

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	12	15	-20%	393	445	-11.7%
New Listing Volume	\$3,018,400	\$2,138,700	+41.1%	\$114,769,324	\$119,199,883	-3.7%
Active Listing Count	49	132	-62.9%	N/A	N/A	
Active Listing Volume	\$26,681,097	\$54,736,500	-51.3%	N/A	N/A	
Median Listing Price	\$269,900	\$224,950	+20%	\$253,578	\$205,464	+23.4%
Months of Inventory	1.1	4.4	-75.8%	3.8	5.6	-32.4%
Sales Activity Charts Metrics						
New Pending Sales Count	22	27	-18.5%	468	372	+25.8%
New Pending Sales Volume	\$5,373,900	\$4,780,800	+12.4%	\$121,403,379	\$79,215,151	+53.3%
Pending Sales Count	49	42	+16.7%	N/A	N/A	
Pending Sales Volume	\$12,760,882	\$7,924,000	+61%	N/A	N/A	
Closed Sales Count	34	30	+13.3%	364	296	+23%
Closed Sales Volume	\$9,187,800	\$4,924,217	+86.6%	\$92,775,704	\$61,861,992	+50%
Median Sales Price	\$181,750	\$141,000	+28.9%	\$196,882	\$165,128	+19.2%
Distressed Charts Metrics						
Distressed Listing Count	2	2	+/-	N/A	N/A	

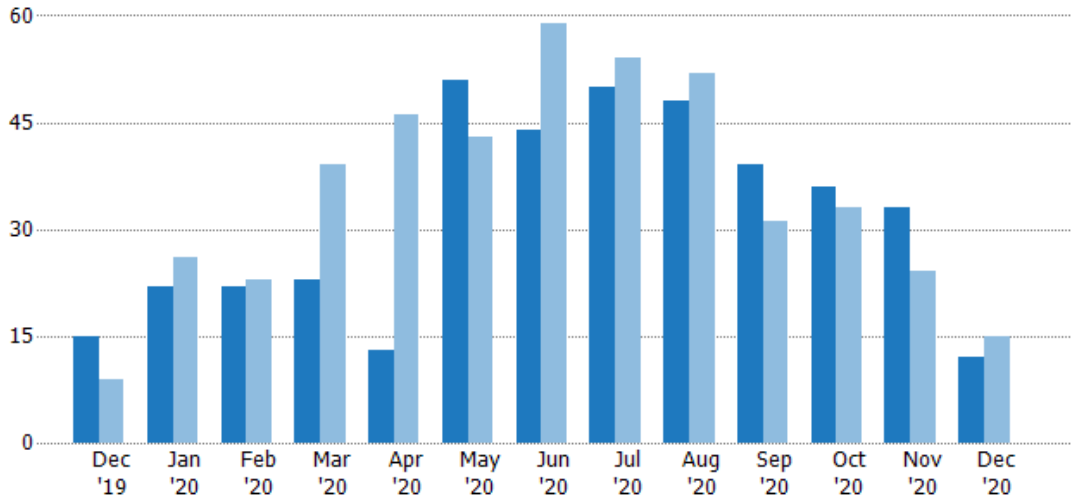
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 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.
Dec '20	12	-20%
Dec '19	15	66.7%
Dec '18	9	22.2%



Current Year	15	22	22	23	13	51	44	50	48	39	36	33	12
Prior Year	9	26	23	39	46	43	59	54	52	31	33	24	15
Percent Change from Prior Year	67%	-15%	-4%	-41%	-72%	19%	-25%	-7%	-8%	26%	9%	38%	-20%

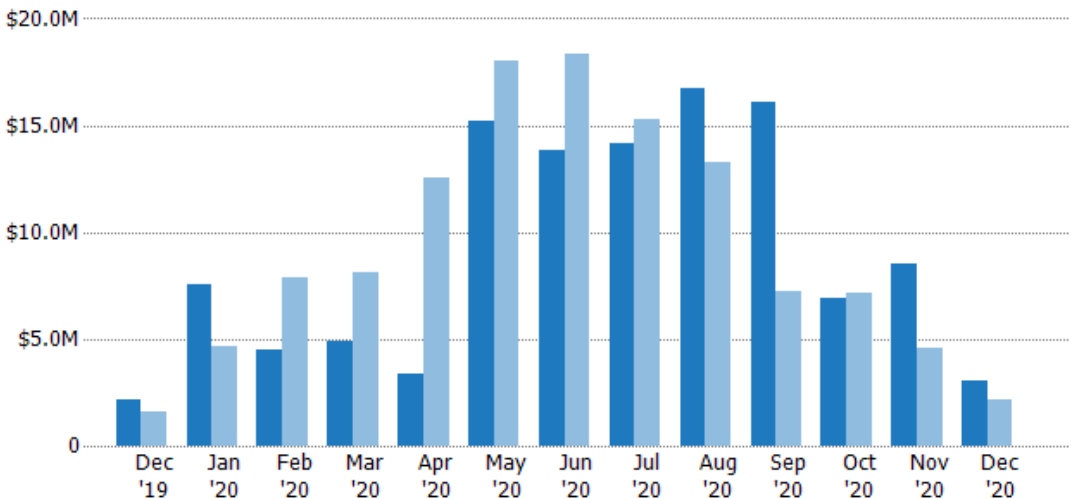
New Listing Volume

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.
Dec '20	\$3.02M	41.1%
Dec '19	\$2.14M	37.1%
Dec '18	\$1.56M	3.9%



