



Berkshire County, MA Residential Real Estate Report

July 2020
Market WATCH

Key Metrics	Jul 2020	Jul 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	232	226	+2.7%	1,085	1,309	-17.1%
New Listing Volume	\$105,682,100	\$84,228,777	+25.5%	\$451,233,014	\$489,726,566	-7.9%
Active Listing Count	511	913	-44%	NA	NA	
Active Listing Volume	\$365,494,134	\$530,327,554	-31.1%	NA	NA	
Median Listing Price	\$425,000	\$359,000	+18.4%	\$395,314	\$362,023	+9.2%
Months of Inventory	3.8	7.4	-49%	5.6	8.4	-32.8%
Sales Activity Charts Metrics						
New Pending Sales Count	248	203	+22.2%	1,065	959	+11.1%
New Pending Sales Volume	\$100,460,699	\$65,770,055	+52.7%	\$372,860,388	\$281,357,379	+32.5%
Pending Sales Count	367	253	+45.1%	NA	NA	
Pending Sales Volume	\$140,183,180	\$76,471,533	+83.3%	NA	NA	
Closed Sales Count	158	142	+11.3%	697	700	-0.4%
Closed Sales Volume	\$59,275,122	\$35,351,303	+67.7%	\$223,595,135	\$192,096,740	+16.4%
Median Sales Price	\$265,500	\$220,000	+20.7%	\$231,873	\$216,923	+6.9%
Distressed Charts Metrics						
Distressed Listing Count	5	8	-37.5%	NA	NA	

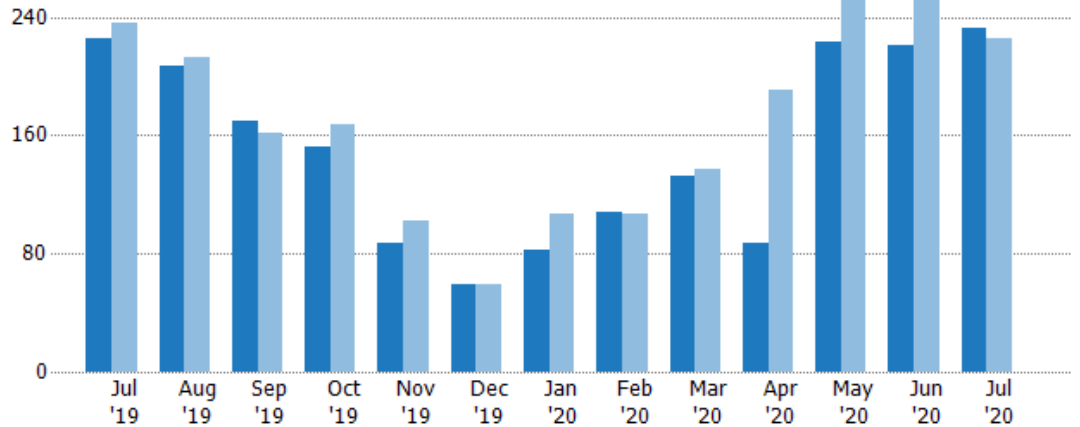
New Listings

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

Month/ Year	Count	% Chg.
Jul '20	232	2.7%
Jul '19	226	-4.2%
Jul '18	236	-22%



Current Year	226	207	170	152	87	59	82	108	132	87	223	221	232
Prior Year	236	213	161	167	102	59	107	107	137	191	272	269	226
Percent Change from Prior Year	-4%	-3%	6%	-9%	-15%	0%	-23%	1%	-4%	-54%	-18%	-18%	3%

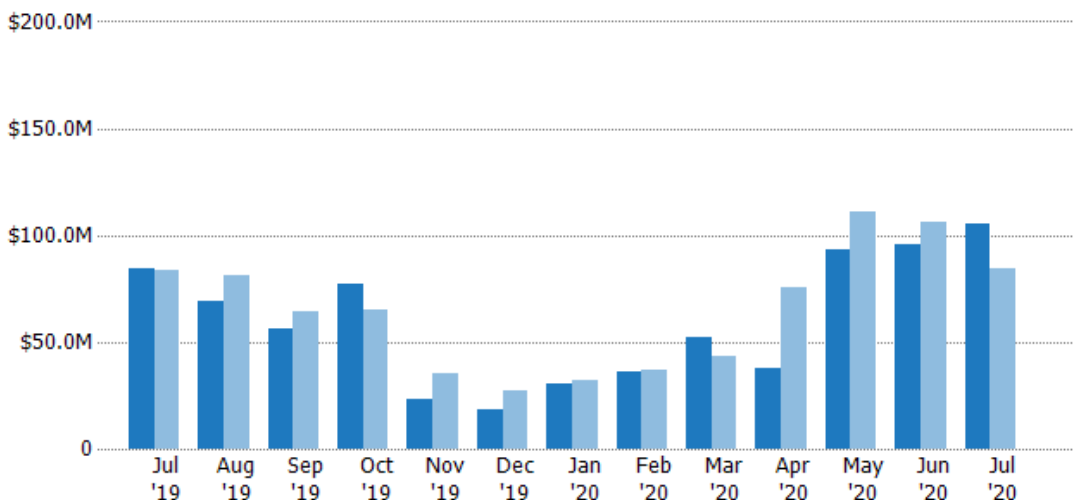
New Listing Volume

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.
Jul '20	\$106M	25.5%
Jul '19	\$84.2M	0.5%
Jul '18	\$83.8M	-18.3%



Current Year	\$84.2M	\$68.8M	\$56.5M	\$76.9M	\$23.4M	\$18.1M	\$30.5M	\$36.4M	\$52.4M	\$37.8M	\$93.1M	\$95.5M	\$106M
Prior Year	\$83.8M	\$81.2M	\$64.6M	\$64.8M	\$35.5M	\$27M	\$32.5M	\$36.8M	\$43.5M	\$75.9M	\$111M	\$106M	\$84.2M
Percent Change from Prior Year	0%	-15%	-13%	19%	-34%	-33%	-6%	-1%	20%	-50%	-16%	-10%	25%

