



Berkshire County Real Estate Report



Market WATCH ↑ June 2020

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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	216	275	-21.5%	862	1,079	-20.1%
New Listing Volume	\$93,100,029	\$108,198,910	-14%	\$346,367,915	\$402,752,090	-14%
Active Listing Count	526	905	-41.9%	N/A	N/A	
Active Listing Volume	\$379,473,468	\$524,640,457	-27.7%	N/A	N/A	
Median Listing Price	\$455,000	\$355,000	+28.2%	\$399,435	\$362,099	+10.3%
Months of Inventory	6.5	7.7	-16%	6.1	8.7	-30.3%
Sales Activity Charts Metrics						
New Pending Sales Count	249	163	+52.8%	843	757	+11.4%
New Pending Sales Volume	\$99,311,381	\$45,086,163	+120.3%	\$283,016,989	\$215,806,324	+31.1%
Pending Sales Count	360	223	+61.4%	N/A	N/A	
Pending Sales Volume	\$129,619,881	\$58,197,042	+122.7%	N/A	N/A	
Closed Sales Count	122	123	-0.8%	527	556	-5.2%
Closed Sales Volume	\$43,043,181	\$37,735,958	+14.1%	\$161,006,373	\$156,225,437	+3.1%
Median Sales Price	\$251,000	\$230,000	+9.1%	\$219,572	\$215,762	+1.8%
Distressed Charts Metrics						
Distressed Listing Count	4	9	-55.6%	N/A	N/A	

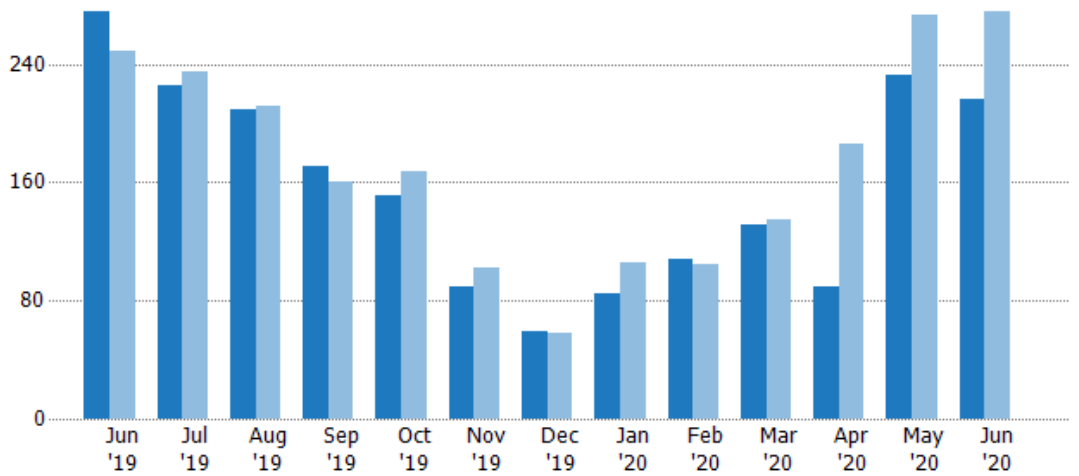
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Jun '20	216	-21.5%
Jun '19	275	10.4%
Jun '18	249	-3.2%



Current Year	275	226	209	171	151	89	59	85	108	131	89	233	216
Prior Year	249	235	212	160	167	102	58	106	104	135	186	273	275
Percent Change from Prior Year	10%	-4%	-1%	7%	-10%	-13%	2%	-20%	4%	-3%	-52%	-15%	-21%

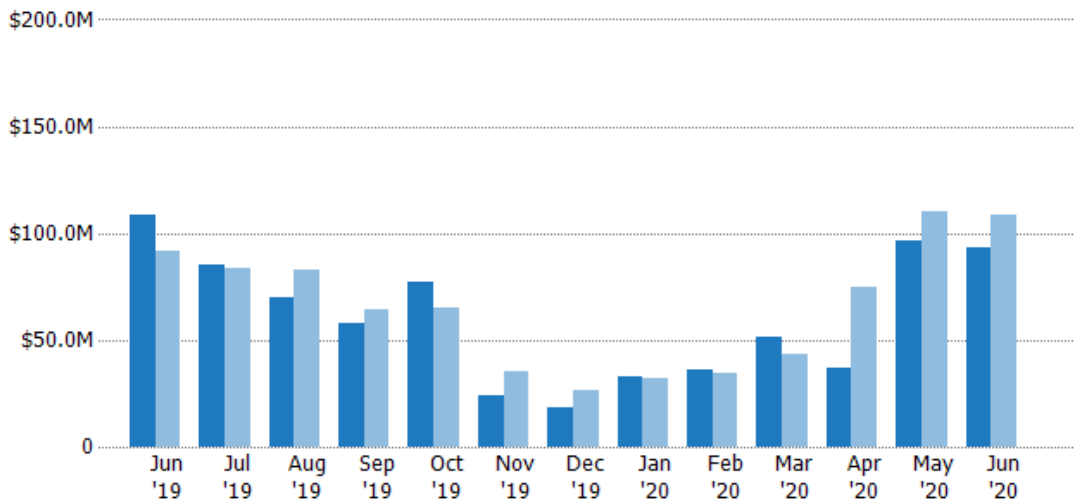
New Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$93.1M	-14%
Jun '19	\$108M	18.1%
Jun '18	\$91.6M	2.5%



