

Summary of Key Listing and Sales Metrics

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

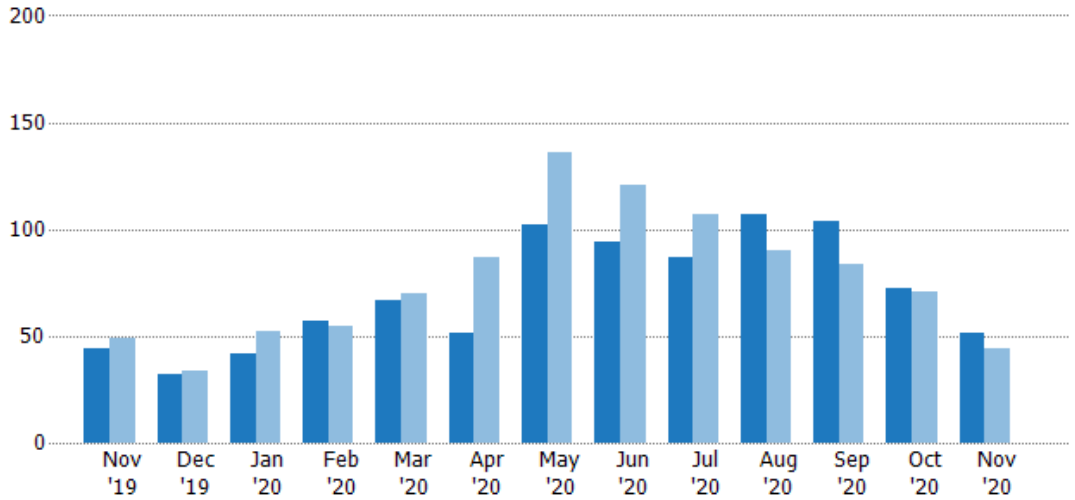
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	44	+15.9%	834	917	-9.1%
New Listing Volume	\$14,446,440	\$8,799,550	+64.2%	\$245,374,494	\$234,063,044	+4.8%
Active Listing Count	109	233	-53.2%	N/A	N/A	
Active Listing Volume	\$47,820,732	\$76,451,903	-37.4%	N/A	N/A	
Median Listing Price	\$289,900	\$249,000	+16.4%	\$261,919	\$274,713	-4.7%
Months of Inventory	1.1	3.1	-63.7%	2.6	4.4	-39.7%
Sales Activity Charts Metrics						
New Pending Sales Count	73	54	+35.2%	885	814	+8.7%
New Pending Sales Volume	\$20,253,330	\$12,601,859	+60.7%	\$240,308,121	\$191,473,889	+25.5%
Pending Sales Count	135	88	+53.4%	N/A	N/A	
Pending Sales Volume	\$37,808,429	\$21,846,000	+73.1%	N/A	N/A	
Closed Sales Count	87	73	+19.2%	691	699	-1.1%
Closed Sales Volume	\$26,684,886	\$19,215,975	+38.9%	\$183,167,347	\$156,503,672	+17%
Median Sales Price	\$240,000	\$197,000	+21.8%	\$221,292	\$191,469	+15.6%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	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



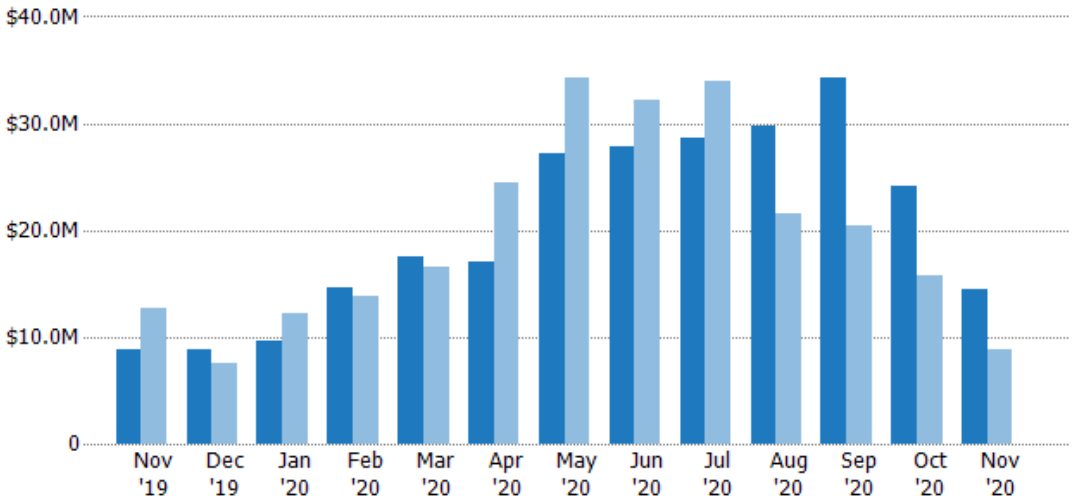
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	44	32	42	57	67	51	102	94	87	107	104	72	51
Prior Year	49	34	52	55	70	87	136	121	107	90	84	71	44
Percent Change from Prior Year	-10%	-6%	-19%	4%	-4%	-41%	-25%	-22%	-19%	19%	24%	1%	16%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$8.8M	\$8.84M	\$9.66M	\$14.6M	\$17.6M	\$17.1M	\$27.2M	\$27.9M	\$28.6M	\$29.8M	\$34.3M	\$24.2M	\$14.4M
Prior Year	\$12.7M	\$7.5M	\$12.3M	\$13.9M	\$16.5M	\$24.4M	\$34.2M	\$32.1M	\$34M	\$21.5M	\$20.5M	\$15.8M	\$8.8M
Percent Change from Prior Year	-30%	18%	-21%	5%	6%	-30%	-21%	-13%	-16%	38%	68%	54%	64%

