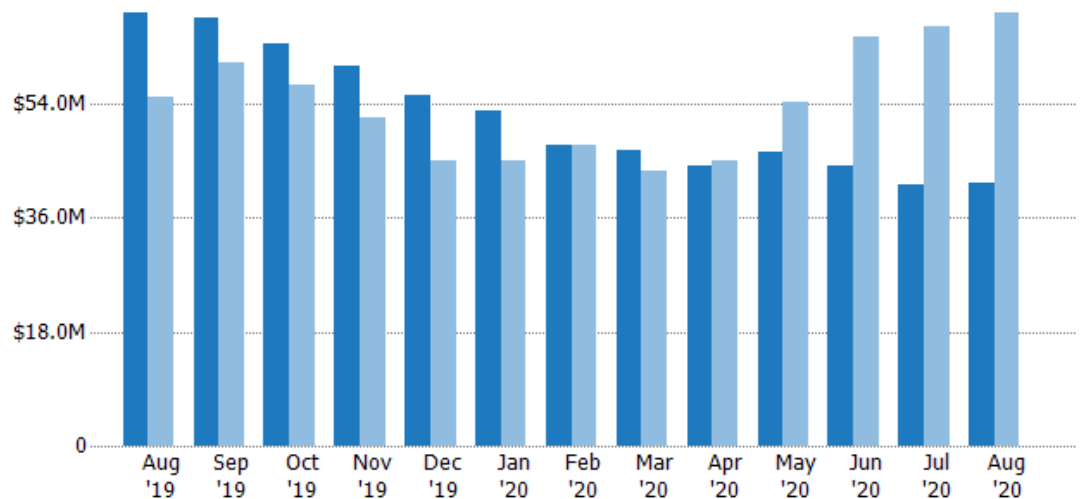
Active Listing Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$41.4M	-39.4%
Aug '19	\$68.4M	24.2%
Aug '18	\$55.1M	-5%



Current Year	\$68.4M	\$67.5M	\$63.6M	\$59.9M	\$55.2M	\$53M	\$47.6M	\$46.8M	\$44.2M	\$46.4M	\$44.2M	\$41.1M	\$41.4M
Prior Year	\$55.1M	\$60.4M	\$56.9M	\$51.7M	\$45.1M	\$45.1M	\$47.4M	\$43.5M	\$45M	\$54.4M	\$64.4M	\$66.1M	\$68.4M
Percent Change from Prior Year	24%	12%	12%	16%	22%	18%	0%	7%	-2%	-15%	-31%	-38%	-39%

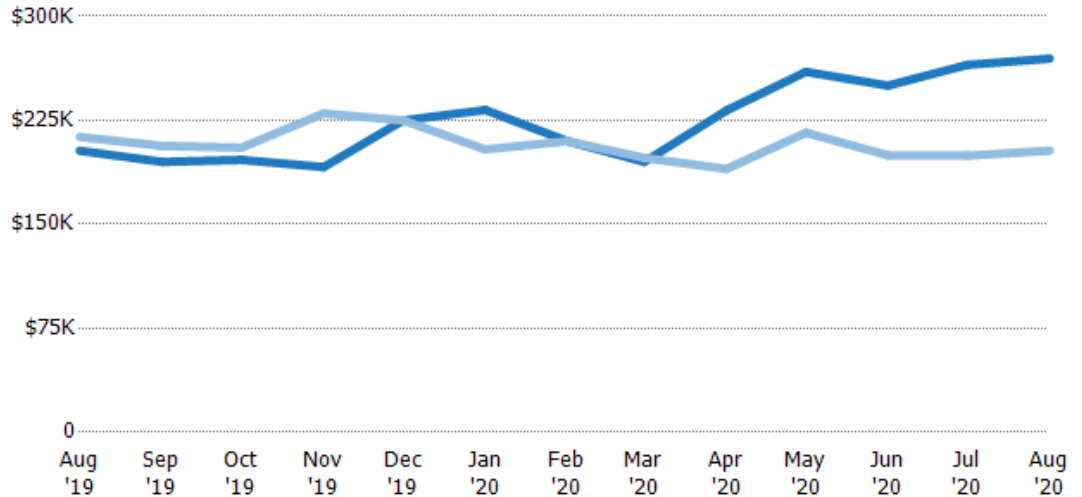
Median Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Aug '20	\$269K	32.7%
Aug '19	\$203K	-4.7%
Aug '18	\$213K	3.2%