Current Year	\$108M	\$84.9M	\$69.7M	\$57.5M	\$76.9M	\$24.1M	\$18.2M	\$33.2M	\$36.1M	\$51M	\$36.6M	\$96.4M	\$93.1M
Prior Year	\$91.6M	\$83.8M	\$82.5M	\$64.4M	\$64.8M	\$35.6M	\$26.4M	\$31.7M	\$34.8M	\$43.2M	\$74.4M	\$110M	\$108M
Percent Change from Prior Year	18%	1%	-15%	-11%	19%	-32%	-31%	5%	4%	18%	-51%	-13%	-14%

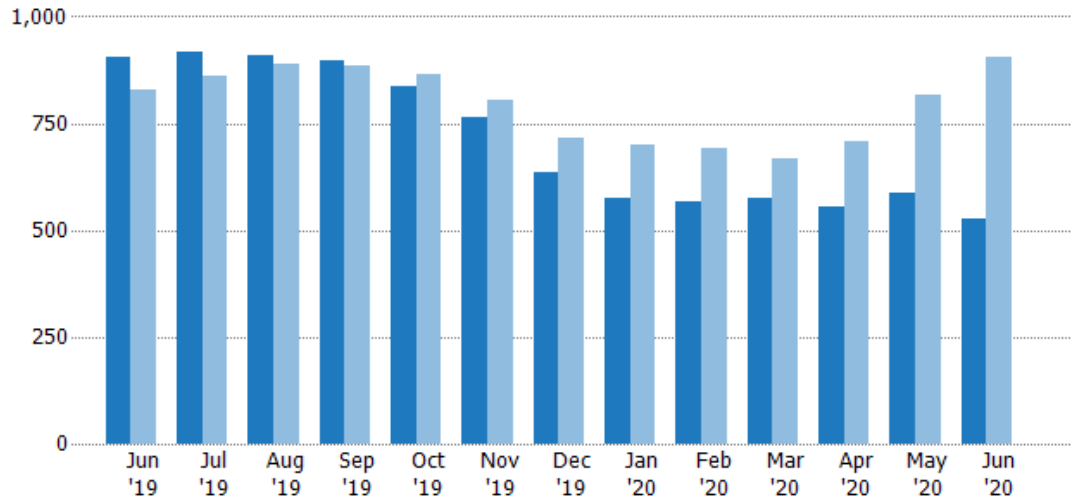
Active Listings

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

Month/Year	Count	% Chg.
Jun '20	526	-41.9%
Jun '19	905	9.2%
Jun '18	829	4.9%



Current Year	905	917	910	896	835	765	637	574	565	574	555	586	526
Prior Year	829	859	890	883	865	806	715	700	693	668	708	817	905
Percent Change from Prior Year	9%	7%	2%	1%	-3%	-5%	-11%	-18%	-18%	-14%	-22%	-28%	-42%

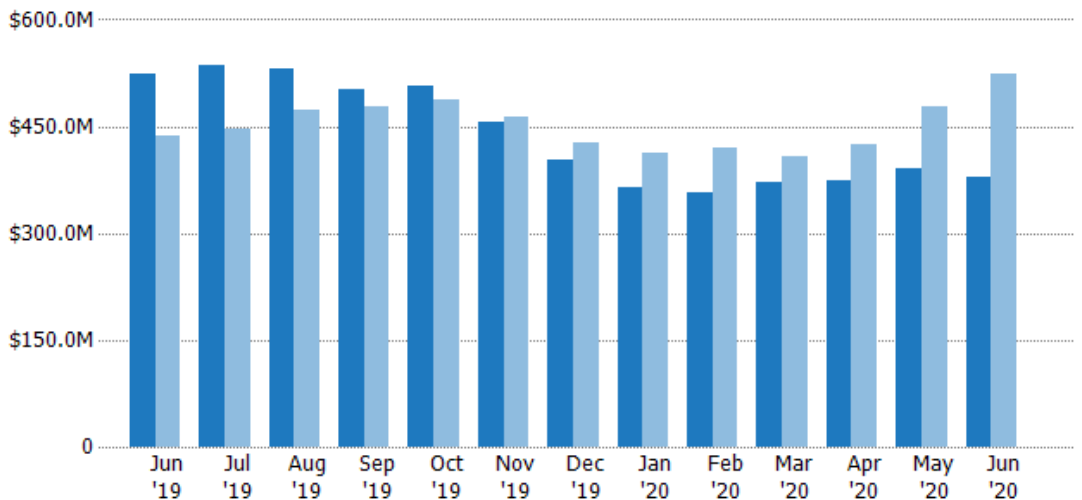
Active Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$379M	-27.7%
Jun '19	\$525M	20.1%
Jun '18	\$437M	4.6%



Current Year	\$525M	\$535M	\$531M	\$502M	\$507M	\$457M	\$403M	\$364M	\$356M	\$372M	\$374M	\$390M	\$379M
Prior Year	\$437M	\$446M	\$472M	\$479M	\$488M	\$464M	\$427M	\$414M	\$419M	\$408M	\$424M	\$479M	\$525M
Percent Change from Prior Year	20%	20%	12%	5%	4%	-2%	-6%	-12%	-15%	-9%	-12%	-18%	-28%

