

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

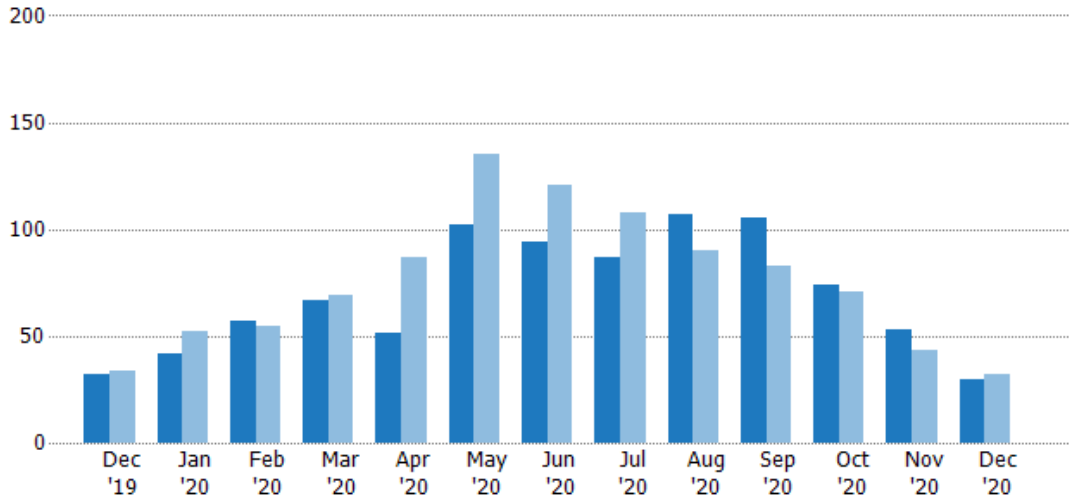
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	30	32	-6.3%	869	946	-8.1%
New Listing Volume	\$9,643,320	\$8,843,700	+9%	\$255,888,260	\$242,549,744	+5.5%
Active Listing Count	85	185	-54.1%	N/A	N/A	
Active Listing Volume	\$41,319,386	\$63,151,514	-34.6%	N/A	N/A	
Median Listing Price	\$289,900	\$249,000	+16.4%	\$261,190	\$272,952	-4.3%
Months of Inventory	1	2.5	-61.9%	2.6	4.2	-38.2%
Sales Activity Charts Metrics						
New Pending Sales Count	48	47	+2.1%	932	861	+8.2%
New Pending Sales Volume	\$11,461,781	\$10,700,200	+7.1%	\$251,557,902	\$202,174,089	+24.4%
Pending Sales Count	95	72	+31.9%	N/A	N/A	
Pending Sales Volume	\$26,181,499	\$16,772,400	+56.1%	N/A	N/A	
Closed Sales Count	80	56	+42.9%	772	755	+2.3%
Closed Sales Volume	\$21,633,813	\$12,972,250	+66.8%	\$204,949,510	\$169,525,822	+20.9%
Median Sales Price	\$234,781	\$200,250	+17.2%	\$222,486	\$192,043	+15.9%
Distressed Charts Metrics						
Distressed Listing Count	2	1	+100%	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
 ZIP: 9 Selected
 Property Type: Single Family Residence



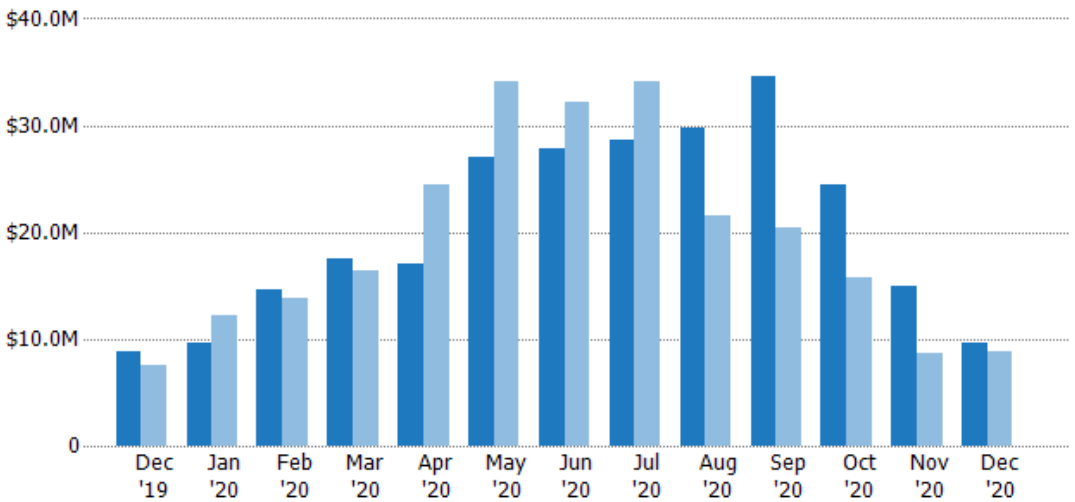
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	32	42	57	67	51	102	94	87	107	105	74	53	30
Prior Year	34	52	55	69	87	135	121	108	90	83	71	43	32
Percent Change from Prior Year	-6%	-19%	4%	-3%	-41%	-24%	-22%	-19%	19%	27%	4%	23%	-6%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$8.84M	\$9.66M	\$14.6M	\$17.6M	\$17.1M	\$27.1M	\$27.9M	\$28.7M	\$29.7M	\$34.6M	\$24.4M	\$14.9M	\$9.64M
Prior Year	\$7.5M	\$12.3M	\$13.9M	\$16.4M	\$24.4M	\$34.2M	\$32.1M	\$34.1M	\$21.5M	\$20.4M	\$15.8M	\$8.63M	\$8.84M
Percent Change from Prior Year	18%	-21%	5%	7%	-30%	-21%	-13%	-16%	38%	69%	55%	73%	9%