Current Year	\$2.14M	\$7.52M	\$4.51M	\$4.93M	\$3.33M	\$15.2M	\$13.8M	\$14.2M	\$16.8M	\$16.1M	\$6.93M	\$8.51M	\$3.02M
Prior Year	\$1.56M	\$4.69M	\$7.9M	\$8.16M	\$12.5M	\$18M	\$18.3M	\$15.3M	\$13.3M	\$7.25M	\$7.15M	\$4.55M	\$2.14M
Percent Change from Prior Year	37%	60%	-43%	-40%	-73%	-16%	-25%	-7%	26%	122%	-3%	87%	41%

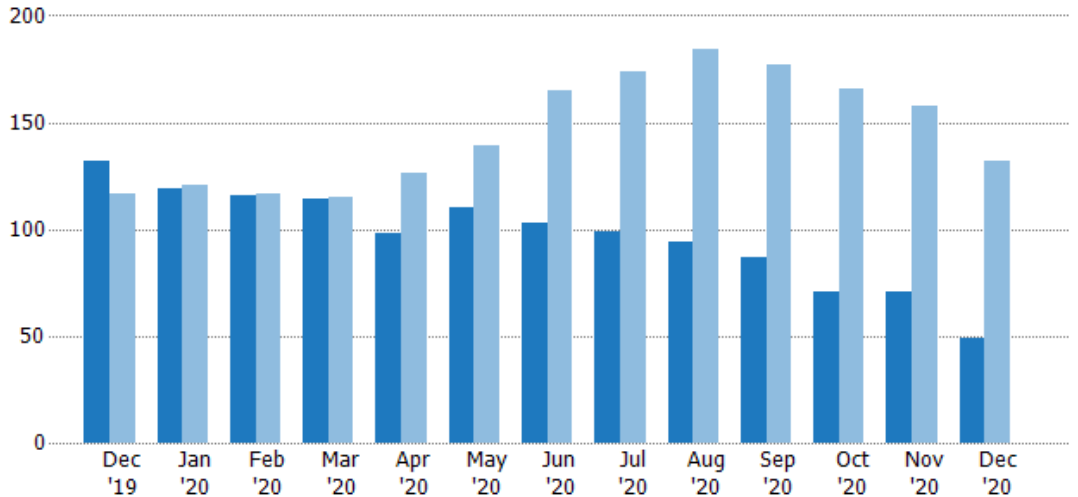
Active Listings

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.
Dec '20	49	-62.9%
Dec '19	132	12.8%
Dec '18	117	0%



Current Year	132	119	116	114	98	110	103	99	94	87	71	71	49
Prior Year	117	121	117	115	126	139	165	174	184	177	166	158	132
Percent Change from Prior Year	13%	-2%	-1%	-1%	-22%	-21%	-38%	-43%	-49%	-51%	-57%	-55%	-63%

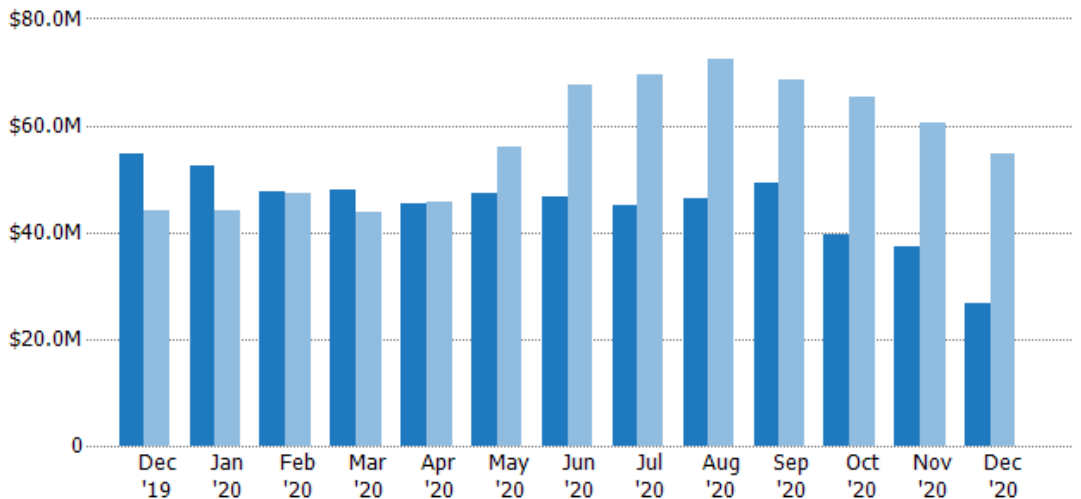
Active Listing Volume

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.
Dec '20	\$26.7M	-51.3%
Dec '19	\$54.7M	24.5%
Dec '18	\$44M	-14.6%



Current Year	\$54.7M	\$52.5M	\$47.6M	\$47.8M	\$45.4M	\$47.3M	\$46.5M	\$45.1M	\$46.3M	\$49.4M	\$39.4M	\$37.3M	\$26.7M
Prior Year	\$44M	\$44M	\$47.3M	\$43.7M	\$45.6M	\$56M	\$67.5M	\$69.4M	\$72.3M	\$68.5M	\$65.4M	\$60.6M	\$54.7M
Percent Change from Prior Year	25%	19%	1%	9%	-1%	-16%	-31%	-35%	-36%	-28%	-40%	-38%	-51%

