

South 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	103	82	+25.6%	455	477	-4.6%
New Listing Volume	\$62,390,500	\$39,506,399	+57.9%	\$270,626,462	\$251,316,397	+7.7%
Active Listing Count	275	474	-42%	NA	NA	
Active Listing Volume	\$244,671,711	\$337,855,223	-27.6%	NA	NA	
Median Listing Price	\$575,000	\$448,500	+28.2%	\$513,976	\$454,239	+13.2%
Months of Inventory	6.5	13.5	-51.7%	10.4	14.3	-26.9%
Sales Activity Charts Metrics						
New Pending Sales Count	115	60	+91.7%	418	286	+46.2%
New Pending Sales Volume	\$64,131,300	\$31,535,099	+103.4%	\$212,303,758	\$126,203,799	+68.2%
Pending Sales Count	153	74	+106.8%	NA	NA	
Pending Sales Volume	\$79,731,350	\$33,400,899	+138.7%	NA	NA	
Closed Sales Count	86	44	+95.5%	259	208	+24.5%
Closed Sales Volume	\$43,935,322	\$15,815,601	+177.8%	\$123,669,298	\$85,751,329	+44.2%
Median Sales Price	\$395,000	\$295,000	+33.9%	\$352,552	\$314,981	+11.9%
Distressed Charts Metrics						
Distressed Listing Count	5	1	+400%	NA	NA	

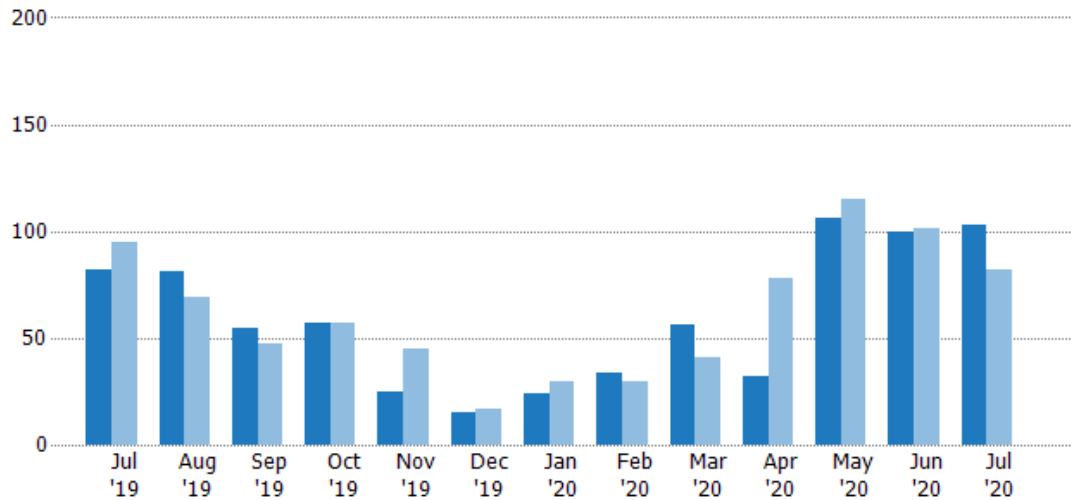
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	103	25.6%
Jul '19	82	-13.7%
Jul '18	95	-29.5%



Current Year	82	81	55	57	25	15	24	34	56	32	106	100	103
Prior Year	95	69	47	57	45	17	30	30	41	78	115	101	82
Percent Change from Prior Year	-14%	17%	17%	0%	-44%	-12%	-20%	13%	37%	-59%	-8%	-1%	26%

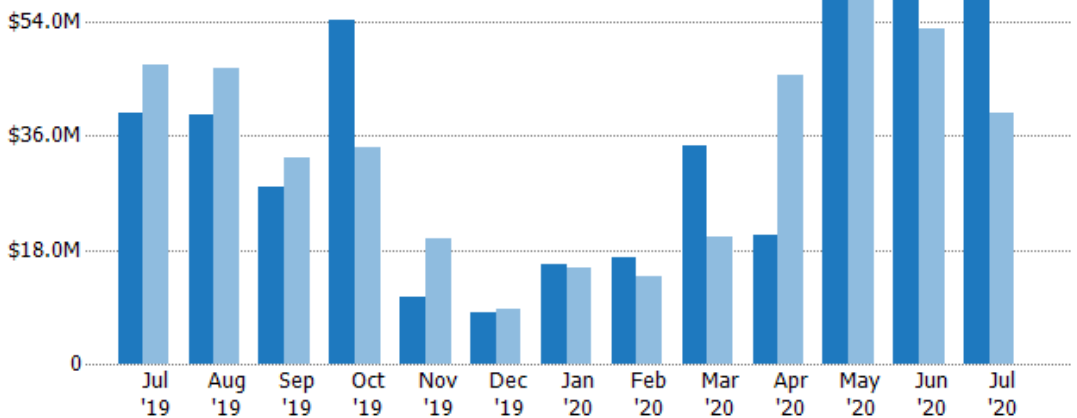
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$62.4M	57.9%
Jul '19	\$39.5M	-16.2%
Jul '18	\$47.1M	-15.3%