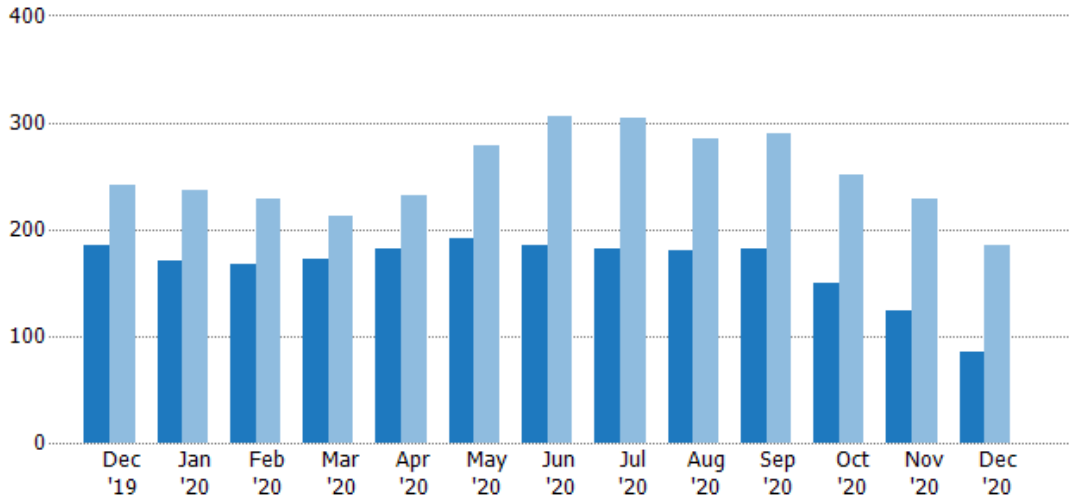
Active Listings

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.
Dec '20	85	-54.1%
Dec '19	185	-23.6%
Dec '18	242	10.7%



Current Year	185	170	168	172	181	192	185	181	180	182	150	124	85
Prior Year	242	237	229	212	231	279	306	304	285	290	251	229	185
Percent Change from Prior Year	-24%	-28%	-27%	-19%	-22%	-31%	-40%	-40%	-37%	-37%	-40%	-46%	-54%

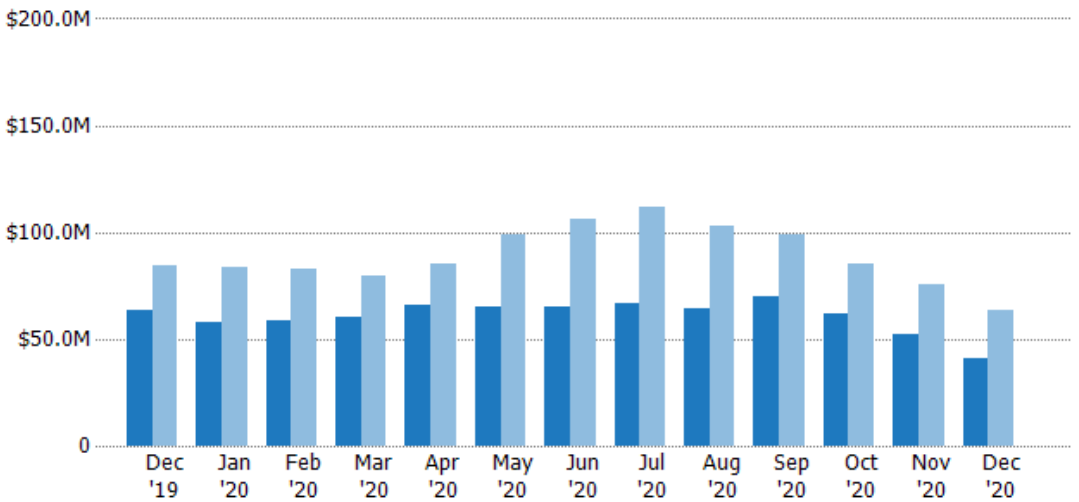
Active Listing Volume

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.
Dec '20	\$41.3M	-34.6%
Dec '19	\$63.2M	-24.9%
Dec '18	\$84M	-4.5%



Current Year	\$63.2M	\$58M	\$58.3M	\$60.1M	\$65.9M	\$64.9M	\$65.3M	\$66.5M	\$64.6M	\$69.8M	\$61.5M	\$52.1M	\$41.3M
Prior Year	\$84M	\$83.8M	\$82.6M	\$79.5M	\$84.9M	\$98.8M	\$106M	\$112M	\$103M	\$99M	\$85.4M	\$75.4M	\$63.2M
Percent Change from Prior Year	-25%	-31%	-29%	-24%	-22%	-34%	-39%	-40%	-37%	-29%	-28%	-31%	-35%