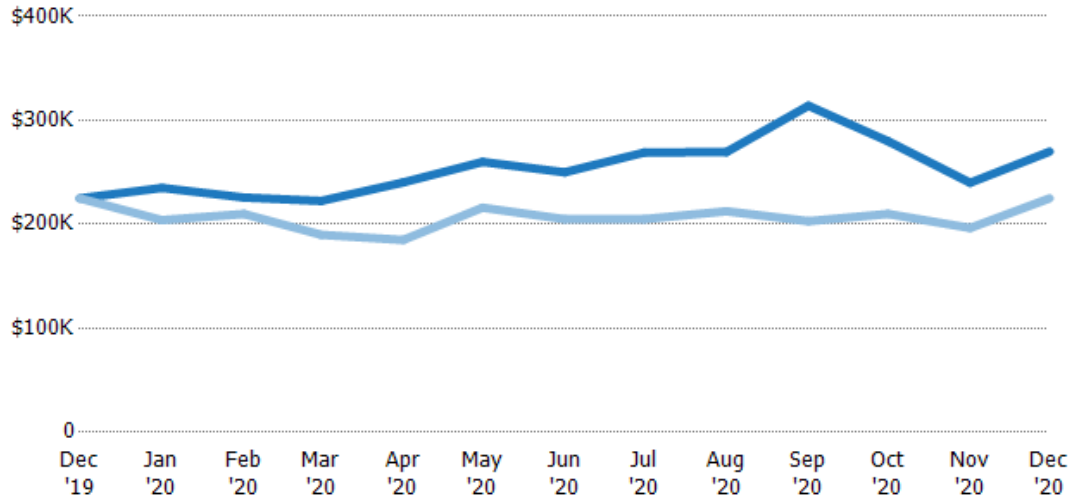
Median Listing Price

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.
Dec '20	\$270K	20%
Dec '19	\$225K	0%
Dec '18	\$225K	3.4%



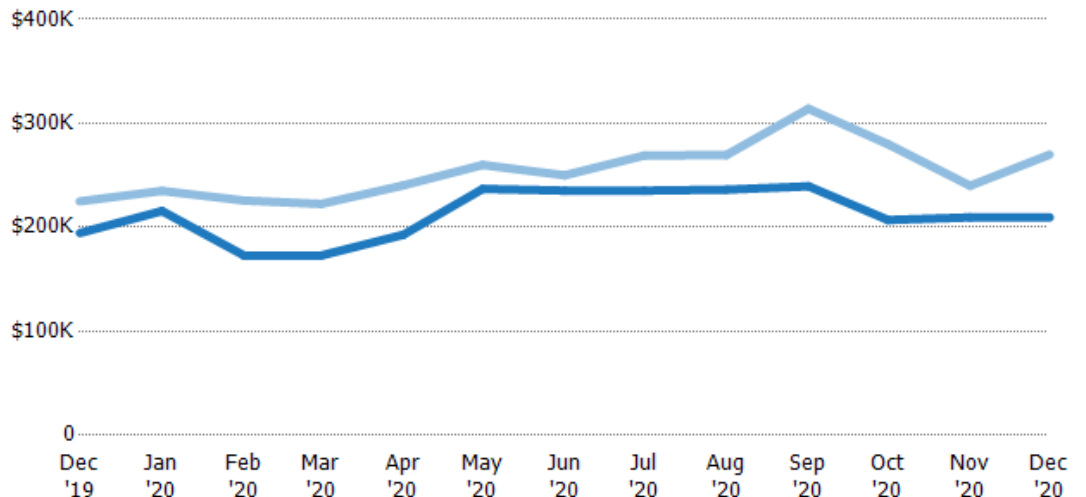
Current Year	\$225K	\$235K	\$226K	\$222K	\$240K	\$260K	\$250K	\$269K	\$269K	\$314K	\$280K	\$240K	\$270K
Prior Year	\$225K	\$204K	\$210K	\$190K	\$185K	\$216K	\$205K	\$205K	\$213K	\$203K	\$210K	\$196K	\$225K
Percent Change from Prior Year	0%	15%	8%	17%	30%	20%	22%	31%	27%	55%	33%	22%	20%

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

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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



Median Est Value	\$194K	\$216K	\$173K	\$173K	\$193K	\$237K	\$235K	\$235K	\$236K	\$239K	\$207K	\$209K	\$209K
Median Listing Price	\$225K	\$235K	\$226K	\$222K	\$240K	\$260K	\$250K	\$269K	\$269K	\$314K	\$280K	\$240K	\$270K
Med Listing Price as a % of Med Est Value	116%	109%	131%	129%	125%	110%	106%	114%	114%	131%	135%	115%	129%

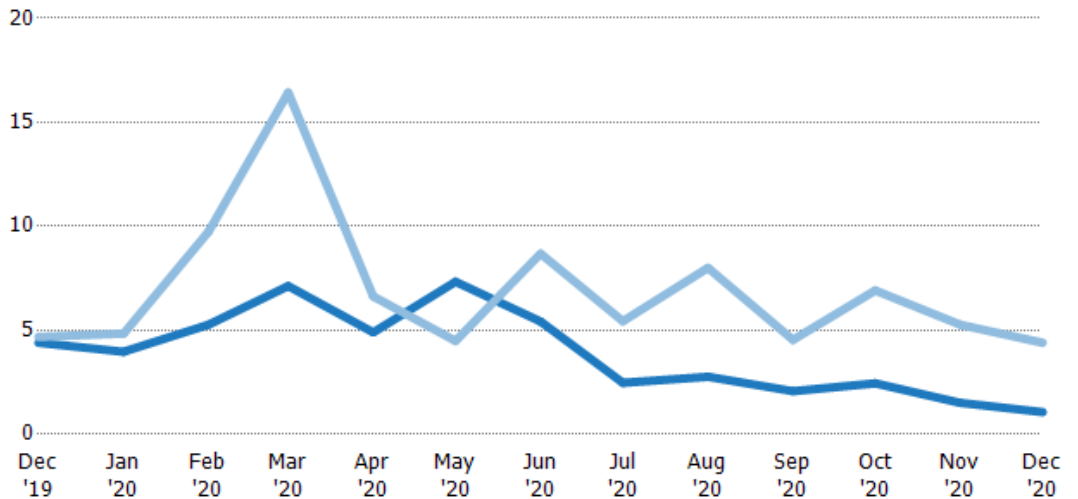
Months of Inventory

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

Filters Used

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 Property Type: Single Family Residence