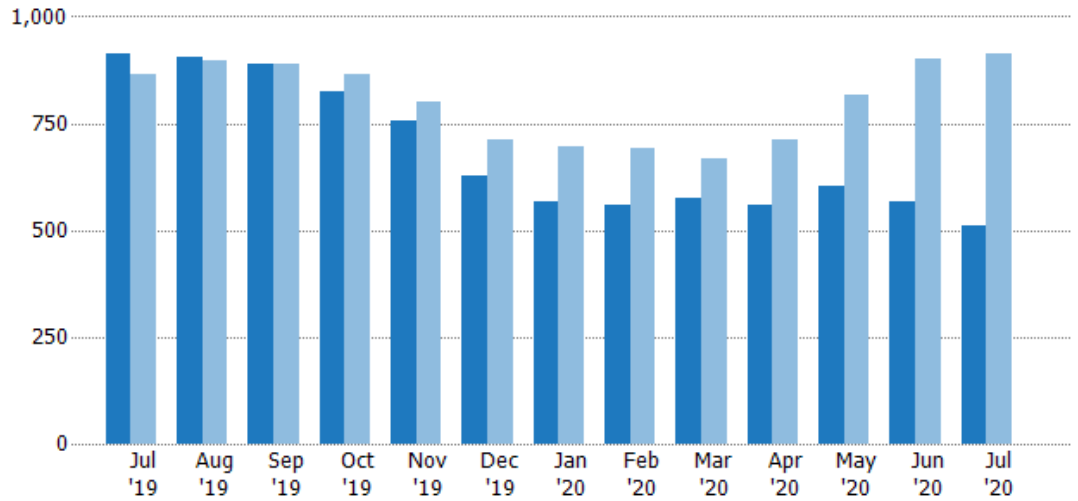
Active Listings

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.
Jul '20	511	-44%
Jul '19	913	5.5%
Jul '18	865	4.6%



Current Year	913	905	887	824	756	629	567	559	575	559	604	567	511
Prior Year	865	897	888	863	800	712	697	691	666	710	816	902	913
Percent Change from Prior Year	6%	1%	0%	-5%	-6%	-12%	-19%	-19%	-14%	-21%	-26%	-37%	-44%

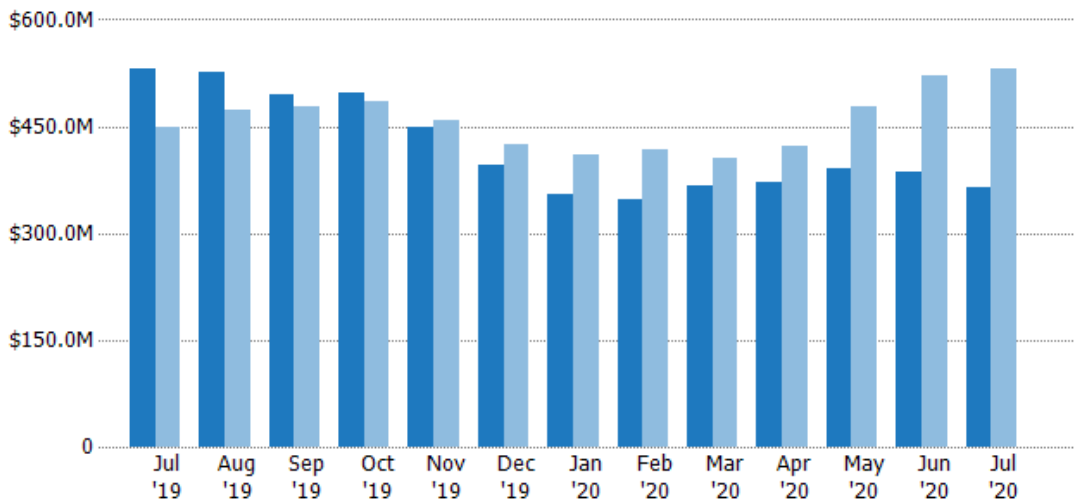
Active Listing Volume

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

Month/Year	Volume	% Chg.
Jul '20	\$365M	-31.1%
Jul '19	\$530M	18.4%
Jul '18	\$448M	6%



Current Year	\$530M	\$526M	\$494M	\$498M	\$449M	\$395M	\$355M	\$348M	\$366M	\$372M	\$392M	\$386M	\$365M
Prior Year	\$448M	\$472M	\$478M	\$485M	\$460M	\$425M	\$411M	\$417M	\$405M	\$423M	\$477M	\$521M	\$530M
Percent Change from Prior Year	18%	11%	3%	3%	-2%	-7%	-14%	-17%	-10%	-12%	-18%	-26%	-31%

