

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	7	5	+40%	153	176	-13.1%
New Listing Volume	\$2,089,500	\$1,514,334	+38%	\$67,928,300	\$54,611,382	+24.4%
Active Listing Count	29	52	-44.2%	N/A	N/A	
Active Listing Volume	\$16,283,200	\$18,322,999	-11.1%	N/A	N/A	
Median Listing Price	\$500,000	\$306,500	+63.1%	\$393,788	\$317,636	+24%
Months of Inventory	3.6	5.2	-30.3%	4.4	7.9	-44.2%
Sales Activity Charts Metrics						
New Pending Sales Count	11	13	-15.4%	177	184	-3.8%
New Pending Sales Volume	\$4,591,800	\$4,247,033	+8.1%	\$66,136,094	\$54,481,543	+21.4%
Pending Sales Count	16	17	-5.9%	N/A	N/A	
Pending Sales Volume	\$5,079,600	\$7,455,733	-31.9%	N/A	N/A	
Closed Sales Count	14	13	+7.7%	140	132	+6.1%
Closed Sales Volume	\$7,034,800	\$2,932,900	+139.9%	\$52,604,346	\$36,645,200	+43.6%
Median Sales Price	\$420,000	\$198,000	+112.1%	\$330,968	\$227,446	+45.5%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

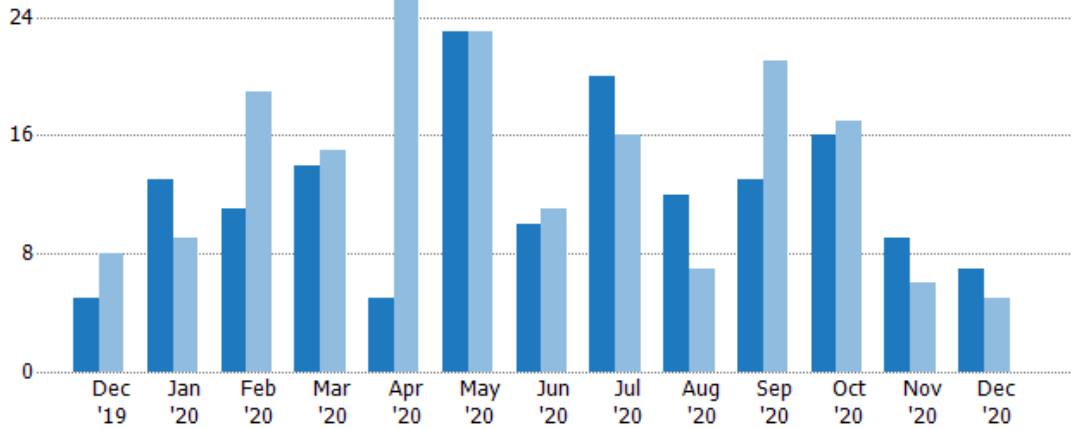
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Dec '20	7	40%
Dec '19	5	-37.5%
Dec '18	8	12.5%



Current Year	5	13	11	14	5	23	10	20	12	13	16	9	7
Prior Year	8	9	19	15	27	23	11	16	7	21	17	6	5
Percent Change from Prior Year	-38%	44%	-42%	-7%	-81%	0%	-9%	25%	71%	-38%	-6%	50%	40%

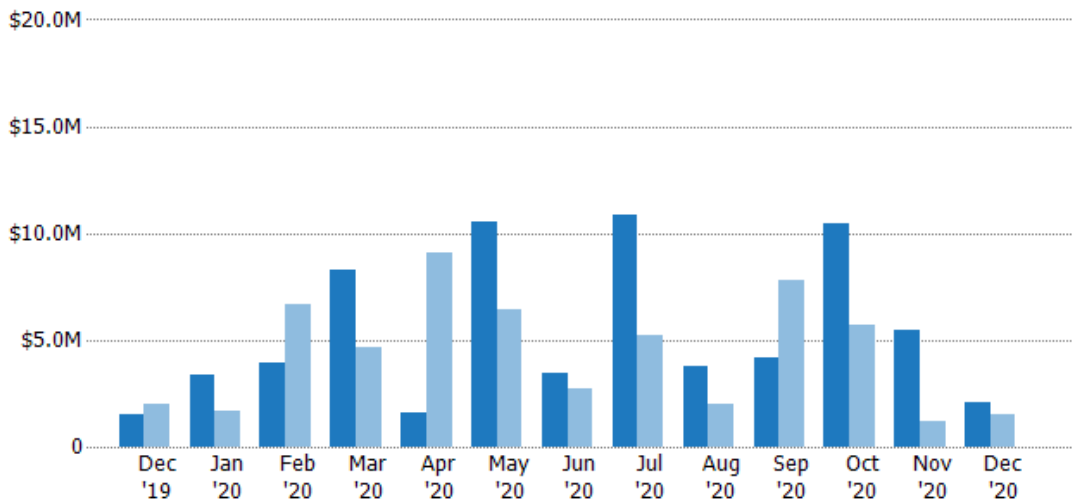
New Listing Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Dec '20	\$2.09M	38%
Dec '19	\$1.51M	-22.8%
Dec '18	\$1.96M	123.7%



