



May 2020

Berkshire County Real Estate Report

Market WATCH

Summary of Key Listing and Sales Metrics

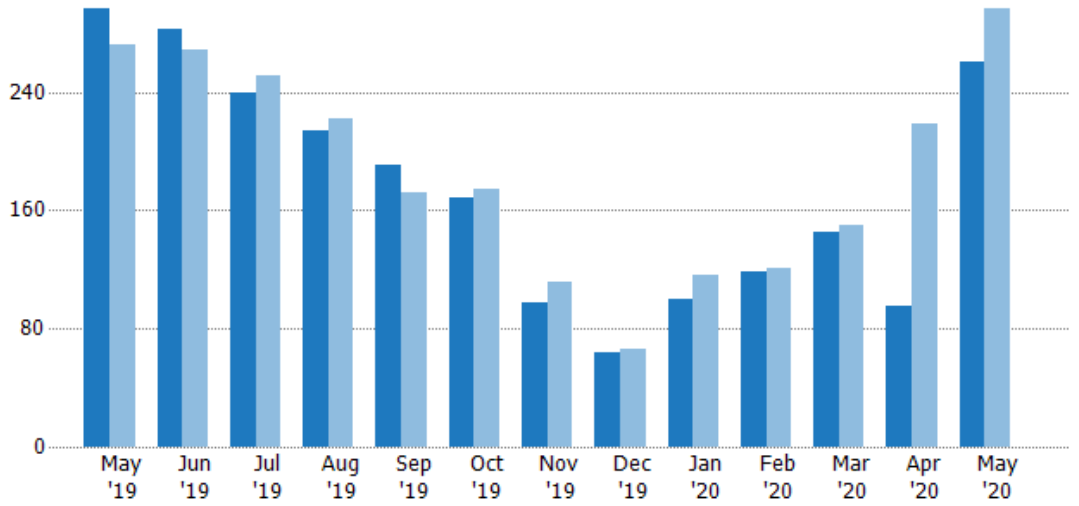
Key Metrics	May 2020	May 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	260	297	-12.5%	719	903	-20.4%
New Listing Volume	\$110,007,125	\$118,356,909	-7.1%	\$287,200,280	\$329,281,378	-12.8%
Active Listing Count	627	925	-32.2%	N/A	N/A	
Active Listing Volume	\$413,461,518	\$524,116,112	-21.1%	N/A	N/A	
Median Listing Price	\$425,000	\$355,000	+19.7%	\$397,363	\$364,419	+9%
Median Listing Price per Sq Ft	\$193	\$172	+12.2%	\$189	\$173	+9.2%
Months of Inventory	7	7.4	-5.9%	6.5	10.3	-36.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	203	167	+21.6%	638	651	-2%
New Pending Sales Volume	\$73,302,900	\$47,952,378	+52.9%	\$200,427,908	\$188,648,131	+6.2%
Pending Sales Count	282	218	+29.4%	N/A	N/A	
Pending Sales Volume	\$93,697,600	\$66,916,395	+40%	N/A	N/A	
Closed Sales Count	84	133	-36.8%	436	474	-8%
Closed Sales Volume	\$22,927,825	\$37,095,750	-38.2%	\$132,059,875	\$129,761,279	+1.8%
Median Sales Price	\$199,200	\$225,000	-11.5%	\$214,646	\$211,274	+1.6%

## 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, Single Family Residence



Month/Year	Count	% Chg.
May '20	260	-12.5%
May '19	297	9.2%
May '18	272	9.6%

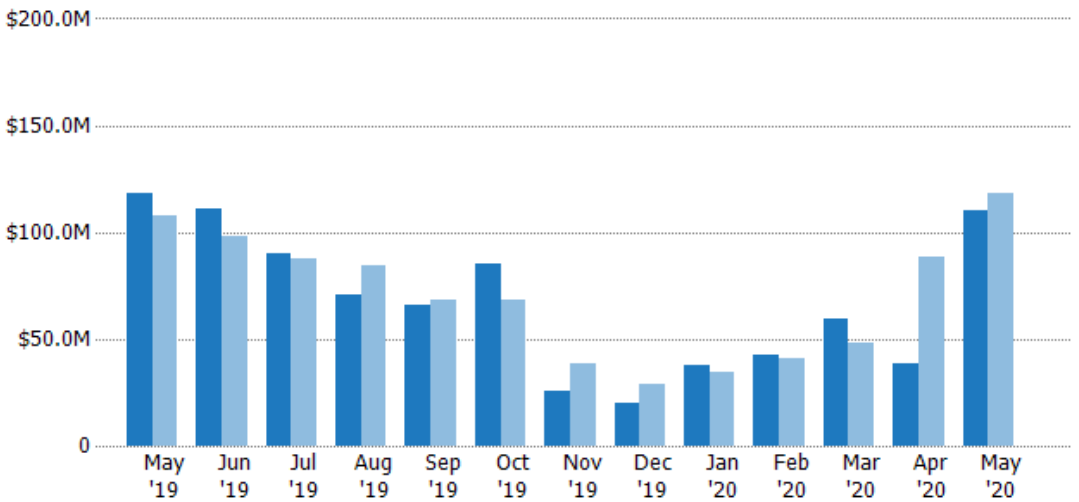
Current Year	297	282	239	214	191	169	97	64	100	119	145	95	260
Prior Year	272	269	251	222	172	174	112	66	116	121	150	219	297
Percent Change from Prior Year	9%	5%	-5%	-4%	11%	-3%	-13%	-3%	-14%	-2%	-3%	-57%	-12%

