



Summary of Key Listing and Sales Metrics

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

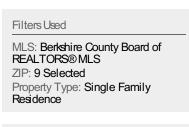
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	44	+15.9%	834	917	-9.1%
New Listing Volume	\$14,446,440	\$8,799,550	+64.2%	\$245,374,494	\$234,063,044	+4.8%
Active Listing Count	109	233	-53.2%	NA	NA	
Active Listing Volume	\$47,820,732	\$76,451,903	-37.4%	N/A	NA	
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	NA	
Pending Sales Volume	\$37,808,429	\$21,846,000	+73.1%	N/A	NA	
Cloæd Sales Count	87	73	+19.2%	691	699	-1.1%
Cloœd 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 Listina Count	1	2	-50%	N/A	N/A	



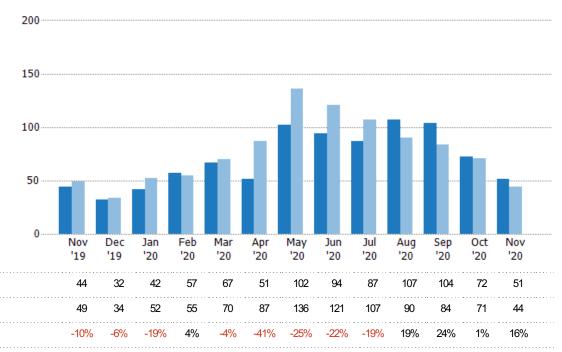


New Listings

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







New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

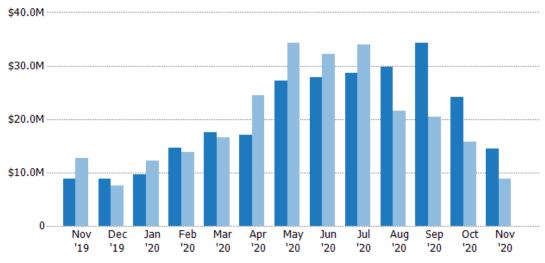
Filters Used

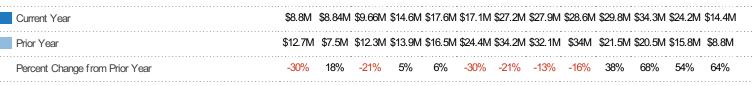
MLS: Berkshire County Board of REALTORS® MLS

ZIP: 9 Selected

Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Nov '20	\$14.4M	64.2%
Nov '19	\$8.8M	-30.5%
Nov '18	\$12.7M	-38.7%

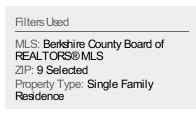




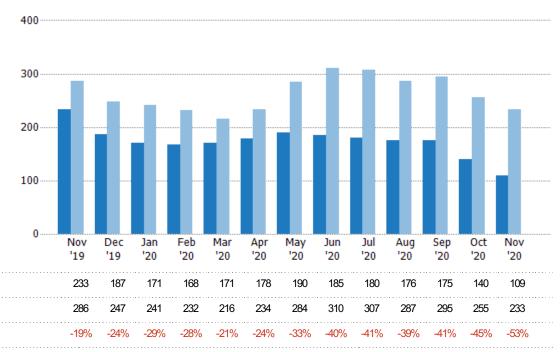


Active Listings

The number of active residential listings at the end of each month.



Month/ Year	Count	% Chg.
Nov '20	109	-53.2%
Nov '19	233	-18.5%
Nov '18	286	5.2%



Active Listing Volume

Percent Change from Prior Year

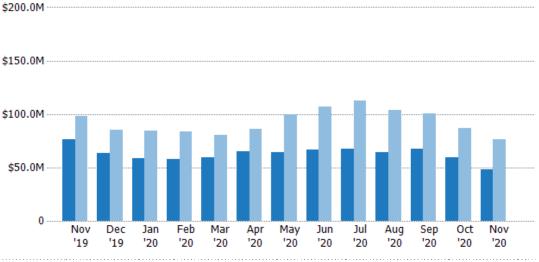
Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

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%



 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% -38% -33% -32% -37%





Median Listing Price

The median listing price of active residential listings at the end of each month.