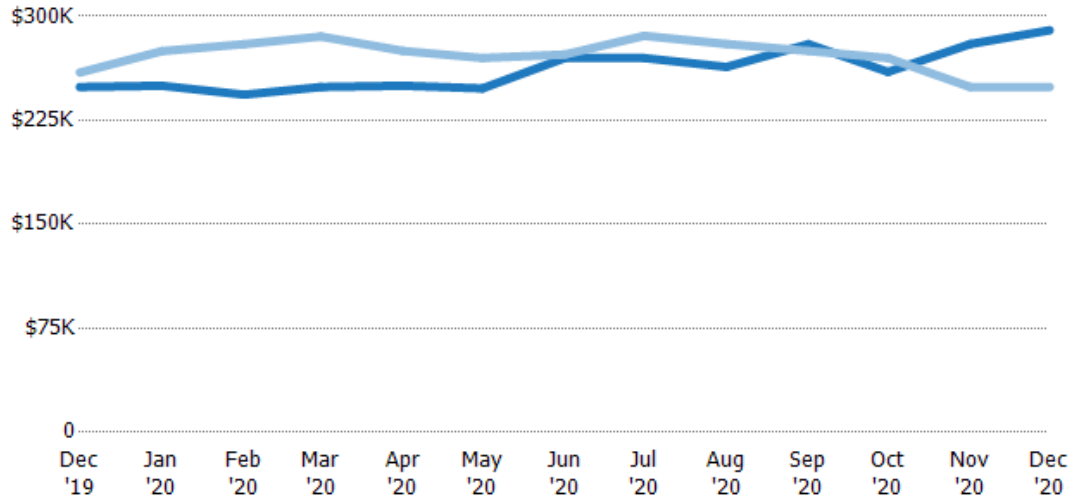
Median Listing Price

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.
Dec '20	\$290K	16.4%
Dec '19	\$249K	-4%
Dec '18	\$259K	-11.6%



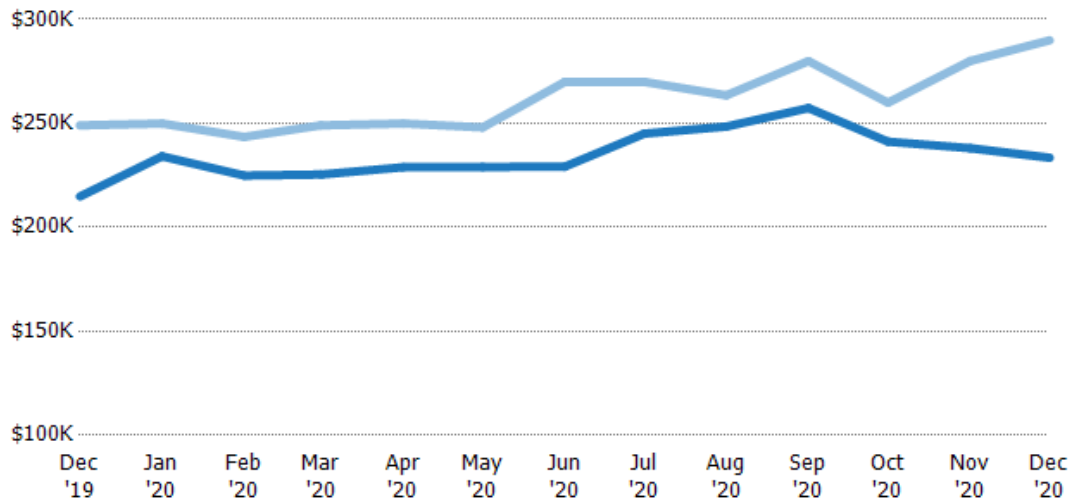
Current Year	\$249K	\$250K	\$243K	\$249K	\$250K	\$248K	\$270K	\$270K	\$263K	\$280K	\$260K	\$280K	\$290K
Prior Year	\$259K	\$275K	\$280K	\$285K	\$275K	\$270K	\$272K	\$286K	\$280K	\$275K	\$270K	\$249K	\$249K
Percent Change from Prior Year	-4%	-9%	-13%	-13%	-9%	-8%	-1%	-6%	-6%	2%	-4%	12%	16%

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	\$215K	\$234K	\$225K	\$225K	\$229K	\$229K	\$229K	\$245K	\$248K	\$257K	\$241K	\$238K	\$233K
Median Listing Price	\$249K	\$250K	\$243K	\$249K	\$250K	\$248K	\$270K	\$270K	\$263K	\$280K	\$260K	\$280K	\$290K
Med Listing Price as a % of Med Est Value	116%	107%	108%	110%	109%	108%	118%	110%	106%	109%	108%	118%	124%

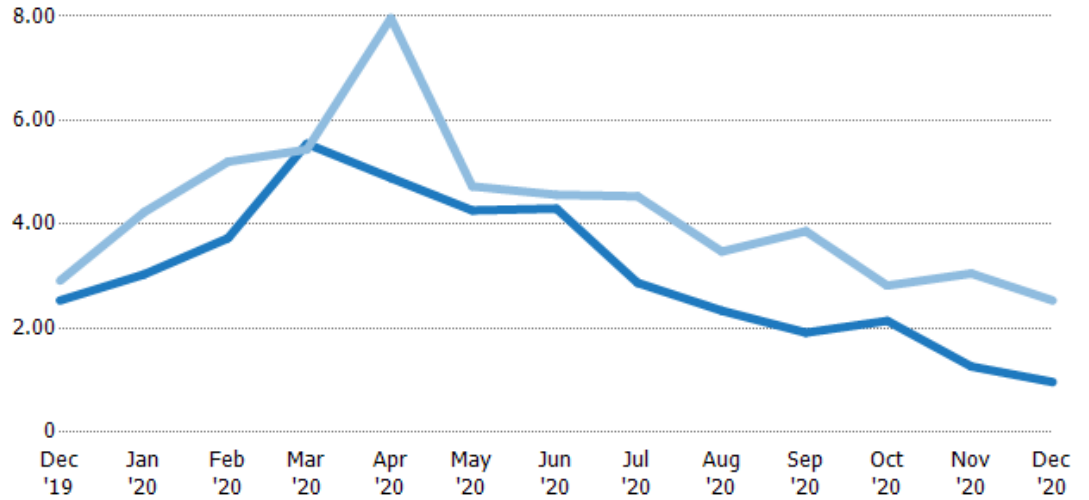
Months of Inventory

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.
Dec '20	0.97	-61.9%
Dec '19	2.53	-13.1%
Dec '18	2.92	55.8%