Current Year	\$1.51M	\$3.38M	\$3.92M	\$8.26M	\$1.61M	\$10.6M	\$3.42M	\$10.8M	\$3.8M	\$4.15M	\$10.4M	\$5.47M	\$2.09M
Prior Year	\$1.96M	\$1.64M	\$6.65M	\$4.63M	\$9.08M	\$6.4M	\$2.7M	\$5.26M	\$1.99M	\$7.8M	\$5.73M	\$1.22M	\$1.51M
Percent Change from Prior Year	-23%	105%	-41%	78%	-82%	65%	27%	106%	91%	-47%	82%	349%	38%

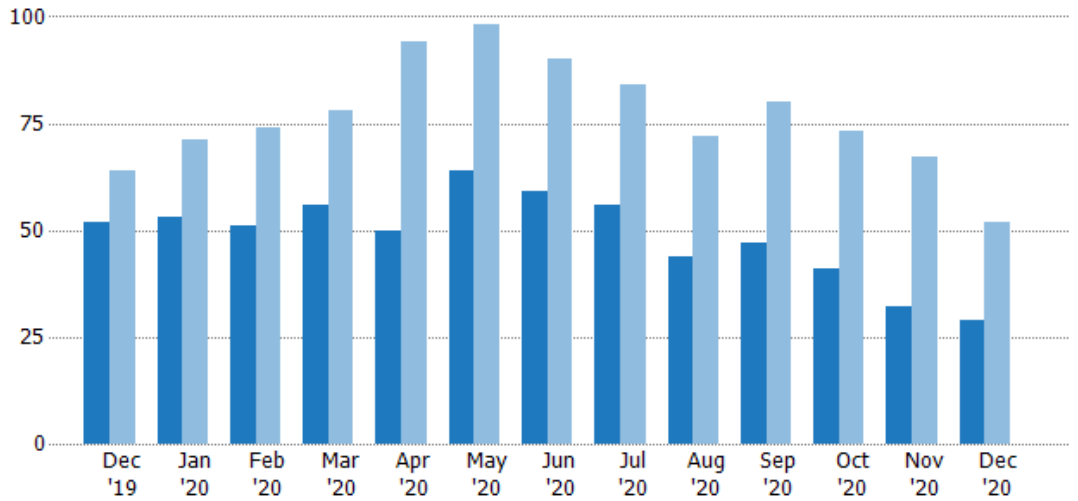
Active Listings

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Dec '20	29	-44.2%
Dec '19	52	-18.8%
Dec '18	64	-1.6%



Current Year	52	53	51	56	50	64	59	56	44	47	41	32	29
Prior Year	64	71	74	78	94	98	90	84	72	80	73	67	52
Percent Change from Prior Year	-19%	-25%	-31%	-28%	-47%	-35%	-34%	-33%	-39%	-41%	-44%	-52%	-44%

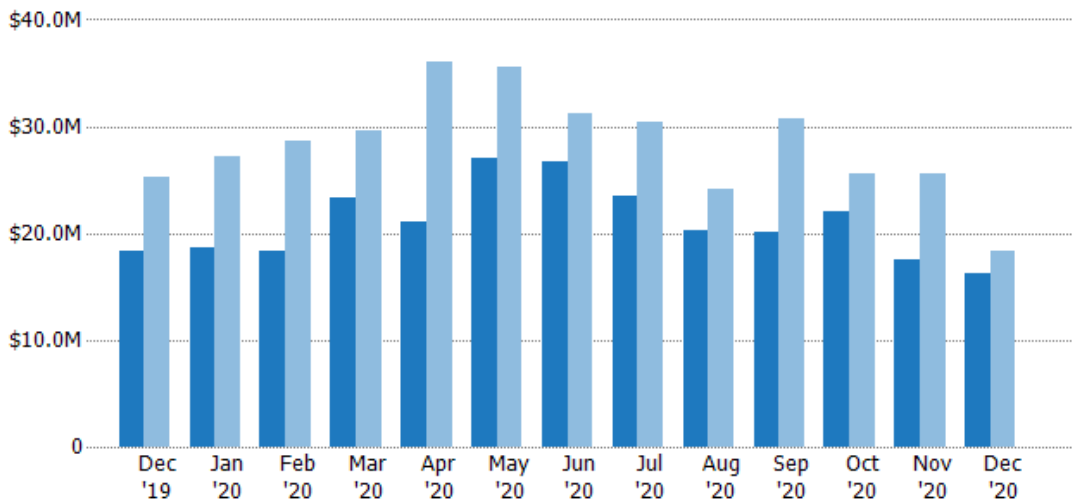
Active Listing Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Dec '20	\$16.3M	-11.1%
Dec '19	\$18.3M	-27.5%
Dec '18	\$25.3M	1.5%



Current Year	\$18.3M	\$18.7M	\$18.4M	\$23.3M	\$21M	\$27.1M	\$26.6M	\$23.5M	\$20.3M	\$20.1M	\$22.1M	\$17.5M	\$16.3M
Prior Year	\$25.3M	\$27.1M	\$28.7M	\$29.6M	\$36.1M	\$35.6M	\$31.2M	\$30.4M	\$24.2M	\$30.7M	\$25.6M	\$25.6M	\$18.3M
Percent Change from Prior Year	-27%	-31%	-36%	-21%	-42%	-24%	-15%	-23%	-16%	-34%	-14%	-32%	-11%