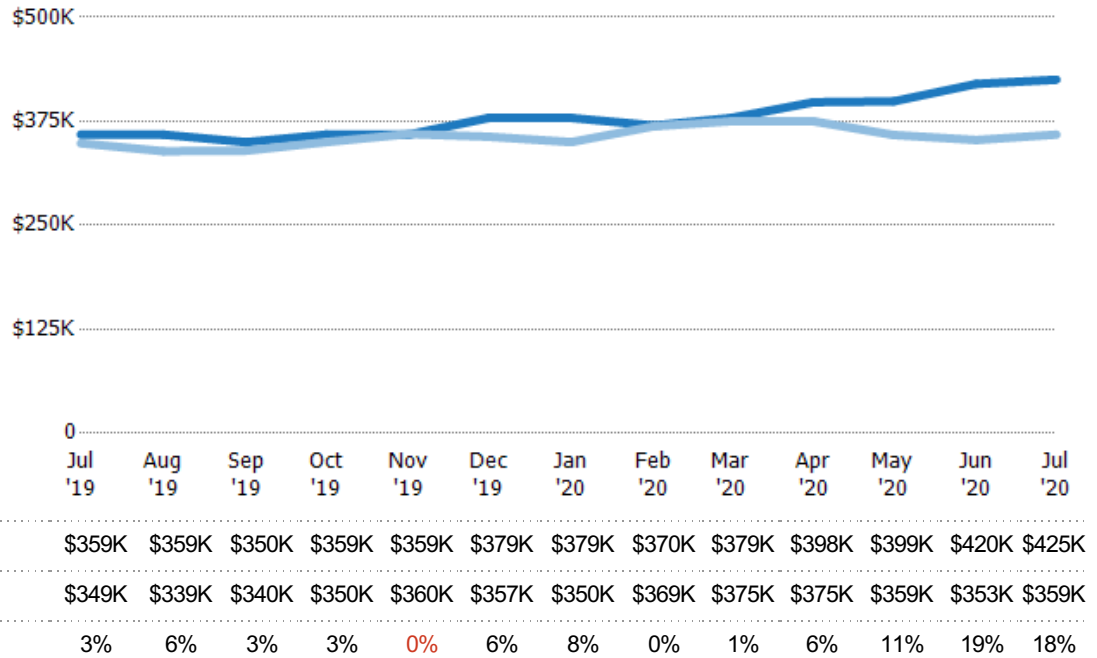
Median Listing Price

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.
Jul '20	\$425K	18.4%
Jul '19	\$359K	3%
Jul '18	\$349K	-5.6%

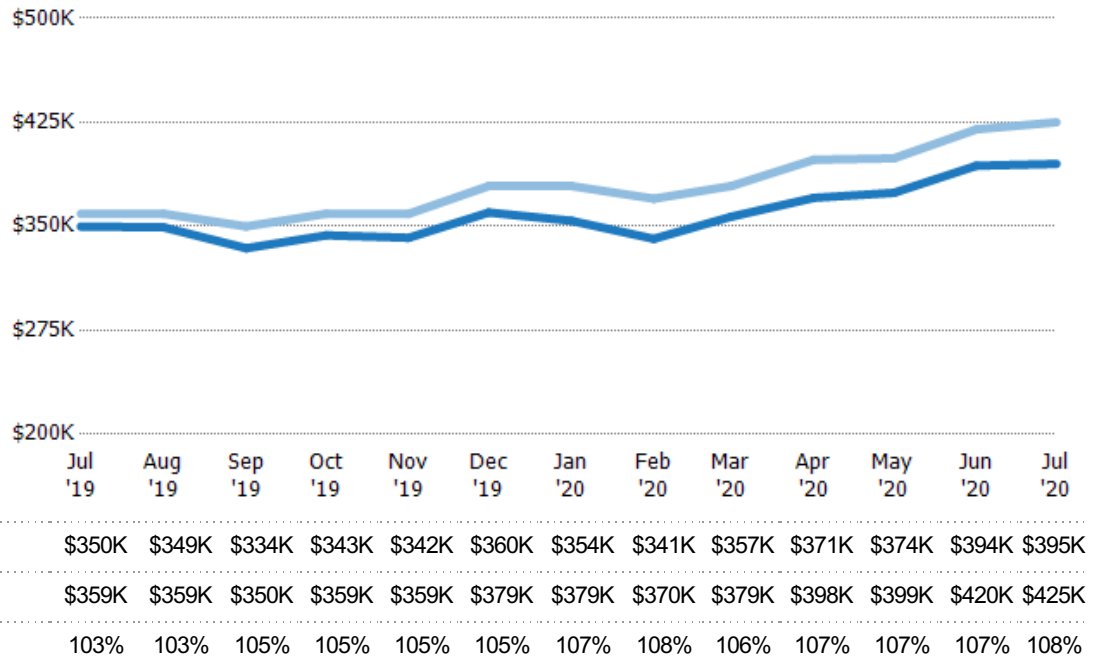


Median Listing Price vs Median Est Value

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



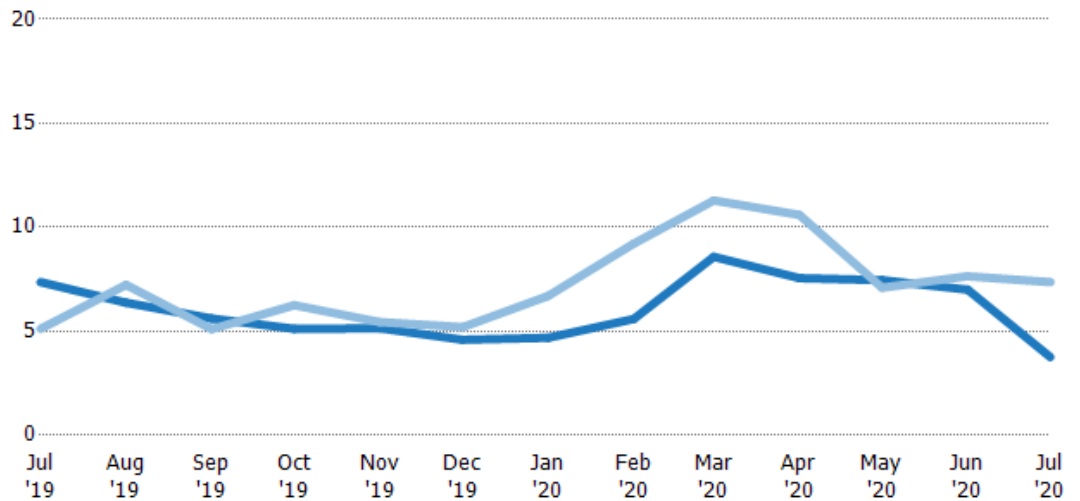
Months of Inventory

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.
Jul '20	3.76	-49%
Jul '19	7.36	43.9%
Jul '18	5.12	52.4%