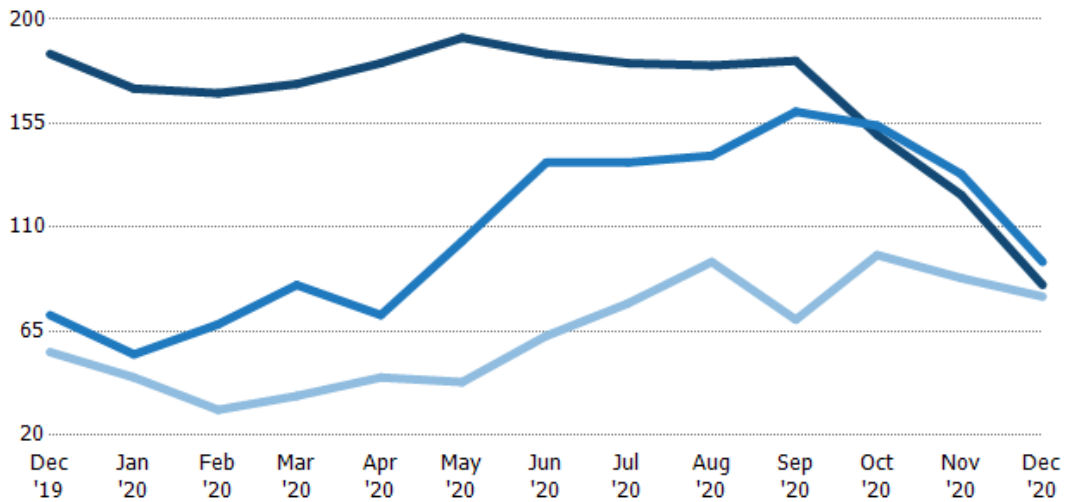
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	2.53	3.04	3.73	5.55	4.89	4.27	4.3	2.87	2.34	1.92	2.14	1.27	0.97
Prior Year	2.92	4.23	5.2	5.44	7.97	4.73	4.57	4.54	3.48	3.87	2.82	3.05	2.53
Percent Change from Prior Year	-13%	-28%	-28%	2%	-39%	-10%	-6%	-37%	-33%	-50%	-24%	-59%	-62%

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



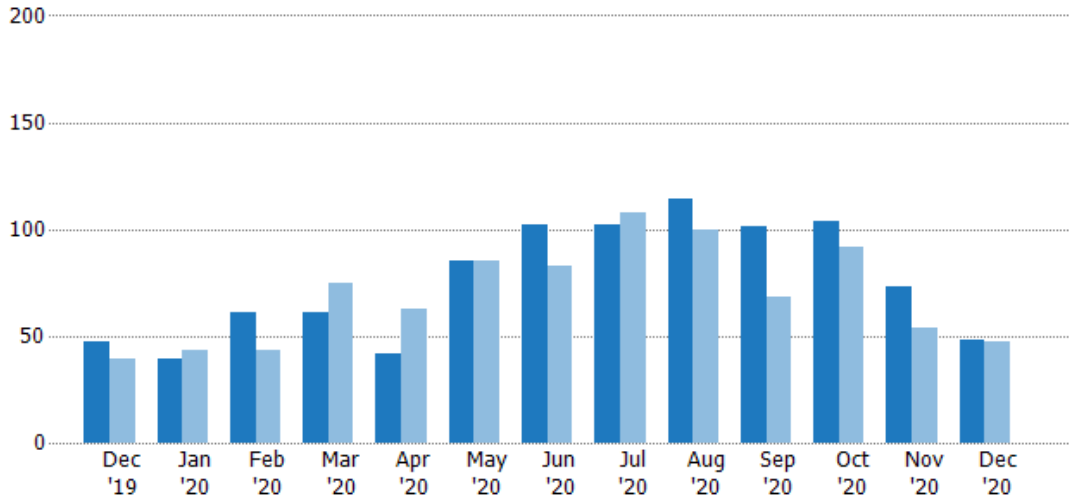
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	185	170	168	172	181	192	185	181	180	182	150	124	85
Pending	72	55	68	85	72	104	138	138	141	160	154	133	95
Sold	56	45	31	37	45	43	63	77	95	70	98	88	80

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



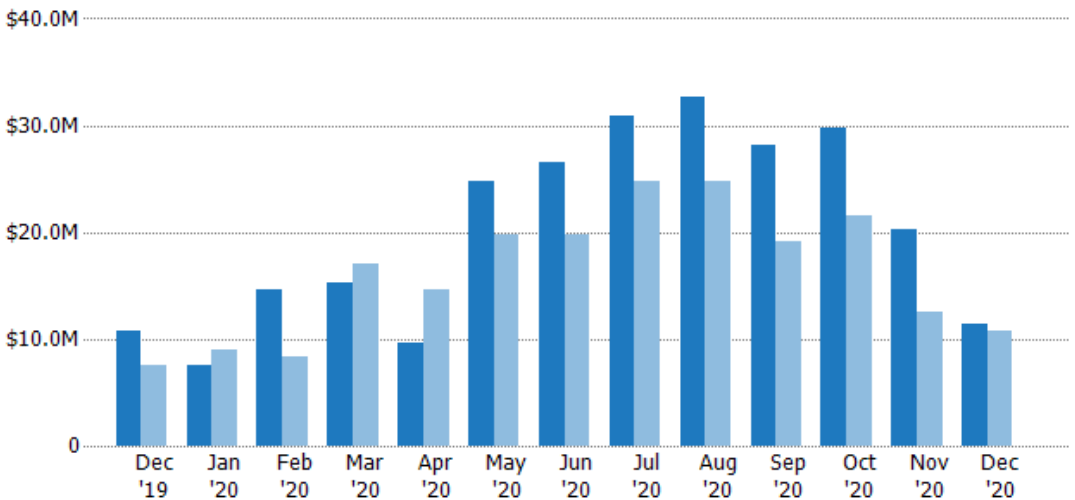
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	47	39	61	61	42	85	102	102	114	101	104	73	48
Prior Year	39	43	43	75	63	85	83	108	100	68	92	54	47
Percent Change from Prior Year	21%	-9%	42%	-19%	-33%	0%	23%	-6%	14%	49%	13%	35%	2%

