

Central Berkshire, 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	87	108	-19.4%	498	615	-19%
New Listing Volume	\$28,734,800	\$33,733,798	-14.8%	\$141,993,722	\$163,940,899	-13.4%
Active Listing Count	163	298	-45.3%	NA	NA	
Active Listing Volume	\$62,635,092	\$104,124,760	-39.8%	NA	NA	
Median Listing Price	\$299,900	\$278,500	+7.7%	\$260,245	\$268,409	-3%
Months of Inventory	2.6	4.6	-43.6%	3.1	5.2	-40.3%
Sales Activity Charts Metrics						
New Pending Sales Count	94	110	-14.5%	481	501	-4%
New Pending Sales Volume	\$28,458,000	\$25,444,256	+11.8%	\$125,569,789	\$113,580,983	+10.6%
Pending Sales Count	151	129	+17.1%	NA	NA	
Pending Sales Volume	\$41,901,331	\$30,426,034	+37.7%	NA	NA	
Closed Sales Count	77	81	-4.9%	340	382	-11%
Closed Sales Volume	\$20,479,150	\$17,288,980	+18.5%	\$81,866,141	\$82,236,746	-0.5%
Median Sales Price	\$220,000	\$195,000	+12.8%	\$207,500	\$191,637	+8.3%
Distressed Charts Metrics						
Distressed Listing Count	1	5	-80%	NA	NA	

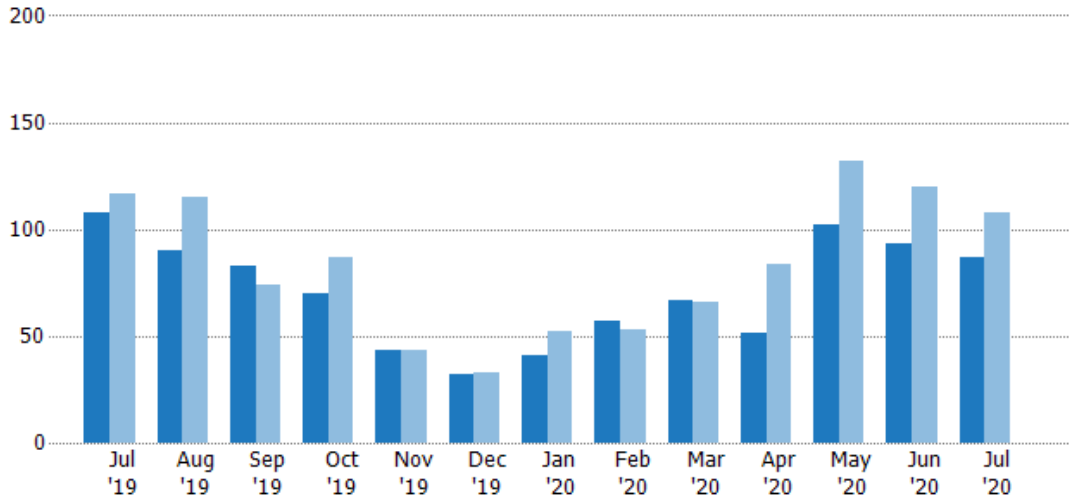
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	87	-19.4%
Jul '19	108	-7.7%
Jul '18	117	-19.7%



Current Year	108	90	83	70	43	32	41	57	67	51	102	93	87
Prior Year	117	115	74	87	43	33	52	53	66	84	132	120	108
Percent Change from Prior Year	-8%	-22%	12%	-20%	0%	-3%	-21%	8%	2%	-39%	-23%	-23%	-19%

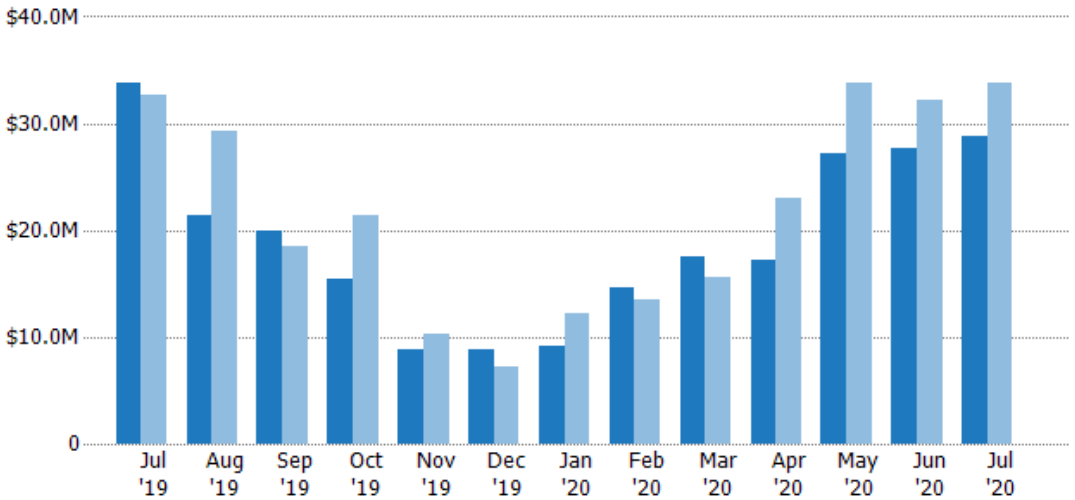
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$28.7M	-14.8%
Jul '19	\$33.7M	3.5%
Jul '18	\$32.6M	-34.2%