Month/Year	Months	% Chg.
Dec '20	1.07	-75.8%
Dec '19	4.4	-6%
Dec '18	4.68	-30.6%



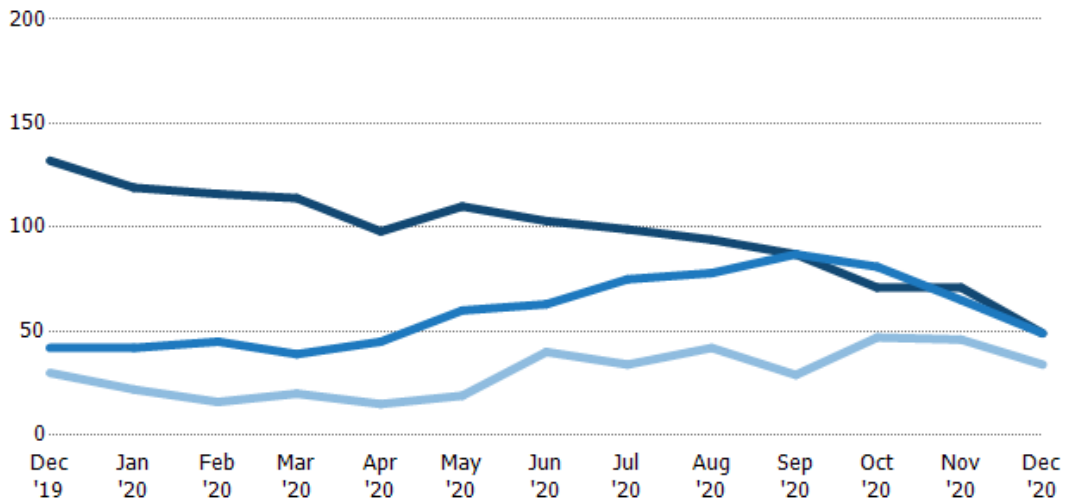
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	4.4	3.97	5.27	7.13	4.9	7.33	5.42	2.48	2.76	2.07	2.45	1.51	1.07
Prior Year	4.68	4.84	9.75	16.4	6.63	4.48	8.68	5.44	8	4.54	6.92	5.27	4.4
Percent Change from Prior Year	-6%	-18%	-46%	-57%	-26%	64%	-38%	-54%	-65%	-54%	-65%	-71%	-76%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and 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



	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	132	119	116	114	98	110	103	99	94	87	71	71	49
Pending	42	42	45	39	45	60	63	75	78	87	81	65	49
Sold	30	22	16	20	15	19	40	34	42	29	47	46	34

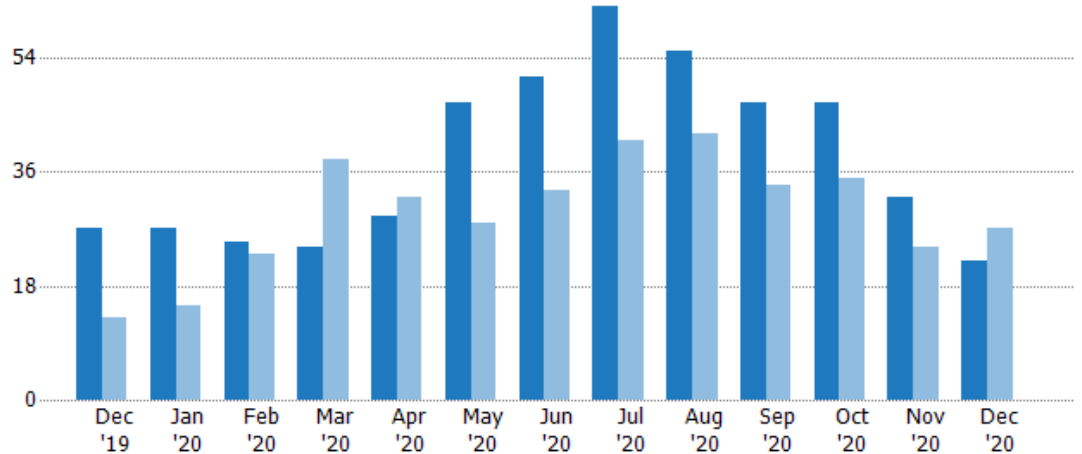
New Pending Sales

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.
Dec '20	22	-18.5%
Dec '19	27	107.7%
Dec '18	13	-30.8%



Current Year	27	27	25	24	29	47	51	62	55	47	47	32	22
Prior Year	13	15	23	38	32	28	33	41	42	34	35	24	27
Percent Change from Prior Year	108%	80%	9%	-37%	-9%	68%	55%	51%	31%	38%	34%	33%	-19%

