

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	63	60	+5%	1,907	2,018	-5.5%
New Listing Volume	\$35,757,120	\$19,447,300	+83.9%	\$838,326,722	\$743,510,554	+12.8%
Active Listing Count	261	633	-58.8%	N/A	N/A	
Active Listing Volume	\$229,591,658	\$389,323,362	-41%	N/A	N/A	
Median Listing Price	\$470,000	\$379,000	+24%	\$404,875	\$361,232	+12.1%
Months of Inventory	1.4	4.7	-69.5%	4.4	6.9	-36.3%
Sales Activity Charts Metrics						
New Pending Sales Count	105	103	+1.9%	2,085	1,688	+23.5%
New Pending Sales Volume	\$56,810,481	\$29,770,500	+90.8%	\$803,883,045	\$505,012,157	+59.2%
Pending Sales Count	200	154	+29.9%	N/A	N/A	
Pending Sales Volume	\$90,592,481	\$47,539,188	+90.6%	N/A	N/A	
Closed Sales Count	176	122	+44.3%	1,733	1,429	+21.3%
Closed Sales Volume	\$77,822,213	\$34,253,372	+127.2%	\$647,912,591	\$403,904,992	+60.4%
Median Sales Price	\$280,500	\$227,000	+23.6%	\$271,381	\$222,731	+21.8%
Distressed Charts Metrics						
Distressed Listing Count	4	3	+33.3%	N/A	N/A	

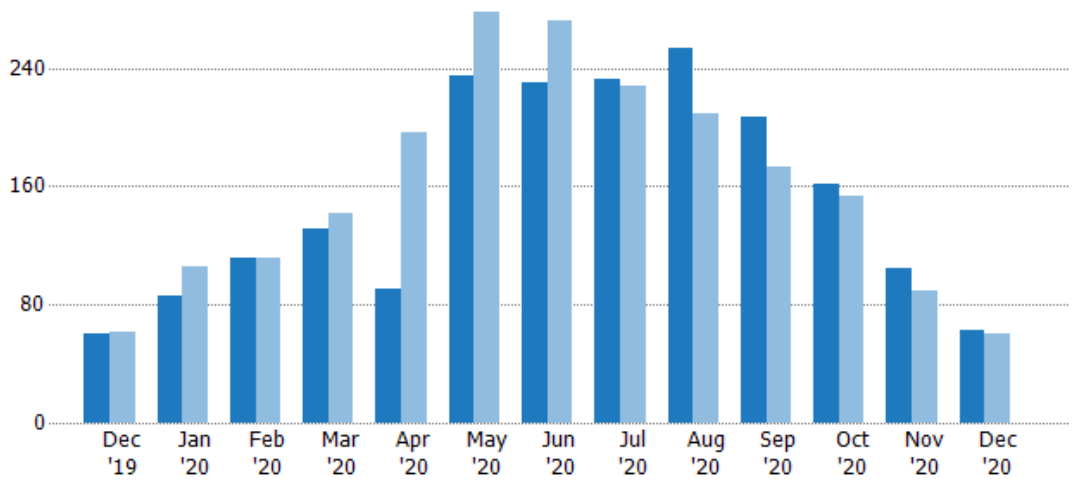
New Listings

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: Single Family Residence

Month/Year	Count	% Chg.
Dec '20	63	5%
Dec '19	60	-3.2%
Dec '18	62	1.6%



Current Year	60	86	112	131	91	235	230	232	254	207	162	104	63
Prior Year	62	106	112	142	196	278	272	228	209	173	153	89	60
Percent Change from Prior Year	-3%	-19%	0%	-8%	-54%	-15%	-15%	2%	22%	20%	6%	17%	5%

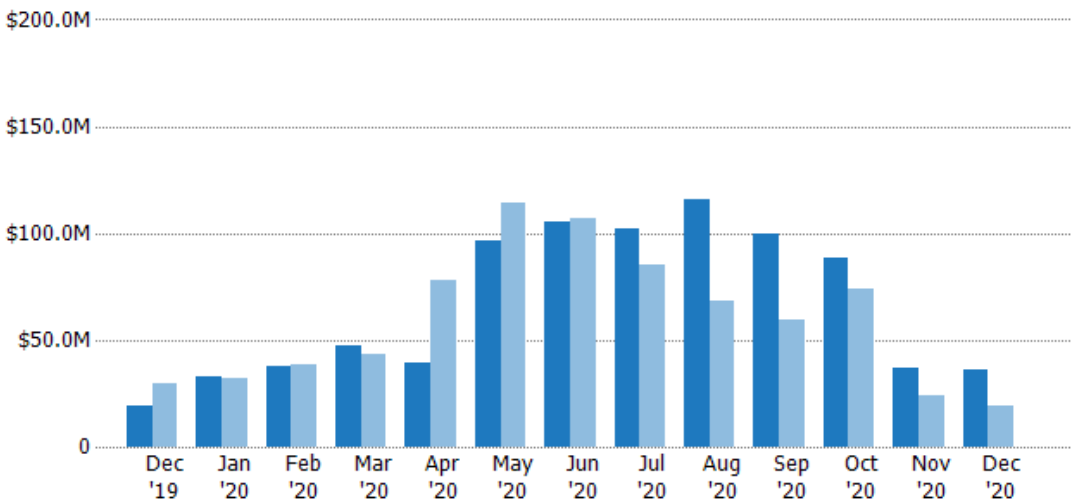
New Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$35.8M	83.9%
Dec '19	\$19.4M	-33.6%
Dec '18	\$29.3M	-34.1%



Current Year	\$19.4M	\$32.6M	\$37.8M	\$47.7M	\$39.2M	\$96.6M	\$105M	\$102M	\$116M	\$100M	\$88.7M	\$37.3M	\$35.8M
Prior Year	\$29.3M	\$32M	\$38.6M	\$43.3M	\$77.7M	\$115M	\$107M	\$85.1M	\$68.3M	\$59.6M	\$74M	\$24M	\$19.4M
Percent Change from Prior Year	-34%	2%	-2%	10%	-50%	-16%	-1%	20%	70%	67%	20%	56%	84%