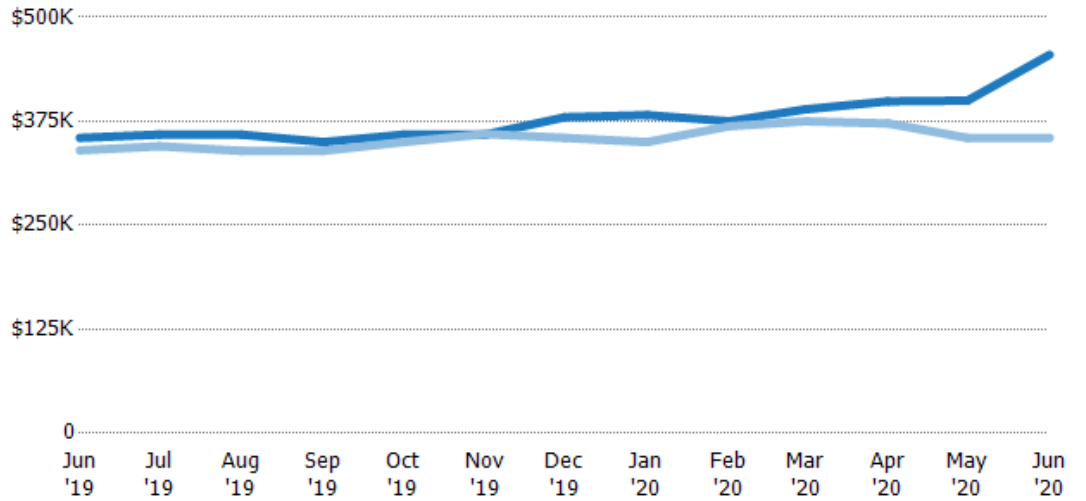
Median Listing Price

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: Single Family Residence

Month/Year	Price	% Chg.
Jun '20	\$455K	28.2%
Jun '19	\$355K	4.4%
Jun '18	\$340K	-3.1%



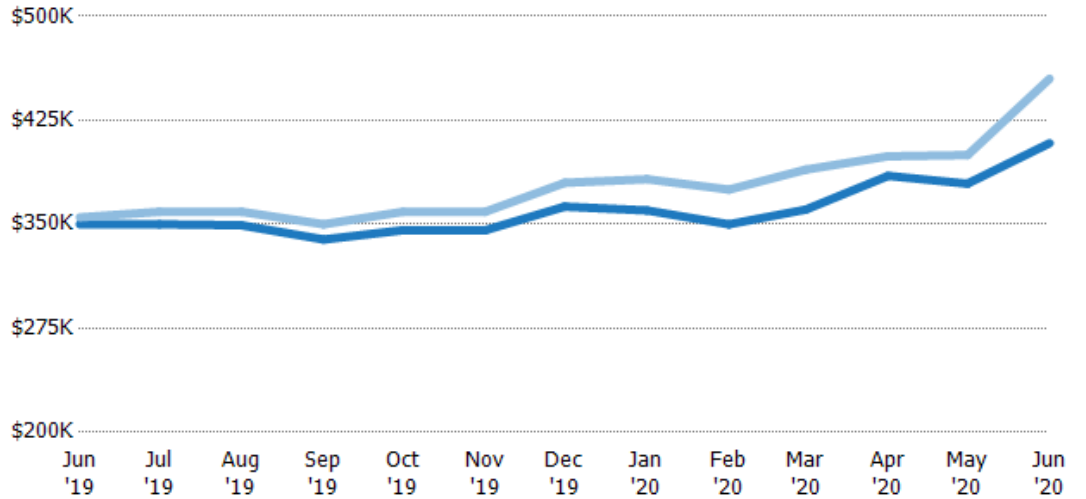
Current Year	\$355K	\$359K	\$359K	\$350K	\$359K	\$359K	\$380K	\$383K	\$375K	\$389K	\$399K	\$400K	\$455K
Prior Year	\$340K	\$345K	\$339K	\$340K	\$350K	\$360K	\$355K	\$350K	\$369K	\$375K	\$372K	\$355K	\$355K
Percent Change from Prior Year	4%	4%	6%	3%	3%	0%	7%	9%	2%	4%	7%	13%	28%

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



Median Est Value	\$350K	\$350K	\$349K	\$339K	\$346K	\$346K	\$363K	\$360K	\$350K	\$361K	\$385K	\$379K	\$409K
Median Listing Price	\$355K	\$359K	\$359K	\$350K	\$359K	\$359K	\$380K	\$383K	\$375K	\$389K	\$399K	\$400K	\$455K
Med Listing Price as a % of Med Est Value	101%	103%	103%	103%	104%	104%	105%	106%	107%	108%	104%	105%	111%