## 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, Single Family Residence



Month/Year	Volume	% Chg.
May '20	\$110M	-7.1%
May '19	\$118M	9.6%
May '18	\$108M	5.7%

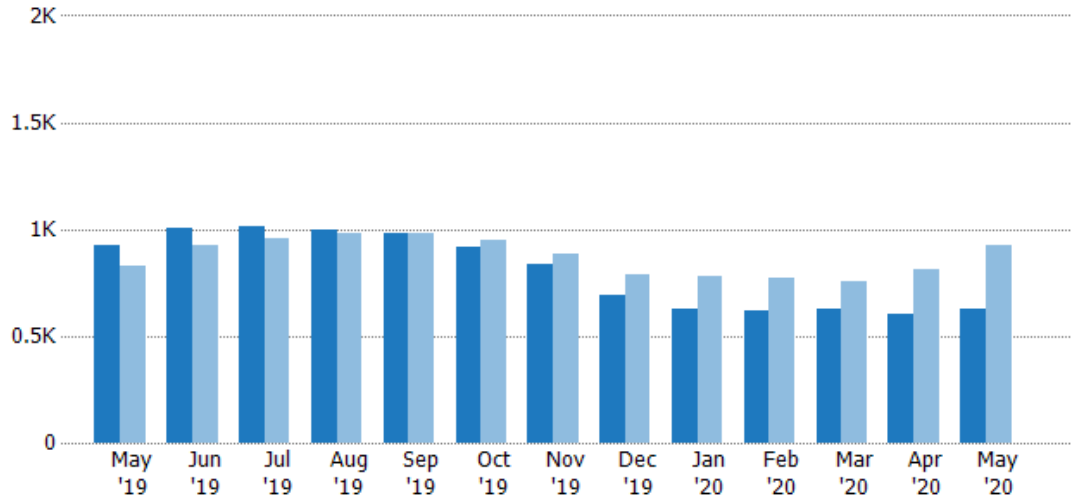
Current Year	\$118M	\$111M	\$90.1M	\$70.9M	\$65.9M	\$85.5M	\$25.6M	\$19.8M	\$37.3M	\$42.2M	\$59.3M	\$38.4M	\$110M
Prior Year	\$108M	\$98.4M	\$87.4M	\$84.7M	\$68.2M	\$68.1M	\$38.6M	\$28.7M	\$34.3M	\$40.6M	\$47.8M	\$88.2M	\$118M
Percent Change from Prior Year	10%	13%	3%	-16%	-3%	26%	-33%	-31%	9%	4%	24%	-56%	-7%

## 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, Single Family Residence



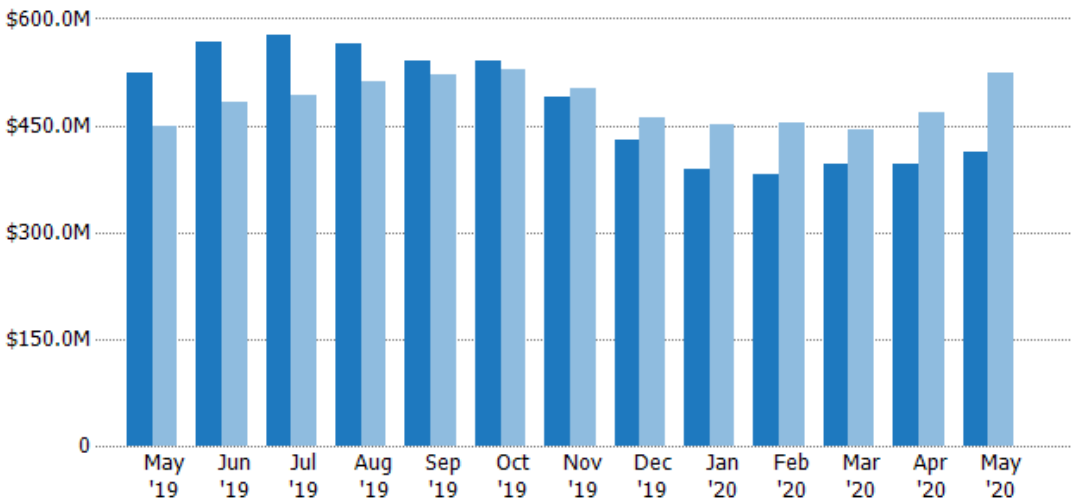
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	925	1.01K	1.01K	993	981	914	836	694	630	619	624	600	627
Prior Year	826	926	958	978	977	952	886	787	783	774	752	811	925
Percent Change from Prior Year	12%	9%	6%	2%	0%	-4%	-6%	-12%	-20%	-20%	-17%	-26%	-32%