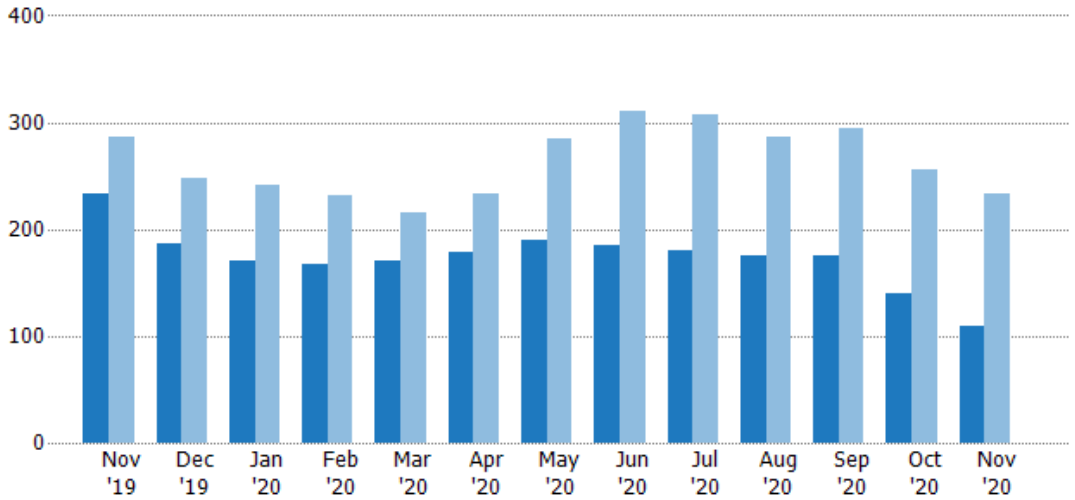
Active Listings

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.
Nov '20	109	-53.2%
Nov '19	233	-18.5%
Nov '18	286	5.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	233	187	171	168	171	178	190	185	180	176	175	140	109
Prior Year	286	247	241	232	216	234	284	310	307	287	295	255	233
Percent Change from Prior Year	-19%	-24%	-29%	-28%	-21%	-24%	-33%	-40%	-41%	-39%	-41%	-45%	-53%

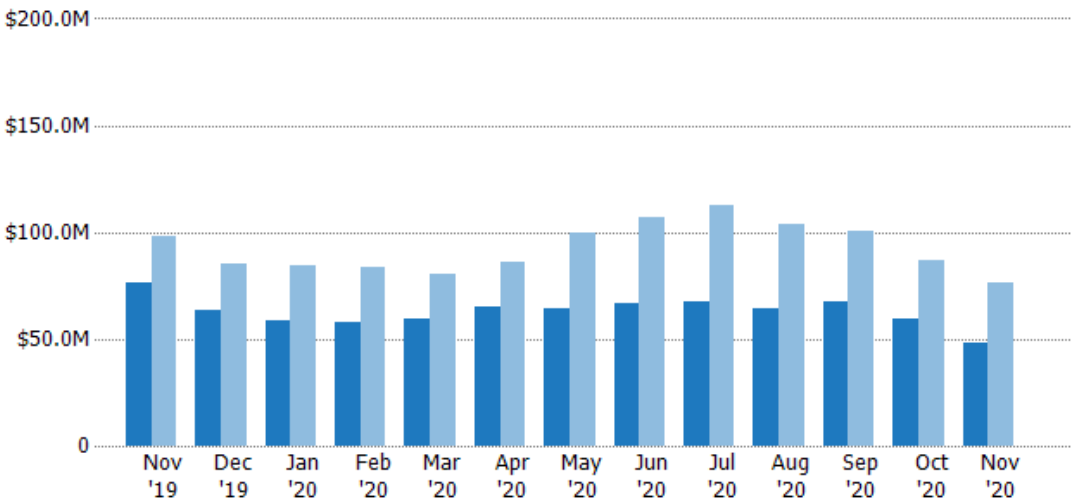
Active Listing Volume

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.
Nov '20	\$47.8M	-37.4%
Nov '19	\$76.5M	-21.9%
Nov '18	\$97.9M	-5.2%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$76.5M	\$63.7M	\$58.4M	\$58.2M	\$59.8M	\$65M	\$64.6M	\$66.4M	\$67.3M	\$64.2M	\$67.7M	\$59.2M	\$47.8M
Prior Year	\$97.9M	\$85.2M	\$84.7M	\$83.5M	\$80.5M	\$85.8M	\$100M	\$107M	\$113M	\$103M	\$100M	\$86.5M	\$76.5M
Percent Change from Prior Year	-22%	-25%	-31%	-30%	-26%	-24%	-35%	-38%	-40%	-38%	-33%	-32%	-37%

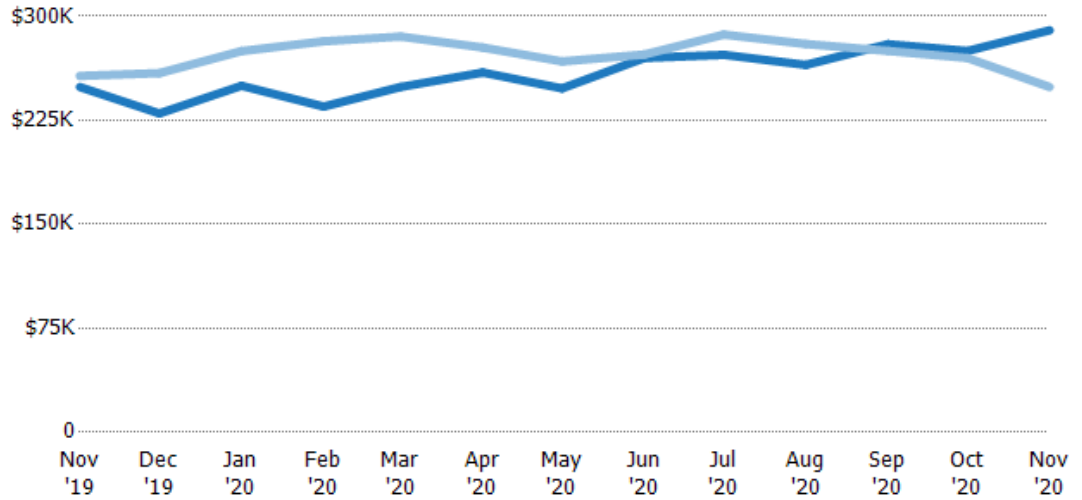
Median Listing Price

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.
Nov '20	\$290K	16.4%
Nov '19	\$249K	-3.1%
Nov '18	\$257K	-10.5%



