

North Berkshire, MA Residential Real Estate Report



July 2020 Market WATCH

			+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	53	-3.8%	224	284	-21.1%
New Listing Volume	\$14,415,100	\$15,058,980	-4.3%	\$63,154,997	\$82,070,293	-23%
Active Listing Count	81	172	-52.9%	NA	NA	
Active Listing Volume	\$39,456,098	\$66,433,325	-40.6%	NA	NA	
Median Listing Price	\$287,900	\$201,250	+43.1%	\$239,697	\$202,699	+18.3%
Months of Inventory	2	5.5	-63.5%	5.1	6.3	-20.2%
Sales Activity Charts Metrics						
New Pending Sales Count	58	40	+45%	259	207	+25.1%
New Pending Sales Volume	\$15,936,499	\$8,751,470	+82.1%	\$62,897,199	\$43,640,466	+44.1%
Pending Sales Count	83	58	+43.1%	NA	NA	
Pending Sales Volume	\$23,966,899	\$12,141,270	+97.4%	NA	NA	
Closed Sales Count	34	24	+41.7%	166	142	+16.9%
Closed Sales Volume	\$8,704,835	\$3,480,002	+150.1%	\$36,499,207	\$29,644,241	+23.1%
Median Sales Price	\$194,500	\$117,700	+65.3%	\$168,973	\$163,840	+3.1%
Distressed Charts Metrics						
Distressed Listing Count	-	2	-	NA	NA	

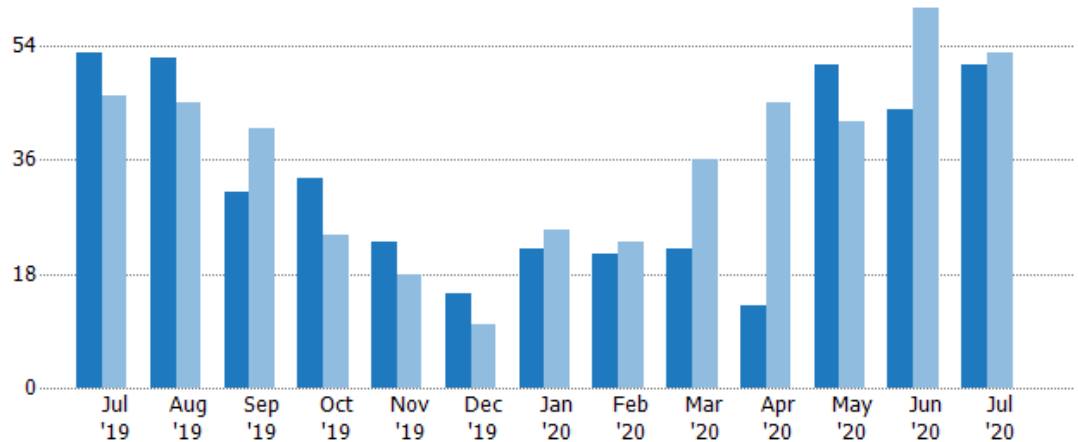
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	51	-3.8%
Jul '19	53	15.2%
Jul '18	46	-21.7%



Current Year	53	52	31	33	23	15	22	21	22	13	51	44	51
Prior Year	46	45	41	24	18	10	25	23	36	45	42	60	53
Percent Change from Prior Year	15%	16%	-24%	38%	28%	50%	-12%	-9%	-39%	-71%	21%	-27%	-4%

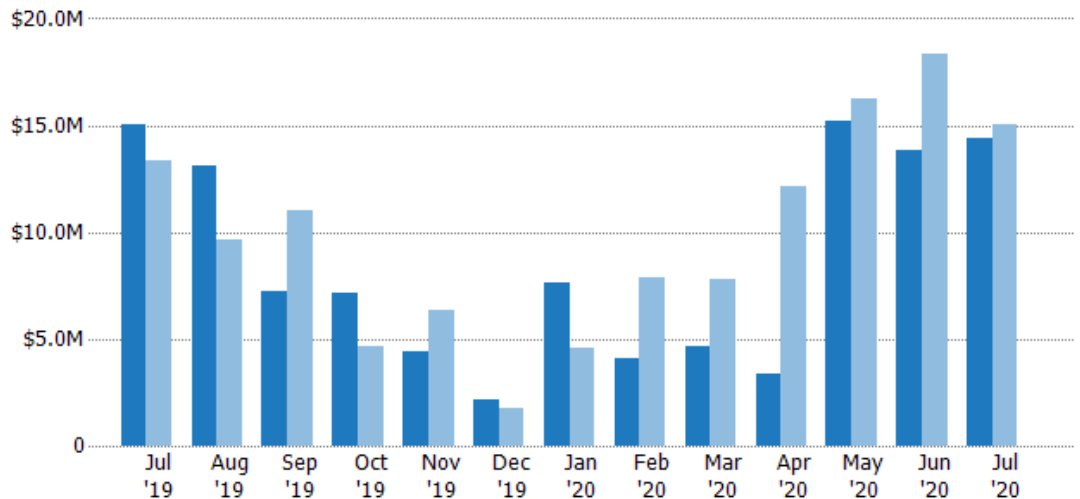
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$14.4M	-4.3%
Jul '19	\$15.1M	12.8%
Jul '18	\$13.4M	-29.7%



