



Berkshire County, MA
Condominium Real Estate Report

November 2020
Market WATCH

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	8	7	+14.3%	144	184	-21.7%
New Listing Volume	\$5,351,900	\$1,289,700	+315%	\$67,610,600	\$62,721,648	+7.8%
Active Listing Count	29	71	-59.2%	NA	NA	
Active Listing Volume	\$16,919,600	\$30,827,198	-45.1%	NA	NA	
Median Listing Price	\$519,000	\$369,000	+40.7%	\$411,346	\$349,830	+17.6%
Months of Inventory	1.1	3.2	-65.4%	4.4	8.8	-49.5%
Sales Activity Charts Metrics						
New Pending Sales Count	14	10	+40%	166	171	-2.9%
New Pending Sales Volume	\$4,635,300	\$2,366,300	+95.9%	\$61,532,794	\$50,230,510	+22.5%
Pending Sales Count	20	20	+/-	NA	NA	
Pending Sales Volume	\$7,948,000	\$6,801,300	+16.9%	NA	NA	
Closed Sales Count	7	11	-36.4%	131	128	+2.3%
Closed Sales Volume	\$2,941,900	\$2,803,350	+4.9%	\$50,405,646	\$37,645,300	+33.9%
Median Sales Price	\$259,900	\$259,900	+/-	\$316,773	\$238,739	+32.7%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	NA	NA	

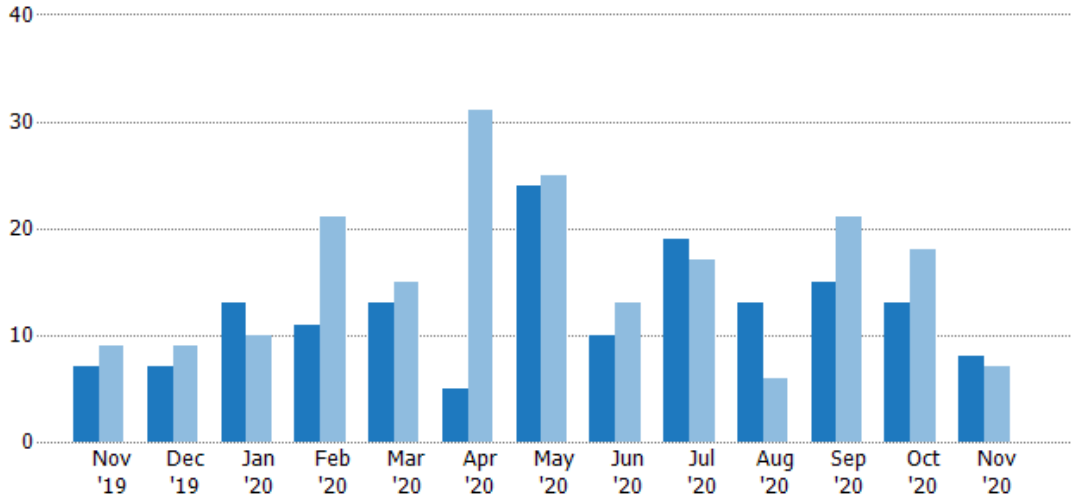
New Listings

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Nov '20	8	14.3%
Nov '19	7	-22.2%
Nov '18	9	0%



Current Year	7	7	13	11	13	5	24	10	19	13	15	13	8
Prior Year	9	9	10	21	15	31	25	13	17	6	21	18	7
Percent Change from Prior Year	-22%	-22%	30%	-48%	-13%	-84%	-4%	-23%	12%	117%	-29%	-28%	14%

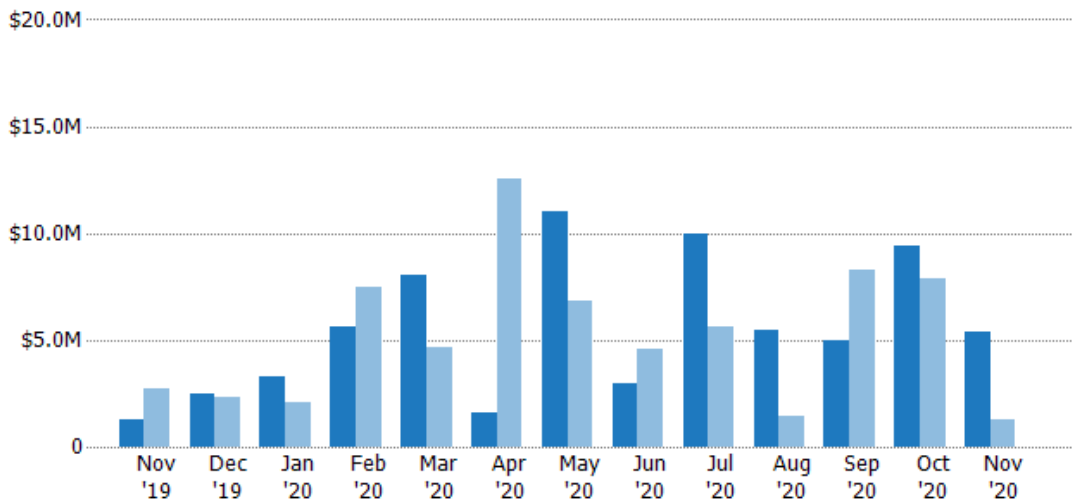
New Listing Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Nov '20	\$5.35M	315%
Nov '19	\$1.29M	-52.7%
Nov '18	\$2.72M	49.2%