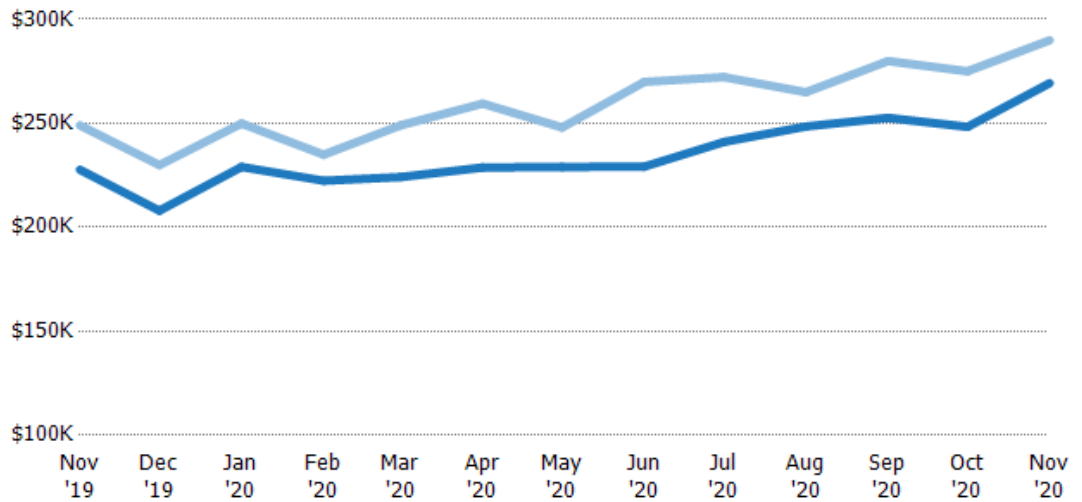
Current Year	\$249K	\$230K	\$250K	\$235K	\$249K	\$259K	\$248K	\$270K	\$272K	\$265K	\$280K	\$275K	\$290K
Prior Year	\$257K	\$259K	\$275K	\$282K	\$285K	\$278K	\$267K	\$272K	\$287K	\$280K	\$275K	\$270K	\$249K
Percent Change from Prior Year	-3%	-11%	-9%	-17%	-13%	-7%	-7%	-1%	-5%	-5%	2%	2%	16%

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	\$228K	\$208K	\$229K	\$222K	\$224K	\$229K	\$229K	\$229K	\$241K	\$248K	\$253K	\$248K	\$269K
Median Listing Price	\$249K	\$230K	\$250K	\$235K	\$249K	\$259K	\$248K	\$270K	\$272K	\$265K	\$280K	\$275K	\$290K
Med Listing Price as a % of Med Est Value	109%	111%	109%	106%	111%	113%	108%	118%	113%	107%	111%	111%	108%

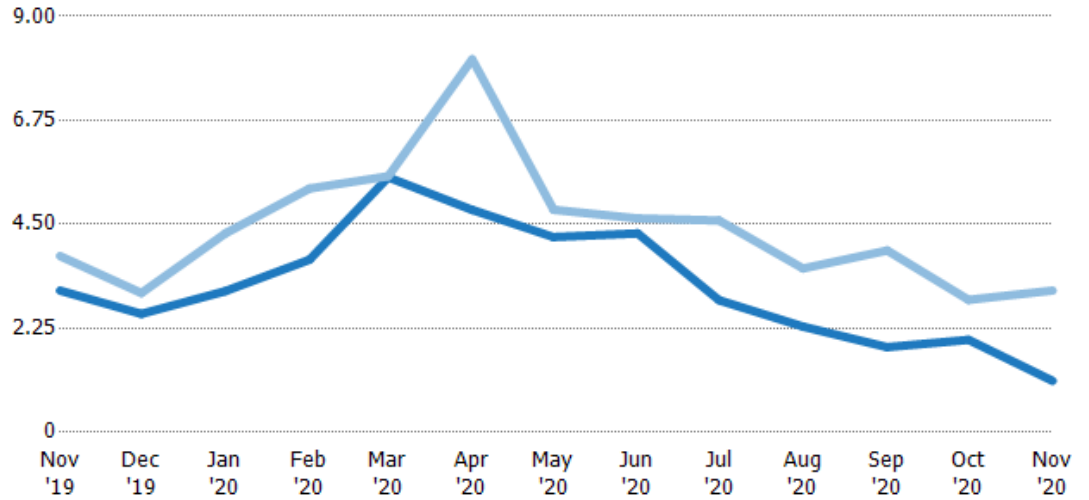
Months of Inventory

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.
Nov '20	1.11	-63.7%
Nov '19	3.07	-19.6%
Nov '18	3.81	11.2%



