

Summary of Key Listing and Sales Metrics

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

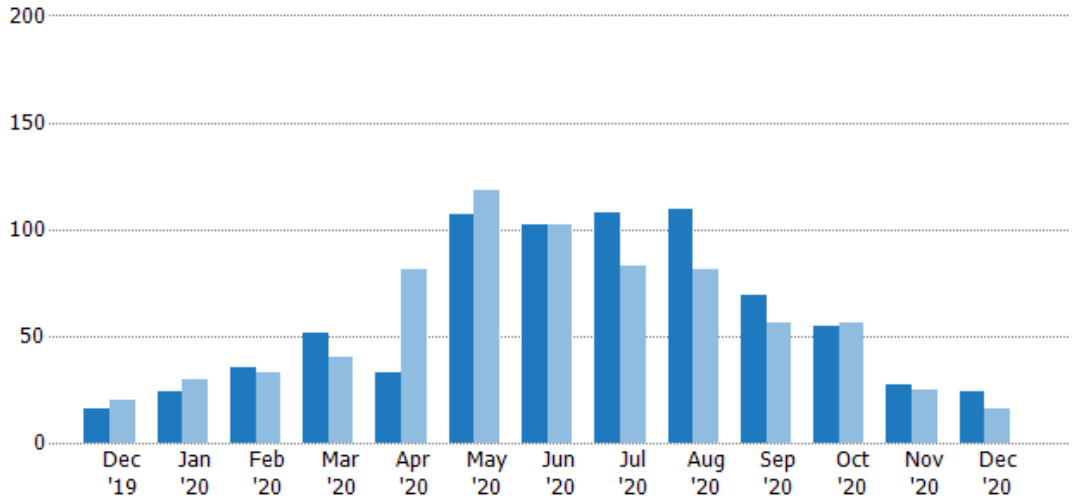
Key Metrics	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	16	+50%	744	721	+3.2%
New Listing Volume	\$21,714,300	\$9,482,800	+129%	\$484,320,715	\$393,496,850	+23.1%
Active Listing Count	130	332	-60.8%	N/A	N/A	
Active Listing Volume	\$156,449,975	\$253,130,612	-38.2%	N/A	N/A	
Median Listing Price	\$664,495	\$489,000	+35.9%	\$533,096	\$459,220	+16.1%
Months of Inventory	2.2	9.8	-77.4%	7.5	11.6	-35.3%
Sales Activity Charts Metrics						
New Pending Sales Count	39	32	+21.9%	782	521	+50.1%
New Pending Sales Volume	\$31,453,000	\$14,493,100	+117%	\$435,089,352	\$226,669,845	+91.9%
Pending Sales Count	64	47	+36.2%	N/A	N/A	
Pending Sales Volume	\$49,991,400	\$23,537,788	+112.4%	N/A	N/A	
Closed Sales Count	69	33	+109.1%	674	438	+53.9%
Closed Sales Volume	\$39,771,551	\$12,928,655	+207.6%	\$351,610,304	\$178,897,204	+96.5%
Median Sales Price	\$475,000	\$315,000	+50.8%	\$414,583	\$331,244	+25.2%
Distressed Charts Metrics						
Distressed Listing Count	1	-	-	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: 17 Selected
 Property Type: Single Family Residence



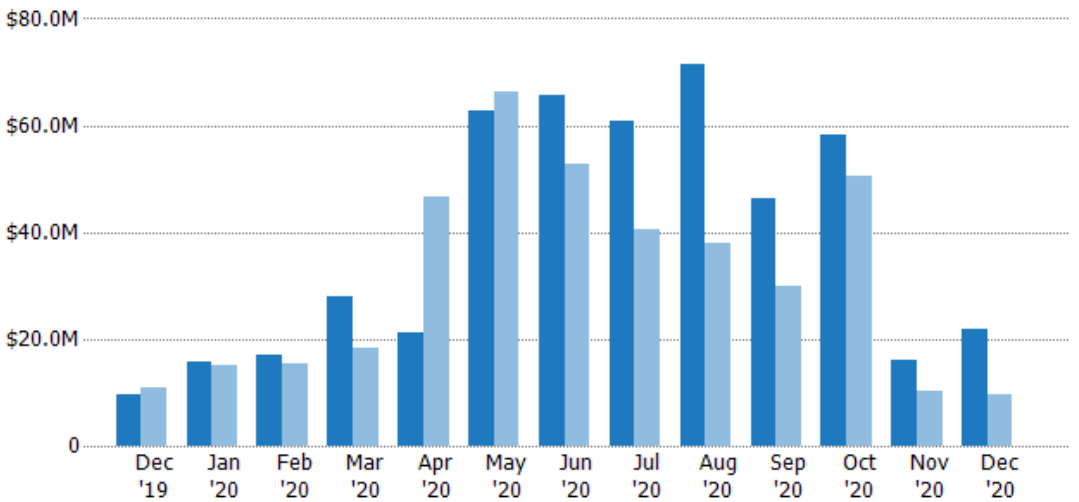
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	16	24	35	51	33	107	102	108	109	69	55	27	24
Prior Year	20	30	33	40	81	118	102	83	81	56	56	25	16
Percent Change from Prior Year	-20%	-20%	6%	28%	-59%	-9%	0%	30%	35%	23%	-2%	8%	50%

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



	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	\$9.48M	\$15.7M	\$17M	\$27.8M	\$21.1M	\$62.8M	\$65.7M	\$60.9M	\$71.3M	\$46.3M	\$58.2M	\$15.9M	\$21.7M
Prior Year	\$10.9M	\$15.2M	\$15.4M	\$18.3M	\$46.7M	\$66.4M	\$52.8M	\$40.5M	\$38M	\$30M	\$50.4M	\$10.4M	\$9.48M
Percent Change from Prior Year	-13%	3%	10%	52%	-55%	-5%	24%	50%	88%	54%	15%	53%	129%