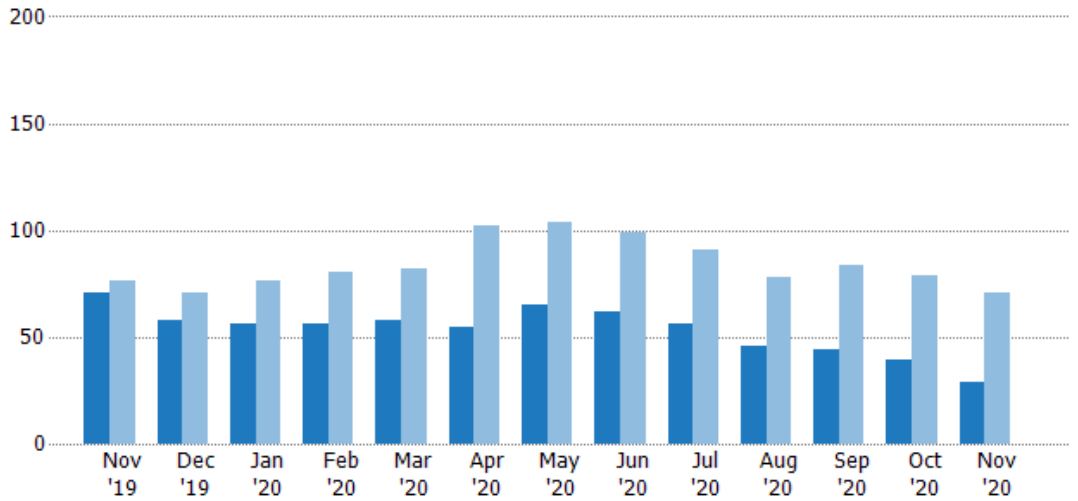
Current Year	\$1.29M	\$2.47M	\$3.27M	\$5.6M	\$8M	\$1.61M	\$11M	\$2.99M	\$9.98M	\$5.45M	\$4.97M	\$9.38M	\$5.35M
Prior Year	\$2.72M	\$2.29M	\$2.09M	\$7.51M	\$4.65M	\$12.5M	\$6.84M	\$4.55M	\$5.65M	\$1.47M	\$8.24M	\$7.89M	\$1.29M
Percent Change from Prior Year	-53%	8%	56%	-25%	72%	-87%	61%	-34%	77%	271%	-40%	19%	315%

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: Condo/Townhouse/Apt



Month/Year	Count	% Chg.
Nov '20	29	-59.2%
Nov '19	71	-6.6%
Nov '18	76	-2.6%

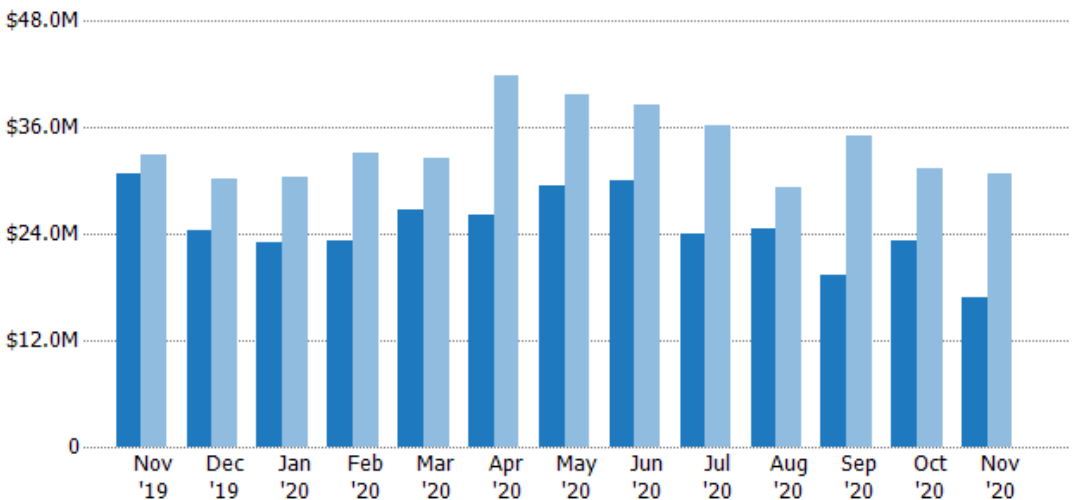
Month/Year	Count	% Chg.
Nov '20	29	-59.2%
Nov '19	71	-6.6%
Nov '18	76	-2.6%

