



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	33	24	+37.5%	380	429	-11.4%
New Listing Volume	\$8,532,049	\$4,551,800	+87.4%	\$111,563,424	\$116,973,283	-4.6%
Active Listing Count	68	160	-57.5%	N/A	N/A	
Active Listing Volume	\$36,397,944	\$61,125,500	-40.5%	N/A	N/A	
Median Listing Price	\$239,450	\$196,450	+21.9%	\$249,794	\$203,237	+22.9%
Months of Inventory	1.4	5.3	-72.9%	4.1	5.8	-30.3%
Sales Activity Charts Metrics						
New Pending Sales Count	32	24	+33.3%	446	345	+29.3%
New Pending Sales Volume	\$9,496,949	\$5,032,400	+88.7%	\$116,031,479	\$74,434,351	+55.9%
Pending Sales Count	61	48	+27.1%	N/A	N/A	
Pending Sales Volume	\$16,747,081	\$8,770,900	+90.9%	N/A	N/A	
Closed Sales Count	46	30	+53.3%	329	265	+24.2%
Closed Sales Volume	\$14,066,950	\$6,920,457	+103.3%	\$83,408,004	\$56,853,275	+46.7%
Median Sales Price	\$215,250	\$158,000	+36.2%	\$198,451	\$168,615	+17.7%
Distressed Charts Metrics						
Distressed Listing Count	2	3	-33.3%	N/A	N/A	

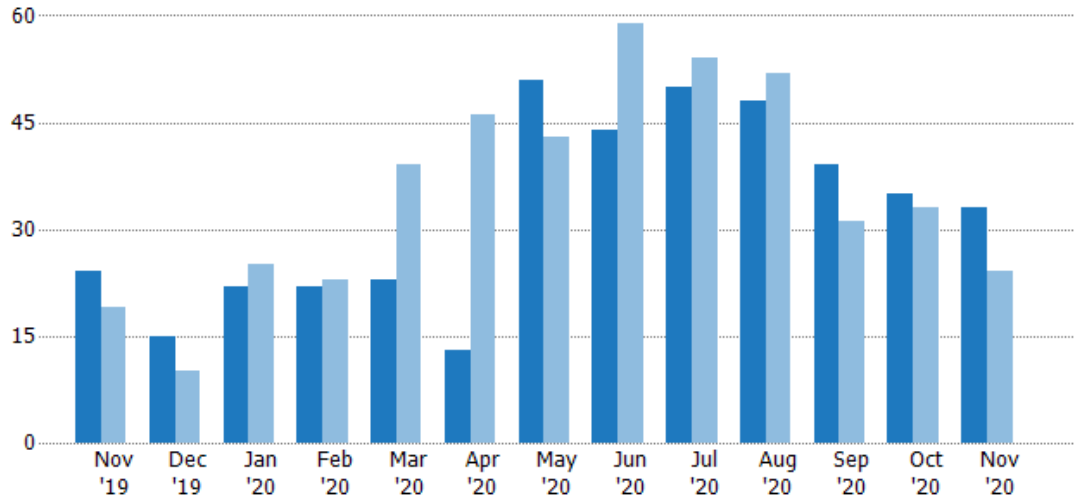
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	33	37.5%
Nov '19	24	26.3%
Nov '18	19	-5.3%



Current Year	24	15	22	22	23	13	51	44	50	48	39	35	33
Prior Year	19	10	25	23	39	46	43	59	54	52	31	33	24
Percent Change from Prior Year	26%	50%	-12%	-4%	-41%	-72%	19%	-25%	-7%	-8%	26%	6%	38%

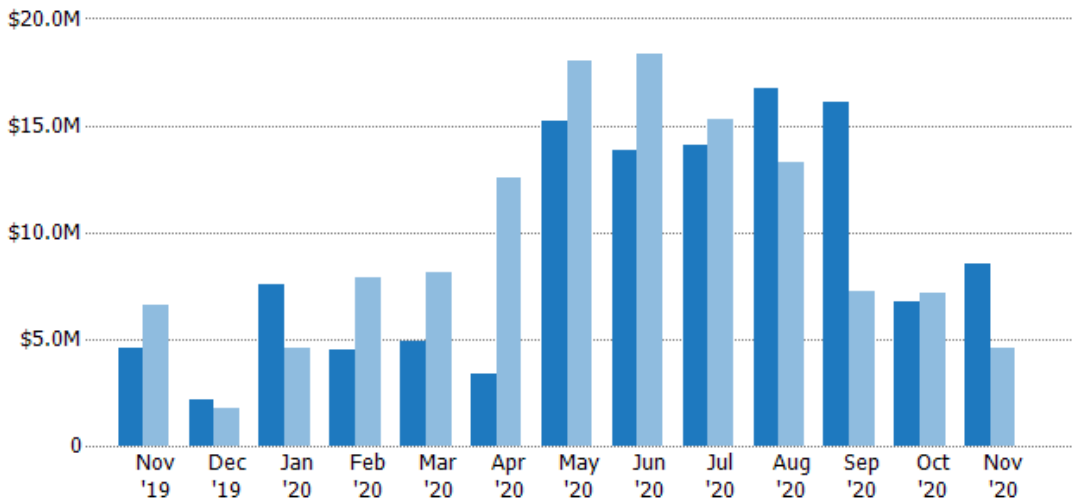
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$8.53M	87.4%
Nov '19	\$4.55M	-31.3%
Nov '18	\$6.63M	-47.9%