Current Year	\$15.1M	\$13.1M	\$7.25M	\$7.14M	\$4.38M	\$2.14M	\$7.62M	\$4.09M	\$4.64M	\$3.33M	\$15.2M	\$13.8M	\$14.4M
Prior Year	\$13.4M	\$9.68M	\$11M	\$4.63M	\$6.33M	\$1.74M	\$4.6M	\$7.9M	\$7.77M	\$12.1M	\$16.3M	\$18.4M	\$15.1M
Percent Change from Prior Year	13%	36%	-34%	54%	-31%	23%	66%	-48%	-40%	-72%	-6%	-25%	-4%

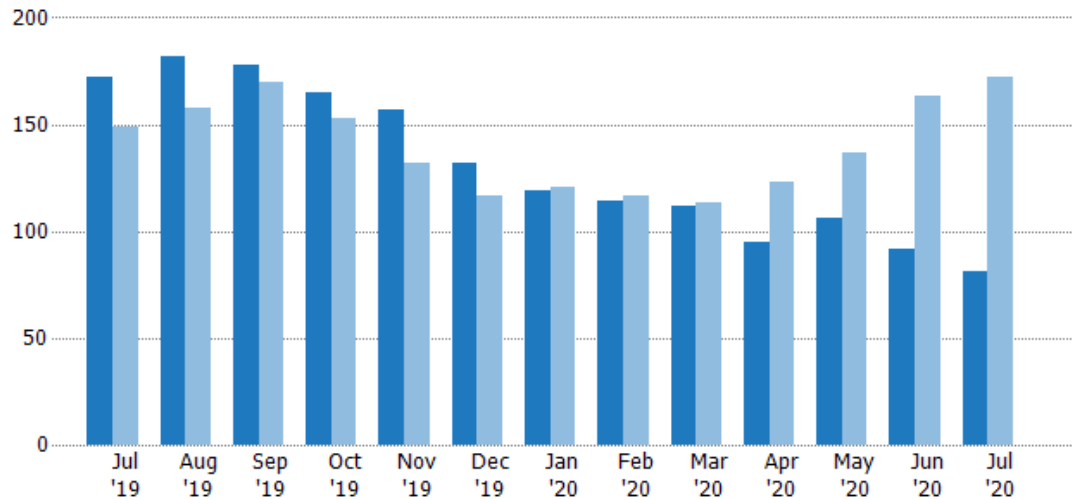
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	81	-52.9%
Jul '19	172	15.4%
Jul '18	149	8.7%



Current Year	172	182	178	165	157	132	119	114	112	95	106	92	81
Prior Year	149	158	170	153	132	117	121	117	113	123	137	163	172
Percent Change from Prior Year	15%	15%	5%	8%	19%	13%	-2%	-3%	-1%	-23%	-23%	-44%	-53%

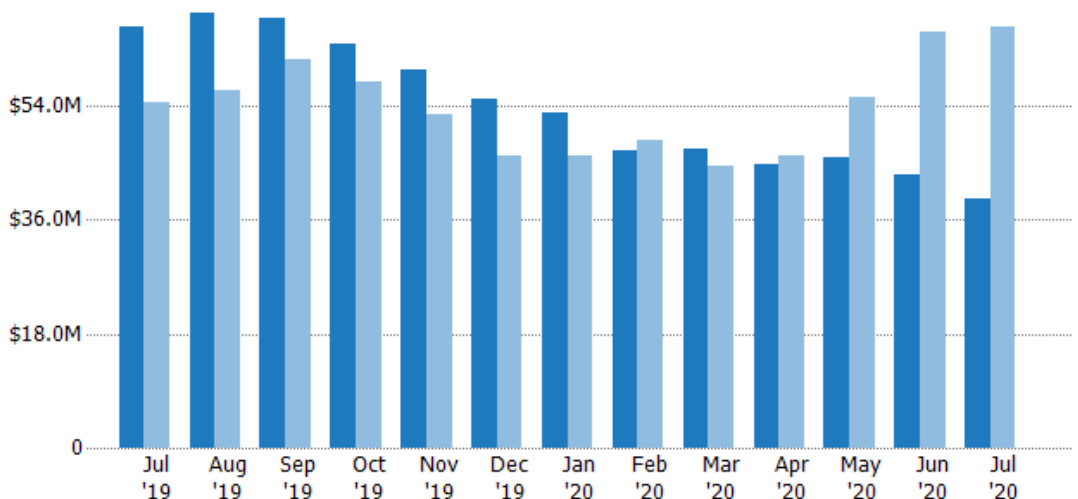
Active Listing Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$39.5M	-40.6%
Jul '19	\$66.4M	21.9%
Jul '18	\$54.5M	2.9%