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



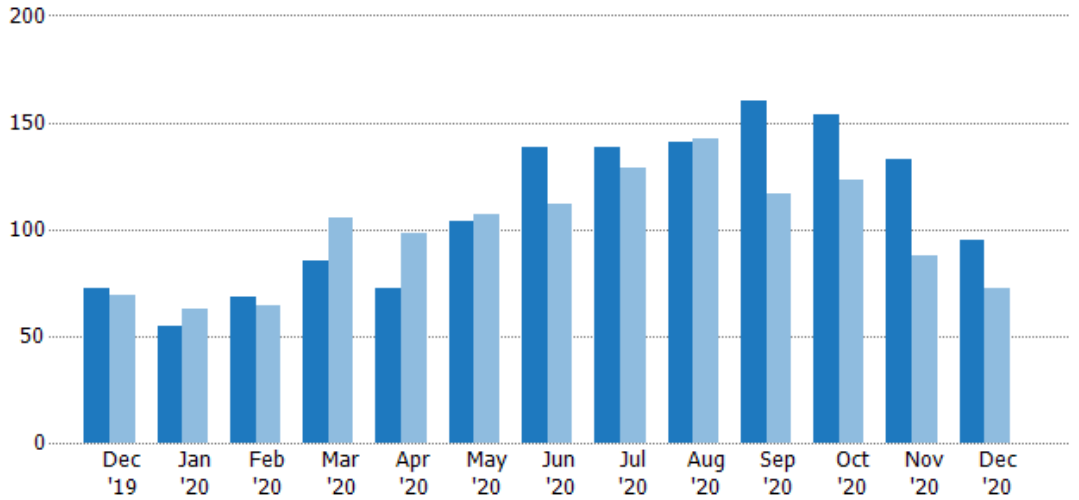
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$10.7M	\$7.5M	\$14.6M	\$15.2M	\$9.65M	\$24.8M	\$26.6M	\$30.9M	\$32.6M	\$28.2M	\$29.8M	\$20.2M	\$11.5M
Prior Year	\$7.52M	\$8.94M	\$8.3M	\$17.1M	\$14.6M	\$19.8M	\$19.8M	\$24.8M	\$24.8M	\$19.1M	\$21.5M	\$12.6M	\$10.7M
Percent Change from Prior Year	42%	-16%	76%	-11%	-34%	26%	34%	24%	31%	47%	39%	61%	7%

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



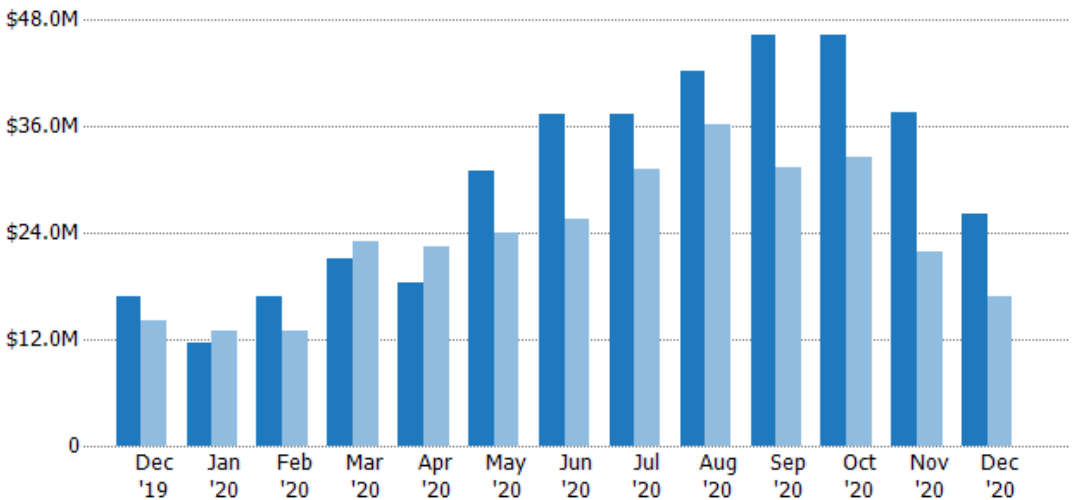
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	72	55	68	85	72	104	138	138	141	160	154	133	95
Prior Year	69	63	64	105	98	107	112	129	142	117	123	88	72
Percent Change from Prior Year	4%	-13%	6%	-19%	-27%	-3%	23%	7%	-1%	37%	25%	51%	32%

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$16.8M	\$11.7M	\$16.8M	\$21M	\$18.4M	\$31M	\$37.4M	\$37.3M	\$42.3M	\$46.4M	\$46.3M	\$37.6M	\$26.2M
Prior Year	\$14.1M	\$12.9M	\$13M	\$23.1M	\$22.5M	\$24M	\$25.6M	\$31.1M	\$36.2M	\$31.4M	\$32.6M	\$21.8M	\$16.8M
Percent Change from Prior Year	19%	-10%	30%	-9%	-18%	30%	46%	20%	17%	48%	42%	72%	56%