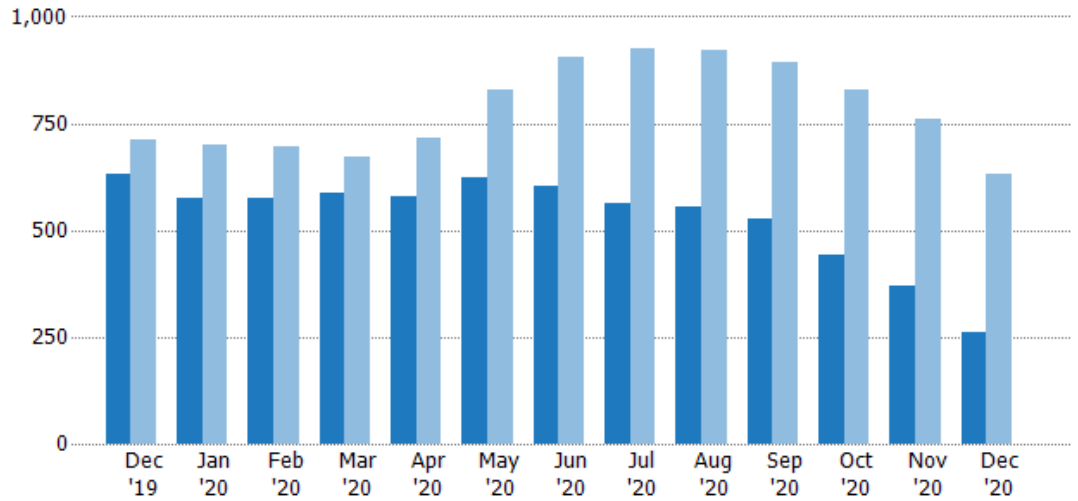
Active Listings

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: Single Family Residence

Month/Year	Count	% Chg.
Dec '20	261	-58.8%
Dec '19	633	-11.1%
Dec '18	712	-2.9%



Current Year	633	576	574	586	579	623	602	564	553	527	443	368	261
Prior Year	712	700	695	670	716	829	907	926	921	895	828	761	633
Percent Change from Prior Year	-11%	-18%	-17%	-13%	-19%	-25%	-34%	-39%	-40%	-41%	-46%	-52%	-59%

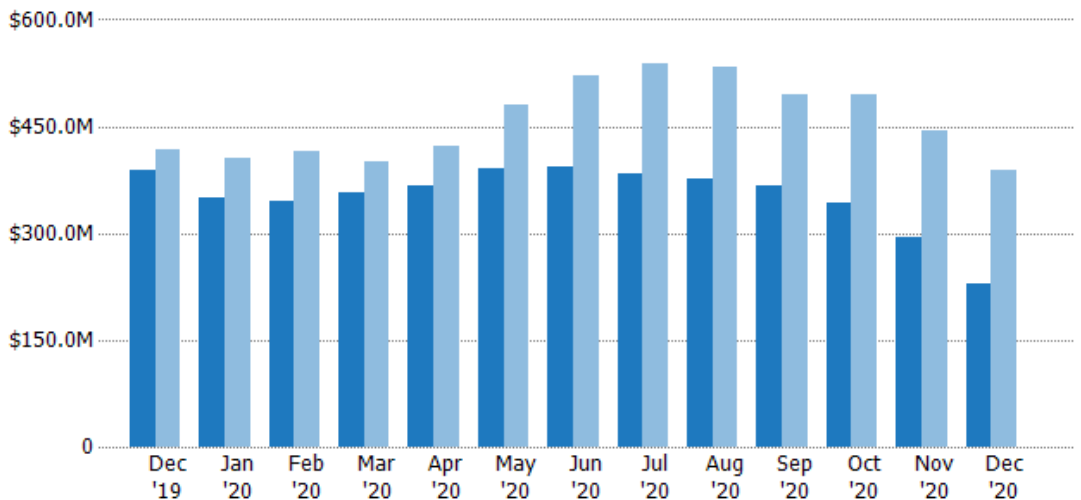
Active Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$230M	-41%
Dec '19	\$389M	-6.8%
Dec '18	\$418M	-18%



Current Year	\$389M	\$351M	\$345M	\$357M	\$367M	\$390M	\$394M	\$383M	\$376M	\$367M	\$342M	\$295M	\$230M
Prior Year	\$418M	\$406M	\$414M	\$402M	\$422M	\$480M	\$522M	\$537M	\$534M	\$496M	\$495M	\$444M	\$389M
Percent Change from Prior Year	-7%	-14%	-17%	-11%	-13%	-19%	-25%	-29%	-30%	-26%	-31%	-34%	-41%

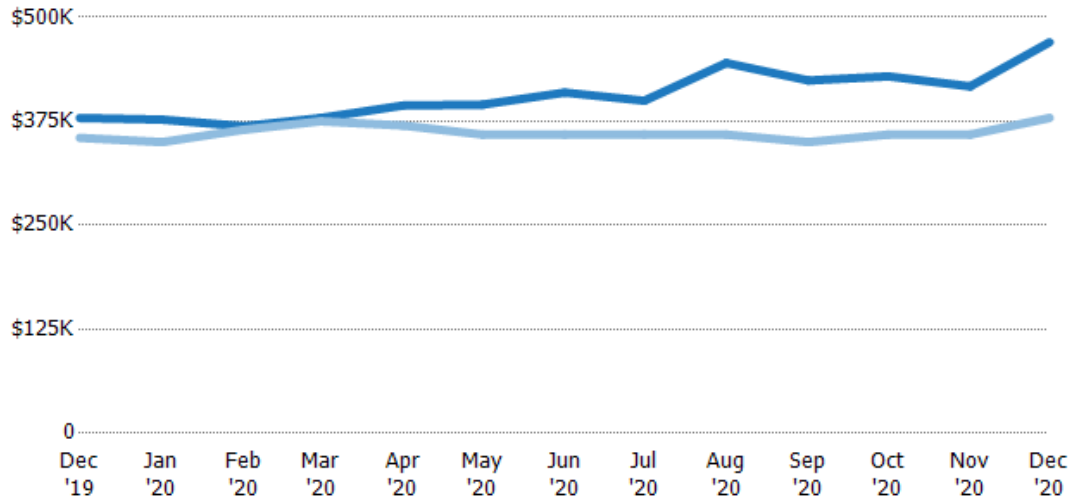
Median Listing Price

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: Single Family Residence

Month/Year	Price	% Chg.
Dec '20	\$470K	24%
Dec '19	\$379K	6.8%
Dec '18	\$355K	-8.5%