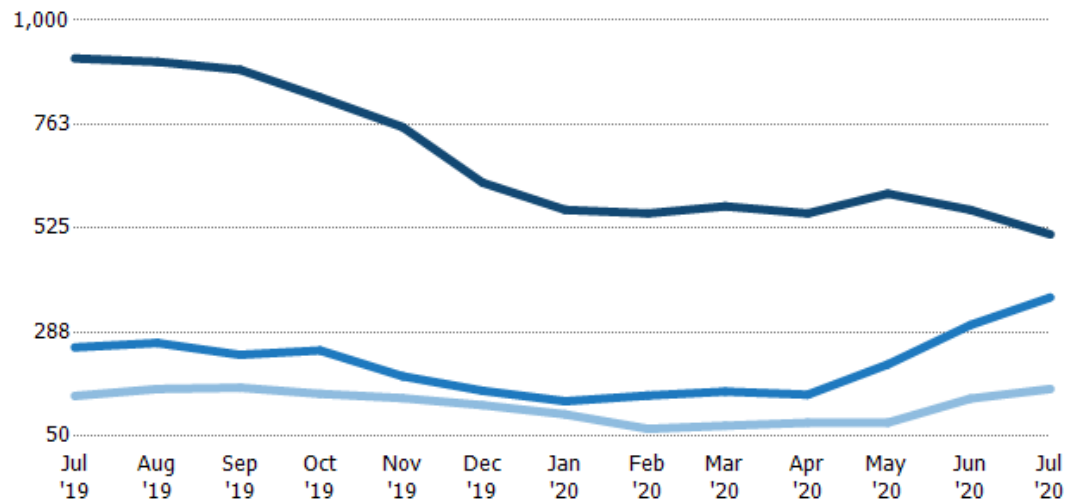
Current Year	7.36	6.37	5.61	5.12	5.14	4.59	4.69	5.59	8.58	7.55	7.46	7	3.76
Prior Year	5.12	7.23	5.1	6.25	5.44	5.2	6.7	9.21	11.3	10.6	7.1	7.64	7.36
Percent Change from Prior Year	44%	-12%	10%	-18%	-5%	-12%	-30%	-39%	-24%	-29%	5%	-8%	-49%

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	913	905	887	824	756	629	567	559	575	559	604	567	511
Pending	253	263	236	246	187	154	130	143	152	145	214	304	367
Sold	142	158	161	147	137	121	100	67	74	81	81	136	158

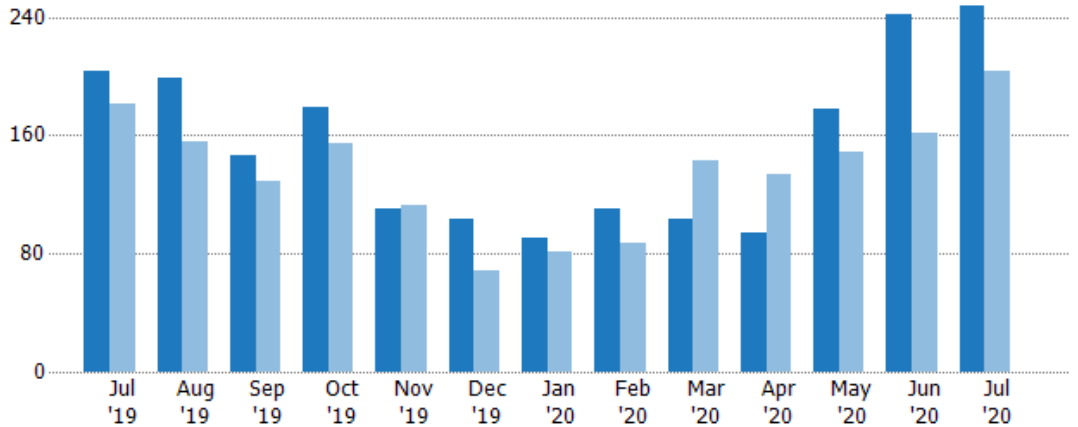
New Pending Sales

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.
Jul '20	248	22.2%
Jul '19	203	12.2%
Jul '18	181	-27.1%



Current Year	203	199	146	179	110	103	90	110	103	94	178	242	248
Prior Year	181	156	129	155	113	69	81	87	143	134	149	162	203
Percent Change from Prior Year	12%	28%	13%	15%	-3%	49%	11%	26%	-28%	-30%	19%	49%	22%

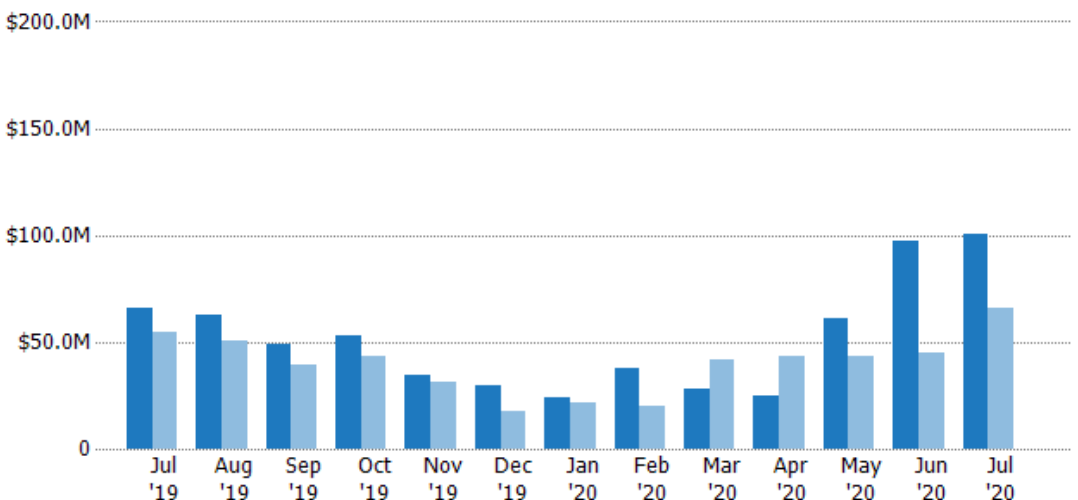
New Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$100M	52.7%
Jul '19	\$65.8M	21%
Jul '18	\$54.4M	-27.4%



Current Year	\$65.8M	\$63M	\$49M	\$53M	\$34.9M	\$29.8M	\$23.9M	\$38M	\$27.8M	\$24.5M	\$61.2M	\$97M	\$100M
Prior Year	\$54.4M	\$50.2M	\$39M	\$43.4M	\$31.6M	\$17.8M	\$21.9M	\$20M	\$41.9M	\$43.6M	\$43.4M	\$44.9M	\$65.8M
Percent Change from Prior Year	21%	26%	26%	22%	10%	67%	9%	90%	-34%	-44%	41%	116%	53%