## 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, Single Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$524M	\$566M	\$576M	\$565M	\$540M	\$542M	\$491M	\$429M	\$389M	\$381M	\$396M	\$396M	\$413M
Prior Year	\$449M	\$483M	\$493M	\$513M	\$522M	\$528M	\$502M	\$460M	\$450M	\$454M	\$444M	\$468M	\$524M
Percent Change from Prior Year	17%	17%	17%	10%	4%	2%	-2%	-7%	-14%	-16%	-11%	-15%	-21%

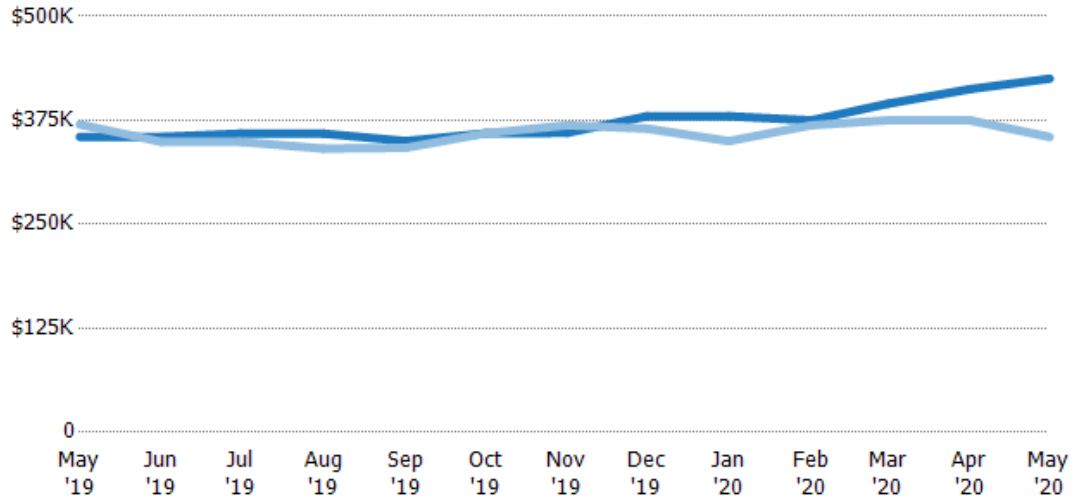
## Median Listing Price

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, Single Family Residence

Month/Year	Price	% Chg.
May '20	\$425K	19.7%
May '19	\$355K	-4%
May '18	\$370K	-11.1%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$355K	\$355K	\$359K	\$359K	\$350K	\$359K	\$360K	\$380K	\$380K	\$375K	\$395K	\$413K	\$425K
Prior Year	\$370K	\$349K	\$349K	\$341K	\$342K	\$359K	\$369K	\$365K	\$350K	\$369K	\$375K	\$375K	\$355K
Percent Change from Prior Year	-4%	2%	3%	5%	2%	0%	-2%	4%	9%	2%	5%	10%	20%

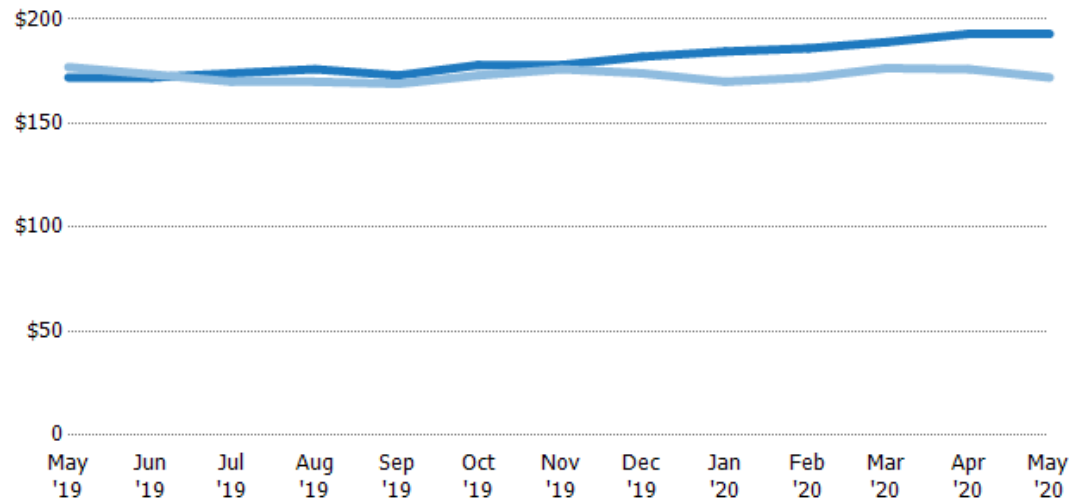
## Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market 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, Single Family Residence

Month/Year	Price/sq ft	% Chg.
May '20	\$193	12.2%
May '19	\$172	-2.8%
May '18	\$177	-7.3%



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$172	\$172	\$174	\$176	\$173	\$178	\$178	\$182	\$185	\$186	\$189	\$193	\$193
Prior Year	\$177	\$174	\$170	\$170	\$169	\$173	\$176	\$174	\$170	\$172	\$177	\$176	\$172
Percent Change from Prior Year	-3%	-1%	2%	4%	2%	3%	1%	5%	9%	8%	7%	10%	12%