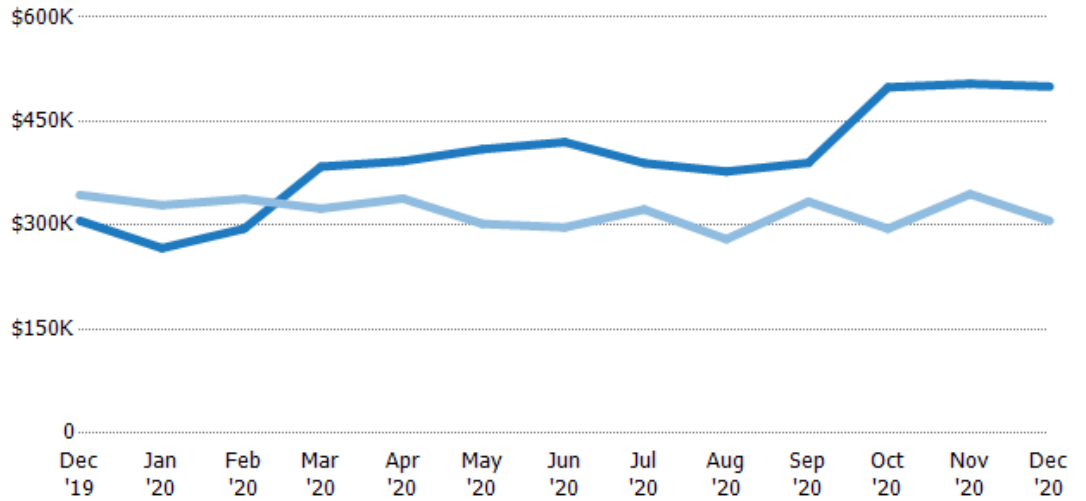
Median Listing Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Dec '20	\$500K	63.1%
Dec '19	\$307K	-10.8%
Dec '18	\$344K	16.4%



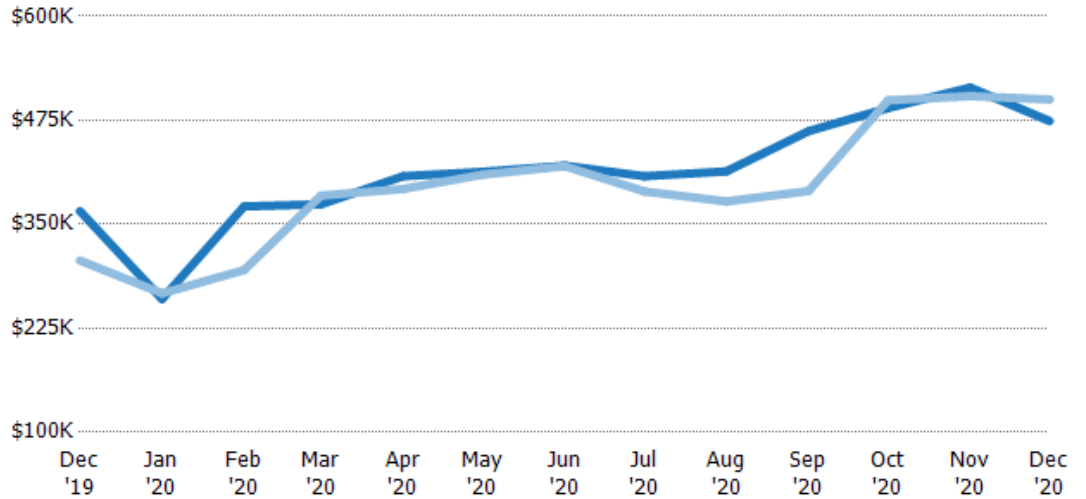
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$307K	\$267K	\$295K	\$385K	\$392K	\$410K	\$420K	\$390K	\$378K	\$390K	\$499K	\$504K	\$500K
Prior Year	\$344K	\$329K	\$338K	\$324K	\$339K	\$302K	\$297K	\$323K	\$280K	\$334K	\$295K	\$345K	\$307K
Percent Change from Prior Year	-11%	-19%	-13%	19%	16%	36%	41%	21%	35%	17%	69%	46%	63%

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: Condo/Townhouse/Apt



	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
Median Est Value	\$366K	\$260K	\$371K	\$374K	\$408K	\$413K	\$420K	\$408K	\$414K	\$462K	\$490K	\$514K	\$474K
Median Listing Price	\$307K	\$267K	\$295K	\$385K	\$392K	\$410K	\$420K	\$390K	\$378K	\$390K	\$499K	\$504K	\$500K
Med Listing Price as a % of Med Est Value	84%	103%	79%	103%	96%	99%	100%	96%	91%	84%	102%	98%	105%