Current Year	\$4.55M	\$2.14M	\$7.52M	\$4.51M	\$4.93M	\$3.33M	\$15.2M	\$13.8M	\$14.1M	\$16.8M	\$16.1M	\$6.77M	\$8.53M
Prior Year	\$6.63M	\$1.74M	\$4.6M	\$7.9M	\$8.16M	\$12.5M	\$18M	\$18.3M	\$15.3M	\$13.3M	\$7.25M	\$7.15M	\$4.55M
Percent Change from Prior Year	-31%	23%	63%	-43%	-40%	-73%	-16%	-25%	-8%	26%	122%	-5%	87%

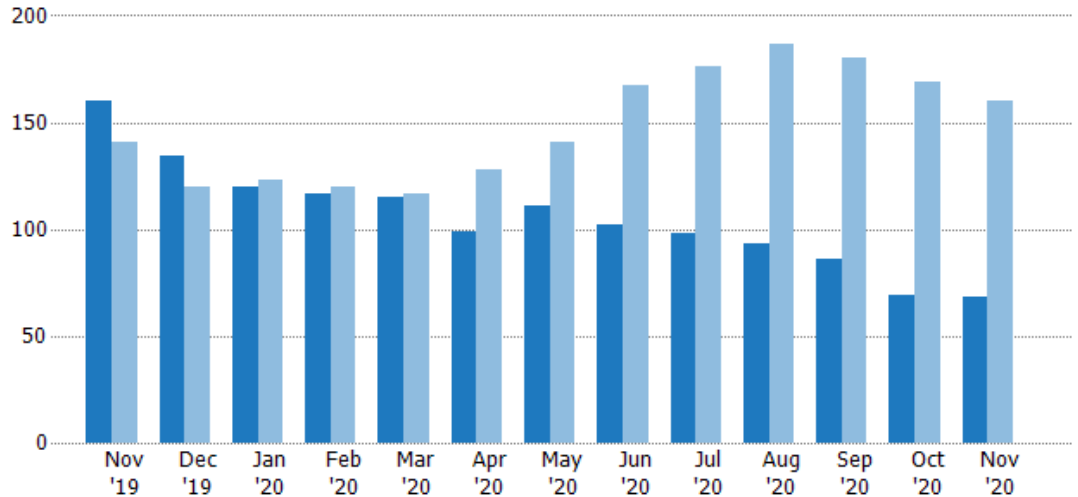
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS®/MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	68	-57.5%
Nov '19	160	13.5%
Nov '18	141	-6.4%



Current Year	160	134	120	117	115	99	111	102	98	93	86	69	68
Prior Year	141	120	123	120	117	128	141	167	176	187	180	169	160
Percent Change from Prior Year	13%	12%	-2%	-3%	-2%	-23%	-21%	-39%	-44%	-50%	-52%	-59%	-58%

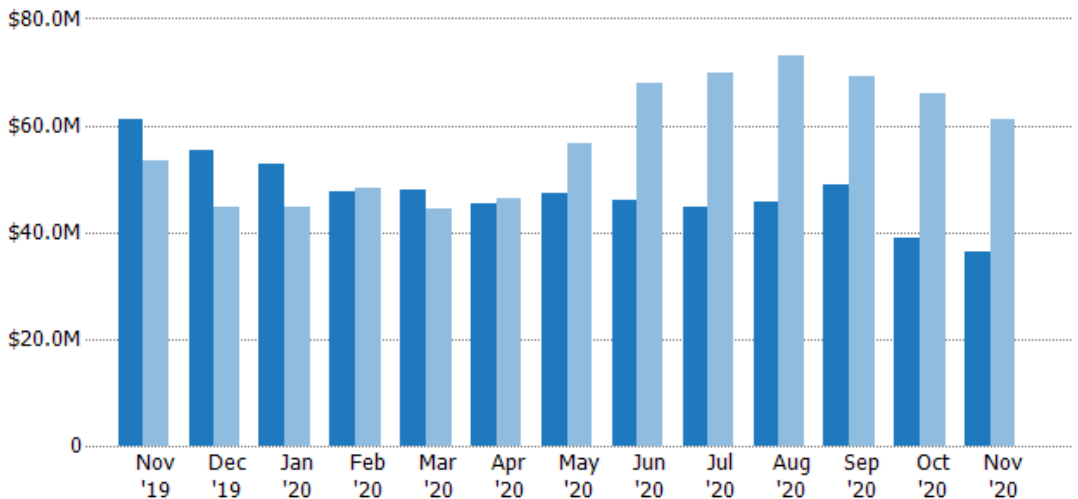
Active Listing Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$36.4M	-40.5%
Nov '19	\$61.1M	14.2%
Nov '18	\$53.5M	-18.8%



Current Year	\$61.1M	\$55.3M	\$52.6M	\$47.7M	\$47.8M	\$45.4M	\$47.4M	\$46M	\$44.7M	\$45.8M	\$48.9M	\$38.8M	\$36.4M
Prior Year	\$53.5M	\$44.7M	\$44.7M	\$48.1M	\$44.4M	\$46.3M	\$56.7M	\$68M	\$69.9M	\$73M	\$69.1M	\$66M	\$61.1M
Percent Change from Prior Year	14%	24%	18%	-1%	8%	-2%	-16%	-32%	-36%	-37%	-29%	-41%	-40%