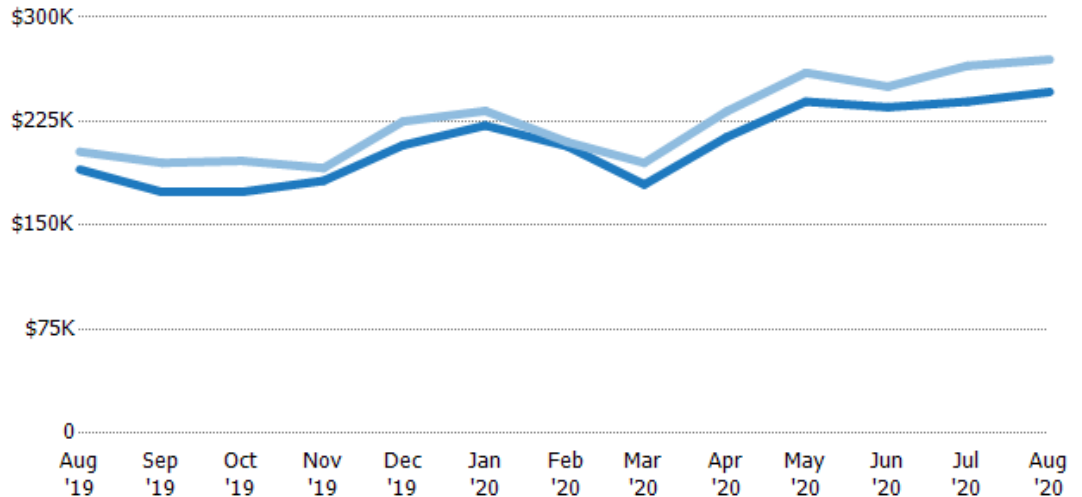
Current Year	\$203K	\$195K	\$196K	\$191K	\$225K	\$232K	\$210K	\$195K	\$232K	\$260K	\$250K	\$265K	\$269K
Prior Year	\$213K	\$207K	\$205K	\$230K	\$225K	\$204K	\$210K	\$198K	\$190K	\$216K	\$200K	\$200K	\$203K
Percent Change from Prior Year	-5%	-6%	-4%	-17%	0%	14%	0%	-1%	22%	20%	25%	33%	33%

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

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 Property Type: Single Family Residence



Median Est Value	\$190K	\$174K	\$174K	\$182K	\$208K	\$222K	\$207K	\$179K	\$213K	\$239K	\$235K	\$239K	\$246K
Median Listing Price	\$203K	\$195K	\$196K	\$191K	\$225K	\$232K	\$210K	\$195K	\$232K	\$260K	\$250K	\$265K	\$269K
Med Listing Price as a % of Med Est Value	107%	112%	113%	105%	108%	105%	101%	109%	109%	109%	106%	111%	109%