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: Condo/Townhouse/Apt



Month/Year	Volume	% Chg.
Nov '20	\$16.9M	-45.1%
Nov '19	\$30.8M	-6.3%
Nov '18	\$32.9M	-7.5%

Month/Year	Volume	% Chg.
Nov '20	\$16.9M	-45.1%
Nov '19	\$30.8M	-6.3%
Nov '18	\$32.9M	-7.5%

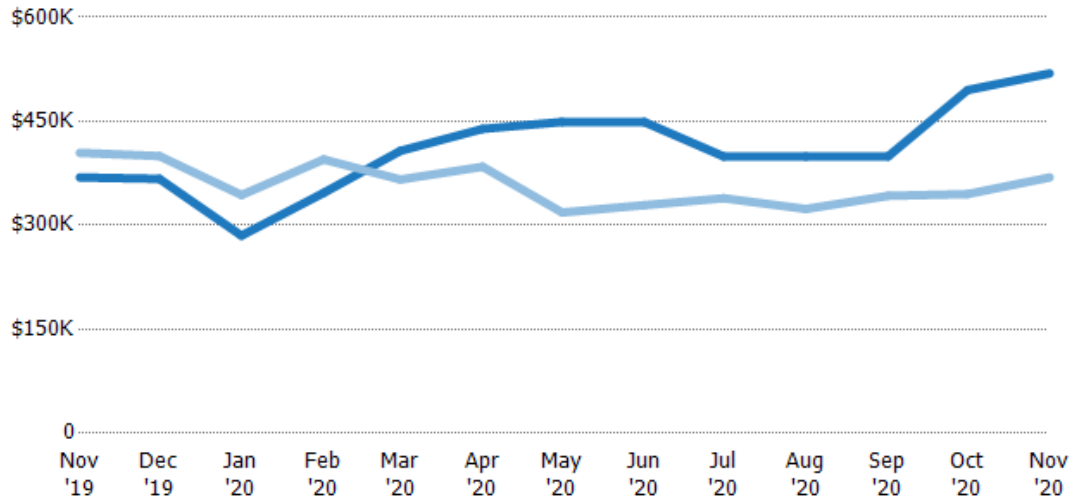
Median Listing Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Nov '20	\$519K	40.7%
Nov '19	\$369K	-8.8%
Nov '18	\$404K	-17.2%



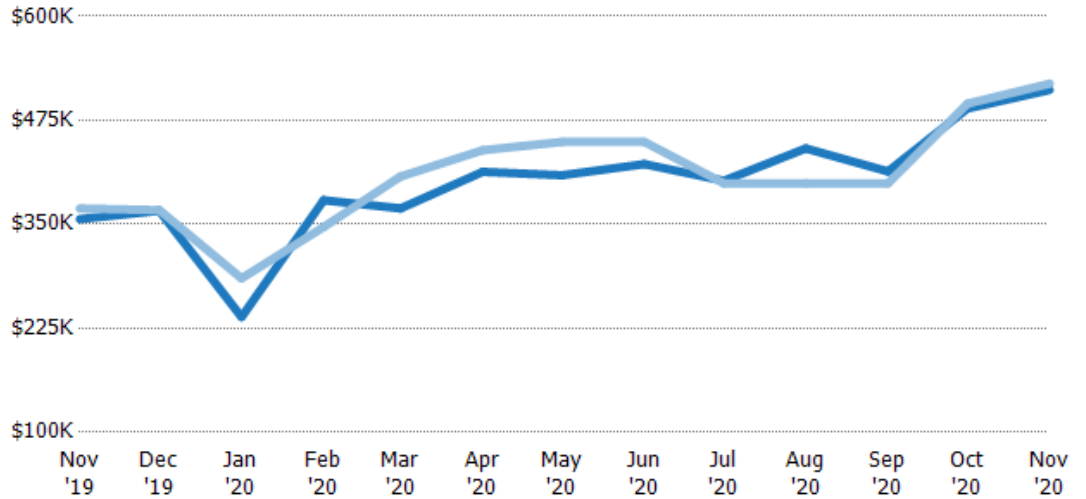
Current Year	\$369K	\$367K	\$285K	\$347K	\$407K	\$439K	\$449K	\$449K	\$399K	\$399K	\$399K	\$495K	\$519K
Prior Year	\$404K	\$400K	\$344K	\$395K	\$366K	\$384K	\$319K	\$329K	\$339K	\$324K	\$342K	\$345K	\$369K
Percent Change from Prior Year	-9%	-8%	-17%	-12%	11%	14%	41%	36%	18%	23%	17%	43%	41%

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: Condo/Townhouse/Apt



Median Est Value	\$356K	\$366K	\$239K	\$379K	\$369K	\$413K	\$409K	\$422K	\$402K	\$441K	\$414K	\$489K	\$512K
Median Listing Price	\$369K	\$367K	\$285K	\$347K	\$407K	\$439K	\$449K	\$449K	\$399K	\$399K	\$399K	\$495K	\$519K
Med Listing Price as a % of Med Est Value	104%	100%	119%	92%	110%	106%	110%	106%	99%	90%	97%	101%	101%