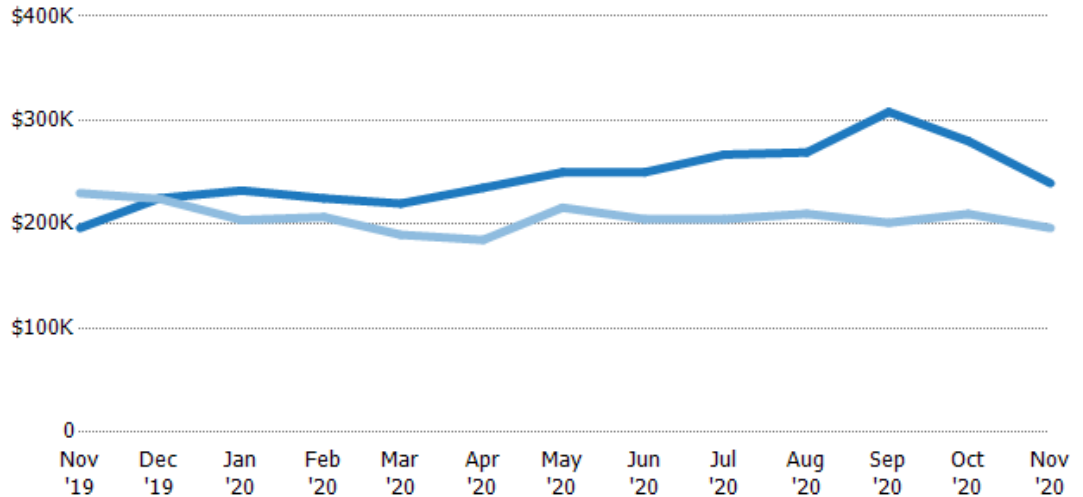
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Nov '20	\$239K	21.9%
Nov '19	\$196K	-14.5%
Nov '18	\$230K	0.6%



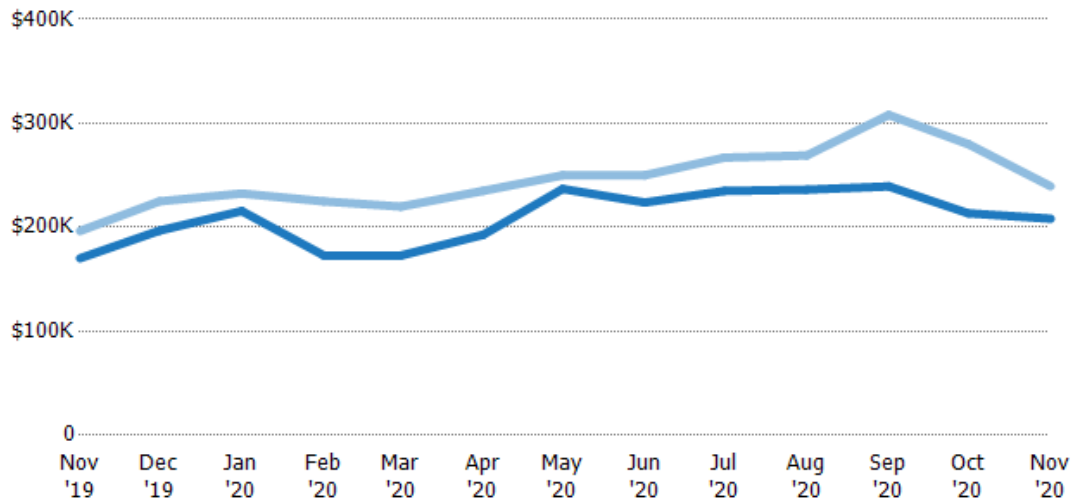
Current Year	\$196K	\$225K	\$232K	\$225K	\$220K	\$235K	\$250K	\$250K	\$267K	\$269K	\$308K	\$280K	\$239K
Prior Year	\$230K	\$224K	\$204K	\$207K	\$190K	\$185K	\$216K	\$205K	\$205K	\$210K	\$201K	\$210K	\$196K
Percent Change from Prior Year	-15%	0%	14%	9%	16%	27%	16%	22%	30%	28%	53%	33%	22%

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



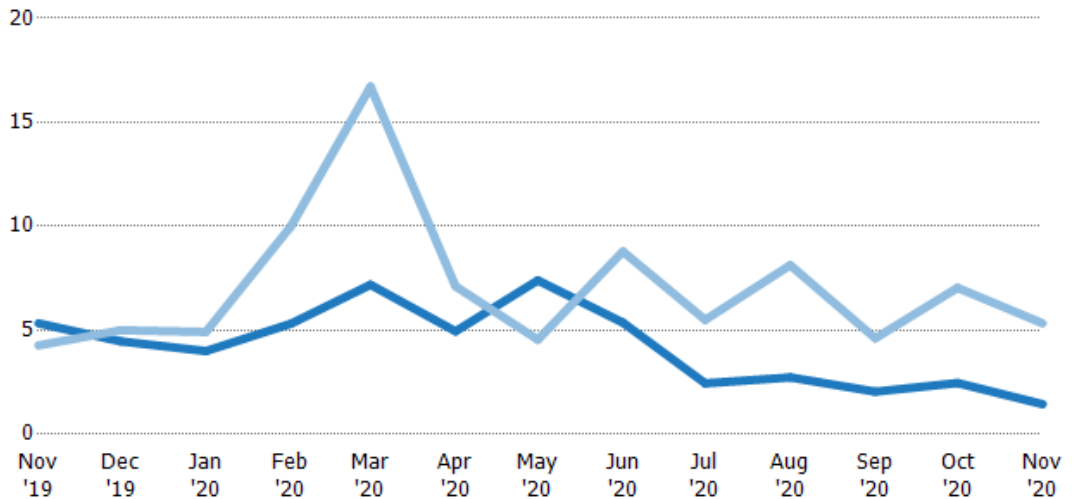
Median Est Value	\$170K	\$197K	\$216K	\$173K	\$173K	\$193K	\$237K	\$224K	\$235K	\$236K	\$239K	\$213K	\$208K
Median Listing Price	\$196K	\$225K	\$232K	\$225K	\$220K	\$235K	\$250K	\$250K	\$267K	\$269K	\$308K	\$280K	\$239K
Med Listing Price as a % of Med Est Value	115%	114%	108%	130%	127%	122%	106%	112%	114%	114%	129%	131%	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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 Property Type: Single Family Residence