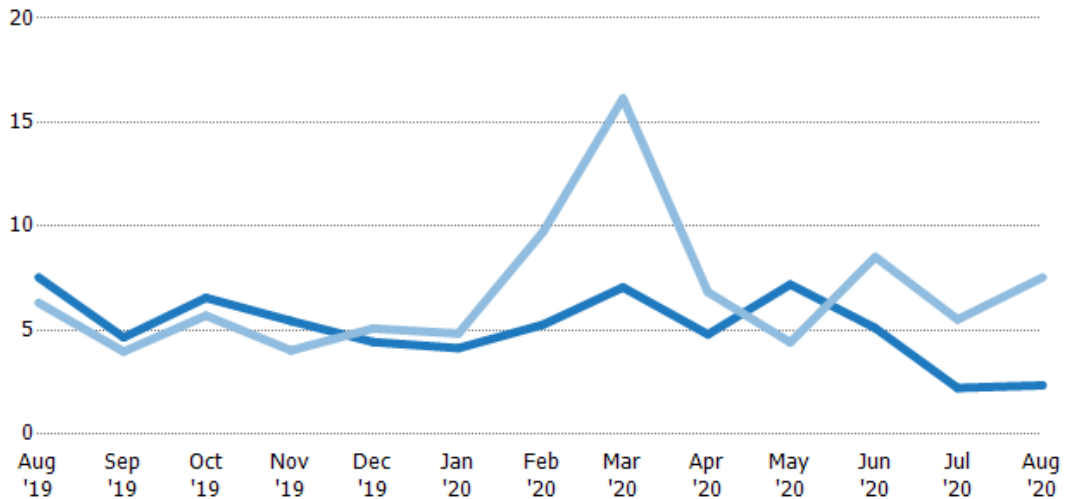
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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 Property Type: Single Family Residence

Month/Year	Months	% Chg.
Aug '20	2.35	-68.8%
Aug '19	7.54	19.3%
Aug '18	6.32	0.2%



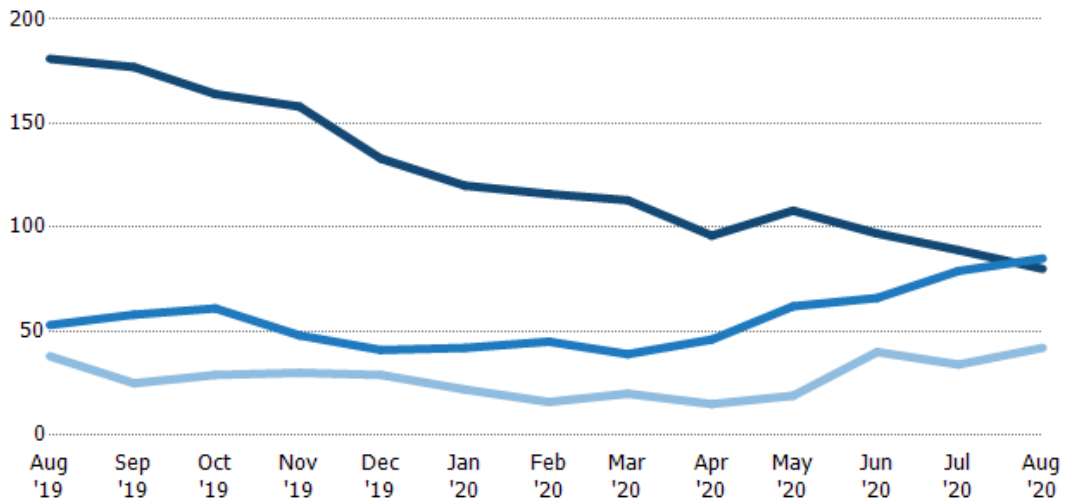
Current Year	7.54	4.66	6.56	5.45	4.43	4.14	5.27	7.06	4.8	7.2	5.11	2.23	2.35
Prior Year	6.32	3.98	5.7	4.03	5.09	4.84	9.75	16.1	6.83	4.42	8.53	5.52	7.54
Percent Change from Prior Year	19%	17%	15%	35%	-13%	-15%	-46%	-56%	-30%	63%	-40%	-60%	-69%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence



Active	181	177	164	158	133	120	116	113	96	108	97	89	80
Pending	53	58	61	48	41	42	45	39	46	62	66	79	85
Sold	38	25	29	30	29	22	16	20	15	19	40	34	42