Current Year	\$66.4M	\$68.7M	\$67.8M	\$63.9M	\$59.8M	\$55.1M	\$52.8M	\$47M	\$47.2M	\$44.7M	\$45.9M	\$43.1M	\$39.5M
Prior Year	\$54.5M	\$56.4M	\$61.3M	\$57.8M	\$52.6M	\$46.1M	\$46.1M	\$48.4M	\$44.6M	\$46M	\$55.4M	\$65.8M	\$66.4M
Percent Change from Prior Year	22%	22%	11%	10%	14%	19%	15%	-3%	6%	-3%	-17%	-35%	-41%

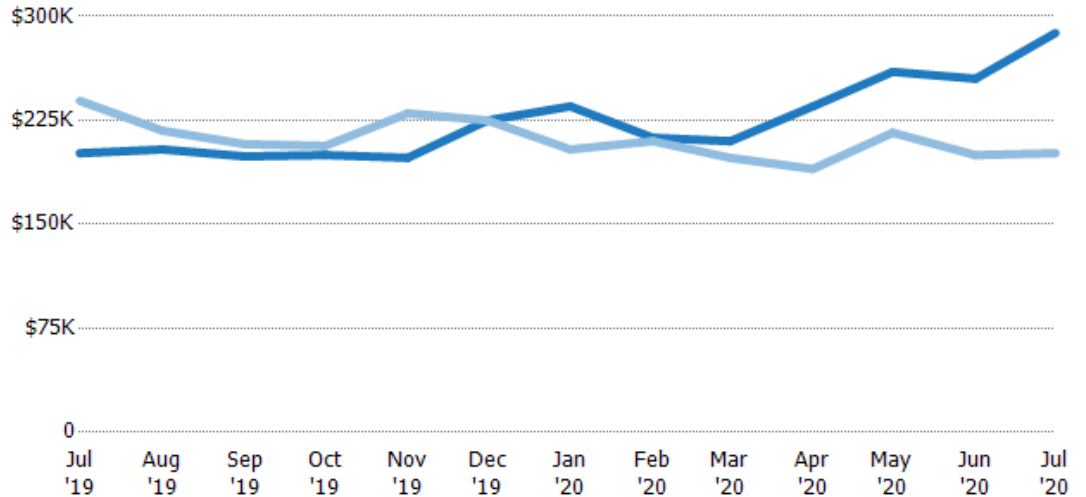
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jul '20	\$288K	43.1%
Jul '19	\$201K	-15.8%
Jul '18	\$239K	1.5%



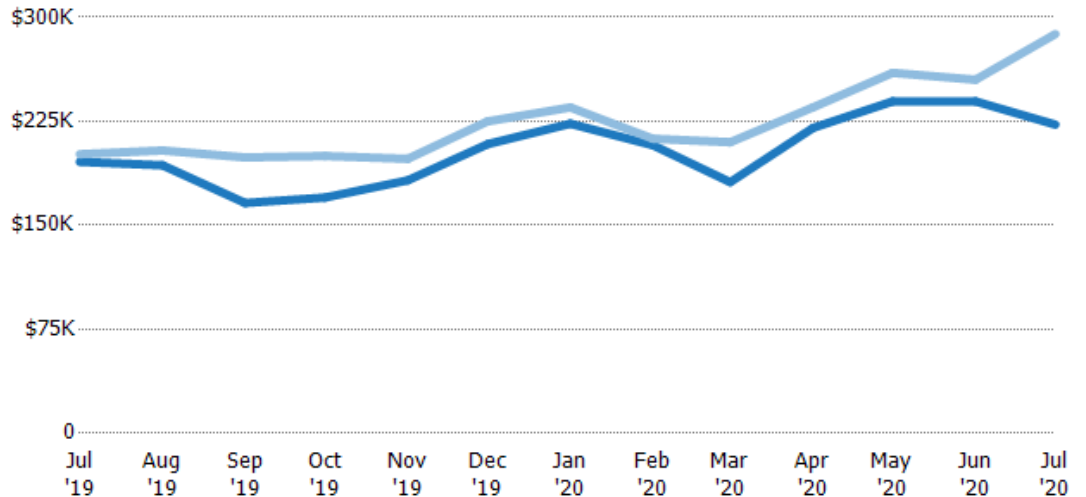
Current Year	\$201K	\$204K	\$199K	\$200K	\$198K	\$225K	\$235K	\$212K	\$210K	\$235K	\$260K	\$255K	\$288K
Prior Year	\$239K	\$218K	\$208K	\$207K	\$230K	\$225K	\$204K	\$210K	\$198K	\$190K	\$216K	\$200K	\$201K
Percent Change from Prior Year	-16%	-6%	-4%	-3%	-14%	0%	15%	1%	6%	24%	20%	28%	43%

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.