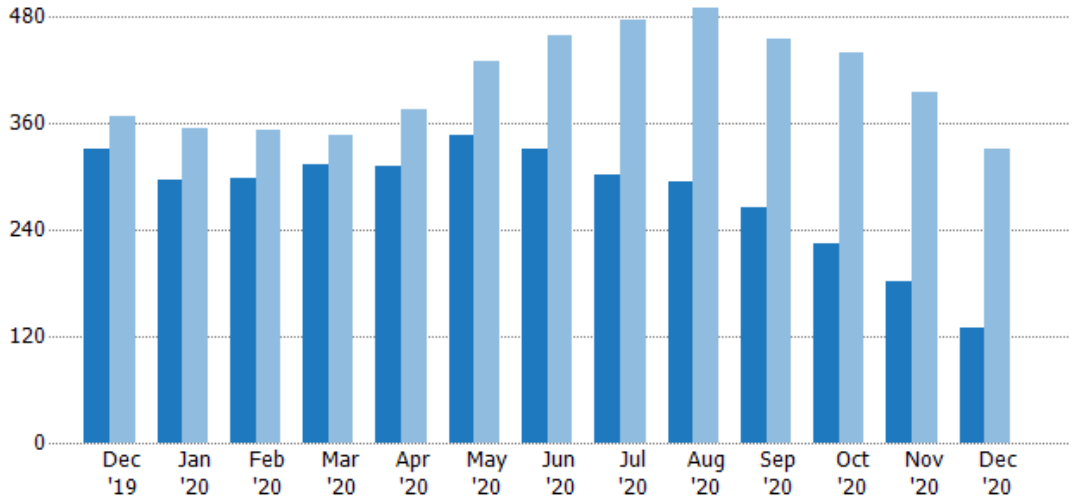
Active Listings

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

Month/Year	Count	% Chg.
Dec '20	130	-60.8%
Dec '19	332	-10%
Dec '18	369	-11.4%



Current Year	332	297	298	313	311	346	332	302	294	266	224	181	130
Prior Year	369	354	353	346	376	430	460	477	491	456	439	395	332
Percent Change from Prior Year	-10%	-16%	-16%	-10%	-17%	-20%	-28%	-37%	-40%	-42%	-49%	-54%	-61%

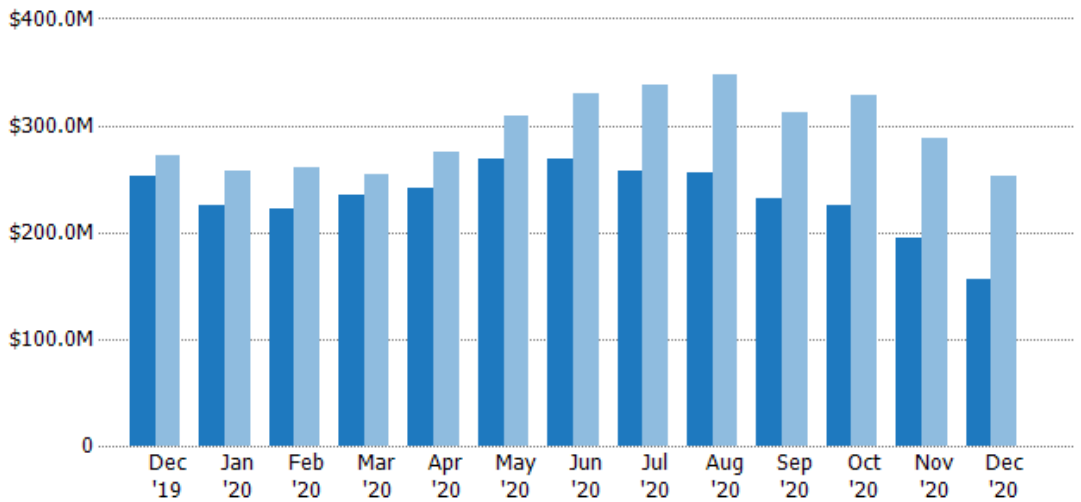
Active Listing Volume

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

Month/Year	Volume	% Chg.
Dec '20	\$156M	-38.2%
Dec '19	\$253M	-6.6%
Dec '18	\$271M	-23.5%



Current Year	\$253M	\$225M	\$222M	\$234M	\$241M	\$269M	\$269M	\$257M	\$256M	\$232M	\$225M	\$195M	\$156M
Prior Year	\$271M	\$258M	\$261M	\$254M	\$275M	\$309M	\$330M	\$338M	\$347M	\$313M	\$328M	\$289M	\$253M
Percent Change from Prior Year	-7%	-13%	-15%	-8%	-12%	-13%	-19%	-24%	-26%	-26%	-31%	-33%	-38%

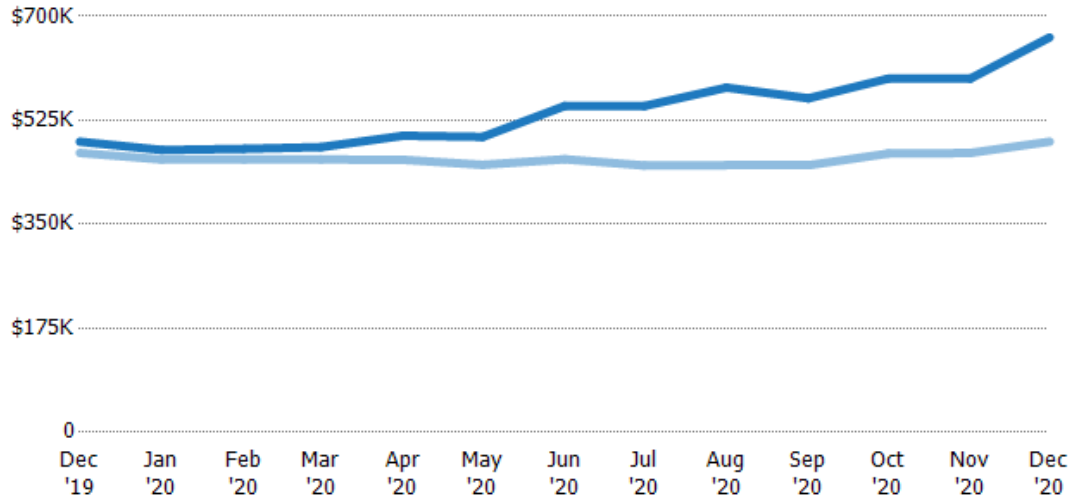
Median Listing Price

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.
Dec '20	\$664K	35.9%
Dec '19	\$489K	4%
Dec '18	\$470K	-6.6%