Current Year	\$33.7M	\$21.4M	\$20M	\$15.4M	\$8.75M	\$8.84M	\$9.21M	\$14.6M	\$17.6M	\$17.1M	\$27.1M	\$27.6M	\$28.7M
Prior Year	\$32.6M	\$29.3M	\$18.5M	\$21.4M	\$10.3M	\$7.14M	\$12.3M	\$13.5M	\$15.5M	\$22.9M	\$33.8M	\$32.1M	\$33.7M
Percent Change from Prior Year	4%	-27%	8%	-28%	-15%	24%	-25%	8%	13%	-25%	-20%	-14%	-15%

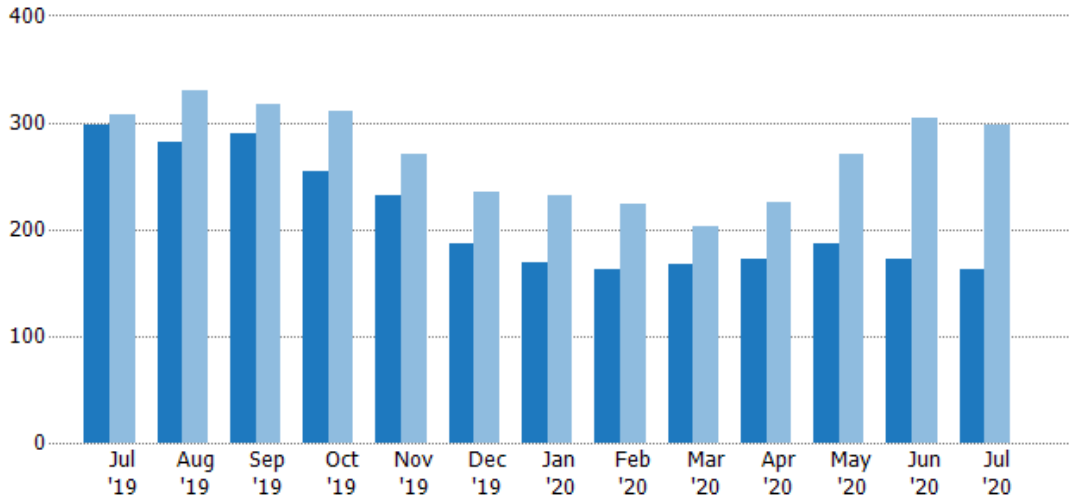
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	163	-45.3%
Jul '19	298	-3.2%
Jul '18	308	12.7%



Current Year	298	281	289	254	231	186	169	163	168	172	187	172	163
Prior Year	308	330	317	311	271	235	231	223	203	225	271	304	298
Percent Change from Prior Year	-3%	-15%	-9%	-18%	-15%	-21%	-27%	-27%	-17%	-24%	-31%	-43%	-45%

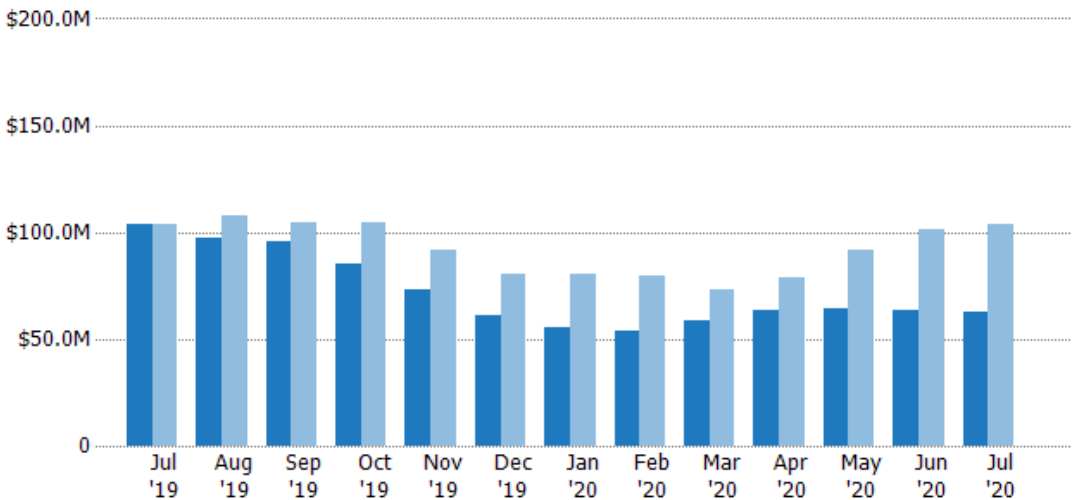
Active Listing Volume

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: 9 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$62.6M	-39.8%
Jul '19	\$104M	0.3%
Jul '18	\$104M	6.6%



Current Year	\$104M	\$97.1M	\$95.9M	\$85.1M	\$72.9M	\$61M	\$55.1M	\$54.2M	\$58.5M	\$63.5M	\$64.4M	\$63.4M	\$62.6M
Prior Year	\$104M	\$108M	\$105M	\$104M	\$91.6M	\$80.3M	\$80M	\$79.2M	\$73.2M	\$78.4M	\$91.4M	\$101M	\$104M
Percent Change from Prior Year	0%	-10%	-8%	-19%	-20%	-24%	-31%	-32%	-20%	-19%	-30%	-37%	-40%

