



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	106	82	+29.3%	561	557	+0.7%
New Listing Volume	\$70,693,000	\$39,873,188	+77.3%	\$339,317,304	\$289,850,585	+17.1%
Active Listing Count	269	482	-44.2%	N/A	N/A	
Active Listing Volume	\$241,653,778	\$343,527,912	-29.7%	N/A	N/A	
Median Listing Price	\$595,000	\$449,000	+32.5%	\$519,425	\$452,532	+14.8%
Months of Inventory	3.1	11	-71.4%	9.5	13	-26.8%
Sales Activity Charts Metrics						
New Pending Sales Count	100	64	+56.3%	522	348	+50%
New Pending Sales Volume	\$50,104,575	\$26,062,099	+92.3%	\$263,548,133	\$149,714,398	+76%
Pending Sales Count	163	78	+109%	N/A	N/A	
Pending Sales Volume	\$87,282,975	\$36,302,798	+140.4%	N/A	N/A	
Closed Sales Count	88	51	+72.5%	347	259	+34%
Closed Sales Volume	\$40,044,350	\$17,415,575	+129.9%	\$163,713,648	\$103,167,804	+58.7%
Median Sales Price	\$420,000	\$290,000	+44.8%	\$369,657	\$310,062	+19.2%
Distressed Charts Metrics						
Distressed Listing Count	1	1	±	N/A	N/A	

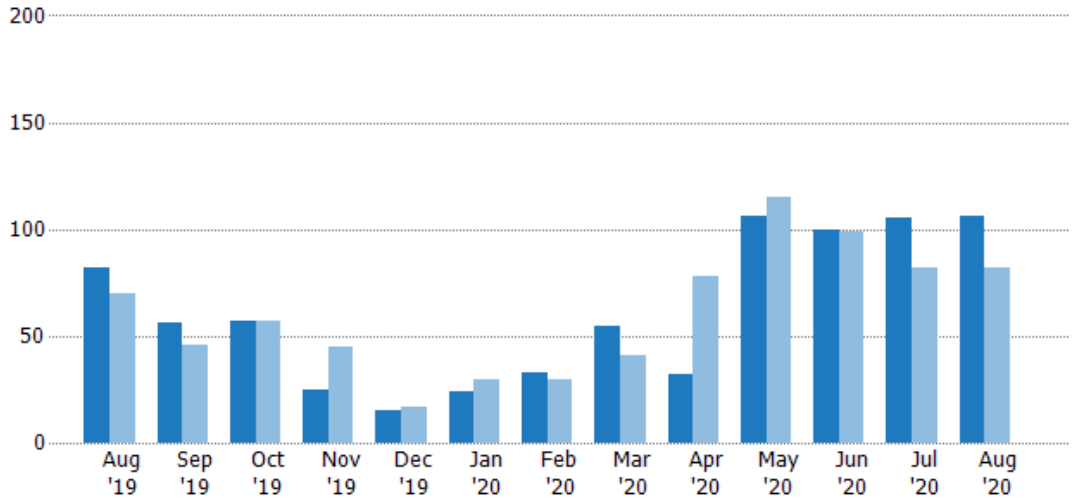
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	106	29.3%
Aug '19	82	17.1%
Aug '18	70	-17.1%



Current Year	82	56	57	25	15	24	33	55	32	106	100	105	106
Prior Year	70	46	57	45	17	30	30	41	78	115	99	82	82
Percent Change from Prior Year	17%	22%	0%	-44%	-12%	-20%	10%	34%	-59%	-8%	1%	28%	29%

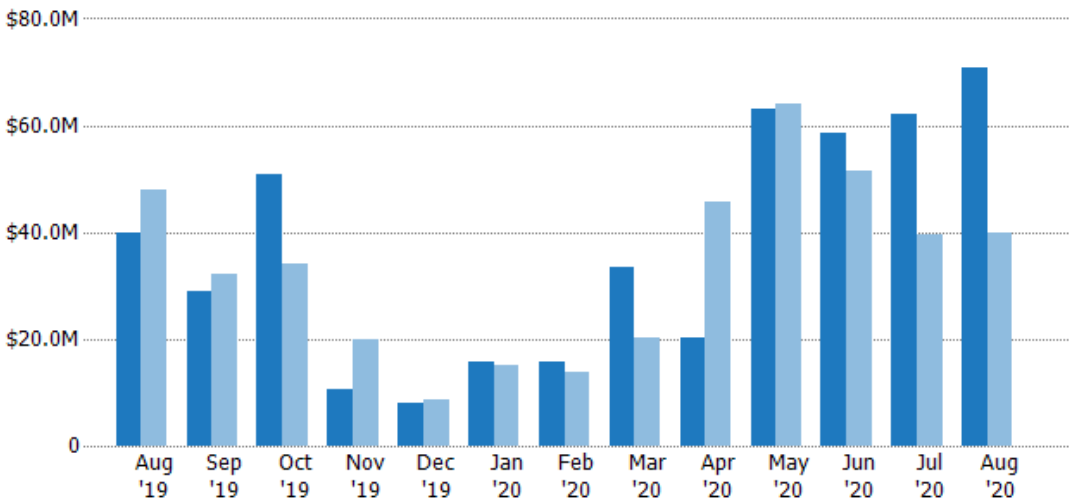
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$70.7M	77.3%
Aug '19	\$39.9M	-17%
Aug '18	\$48M	-35.4%



