



Berkshire County, MA Residential Real Estate Report



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	251	208	+20.7%	1,335	1,512	-11.7%
New Listing Volume	\$116,193,224	\$69,270,188	+67.7%	\$563,991,228	\$556,680,654	+1.3%
Active Listing Count	495	904	-45.2%	N/A	NA	
Active Listing Volume	\$354,040,547	\$527,275,300	-32.9%	N/A	NA	
Median Listing Price	\$465,000	\$359,000	+29.5%	\$400,164	\$360,055	+11.1%
Months of Inventory	3.1	6.4	-51.4%	5.2	7.7	-31.9%
Sales Activity Charts Metrics						
New Pending Sales Count	258	199	+29.6%	1,332	1,155	+15.3%
New Pending Sales Volume	\$99,390,800	\$63,024,042	+57.7%	\$474,383,488	\$341,621,821	+38.9%
Pending Sales Count	383	264	+45.1%	N/A	NA	
Pending Sales Volume	\$155,251,331	\$86,670,211	+79.1%	N/A	NA	
Closed Sales Count	214	158	+35.4%	914	858	+6.5%
Closed Sales Volume	\$75,760,850	\$40,593,930	+86.6%	\$301,887,885	\$232,692,070	+29.7%
Median Sales Price	\$280,000	\$215,000	+30.2%	\$244,579	\$216,569	+12.9%
Distressed Charts Metrics						
Distressed Listing Count	2	6	-66.7%	NA	NA	





New Listings

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

Filters Used

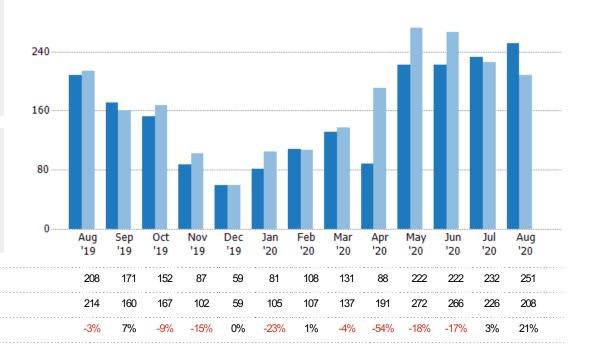
MLS: Berkshire County Board of REALTORS® MLS
State: MA
County: Berkshire County,
Massachusetts
Property Type: Single Family

Residence

Current Year

Prior Year

Month/ Year	Count	% Chg.
Aug '20	251	20.7%
Aug '19	208	-2.8%
Aug '18	214	-19.2%



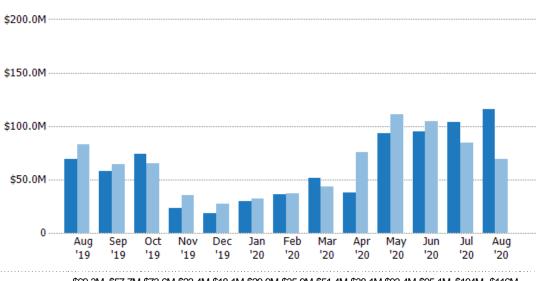
New Listing Volume

Percent Change from Prior Year

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

MLS: Berkshire County Board of REALTORS® MLS State: MA County: Berkshire County, Massachusetts Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$116M	67.7%
Aug '19	\$69.3M	-16.2%
Aug '18	\$82.6M	-29.6%