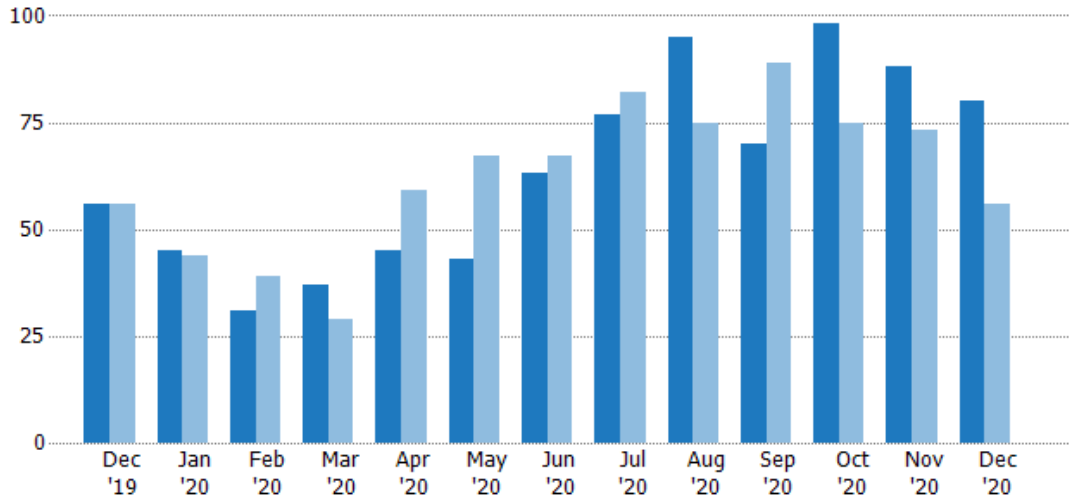
Closed Sales

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.
Dec '20	80	42.9%
Dec '19	56	0%
Dec '18	56	1.8%



Current Year	56	45	31	37	45	43	63	77	95	70	98	88	80
Prior Year	56	44	39	29	59	67	67	82	75	89	75	73	56
Percent Change from Prior Year	0%	2%	-21%	28%	-24%	-36%	-6%	-6%	27%	-21%	31%	21%	43%

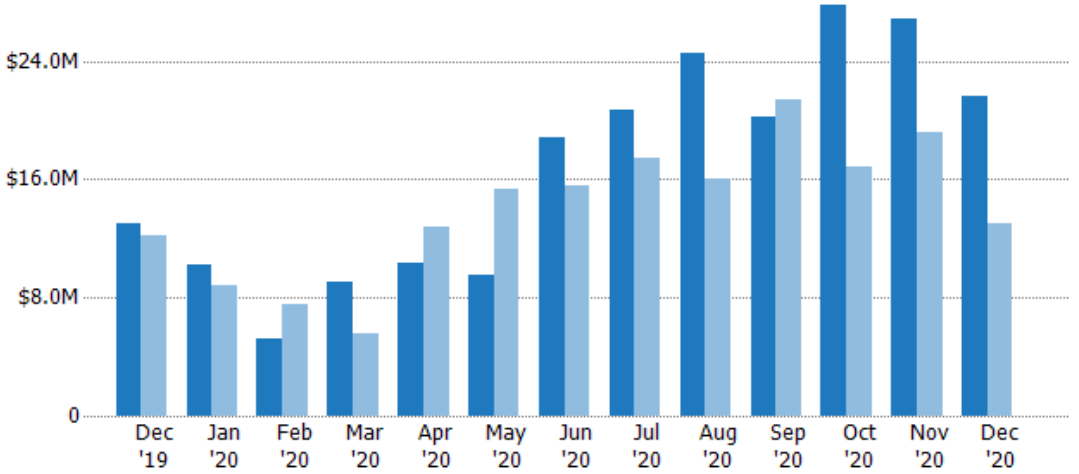
Closed Sales Volume

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

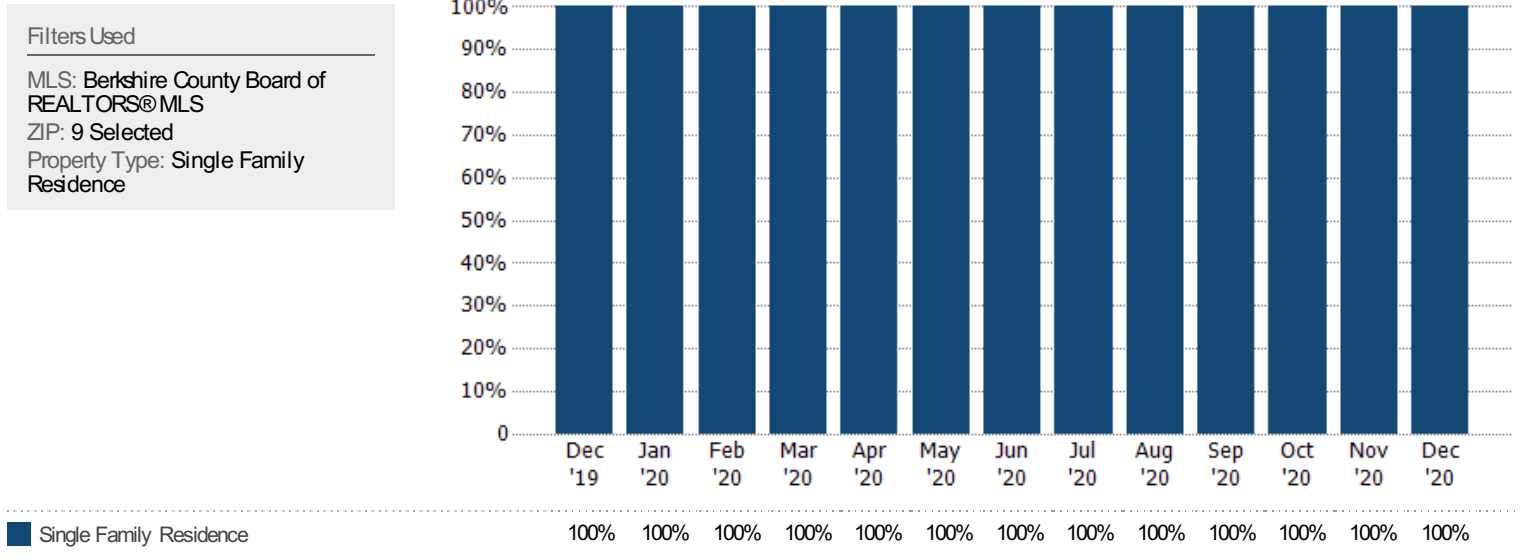
Month/Year	Volume	% Chg.
Dec '20	\$21.6M	66.8%
Dec '19	\$13M	6.1%
Dec '18	\$12.2M	-15.6%