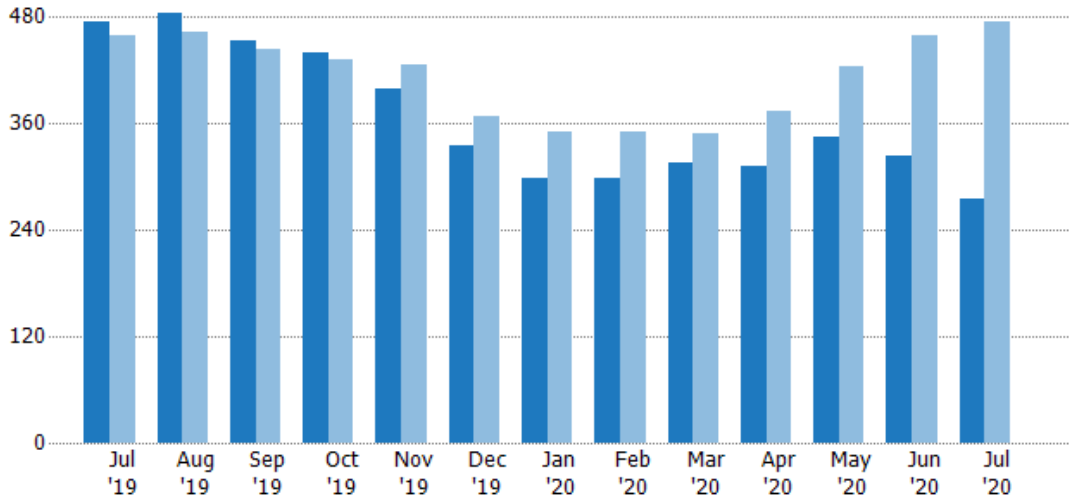
Current Year	\$39.5M	\$39.4M	\$27.9M	\$54.3M	\$10.4M	\$8.15M	\$15.7M	\$16.7M	\$34.3M	\$20.2M	\$62.4M	\$58.9M	\$62.4M
Prior Year	\$47.1M	\$46.6M	\$32.6M	\$34M	\$19.8M	\$8.76M	\$15.2M	\$13.9M	\$20.1M	\$45.7M	\$64.1M	\$52.8M	\$39.5M
Percent Change from Prior Year	-16%	-16%	-15%	59%	-47%	-7%	3%	20%	71%	-56%	-3%	12%	58%

Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence



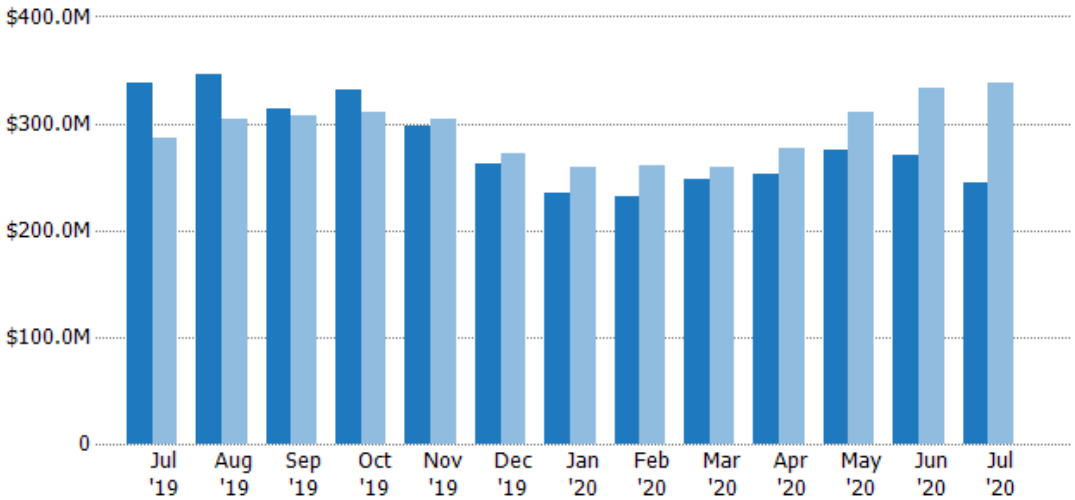
Current Year	474	484	453	439	400	335	298	298	315	311	345	324	275
Prior Year	459	464	443	433	426	368	350	350	348	373	425	459	474
Percent Change from Prior Year	3%	4%	2%	1%	-6%	-9%	-15%	-15%	-9%	-17%	-19%	-29%	-42%

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
ZIP: 17 Selected
Property Type: Single Family Residence



Current Year	\$338M	\$346M	\$313M	\$332M	\$297M	\$262M	\$235M	\$231M	\$248M	\$253M	\$275M	\$270M	\$245M
Prior Year	\$286M	\$305M	\$307M	\$311M	\$303M	\$273M	\$259M	\$261M	\$259M	\$276M	\$310M	\$333M	\$338M
Percent Change from Prior Year	18%	14%	2%	7%	-2%	-4%	-9%	-11%	-4%	-8%	-11%	-19%	-28%

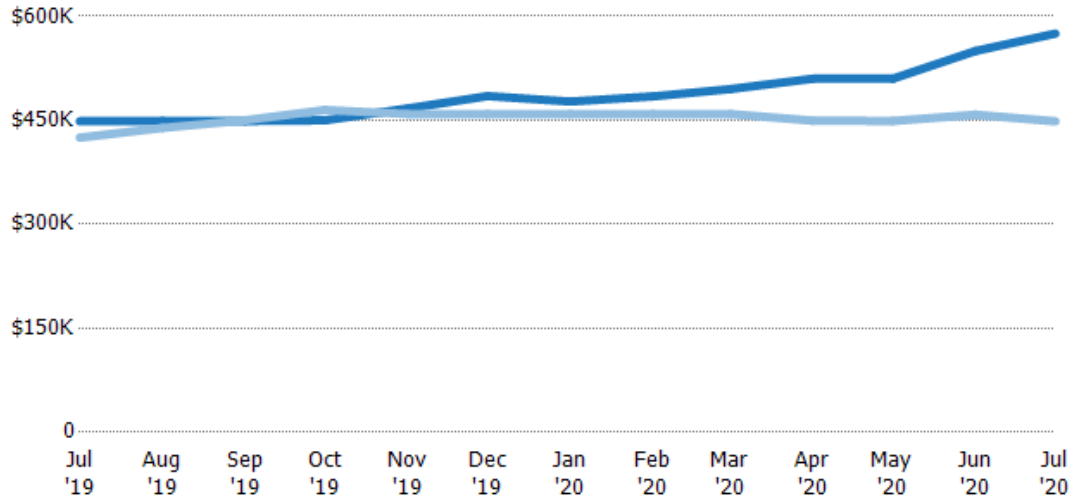
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jul '20	\$575K	28.2%
Jul '19	\$449K	5.5%
Jul '18	\$425K	2.1%