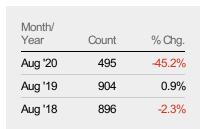


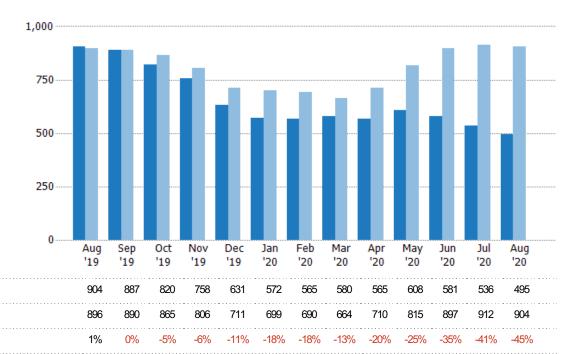
Active Listings

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: Single Family
Residence





Active Listing Volume

Percent Change from Prior Year

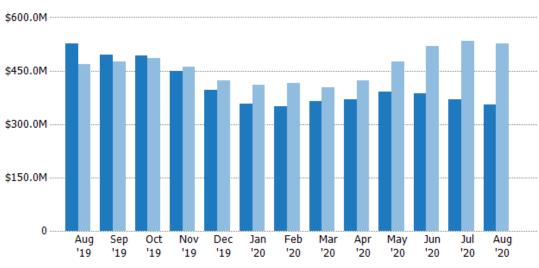
Current Year

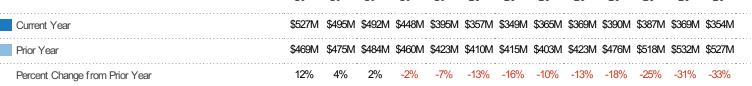
Prior Year

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

MLS: Berkshire County Board of REALTORS® MLS State: MA County: Berkshire County, Massachusetts Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Aug '20	\$354M	-32.9%
Aug '19	\$527M	12.4%
Aug '18	\$469M	-2.4%









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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County: Berkshire County,
Massachusetts

Property Type: Single Family

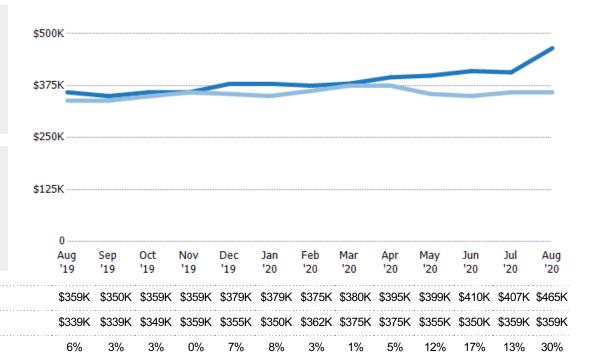
Residence

Current Year

Prior Year

Month/ Year	Price	% Chg.
Aug '20	\$465K	29.5%
Aug '19	\$359K	5.9%
Aug '18	\$339K	-1.2%

Percent Change from Prior Year

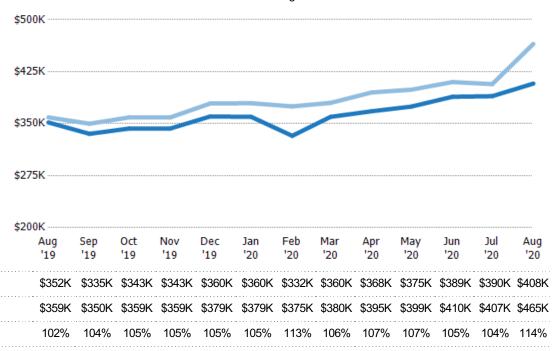


Median Listing Price vs Median Est Value

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

Median Listing Price

Med Listing Price as a % of Med Est Value





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

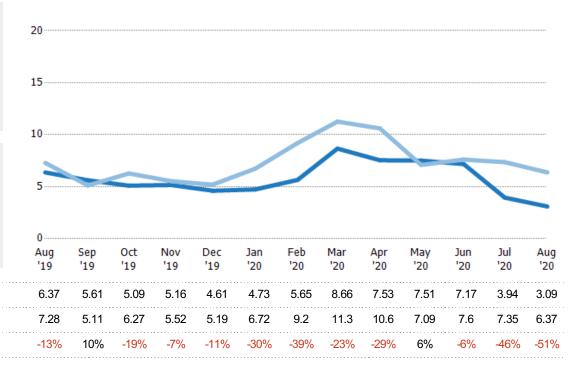
Property Type: Single Family

Residence

Current Year

Prior Year

Month/ Year	Months	% Chg.
Aug '20	3.09	-51.4%
Aug '19	6.37	-12.6%
Aug '18	7.28	0.1%