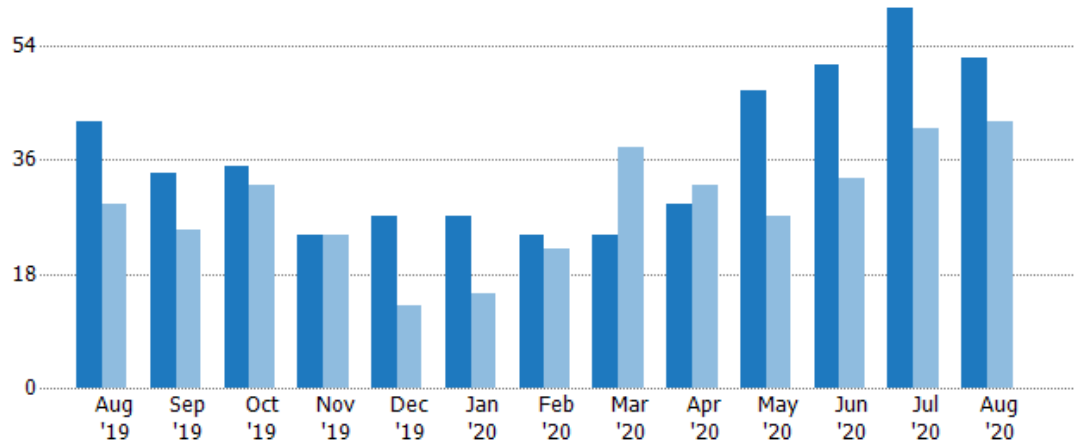
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	52	23.8%
Aug '19	42	44.8%
Aug '18	29	37.9%



Current Year	42	34	35	24	27	27	24	24	29	47	51	60	52
Prior Year	29	25	32	24	13	15	22	38	32	27	33	41	42
Percent Change from Prior Year	45%	36%	9%	0%	108%	80%	9%	-37%	-9%	74%	55%	46%	24%

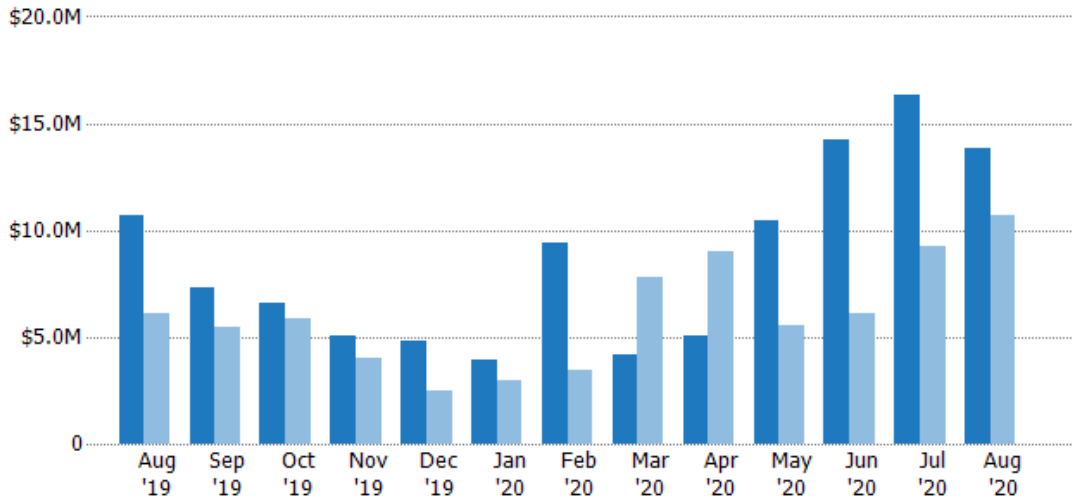
New Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$13.8M	29%
Aug '19	\$10.7M	75.6%
Aug '18	\$6.11M	59.7%



Current Year	\$10.7M	\$7.31M	\$6.6M	\$5.03M	\$4.78M	\$3.9M	\$9.42M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$16.3M	\$13.8M
Prior Year	\$6.11M	\$5.44M	\$5.88M	\$3.99M	\$2.47M	\$2.98M	\$3.42M	\$7.83M	\$8.99M	\$5.57M	\$6.1M	\$9.22M	\$10.7M
Percent Change from Prior Year	76%	34%	12%	26%	94%	31%	176%	-47%	-44%	87%	134%	77%	29%