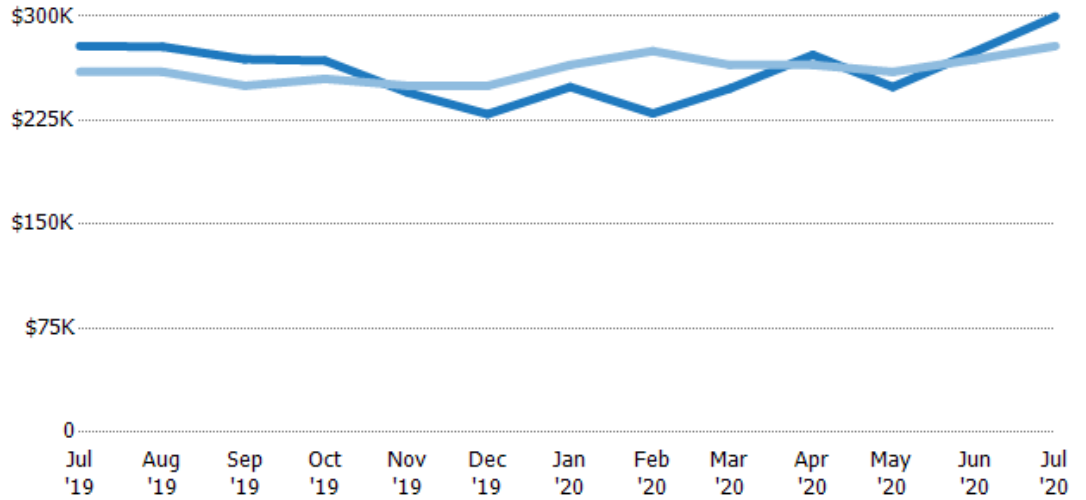
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$300K	7.7%
Jul '19	\$279K	7.2%
Jul '18	\$260K	-13.4%



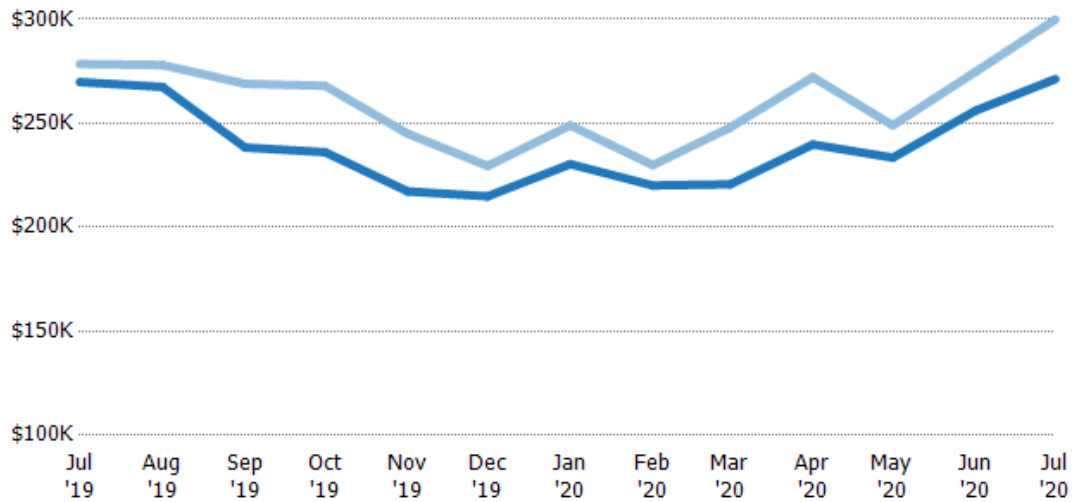
Current Year	\$279K	\$278K	\$269K	\$268K	\$245K	\$229K	\$249K	\$230K	\$248K	\$272K	\$249K	\$275K	\$300K
Prior Year	\$260K	\$260K	\$250K	\$255K	\$250K	\$250K	\$265K	\$275K	\$265K	\$265K	\$260K	\$269K	\$279K
Percent Change from Prior Year	7%	7%	8%	5%	-2%	-8%	-6%	-16%	-6%	3%	-4%	2%	8%

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: 9 Selected
Property Type: Single Family Residence



Median Est Value	\$270K	\$267K	\$238K	\$236K	\$217K	\$215K	\$230K	\$220K	\$221K	\$240K	\$233K	\$256K	\$271K
Median Listing Price	\$279K	\$278K	\$269K	\$268K	\$245K	\$229K	\$249K	\$230K	\$248K	\$272K	\$249K	\$275K	\$300K
Med Listing Price as a % of Med Est Value	103%	104%	113%	114%	113%	107%	108%	104%	112%	114%	107%	107%	111%