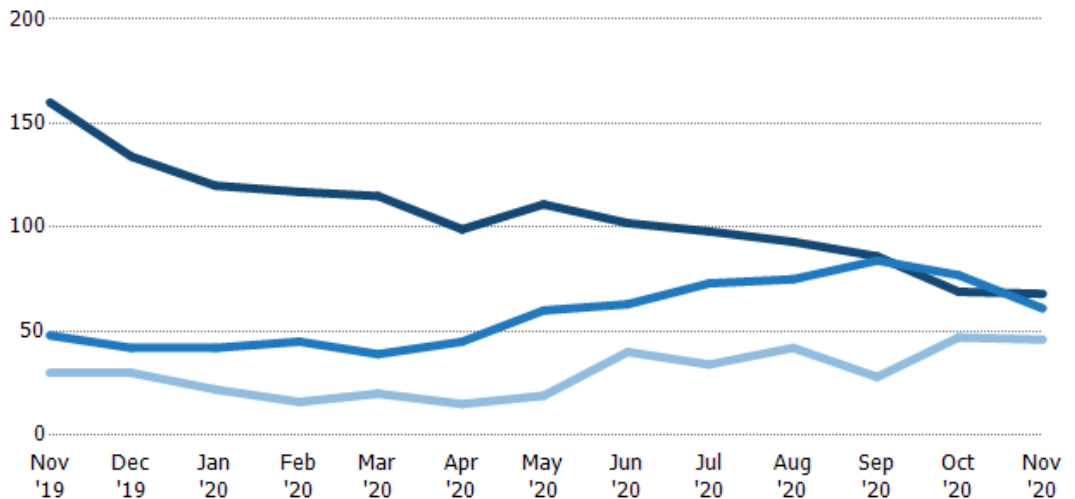
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5.33	4.47	4	5.32	7.19	4.95	7.4	5.37	2.45	2.74	2.05	2.46	1.45
Prior Year	4.27	5	4.92	10	16.7	7.11	4.55	8.79	5.5	8.13	4.62	7.04	5.33
Percent Change from Prior Year	25%	-11%	-19%	-47%	-57%	-30%	63%	-39%	-55%	-66%	-56%	-65%	-73%

Active/Pending/Sold Units

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

Filters Used

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 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 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
Active	160	134	120	117	115	99	111	102	98	93	86	69	68
Pending	48	42	42	45	39	45	60	63	73	75	84	77	61
Sold	30	30	22	16	20	15	19	40	34	42	28	47	46

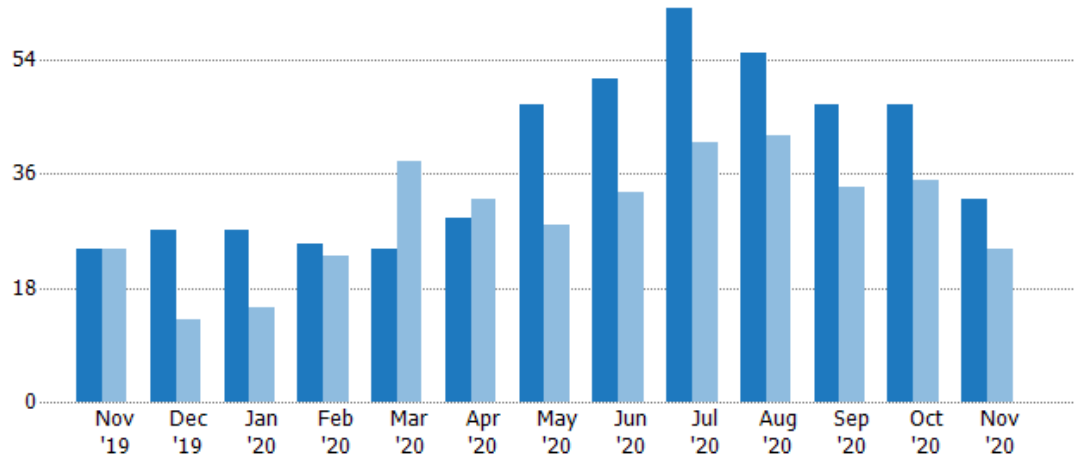
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	32	33.3%
Nov '19	24	0%
Nov '18	24	-4.2%



Current Year	24	27	27	25	24	29	47	51	62	55	47	47	32
Prior Year	24	13	15	23	38	32	28	33	41	42	34	35	24
Percent Change from Prior Year	0%	108%	80%	9%	-37%	-9%	68%	55%	51%	31%	38%	34%	33%