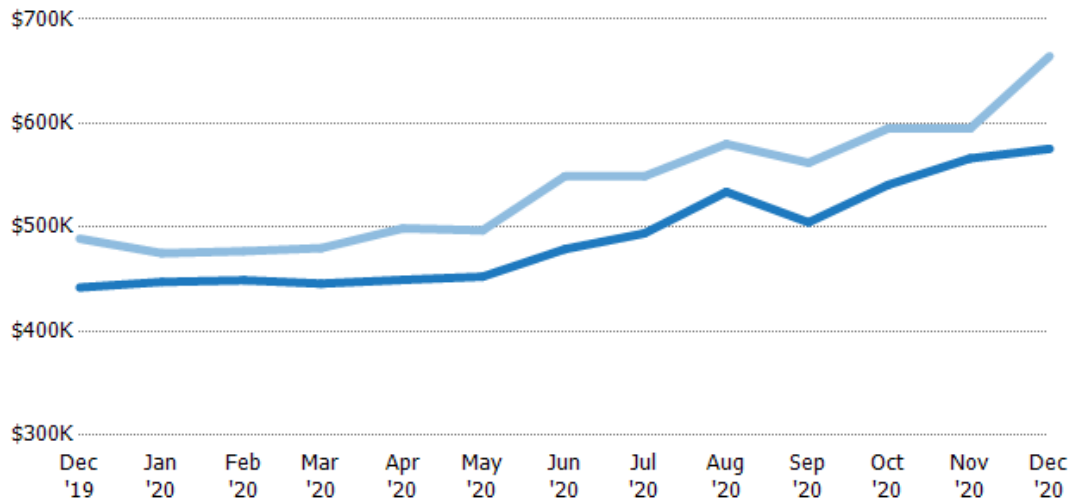
Current Year	\$489K	\$475K	\$477K	\$480K	\$499K	\$497K	\$549K	\$549K	\$580K	\$562K	\$595K	\$595K	\$664K
Prior Year	\$470K	\$459K	\$459K	\$459K	\$459K	\$450K	\$460K	\$449K	\$450K	\$449K	\$469K	\$470K	\$489K
Percent Change from Prior Year	4%	3%	4%	5%	9%	10%	19%	22%	29%	25%	27%	27%	36%

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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Property Type: Single Family Residence



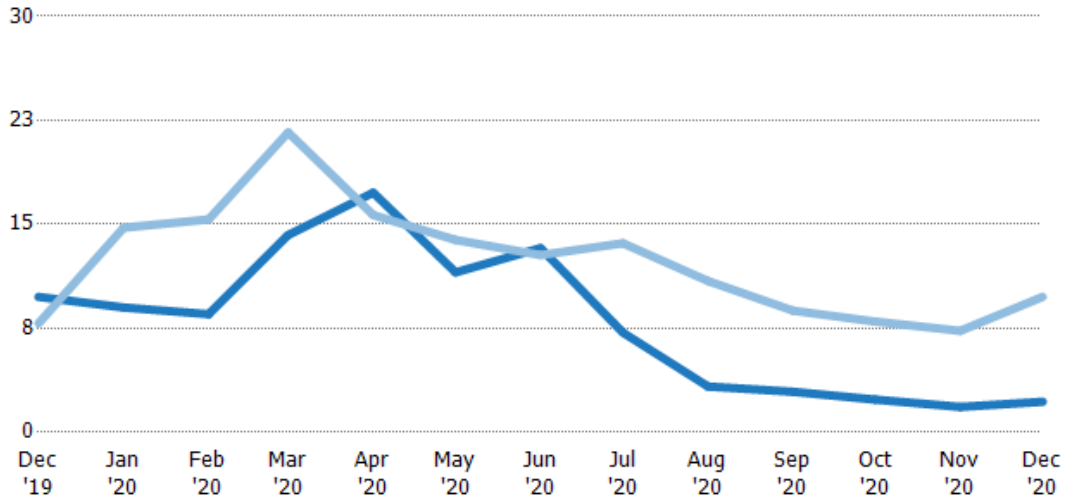
Median Est Value	\$442K	\$447K	\$449K	\$446K	\$449K	\$453K	\$479K	\$494K	\$534K	\$505K	\$541K	\$566K	\$575K
Median Listing Price	\$489K	\$475K	\$477K	\$480K	\$499K	\$497K	\$549K	\$549K	\$580K	\$562K	\$595K	\$595K	\$664K
Med Listing Price as a % of Med Est Value	111%	106%	106%	108%	111%	110%	115%	111%	109%	111%	110%	105%	115%