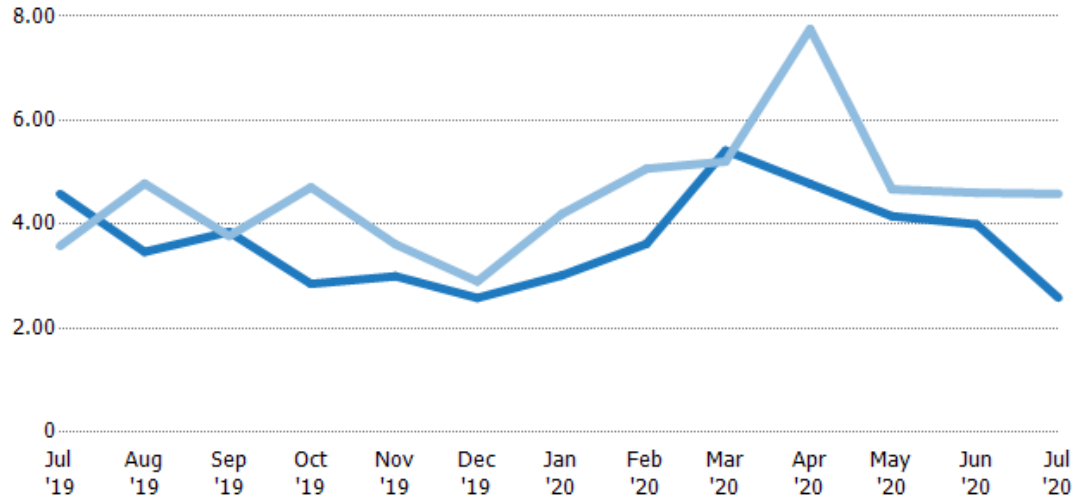
Months of Inventory

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
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Months	% Chg.
Jul '20	2.59	-43.6%
Jul '19	4.58	28%
Jul '18	3.58	51.4%



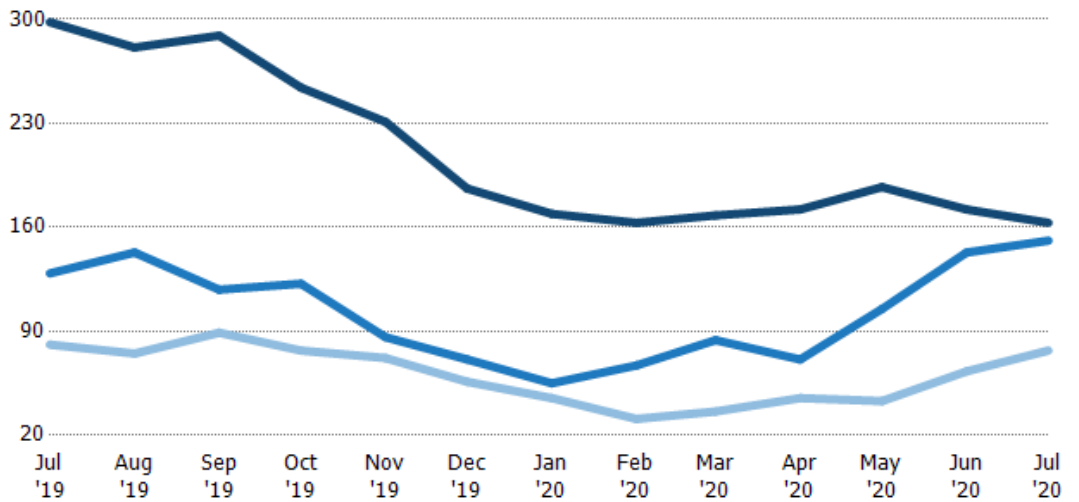
Current Year	4.58	3.47	3.85	2.85	3	2.58	3.02	3.62	5.42	4.78	4.16	4	2.59
Prior Year	3.58	4.78	3.77	4.71	3.61	2.9	4.2	5.07	5.21	7.76	4.67	4.61	4.58
Percent Change from Prior Year	28%	-27%	2%	-39%	-17%	-11%	-28%	-29%	4%	-38%	-11%	-13%	-44%

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: 9 Selected
Property Type: Single Family Residence



Active	298	281	289	254	231	186	169	163	168	172	187	172	163
Pending	129	143	118	122	86	71	55	67	84	71	105	143	151
Sold	81	75	89	77	72	56	45	31	36	45	43	63	77

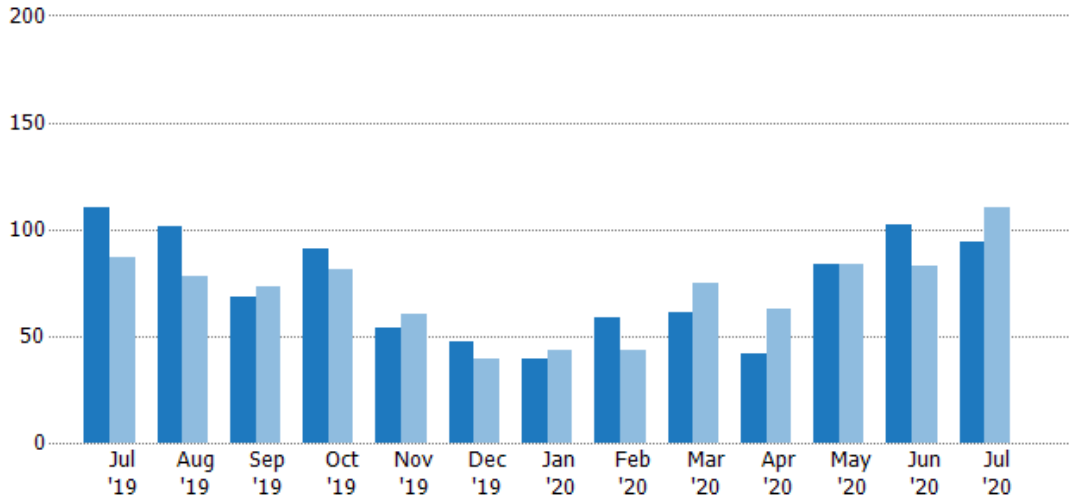
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	94	-14.5%
Jul '19	110	26.4%
Jul '18	87	-17.2%