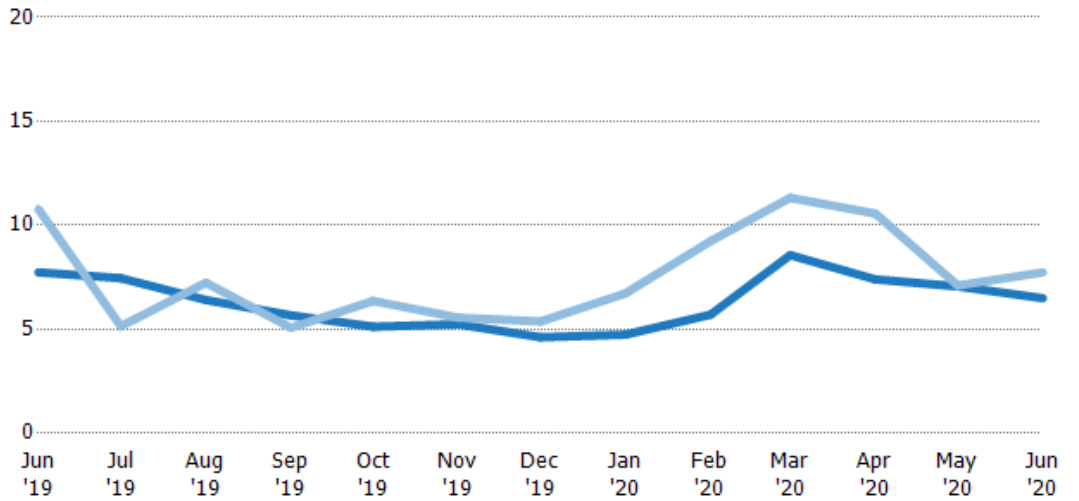
Months of Inventory

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

Month/Year	Months	% Chg.
Jun '20	6.49	-16%
Jun '19	7.74	-28.2%
Jun '18	10.8	-20%



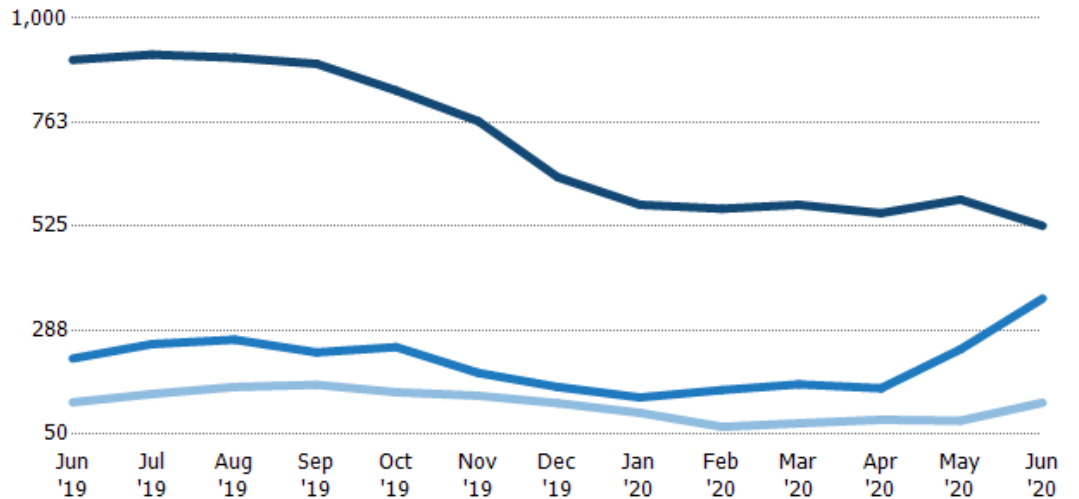
Current Year	7.74	7.46	6.41	5.67	5.12	5.24	4.62	4.74	5.71	8.57	7.4	7.06	6.49
Prior Year	10.8	5.14	7.24	5.07	6.36	5.56	5.38	6.73	9.24	11.3	10.6	7.1	7.74
Percent Change from Prior Year	-28%	45%	-11%	12%	-19%	-6%	-14%	-30%	-38%	-24%	-30%	-1%	-16%

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: Single Family Residence



Active	905	917	910	896	835	765	637	574	565	574	555	586	526
Pending	223	256	266	237	249	190	158	134	151	164	155	244	360
Sold	123	142	158	163	146	138	121	99	67	75	83	81	122

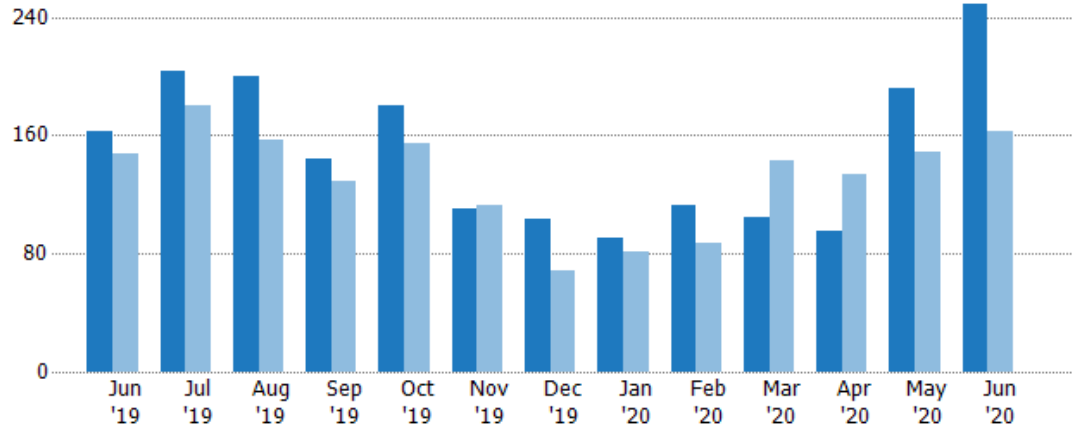
New Pending Sales

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

Month/Year	Count	% Chg.
Jun '20	249	52.8%
Jun '19	163	10.9%
Jun '18	147	6.8%



Current Year	163	204	200	144	180	110	103	90	113	104	95	192	249
Prior Year	147	180	157	129	154	113	69	81	87	143	134	149	163
Percent Change from Prior Year	11%	13%	27%	12%	17%	-3%	49%	11%	30%	-27%	-29%	29%	53%