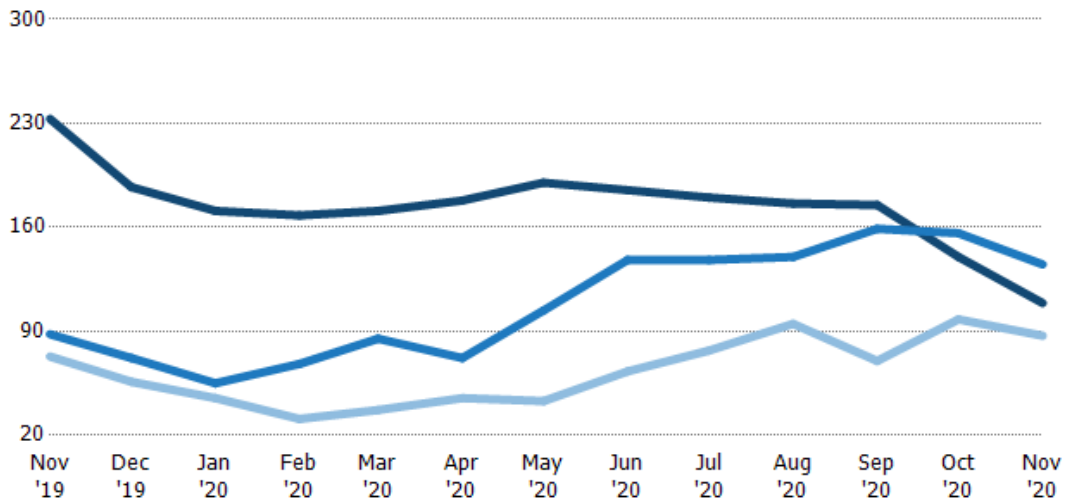
Current Year	3.07	2.56	3.05	3.73	5.52	4.81	4.22	4.3	2.86	2.29	1.84	2	1.11
Prior Year	3.81	3.01	4.3	5.27	5.54	8.07	4.81	4.63	4.58	3.54	3.93	2.87	3.07
Percent Change from Prior Year	-20%	-15%	-29%	-29%	0%	-40%	-12%	-7%	-38%	-35%	-53%	-30%	-64%

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



Active	233	187	171	168	171	178	190	185	180	176	175	140	109
Pending	88	72	55	68	85	72	104	138	138	140	159	156	135
Sold	73	56	45	31	37	45	43	63	77	95	70	98	87

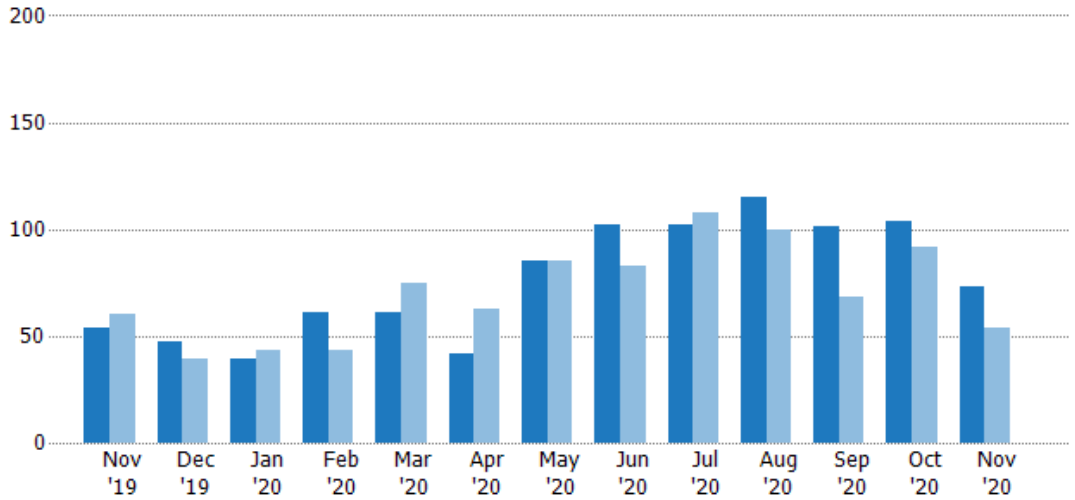
New Pending Sales

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

Month/Year	Count	% Chg.
Nov '20	73	35.2%
Nov '19	54	-10%
Nov '18	60	-10%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	54	47	39	61	61	42	85	102	102	115	101	104	73
Prior Year	60	39	43	43	75	63	85	83	108	100	68	92	54
Percent Change from Prior Year	-10%	21%	-9%	42%	-19%	-33%	0%	23%	-6%	15%	49%	13%	35%

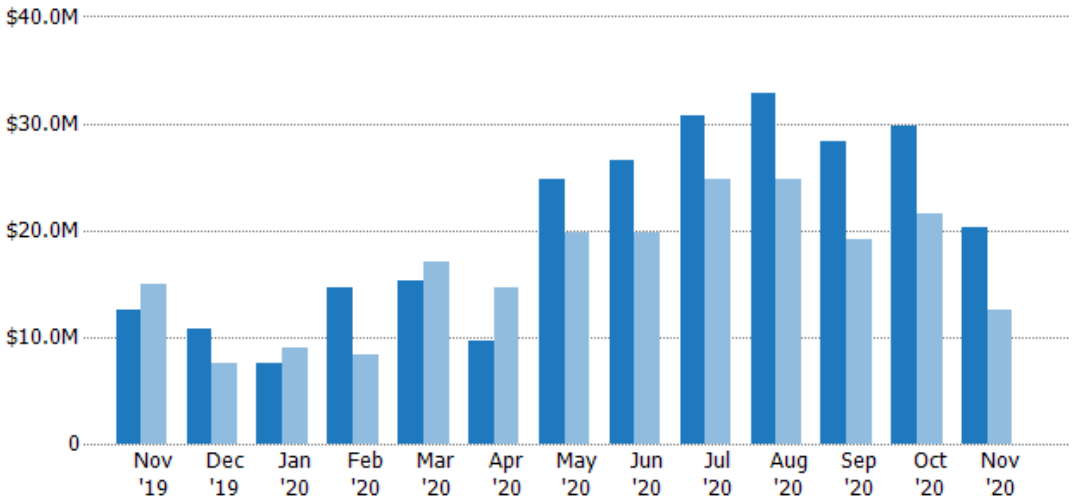
New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Nov '20	\$20.3M	60.7%
Nov '19	\$12.6M	-15.7%
Nov '18	\$14.9M	-33.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$12.6M	\$10.7M	\$7.5M	\$14.6M	\$15.2M	\$9.65M	\$24.8M	\$26.6M	\$30.8M	\$32.9M	\$28.2M	\$29.8M	\$20.3M
Prior Year	\$14.9M	\$7.52M	\$8.94M	\$8.3M	\$17.1M	\$14.6M	\$19.8M	\$19.8M	\$24.8M	\$24.8M	\$19.1M	\$21.5M	\$12.6M
Percent Change from Prior Year	-16%	42%	-16%	76%	-11%	-34%	26%	34%	24%	32%	47%	39%	61%