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 Property Type: Single Family Residence



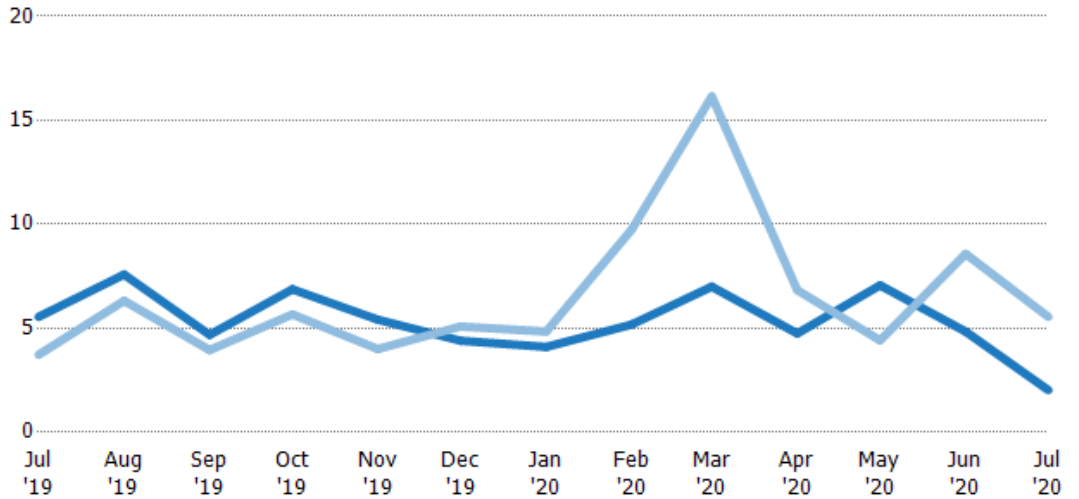
Median Est Value	\$196K	\$193K	\$166K	\$170K	\$182K	\$209K	\$223K	\$208K	\$181K	\$220K	\$239K	\$239K	\$223K
Median Listing Price	\$201K	\$204K	\$199K	\$200K	\$198K	\$225K	\$235K	\$212K	\$210K	\$235K	\$260K	\$255K	\$288K
Med Listing Price as a % of Med Est Value	103%	106%	120%	118%	108%	108%	105%	102%	116%	107%	109%	107%	129%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

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 Property Type: Single Family Residence



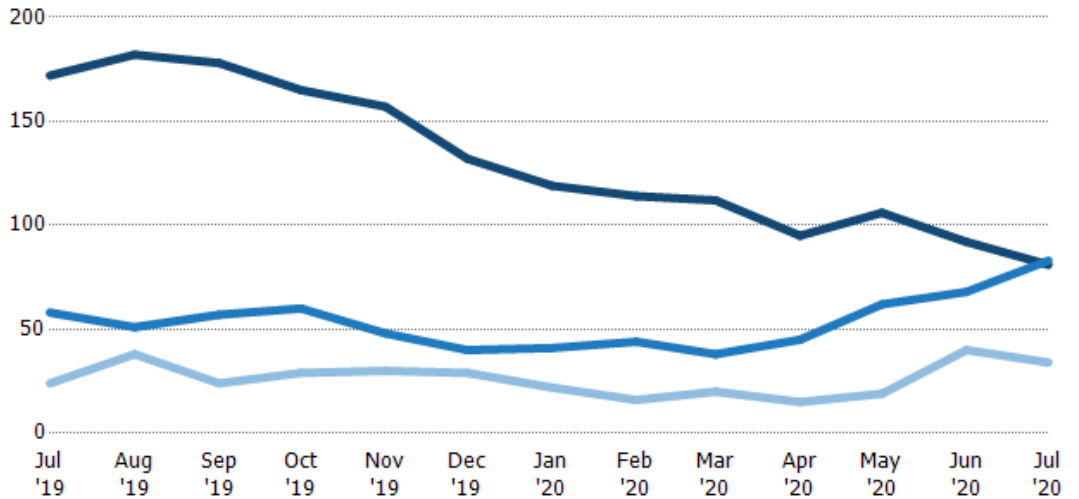
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	5.55	7.58	4.68	6.88	5.41	4.4	4.1	5.18	7	4.75	7.07	4.84	2.03
Prior Year	3.73	6.32	3.95	5.67	4	5.09	4.84	9.75	16.1	6.83	4.42	8.58	5.55
Percent Change from Prior Year	49%	20%	18%	21%	35%	-14%	-15%	-47%	-57%	-30%	60%	-44%	-64%

Active/Pending/Sold Units

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

Filters Used

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 Property Type: Single Family Residence