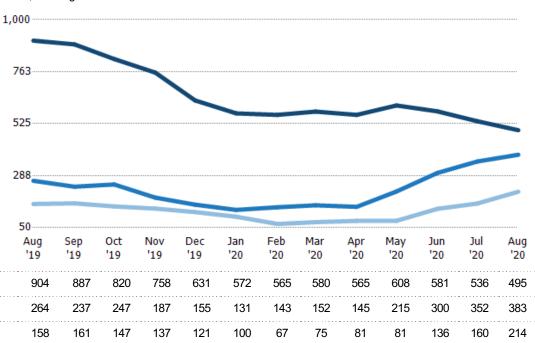


Active/Pending/Sold Units

Percent Change from Prior Year

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

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County: Berkshire County,
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Property Type: Single Family
Residence





Active

Pending



New Pending Sales

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

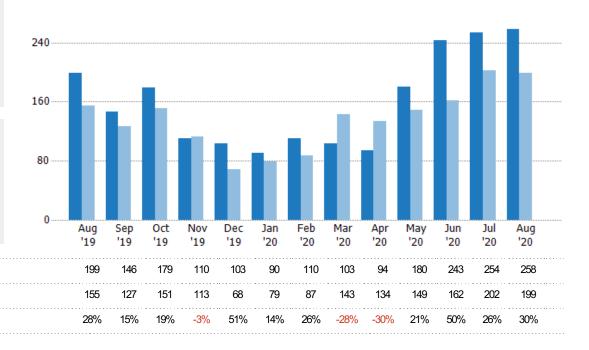
Filters Used MLS: Berkshire County Board of REALTORS® MLS State: MA County: Berkshire County, Massachusetts Property Type: Single Family

Residence

Current Year

Prior Year

Month/ Year	Count	% Chg.
Aug '20	258	29.6%
Aug '19	199	28.4%
Aug '18	155	10.3%



New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

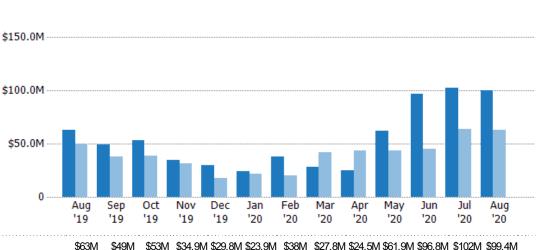
\$200.0M

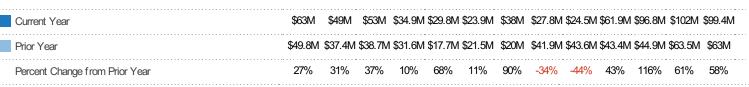
Filters Used MLS: Berkshire County Board of REALTORS® MLS State: MA County: Berkshire County, Massachusetts

Property Type: Single Family

Residence

Volume	% Chg.
\$99.4M	57.7%
\$63M	26.5%
\$49.8M	2.8%
	\$99.4M \$63M









Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

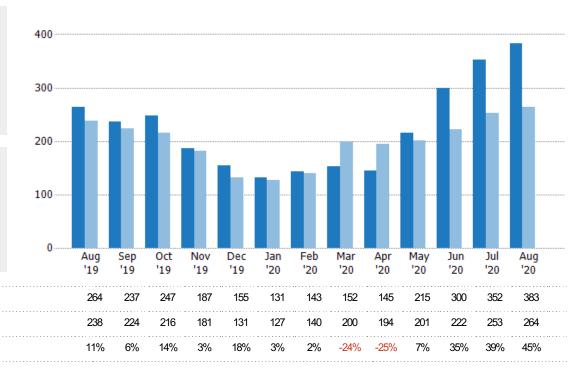
MLS: Berkshire County Board of REALTORS® MLS
State: MA
County: Berkshire County,
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Property Type: Single Family