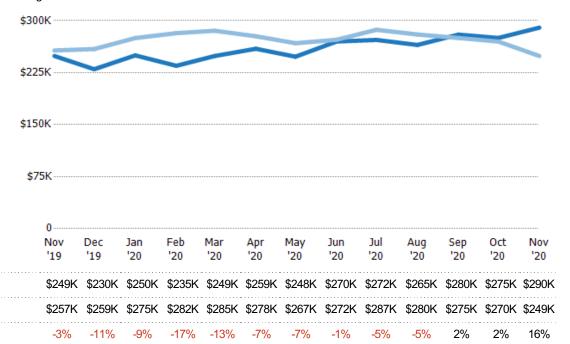
Filters Used
MLS: Berkshire County Board of REALTORS® MLS ZIP: 9 Selected Property Type: Single Family Residence

D:	0/ 0
Price	% Chg.
\$290K	16.4%
\$249K	-3.1%
\$257K	-10.5%
	\$249K

Percent Change from Prior Year

Current Year

Prior Year



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

Median Listing Price

Med Listing Price as a % of Med Est Value





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

Prior Year

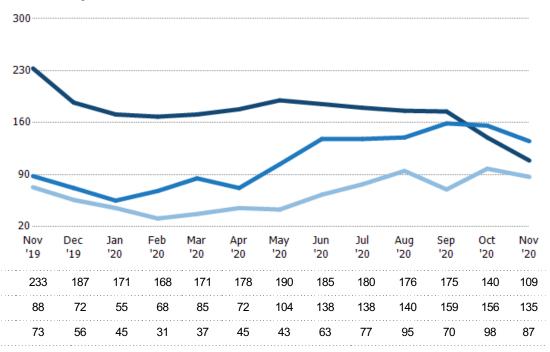


Active/Pending/Sold Units

Percent Change from Prior Year

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

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



Active

Pending

Sold



New Pending Sales

The number of residential properties with accepted offers that were added each month.

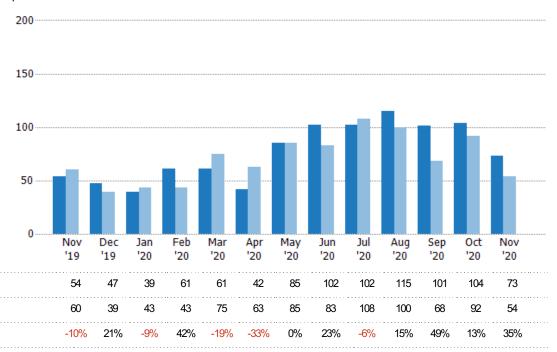
Filters Used

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%

Current Year

Prior Year



New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

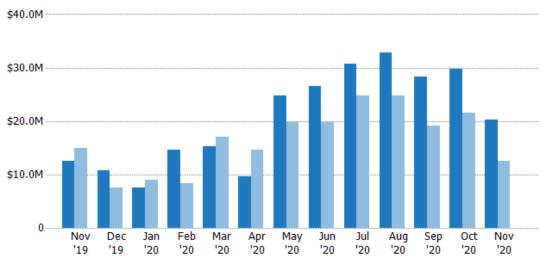
Filters Used

MLS: Berkshire County Board of REALTORS® MLS

ZIP: 9 Selected

Property Type: Single Family Residence

Volume	% Chg.
\$20.3M	60.7%
\$12.6M	-15.7%
\$14.9M	-33.1%
	\$20.3M \$12.6M



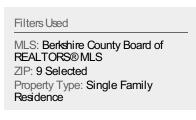




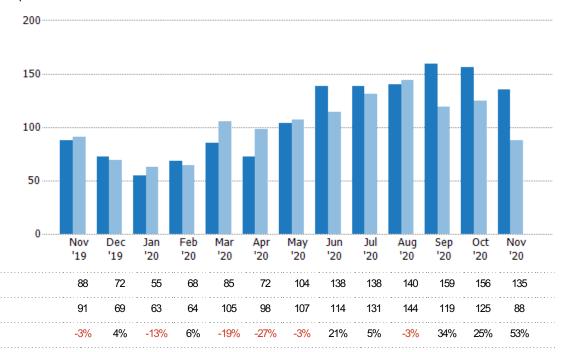


Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



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



Pending Sales Volume

Percent Change from Prior Year

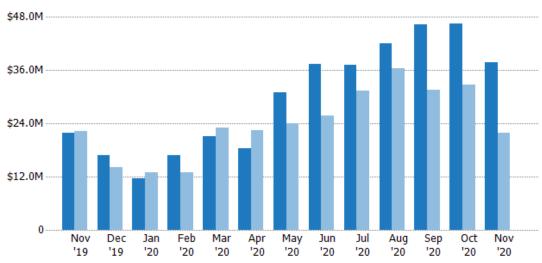
Current Year

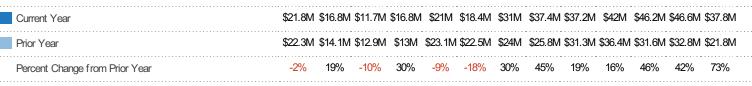
Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

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%







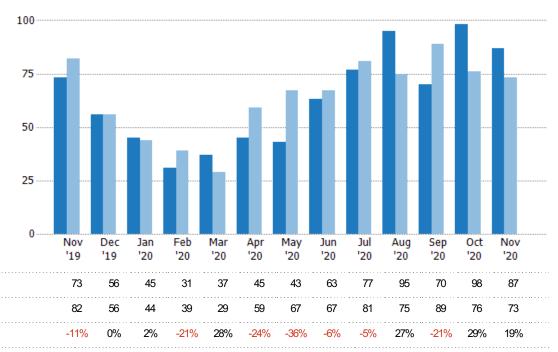


Closed Sales

The total number of residential properties sold each month.