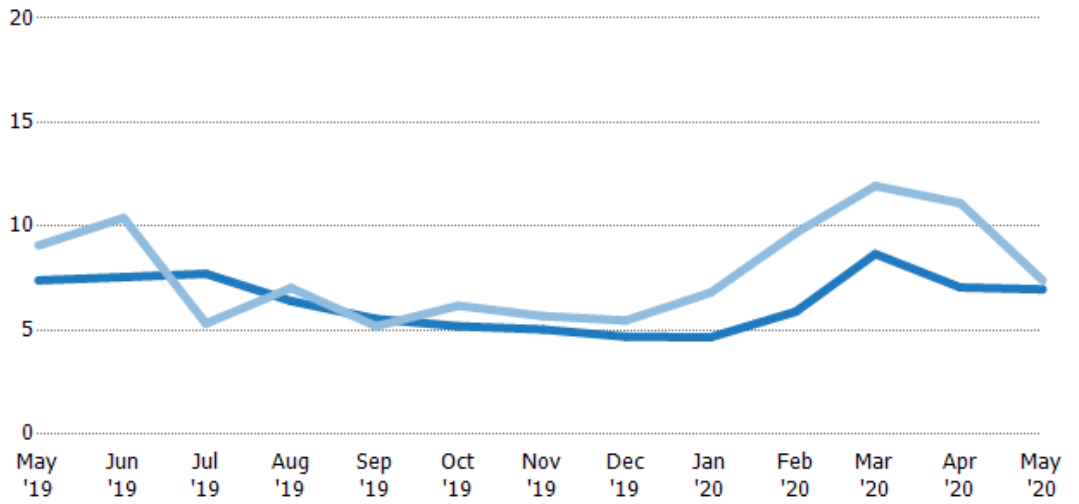
## Months of Inventory

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, Single Family Residence

Month/Year	Months	% Chg.
May '20	6.97	-5.9%
May '19	7.4	-18.5%
May '18	9.08	18.7%



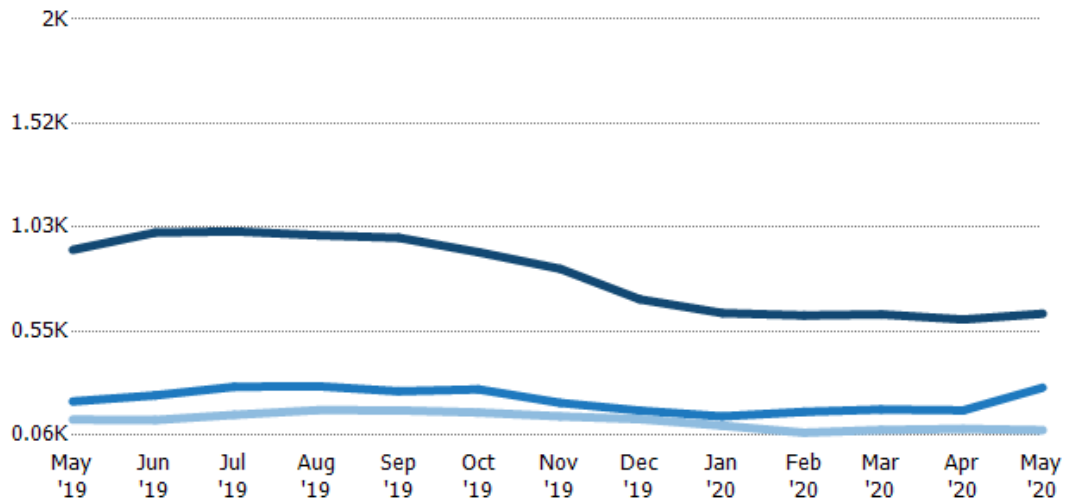
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	7.4	7.56	7.22	6.41	5.54	5.19	5.04	4.69	4.67	5.9	8.67	7.06	6.97
Prior Year	9.08	10.4	5.32	7.04	5.2	6.18	5.68	5.47	6.81	9.68	11.9	11.1	7.4
Percent Change from Prior Year	-18%	-27%	45%	-9%	7%	-16%	-11%	-14%	-31%	-39%	-27%	-36%	-6%

## 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, Single Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Active	925	1.01K	1.01K	993	981	914	836	694	630	619	624	600	627
Pending	218	246	286	289	265	274	211	175	148	169	180	176	282
Sold	133	131	155	177	176	166	148	135	105	72	85	90	84