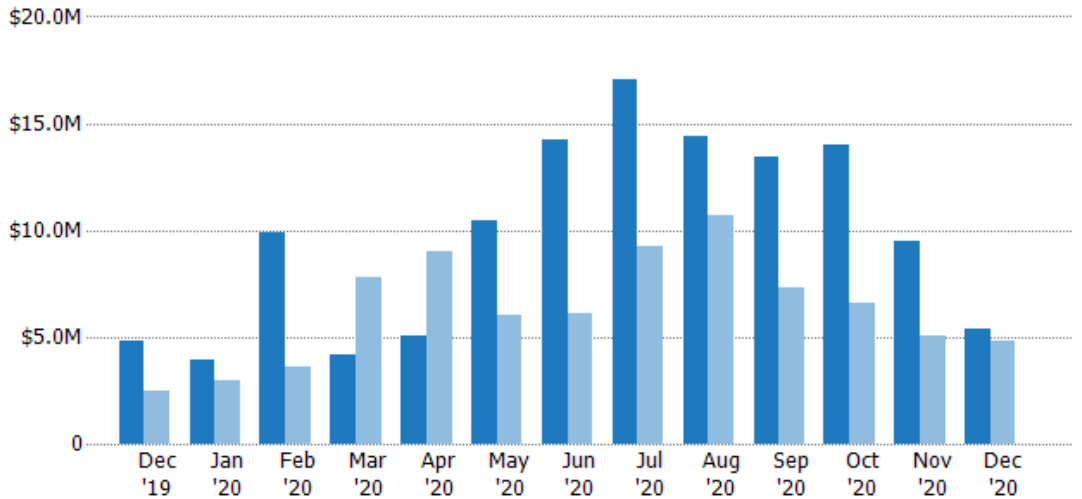
New Pending Sales Volume

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: 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.
Dec '20	\$5.37M	12.4%
Dec '19	\$4.78M	93.6%
Dec '18	\$2.47M	-38.2%



Current Year	\$4.78M	\$3.9M	\$9.89M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$17.1M	\$14.4M	\$13.4M	\$14M	\$9.5M	\$5.37M
Prior Year	\$2.47M	\$2.98M	\$3.65M	\$7.83M	\$8.99M	\$6M	\$6.1M	\$9.22M	\$10.7M	\$7.31M	\$6.6M	\$5.03M	\$4.78M
Percent Change from Prior Year	94%	31%	171%	-47%	-44%	74%	134%	85%	34%	83%	112%	89%	12%

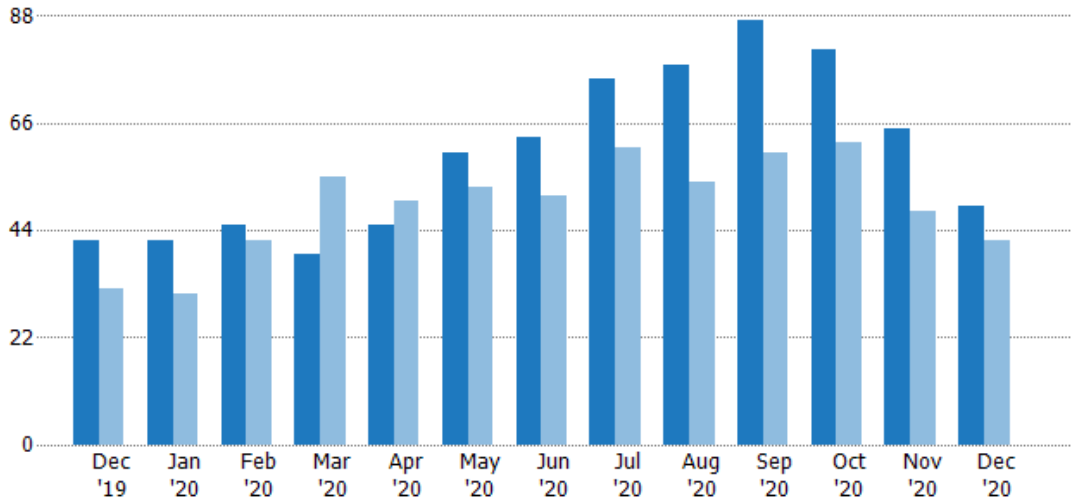
Pending Sales

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: 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.
Dec '20	49	16.7%
Dec '19	42	31.3%
Dec '18	32	0%



Current Year	42	42	45	39	45	60	63	75	78	87	81	65	49
Prior Year	32	31	42	55	50	53	51	61	54	60	62	48	42
Percent Change from Prior Year	31%	35%	7%	-29%	-10%	13%	24%	23%	44%	45%	31%	35%	17%

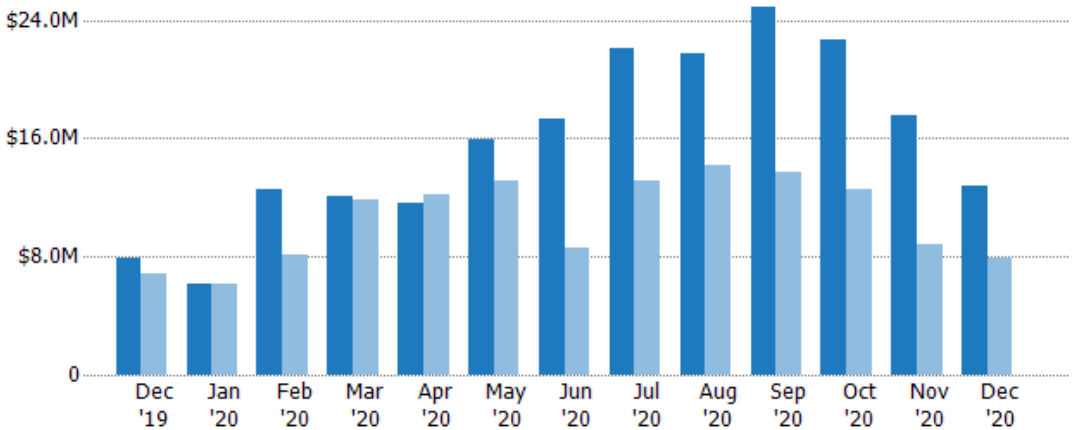
Pending Sales Volume

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: 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.
Dec '20	\$12.8M	61%
Dec '19	\$7.92M	16.6%
Dec '18	\$6.8M	-11.2%