Current Year	110	101	68	91	54	47	39	59	61	42	84	102	94
Prior Year	87	78	73	81	60	39	43	43	75	63	84	83	110
Percent Change from Prior Year	26%	29%	-7%	12%	-10%	21%	-9%	37%	-19%	-33%	0%	23%	-15%

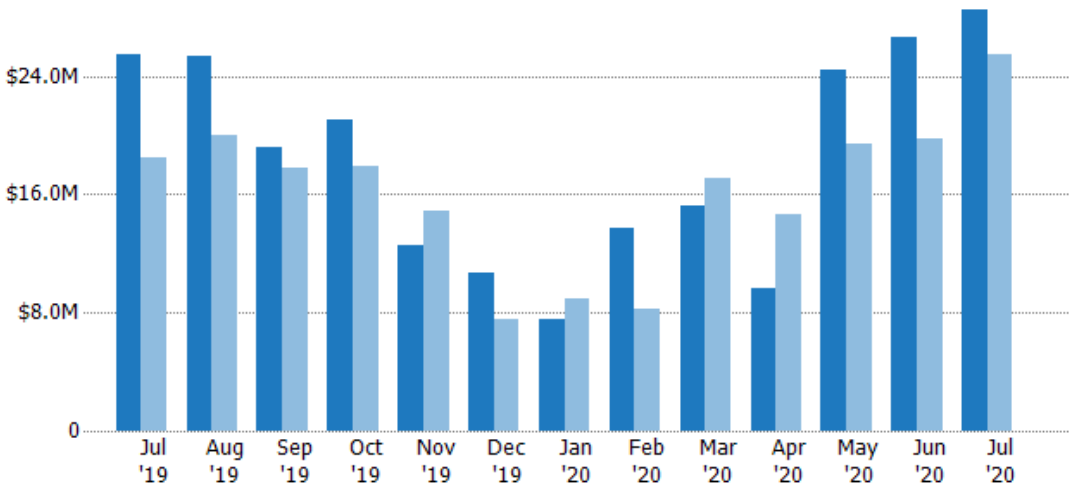
New Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$28.5M	11.8%
Jul '19	\$25.4M	37.6%
Jul '18	\$18.5M	-16.2%



Current Year	\$25.4M	\$25.3M	\$19.1M	\$21M	\$12.6M	\$10.7M	\$7.5M	\$13.7M	\$15.2M	\$9.65M	\$24.5M	\$26.6M	\$28.5M
Prior Year	\$18.5M	\$20M	\$17.8M	\$17.9M	\$14.8M	\$7.52M	\$8.94M	\$8.3M	\$17.1M	\$14.6M	\$19.4M	\$19.8M	\$25.4M
Percent Change from Prior Year	38%	26%	8%	17%	-15%	42%	-16%	65%	-11%	-34%	26%	34%	12%

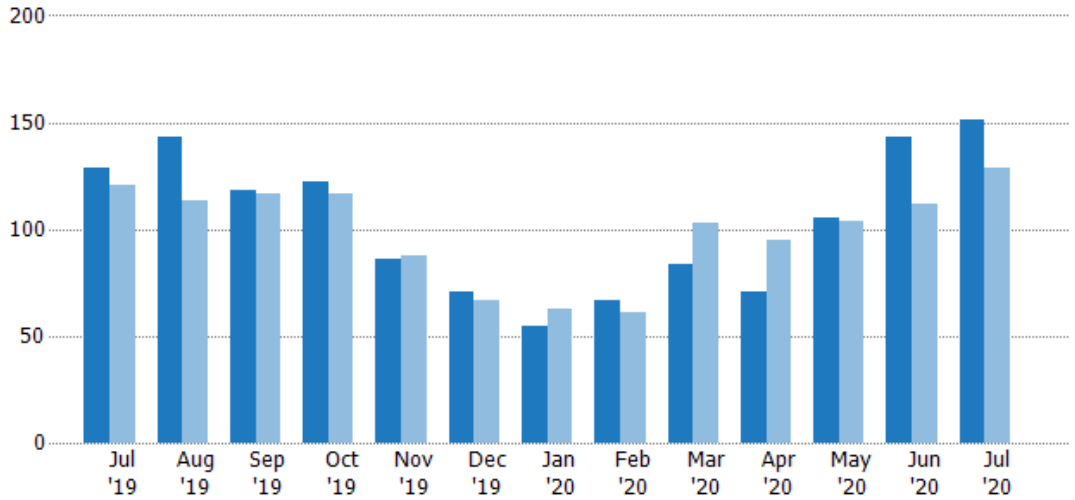
Pending Sales

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	151	17.1%
Jul '19	129	6.6%
Jul '18	121	2.5%