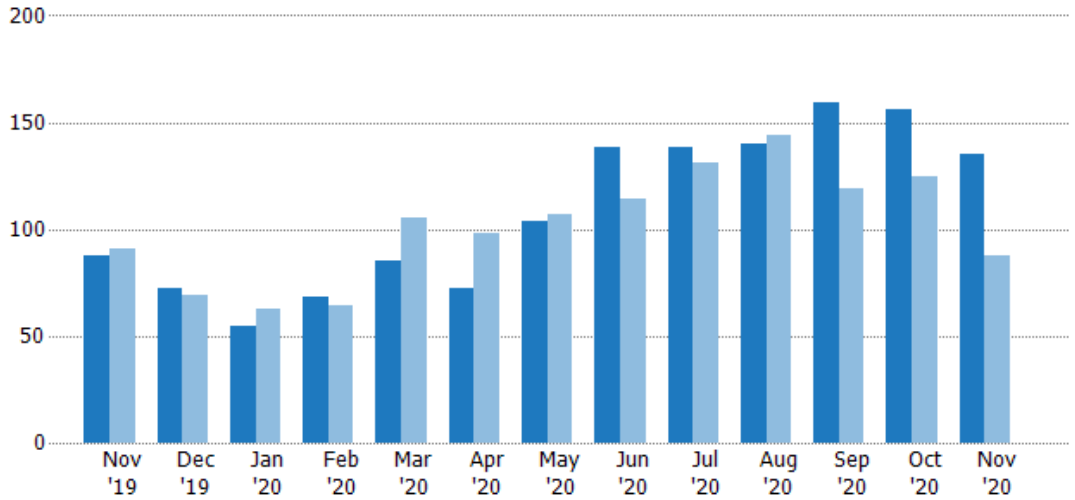
Pending Sales

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

Month/Year	Count	% Chg.
Nov '20	135	53.4%
Nov '19	88	-3.3%
Nov '18	91	1.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	88	72	55	68	85	72	104	138	138	140	159	156	135
Prior Year	91	69	63	64	105	98	107	114	131	144	119	125	88
Percent Change from Prior Year	-3%	4%	-13%	6%	-19%	-27%	-3%	21%	5%	-3%	34%	25%	53%

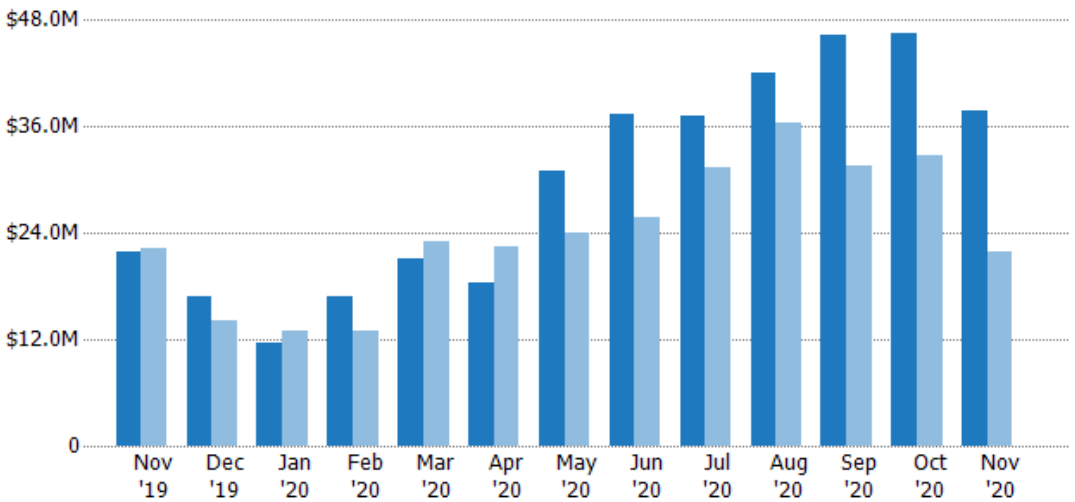
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Nov '20	\$37.8M	73.1%
Nov '19	\$21.8M	-1.9%
Nov '18	\$22.3M	-14.9%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$21.8M	\$16.8M	\$11.7M	\$16.8M	\$21M	\$18.4M	\$31M	\$37.4M	\$37.2M	\$42M	\$46.2M	\$46.6M	\$37.8M
Prior Year	\$22.3M	\$14.1M	\$12.9M	\$13M	\$23.1M	\$22.5M	\$24M	\$25.8M	\$31.3M	\$36.4M	\$31.6M	\$32.8M	\$21.8M
Percent Change from Prior Year	-2%	19%	-10%	30%	-9%	-18%	30%	45%	19%	16%	46%	42%	73%