Current Year	\$39.9M	\$29.1M	\$51M	\$10.4M	\$8.15M	\$15.7M	\$15.8M	\$33.5M	\$20.2M	\$63M	\$58.5M	\$62M	\$70.7M
Prior Year	\$48M	\$32.3M	\$34M	\$19.8M	\$8.76M	\$15.2M	\$13.9M	\$20.1M	\$45.7M	\$64.1M	\$51.5M	\$39.5M	\$39.9M
Percent Change from Prior Year	-17%	-10%	50%	-47%	-7%	3%	13%	66%	-56%	-2%	14%	57%	77%

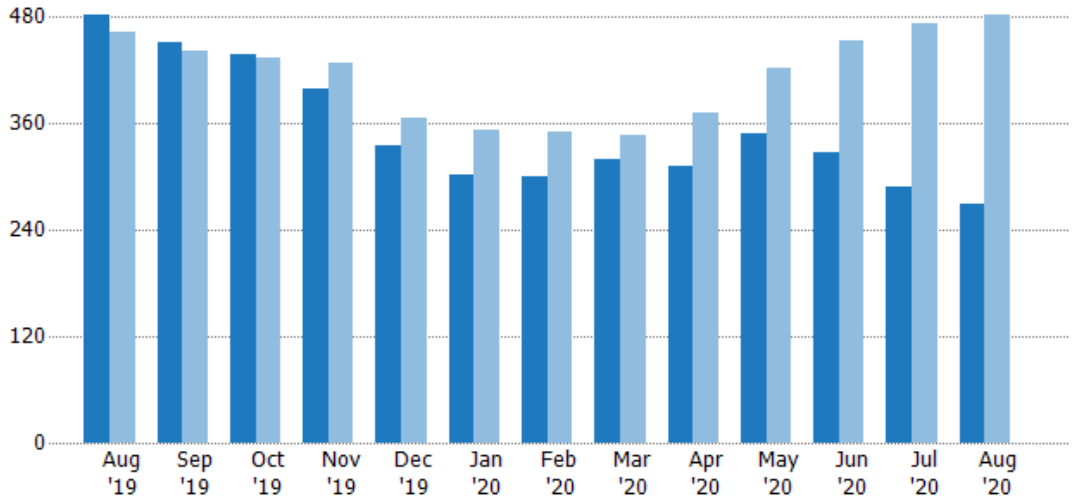
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	269	-44.2%
Aug '19	482	3.9%
Aug '18	464	-2.6%



Current Year	482	452	437	400	336	302	300	320	312	348	328	288	269
Prior Year	464	442	435	429	367	352	350	346	372	423	454	472	482
Percent Change from Prior Year	4%	2%	0%	-7%	-8%	-14%	-14%	-8%	-16%	-18%	-28%	-39%	-44%

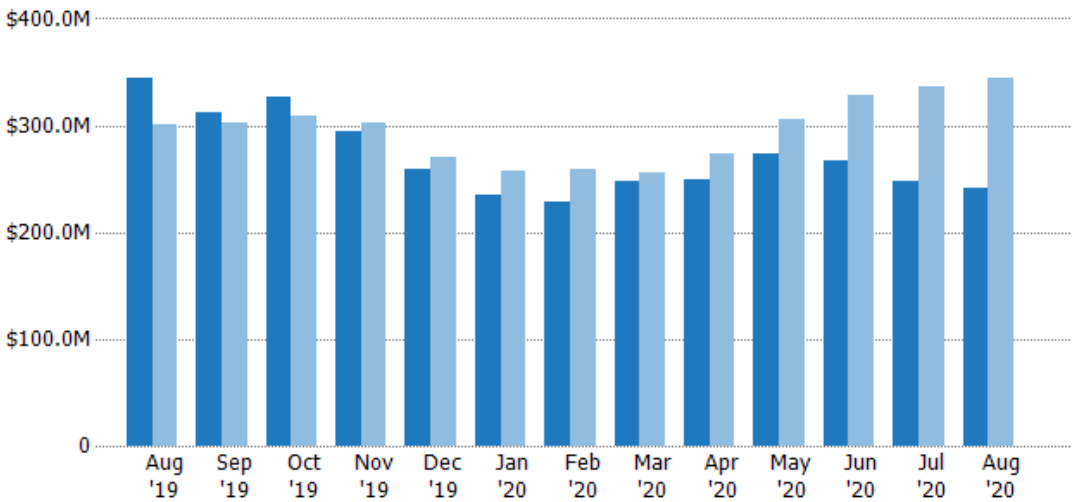
Active Listing Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$242M	-29.7%
Aug '19	\$344M	14.1%
Aug '18	\$301M	-2.6%



Current Year	\$344M	\$312M	\$327M	\$294M	\$260M	\$234M	\$229M	\$247M	\$249M	\$274M	\$268M	\$247M	\$242M
Prior Year	\$301M	\$302M	\$310M	\$302M	\$270M	\$257M	\$259M	\$255M	\$273M	\$306M	\$327M	\$336M	\$344M
Percent Change from Prior Year	14%	3%	5%	-3%	-4%	-9%	-12%	-3%	-9%	-11%	-18%	-26%	-30%