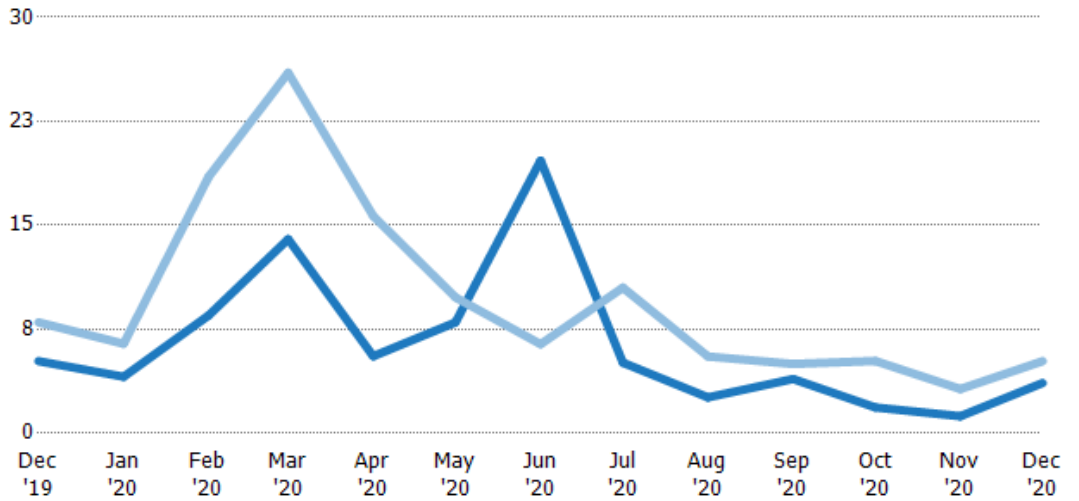
Months of Inventory

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: Condo/Townhouse/Apt

Month/Year	Months	% Chg.
Dec '20	3.63	-30.3%
Dec '19	5.2	-35%
Dec '18	8	-34.4%



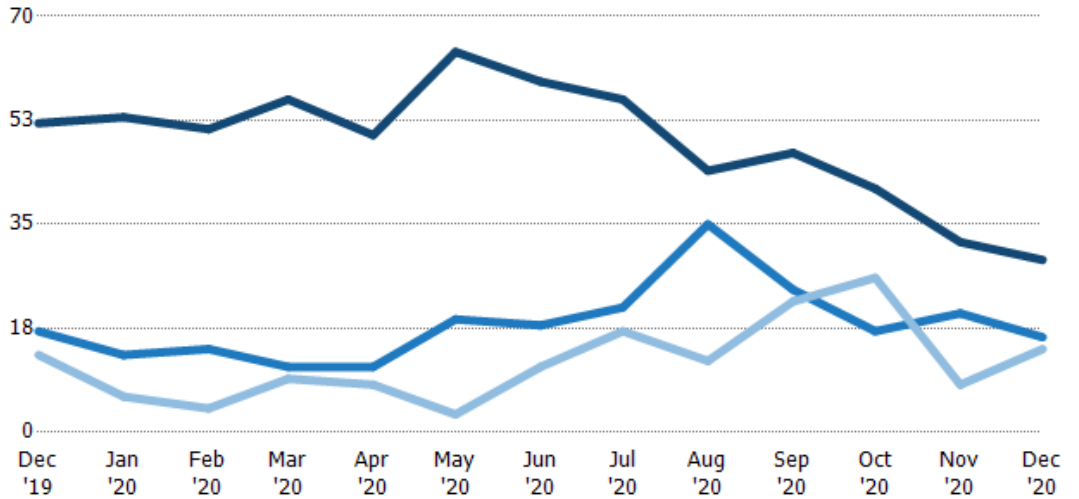
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	5.2	4.08	8.5	14	5.56	8	19.7	5.09	2.59	3.92	1.86	1.23	3.63
Prior Year	8	6.45	18.5	26	15.7	9.8	6.43	10.5	5.54	5	5.21	3.19	5.2
Percent Change from Prior Year	-35%	-37%	-54%	-46%	-65%	-18%	206%	-52%	-53%	-22%	-64%	-61%	-30%

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: Condo/Townhouse/Apt



	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	52	53	51	56	50	64	59	56	44	47	41	32	29
Pending	17	13	14	11	11	19	18	21	35	24	17	20	16
Sold	13	6	4	9	8	3	11	17	12	22	26	8	14

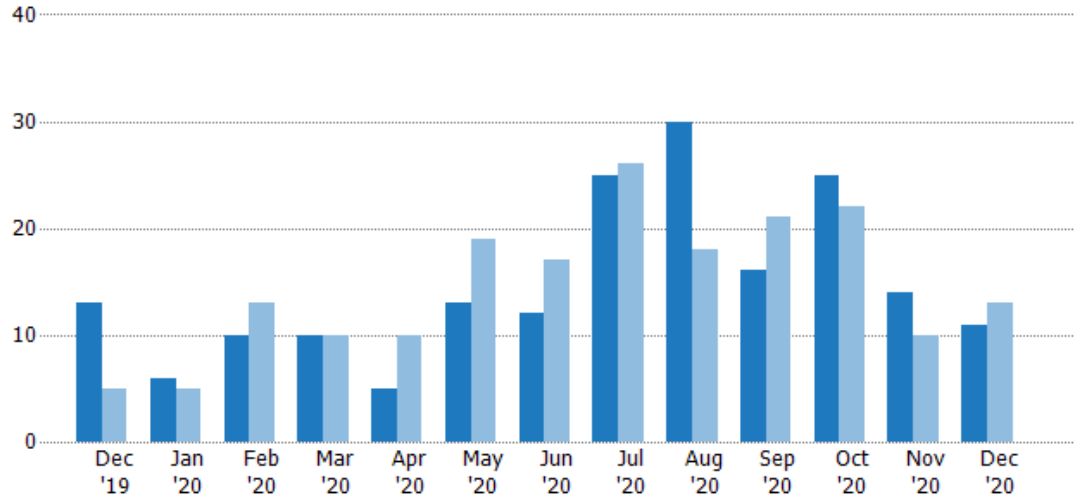
New Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Dec '20	11	-15.4%
Dec '19	13	160%
Dec '18	5	0%