Residence

Current Year

Prior Year

Count	% Chg.
383	45.1%
264	10.9%
238	6.7%
	383 264

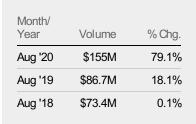


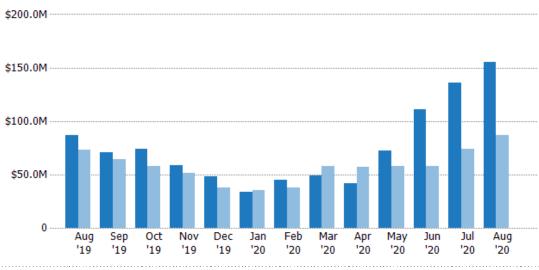
Pending Sales Volume

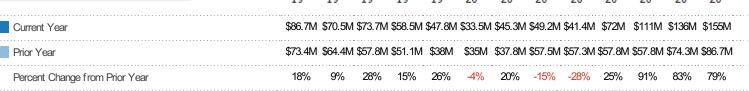
Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

MLS: Berkshire County Board of REALTORS® MLS
State: MA
County: Berkshire County,
Massachusetts
Property Type: Single Family
Residence











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

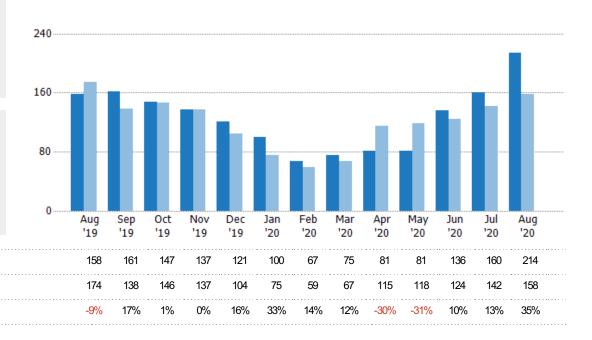
Property Type: Single Family

Residence

Current Year

Prior Year

Month/ Year	Count	% Chg.
Aug '20	214	35.4%
Aug '19	158	-9.2%
Aug '18	174	-20.7%



Closed Sales Volume

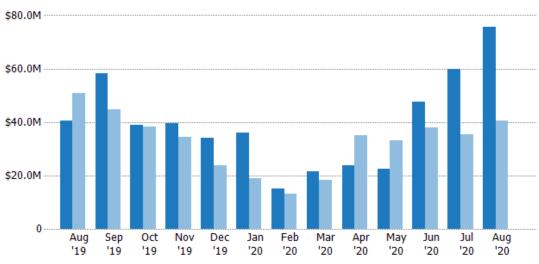
Percent Change from Prior Year

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

MLS: Berkshire County Board of REALTORS® MLS State: MA County: Berkshire County, Massachusetts Property Type: Single Family

Residence

Volume	% Chg.
\$75.8M	86.6%
\$40.6M	-19.9%
\$50.7M	-21.8%
	\$75.8M \$40.6M



 Current Year
 \$40.6M \$58.3M \$39M \$39.5M \$34.1M \$35.9M \$15.2M \$21.4M \$23.9M \$22.3M \$47.5M \$60M \$75.8M

 Prior Year
 \$50.7M \$44.8M \$38.2M \$34.5M \$23.9M \$19.1M \$13.3M \$18.2M \$34.9M \$33.1M \$38.1M \$35.4M \$40.6M

 Percent Change from Prior Year
 -20% 30% 2% 14% 42% 88% 14% 18% -32% -33% 25% 70% 87%