Current Year	\$7.92M	\$6.19M	\$12.6M	\$12.1M	\$11.6M	\$15.9M	\$17.3M	\$22.1M	\$21.7M	\$24.8M	\$22.7M	\$17.6M	\$12.8M
Prior Year	\$6.8M	\$6.13M	\$8.14M	\$11.8M	\$12.2M	\$13.1M	\$8.54M	\$13.1M	\$14.2M	\$13.7M	\$12.5M	\$8.77M	\$7.92M
Percent Change from Prior Year	17%	1%	54%	2%	-5%	22%	103%	68%	53%	81%	81%	100%	61%

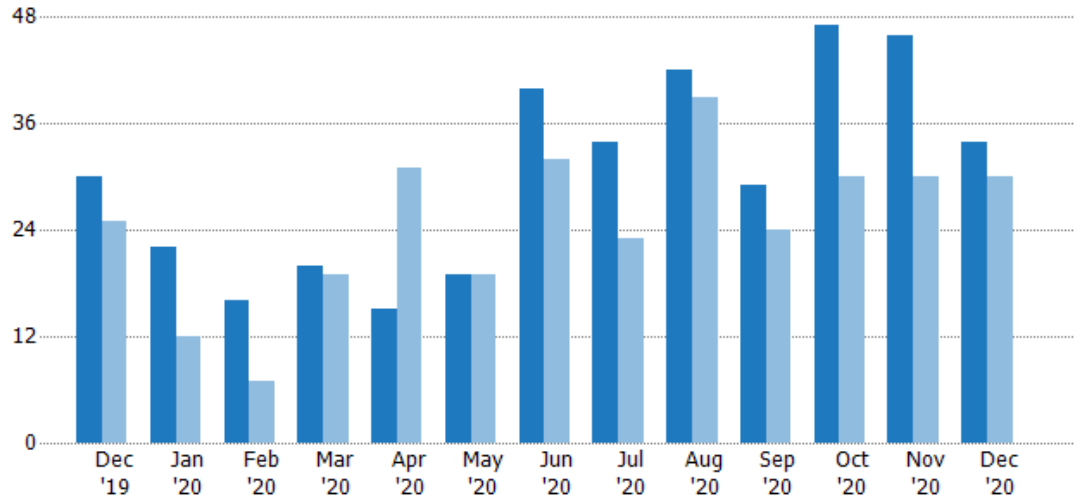
Closed Sales

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.
Dec '20	34	13.3%
Dec '19	30	20%
Dec '18	25	-20%



Current Year	30	22	16	20	15	19	40	34	42	29	47	46	34
Prior Year	25	12	7	19	31	19	32	23	39	24	30	30	30
Percent Change from Prior Year	20%	83%	129%	5%	-52%	0%	25%	48%	8%	21%	57%	53%	13%