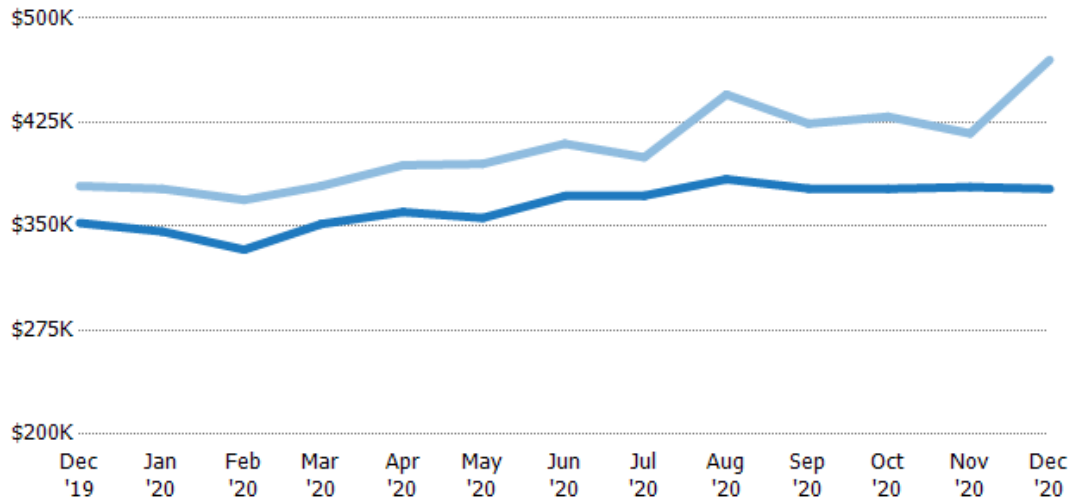
Current Year	\$379K	\$377K	\$369K	\$379K	\$394K	\$395K	\$409K	\$400K	\$445K	\$424K	\$429K	\$417K	\$470K
Prior Year	\$355K	\$350K	\$365K	\$375K	\$370K	\$359K	\$359K	\$359K	\$359K	\$350K	\$359K	\$359K	\$379K
Percent Change from Prior Year	7%	8%	1%	1%	7%	10%	14%	11%	24%	21%	19%	16%	24%

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: Single Family Residence



Median Est Value	\$352K	\$346K	\$333K	\$352K	\$360K	\$356K	\$372K	\$372K	\$384K	\$377K	\$377K	\$378K	\$377K
Median Listing Price	\$379K	\$377K	\$369K	\$379K	\$394K	\$395K	\$409K	\$400K	\$445K	\$424K	\$429K	\$417K	\$470K
Med Listing Price as a % of Med Est Value	108%	109%	111%	108%	109%	111%	110%	107%	116%	112%	114%	110%	125%

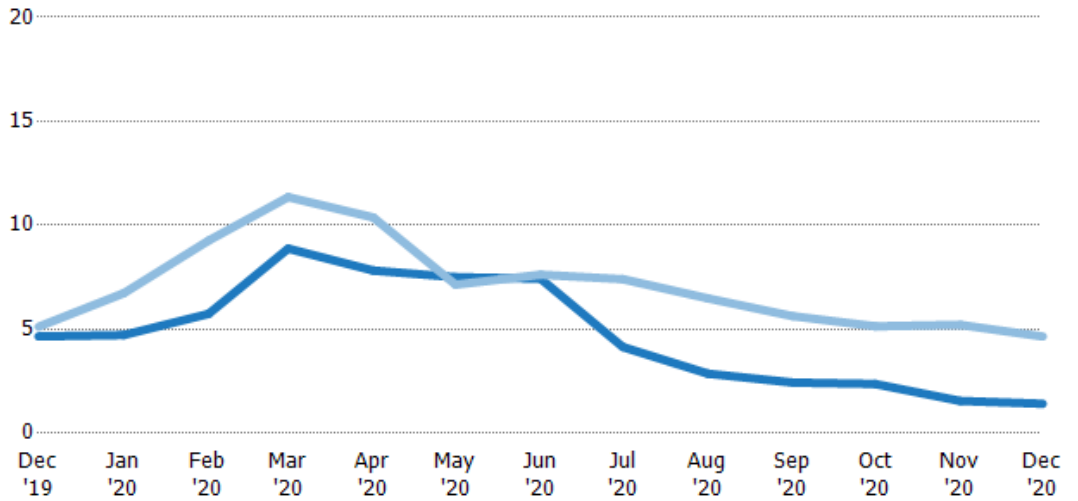
Months of Inventory

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: Single Family Residence

Month/Year	Months	% Chg.
Dec '20	1.42	-69.5%
Dec '19	4.65	-9.1%
Dec '18	5.12	9.7%