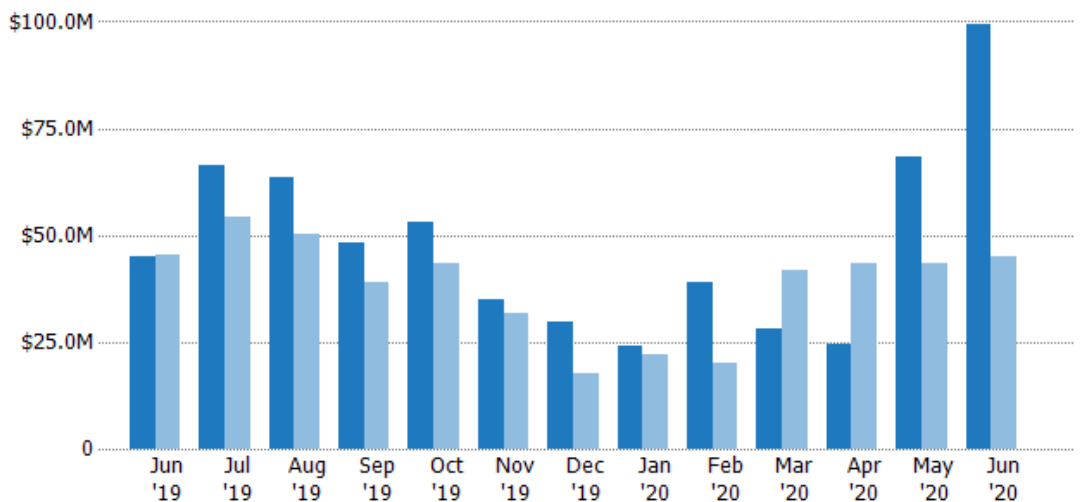
New Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$99.3M	120.3%
Jun '19	\$45.1M	-0.4%
Jun '18	\$45.3M	-8.1%



Current Year	\$45.1M	\$66.2M	\$63.5M	\$48.3M	\$53.2M	\$34.9M	\$29.8M	\$23.9M	\$38.9M	\$27.9M	\$24.6M	\$68.4M	\$99.3M
Prior Year	\$45.3M	\$54.2M	\$50.4M	\$39M	\$43.2M	\$31.6M	\$17.8M	\$21.9M	\$20M	\$41.9M	\$43.6M	\$43.4M	\$45.1M
Percent Change from Prior Year	0%	22%	26%	24%	23%	10%	67%	9%	95%	-33%	-44%	58%	120%

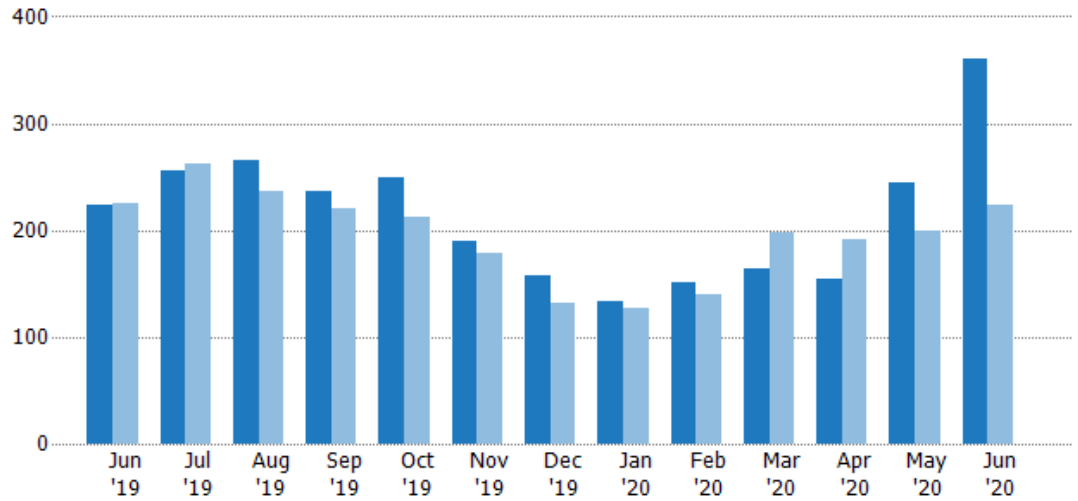
Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	360	61.4%
Jun '19	223	-0.9%
Jun '18	225	6.2%



Current Year	223	256	266	237	249	190	158	134	151	164	155	244	360
Prior Year	225	263	236	220	212	179	131	127	140	198	192	200	223
Percent Change from Prior Year	-1%	-3%	13%	8%	17%	6%	21%	6%	8%	-17%	-19%	22%	61%

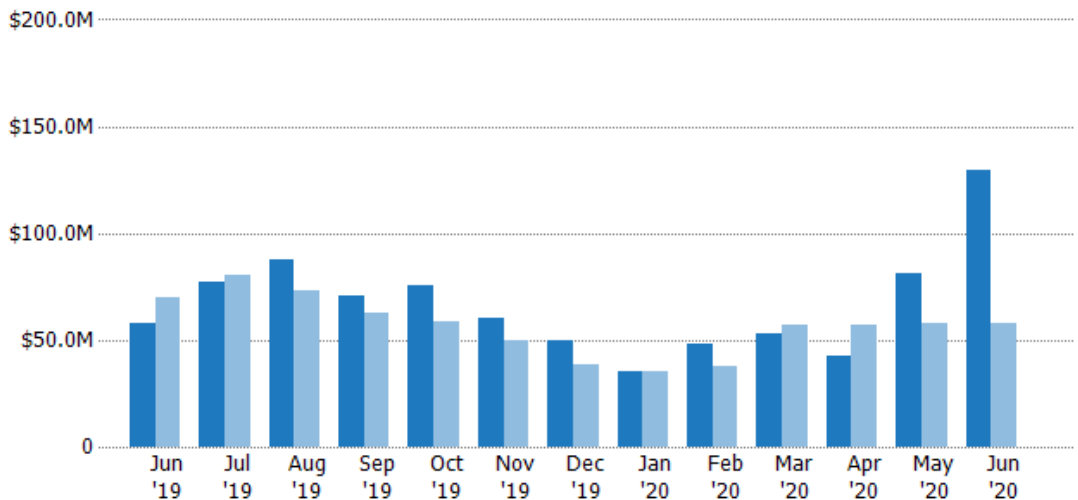
Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$130M	122.7%
Jun '19	\$58.2M	-16.4%
Jun '18	\$69.6M	-7.4%