Current Year	\$13M	\$10.3M	\$5.19M	\$9.04M	\$10.4M	\$9.5M	\$18.8M	\$20.7M	\$24.6M	\$20.2M	\$27.7M	\$26.9M	\$21.6M
Prior Year	\$12.2M	\$8.87M	\$7.56M	\$5.61M	\$12.8M	\$15.3M	\$15.6M	\$17.4M	\$16M	\$21.3M	\$16.8M	\$19.2M	\$13M
Percent Change from Prior Year	6%	16%	-31%	61%	-19%	-38%	21%	19%	53%	-5%	65%	40%	67%

Closed Sales by Property Type

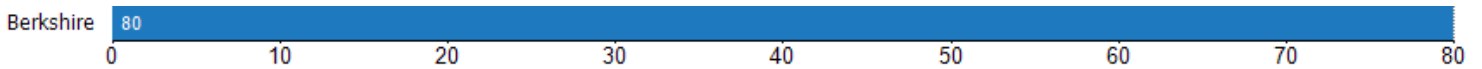
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

The total number of residential properties sold during the last month by county.

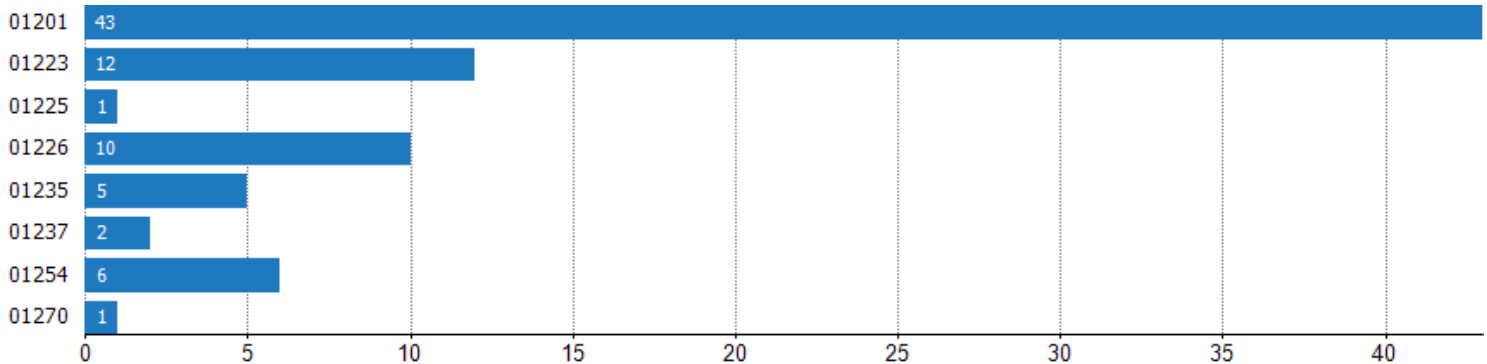
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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: 9 Selected; Property Type: Single Family Residence



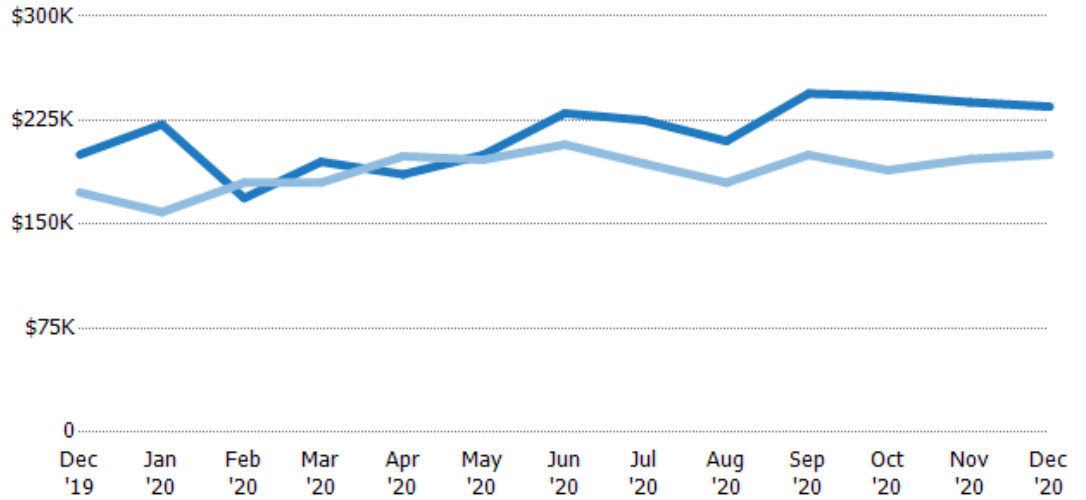
Median Sales Price

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

Filters Used

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

Month/Year	Price	% Chg.
Dec '20	\$235K	17.2%
Dec '19	\$200K	15.8%
Dec '18	\$173K	1.8%