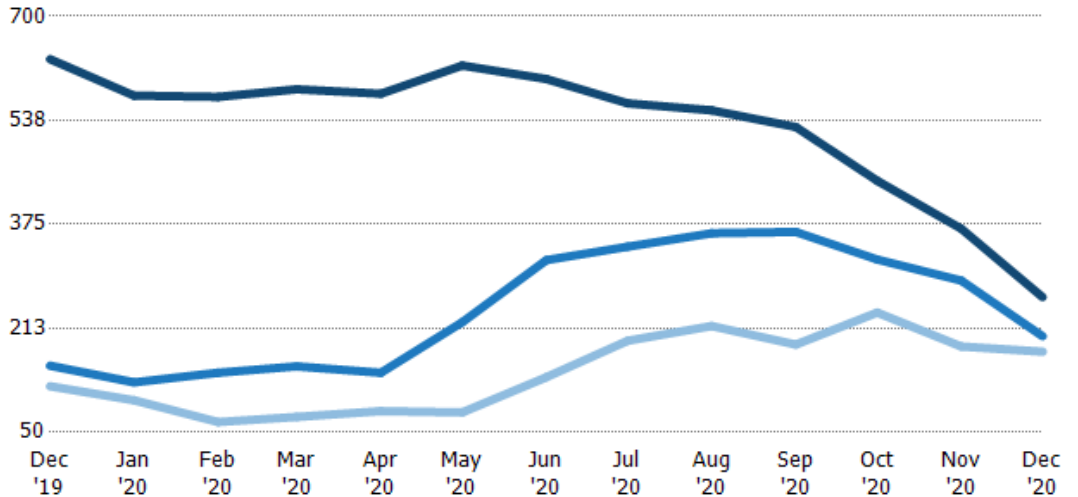
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	4.65	4.72	5.74	8.88	7.82	7.51	7.43	4.15	2.87	2.44	2.37	1.55	1.42
Prior Year	5.12	6.73	9.27	11.4	10.4	7.15	7.62	7.41	6.49	5.63	5.14	5.21	4.65
Percent Change from Prior Year	-9%	-30%	-38%	-22%	-25%	5%	-2%	-44%	-56%	-57%	-54%	-70%	-70%

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: 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	633	576	574	586	579	623	602	564	553	527	443	368	261
Pending	154	128	143	153	143	222	319	340	361	363	320	287	200
Sold	122	100	66	74	83	81	136	193	216	187	237	184	176

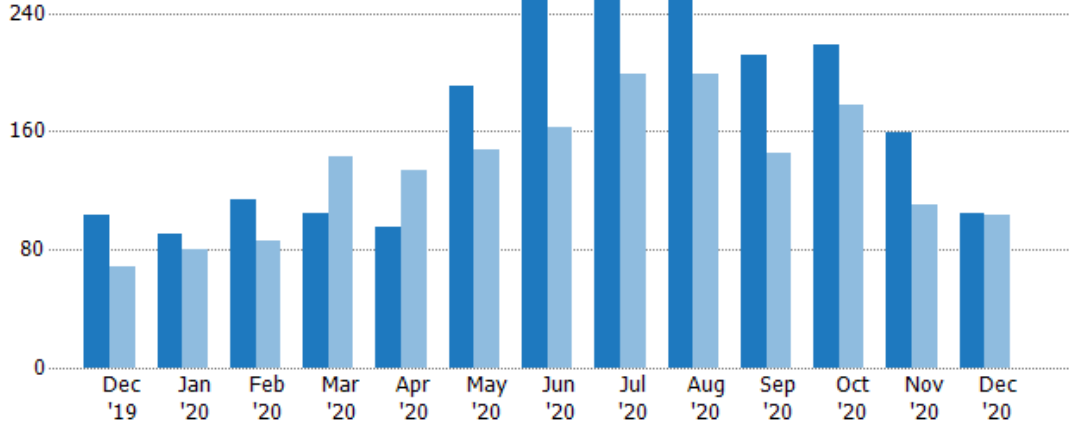
New Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Dec '20	105	1.9%
Dec '19	103	51.5%
Dec '18	68	-16.2%



Current Year	103	90	114	104	95	191	260	268	269	212	218	159	105
Prior Year	68	80	86	143	134	148	163	199	199	145	178	110	103
Percent Change from Prior Year	51%	13%	33%	-27%	-29%	29%	60%	35%	35%	46%	22%	45%	2%

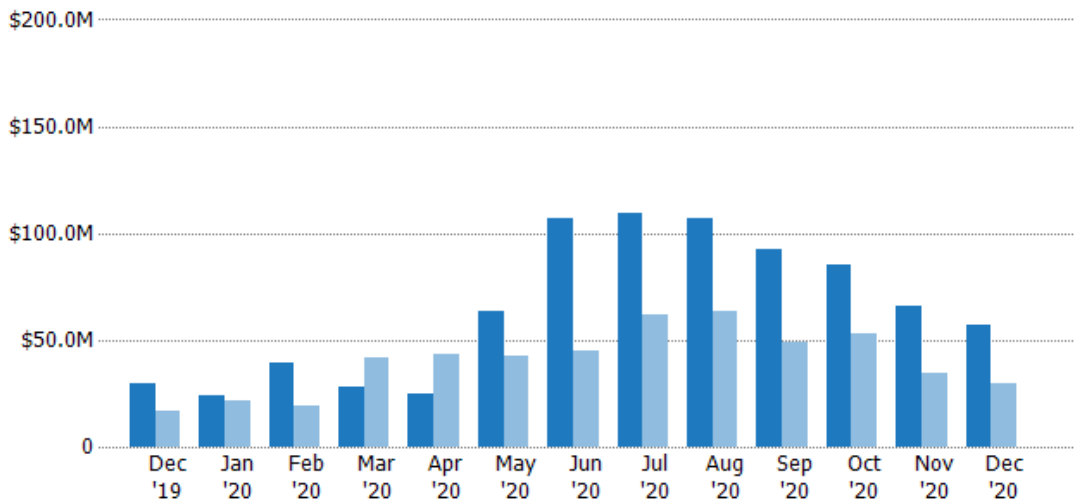
New Pending Sales Volume

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
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$56.8M	90.8%
Dec '19	\$29.8M	76.7%
Dec '18	\$16.8M	-2.5%



Current Year	\$29.8M	\$23.9M	\$39.3M	\$27.9M	\$25M	\$63.5M	\$107M	\$110M	\$107M	\$92.3M	\$85.3M	\$66.2M	\$56.8M
Prior Year	\$16.8M	\$21.7M	\$19.5M	\$41.9M	\$43.6M	\$42.4M	\$45.1M	\$61.6M	\$63.3M	\$48.6M	\$52.7M	\$34.9M	\$29.8M
Percent Change from Prior Year	77%	10%	102%	-33%	-43%	50%	138%	78%	69%	90%	62%	90%	91%