Current Year	13	6	10	10	5	13	12	25	30	16	25	14	11
Prior Year	5	5	13	10	10	19	17	26	18	21	22	10	13
Percent Change from Prior Year	160%	20%	-23%	0%	-50%	-32%	-29%	-4%	67%	-24%	14%	40%	-15%

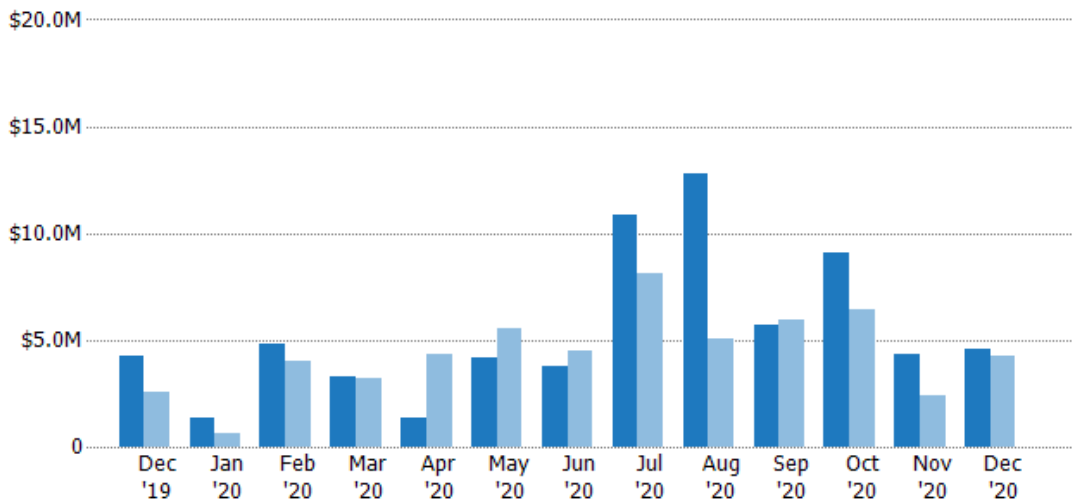
New Pending Sales Volume

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
State: MA
County: Berkshire County, Massachusetts
Property Type: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Dec '20	\$4.59M	8.1%
Dec '19	\$4.25M	65.1%
Dec '18	\$2.57M	-65.1%



Current Year	\$4.25M	\$1.37M	\$4.83M	\$3.3M	\$1.39M	\$4.14M	\$3.73M	\$10.9M	\$12.8M	\$5.72M	\$9.1M	\$4.3M	\$4.59M
Prior Year	\$2.57M	\$597K	\$4.04M	\$3.24M	\$4.34M	\$5.58M	\$4.48M	\$8.15M	\$5.04M	\$5.95M	\$6.44M	\$2.37M	\$4.25M
Percent Change from Prior Year	65%	129%	19%	2%	-68%	-26%	-17%	33%	154%	-4%	41%	81%	8%

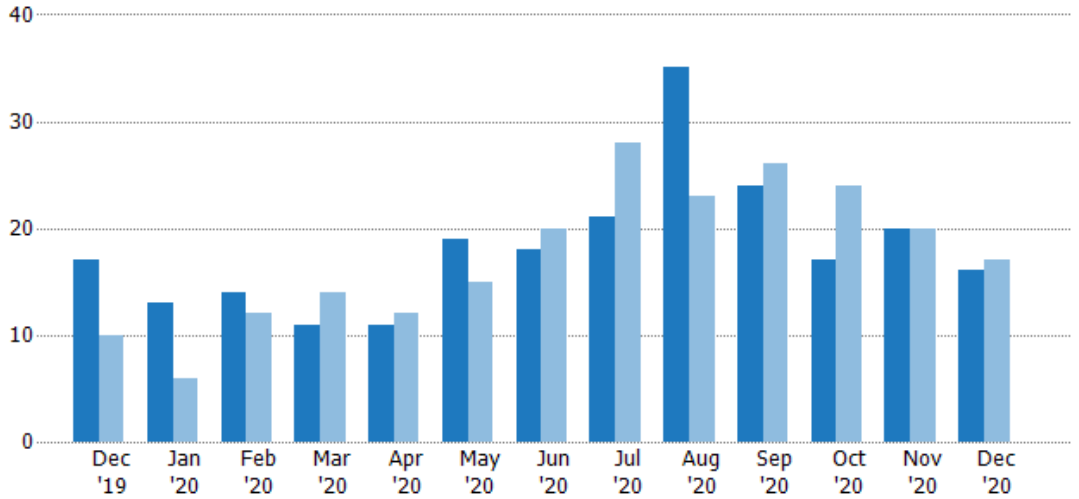
Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Dec '20	16	-5.9%
Dec '19	17	70%
Dec '18	10	10%