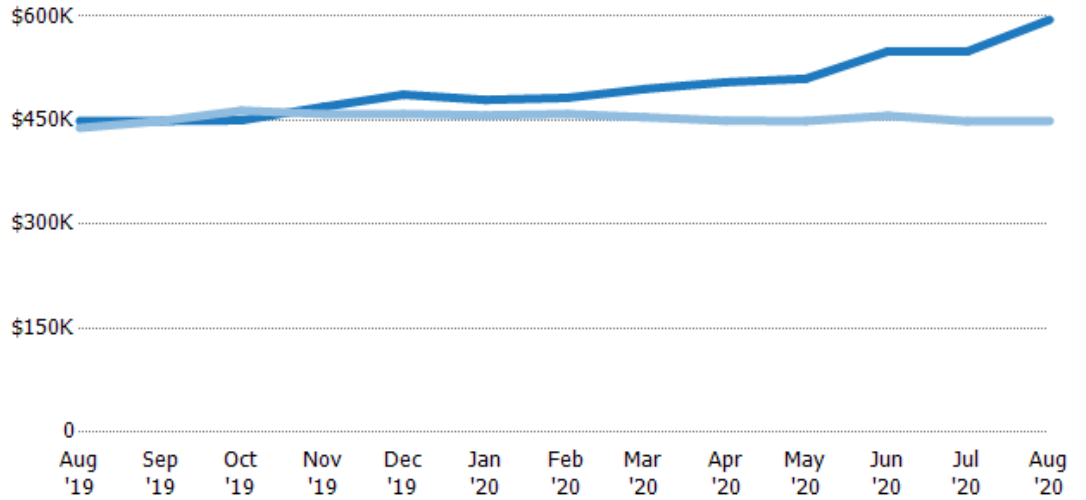
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$595K	32.5%
Aug '19	\$449K	2.3%
Aug '18	\$439K	-3.2%



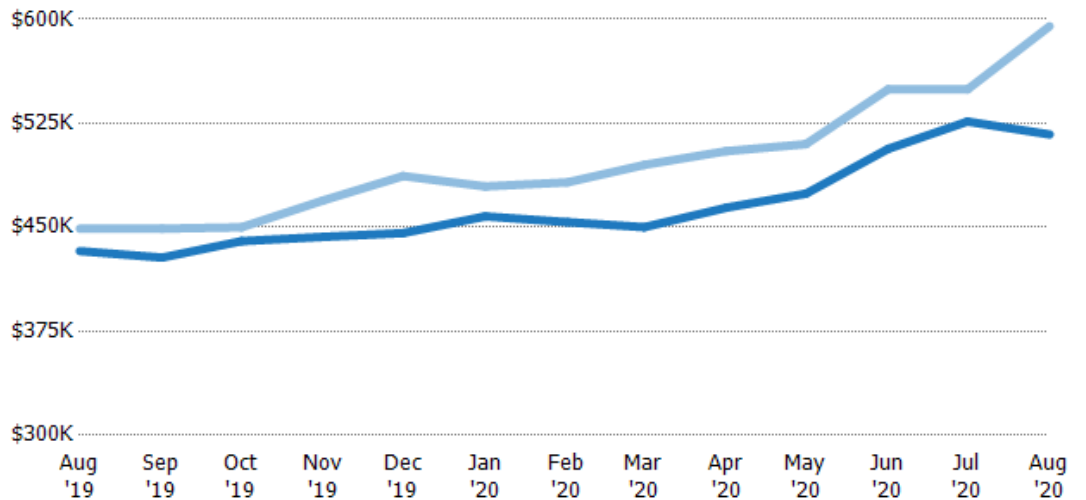
Current Year	\$449K	\$449K	\$450K	\$469K	\$487K	\$479K	\$482K	\$495K	\$505K	\$510K	\$549K	\$549K	\$595K
Prior Year	\$439K	\$449K	\$464K	\$459K	\$459K	\$457K	\$459K	\$455K	\$449K	\$449K	\$457K	\$449K	\$449K
Percent Change from Prior Year	2%	0%	-3%	2%	6%	5%	5%	9%	12%	14%	20%	23%	33%