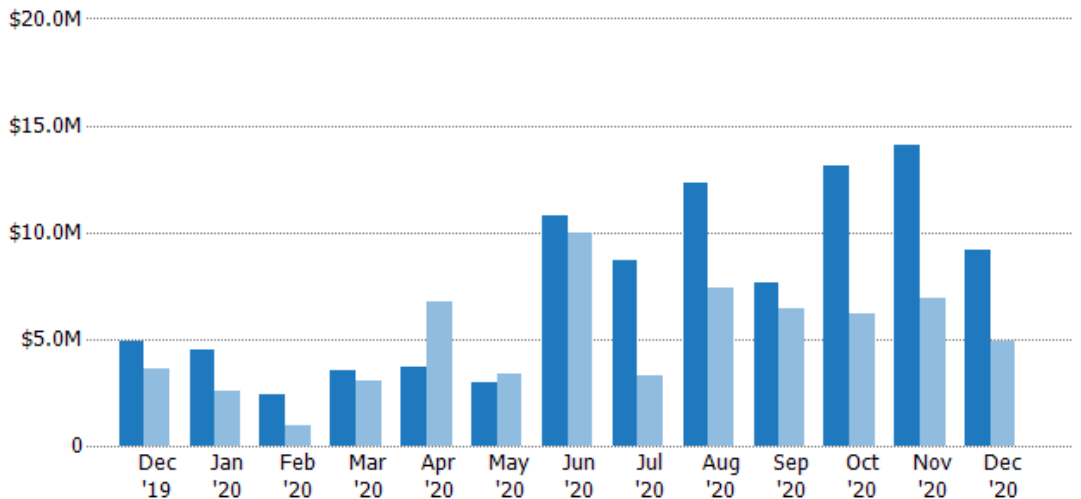
Closed Sales Volume

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

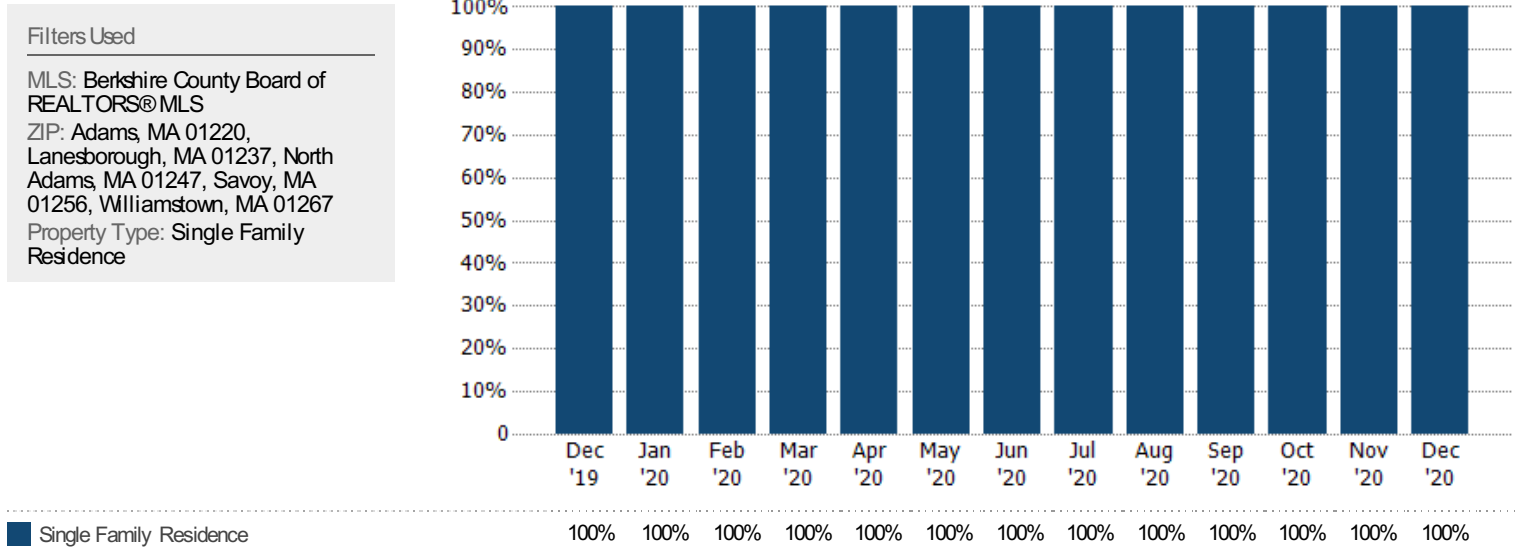
Month/Year	Volume	% Chg.
Dec '20	\$9.19M	86.6%
Dec '19	\$4.92M	35.2%
Dec '18	\$3.64M	14.6%



Current Year	\$4.92M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M	\$7.61M	\$13.1M	\$14.1M	\$9.19M
Prior Year	\$3.64M	\$2.58M	\$961K	\$3.03M	\$6.79M	\$3.34M	\$9.97M	\$3.31M	\$7.39M	\$6.44M	\$6.21M	\$6.92M	\$4.92M
Percent Change from Prior Year	35%	74%	150%	15%	-46%	-12%	8%	163%	66%	18%	111%	103%	87%

Closed Sales by Property Type

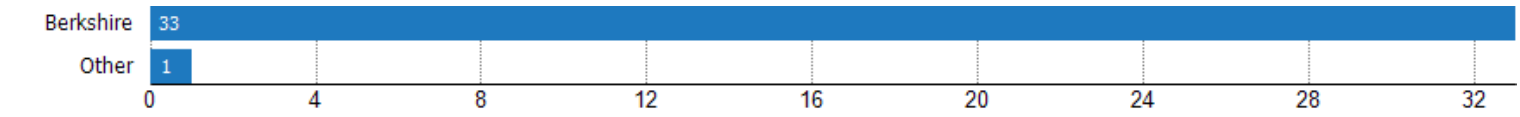
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

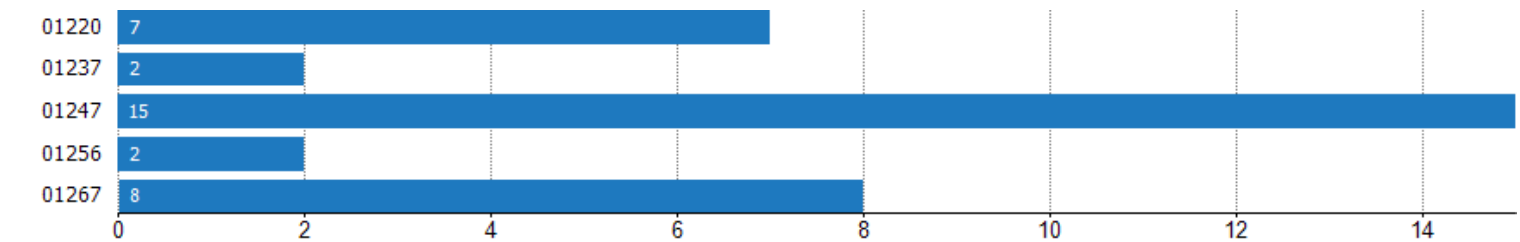
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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



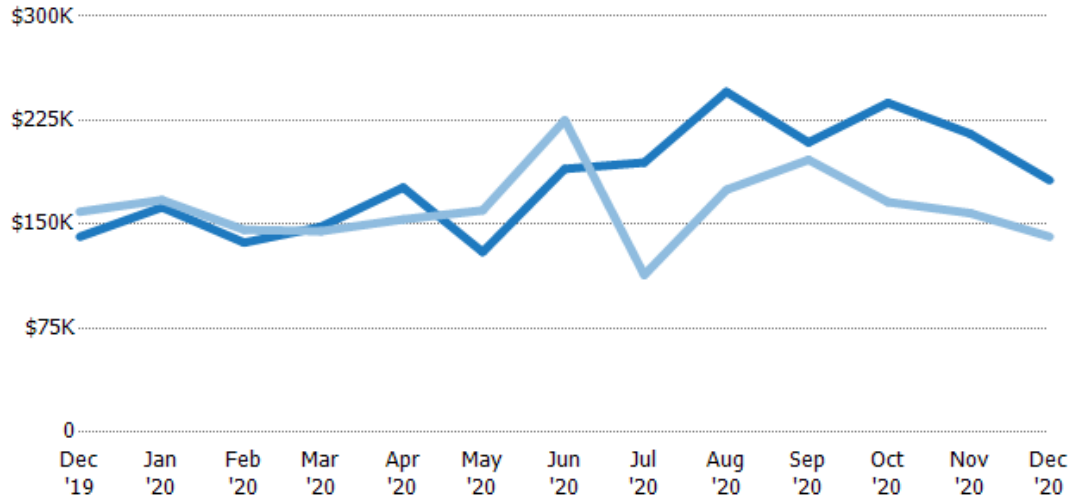
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 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.
Dec '20	\$182K	28.9%
Dec '19	\$141K	-11.3%
Dec '18	\$159K	-1.7%