Current Year	\$58.2M	\$77.4M	\$87.8M	\$70.9M	\$75.4M	\$60.5M	\$49.7M	\$35.3M	\$48.6M	\$52.9M	\$42.7M	\$80.8M	\$130M
Prior Year	\$69.6M	\$80.7M	\$73.1M	\$62.8M	\$58.4M	\$49.5M	\$38.2M	\$35.2M	\$37.9M	\$57.1M	\$56.9M	\$57.5M	\$58.2M
Percent Change from Prior Year	-16%	-4%	20%	13%	29%	22%	30%	0%	28%	-7%	-25%	40%	123%

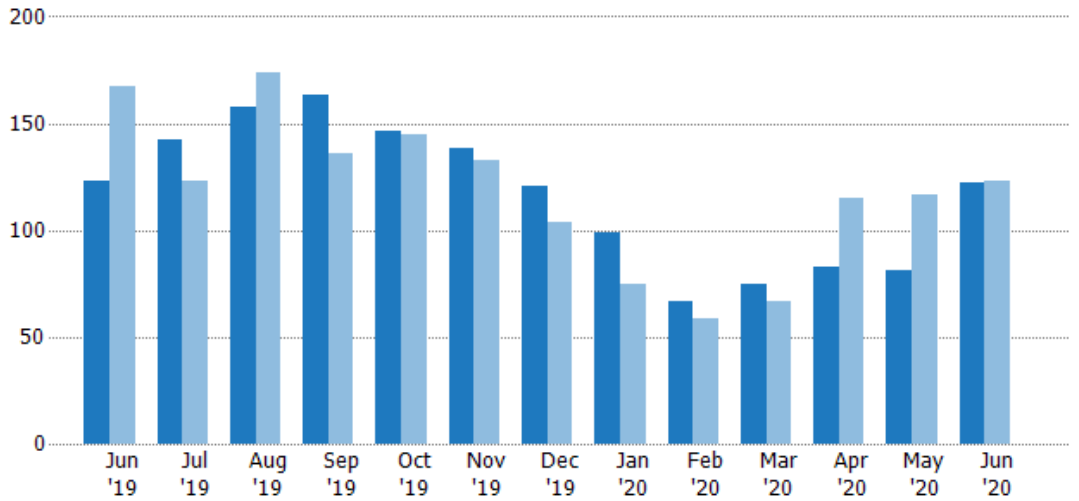
Closed Sales

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

Month/Year	Count	% Chg.
Jun '20	122	-0.8%
Jun '19	123	-26.3%
Jun '18	167	-28.1%



Current Year	123	142	158	163	146	138	121	99	67	75	83	81	122
Prior Year	167	123	174	136	145	133	104	75	59	67	115	117	123
Percent Change from Prior Year	-26%	15%	-9%	20%	1%	4%	16%	32%	14%	12%	-28%	-31%	-1%

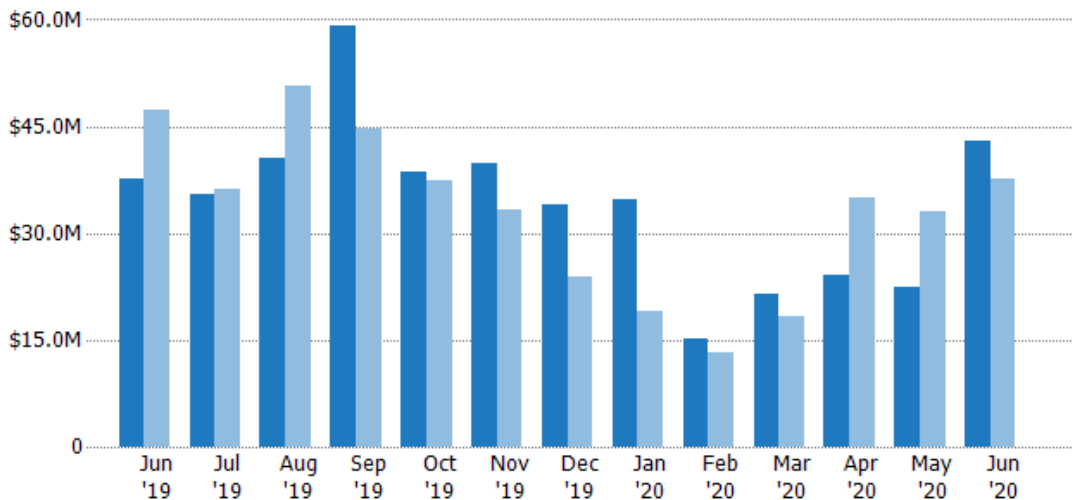
Closed Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$43M	14.1%
Jun '19	\$37.7M	-20.4%
Jun '18	\$47.4M	-42.4%



Current Year	\$37.7M	\$35.4M	\$40.6M	\$59.2M	\$38.5M	\$39.9M	\$34M	\$34.8M	\$15.2M	\$21.4M	\$24.2M	\$22.3M	\$43M
Prior Year	\$47.4M	\$36.1M	\$50.8M	\$44.5M	\$37.4M	\$33.4M	\$23.9M	\$19.1M	\$13.3M	\$18.2M	\$34.9M	\$33M	\$37.7M
Percent Change from Prior Year	-20%	-2%	-20%	33%	3%	19%	42%	82%	14%	18%	-31%	-32%	14%