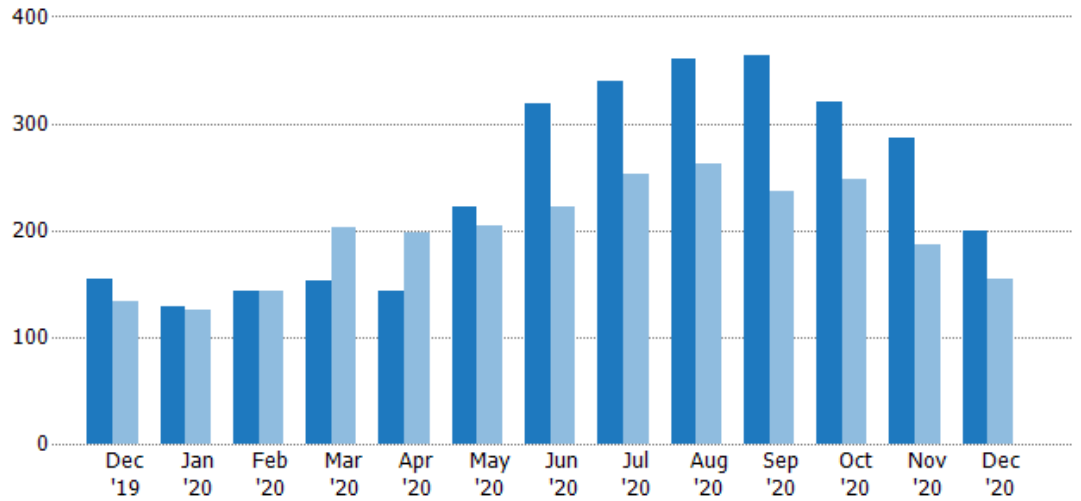
Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Dec '20	200	29.9%
Dec '19	154	15.8%
Dec '18	133	-9%



Current Year	154	128	143	153	143	222	319	340	361	363	320	287	200
Prior Year	133	126	143	203	198	205	222	252	263	237	247	186	154
Percent Change from Prior Year	16%	2%	0%	-25%	-28%	8%	44%	35%	37%	53%	30%	54%	30%

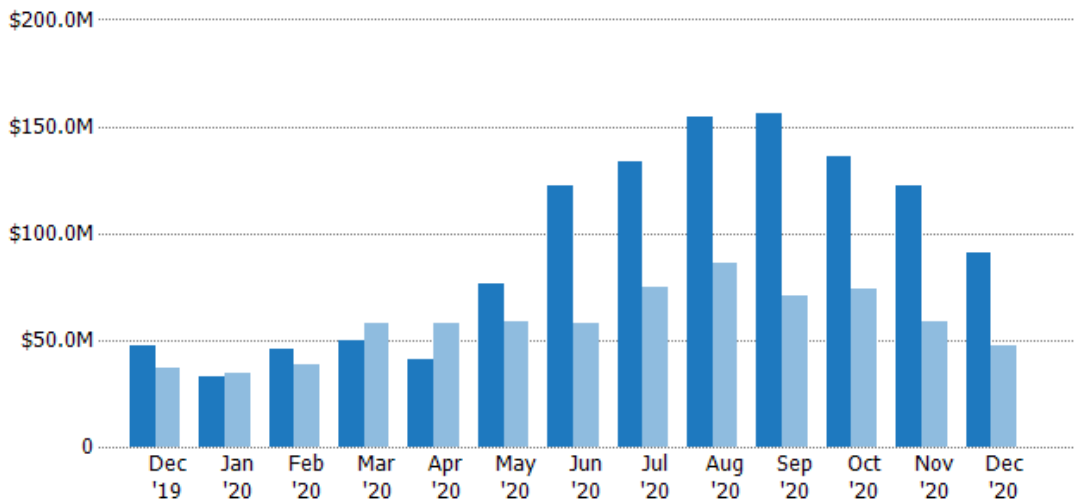
Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Dec '20	\$90.6M	90.6%
Dec '19	\$47.5M	29.1%
Dec '18	\$36.8M	-0.9%



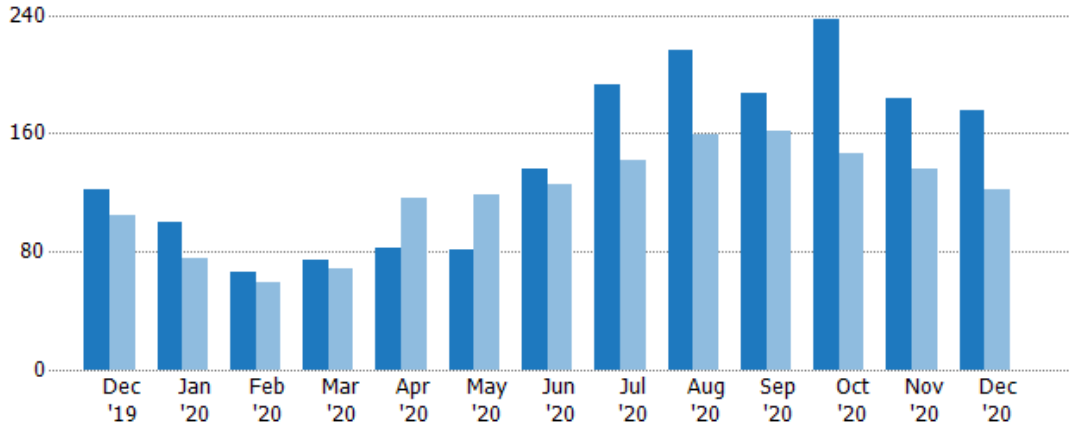
Current Year	\$47.5M	\$32.8M	\$45.7M	\$49.4M	\$41.3M	\$76.1M	\$123M	\$134M	\$154M	\$156M	\$136M	\$122M	\$90.6M
Prior Year	\$36.8M	\$34.3M	\$38.4M	\$58.1M	\$58M	\$58.7M	\$58.2M	\$74.4M	\$86.3M	\$70.8M	\$74.1M	\$58.5M	\$47.5M
Percent Change from Prior Year	29%	-4%	19%	-15%	-29%	30%	111%	80%	79%	120%	84%	109%	91%