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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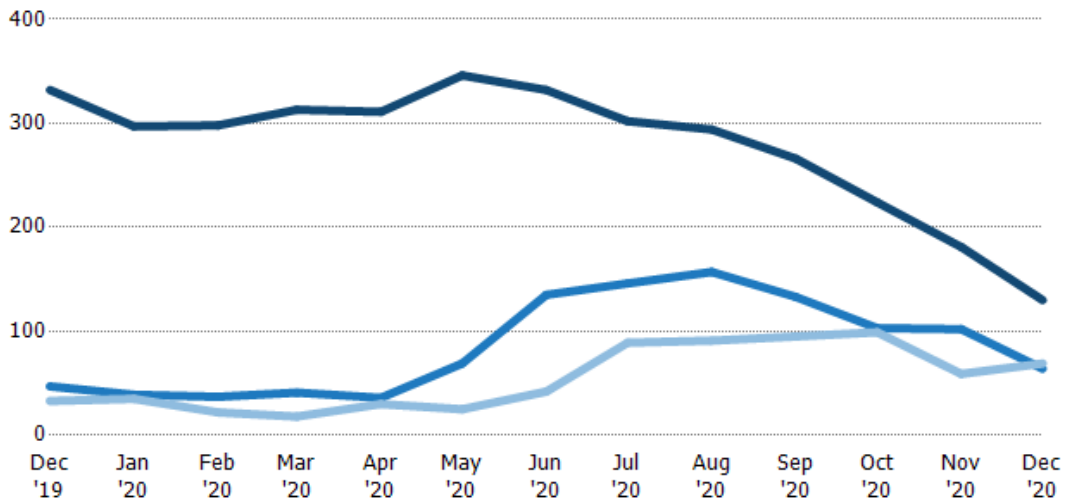
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	9.76	9	8.51	14.2	17.3	11.5	13.3	7.19	3.3	2.92	2.36	1.83	2.2
Prior Year	7.85	14.8	15.3	21.6	15.7	13.9	12.8	13.6	10.9	8.77	7.98	7.31	9.76
Percent Change from Prior Year	24%	-39%	-45%	-34%	10%	-17%	4%	-47%	-70%	-67%	-70%	-75%	-77%

Active/Pending/Sold Units

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

Filters Used

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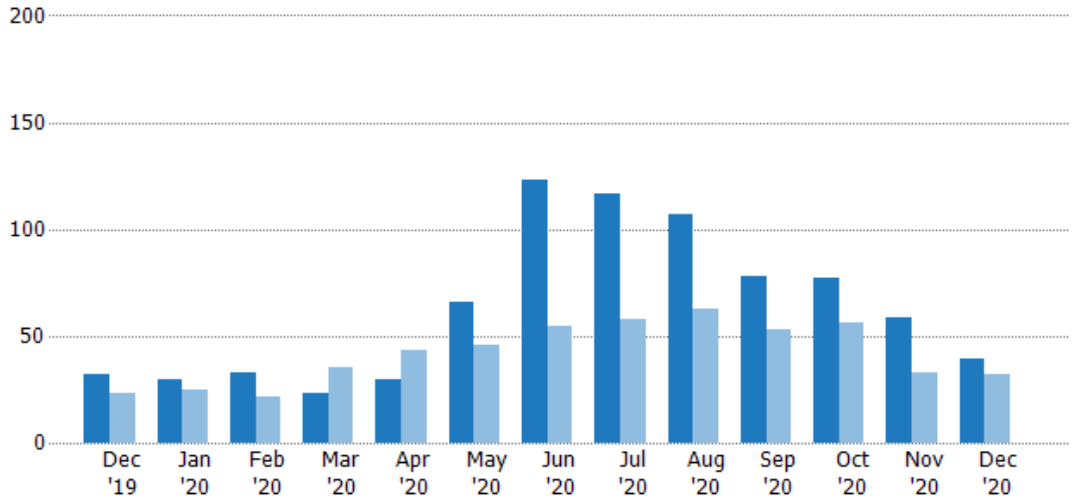
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	332	297	298	313	311	346	332	302	294	266	224	181	130
Pending	47	39	37	41	36	69	135	146	157	133	103	102	64
Sold	33	35	22	18	30	25	42	89	91	95	99	59	69

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



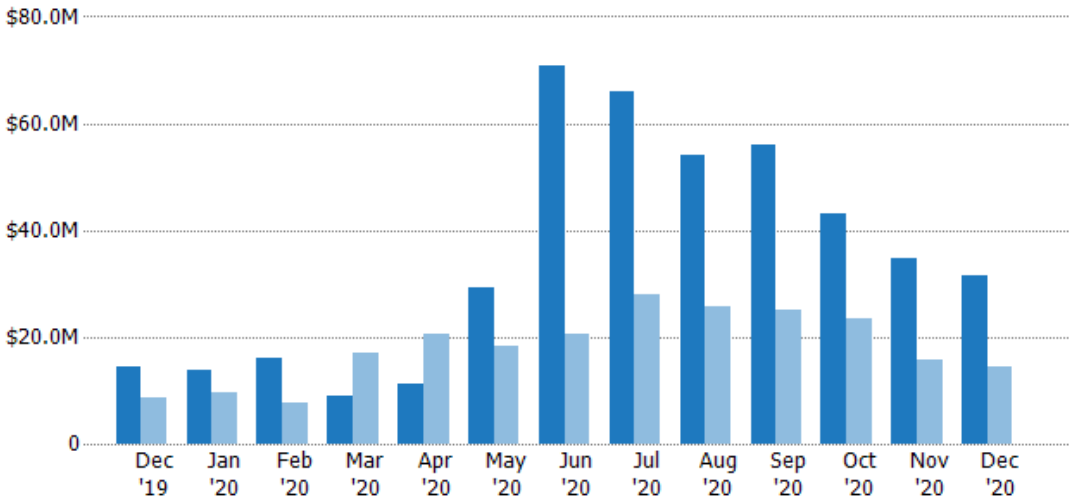
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	32	30	33	23	30	66	123	117	107	78	77	59	39
Prior Year	23	25	22	35	43	46	55	58	63	53	56	33	32
Percent Change from Prior Year	39%	20%	50%	-34%	-30%	43%	124%	102%	70%	47%	38%	79%	22%