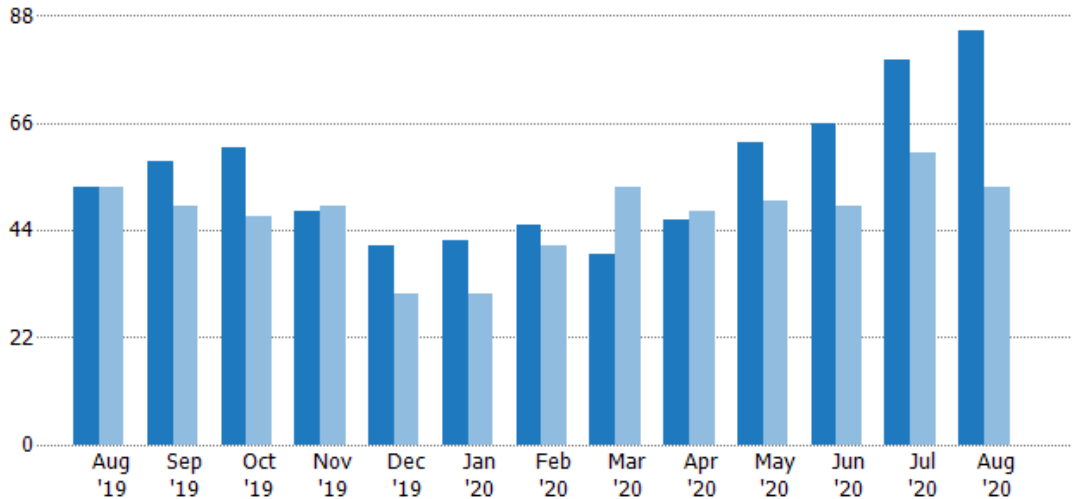
Pending Sales

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	85	60.4%
Aug '19	53	0%
Aug '18	53	28.3%



Current Year	53	58	61	48	41	42	45	39	46	62	66	79	85
Prior Year	53	49	47	49	31	31	41	53	48	50	49	60	53
Percent Change from Prior Year	0%	18%	30%	-2%	32%	35%	10%	-26%	-4%	24%	35%	32%	60%

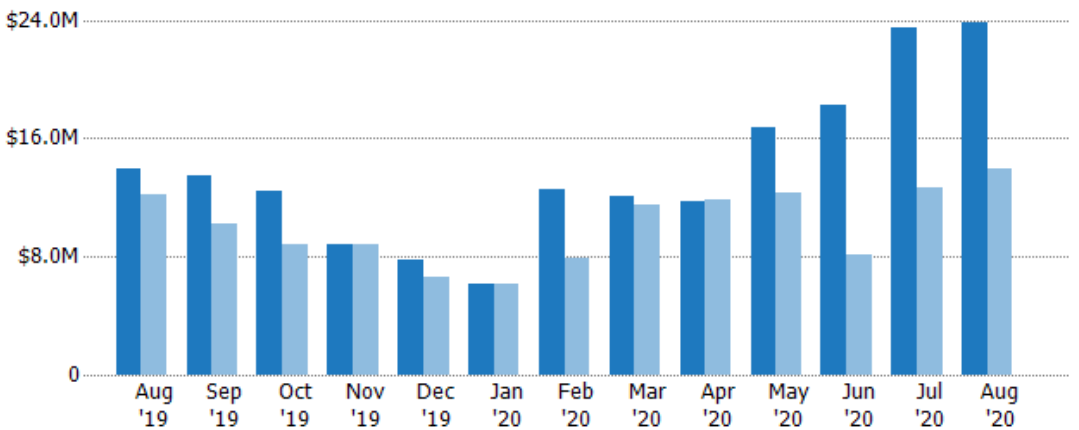
Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$23.8M	70.6%
Aug '19	\$14M	14.4%
Aug '18	\$12.2M	23.1%