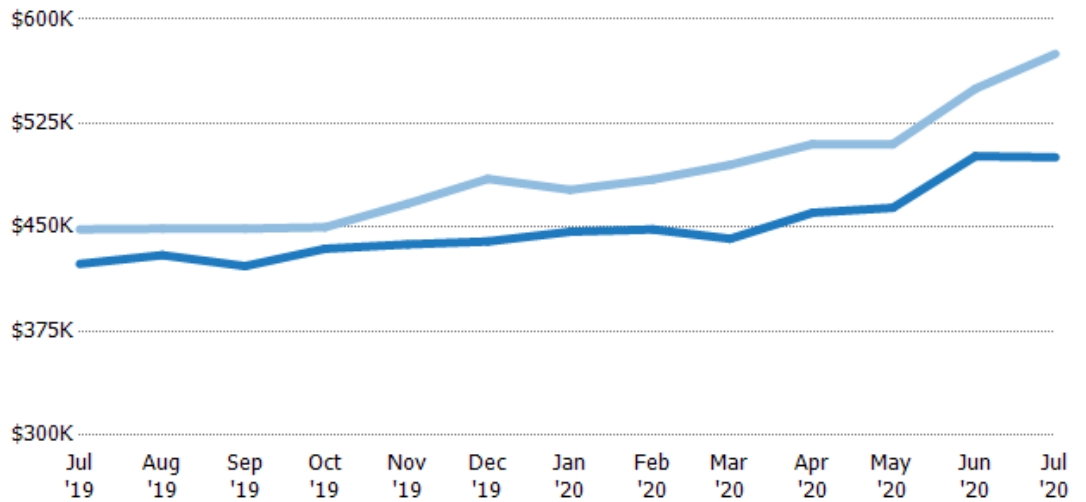
Current Year	\$449K	\$449K	\$449K	\$450K	\$467K	\$485K	\$477K	\$484K	\$495K	\$510K	\$510K	\$550K	\$575K
Prior Year	\$425K	\$439K	\$450K	\$465K	\$459K	\$459K	\$459K	\$459K	\$459K	\$450K	\$449K	\$458K	\$449K
Percent Change from Prior Year	6%	2%	0%	-3%	2%	6%	4%	6%	8%	13%	14%	20%	28%

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
ZIP: 17 Selected
Property Type: Single Family Residence



Median Est Value	\$424K	\$430K	\$422K	\$435K	\$438K	\$440K	\$447K	\$448K	\$442K	\$461K	\$464K	\$501K	\$500K
Median Listing Price	\$449K	\$449K	\$449K	\$450K	\$467K	\$485K	\$477K	\$484K	\$495K	\$510K	\$510K	\$550K	\$575K
Med Listing Price as a % of Med Est Value	106%	104%	106%	104%	107%	110%	107%	108%	112%	111%	110%	110%	115%

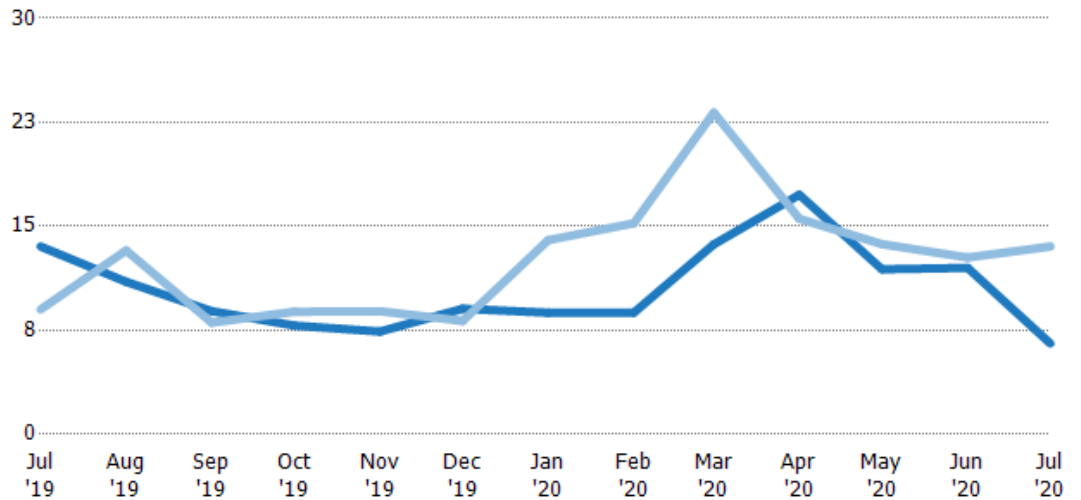
Months of Inventory

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: 17 Selected
Property Type: Single Family Residence