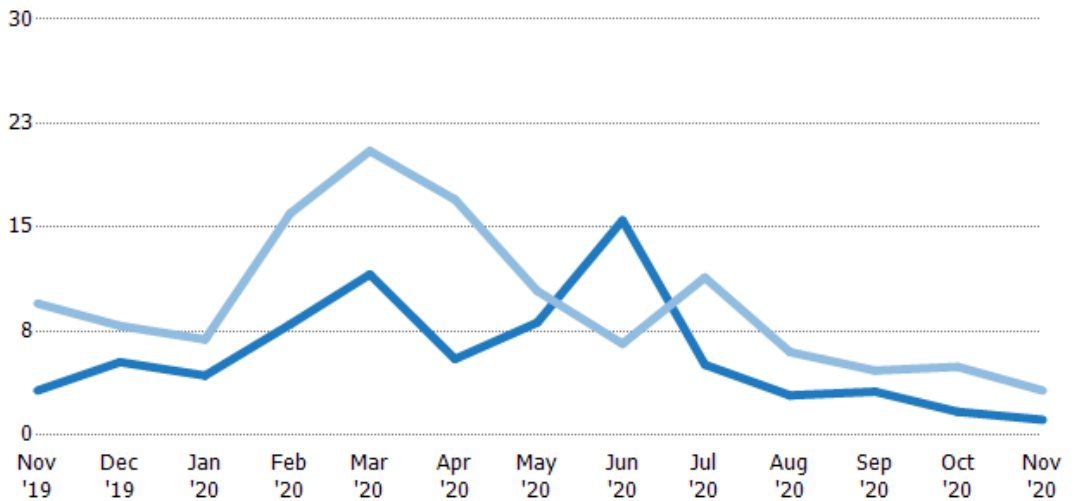
Months of Inventory

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: Condo/Townhouse/Apt

Month/Year	Months	% Chg.
Nov '20	1.12	-65.4%
Nov '19	3.23	-66%
Nov '18	9.5	-22.1%



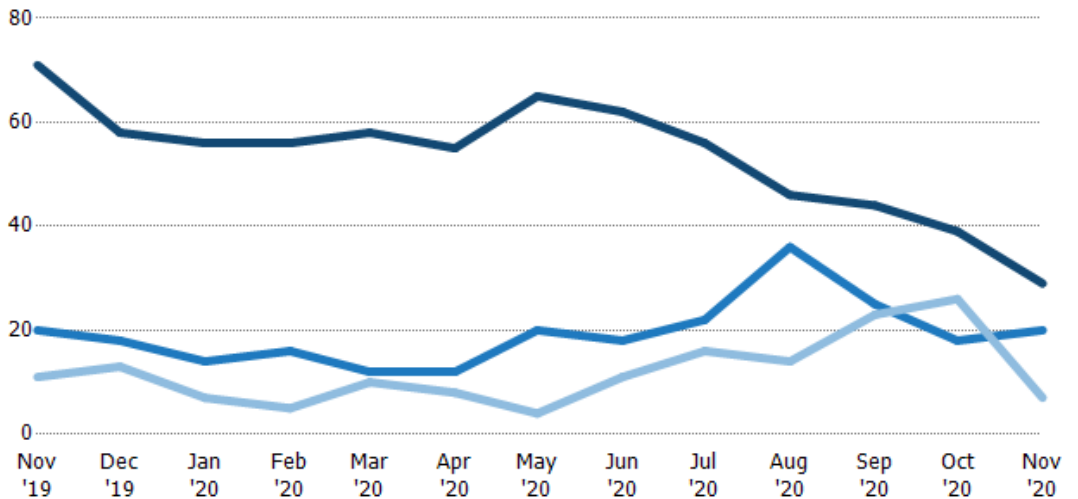
Current Year	3.23	5.27	4.31	8	11.6	5.5	8.13	15.5	5.09	2.88	3.14	1.7	1.12
Prior Year	9.5	7.89	6.91	16	20.5	17	10.4	6.6	11.4	6	4.67	4.94	3.23
Percent Change from Prior Year	-66%	-33%	-38%	-50%	-43%	-68%	-22%	135%	-55%	-52%	-33%	-66%	-65%

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: Condo/Townhouse/Apt



Active	71	58	56	56	58	55	65	62	56	46	44	39	29
Pending	20	18	14	16	12	12	20	18	22	36	25	18	20
Sold	11	13	7	5	10	8	4	11	16	14	23	26	7