Current Year	\$14M	\$13.4M	\$12.4M	\$8.79M	\$7.78M	\$6.19M	\$12.6M	\$12.1M	\$11.7M	\$16.7M	\$18.2M	\$23.5M	\$23.8M
Prior Year	\$12.2M	\$10.2M	\$8.79M	\$8.79M	\$6.62M	\$6.13M	\$7.91M	\$11.5M	\$11.8M	\$12.3M	\$8.17M	\$12.7M	\$14M
Percent Change from Prior Year	14%	31%	41%	0%	18%	1%	59%	5%	-1%	36%	123%	84%	71%

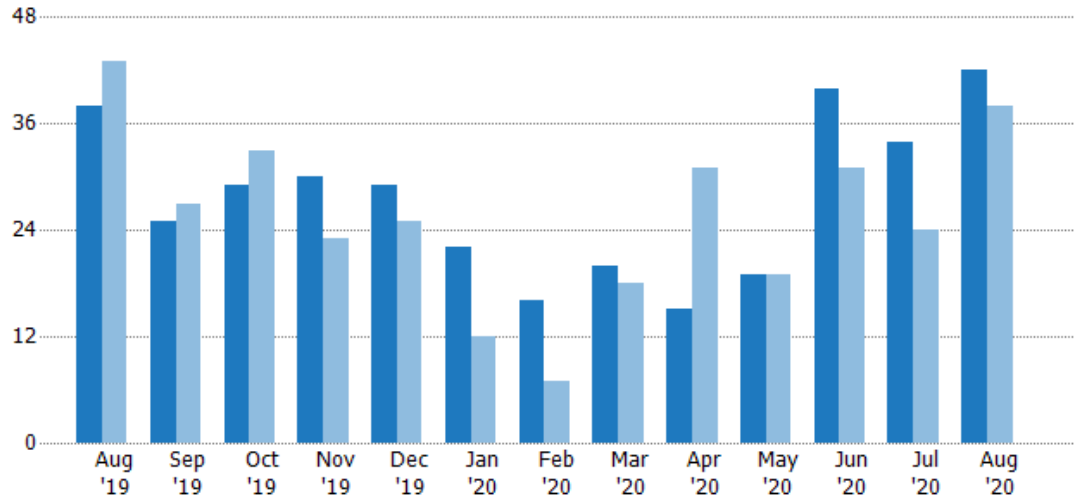
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	42	10.5%
Aug '19	38	-11.6%
Aug '18	43	-23.3%



Current Year	38	25	29	30	29	22	16	20	15	19	40	34	42
Prior Year	43	27	33	23	25	12	7	18	31	19	31	24	38
Percent Change from Prior Year	-12%	-7%	-12%	30%	16%	83%	129%	11%	-52%	0%	29%	42%	11%

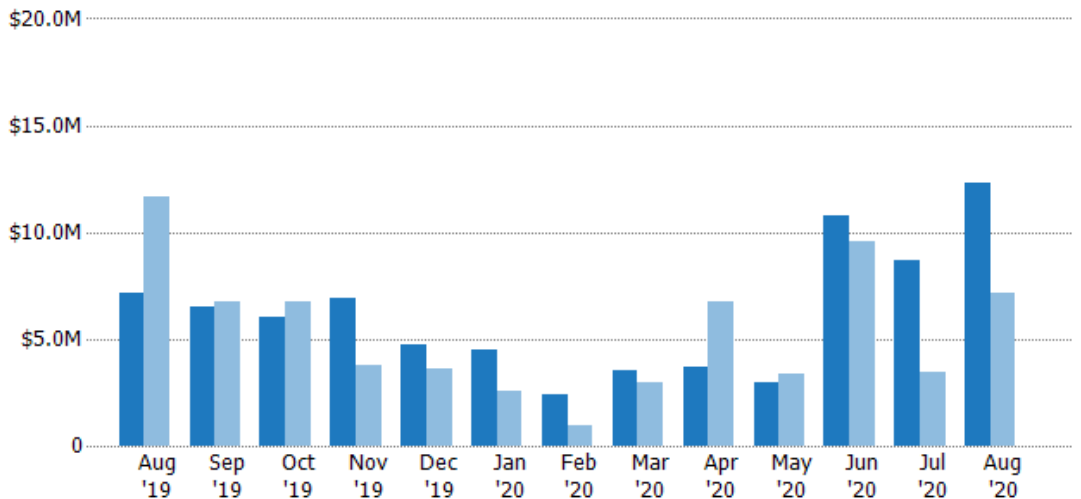
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$12.3M	71.4%
Aug '19	\$7.18M	-38.4%
Aug '18	\$11.6M	-43.6%