Month/ Year	Months	% Chg.
Jul '20	6.55	-51.7%
Jul '19	13.5	50.5%
Jul '18	9	45.4%



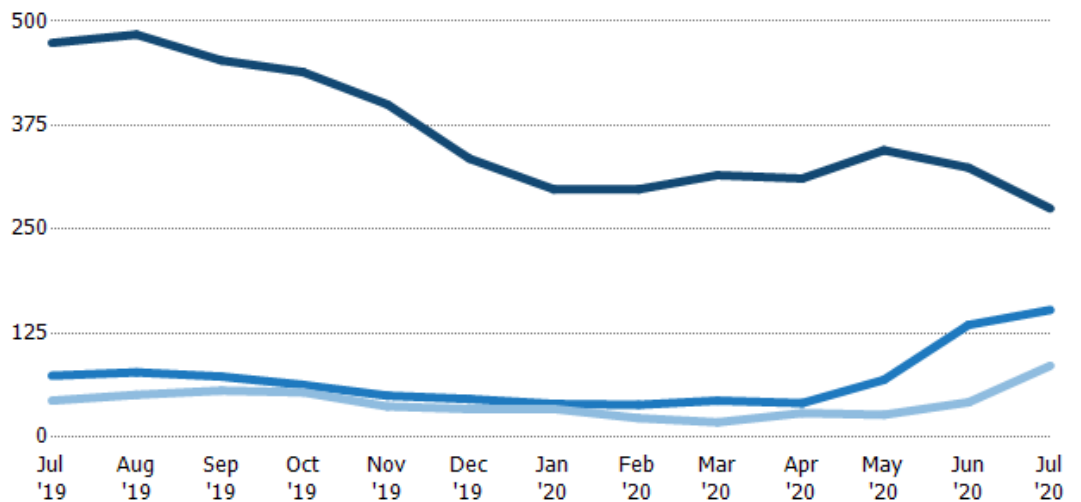
Current Year	13.5	11	8.88	7.84	7.41	9.05	8.76	8.76	13.7	17.3	11.9	12	6.55
Prior Year	9	13.3	8.05	8.84	8.88	8.18	14	15.2	23.2	15.5	13.7	12.8	13.5
Percent Change from Prior Year	50%	-17%	10%	-11%	-17%	11%	-37%	-42%	-41%	11%	-13%	-6%	-52%

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: 17 Selected
Property Type: Single Family Residence



Active	474	484	453	439	400	335	298	298	315	311	345	324	275
Pending	74	78	73	63	50	46	40	39	44	41	69	135	153
Sold	44	51	56	54	37	34	34	23	18	29	27	42	86

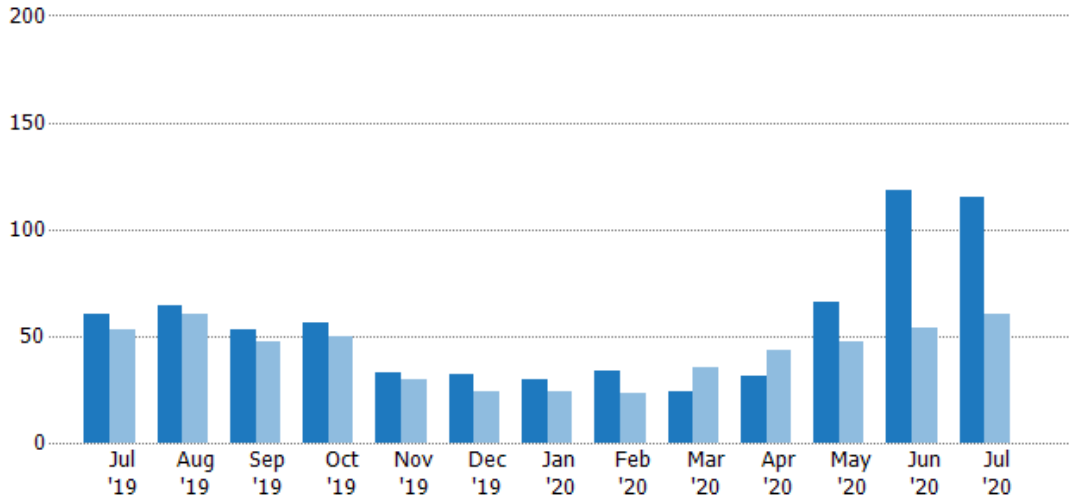
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jul '20	115	91.7%
Jul '19	60	13.2%
Jul '18	53	-28.3%



Current Year	60	64	53	56	33	32	30	34	24	31	66	118	115
Prior Year	53	60	47	50	30	24	24	23	35	43	47	54	60
Percent Change from Prior Year	13%	7%	13%	12%	10%	33%	25%	48%	-31%	-28%	40%	119%	92%

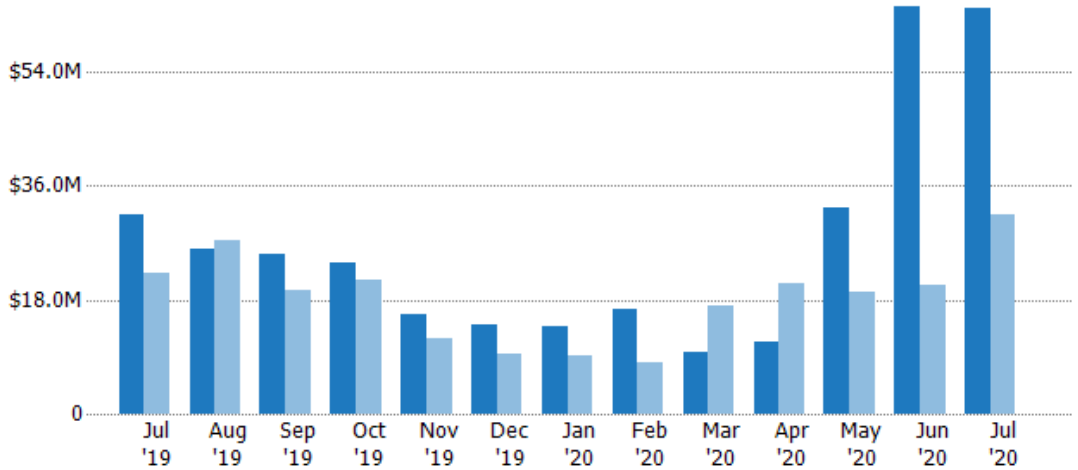
New Pending Sales Volume

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: 17 Selected
Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jul '20	\$64.1M	103.4%
Jul '19	\$31.5M	42.5%
Jul '18	\$22.1M	-29.8%