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

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence



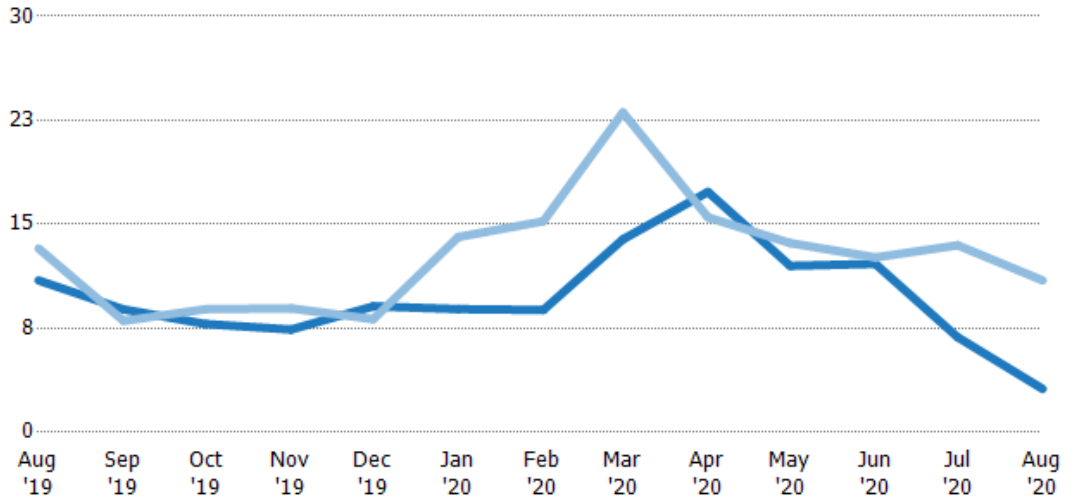
Median Est Value	\$433K	\$428K	\$440K	\$443K	\$446K	\$458K	\$454K	\$450K	\$464K	\$474K	\$507K	\$526K	\$517K
Median Listing Price	\$449K	\$449K	\$450K	\$469K	\$487K	\$479K	\$482K	\$495K	\$505K	\$510K	\$549K	\$549K	\$595K
Med Listing Price as a % of Med Est Value	104%	105%	102%	106%	109%	105%	106%	110%	109%	108%	108%	104%	115%

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
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 Property Type: Single Family Residence



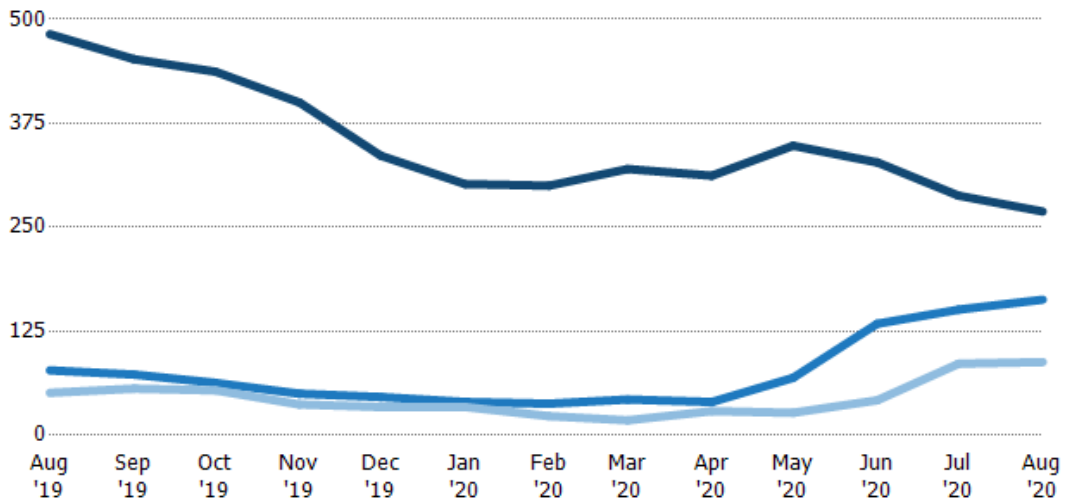
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	11	8.86	7.8	7.41	9.08	8.88	8.82	13.9	17.3	12	12.1	6.86	3.13
Prior Year	13.3	8.04	8.88	8.94	8.16	14.1	15.2	23.1	15.5	13.6	12.6	13.5	11
Percent Change from Prior Year	-17%	10%	-12%	-17%	11%	-37%	-42%	-40%	12%	-12%	-4%	-49%	-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
 ZIP: 17 Selected
 Property Type: Single Family Residence



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	482	452	437	400	336	302	300	320	312	348	328	288	269
Pending	78	73	63	50	46	40	38	43	40	69	134	151	163
Sold	51	56	54	37	34	34	23	18	29	27	42	86	88

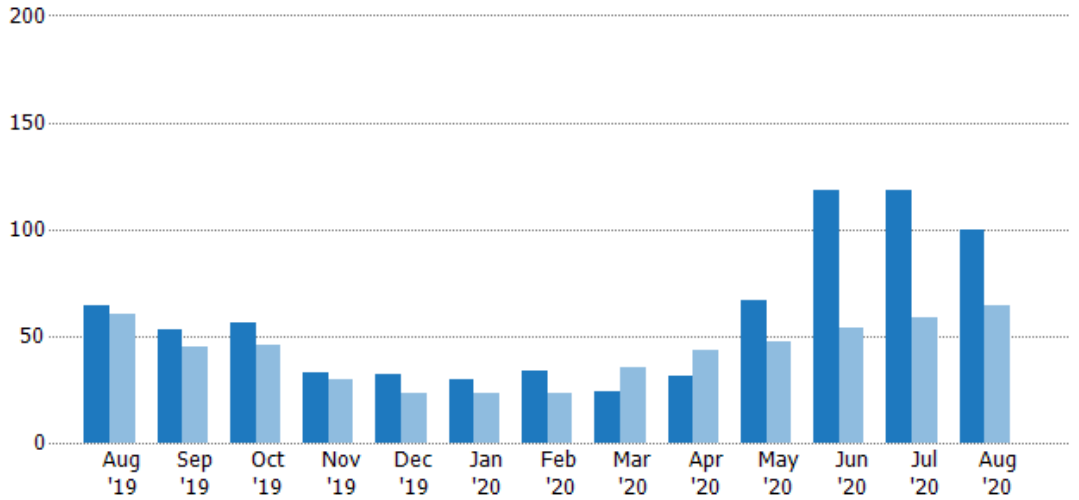
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	100	56.3%
Aug '19	64	6.7%
Aug '18	60	-18.3%