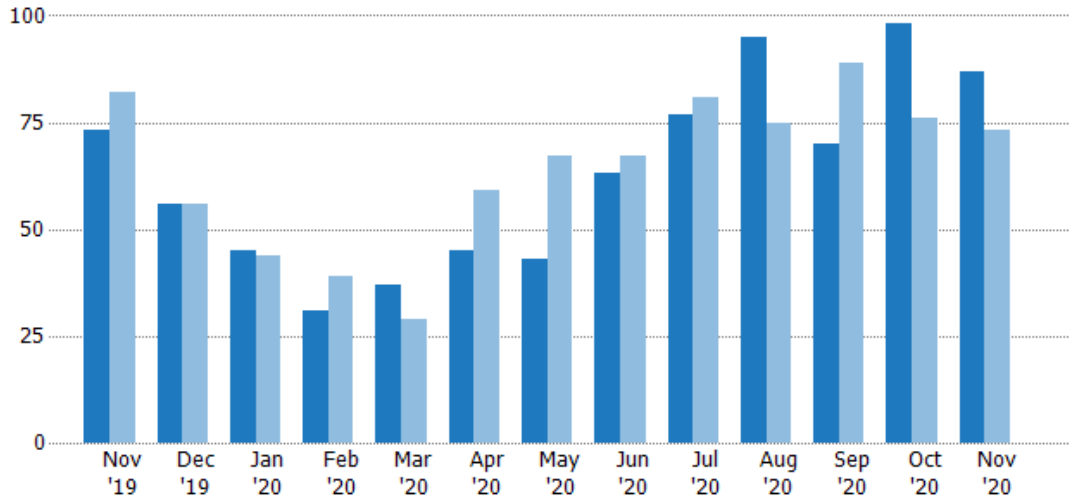
Closed Sales

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.
Nov '20	87	19.2%
Nov '19	73	-11%
Nov '18	82	-28%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	73	56	45	31	37	45	43	63	77	95	70	98	87
Prior Year	82	56	44	39	29	59	67	67	81	75	89	76	73
Percent Change from Prior Year	-11%	0%	2%	-21%	28%	-24%	-36%	-6%	-5%	27%	-21%	29%	19%

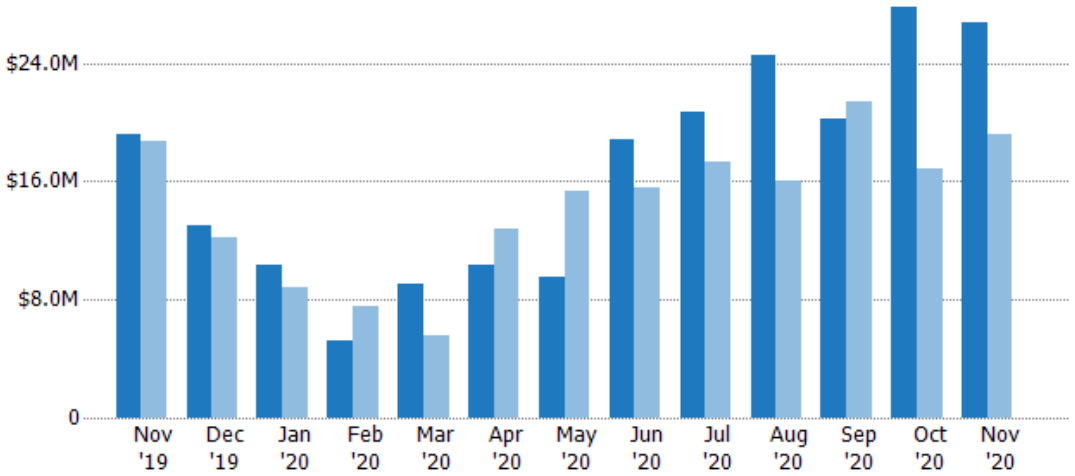
Closed Sales Volume

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

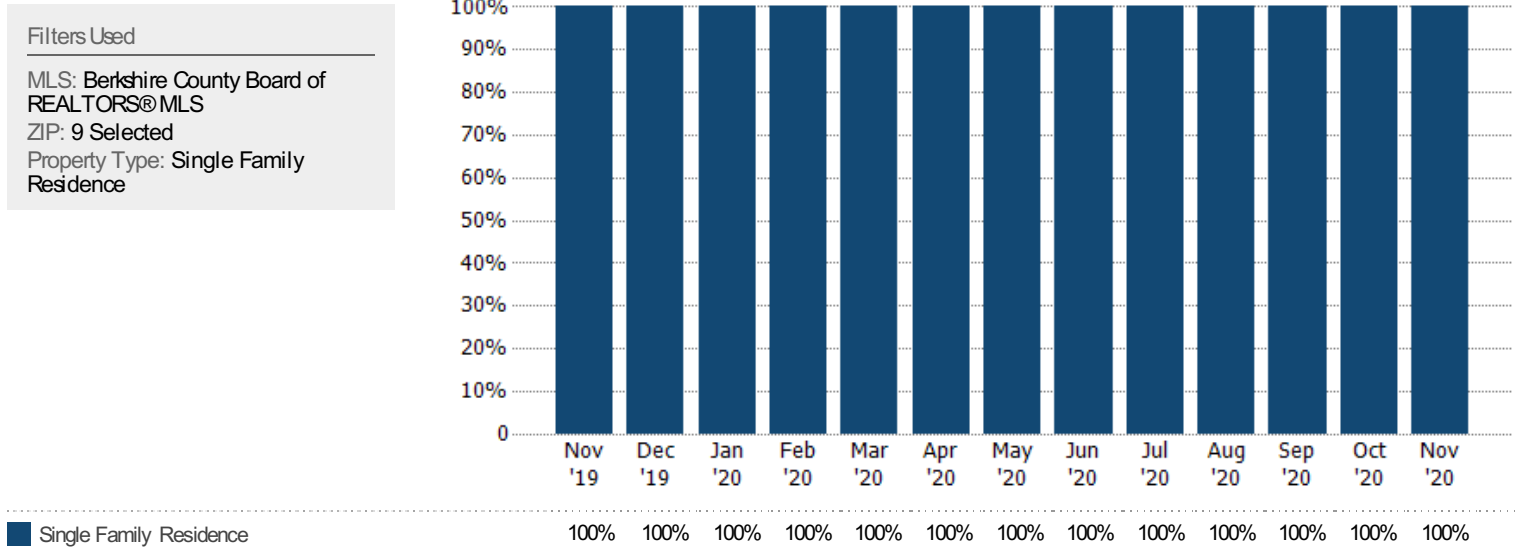
Month/Year	Volume	% Chg.
Nov '20	\$26.7M	38.9%
Nov '19	\$19.2M	2.8%
Nov '18	\$18.7M	-44%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$19.2M	\$13M	\$10.3M	\$5.19M	\$9.04M	\$10.4M	\$9.5M	\$18.8M	\$20.7M	\$24.6M	\$20.2M	\$27.7M	\$26.7M
Prior Year	\$18.7M	\$12.2M	\$8.87M	\$7.56M	\$5.61M	\$12.8M	\$15.3M	\$15.6M	\$17.3M	\$16M	\$21.3M	\$16.9M	\$19.2M
Percent Change from Prior Year	3%	6%	16%	-31%	61%	-19%	-38%	21%	20%	53%	-5%	65%	39%