Current Year	\$7.18M	\$6.49M	\$6.06M	\$6.92M	\$4.74M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M
Prior Year	\$11.6M	\$6.78M	\$6.74M	\$3.74M	\$3.64M	\$2.58M	\$961K	\$2.95M	\$6.79M	\$3.34M	\$9.55M	\$3.48M	\$7.18M
Percent Change from Prior Year	-38%	-4%	-10%	85%	30%	74%	150%	19%	-46%	-12%	13%	150%	71%

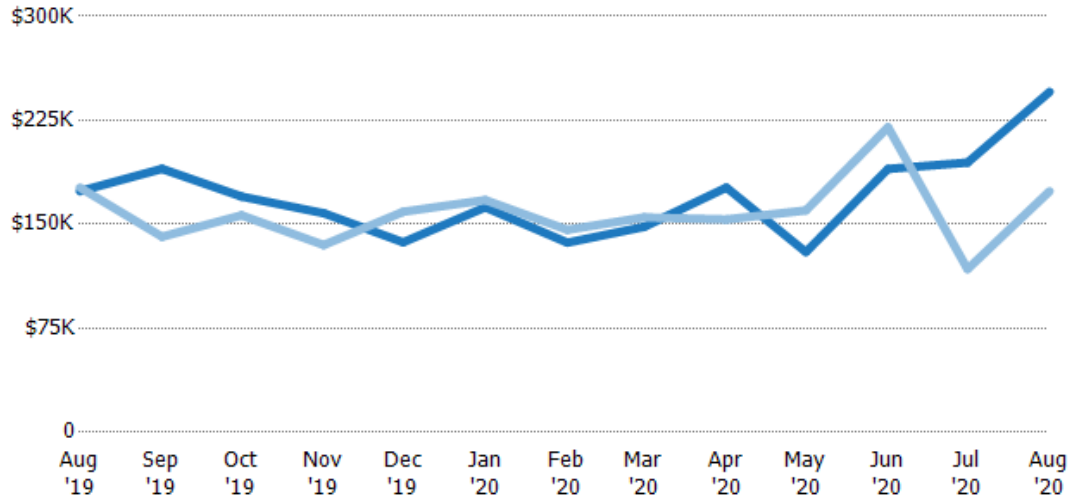
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
Property Type: Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$246K	41.2%
Aug '19	\$174K	-1.5%
Aug '18	\$177K	-1%



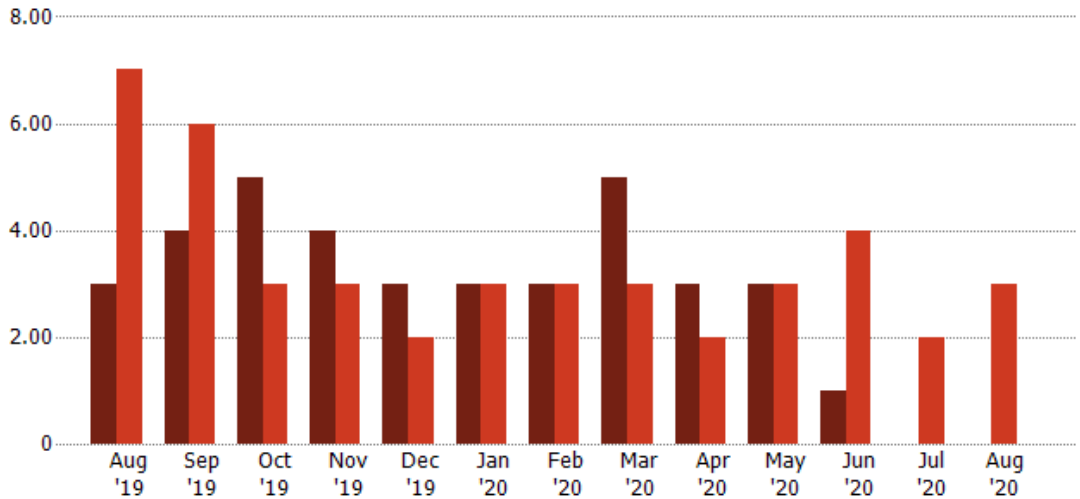
Current Year	\$174K	\$190K	\$170K	\$158K	\$137K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K
Prior Year	\$177K	\$141K	\$157K	\$135K	\$159K	\$168K	\$146K	\$155K	\$154K	\$160K	\$220K	\$118K	\$174K
Percent Change from Prior Year	-1%	35%	9%	17%	-14%	-3%	-6%	-4%	15%	-19%	-14%	65%	41%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