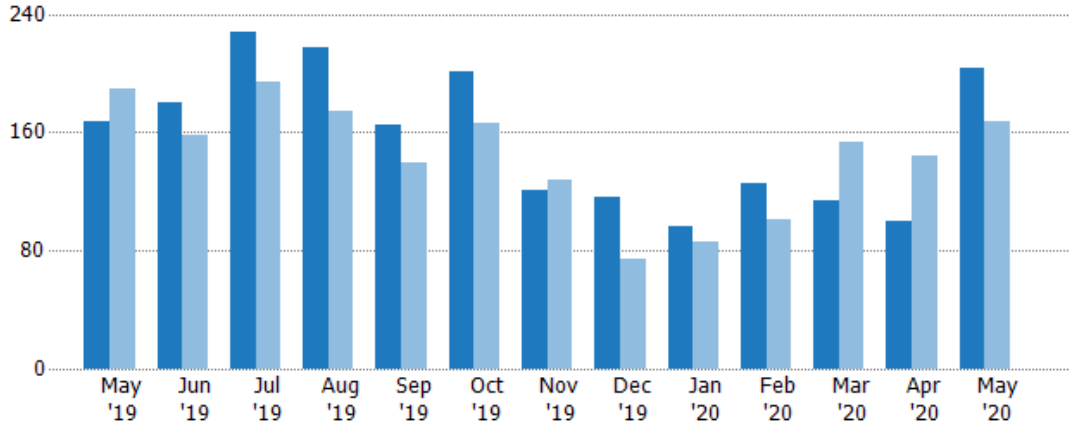
## New Pending Sales

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, Single Family Residence

Month/Year	Count	% Chg.
May '20	203	21.6%
May '19	167	-12.1%
May '18	190	-23.2%



Current Year	167	180	228	217	165	201	121	116	96	125	114	100	203
Prior Year	190	158	194	174	139	166	128	74	86	101	153	144	167
Percent Change from Prior Year	-12%	14%	18%	25%	19%	21%	-5%	57%	12%	24%	-25%	-31%	22%

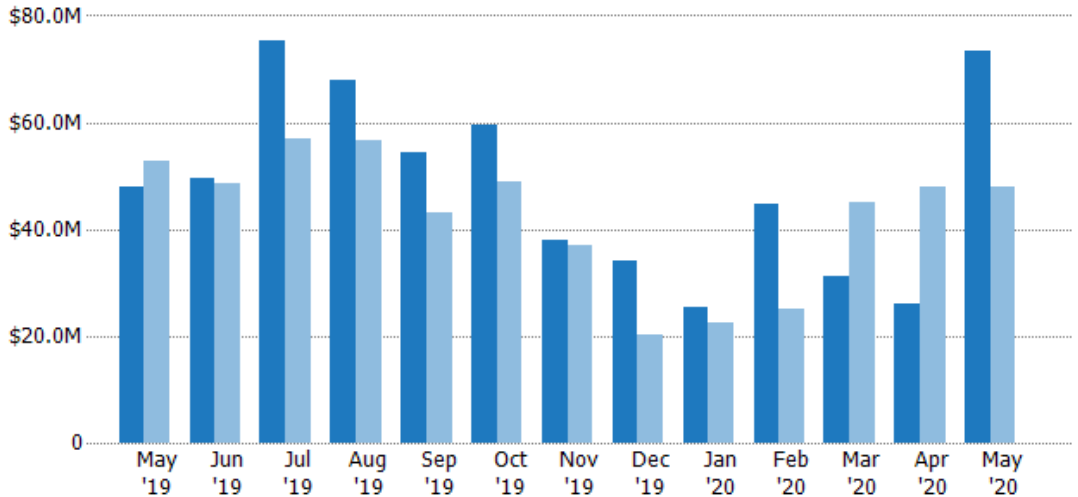
## New Pending Sales Volume

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, Single Family Residence

Month/Year	Volume	% Chg.
May '20	\$73.3M	52.9%
May '19	\$48M	-9.3%
May '18	\$52.9M	-30.6%



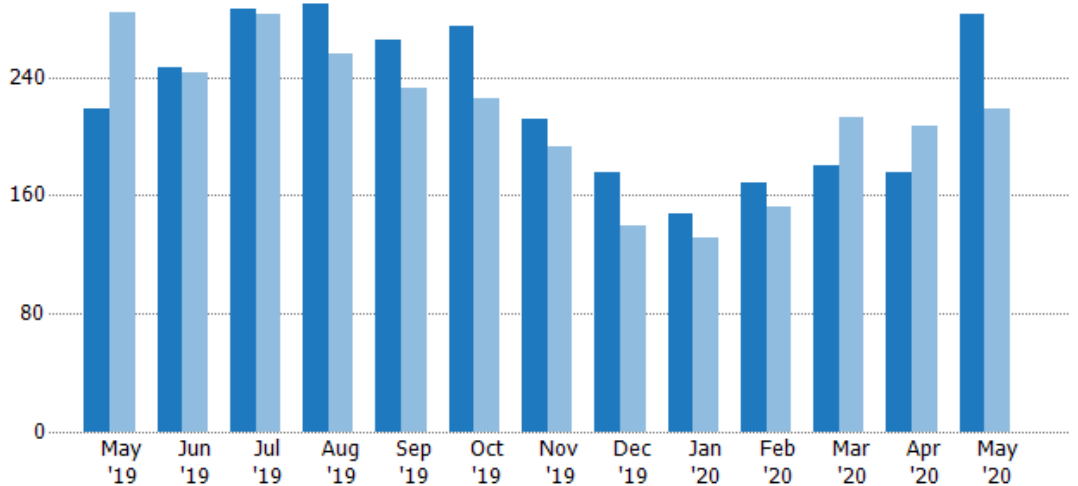
Current Year	\$48M	\$49.6M	\$75.3M	\$68M	\$54.3M	\$59.4M	\$37.9M	\$34M	\$25.3M	\$44.6M	\$31.2M	\$26M	\$73.3M
Prior Year	\$52.9M	\$48.4M	\$56.9M	\$56.7M	\$43.2M	\$48.9M	\$37.1M	\$20.4M	\$22.5M	\$25.1M	\$45.1M	\$47.9M	\$48M
Percent Change from Prior Year	-9%	2%	32%	20%	26%	21%	2%	67%	12%	78%	-31%	-46%	53%