Current Year	129	143	118	122	86	71	55	67	84	71	105	143	151
Prior Year	121	113	117	117	88	67	63	61	103	95	104	112	129
Percent Change from Prior Year	7%	27%	1%	4%	-2%	6%	-13%	10%	-18%	-25%	1%	28%	17%

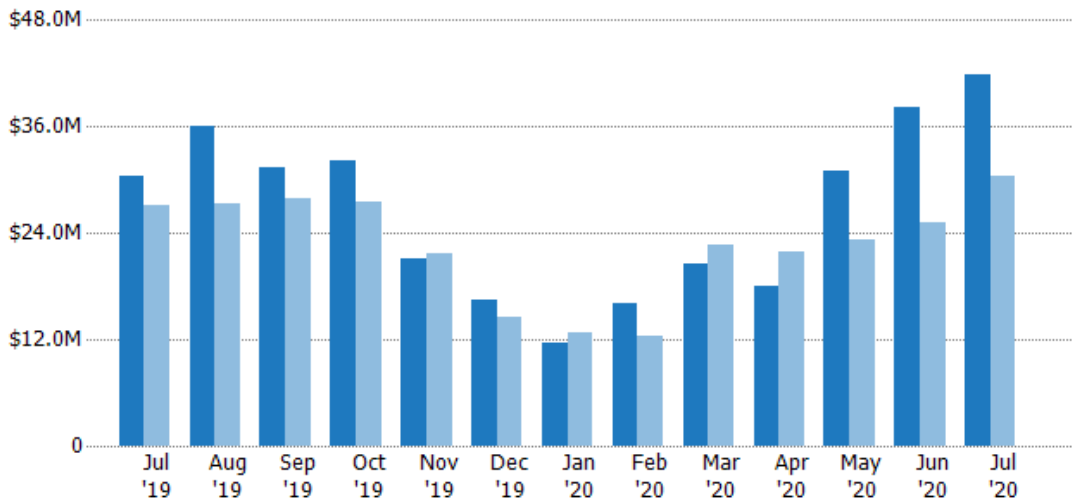
Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$41.9M	37.7%
Jul '19	\$30.4M	12.2%
Jul '18	\$27.1M	-5.4%



Current Year	\$30.4M	\$36M	\$31.3M	\$32.1M	\$21.2M	\$16.5M	\$11.7M	\$16M	\$20.5M	\$18M	\$31M	\$38.3M	\$41.9M
Prior Year	\$27.1M	\$27.4M	\$27.8M	\$27.5M	\$21.7M	\$14.5M	\$12.9M	\$12.4M	\$22.6M	\$21.9M	\$23.2M	\$25.2M	\$30.4M
Percent Change from Prior Year	12%	32%	12%	17%	-3%	14%	-9%	30%	-9%	-18%	34%	52%	38%

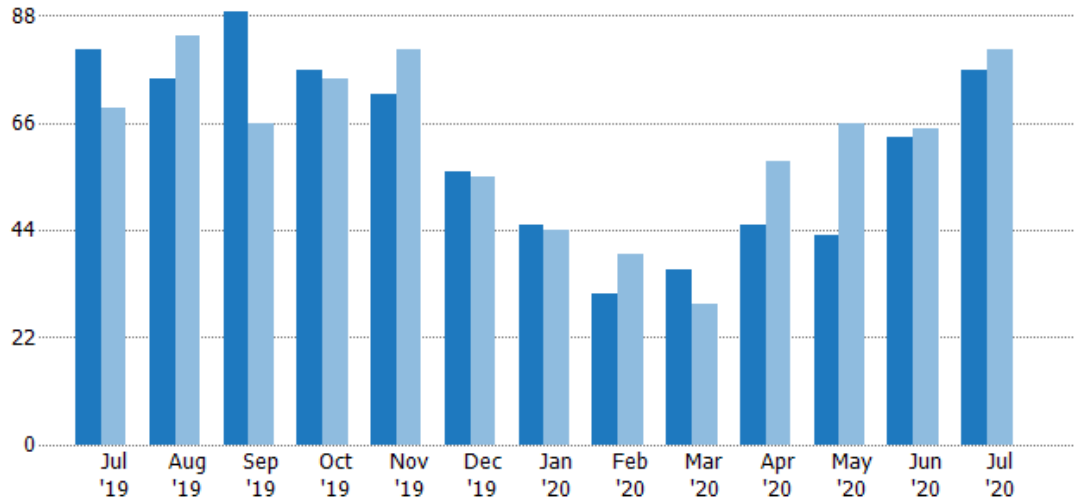
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	77	-4.9%
Jul '19	81	17.4%
Jul '18	69	-2.9%



Current Year	81	75	89	77	72	56	45	31	36	45	43	63	77
Prior Year	69	84	66	75	81	55	44	39	29	58	66	65	81
Percent Change from Prior Year	17%	-11%	35%	3%	-11%	2%	2%	-21%	24%	-22%	-35%	-3%	-5%