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



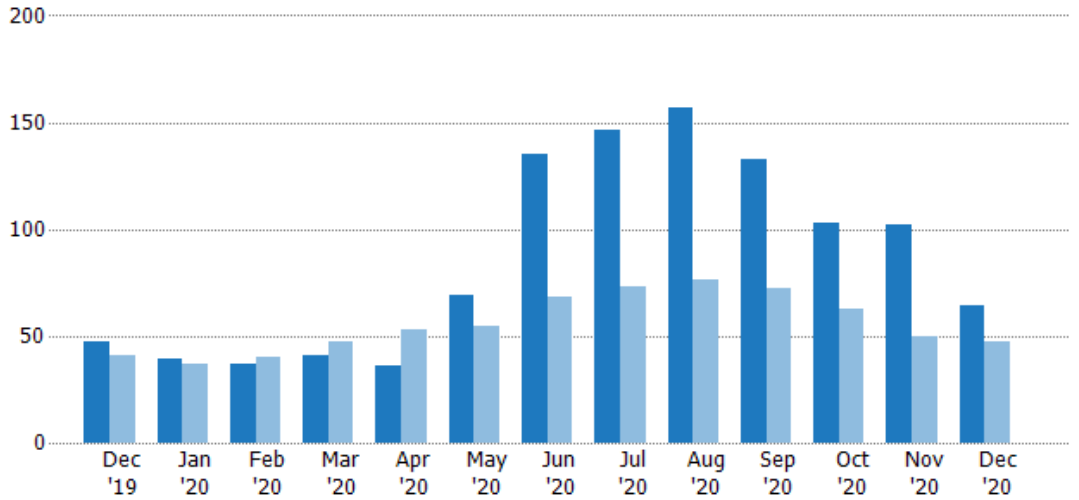
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$14.5M	\$13.9M	\$16.1M	\$8.88M	\$11.3M	\$29.2M	\$70.7M	\$66M	\$53.9M	\$56M	\$43M	\$34.7M	\$31.5M
Prior Year	\$8.61M	\$9.48M	\$7.63M	\$17.2M	\$20.6M	\$18.3M	\$20.6M	\$28M	\$25.8M	\$25.2M	\$23.6M	\$15.8M	\$14.5M
Percent Change from Prior Year	68%	47%	111%	-48%	-45%	60%	243%	136%	109%	122%	82%	119%	117%

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



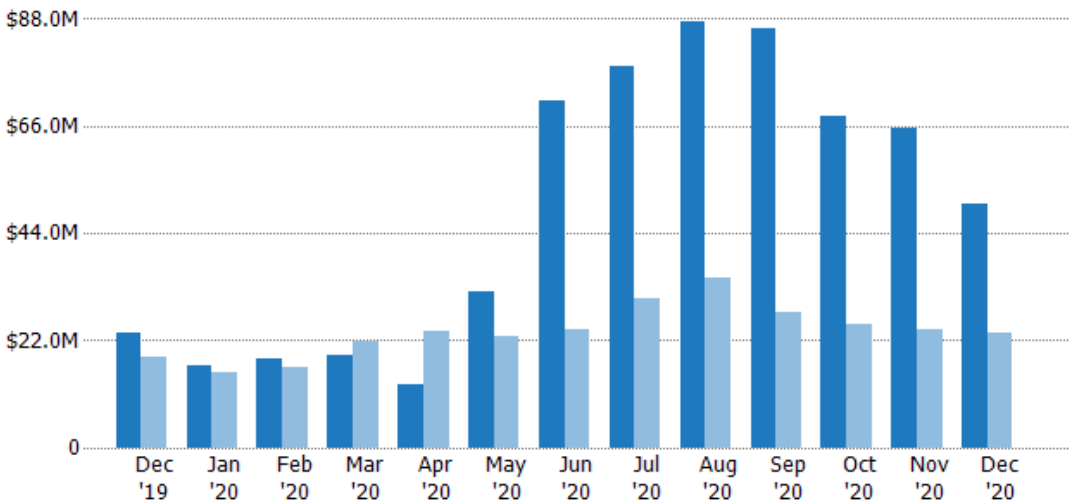
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	47	39	37	41	36	69	135	146	157	133	103	102	64
Prior Year	41	37	40	47	53	55	68	73	76	72	63	50	47
Percent Change from Prior Year	15%	5%	-8%	-13%	-32%	25%	99%	100%	107%	85%	63%	104%	36%

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



	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	\$23.5M	\$16.9M	\$18.2M	\$18.9M	\$13.1M	\$31.9M	\$71.2M	\$78.2M	\$87.6M	\$86.1M	\$67.9M	\$65.5M	\$50M
Prior Year	\$18.5M	\$15.4M	\$16.4M	\$21.7M	\$23.8M	\$23M	\$24.4M	\$30.7M	\$34.9M	\$27.8M	\$25.4M	\$24.4M	\$23.5M
Percent Change from Prior Year	27%	10%	11%	-13%	-45%	39%	191%	155%	151%	209%	167%	169%	112%

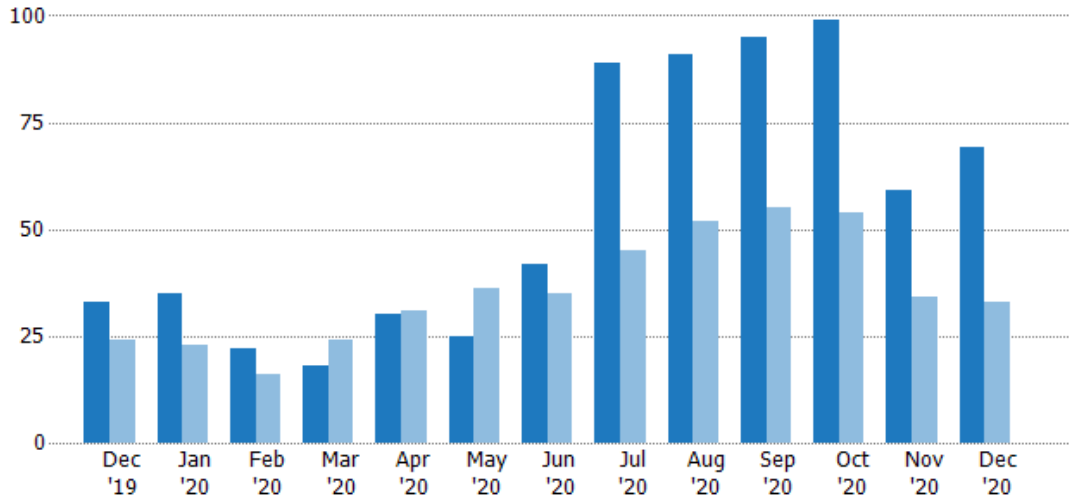
Closed Sales

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.
Dec '20	69	109.1%
Dec '19	33	37.5%
Dec '18	24	41.7%