## 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, Single Family Residence



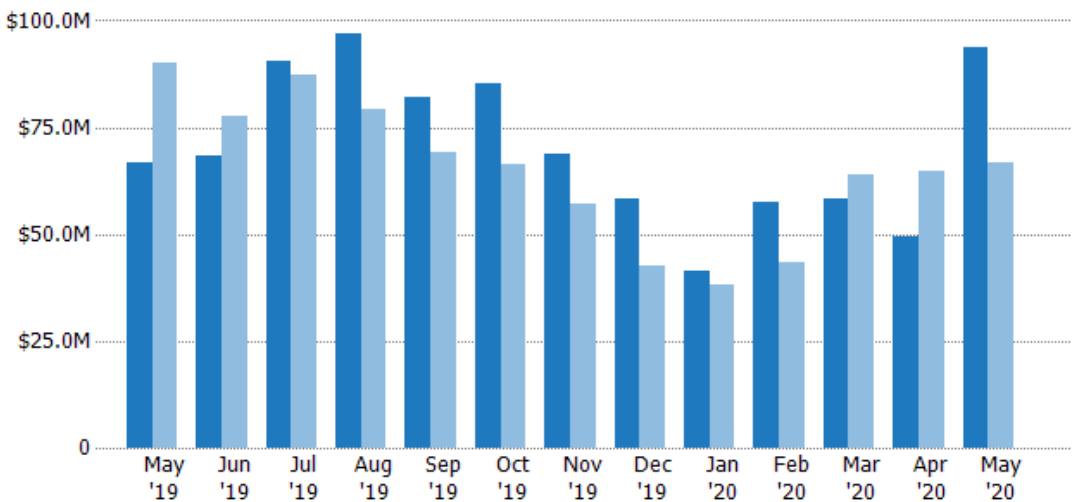
	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	218	246	286	289	265	274	211	175	148	169	180	176	282
Prior Year	284	243	283	256	233	225	193	140	131	152	213	207	218
Percent Change from Prior Year	-23%	1%	1%	13%	14%	22%	9%	25%	13%	11%	-15%	-15%	29%

## 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, Single Family Residence



	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20
Current Year	\$66.9M	\$68.5M	\$90.7M	\$97.1M	\$81.9M	\$85.2M	\$69M	\$58.3M	\$41.3M	\$57.3M	\$58.4M	\$49.6M	\$93.7M
Prior Year	\$90M	\$77.7M	\$87.4M	\$79.2M	\$69.3M	\$66.3M	\$57.2M	\$42.7M	\$38M	\$43.5M	\$64.1M	\$64.7M	\$66.9M
Percent Change from Prior Year	-26%	-12%	4%	23%	18%	28%	21%	36%	9%	32%	-9%	-23%	40%

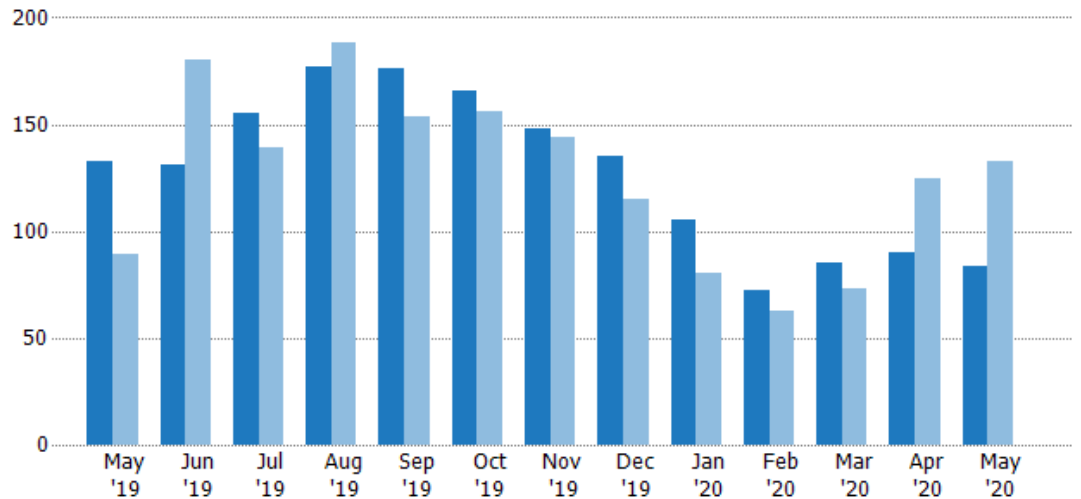
## Closed Sales

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, Single Family Residence

Month/Year	Count	% Chg.
May '20	84	-36.8%
May '19	133	49.4%
May '18	89	30.3%



Current Year	133	131	155	177	176	166	148	135	105	72	85	90	84
Prior Year	89	180	139	188	154	156	144	115	80	63	73	125	133
Percent Change from Prior Year	49%	-27%	12%	-6%	14%	6%	3%	17%	31%	14%	16%	-28%	-37%