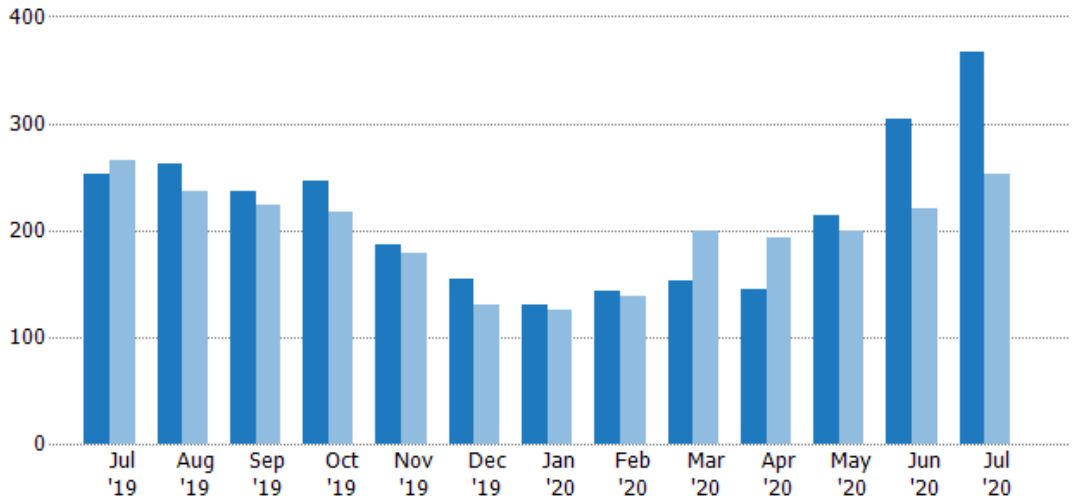
Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	367	45.1%
Jul '19	253	-4.9%
Jul '18	266	-8.6%



Current Year	253	263	236	246	187	154	130	143	152	145	214	304	367
Prior Year	266	236	223	217	179	130	126	139	199	193	200	221	253
Percent Change from Prior Year	-5%	11%	6%	13%	4%	18%	3%	3%	-24%	-25%	7%	38%	45%

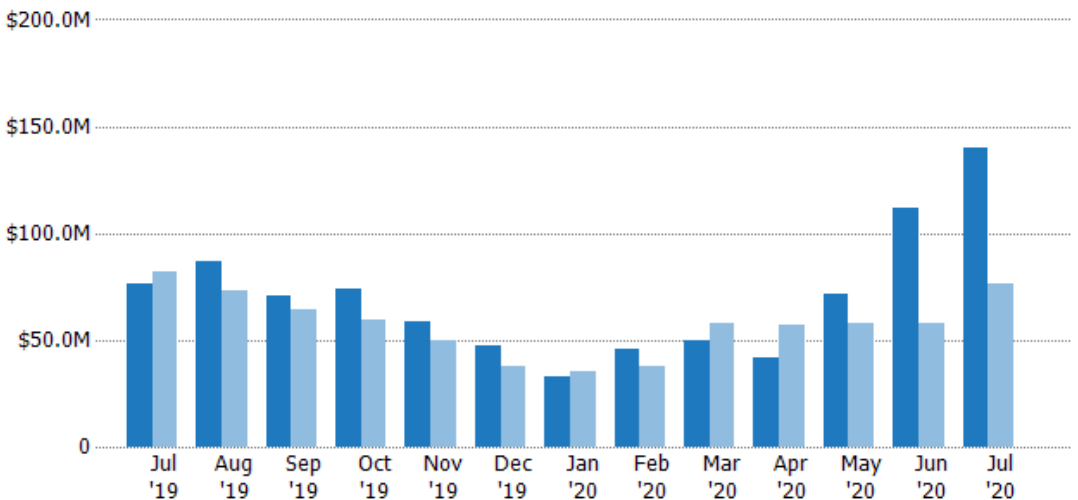
Pending Sales Volume

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.
Jul '20	\$140M	83.3%
Jul '19	\$76.5M	-6.3%
Jul '18	\$81.7M	-11.4%



Current Year	\$76.5M	\$86.6M	\$70.4M	\$73.6M	\$58.6M	\$47.6M	\$33.3M	\$45.5M	\$49.4M	\$41.7M	\$71.7M	\$111M	\$140M
Prior Year	\$81.7M	\$73.2M	\$64.2M	\$59.8M	\$49.5M	\$37.9M	\$34.9M	\$37.7M	\$57.4M	\$57.2M	\$57.7M	\$57.7M	\$76.5M
Percent Change from Prior Year	-6%	18%	10%	23%	18%	26%	-5%	21%	-14%	-27%	24%	93%	83%

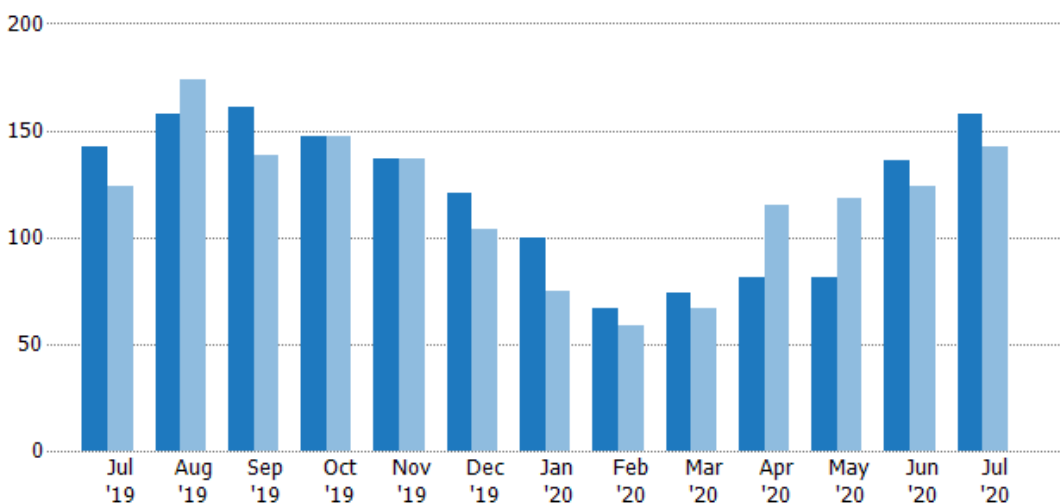
Closed Sales

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.
Jul '20	158	11.3%
Jul '19	142	14.5%
Jul '18	124	-0.8%