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ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
Property Type: Single Family Residence



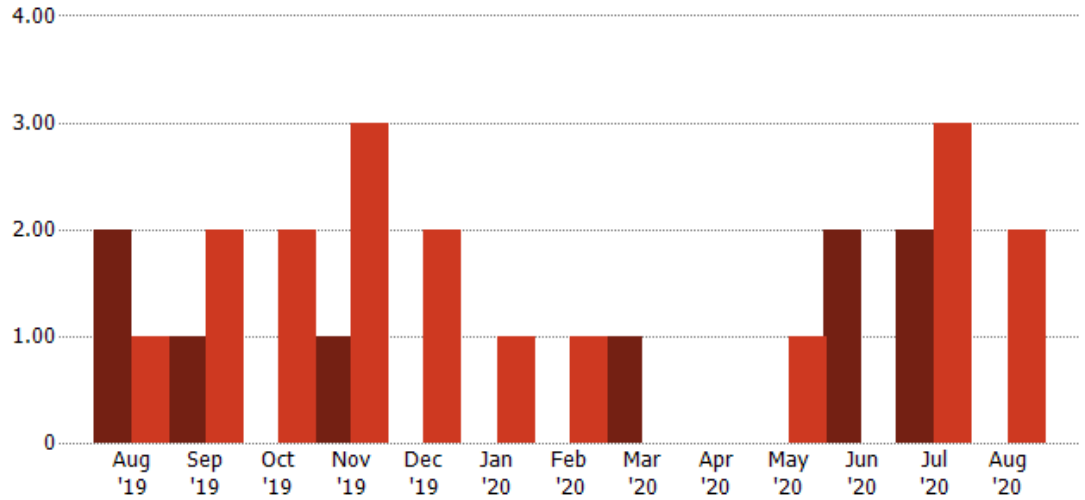
Current Year	3	4	5	4	3	3	3	5	3	3	1	-	-
Prior Year	7	6	3	3	2	3	3	3	2	3	4	2	3
Percent Change from Prior Year	-57%	-33%	67%	33%	50%	0%	0%	67%	50%	0%	-75%	-100%	-100%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence



Current Year	2	1	-	1	-	-	-	1	-	-	2	2	-
Prior Year	1	2	2	3	2	1	1	-	-	1	-	3	2
Percent Change from Prior Year	100%	-50%	-100%	-67%	-100%	-100%	-100%	100%	-	-100%	100%	-33%	-100%

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
01220	19	\$3,916,200	12	\$1,983,150	\$165,263	\$161,500	\$107	\$120	20
01237	9	\$3,905,600	5	\$1,640,400	\$328,080	\$349,900	\$166	\$185	14
01247	34	\$5,839,532	11	\$1,712,900	\$155,718	\$147,000	\$88	\$98	66
01256	2	\$632,500	1	\$360,000	\$360,000	\$360,000	\$218	\$218	29
01267	21	\$9,555,199	13	\$6,604,000	\$508,000	\$360,000	\$196	\$166	29

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