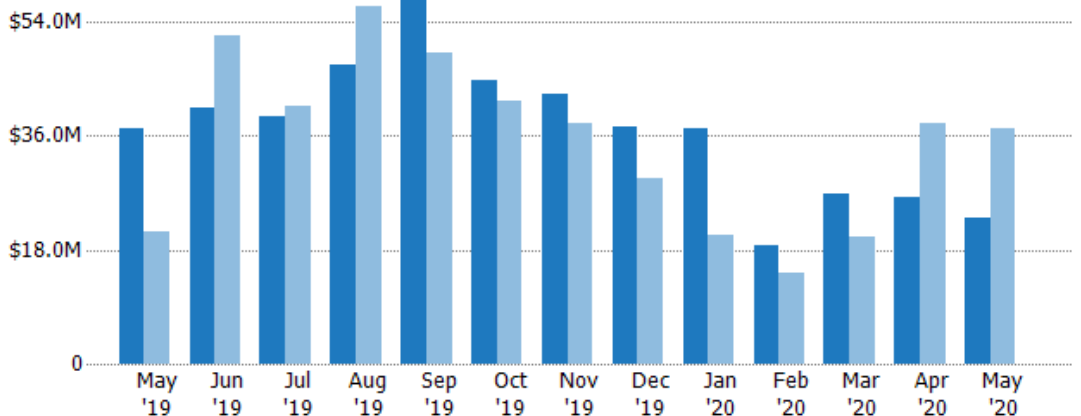
## Closed Sales Volume

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, Single Family Residence

Month/Year	Volume	% Chg.
May '20	\$22.9M	-38.2%
May '19	\$37.1M	76.8%
May '18	\$21M	50.8%



Current Year	\$37.1M	\$40.3M	\$39.1M	\$47.3M	\$63.1M	\$44.9M	\$42.6M	\$37.4M	\$37.3M	\$18.7M	\$27M	\$26.3M	\$22.9M
Prior Year	\$21M	\$51.9M	\$40.8M	\$56.3M	\$49.1M	\$41.4M	\$37.9M	\$29.3M	\$20.2M	\$14.5M	\$19.9M	\$38M	\$37.1M
Percent Change from Prior Year	77%	-22%	-4%	-16%	28%	8%	12%	28%	84%	29%	35%	-31%	-38%



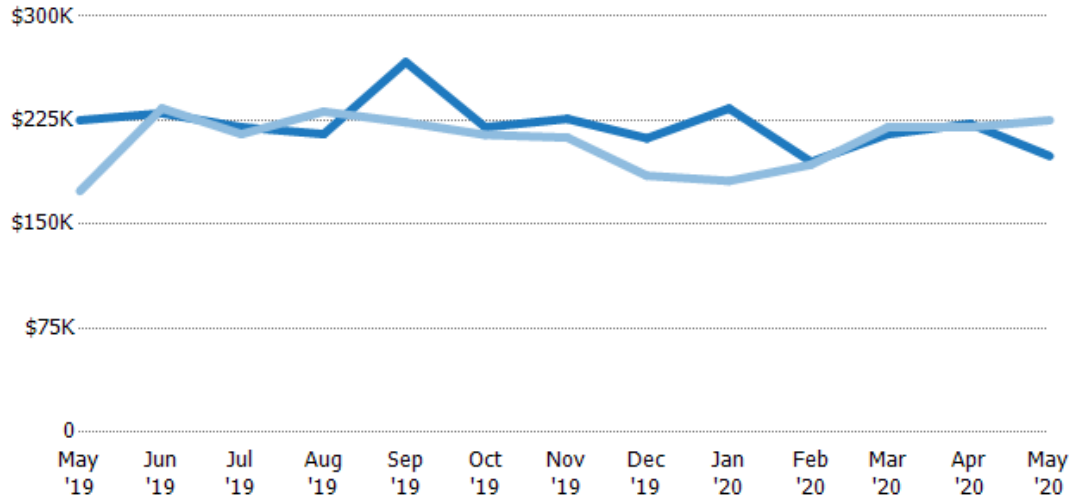
## Median Sales Price

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, Single Family Residence

Month/Year	Price	% Chg.
May '20	\$199K	-11.5%
May '19	\$225K	29.4%
May '18	\$174K	4.2%



Current Year	\$225K	\$230K	\$220K	\$215K	\$267K	\$220K	\$226K	\$212K	\$234K	\$195K	\$215K	\$222K	\$199K
Prior Year	\$174K	\$234K	\$215K	\$231K	\$224K	\$215K	\$213K	\$185K	\$181K	\$193K	\$220K	\$220K	\$225K
Percent Change from Prior Year	29%	-2%	2%	-7%	19%	3%	6%	15%	29%	1%	-2%	1%	-11%