Current Year	64	53	56	33	32	30	34	24	31	67	118	118	100
Prior Year	60	45	46	30	23	23	23	35	43	47	54	59	64
Percent Change from Prior Year	7%	18%	22%	10%	39%	30%	48%	-31%	-28%	43%	119%	100%	56%

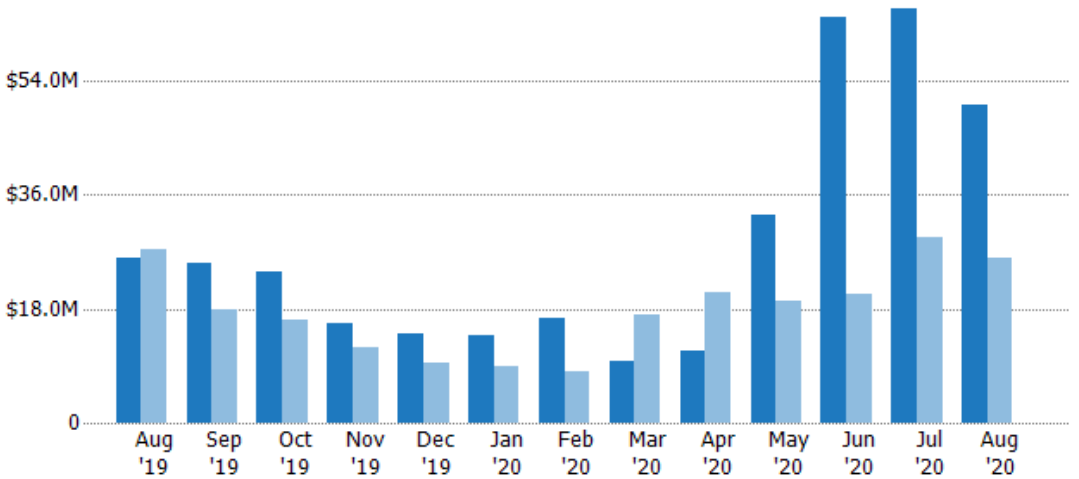
New Pending Sales Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$50.1M	92.3%
Aug '19	\$26.1M	-4.8%
Aug '18	\$27.4M	-15.5%



Current Year	\$26.1M	\$25.2M	\$23.8M	\$15.8M	\$13.9M	\$13.9M	\$16.5M	\$9.62M	\$11.4M	\$32.8M	\$63.9M	\$65.3M	\$50.1M
Prior Year	\$27.4M	\$17.8M	\$16.3M	\$11.8M	\$9.48M	\$8.85M	\$8.07M	\$17.2M	\$20.6M	\$19.3M	\$20.4M	\$29.2M	\$26.1M
Percent Change from Prior Year	-5%	41%	46%	34%	47%	57%	105%	-44%	-45%	70%	213%	123%	92%

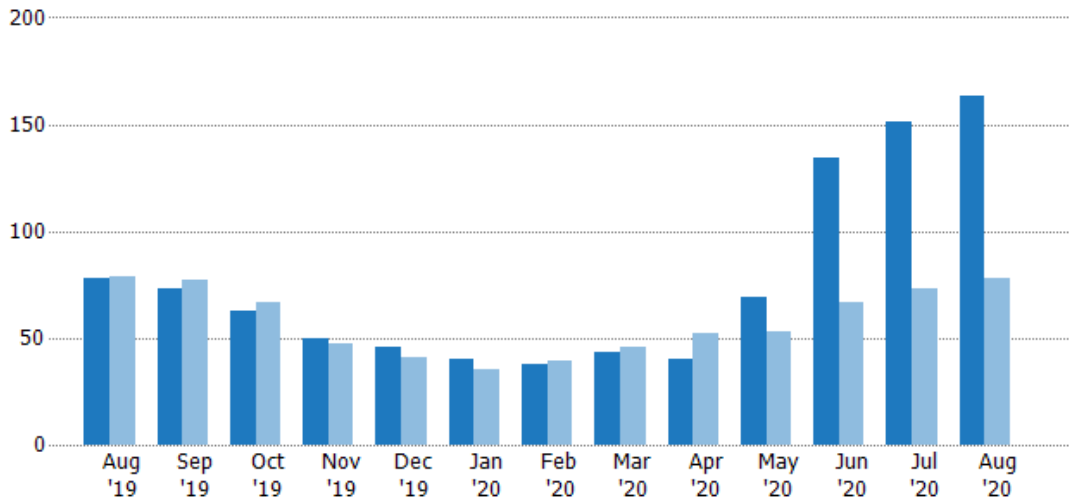
Pending Sales

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: 17 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	163	109%
Aug '19	78	-1.3%
Aug '18	79	-12.7%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	78	73	63	50	46	40	38	43	40	69	134	151	163
Prior Year	79	77	67	47	41	35	39	46	52	53	67	73	78
Percent Change from Prior Year	-1%	-5%	-6%	6%	12%	14%	-3%	-7%	-23%	30%	100%	107%	109%