Current Year	\$31.5M	\$26.1M	\$25.2M	\$23.8M	\$15.8M	\$13.9M	\$13.9M	\$16.5M	\$9.62M	\$11.4M	\$32.4M	\$64.3M	\$64.1M
Prior Year	\$22.1M	\$27.4M	\$19.5M	\$21M	\$11.8M	\$9.56M	\$9.1M	\$8.07M	\$17.2M	\$20.6M	\$19.3M	\$20.4M	\$31.5M
Percent Change from Prior Year	42%	-5%	29%	13%	34%	46%	53%	105%	-44%	-45%	68%	215%	103%

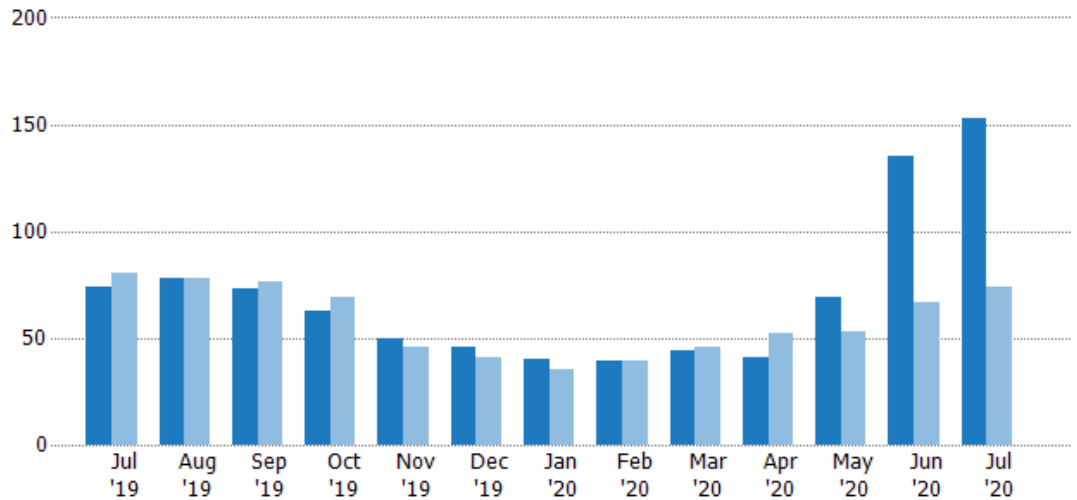
Pending Sales

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: 17 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	153	106.8%
Jul '19	74	-7.5%
Jul '18	80	-12.5%



Current Year	74	78	73	63	50	46	40	39	44	41	69	135	153
Prior Year	80	78	76	69	46	41	35	39	46	52	53	67	74
Percent Change from Prior Year	-8%	0%	-4%	-9%	9%	12%	14%	0%	-4%	-21%	30%	101%	107%

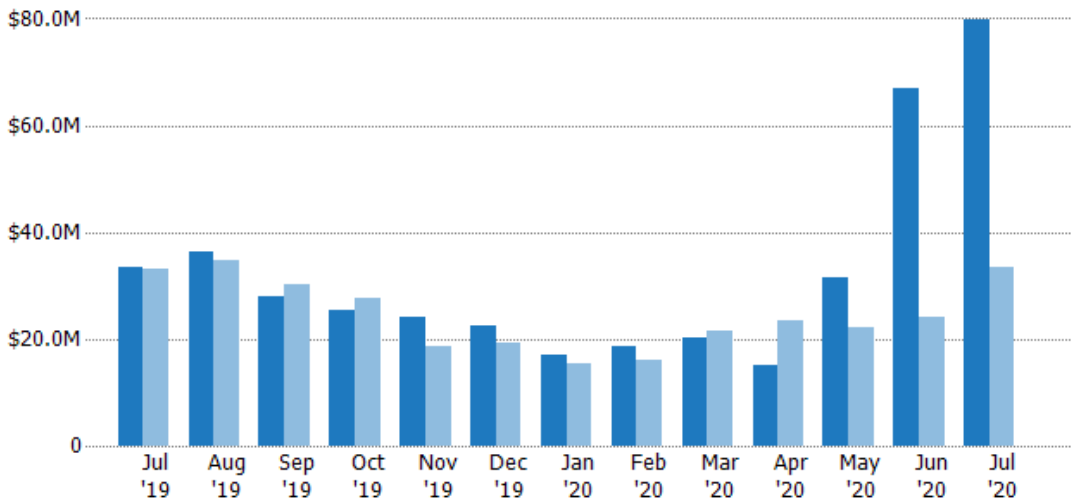
Pending Sales Volume

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: 17 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$79.7M	138.7%
Jul '19	\$33.4M	0.7%
Jul '18	\$33.2M	-3.7%



Current Year	\$33.4M	\$36.3M	\$28.1M	\$25.3M	\$24.1M	\$22.5M	\$16.9M	\$18.7M	\$20.2M	\$15.1M	\$31.5M	\$67M	\$79.7M
Prior Year	\$33.2M	\$34.6M	\$30.2M	\$27.5M	\$18.6M	\$19.2M	\$15.4M	\$16.1M	\$21.4M	\$23.5M	\$22.3M	\$24.2M	\$33.4M
Percent Change from Prior Year	1%	5%	-7%	-8%	30%	17%	10%	16%	-6%	-36%	41%	177%	139%