Current Year	142	158	161	147	137	121	100	67	74	81	81	136	158
Prior Year	124	174	138	147	137	104	75	59	67	115	118	124	142
Percent Change from Prior Year	15%	-9%	17%	0%	0%	16%	33%	14%	10%	-30%	-31%	10%	11%

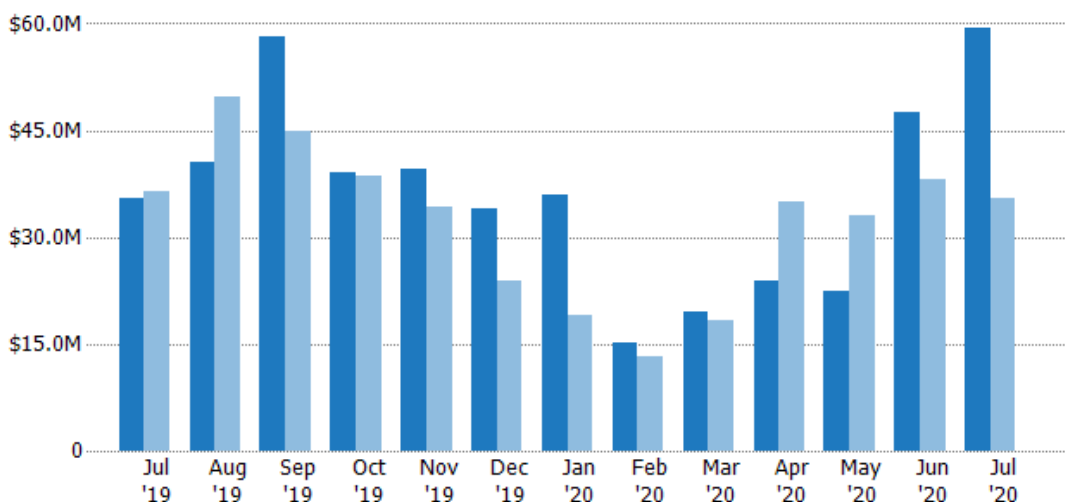
Closed Sales Volume

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

Filters Used

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

Month/Year	Volume	% Chg.
Jul '20	\$59.3M	67.7%
Jul '19	\$35.4M	-2.7%
Jul '18	\$36.3M	-23.7%