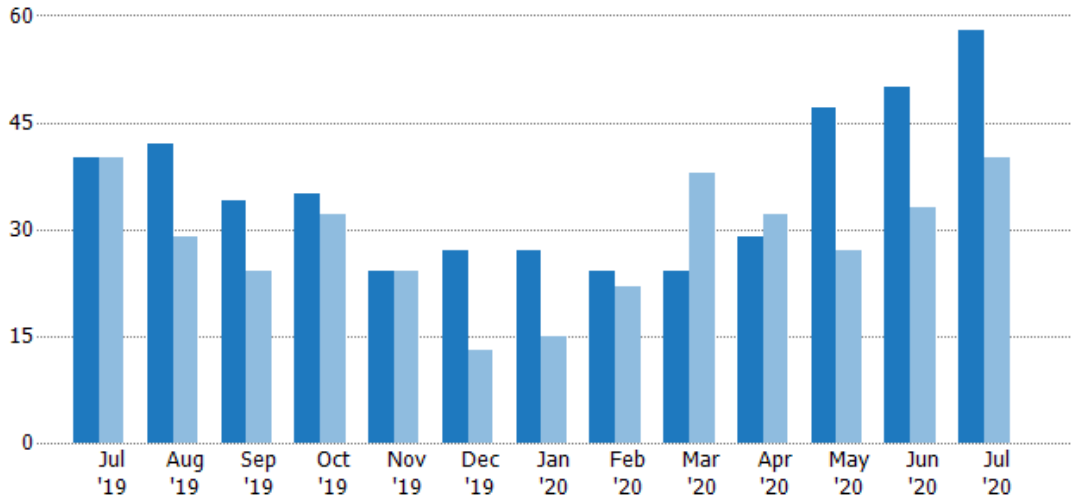
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Active	172	182	178	165	157	132	119	114	112	95	106	92	81
Pending	58	51	57	60	48	40	41	44	38	45	62	68	83
Sold	24	38	24	29	30	29	22	16	20	15	19	40	34

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence



Month/Year	Count	% Chg.
Jul '20	58	45%
Jul '19	40	0%
Jul '18	40	-20%

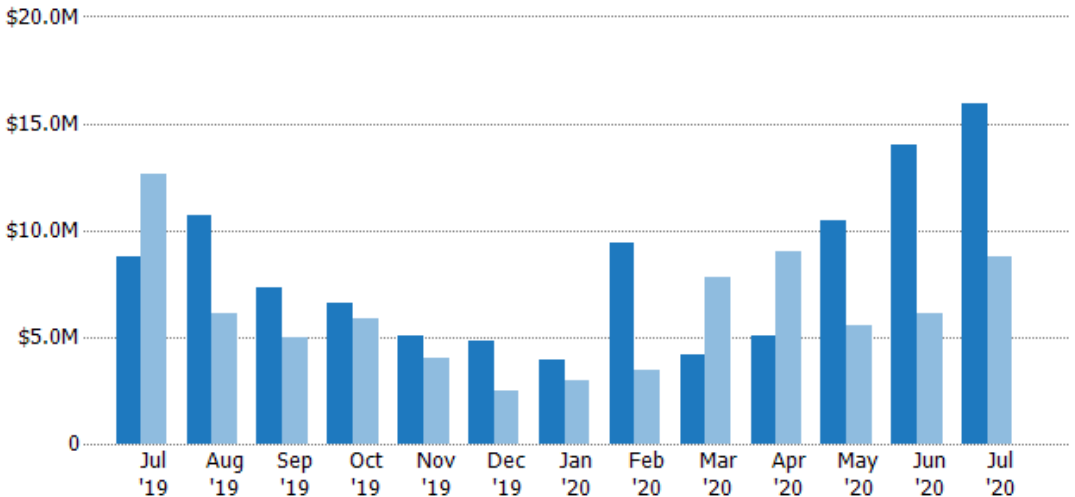
Current Year	40	42	34	35	24	27	27	24	24	29	47	50	58
Prior Year	40	29	24	32	24	13	15	22	38	32	27	33	40
Percent Change from Prior Year	0%	45%	42%	9%	0%	108%	80%	9%	-37%	-9%	74%	52%	45%

New Pending Sales Volume

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

Filters Used

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 Property Type: Single Family Residence



Month/Year	Volume	% Chg.
Jul '20	\$15.9M	82.1%
Jul '19	\$8.75M	-30.6%
Jul '18	\$12.6M	-42.8%

Current Year	\$8.75M	\$10.7M	\$7.31M	\$6.6M	\$5.03M	\$4.78M	\$3.9M	\$9.42M	\$4.15M	\$5.03M	\$10.4M	\$14M	\$15.9M
Prior Year	\$12.6M	\$6.11M	\$4.98M	\$5.88M	\$3.99M	\$2.47M	\$2.98M	\$3.42M	\$7.83M	\$8.99M	\$5.57M	\$6.1M	\$8.75M
Percent Change from Prior Year	-31%	76%	47%	12%	26%	94%	31%	176%	-47%	-44%	87%	130%	82%