Current Year	33	35	22	18	30	25	42	89	91	95	99	59	69
Prior Year	24	23	16	24	31	36	35	45	52	55	54	34	33
Percent Change from Prior Year	38%	52%	38%	-25%	-3%	-31%	20%	98%	75%	73%	83%	74%	109%

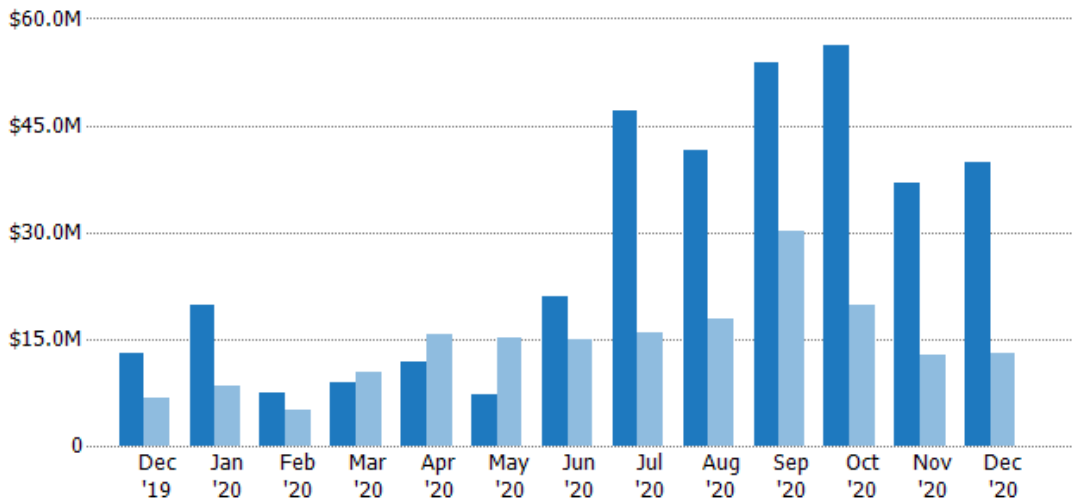
Closed Sales Volume

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

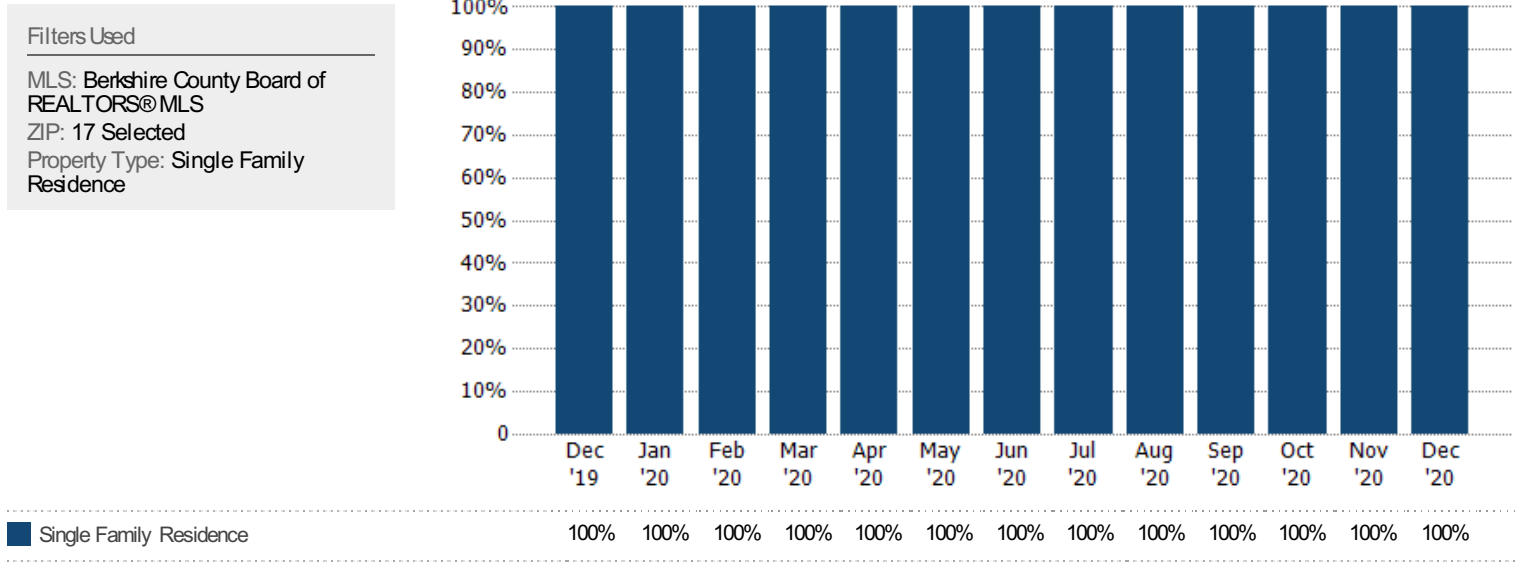
Month/Year	Volume	% Chg.
Dec '20	\$39.8M	207.6%
Dec '19	\$12.9M	89.4%
Dec '18	\$6.83M	139.8%



Current Year	\$12.9M	\$19.9M	\$7.54M	\$8.9M	\$11.7M	\$7.27M	\$21.1M	\$47.1M	\$41.4M	\$53.9M	\$56.2M	\$37M	\$39.8M
Prior Year	\$6.83M	\$8.37M	\$5.11M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$16M	\$17.9M	\$30M	\$19.7M	\$12.7M	\$12.9M
Percent Change from Prior Year	89%	137%	48%	-14%	-26%	-52%	41%	195%	132%	79%	185%	192%	208%

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.