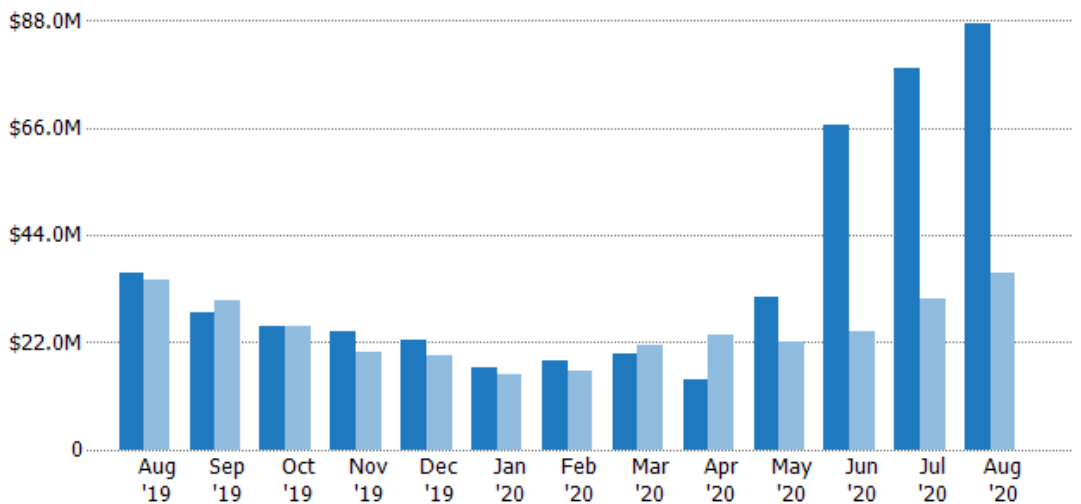
Pending Sales Volume

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: 17 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$87.3M	140.4%
Aug '19	\$36.3M	3.7%
Aug '18	\$35M	-12.7%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$36.3M	\$28.1M	\$25.3M	\$24.1M	\$22.5M	\$16.9M	\$18.2M	\$19.7M	\$14.6M	\$31.4M	\$66.5M	\$78.1M	\$87.3M
Prior Year	\$35M	\$30.7M	\$25.4M	\$20.1M	\$19.2M	\$15.4M	\$16.1M	\$21.4M	\$23.5M	\$22.3M	\$24.2M	\$31.1M	\$36.3M
Percent Change from Prior Year	4%	-8%	0%	20%	17%	10%	13%	-8%	-38%	41%	175%	151%	140%

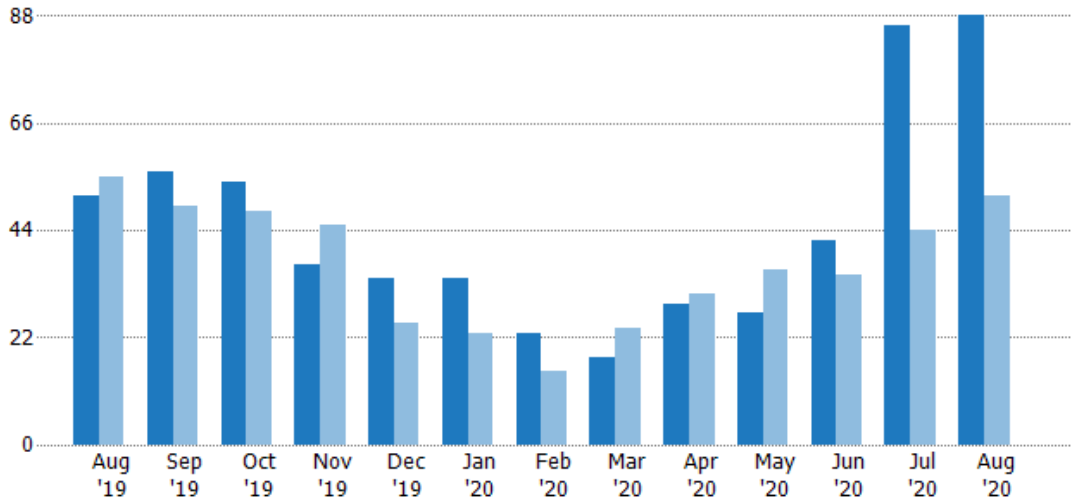
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Aug '20	88	72.5%
Aug '19	51	-7.3%
Aug '18	55	-21.8%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	51	56	54	37	34	34	23	18	29	27	42	86	88
Prior Year	55	49	48	45	25	23	15	24	31	36	35	44	51
Percent Change from Prior Year	-7%	14%	13%	-18%	36%	48%	53%	-25%	-6%	-25%	20%	95%	73%