Current Year	17	13	14	11	11	19	18	21	35	24	17	20	16
Prior Year	10	6	12	14	12	15	20	28	23	26	24	20	17
Percent Change from Prior Year	70%	117%	17%	-21%	-8%	27%	-10%	-25%	52%	-8%	-29%	0%	-6%

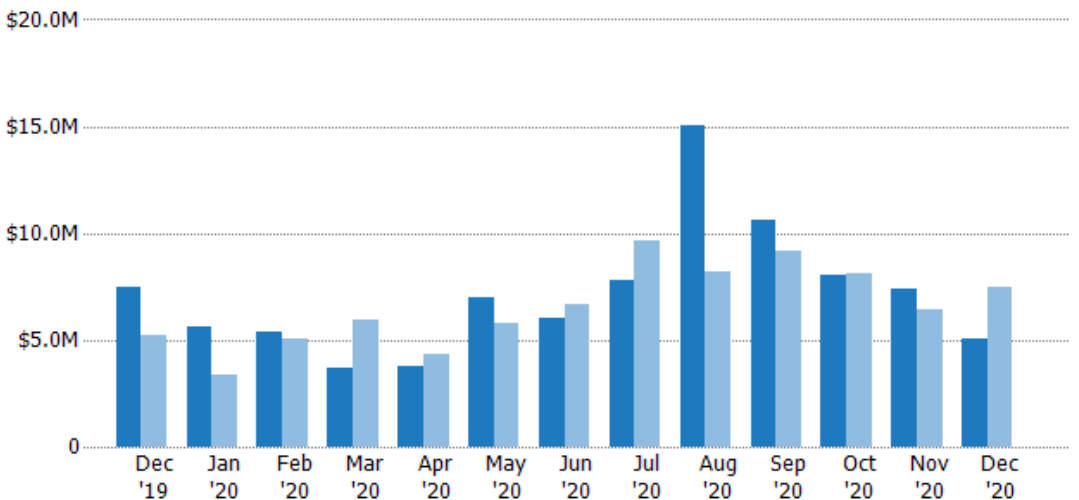
Pending Sales Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Dec '20	\$5.08M	-31.9%
Dec '19	\$7.46M	42.8%
Dec '18	\$5.22M	-28.4%



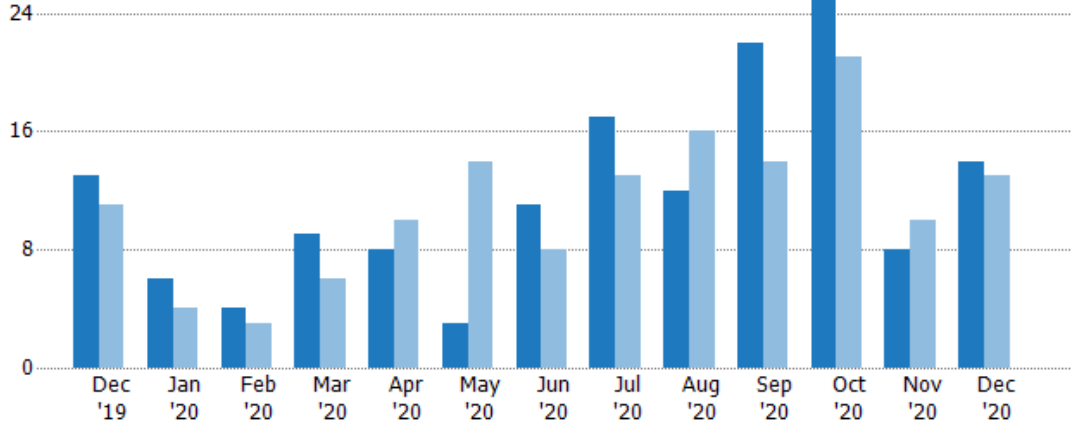
Current Year	\$7.46M	\$5.61M	\$5.35M	\$3.67M	\$3.77M	\$6.97M	\$6.06M	\$7.83M	\$15.1M	\$10.6M	\$8.06M	\$7.36M	\$5.08M
Prior Year	\$5.22M	\$3.33M	\$5.08M	\$5.98M	\$4.32M	\$5.8M	\$6.63M	\$9.66M	\$8.22M	\$9.17M	\$8.15M	\$6.47M	\$7.46M
Percent Change from Prior Year	43%	68%	5%	-39%	-13%	20%	-9%	-19%	83%	15%	-1%	14%	-32%