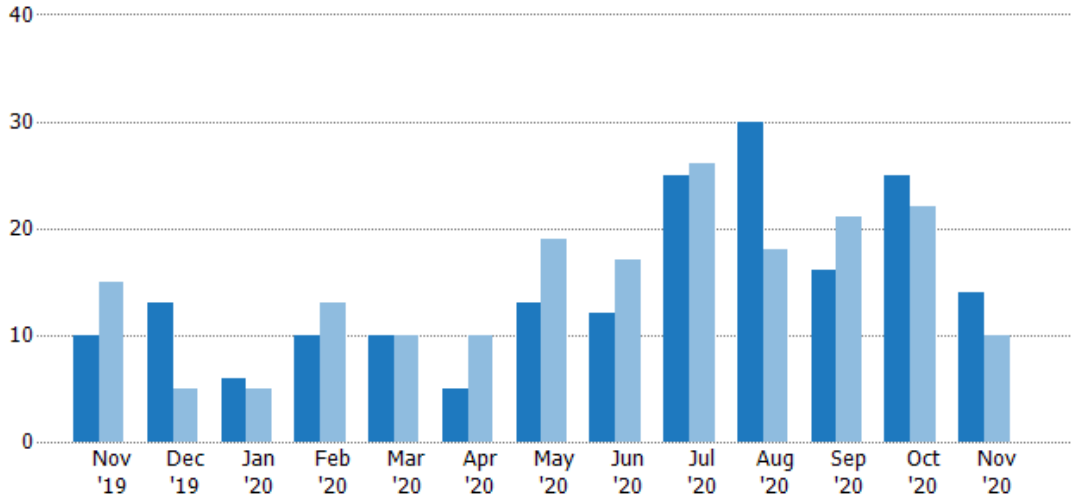
New Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Nov '20	14	40%
Nov '19	10	-33.3%
Nov '18	15	-53.3%



Current Year	10	13	6	10	10	5	13	12	25	30	16	25	14
Prior Year	15	5	5	13	10	10	19	17	26	18	21	22	10
Percent Change from Prior Year	-33%	160%	20%	-23%	0%	-50%	-32%	-29%	-4%	67%	-24%	14%	40%

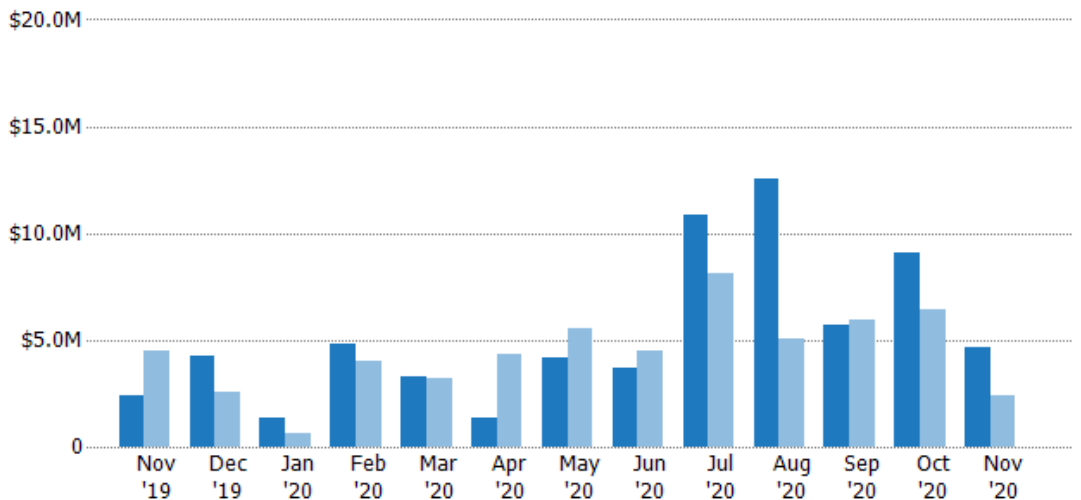
New Pending Sales Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Nov '20	\$4.64M	95.9%
Nov '19	\$2.37M	-47.7%
Nov '18	\$4.52M	-49.5%



Current Year	\$2.37M	\$4.25M	\$1.37M	\$4.83M	\$3.3M	\$1.39M	\$4.14M	\$3.65M	\$10.9M	\$12.5M	\$5.72M	\$9.1M	\$4.64M
Prior Year	\$4.52M	\$2.57M	\$597K	\$4.04M	\$3.24M	\$4.34M	\$5.58M	\$4.48M	\$8.15M	\$5.04M	\$5.95M	\$6.44M	\$2.37M
Percent Change from Prior Year	-48%	65%	129%	19%	2%	-68%	-26%	-18%	33%	149%	-4%	41%	96%