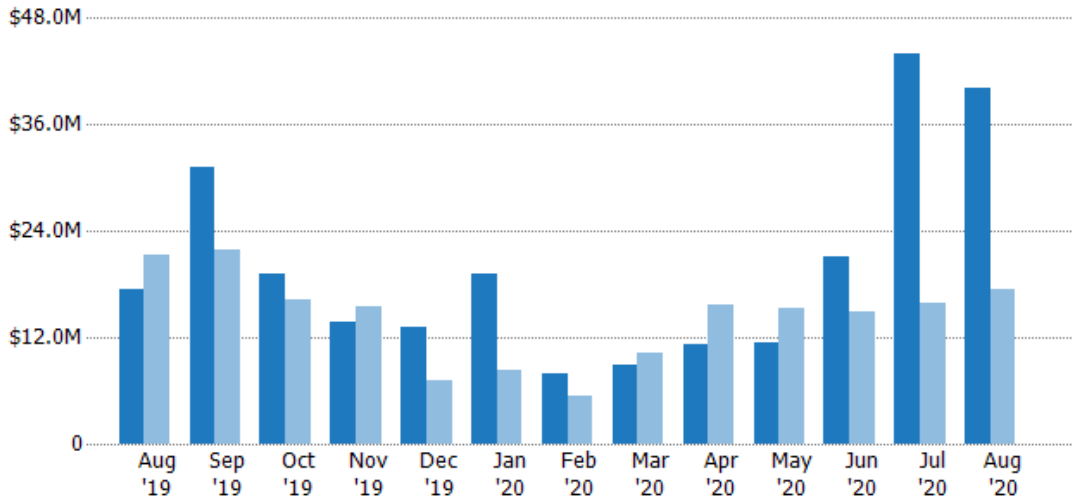
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Aug '20	\$40M	129.9%
Aug '19	\$17.4M	-18.6%
Aug '18	\$21.4M	-8.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$17.4M	\$31.1M	\$19.3M	\$13.7M	\$13.2M	\$19.1M	\$7.96M	\$8.9M	\$11.3M	\$11.4M	\$21.1M	\$43.9M	\$40M
Prior Year	\$21.4M	\$21.8M	\$16.3M	\$15.5M	\$7.24M	\$8.37M	\$5.33M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$15.8M	\$17.4M
Percent Change from Prior Year	-19%	43%	18%	-11%	82%	128%	49%	-14%	-28%	-25%	41%	178%	130%

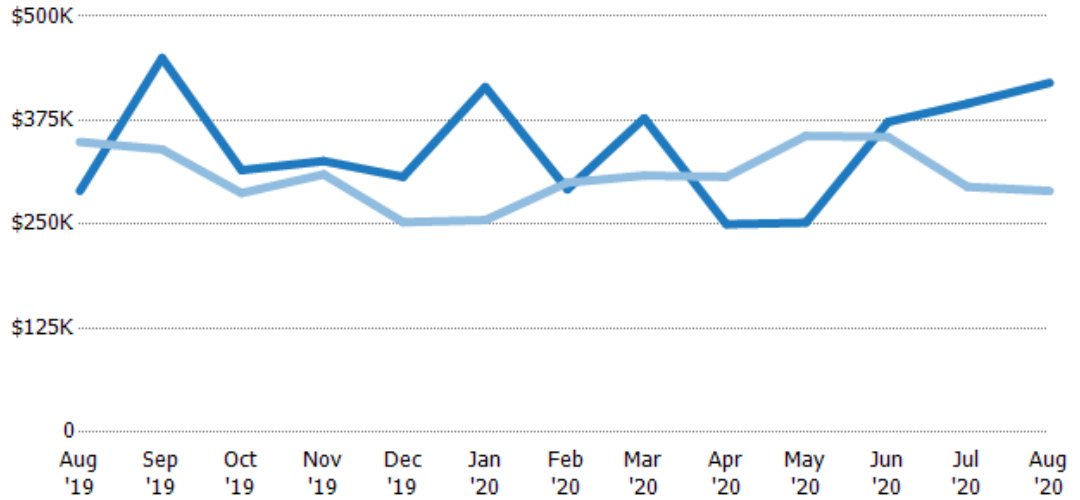
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Aug '20	\$420K	44.8%
Aug '19	\$290K	-16.9%
Aug '18	\$349K	1.1%



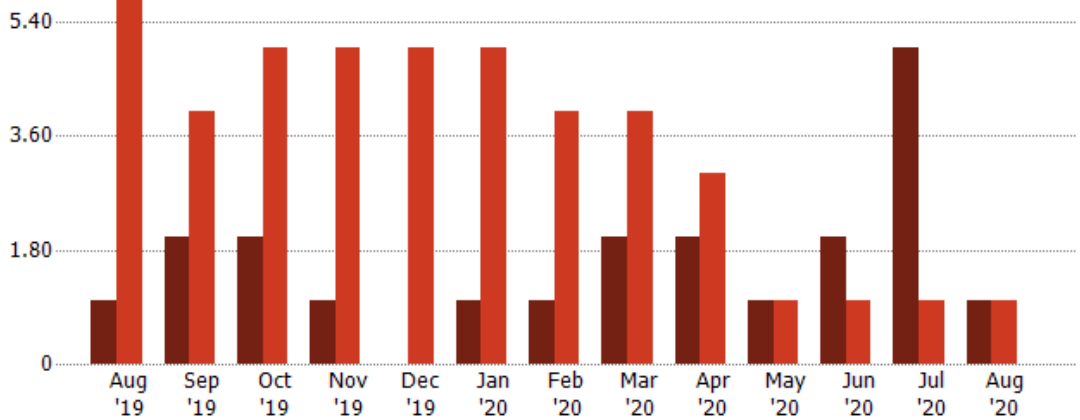
Current Year	\$290K	\$450K	\$315K	\$326K	\$307K	\$415K	\$292K	\$378K	\$250K	\$252K	\$373K	\$395K	\$420K
Prior Year	\$349K	\$340K	\$288K	\$310K	\$253K	\$255K	\$300K	\$309K	\$307K	\$356K	\$355K	\$295K	\$290K
Percent Change from Prior Year	-17%	32%	10%	5%	22%	63%	-3%	22%	-19%	-29%	5%	34%	45%