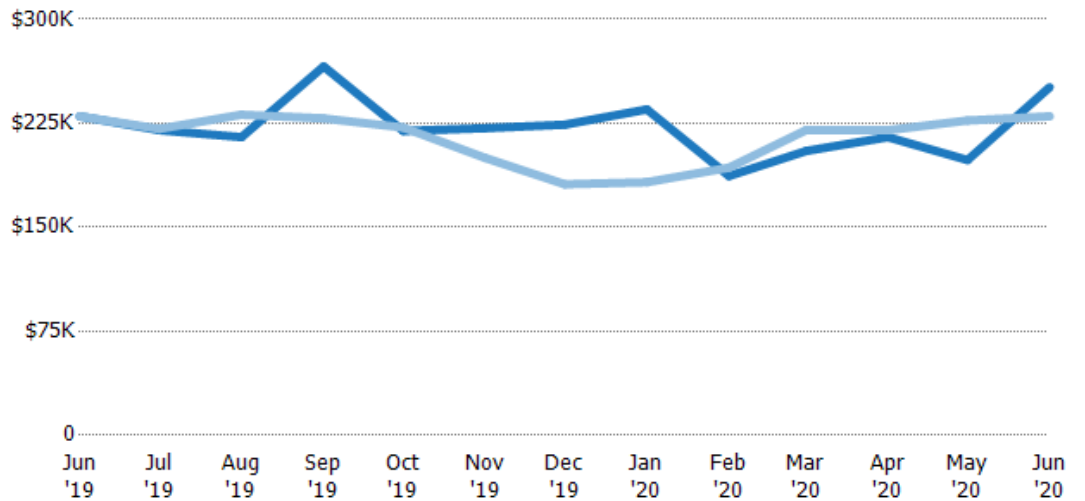
Median Sales Price

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

Month/Year	Price	% Chg.
Jun '20	\$251K	9.1%
Jun '19	\$230K	0%
Jun '18	\$230K	-15.9%



Current Year	\$230K	\$220K	\$215K	\$266K	\$220K	\$222K	\$224K	\$235K	\$187K	\$205K	\$215K	\$199K	\$251K
Prior Year	\$230K	\$221K	\$231K	\$229K	\$222K	\$200K	\$181K	\$183K	\$193K	\$220K	\$220K	\$227K	\$230K
Percent Change from Prior Year	0%	0%	-7%	16%	-1%	11%	24%	29%	-3%	-7%	-2%	-13%	9%

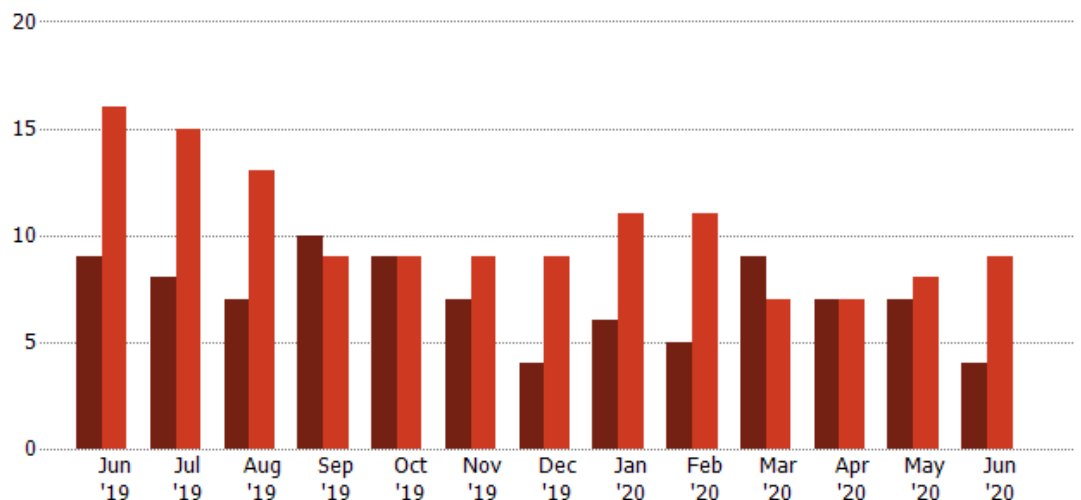
Distressed Listings

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

Month/Year	Count	% Chg.
Jun '20	4	-55.6%
Jun '19	9	-43.8%
Jun '18	16	-50%

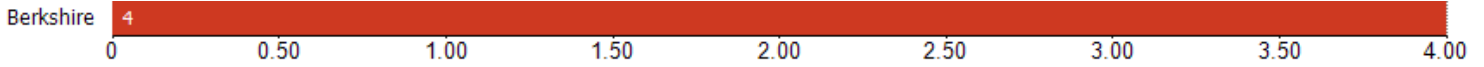


Current Year	9	8	7	10	9	7	4	6	5	9	7	7	4
Prior Year	16	15	13	9	9	9	9	11	11	7	7	8	9
Percent Change from Prior Year	-44%	-47%	-46%	11%	0%	-22%	-56%	-45%	-55%	29%	0%	-13%	-56%

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.