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.

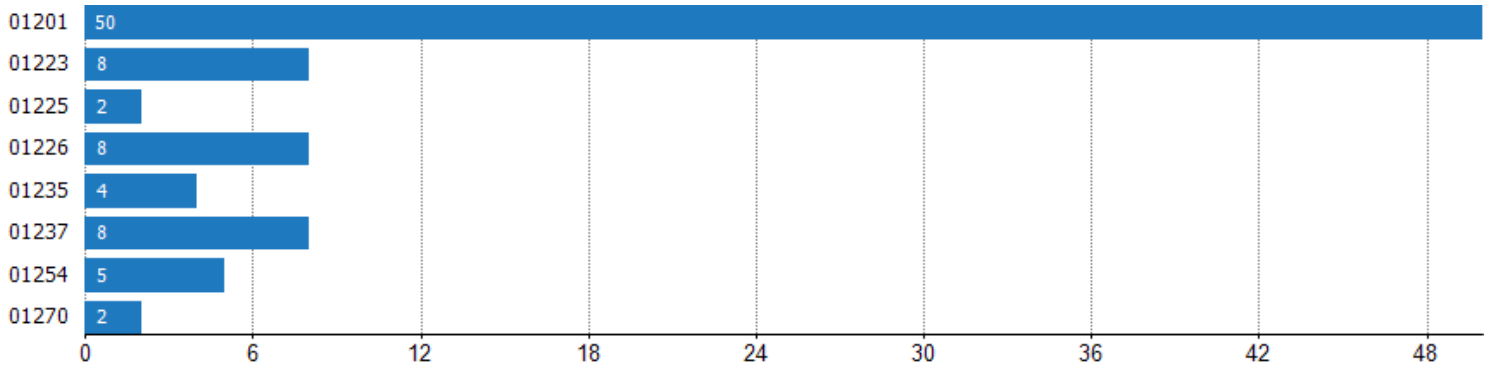
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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



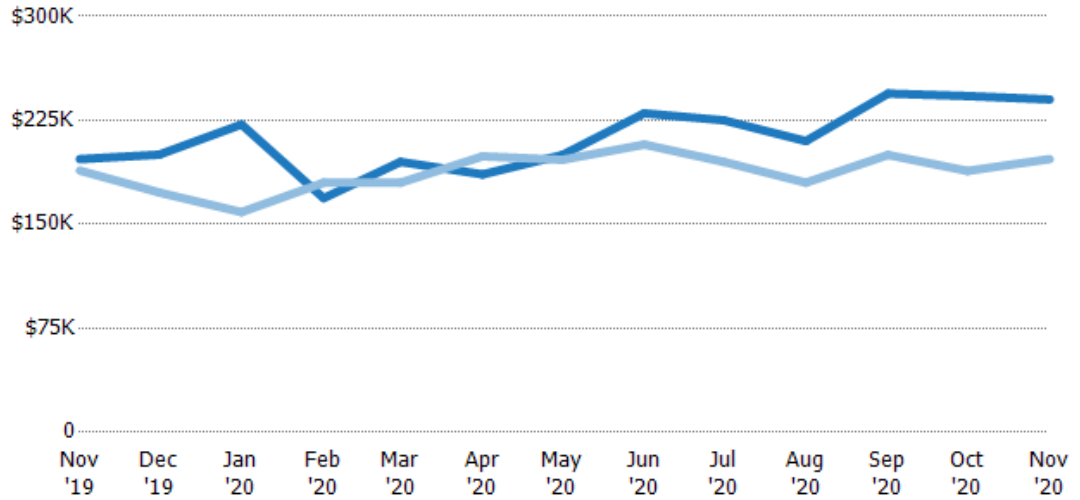
Median Sales Price

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.
Nov '20	\$240K	21.8%
Nov '19	\$197K	4.4%
Nov '18	\$189K	-13.1%