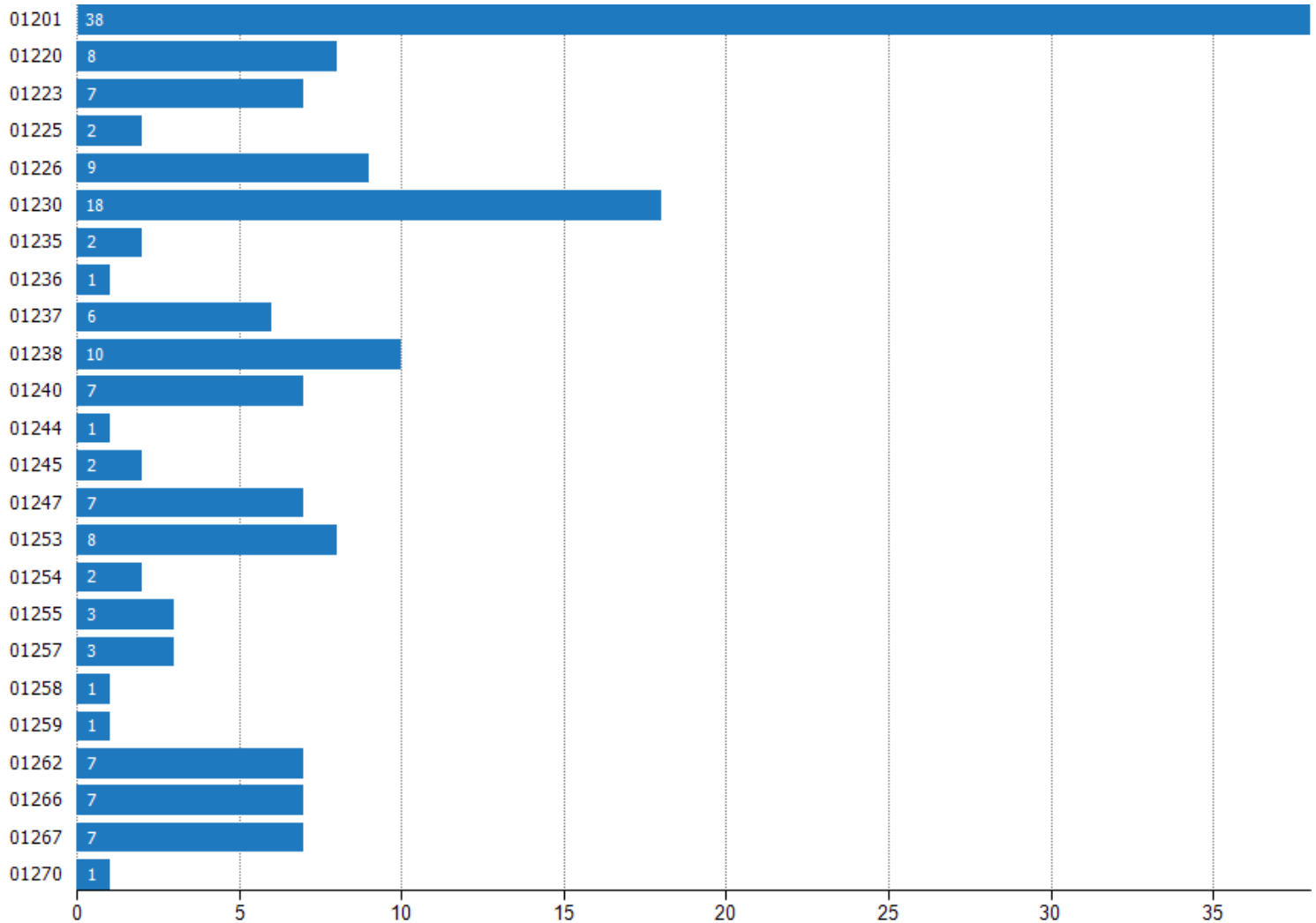


Current Year	\$35.4M	\$40.6M	\$58.3M	\$39M	\$39.5M	\$34.1M	\$35.9M	\$15.2M	\$19.6M	\$23.9M	\$22.3M	\$47.5M	\$59.3M
Prior Year	\$36.3M	\$49.8M	\$44.8M	\$38.5M	\$34.3M	\$23.9M	\$19.1M	\$13.3M	\$18.2M	\$34.9M	\$33.1M	\$38.1M	\$35.4M
Percent Change from Prior Year	-3%	-18%	30%	1%	15%	42%	88%	14%	8%	-32%	-33%	25%	68%

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

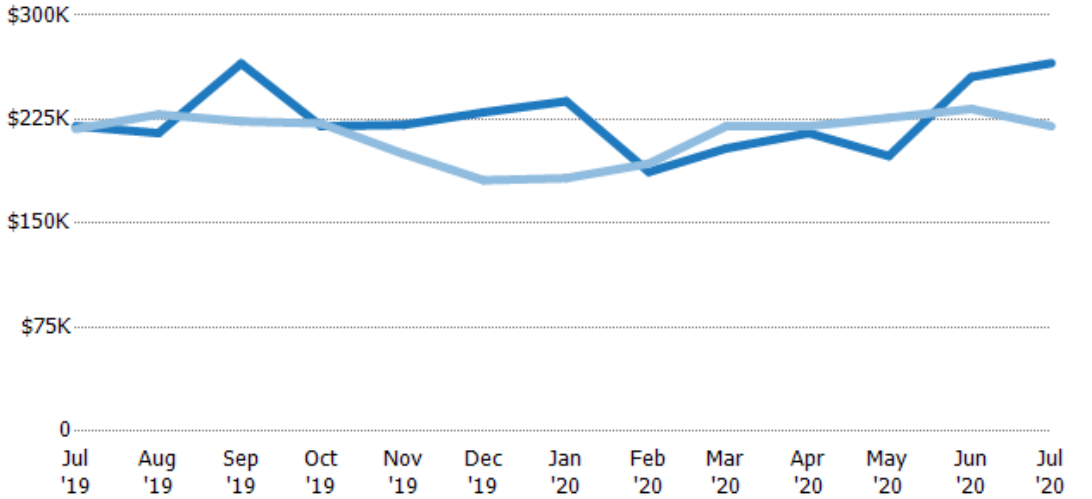


Median Sales Price

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



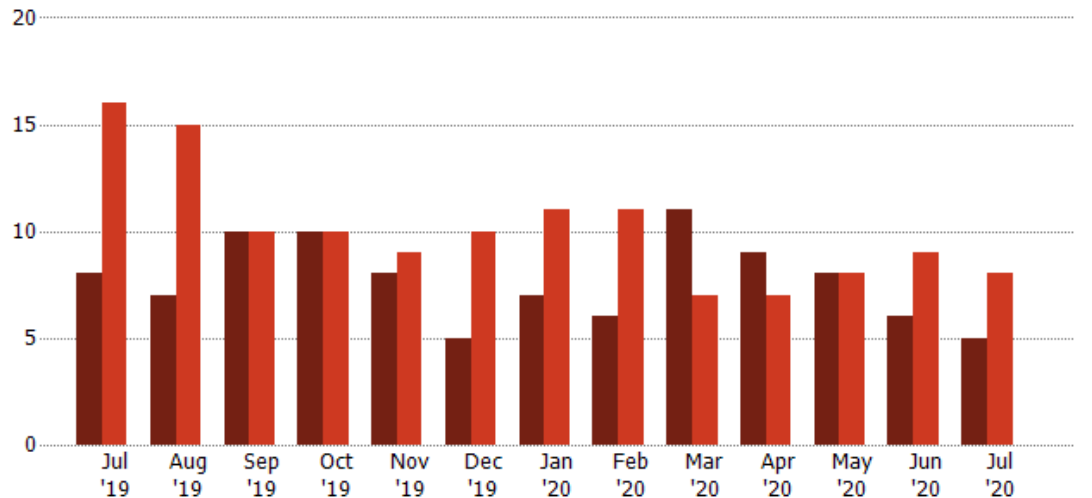
Current Year	\$220K	\$215K	\$265K	\$220K	\$221K	\$230K	\$238K	\$187K	\$204K	\$215K	\$199K	\$256K	\$266K
Prior Year	\$218K	\$228K	\$224K	\$222K	\$200K	\$181K	\$183K	\$193K	\$220K	\$220K	\$226K	\$232K	\$220K
Percent Change from Prior Year	1%	-6%	19%	-1%	11%	27%	30%	-3%	-7%	-2%	-12%	10%	21%

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

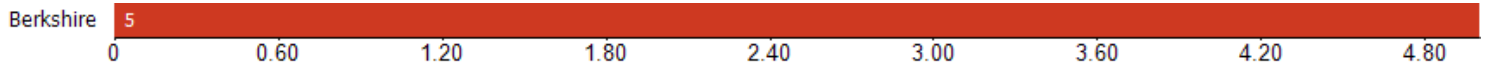


Current Year	8	7	10	10	8	5	7	6	11	9	8	6	5
Prior Year	16	15	10	10	9	10	11	11	7	7	8	9	8
Percent Change from Prior Year	-50%	-53%	0%	0%	-11%	-50%	-36%	-45%	57%	29%	0%	-33%	-38%

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.