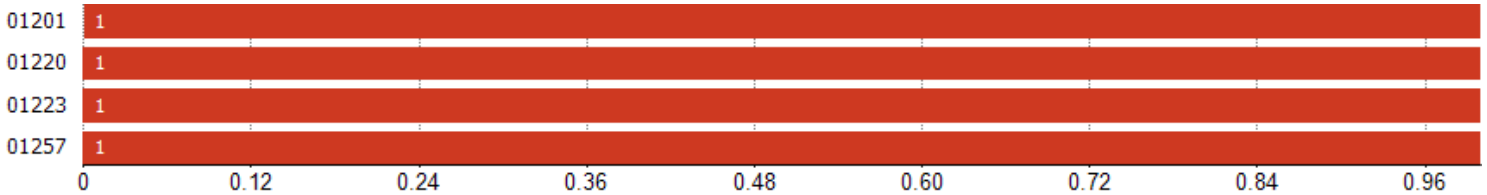
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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

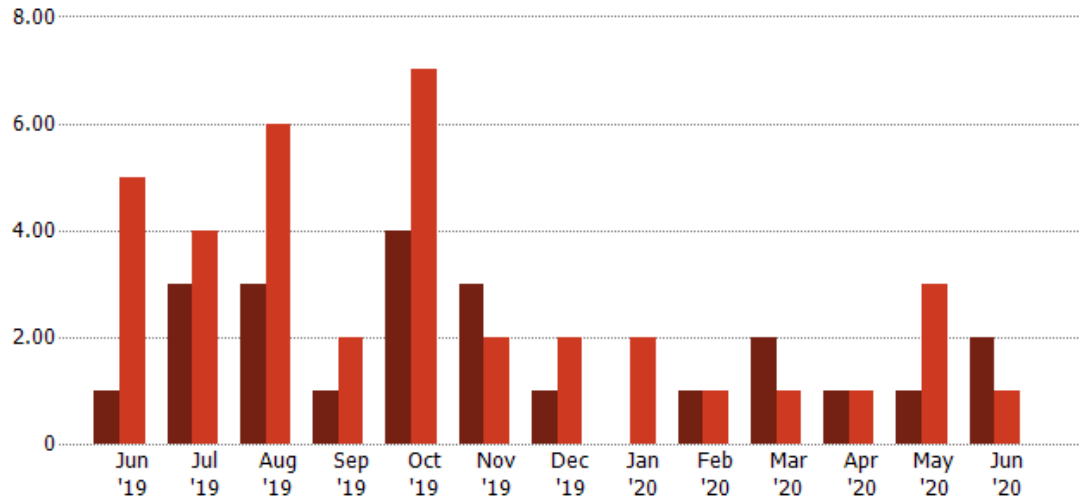


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



Current Year	1	3	3	1	4	3	1	-	1	2	1	1	2
Prior Year	5	4	6	2	7	2	2	2	1	1	1	3	1
Percent Change from Prior Year	-80%	-25%	-50%	-50%	-43%	50%	-50%	-100%	0%	100%	0%	-67%	100%

Sales Activity by ZIP

Jun 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	82	\$18,127,431	32	\$9,269,722	\$289,679	\$201,450	\$144	\$143	22
01220	17	\$2,746,400	6	\$980,100	\$163,350	\$135,750	\$113	\$111	30
01223	15	\$4,211,100	4	\$1,504,000	\$376,000	\$369,500	\$193	\$194	37
01224			1	\$30,000	\$30,000	\$30,000	\$18	\$18	113
01225	8	\$2,155,600	2	\$351,000	\$175,500	\$175,500	\$112	\$112	50
01226	14	\$3,808,900	8	\$1,801,059	\$225,132	\$193,000	\$107	\$109	15
01230	40	\$25,551,200	12	\$7,031,000	\$585,917	\$622,500	\$270	\$262	241
01235	7	\$1,207,600	2	\$919,500	\$459,750	\$459,750	\$135	\$135	103
01237	10	\$2,984,500	5	\$1,921,700	\$384,340	\$346,700	\$155	\$150	48
01238	22	\$6,133,600	5	\$1,181,900	\$236,380	\$219,000	\$126	\$132	35
01240	18	\$11,144,850	5	\$2,365,500	\$473,100	\$375,000	\$151	\$151	88
01245	4	\$1,582,000	3	\$2,297,500	\$765,833	\$857,500	\$394	\$425	220
01247	30	\$5,449,100	15	\$1,885,500	\$125,700	\$123,000	\$76	\$72	49
01253	15	\$6,762,200	2	\$1,575,000	\$787,500	\$787,500	\$304	\$304	148
01254	7	\$3,780,400	2	\$1,405,000	\$702,500	\$702,500	\$285	\$285	100
01255	7	\$3,196,000	3	\$777,000	\$259,000	\$255,000	\$146	\$158	39
01256			2	\$629,900	\$314,950	\$314,950	\$169	\$169	87
01257	8	\$3,068,500	1	\$935,000	\$935,000	\$935,000	\$359	\$359	346
01258	2	\$1,198,000	1	\$1,550,000	\$1,550,000	\$1,550,000	\$376	\$376	1,150
01259	1	\$99,900	1	\$260,000	\$260,000	\$260,000	\$119	\$119	342
01267	23	\$8,933,500	8	\$3,883,800	\$485,475	\$269,000	\$194	\$174	178
01270	2	\$709,900	2	\$489,000	\$244,500	\$244,500	\$107	\$107	98

Zipcode Key

01201	Pittsfield
01220	Adams
01223	Becket, Washington
01224	Lanesborough
01225	Cheshire
01226	Dalton
01230	Great Barrington, Alford,
01235	Hnsdale, Peru
01237	Lanesborough, Hancock, New Ashford
01238	Lee
01240	Lenox
01245	Monterey
01247	North Adams, Clarksburg, Florida
01253	Otis
01254	Richmond
01255	Sandisfield
01256	Savoy
01257	Sheffield
01258	Egremont, Mt Washington
01259	New Marlborough
01267	Williamstown
01270	Windsor