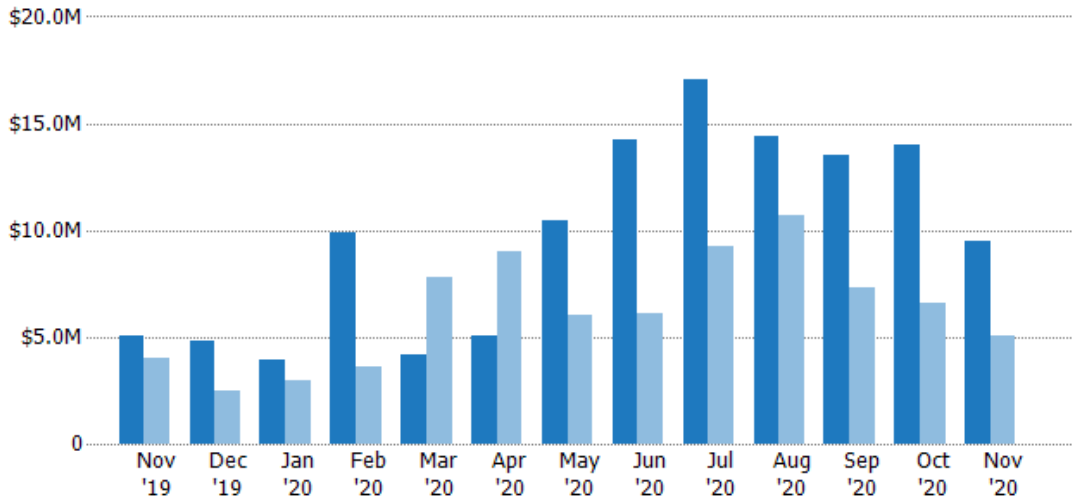
New Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$9.5M	88.7%
Nov '19	\$5.03M	26%
Nov '18	\$3.99M	-14.2%



Current Year	\$5.03M	\$4.78M	\$3.9M	\$9.89M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$17M	\$14.4M	\$13.5M	\$14M	\$9.5M
Prior Year	\$3.99M	\$2.47M	\$2.98M	\$3.65M	\$7.83M	\$8.99M	\$6M	\$6.1M	\$9.22M	\$10.7M	\$7.31M	\$6.6M	\$5.03M
Percent Change from Prior Year	26%	94%	31%	171%	-47%	-44%	74%	134%	85%	34%	84%	112%	89%

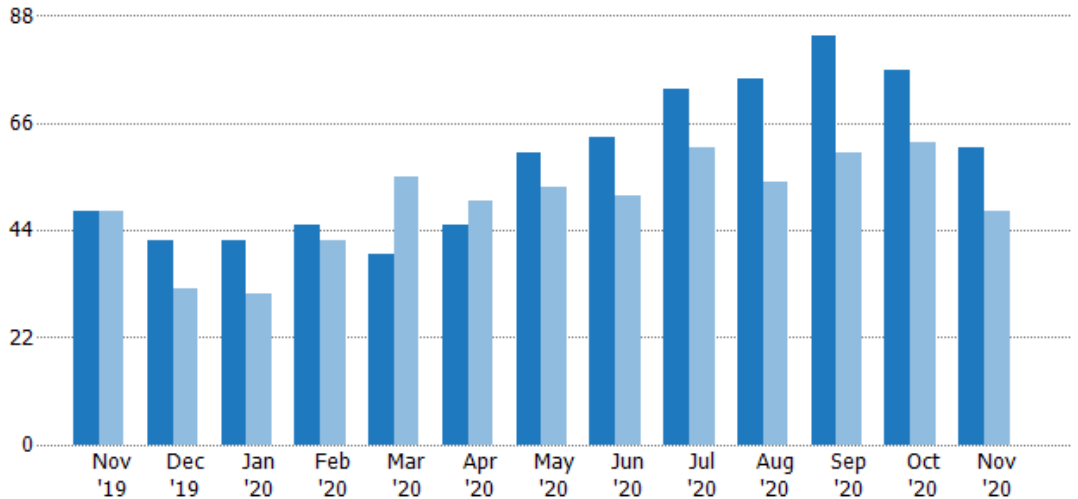
Pending Sales

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	61	27.1%
Nov '19	48	0%
Nov '18	48	-2.1%



Current Year	48	42	42	45	39	45	60	63	73	75	84	77	61
Prior Year	48	32	31	42	55	50	53	51	61	54	60	62	48
Percent Change from Prior Year	0%	31%	35%	7%	-29%	-10%	13%	24%	20%	39%	40%	24%	27%

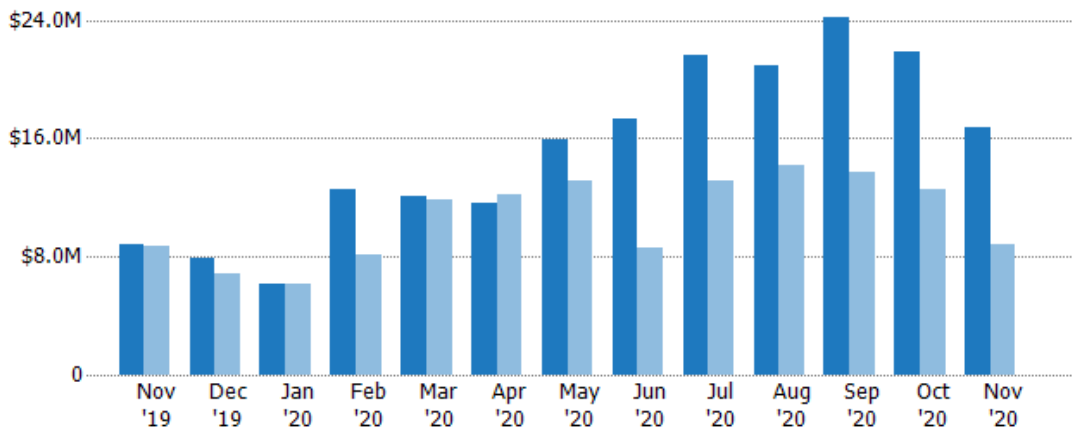
Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$16.7M	90.9%
Nov '19	\$8.77M	0.1%
Nov '18	\$8.76M	3.2%