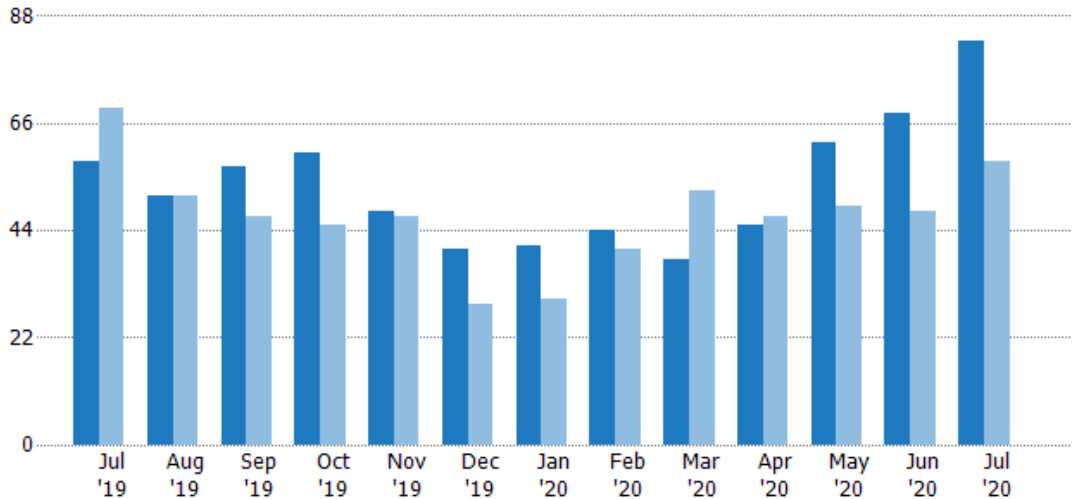
Pending Sales

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	83	43.1%
Jul '19	58	-15.9%
Jul '18	69	-2.9%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	58	51	57	60	48	40	41	44	38	45	62	68	83
Prior Year	69	51	47	45	47	29	30	40	52	47	49	48	58
Percent Change from Prior Year	-16%	0%	21%	33%	2%	38%	37%	10%	-27%	-4%	27%	42%	43%

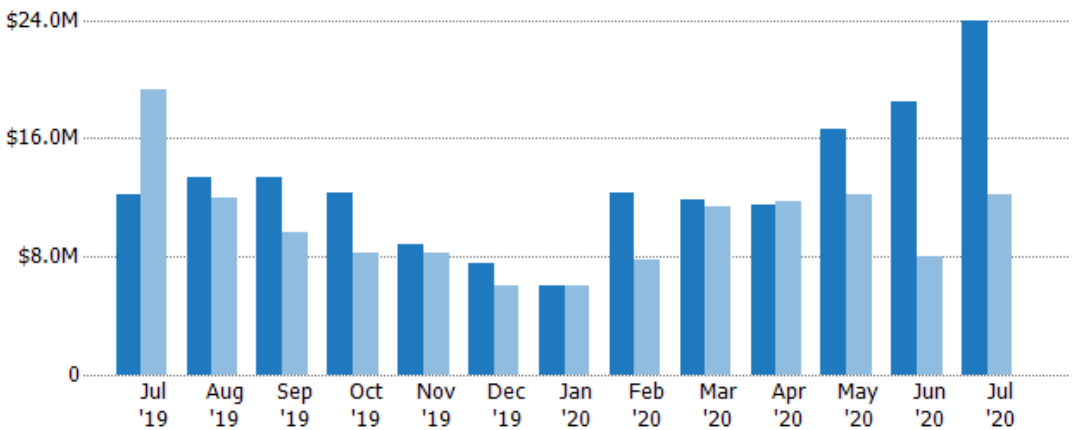
Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$24M	97.4%
Jul '19	\$12.1M	-37%
Jul '18	\$19.3M	-23%



	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	\$12.1M	\$13.4M	\$13.3M	\$12.3M	\$8.83M	\$7.57M	\$5.98M	\$12.4M	\$11.9M	\$11.5M	\$16.6M	\$18.4M	\$24M
Prior Year	\$19.3M	\$12M	\$9.67M	\$8.23M	\$8.23M	\$6.06M	\$6.02M	\$7.81M	\$11.4M	\$11.7M	\$12.2M	\$8.06M	\$12.1M
Percent Change from Prior Year	-37%	12%	38%	49%	7%	25%	-1%	58%	4%	-2%	36%	129%	97%

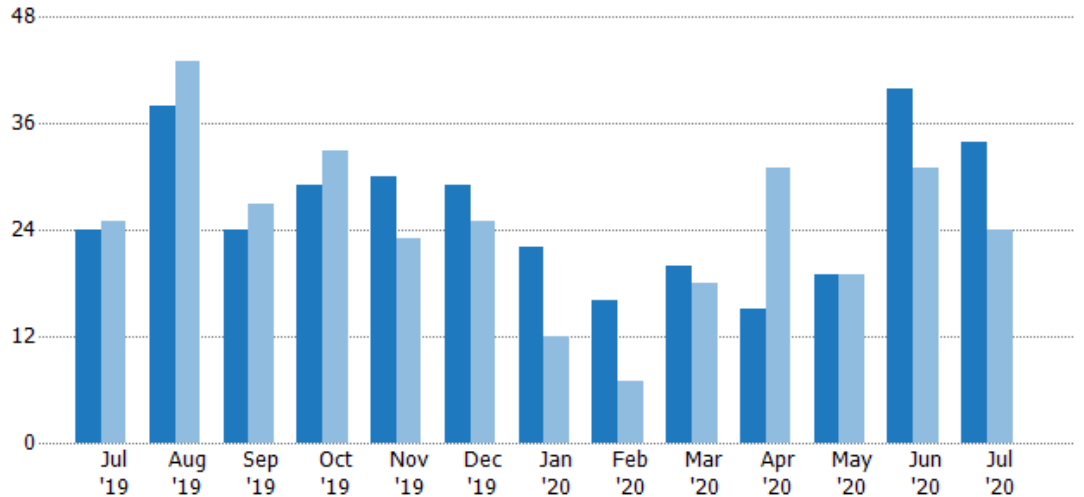
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	34	41.7%
Jul '19	24	-4%
Jul '18	25	-4%