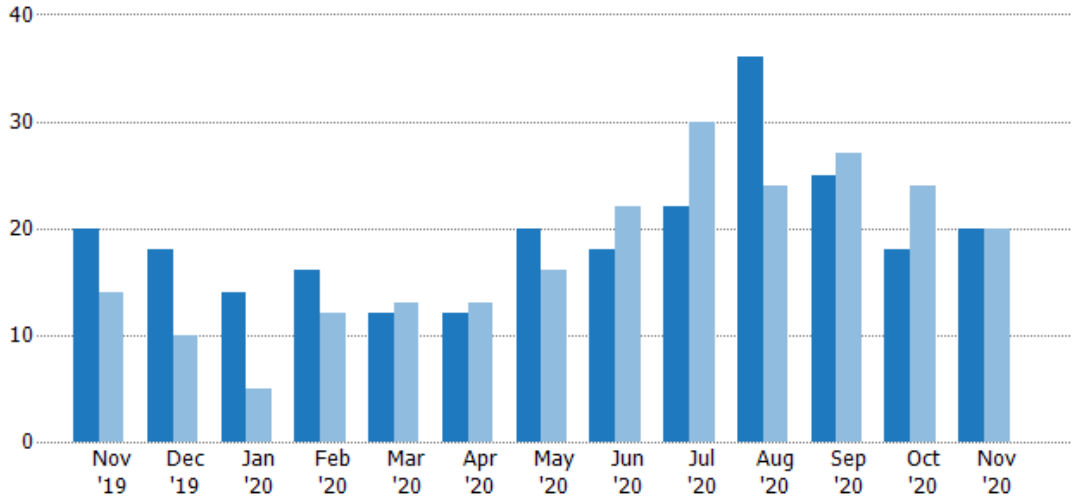
Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Nov '20	20	0%
Nov '19	20	42.9%
Nov '18	14	-14.3%



Current Year	20	18	14	16	12	12	20	18	22	36	25	18	20
Prior Year	14	10	5	12	13	13	16	22	30	24	27	24	20
Percent Change from Prior Year	43%	80%	180%	33%	-8%	-8%	25%	-18%	-27%	50%	-7%	-25%	0%

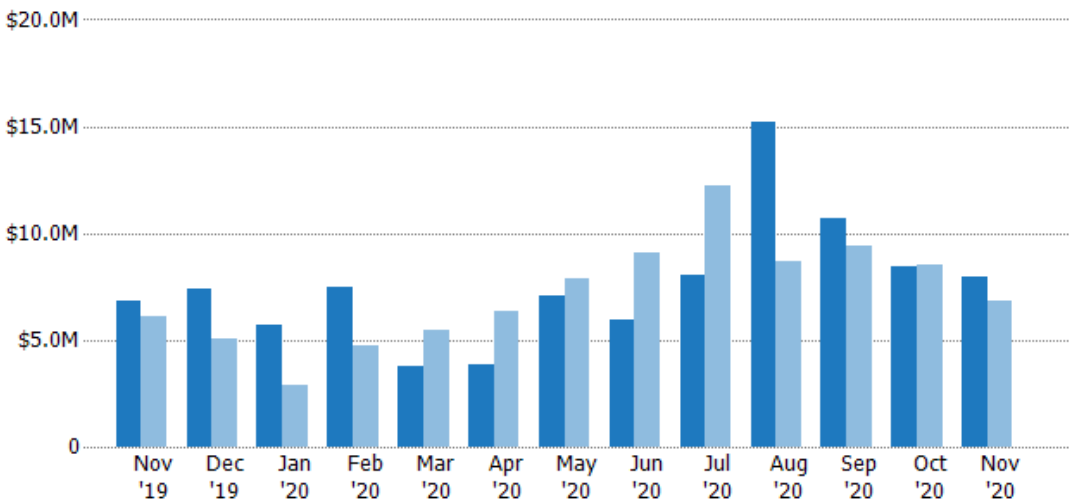
Pending Sales Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Nov '20	\$7.95M	16.9%
Nov '19	\$6.8M	10.9%
Nov '18	\$6.13M	-33.5%



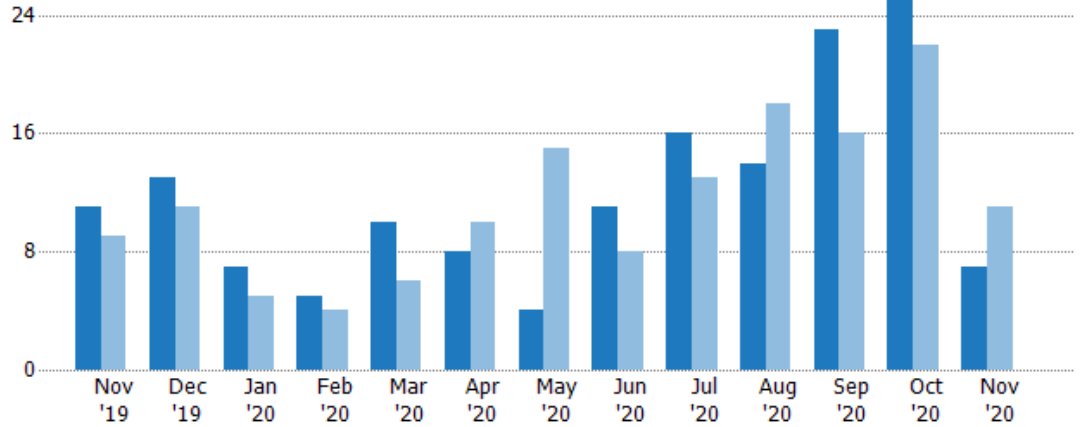
Current Year	\$6.8M	\$7.41M	\$5.68M	\$7.49M	\$3.79M	\$3.81M	\$7.04M	\$5.93M	\$8M	\$15.2M	\$10.7M	\$8.46M	\$7.95M
Prior Year	\$6.13M	\$5.03M	\$2.93M	\$4.75M	\$5.49M	\$6.32M	\$7.91M	\$9.09M	\$12.2M	\$8.71M	\$9.44M	\$8.48M	\$6.8M
Percent Change from Prior Year	11%	47%	94%	58%	-31%	-40%	-11%	-35%	-35%	75%	13%	0%	17%