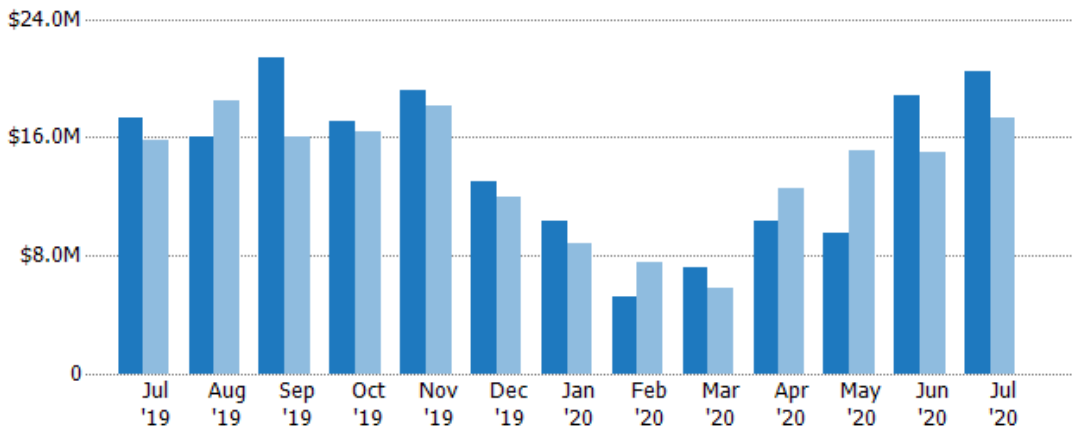
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$20.5M	18.5%
Jul '19	\$17.3M	9.7%
Jul '18	\$15.8M	-22.5%



Current Year	\$17.3M	\$16M	\$21.3M	\$17.1M	\$19.1M	\$13M	\$10.3M	\$5.19M	\$7.19M	\$10.4M	\$9.5M	\$18.8M	\$20.5M
Prior Year	\$15.8M	\$18.4M	\$16.1M	\$16.4M	\$18.2M	\$12M	\$8.87M	\$7.56M	\$5.77M	\$12.6M	\$15.1M	\$15M	\$17.3M
Percent Change from Prior Year	10%	-13%	33%	4%	5%	8%	16%	-31%	25%	-18%	-37%	25%	18%

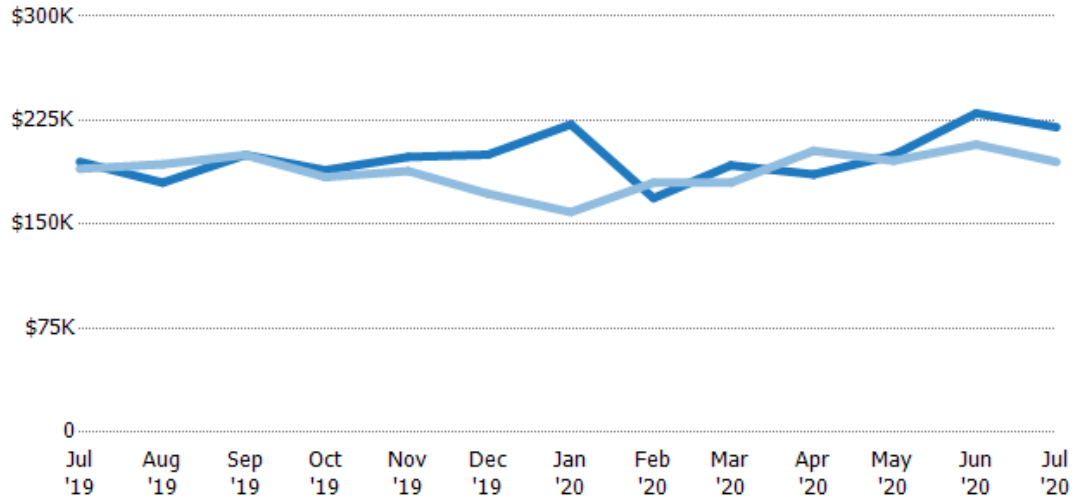
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$220K	12.8%
Jul '19	\$195K	2.6%
Jul '18	\$190K	-13.9%



Current Year	\$195K	\$180K	\$200K	\$189K	\$199K	\$200K	\$222K	\$169K	\$193K	\$186K	\$200K	\$230K	\$220K
Prior Year	\$190K	\$193K	\$200K	\$184K	\$188K	\$172K	\$159K	\$180K	\$180K	\$203K	\$196K	\$208K	\$195K
Percent Change from Prior Year	3%	-7%	0%	3%	5%	16%	40%	-6%	7%	-8%	2%	11%	13%