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: Single Family Residence



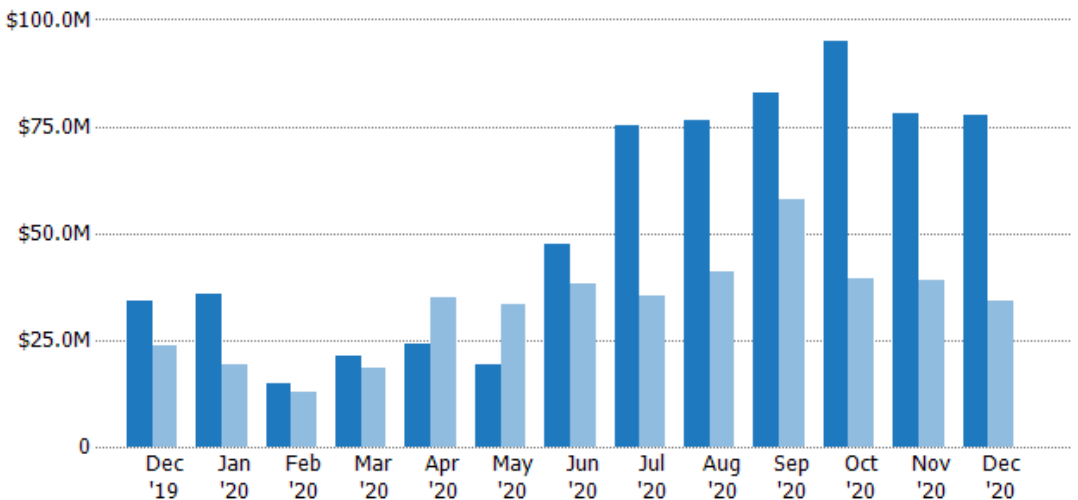
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	122	100	66	74	83	81	136	193	216	187	237	184	176
Prior Year	104	75	59	69	116	119	125	142	159	161	146	136	122
Percent Change from Prior Year	17%	33%	12%	7%	-28%	-32%	9%	36%	36%	16%	62%	35%	44%

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: Single Family Residence



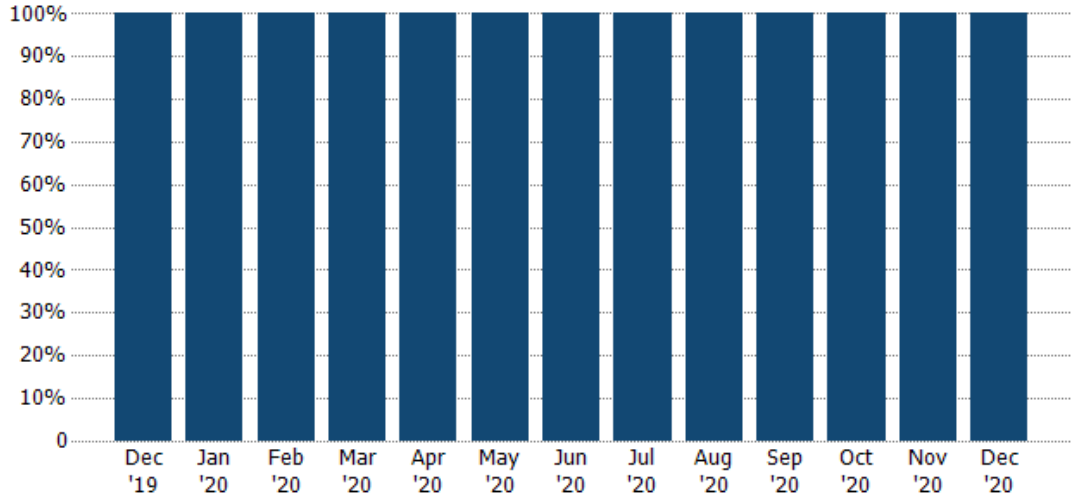
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$34.3M	\$35.8M	\$14.7M	\$21.2M	\$24.2M	\$19.3M	\$47.5M	\$75.3M	\$76.3M	\$82.8M	\$94.9M	\$78.2M	\$77.8M
Prior Year	\$23.6M	\$19.1M	\$12.7M	\$18.4M	\$35.1M	\$33.3M	\$38.2M	\$35.3M	\$41M	\$58.1M	\$39.3M	\$38.9M	\$34.3M
Percent Change from Prior Year	45%	87%	16%	15%	-31%	-42%	24%	113%	86%	42%	141%	101%	127%

Closed Sales by Property Type

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family Residence

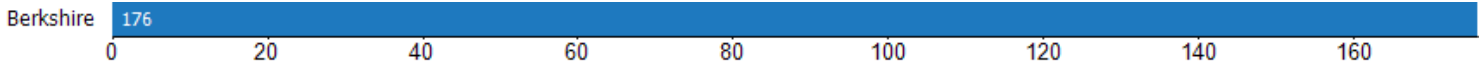


Property Type	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Closed Sales (By County)