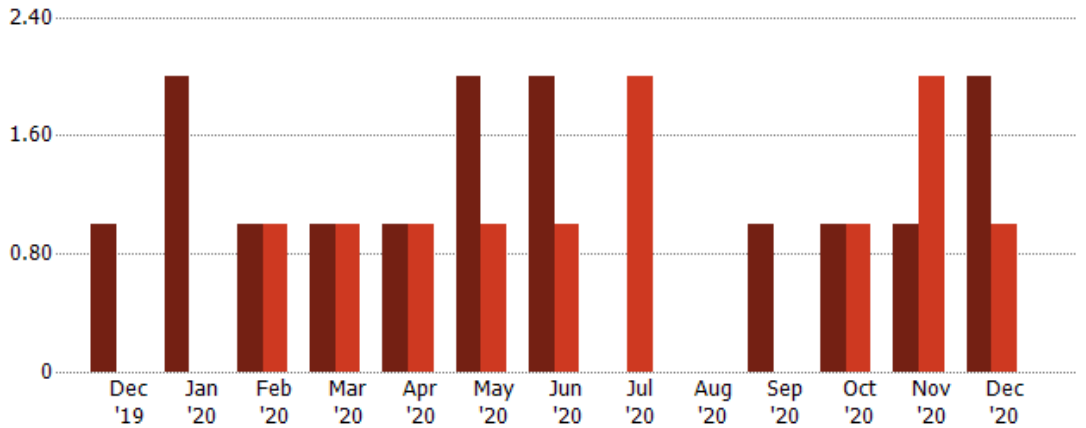
Current Year	\$200K	\$222K	\$169K	\$195K	\$186K	\$200K	\$230K	\$225K	\$210K	\$244K	\$243K	\$238K	\$235K
Prior Year	\$173K	\$159K	\$180K	\$180K	\$199K	\$197K	\$208K	\$194K	\$180K	\$200K	\$189K	\$197K	\$200K
Percent Change from Prior Year	16%	40%	-6%	8%	-7%	2%	11%	16%	17%	22%	28%	21%	17%

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



Current Year	1	2	1	1	1	2	2	-	-	1	1	1	2
Prior Year	-	-	1	1	1	1	1	2	-	-	1	2	1
Percent Change from Prior Year	100%	100%	0%	0%	0%	100%	100%	-100%	-	100%	0%	-50%	100%

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.

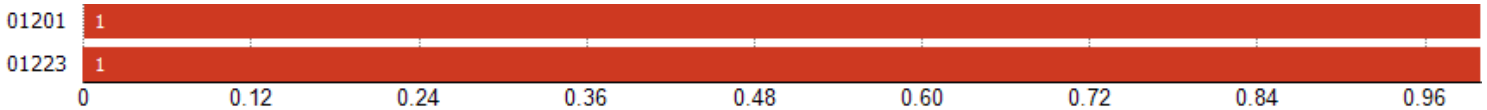
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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

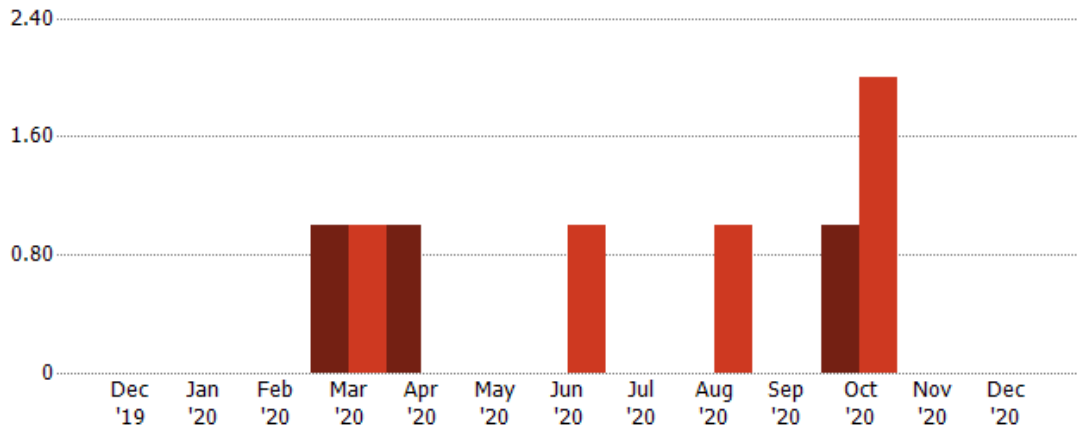


Distressed Sales

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	-	-	-	1	1	-	-	-	-	-	1	-	-
Prior Year	-	-	-	1	-	-	1	-	1	-	2	-	-
Percent Change from Prior Year	-	-	-	0%	100%	-	-100%	-	-100%	-	-50%	-	-

Sales Activity by ZIP

Dec 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	55	\$11,831,799	43	\$10,522,062	\$244,699	\$200,000	\$150	\$143	26
01223	8	\$3,622,700	12	\$3,353,451	\$279,454	\$282,500	\$179	\$180	88
01225	6	\$1,387,100	1	\$350,000	\$350,000	\$350,000	\$160	\$160	37
01226	5	\$1,069,600	10	\$2,529,400	\$252,940	\$287,500	\$135	\$144	41
01235	4	\$2,107,300	5	\$1,432,900	\$286,580	\$329,000	\$176	\$177	21
01237	8	\$2,499,400	2	\$273,500	\$136,750	\$136,750	\$120	\$120	50
01254	6	\$2,973,900	6	\$3,030,500	\$505,083	\$522,500	\$262	\$253	40
01270	2	\$589,800	1	\$142,000	\$142,000	\$142,000	\$136	\$136	45