Current Year	\$8.77M	\$7.92M	\$6.19M	\$12.6M	\$12.1M	\$11.6M	\$15.9M	\$17.3M	\$21.6M	\$21M	\$24.2M	\$21.9M	\$16.7M
Prior Year	\$8.76M	\$6.8M	\$6.13M	\$8.14M	\$11.8M	\$12.2M	\$13.1M	\$8.54M	\$13.1M	\$14.2M	\$13.7M	\$12.5M	\$8.77M
Percent Change from Prior Year	0%	17%	1%	54%	2%	-5%	22%	103%	65%	48%	76%	75%	91%

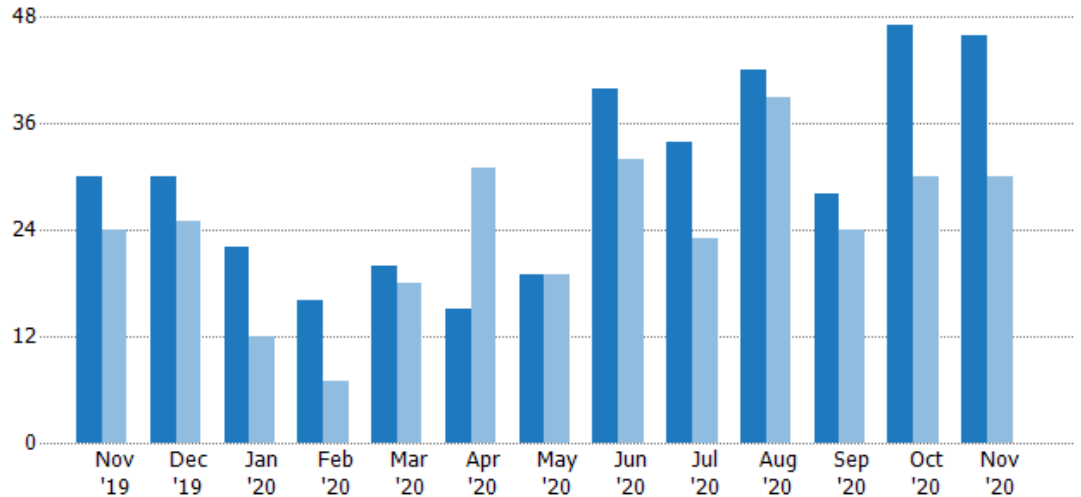
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	46	53.3%
Nov '19	30	25%
Nov '18	24	50%



Current Year	30	30	22	16	20	15	19	40	34	42	28	47	46
Prior Year	24	25	12	7	18	31	19	32	23	39	24	30	30
Percent Change from Prior Year	25%	20%	83%	129%	11%	-52%	0%	25%	48%	8%	17%	57%	53%

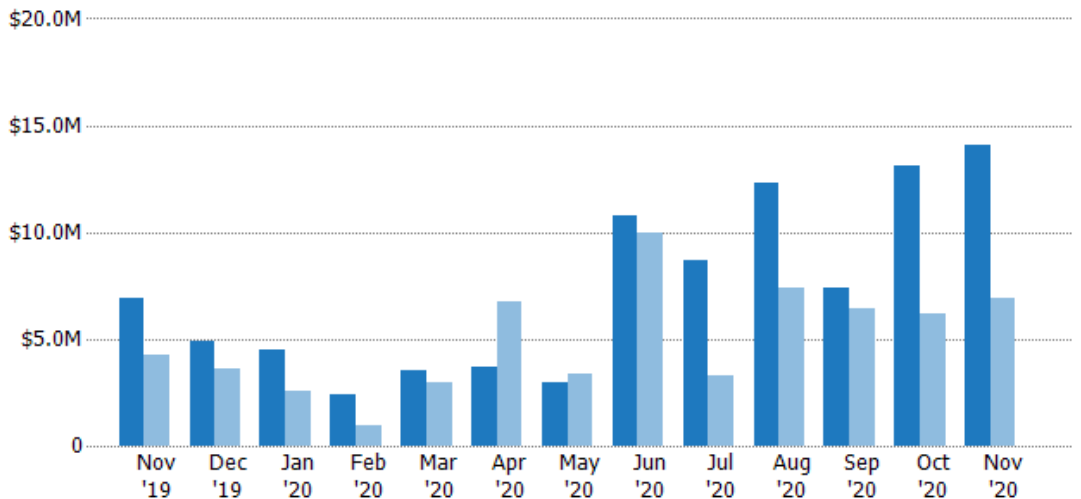
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