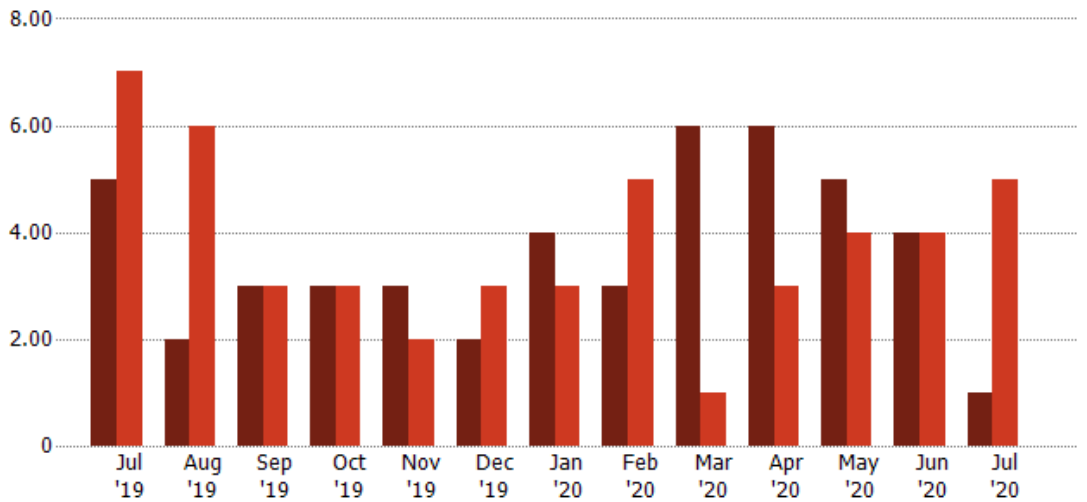
Distressed Listings

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	1	-80%
Jul '19	5	-28.6%
Jul '18	7	-71.4%

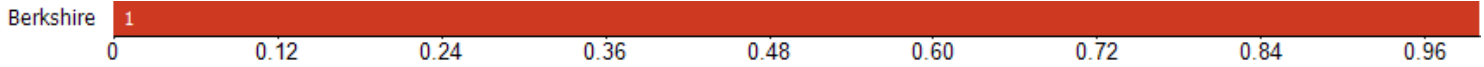


Current Year	5	2	3	3	3	2	4	3	6	6	5	4	1
Prior Year	7	6	3	3	2	3	3	5	1	3	4	4	5
Percent Change from Prior Year	-29%	-67%	0%	0%	50%	-33%	33%	-40%	500%	100%	25%	0%	-80%

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.

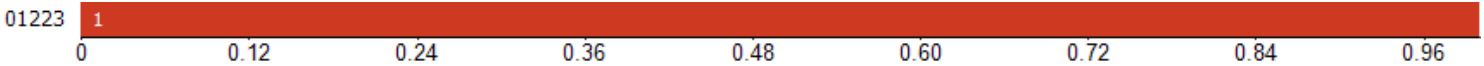
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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: 9 Selected; Property Type: Single Family Residence

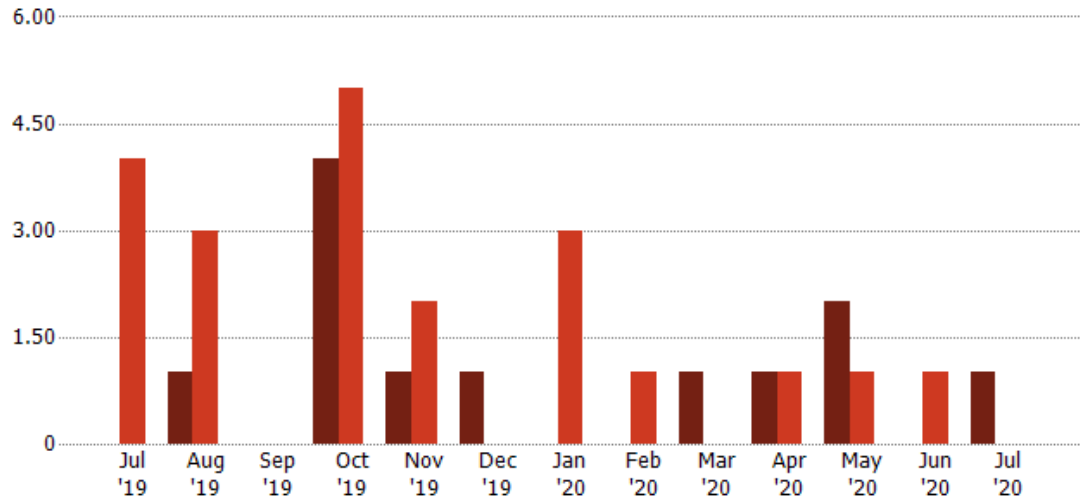


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of
REALTORS®MLS
ZIP: 9 Selected
Property Type: Single Family
Residence



Current Year	-	1	-	4	1	1	-	-	1	1	2	-	1
Prior Year	4	3	-	5	2	-	3	1	-	1	1	1	-
Percent Change from Prior Year	-100%	-67%	-	-20%	-50%	100%	-100%	-100%	100%	0%	100%	-100%	100%

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	42	\$10,219,650	\$243,325	\$169,225	\$137	\$135	22
01223	19	\$7,412,300	8	\$2,655,900	\$331,988	\$220,000	\$129	\$127	45
01225	8	\$2,404,800	3	\$992,400	\$330,800	\$336,900	\$202	\$135	58
01226	11	\$2,159,500	10	\$3,094,300	\$309,430	\$283,400	\$135	\$134	38
01235	7	\$2,146,600	4	\$468,500	\$117,125	\$85,250	\$112	\$120	27
01237	11	\$3,845,500	6	\$1,608,500	\$268,083	\$284,000	\$155	\$130	28
01254	10	\$5,486,800	2	\$745,000	\$372,500	\$372,500	\$238	\$238	232
01270	2	\$409,800	2	\$694,900	\$347,450	\$347,450	\$173	\$173	32

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