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: Condo/Townhouse/Apt



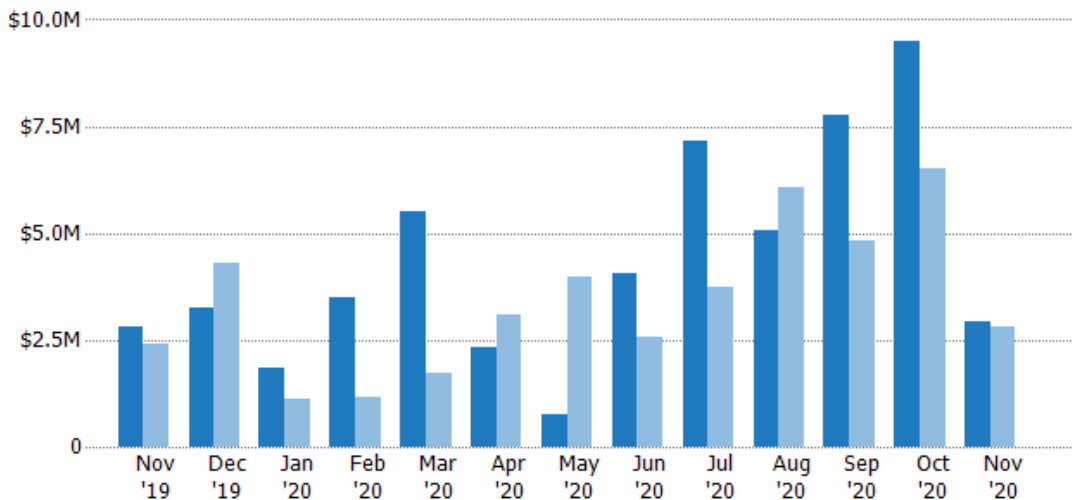
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	7	11	-36.4%
Nov '19	11	11	22.2%
Nov '18	9	9	33.3%

Closed Sales Volume

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

Filters Used

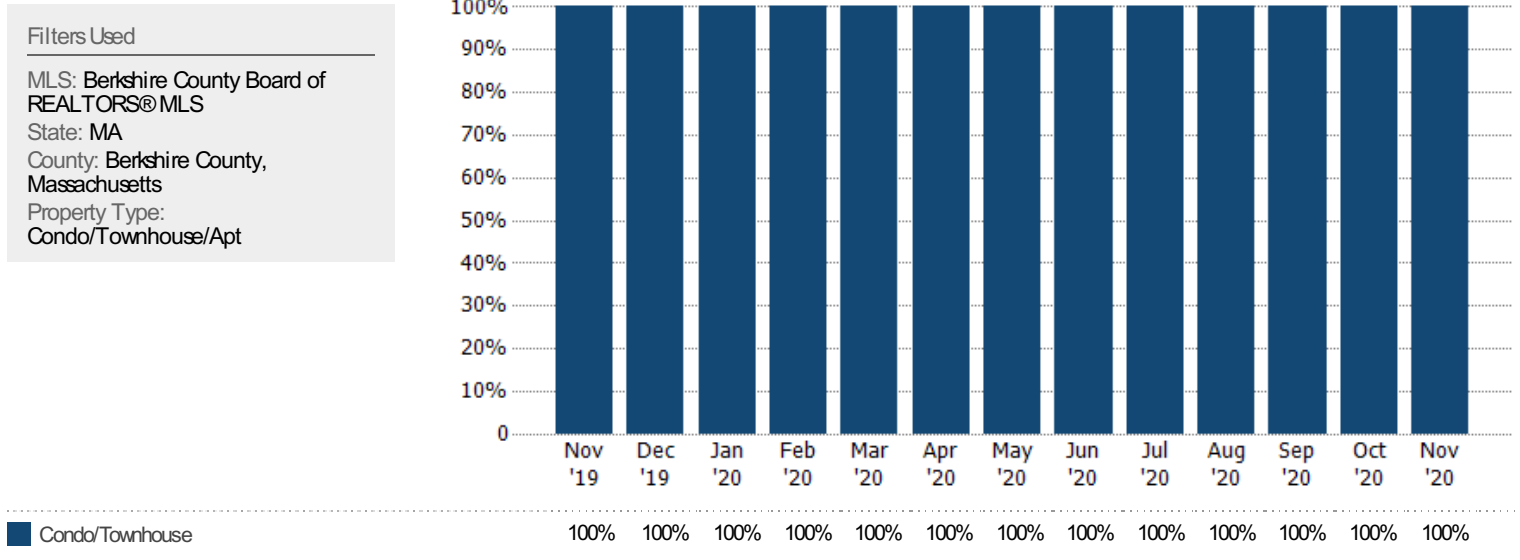
MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Condo/Townhouse/Apt