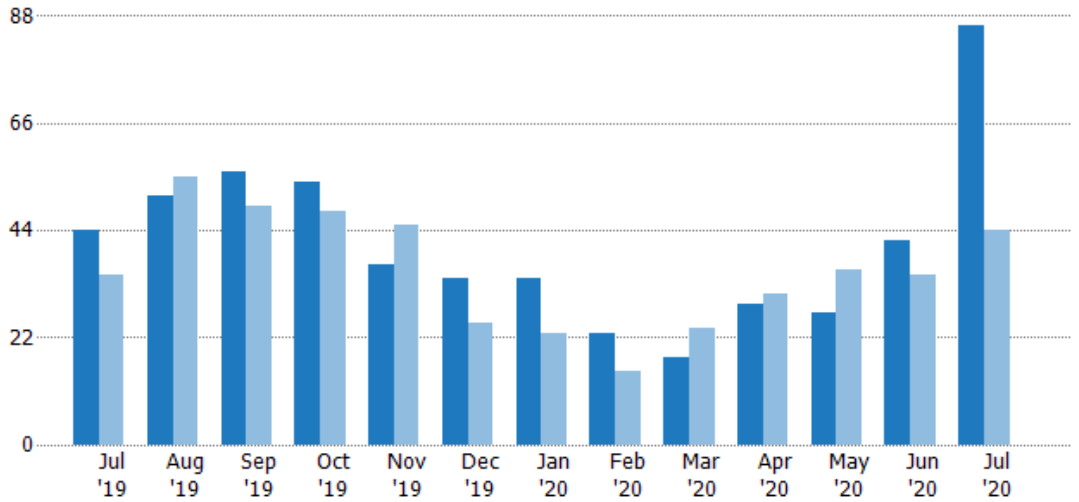
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jul '20	86	95.5%
Jul '19	44	25.7%
Jul '18	35	11.4%



Current Year	44	51	56	54	37	34	34	23	18	29	27	42	86
Prior Year	35	55	49	48	45	25	23	15	24	31	36	35	44
Percent Change from Prior Year	26%	-7%	14%	13%	-18%	36%	48%	53%	-25%	-6%	-25%	20%	95%

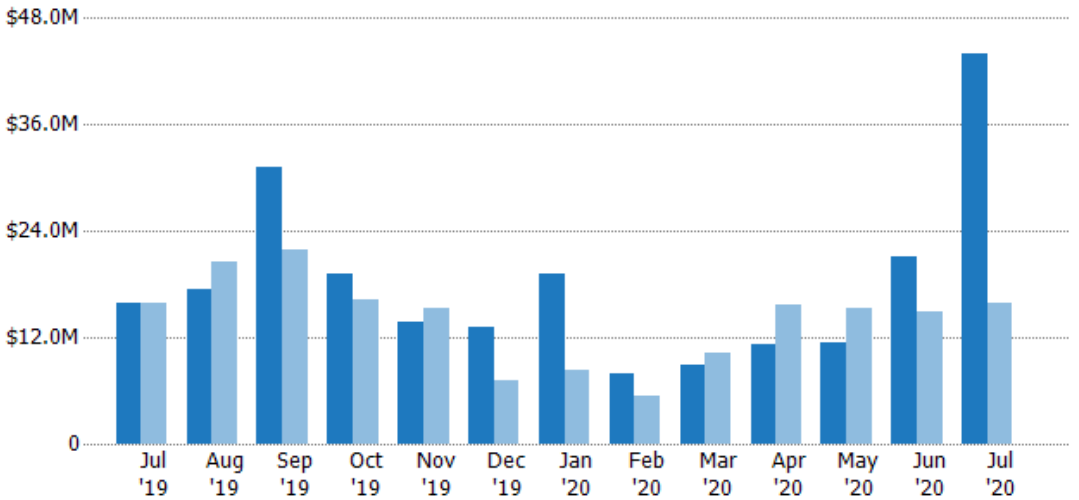
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jul '20	\$43.9M	177.8%
Jul '19	\$15.8M	-0.7%
Jul '18	\$15.9M	-32.7%