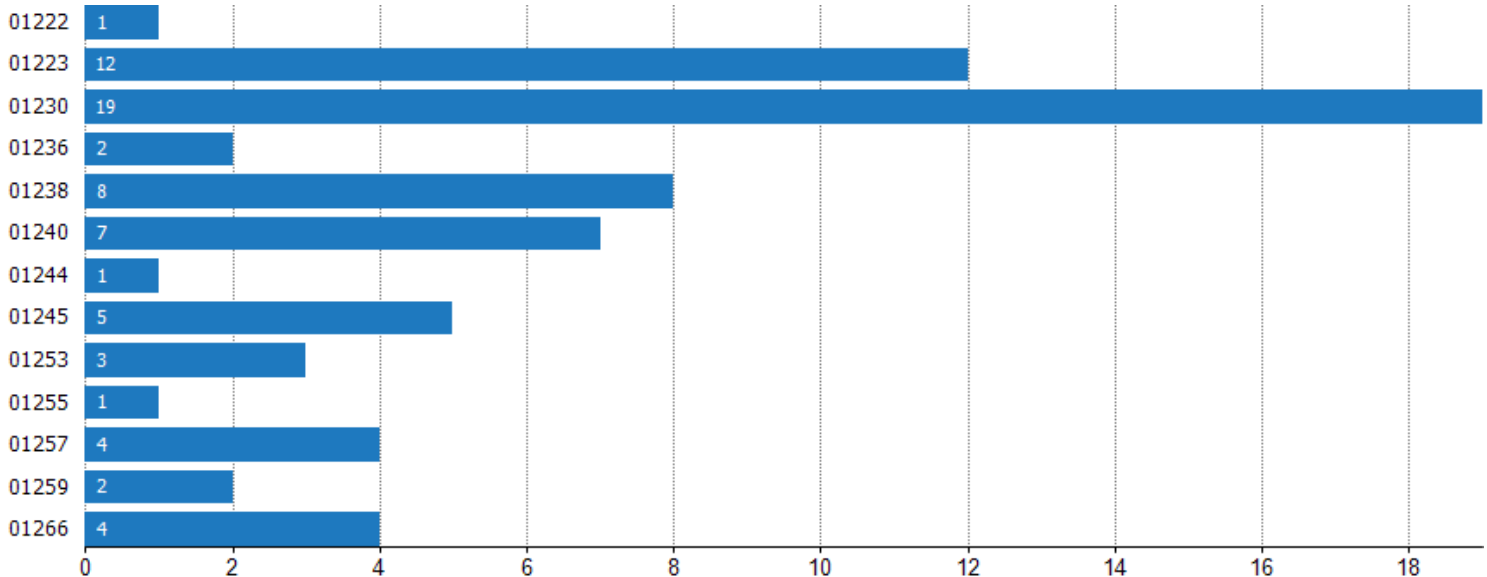
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence



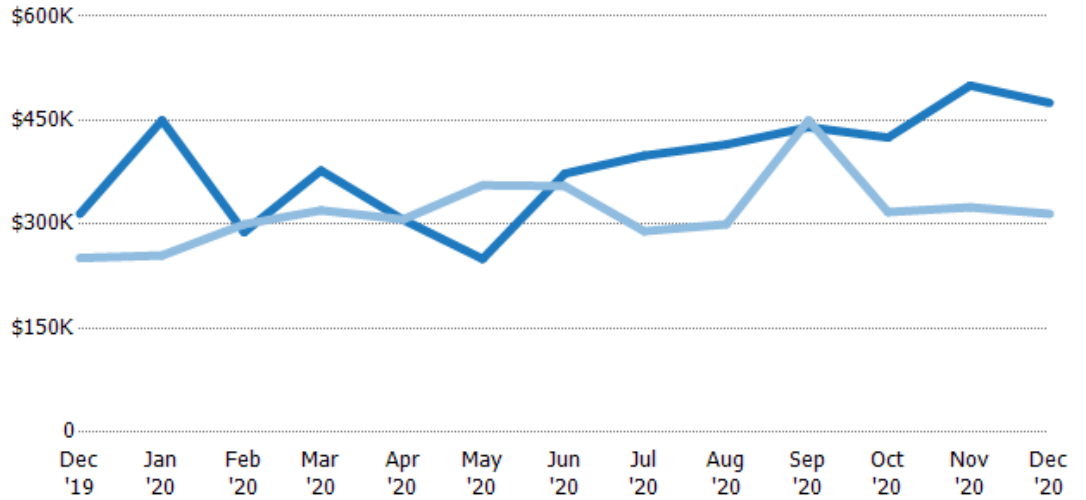
Median Sales Price

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.
Dec '20	\$475K	50.8%
Dec '19	\$315K	25.4%
Dec '18	\$251K	36.8%