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: 17 Selected
 Property Type: Single Family Residence

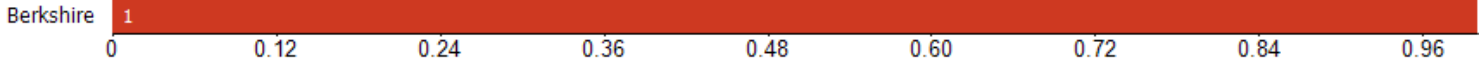


Current Year	1	2	2	1	-	1	1	2	2	1	2	5	1
Prior Year	6	4	5	5	5	5	4	4	3	1	1	1	1
Percent Change from Prior Year	-83%	-50%	-60%	-80%	-100%	-80%	-75%	-50%	-33%	0%	100%	400%	0%

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.

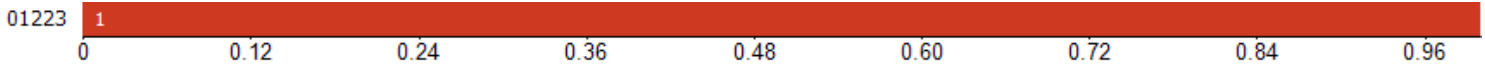
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence

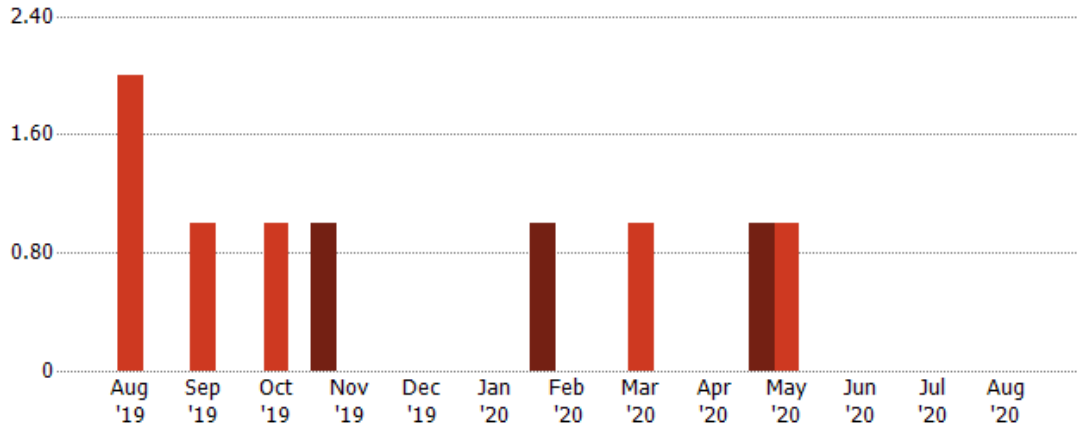


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence



Current Year	-	-	-	1	-	-	1	-	-	1	-	-	-
Prior Year	2	1	1	-	-	-	-	1	-	1	-	-	-
Percent Change from Prior Year	-100%	-100%	-100%	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
01223	19	\$7,220,700	11	\$3,371,000	\$306,455	\$325,000	\$190	\$205	27
01230	52	\$37,173,700	19	\$11,524,500	\$606,553	\$535,000	\$233	\$245	268
01238	19	\$5,456,100	16	\$4,680,000	\$292,500	\$299,500	\$161	\$163	24
01240	15	\$9,801,875	6	\$3,511,500	\$585,250	\$622,500	\$270	\$261	20
01245	4	\$1,477,500	9	\$4,867,500	\$540,833	\$489,000	\$339	\$310	227
01253	18	\$7,525,500	7	\$3,271,250	\$467,321	\$429,000	\$194	\$189	45
01255	8	\$3,050,400	5	\$1,892,000	\$378,400	\$335,000	\$193	\$185	29
01257	8	\$4,353,800	4	\$1,359,850	\$339,963	\$357,000	\$198	\$200	153
01258	1	\$645,000	1	\$575,000	\$575,000	\$575,000	\$256	\$256	131
01259	1	\$525,000	3	\$896,250	\$298,750	\$352,500	\$135	\$128	227
01266	10	\$6,453,400	7	\$4,095,500	\$585,071	\$565,000	\$232	\$245	32

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		