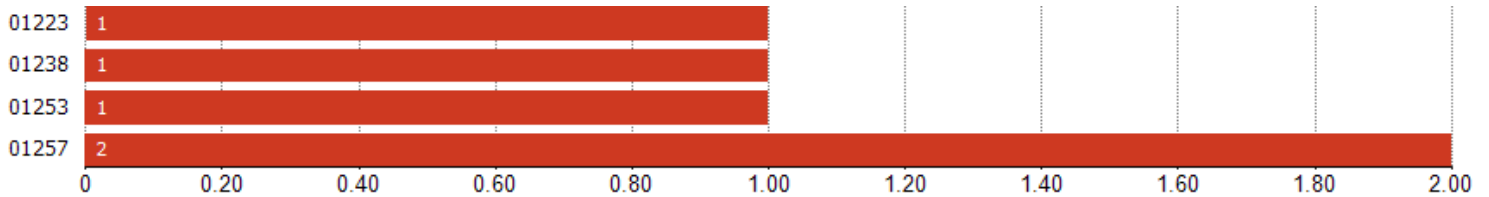
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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

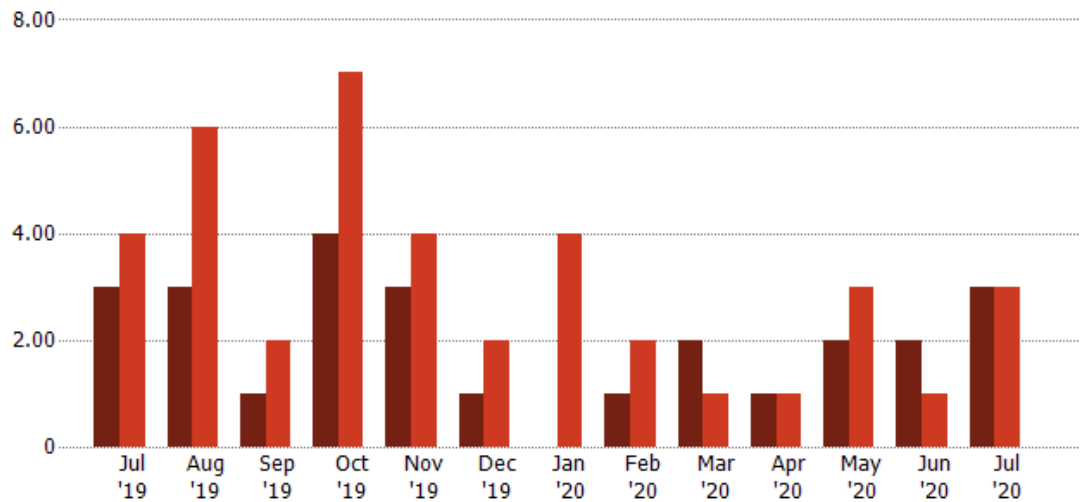


Distressed Sales

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	3	3	1	4	3	1	-	1	2	1	2	2	3
Prior Year	4	6	2	7	4	2	4	2	1	1	3	1	3
Percent Change from Prior Year	-25%	-50%	-50%	-43%	-25%	-50%	-100%	-50%	100%	0%	-33%	100%	0%

Sales Activity by ZIP

Jul 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	83	\$18,036,031	38	\$9,284,150	\$244,320	\$166,675	\$136	\$135	26
01220	17	\$3,022,900	8	\$1,326,250	\$165,781	\$165,500	\$121	\$134	13
01223	19	\$7,412,300	7	\$2,595,900	\$370,843	\$245,000	\$140	\$129	40
01225	8	\$2,404,800	2	\$655,500	\$327,750	\$327,750	\$252	\$252	137
01226	11	\$2,159,500	9	\$2,764,400	\$307,156	\$236,900	\$133	\$131	47
01230	35	\$24,478,800	18	\$12,237,100	\$679,839	\$421,250	\$255	\$226	77
01235	7	\$2,146,600	2	\$315,000	\$157,500	\$157,500	\$172	\$172	37
01236	1	\$80,000	1	\$1,800,000	\$1,800,000	\$1,800,000	\$394	\$394	50
01237	11	\$3,845,500	6	\$1,608,500	\$268,083	\$284,000	\$155	\$130	28
01238	25	\$7,380,900	10	\$2,633,823	\$263,382	\$227,450	\$162	\$155	16
01240	15	\$10,492,850	7	\$3,009,400	\$429,914	\$399,900	\$200	\$223	51
01244	2	\$644,000	1	\$550,000	\$550,000	\$550,000	\$315	\$315	84
01245	7	\$3,568,000	2	\$982,000	\$491,000	\$491,000	\$158	\$158	186
01247	30	\$5,135,900	7	\$1,320,500	\$188,643	\$201,500	\$96	\$97	29
01253	14	\$6,349,700	8	\$3,621,199	\$452,650	\$336,250	\$216	\$182	82
01254	10	\$5,486,800	2	\$745,000	\$372,500	\$372,500	\$238	\$238	232
01255	9	\$3,915,000	3	\$855,000	\$285,000	\$271,000	\$154	\$145	74
01257	9	\$4,417,400	3	\$1,591,000	\$530,333	\$568,000	\$262	\$249	24
01258	1	\$599,000	1	\$599,000	\$599,000	\$599,000	\$297	\$297	58
01259	2	\$624,900	1	\$260,000	\$260,000	\$260,000	\$299	\$299	73
01262	10	\$5,841,400	7	\$4,032,000	\$576,000	\$500,000	\$225	\$234	125
01266	12	\$8,099,500	7	\$3,309,000	\$472,714	\$417,500	\$227	\$213	104
01267	24	\$11,602,699	7	\$2,895,500	\$413,643	\$196,000	\$152	\$137	32
01270	2	\$409,800	1	\$284,900	\$284,900	\$284,900	\$199	\$199	11

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