Current Year	24	38	24	29	30	29	22	16	20	15	19	40	34
Prior Year	25	43	27	33	23	25	12	7	18	31	19	31	24
Percent Change from Prior Year	-4%	-12%	-11%	-12%	30%	16%	83%	129%	11%	-52%	0%	29%	42%

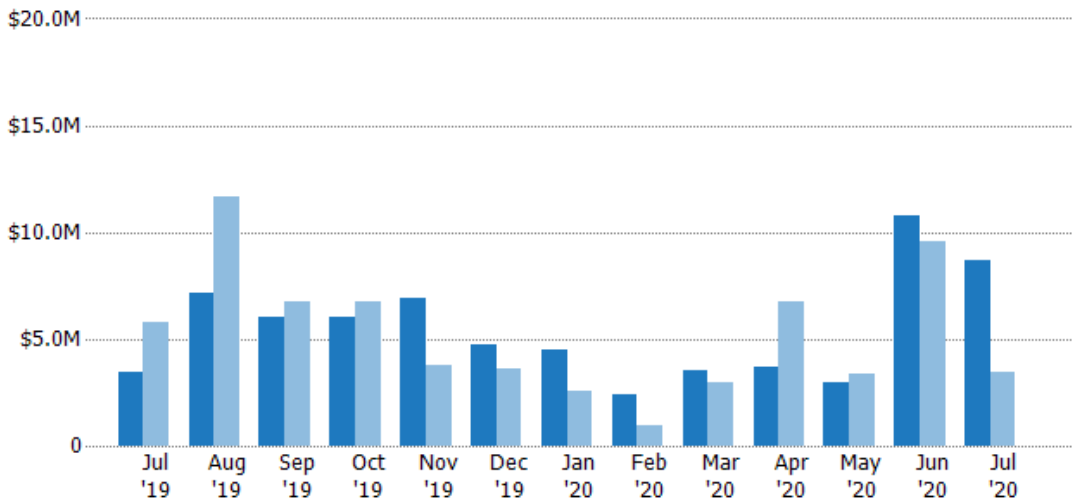
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$8.7M	150.1%
Jul '19	\$3.48M	-39.7%
Jul '18	\$5.77M	-0.7%



Current Year	\$3.48M	\$7.18M	\$6.05M	\$6.06M	\$6.92M	\$4.74M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M
Prior Year	\$5.77M	\$11.6M	\$6.78M	\$6.74M	\$3.74M	\$3.64M	\$2.58M	\$961K	\$2.95M	\$6.79M	\$3.34M	\$9.55M	\$3.48M
Percent Change from Prior Year	-40%	-38%	-11%	-10%	85%	30%	74%	150%	19%	-46%	-12%	13%	150%

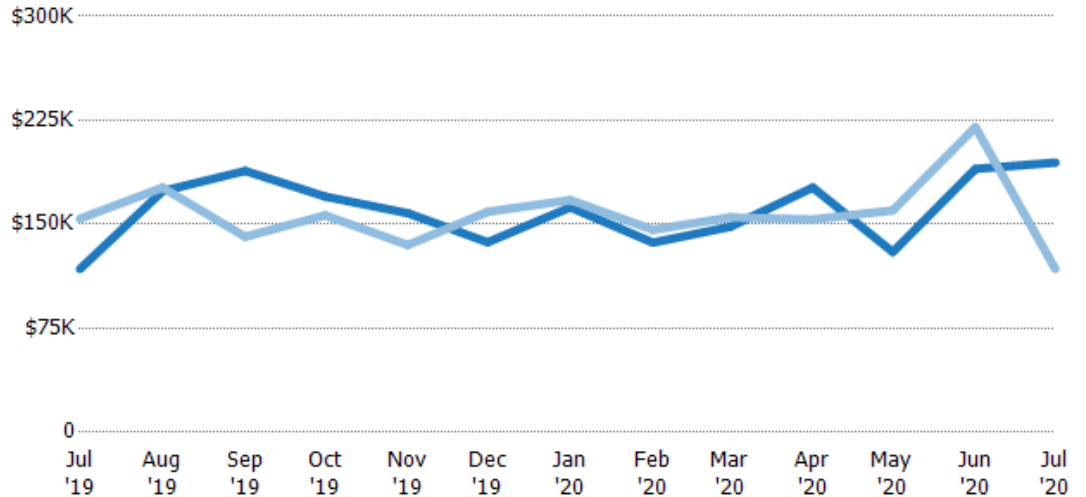
Median Sales Price

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

Filters Used

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 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jul '20	\$195K	65.3%
Jul '19	\$118K	-23.6%
Jul '18	\$154K	-10.7%