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Nov '20	\$2.94M	\$2.8M	4.9%
Nov '19	\$2.8M	\$2.8M	17%
Nov '18	\$2.4M	\$2.4M	30.4%

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.

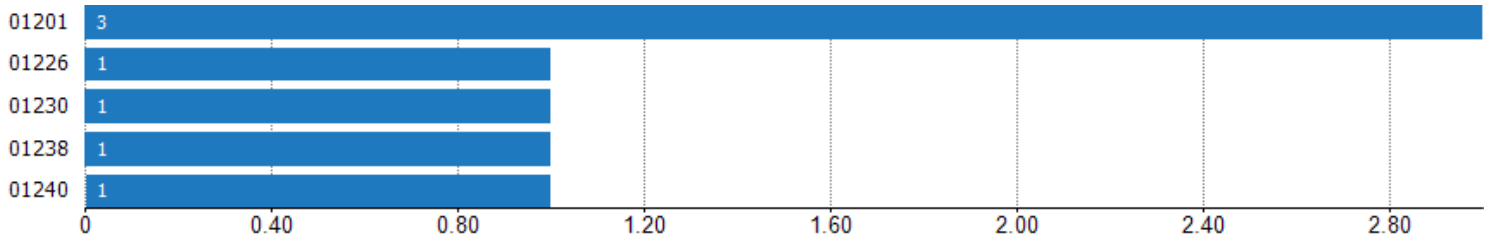
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt



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: Condo/Townhouse/Apt



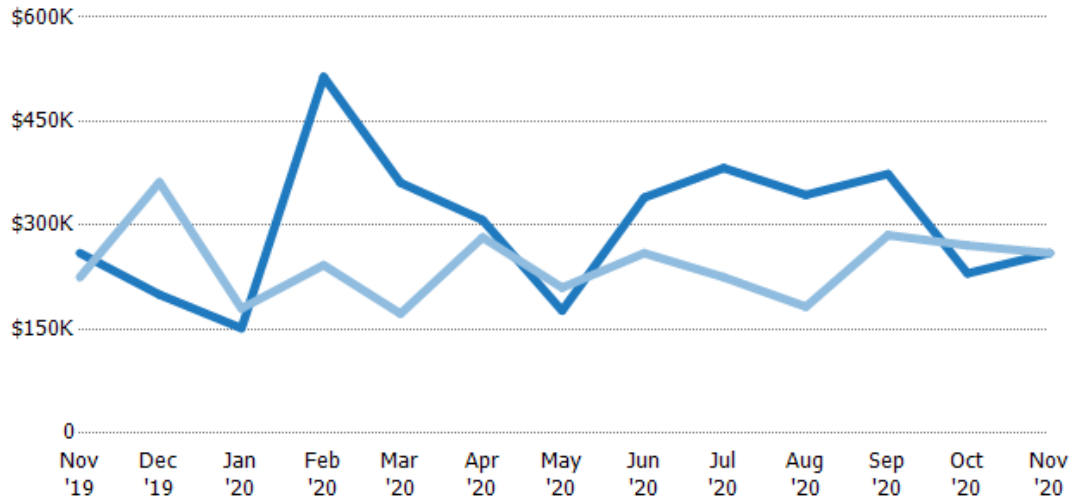
Median Sales Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Nov '20	\$260K	0%
Nov '19	\$260K	15.5%
Nov '18	\$225K	-0.1%



Current Year	\$260K	\$200K	\$152K	\$514K	\$361K	\$308K	\$177K	\$340K	\$383K	\$344K	\$374K	\$231K	\$260K
Prior Year	\$225K	\$362K	\$180K	\$243K	\$172K	\$283K	\$210K	\$260K	\$225K	\$182K	\$286K	\$271K	\$260K
Percent Change from Prior Year	16%	-45%	-16%	112%	109%	9%	-16%	31%	70%	88%	31%	-15%	0%

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	1	\$69,900	3	\$818,900	\$272,967	\$259,900	\$144	\$122	33
01226	2	\$744,800	1	\$450,000	\$450,000	\$450,000	\$119	\$119	302
01230	3	\$2,028,000	1	\$235,000	\$235,000	\$235,000	\$162	\$162	54
01238			1	\$1,299,000	\$1,299,000	\$1,299,000	\$198	\$198	1,061
01240	5	\$1,680,900	1	\$139,000	\$139,000	\$139,000	\$146	\$146	133

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		