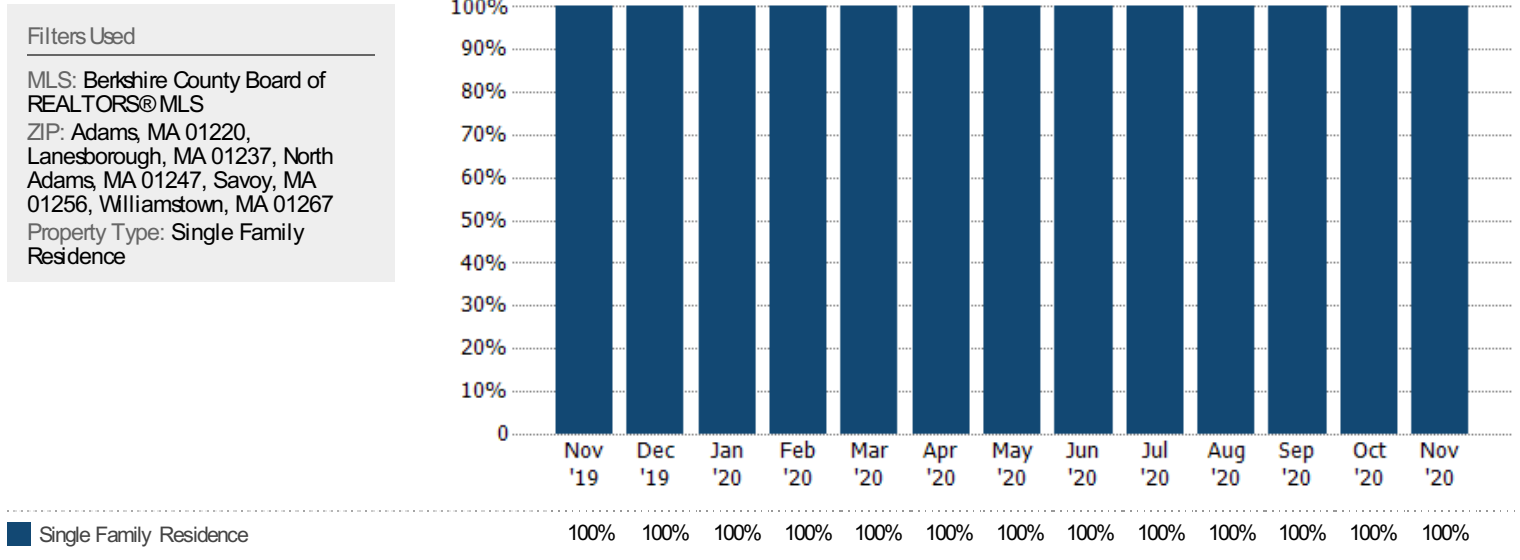
Month/Year	Volume	% Chg.
Nov '20	\$14.1M	103.3%
Nov '19	\$6.92M	62.9%
Nov '18	\$4.25M	54.8%



Current Year	\$6.92M	\$4.92M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M	\$7.43M	\$13.1M	\$14.1M
Prior Year	\$4.25M	\$3.64M	\$2.58M	\$961K	\$2.95M	\$6.79M	\$3.34M	\$9.97M	\$3.31M	\$7.39M	\$6.44M	\$6.21M	\$6.92M
Percent Change from Prior Year	63%	35%	74%	150%	19%	-46%	-12%	8%	163%	66%	15%	111%	103%

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.

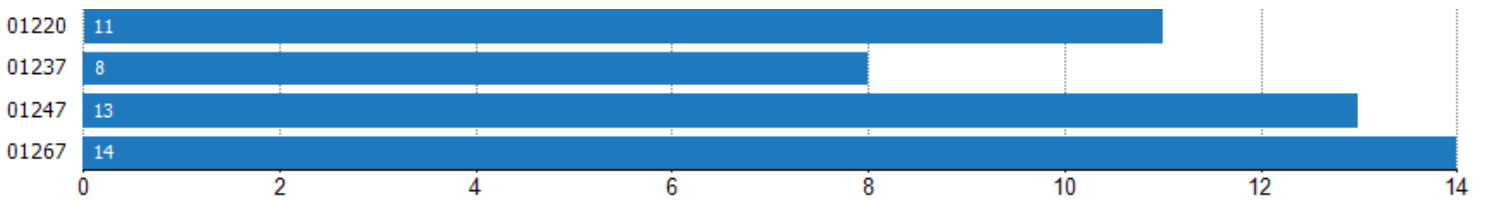
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



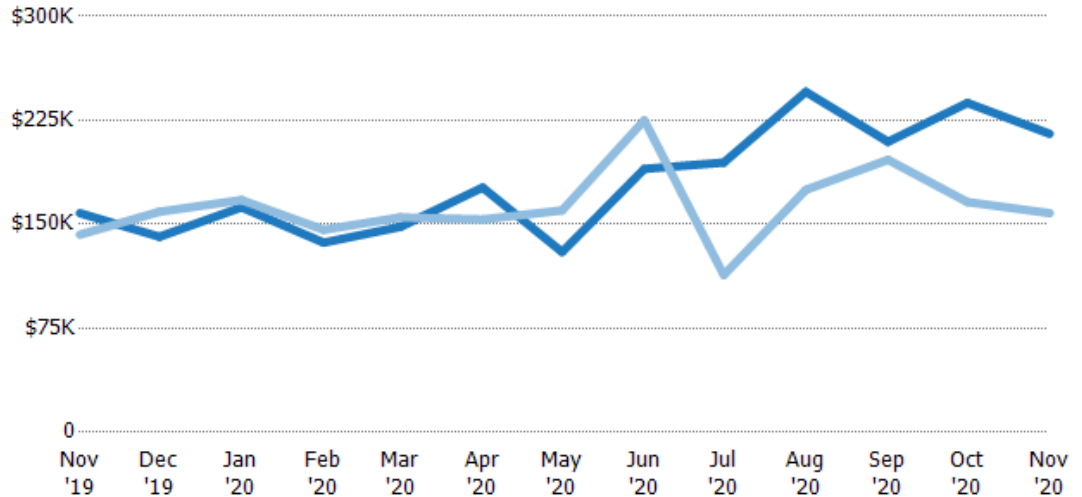
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Nov '20	\$215K	36.2%
Nov '19	\$158K	10.9%
Nov '18	\$143K	8.7%