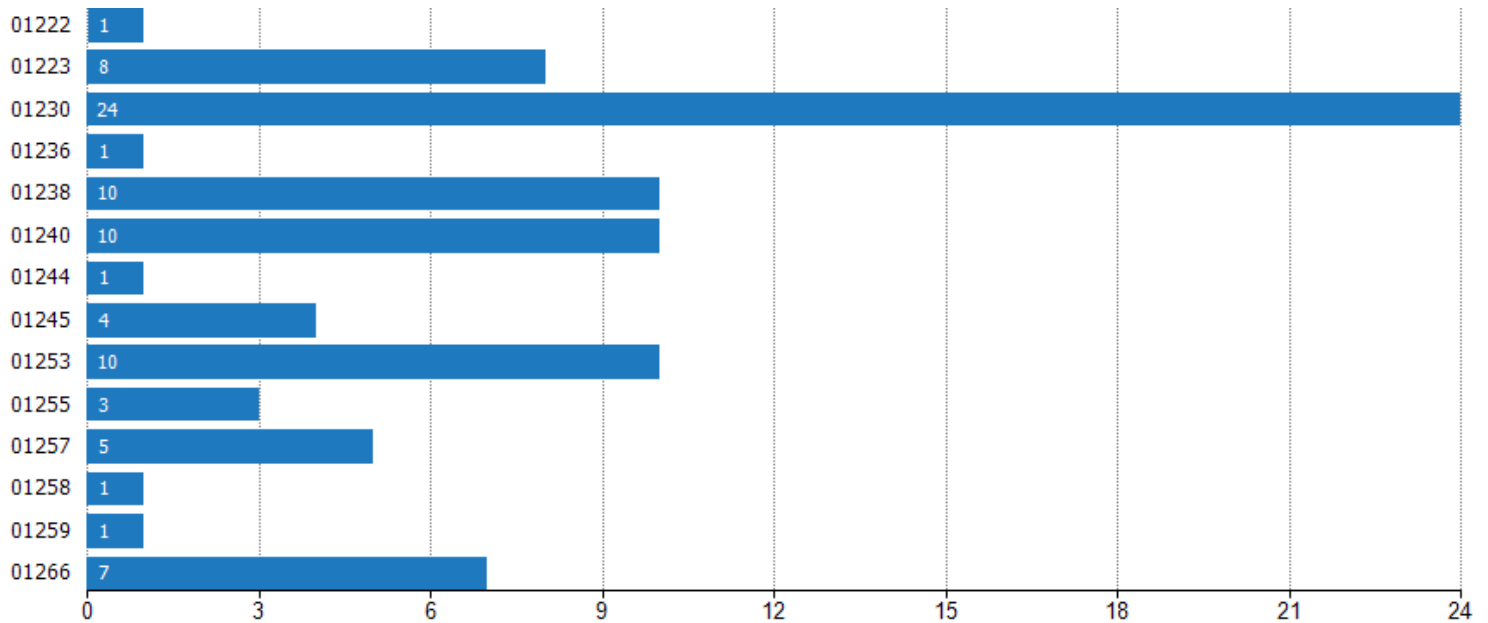


Current Year	\$15.8M	\$17.4M	\$31.1M	\$19.3M	\$13.7M	\$13.2M	\$19.1M	\$7.96M	\$8.9M	\$11.3M	\$11.4M	\$21.1M	\$43.9M
Prior Year	\$15.9M	\$20.5M	\$21.8M	\$16.3M	\$15.3M	\$7.24M	\$8.37M	\$5.33M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$15.8M
Percent Change from Prior Year	-1%	-15%	43%	18%	-10%	82%	128%	49%	-14%	-28%	-25%	41%	178%

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; ZIP: 17 Selected; Property Type: Single Family Residence



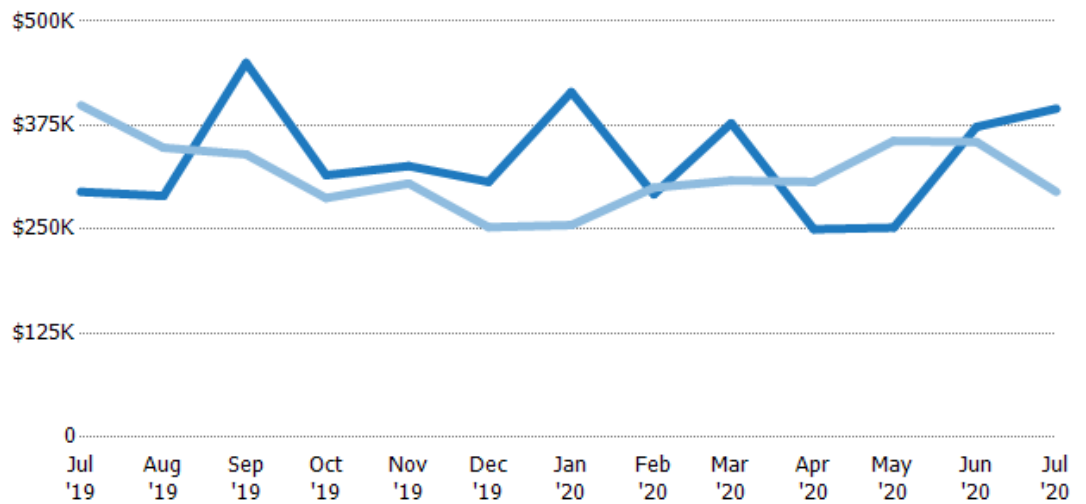
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: 17 Selected
Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jul '20	\$395K	33.9%
Jul '19	\$295K	-26.1%
Jul '18	\$399K	-39.8%



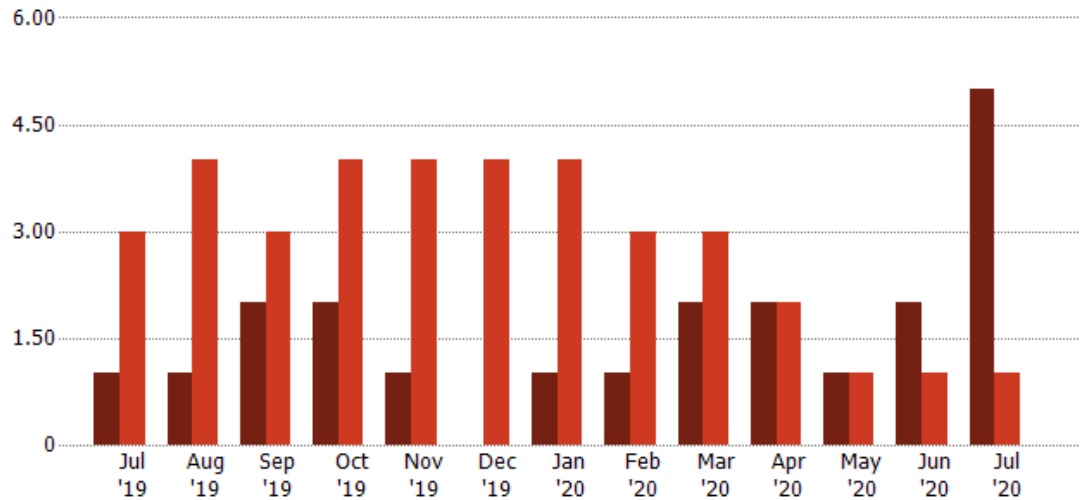
Current Year	\$295K	\$290K	\$450K	\$315K	\$326K	\$307K	\$415K	\$292K	\$378K	\$250K	\$252K	\$373K	\$395K
Prior Year	\$399K	\$348K	\$340K	\$288K	\$305K	\$253K	\$255K	\$300K	\$309K	\$307K	\$356K	\$355K	\$295K
Percent Change from Prior Year	-26%	-17%	32%	10%	7%	22%	63%	-3%	22%	-19%	-29%	5%	34%