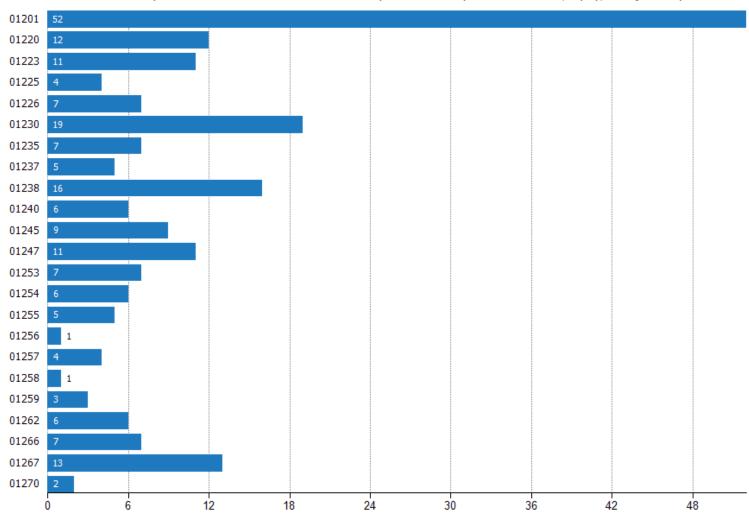




Closed Sales (By Zip)

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: Single Family Residence







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: Single Family

Residence

Current Year

Prior Year

Month/ Year	Price	% Chg.
Aug '20	\$280K	30.2%
Aug '19	\$215K	-5.9%
Aug '18	\$228K	-5.1%



Distressed Listings

Percent Change from Prior Year

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 State: MA County: Berkshire County, Massachusetts Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Aug '20	2	-66.7%
Aug '19	6	-64.7%
Aug '18	17	-52.9%

Percent Change from Prior Year



Current Year

Prior Year





Distressed Listings (By County)

The number of distressed single-family, condominum and townhome properties that were for sale at the end of the last month by county.

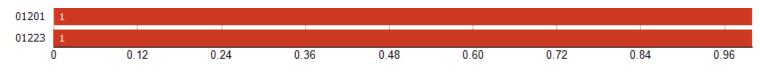
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



Distressed Listings (By Zip)

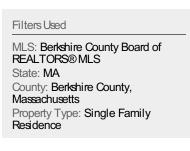
The number of distressed single-family, condominum and townhome properties that were for sale at the end of the last month by zip.

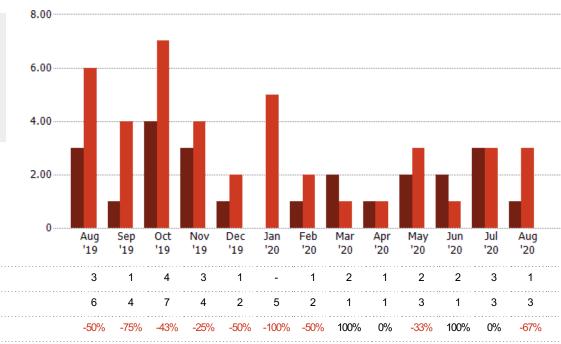
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



Distressed Sales

The count of distressed residential properties sold each month.





Current Year

Percent Change from Prior Year

Prior Year





Sales Activity by ZIP

Aug 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g 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
01220	19	\$3,916,200	12	\$1,983,150	\$165,263	\$161,500	\$107	\$120	20
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
01230	52	\$37,173,700	19	\$11,524,500	\$606,553	\$535,000	\$233	\$245	268
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
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
01247	34	\$5,839,532	11	\$1,712,900	\$155,718	\$147,000	\$88	\$98	66
01253	18	\$7,525,500	7	\$3,271,250	\$467,321	\$429,000	\$194	\$189	45
01254	9	\$4,274,800	6	\$2,851,800	\$475,300	\$342,250	\$232	\$213	90
01255	8	\$3,050,400	5	\$1,892,000	\$378,400	\$335,000	\$193	\$185	29
01256	2	\$632,500	1	\$360,000	\$360,000	\$360,000	\$218	\$218	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
01262	11	\$9,048,300	6	\$4,057,000	\$676,167	\$314,500	\$291	\$238	86
01266	10	\$6,453,400	7	\$4,095,500	\$585,071	\$565,000	\$232	\$245	32
01267	21	\$9,555,199	13	\$6,604,000	\$508,000	\$360,000	\$196	\$166	29
01270	2	\$729,800	2	\$400,500	\$200,250	\$200,250	\$190	\$190	65

	Zipcode	e 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		