## Listing Activity by ZIP

May 2020

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
01012	1	\$355,000	\$355,000	\$355,000	\$142	\$142		
01026	2	\$3,600,000	\$1,800,000	\$1,800,000	\$339	\$339		
01034	4	\$2,494,800	\$623,700	\$597,450	\$268	\$268	4	25.00%
01060	2	\$2,094,000	\$1,047,000	\$1,047,000	\$285	\$285		
01062	1	\$1,800,000	\$1,800,000	\$1,800,000	\$282	\$282		
01070	2	\$1,044,000	\$522,000	\$522,000	\$421	\$421		
01077	1	\$535,000	\$535,000	\$535,000	\$169	\$169		
01201	99	\$28,097,525	\$283,813	\$214,900	\$141	\$136	4	26.26%
01220	9	\$1,480,900	\$164,544	\$145,000	\$96	\$97	3	33.33%
01222	3	\$2,694,000	\$898,000	\$900,000	\$250	\$261		
01223	30	\$9,750,660	\$325,022	\$280,000	\$172	\$173	6	16.66%
01225	9	\$2,701,600	\$300,178	\$329,900	\$178	\$143		
01226	16	\$6,579,300	\$411,206	\$367,250	\$138	\$129	3	31.25%
01230	118	\$111,759,289	\$947,113	\$749,000	\$293	\$264	24	4.23%
01235	7	\$3,248,500	\$464,071	\$274,900	\$163	\$181	7	14.28%
01236	4	\$3,141,000	\$785,250	\$285,500	\$296	\$234		
01237	25	\$9,121,300	\$364,852	\$269,900	\$176	\$162	6	16.00%
01238	29	\$13,347,500	\$460,259	\$354,900	\$189	\$172	6	17.24%
01240	49	\$46,753,944	\$954,162	\$695,000	\$277	\$220	12	8.16%
01243	3	\$989,700	\$329,900	\$289,900	\$199	\$122	3	33.33%
01244	2	\$708,000	\$354,000	\$354,000	\$219	\$219		
01245	23	\$16,907,600	\$735,113	\$549,000	\$357	\$281		
01247	29	\$5,647,900	\$194,755	\$139,000	\$87	\$81	2	41.37%
01253	24	\$14,076,100	\$586,504	\$444,000	\$271	\$207	6	16.66%
01254	14	\$9,609,300	\$686,379	\$557,450	\$269	\$270	7	14.28%
01255	8	\$3,669,500	\$458,688	\$363,000	\$185	\$181	8	12.50%
01256	3	\$704,000	\$234,667	\$325,000	\$123	\$154		
01257	14	\$23,172,500	\$1,655,179	\$464,500	\$342	\$223	7	14.28%
01258	10	\$6,197,000	\$619,700	\$575,000	\$227	\$260	10	10.00%
01259	9	\$4,080,900	\$453,433	\$419,000	\$228	\$235		
01262	33	\$34,506,100	\$1,045,639	\$499,000	\$317	\$250	33	3.03%
01264	7	\$5,914,000	\$844,857	\$450,000	\$322	\$306		
01266	20	\$20,833,800	\$1,041,690	\$634,500	\$277	\$238		
01267	36	\$30,570,900	\$849,192	\$718,750	\$246	\$216	36	2.77%
01270	3	\$793,900	\$264,633	\$209,900	\$167	\$152	3	33.33%
01330	1	\$750,000	\$750,000	\$750,000	\$339	\$339		
01339	1	\$2,600,000	\$2,600,000	\$2,600,000	\$501	\$501		
01367	1	\$229,000	\$229,000	\$229,000	\$176	\$176		

Continues on next page →

## Listing Activity by ZIP

May 2020

← Continued from previous page

ZIP	Listings (Month End)	Listing Volume (Month End)	Avg Listing Price	Median Listing Price	Avg Listing Price per Sq Ft	Median Listing Price per Sq Ft	Months of Inventory	Absorption Rate %
05201	1	\$89,900	\$89,900	\$89,900	\$36	\$36		
05261	4	\$1,786,900	\$446,725	\$374,450	\$148	\$80	4	25.00%
05350	3	\$654,300	\$218,100	\$214,500	\$151	\$151		
05352	3	\$1,249,000	\$416,333	\$475,000	\$193	\$213		
06068	1	\$1,175,000	\$1,175,000	\$1,175,000	\$506	\$506		
12017	2	\$2,415,000	\$1,207,500	\$1,207,500	\$256	\$256		
12018	1	\$385,000	\$385,000	\$385,000	\$164	\$164		
12029	6	\$3,139,000	\$523,167	\$537,000	\$214	\$208	2	50.00%
12037	1	\$619,000	\$619,000	\$619,000	\$290	\$290		
12075	2	\$4,550,000	\$2,275,000	\$2,275,000	\$521	\$521		
12082	1	\$499,000	\$499,000	\$499,000	\$191	\$191		
12106	3	\$3,196,000	\$1,065,333	\$699,000	\$269	\$258		
12125	2	\$1,990,000	\$995,000	\$995,000	\$215	\$215		
12136	1	\$399,000	\$399,000	\$399,000	\$126	\$126		
12173	1	\$550,000	\$550,000	\$550,000	\$183	\$183		
12502	4	\$4,345,000	\$1,086,250	\$960,000	\$366	\$238		
12516	3	\$654,899	\$218,300	\$199,999	\$198	\$209	3	33.33%
12521	2	\$1,799,900	\$899,950	\$899,950	\$395	\$395		
12529	1	\$7,200,000	\$7,200,000	\$7,200,000	\$1,330	\$1,330		
Other	3	\$10,590,000	\$3,530,000	\$3,995,000	\$566	\$594		