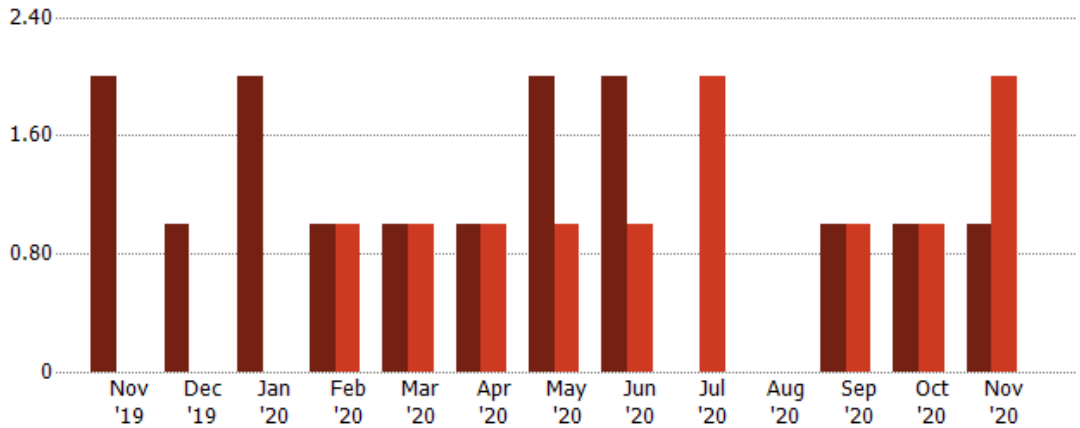
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$197K	\$200K	\$222K	\$169K	\$195K	\$186K	\$200K	\$230K	\$225K	\$210K	\$244K	\$243K	\$240K
Prior Year	\$189K	\$173K	\$159K	\$180K	\$180K	\$199K	\$197K	\$208K	\$195K	\$180K	\$200K	\$189K	\$197K
Percent Change from Prior Year	4%	16%	40%	-6%	8%	-7%	2%	11%	15%	17%	22%	29%	22%

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

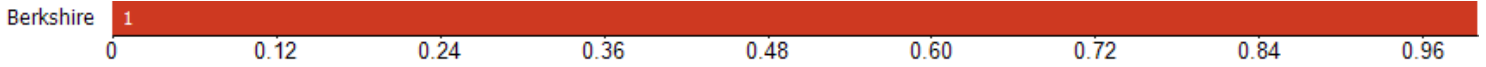


	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	2	1	2	1	1	1	2	2	-	-	1	1	1
Prior Year	-	-	-	1	1	1	1	1	2	-	1	1	2
Percent Change from Prior Year	100%	100%	100%	0%	0%	0%	100%	100%	-100%	-	0%	0%	-50%

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.

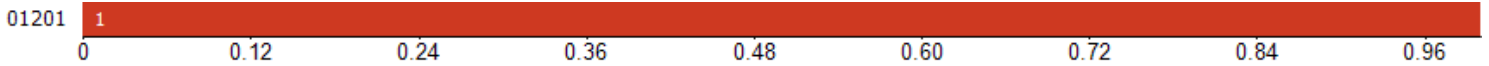
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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

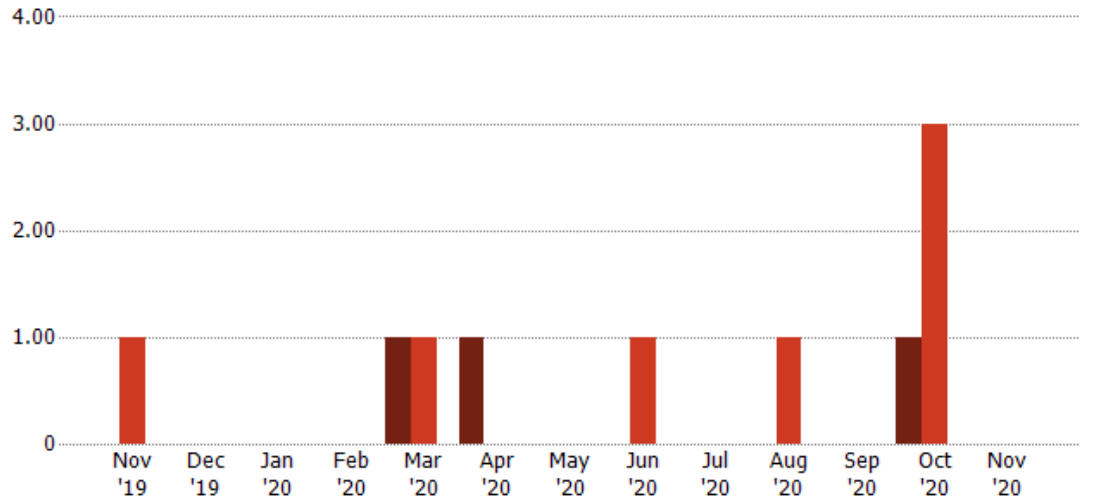


Distressed Sales

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	-	-	-	-	1	1	-	-	-	-	-	1	-
Prior Year	1	-	-	-	1	-	-	1	-	1	-	3	-
Percent Change from Prior Year	-100%	-	-	-	0%	100%	-	-100%	-	-100%	-	-67%	-

Sales Activity by ZIP

Nov 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	74	\$17,595,999	50	\$12,588,685	\$251,774	\$218,450	\$154	\$143	23
01223	17	\$6,009,030	8	\$3,101,500	\$387,688	\$342,000	\$199	\$199	46
01225	5	\$1,390,600	2	\$586,500	\$293,250	\$293,250	\$211	\$211	62
01226	12	\$2,922,200	8	\$1,964,500	\$245,563	\$238,000	\$142	\$145	40
01235	8	\$3,056,600	4	\$2,408,601	\$602,150	\$449,300	\$276	\$202	27
01237	5	\$1,691,500	8	\$1,827,700	\$228,463	\$237,700	\$160	\$142	29
01254	10	\$4,302,900	5	\$3,746,400	\$749,280	\$517,400	\$315	\$238	203
01270	3	\$739,700	2	\$461,000	\$230,500	\$230,500	\$155	\$155	42

Zipcode Key

01201	Pittsfield	01253	Otis
01220	Adams	01254	Richmond
01223	Becket, Washington	01255	Sandisfield
01224	Lanesborough	01256	Savoy
01225	Cheshire	01257	Sheffield
01226	Dalton	01258	Egremont, Mt Washington
01230	Great Barrington, Alford	01259	New Marlborough
01235	Hnsdale, Peru	01262	Stockbridge
01237	Lanesborough, Hancock, New Ashford	01264	Tyringham
01238	Lee	01266	West Stockbrige, Alford
01240	Lenox	01267	Williamstown
01245	Monterey	01270	Windsor
01247	North Adams, Clarksburg, Florida		