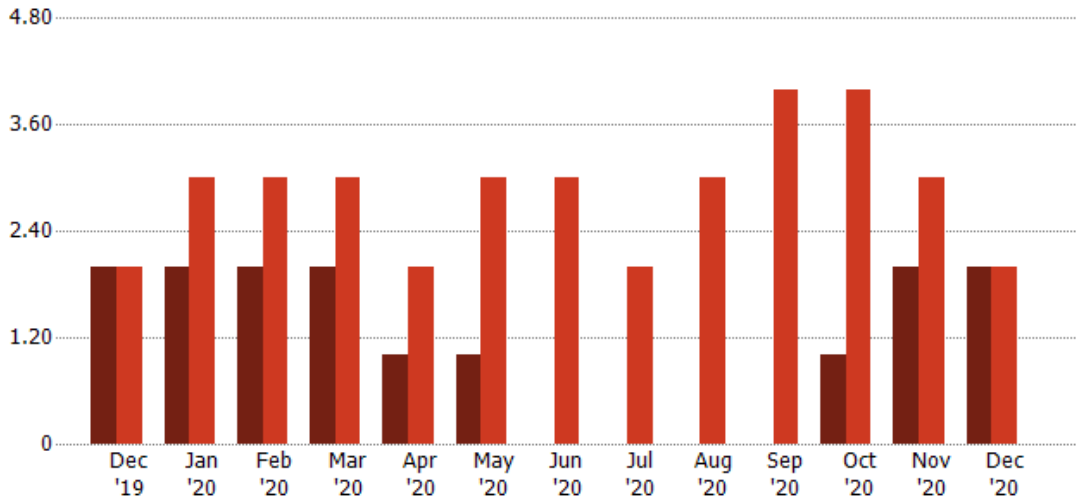
Current Year	\$141K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K	\$209K	\$238K	\$215K	\$182K
Prior Year	\$159K	\$168K	\$146K	\$145K	\$154K	\$160K	\$225K	\$113K	\$175K	\$197K	\$166K	\$158K	\$141K
Percent Change from Prior Year	-11%	-3%	-6%	2%	15%	-19%	-16%	72%	40%	6%	43%	36%	29%

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



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

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.

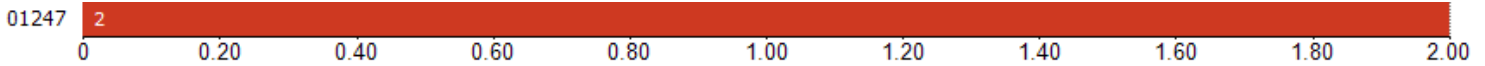
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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

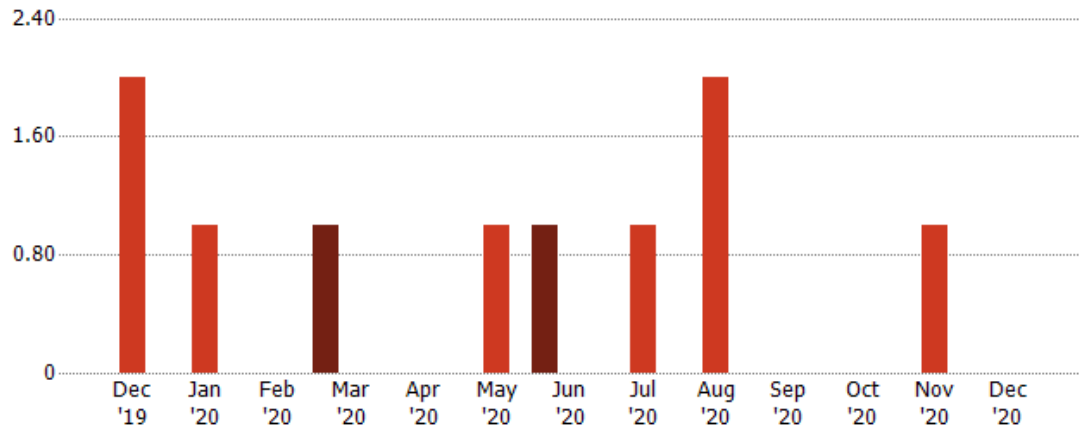


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
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	-	-	-	-	-	-
Prior Year	2	1	-	-	-	1	-	1	2	-	-	1	-
Percent Change from Prior Year	-100%	-100%	-	100%	-	-100%	100%	-100%	-100%	-	-	-100%	-

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
01220	14	\$2,737,300	7	\$1,234,800	\$176,400	\$124,900	\$114	\$100	5
01237	8	\$2,499,400	2	\$273,500	\$136,750	\$136,750	\$120	\$120	50
01247	17	\$3,819,082	15	\$2,378,500	\$158,567	\$154,900	\$104	\$109	9
01256			2	\$277,000	\$138,500	\$138,500	\$162	\$162	15
01267	10	\$3,705,100	8	\$5,024,000	\$628,000	\$420,000	\$237	\$232	61