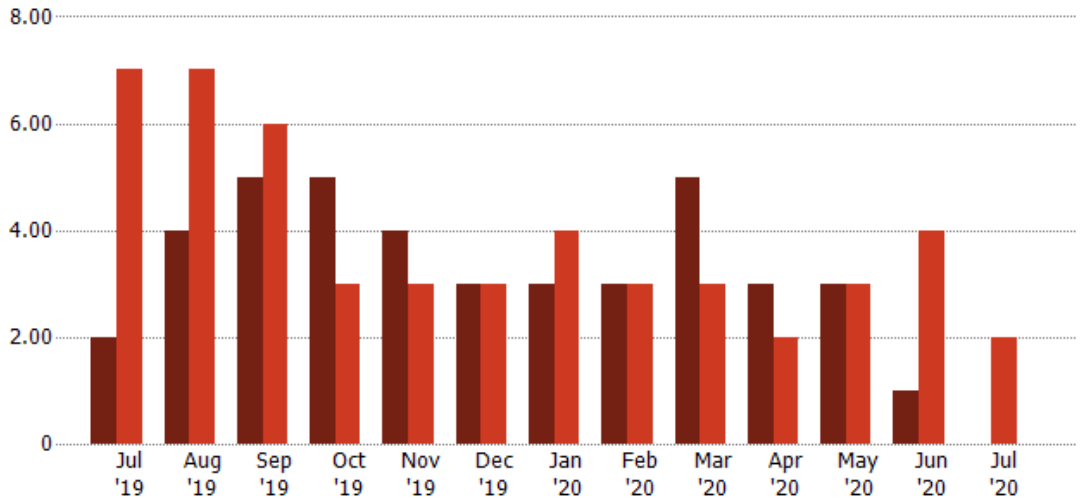
Current Year	\$118K	\$174K	\$189K	\$170K	\$158K	\$137K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K
Prior Year	\$154K	\$177K	\$141K	\$157K	\$135K	\$159K	\$168K	\$146K	\$155K	\$154K	\$160K	\$220K	\$118K
Percent Change from Prior Year	-24%	-1%	34%	9%	17%	-14%	-3%	-6%	-4%	15%	-19%	-14%	65%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

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 Property Type: Single Family Residence



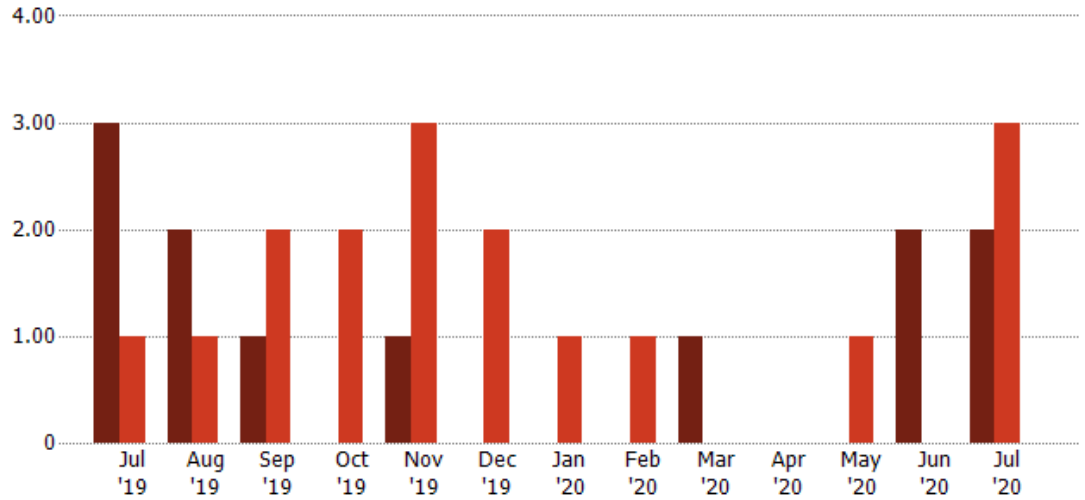
Current Year	2	4	5	5	4	3	3	3	5	3	3	1	-
Prior Year	7	7	6	3	3	3	4	3	3	2	3	4	2
Percent Change from Prior Year	-71%	-43%	-17%	67%	33%	0%	-25%	0%	67%	50%	0%	-75%	-100%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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 Property Type: Single Family Residence



Current Year	3	2	1	-	1	-	-	-	1	-	-	2	2
Prior Year	1	1	2	2	3	2	1	1	-	-	1	-	3
Percent Change from Prior Year	200%	100%	-50%	-100%	-67%	-100%	-100%	-100%	100%	-	-100%	100%	-33%

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
01220	17	\$3,022,900	10	\$1,775,335	\$177,534	\$165,500	\$122	\$134	13
01237	11	\$3,845,500	6	\$1,608,500	\$268,083	\$284,000	\$155	\$130	28
01247	30	\$5,135,900	9	\$1,650,500	\$183,389	\$180,000	\$96	\$97	44
01267	24	\$11,602,699	9	\$3,670,500	\$407,833	\$310,000	\$173	\$176	29

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