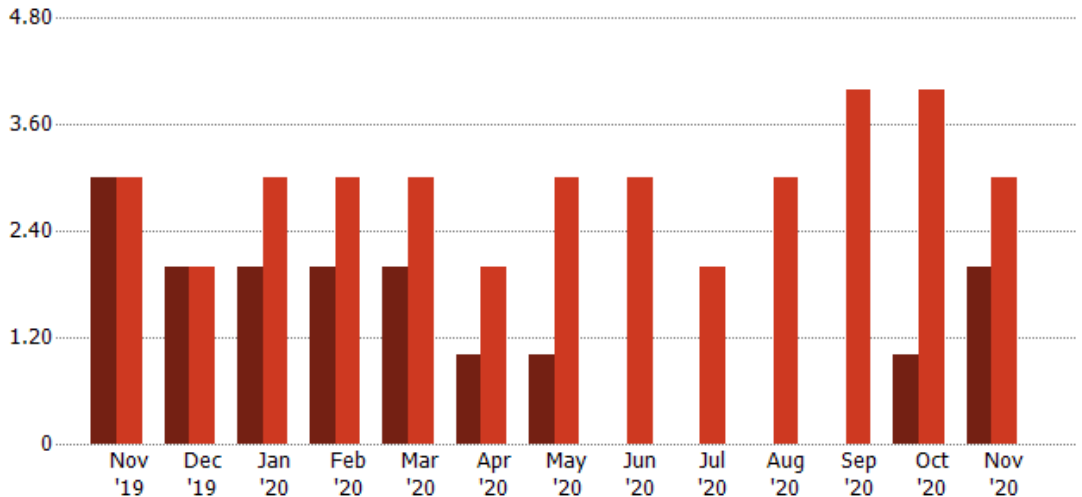
Current Year	\$158K	\$141K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K	\$210K	\$238K	\$215K
Prior Year	\$143K	\$159K	\$168K	\$146K	\$155K	\$154K	\$160K	\$225K	\$113K	\$175K	\$197K	\$166K	\$158K
Percent Change from Prior Year	11%	-11%	-3%	-6%	-4%	15%	-19%	-16%	72%	40%	7%	43%	36%

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence



Current Year	3	2	2	2	2	1	1	-	-	-	-	1	2
Prior Year	3	2	3	3	3	2	3	3	2	3	4	4	3
Percent Change from Prior Year	0%	0%	-33%	-33%	-33%	-50%	-67%	-100%	-100%	-100%	-100%	-75%	-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.

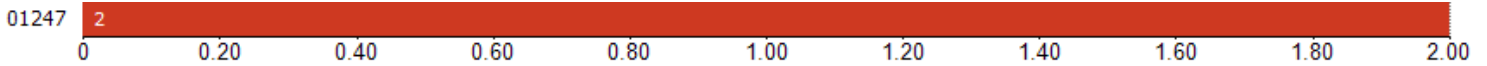
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence

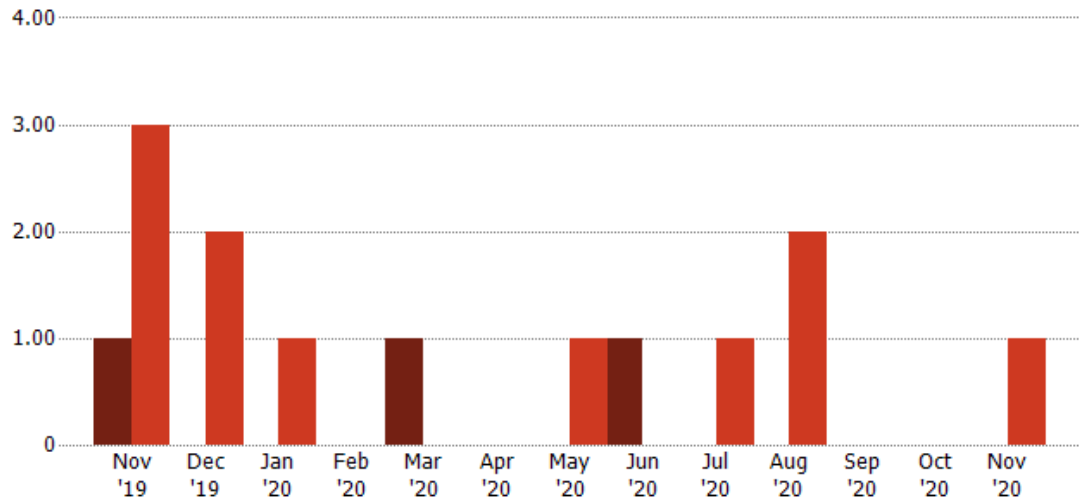


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
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	3	2	1	-	-	-	1	-	1	2	-	-	1
Percent Change from Prior Year	-67%	-100%	-100%	-	100%	-	-100%	100%	-100%	-100%	-	-	-100%

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
01220	16	\$3,110,900	11	\$1,706,750	\$155,159	\$125,000	\$112	\$102	13
01237	5	\$1,691,500	8	\$1,827,700	\$228,463	\$237,700	\$160	\$142	29
01247	23	\$3,626,882	13	\$2,877,000	\$221,308	\$175,000	\$128	\$94	8
01267	15	\$8,052,999	14	\$7,655,500	\$546,821	\$504,500	\$210	\$185	16

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		