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

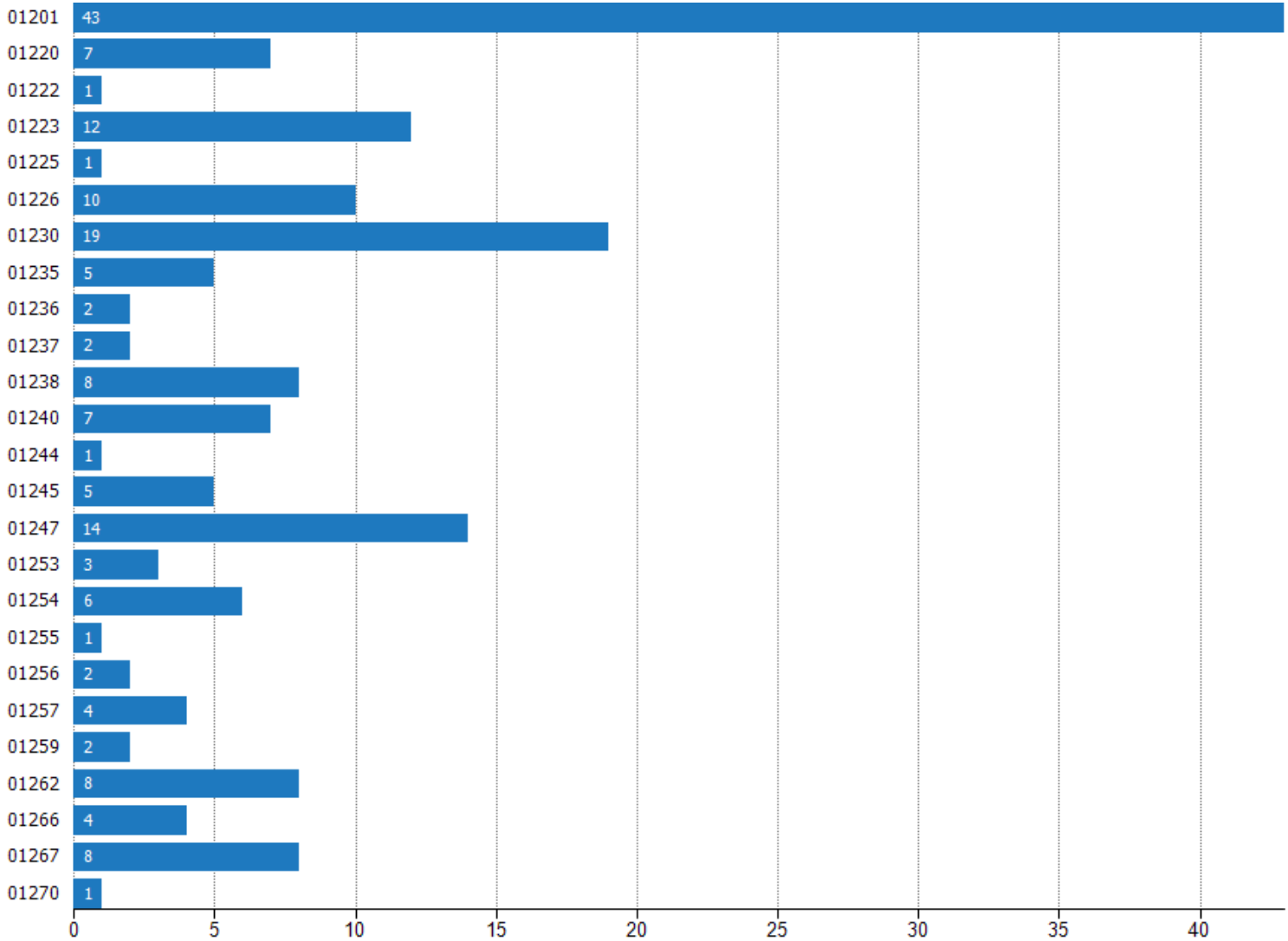
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



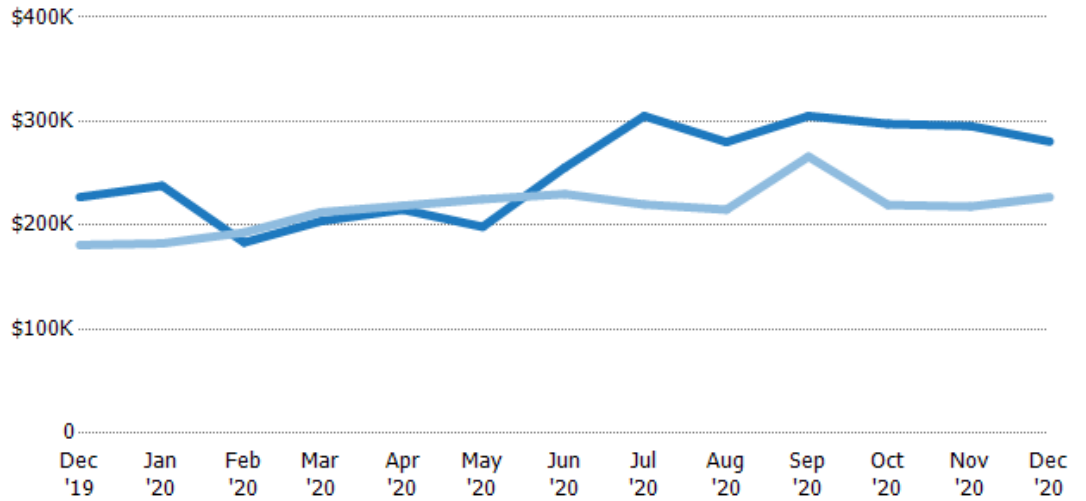
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Dec '20	\$281K	23.6%
Dec '19	\$227K	25.4%
Dec '18	\$181K	3.3%