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: Condo/Townhouse/Apt



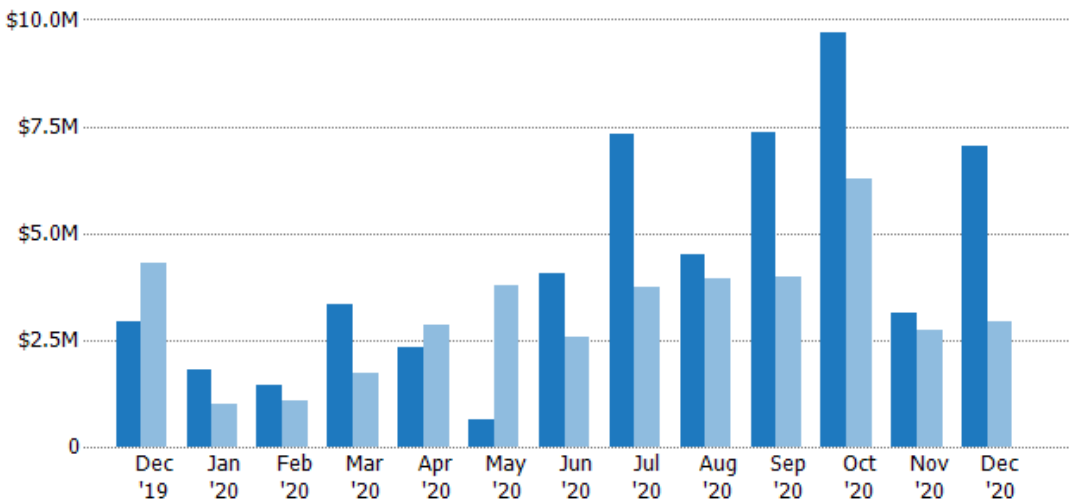
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	13	6	4	9	8	3	11	17	12	22	26	8	14
Prior Year	11	4	3	6	10	14	8	13	16	14	21	10	13
Percent Change from Prior Year	18%	50%	33%	50%	-20%	-79%	38%	31%	-25%	57%	24%	-20%	8%

Closed Sales Volume

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

Filters Used

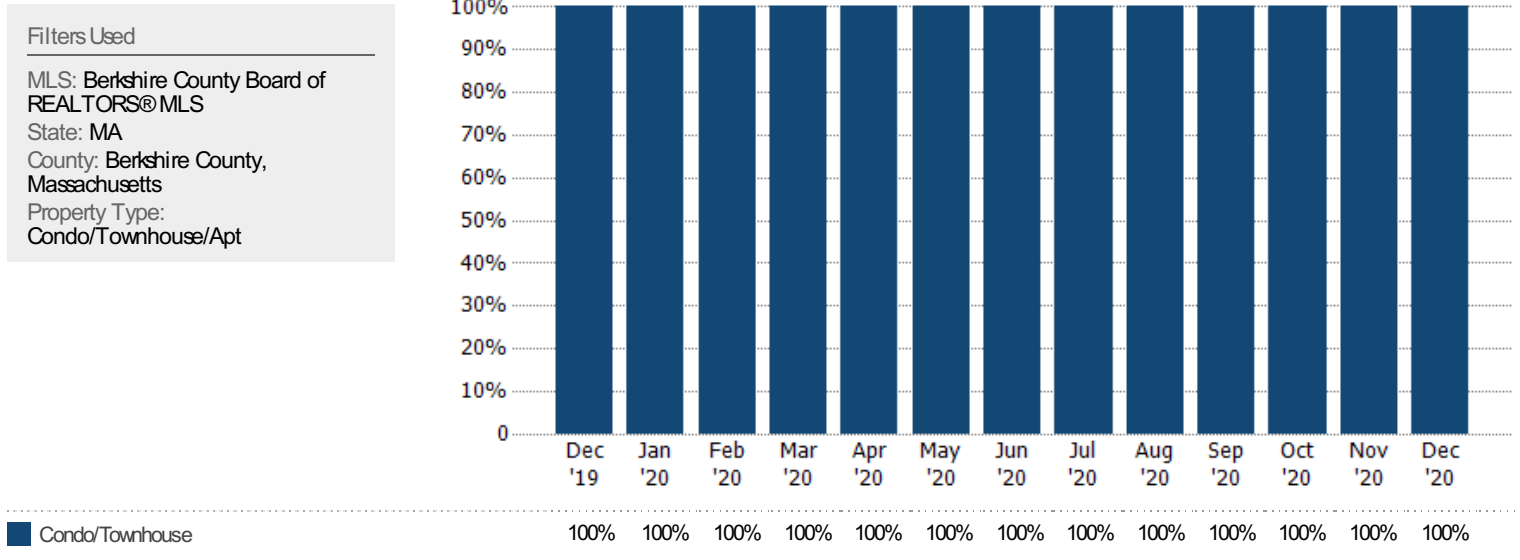
MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Condo/Townhouse/Apt



	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	\$2.93M	\$1.8M	\$1.42M	\$3.33M	\$2.33M	\$632K	\$4.05M	\$7.32M	\$4.49M	\$7.36M	\$9.71M	\$3.12M	\$7.03M
Prior Year	\$4.28M	\$1.01M	\$1.09M	\$1.73M	\$2.86M	\$3.77M	\$2.58M	\$3.72M	\$3.95M	\$3.98M	\$6.28M	\$2.74M	\$2.93M
Percent Change from Prior Year	-31%	78%	31%	92%	-19%	-83%	57%	97%	14%	85%	55%	14%	140%

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.