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: 17 Selected
Property Type: Single Family Residence

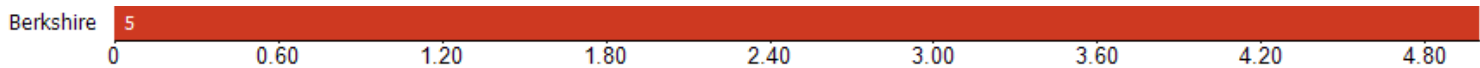


Current Year	1	1	2	2	1	-	1	1	2	2	1	2	5
Prior Year	3	4	3	4	4	4	4	3	3	2	1	1	1
Percent Change from Prior Year	-67%	-75%	-33%	-50%	-75%	-100%	-75%	-67%	-33%	0%	0%	100%	400%

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.

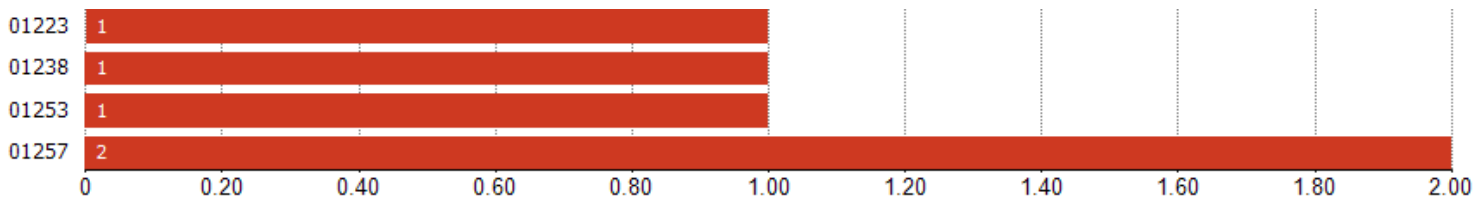
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence

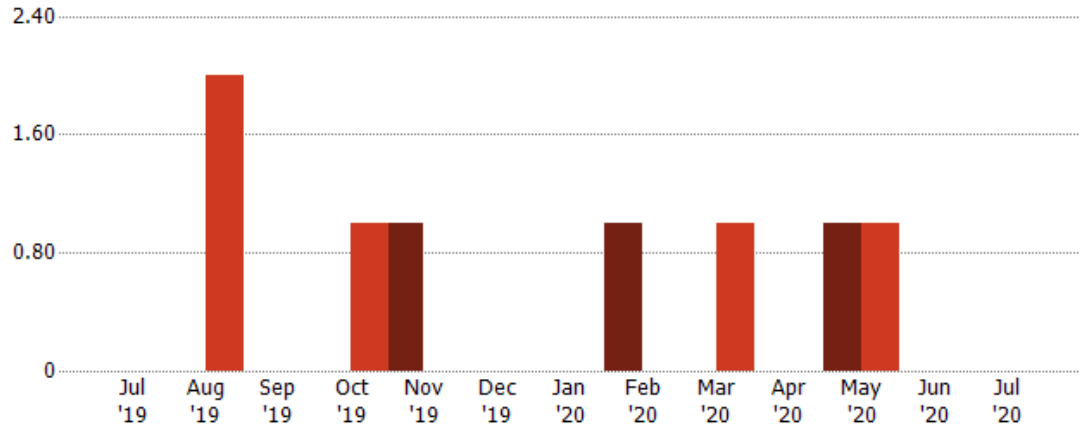


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of
REALTORS® MLS
ZIP: 17 Selected
Property Type: Single Family
Residence



Current Year	-	-	-	-	1	-	-	1	-	-	1	-	-
Prior Year	-	2	-	1	-	-	-	-	1	-	1	-	-
Percent Change from Prior Year	-	-100%	-	-100%	100%	-	-	100%	-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
01222	1	\$519,000	1	\$394,000	\$394,000	\$394,000	\$216	\$216	3
01223	19	\$7,412,300	8	\$2,655,900	\$331,988	\$220,000	\$129	\$127	45
01230	35	\$24,478,800	24	\$15,773,300	\$657,221	\$456,500	\$254	\$239	111
01236	1	\$80,000	1	\$1,800,000	\$1,800,000	\$1,800,000	\$394	\$394	50
01238	25	\$7,380,900	10	\$2,633,823	\$263,382	\$227,450	\$162	\$155	16
01240	15	\$10,492,850	10	\$4,394,100	\$439,410	\$441,200	\$199	\$216	49
01244	2	\$644,000	1	\$550,000	\$550,000	\$550,000	\$315	\$315	84
01245	7	\$3,568,000	4	\$2,942,000	\$735,500	\$713,500	\$311	\$258	57
01253	14	\$6,349,700	10	\$5,480,199	\$548,020	\$336,250	\$221	\$182	74
01255	9	\$3,915,000	3	\$855,000	\$285,000	\$271,000	\$154	\$145	74
01257	9	\$4,417,400	5	\$2,289,000	\$457,800	\$407,000	\$240	\$241	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
01266	12	\$8,099,500	7	\$3,309,000	\$472,714	\$417,500	\$227	\$213	104

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