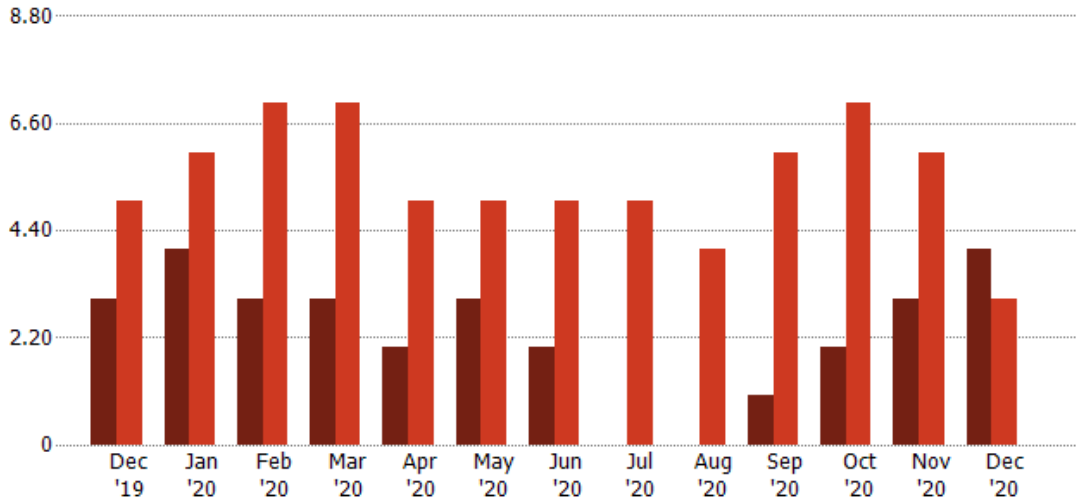
Current Year	\$227K	\$238K	\$183K	\$204K	\$215K	\$199K	\$256K	\$305K	\$280K	\$305K	\$298K	\$296K	\$281K
Prior Year	\$181K	\$183K	\$193K	\$213K	\$219K	\$225K	\$230K	\$220K	\$215K	\$266K	\$220K	\$218K	\$227K
Percent Change from Prior Year	25%	30%	-5%	-4%	-2%	-12%	11%	39%	30%	15%	36%	36%	24%

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
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family Residence



Current Year	3	4	3	3	2	3	2	-	-	1	2	3	4
Prior Year	5	6	7	7	5	5	5	5	4	6	7	6	3
Percent Change from Prior Year	-40%	-33%	-57%	-57%	-60%	-40%	-60%	-100%	-100%	-83%	-71%	-50%	33%

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.

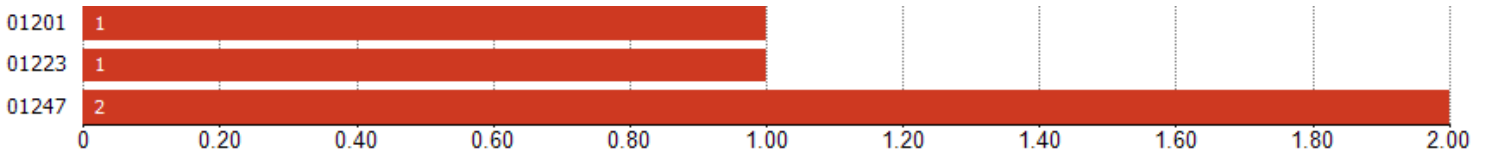
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence

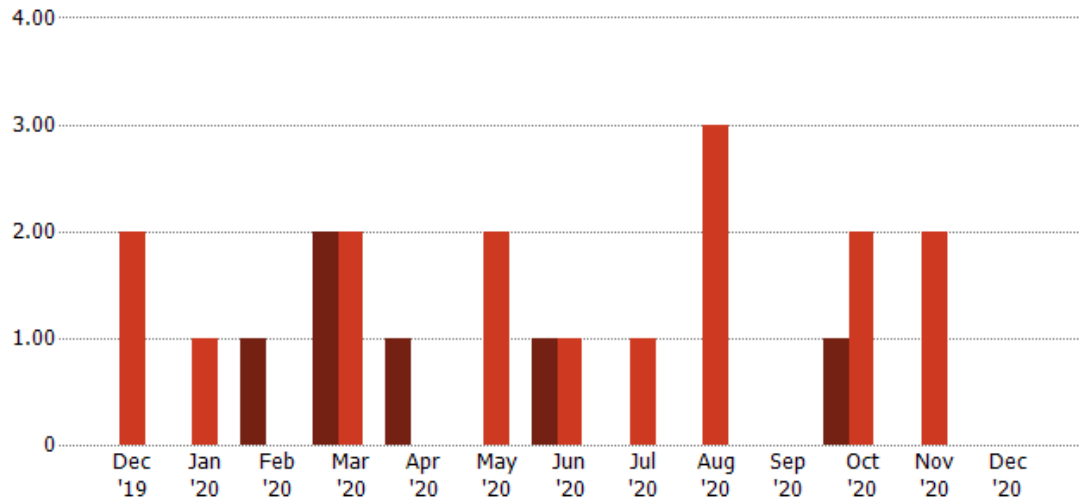


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
State: MA
County: Berkshire County, Massachusetts
Property Type: Single Family Residence



Current Year	-	-	1	2	1	-	1	-	-	-	1	-	-
Prior Year	2	1	-	2	-	2	1	1	3	-	2	2	-
Percent Change from Prior Year	-100%	-100%	100%	0%	100%	-100%	0%	-100%	-100%	-	-50%	-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
01201	55	\$11,831,799	43	\$10,522,062	\$244,699	\$200,000	\$150	\$143	26
01220	14	\$2,737,300	7	\$1,234,800	\$176,400	\$124,900	\$114	\$100	5
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
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
01230	22	\$23,987,800	19	\$16,606,400	\$874,021	\$650,000	\$307	\$273	54
01235	4	\$2,107,300	5	\$1,432,900	\$286,580	\$329,000	\$176	\$177	21
01236	1	\$80,000	2	\$638,000	\$319,000	\$319,000	\$223	\$223	39
01237	8	\$2,499,400	2	\$273,500	\$136,750	\$136,750	\$120	\$120	50
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
01247	17	\$3,819,082	14	\$2,178,500	\$155,607	\$152,400	\$106	\$112	9
01253	7	\$2,114,900	3	\$1,767,000	\$589,000	\$690,000	\$287	\$288	45
01254	6	\$2,973,900	6	\$3,030,500	\$505,083	\$522,500	\$262	\$253	40
01255			1	\$245,000	\$245,000	\$245,000	\$140	\$140	49
01256			2	\$277,000	\$138,500	\$138,500	\$162	\$162	15
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
01262	8	\$7,780,800	8	\$11,056,000	\$1,382,000	\$474,500	\$318	\$310	87
01266	4	\$2,963,000	4	\$2,720,000	\$680,000	\$422,000	\$325	\$175	82
01267	10	\$3,705,100	8	\$5,024,000	\$628,000	\$420,000	\$237	\$232	61
01270	2	\$589,800	1	\$142,000	\$142,000	\$142,000	\$136	\$136	45