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%



Closed Sales Volume

Percent Change from Prior Year

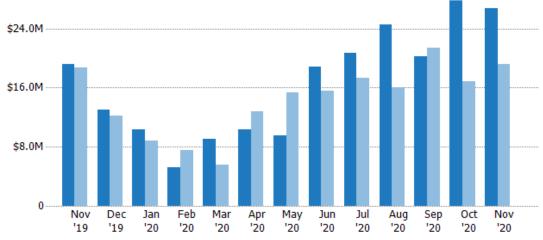
Current Year

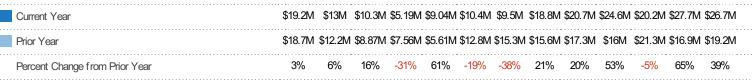
Prior Year

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

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%



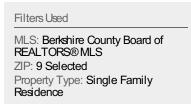


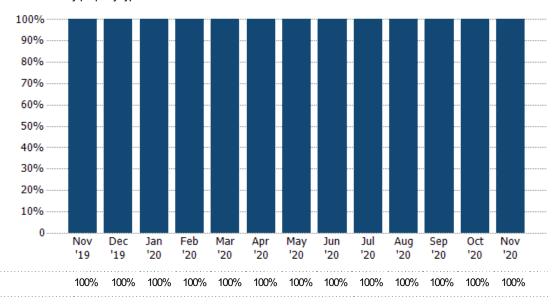




Closed Sales by Property Type

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





Closed Sales (By County)

Single Family Residence

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

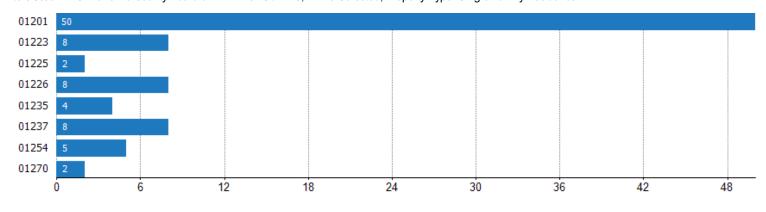
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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.

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





Distressed Listings

Percent Change from Prior Year

Current Year

Prior Year

The number of distressed residential properties that were for sale at the end of each month.

4%

16%

40%

-6%

8%

-7%

2%

11%

15%

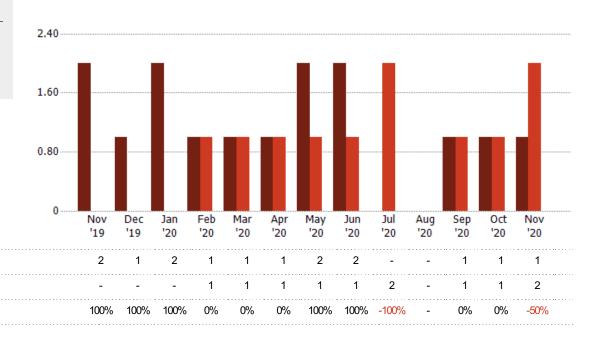
17%

22%

29%

22%

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



Current Year

Prior Year

Percent Change from Prior Year



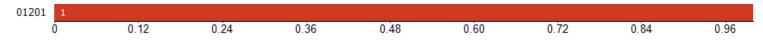
Distressed Listings (By County)

The number of distressed single-family, condominum 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



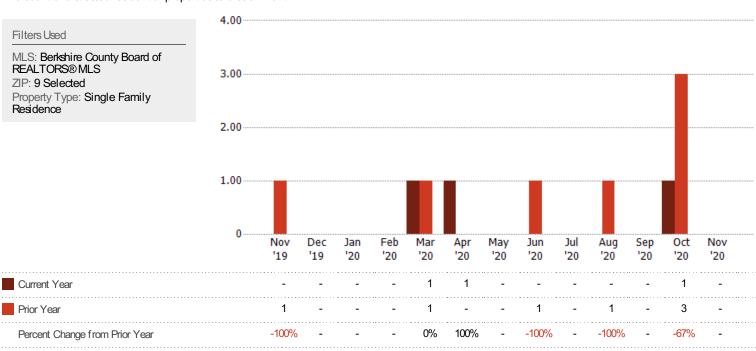
Distressed Listings (By Zip)

The number of distressed single-family, condominum 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.









Sales Activity by ZIP

Nov 2020

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g 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	e 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		