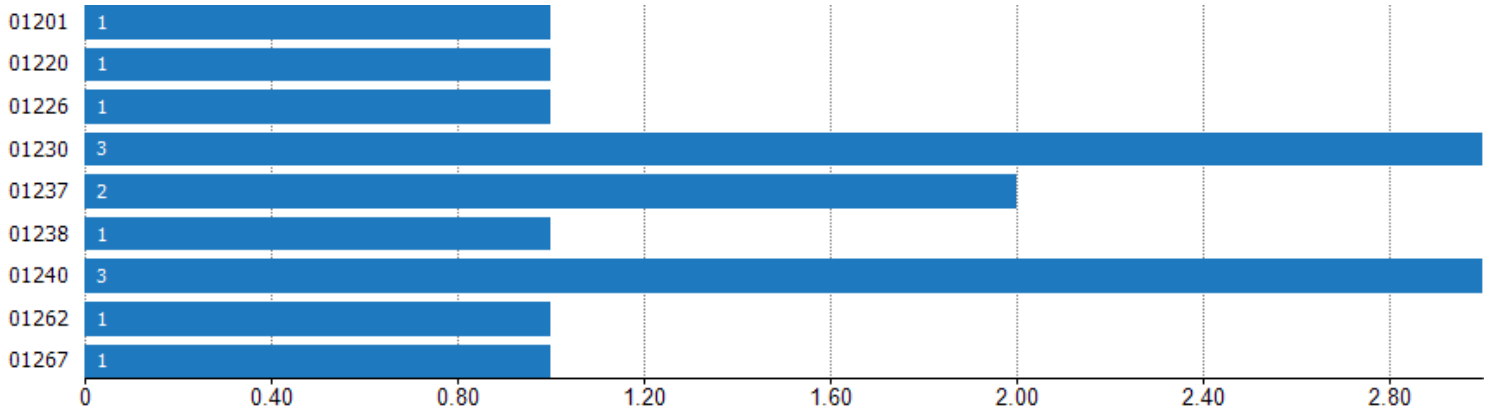
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt



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: Condo/Townhouse/Apt



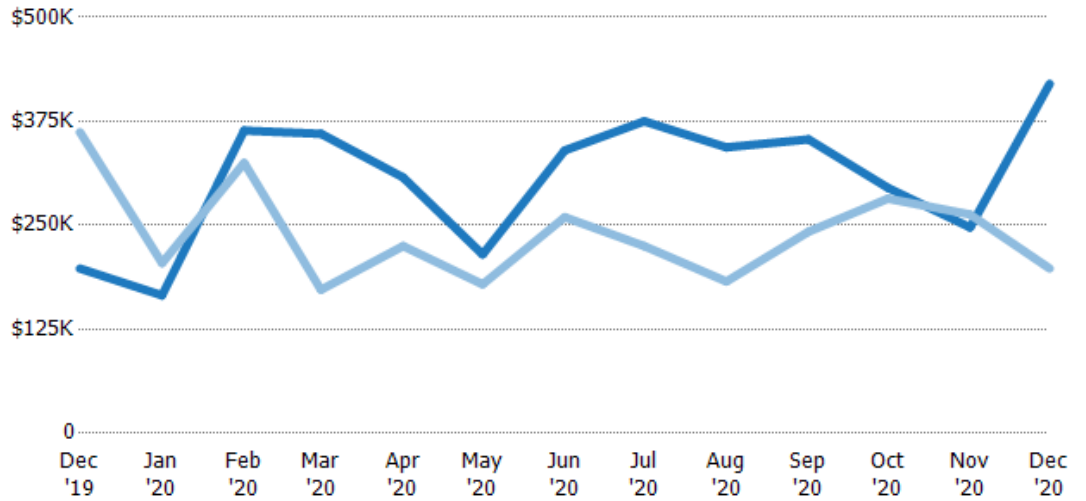
Median Sales Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Dec '20	\$420K	112.1%
Dec '19	\$198K	-45.3%
Dec '18	\$362K	-51.7%



	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	\$198K	\$166K	\$364K	\$360K	\$308K	\$215K	\$340K	\$375K	\$344K	\$353K	\$295K	\$247K	\$420K
Prior Year	\$362K	\$205K	\$325K	\$172K	\$225K	\$179K	\$260K	\$225K	\$182K	\$242K	\$282K	\$263K	\$198K
Percent Change from Prior Year	-45%	-19%	12%	109%	37%	20%	31%	67%	88%	46%	5%	-6%	112%

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	3	\$413,900	1	\$355,000	\$355,000	\$355,000	\$149	\$149	294
01220			1	\$239,900	\$239,900	\$239,900	\$113	\$113	5
01226	1	\$144,900	1	\$550,000	\$550,000	\$550,000	\$129	\$129	26
01230			3	\$1,938,000	\$646,000	\$799,000	\$195	\$208	120
01237	2	\$270,000	2	\$747,000	\$373,500	\$373,500	\$244	\$244	146
01238	1	\$425,000	1	\$910,000	\$910,000	\$910,000	\$284	\$284	56
01240	5	\$2,298,900	3	\$1,180,000	\$393,333	\$235,000	\$155	\$149	63
01262	1	\$449,000	1	\$375,000	\$375,000	\$375,000	\$195	\$195	211
01267	3	\$1,077,900	1	\$739,900	\$739,900	\$739,900	\$468	\$468	105