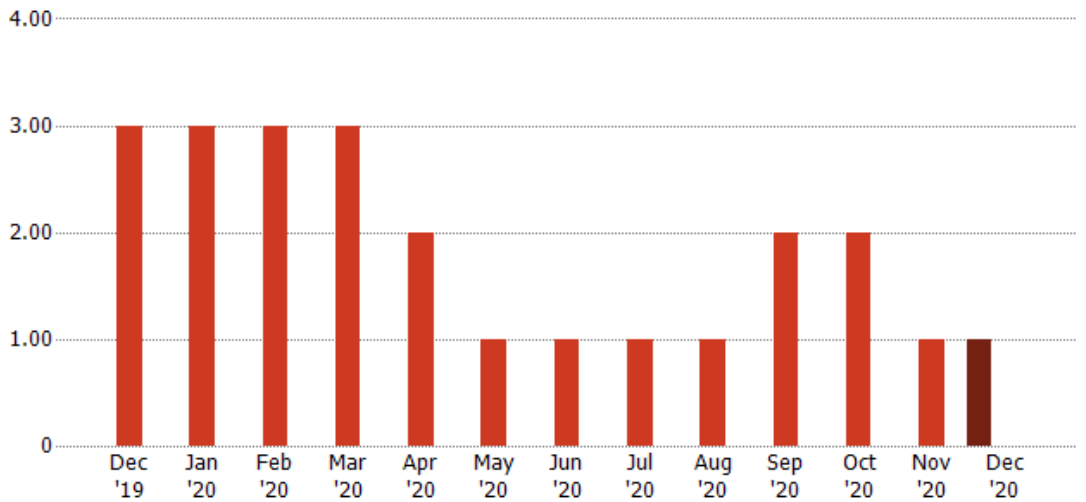
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$315K	\$450K	\$289K	\$378K	\$307K	\$250K	\$373K	\$399K	\$415K	\$440K	\$425K	\$500K	\$475K
Prior Year	\$251K	\$255K	\$300K	\$320K	\$307K	\$356K	\$355K	\$290K	\$300K	\$450K	\$318K	\$325K	\$315K
Percent Change from Prior Year	25%	76%	-4%	18%	0%	-30%	5%	38%	38%	-2%	34%	54%	51%

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

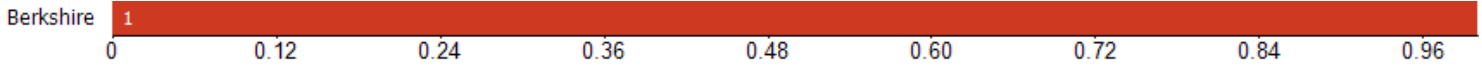


	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year	3	3	3	3	2	1	1	1	1	2	2	1	-
Percent Change from Prior Year	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	100%

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.

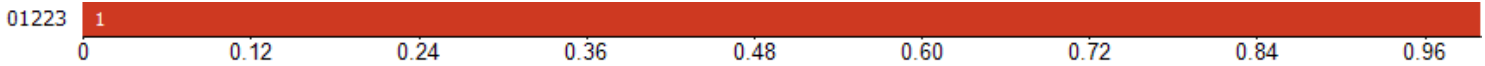
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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

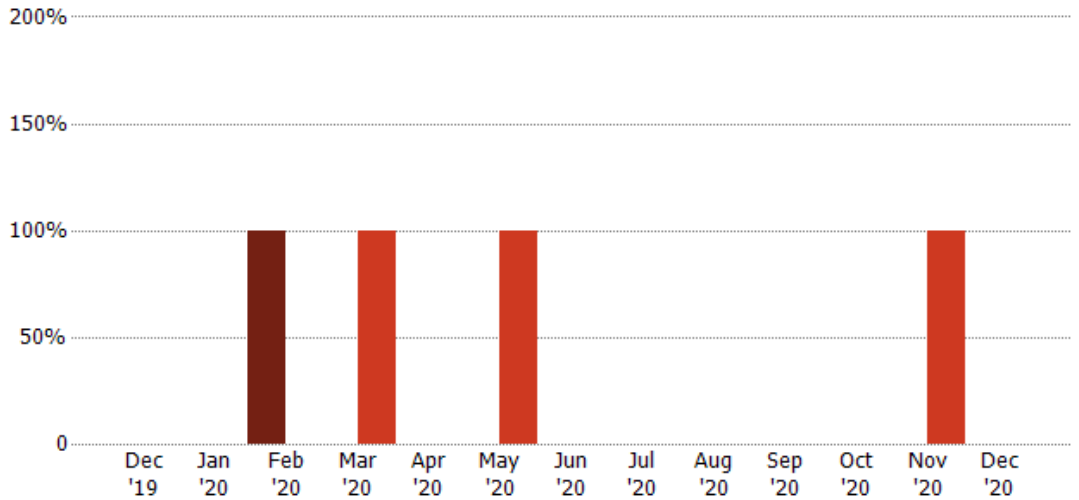


Distressed Sales

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	-	-	-	-	-	-	-	-	-	-
Prior Year	-	-	-	1	-	1	-	-	-	-	-	1	-
Percent Change from Prior Year	-	-	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
01222			1	\$150,000	\$150,000	\$150,000	\$94	\$94	127
01223	8	\$3,622,700	12	\$3,353,451	\$279,454	\$282,500	\$179	\$180	88
01230	22	\$23,987,800	19	\$16,606,400	\$874,021	\$650,000	\$307	\$273	54
01236	1	\$80,000	2	\$638,000	\$319,000	\$319,000	\$223	\$223	39
01238	4	\$1,059,600	8	\$1,856,800	\$232,100	\$224,950	\$159	\$167	54
01240	11	\$9,655,400	7	\$4,578,900	\$654,129	\$625,000	\$195	\$185	75
01244			1	\$850,000	\$850,000	\$850,000	\$609	\$609	31
01245	3	\$1,235,000	5	\$4,543,000	\$908,600	\$780,000	\$308	\$300	55
01253	7	\$2,114,900	3	\$1,767,000	\$589,000	\$690,000	\$287	\$288	45
01255			1	\$245,000	\$245,000	\$245,000	\$140	\$140	49
01257	3	\$5,144,000	4	\$1,503,000	\$375,750	\$379,500	\$171	\$171	87
01259			2	\$960,000	\$480,000	\$480,000	\$216	\$216	110
01266	4	\$2,963,000	4	\$2,720,000	\$680,000	\$422,000	\$325	\$175	82