

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	102	90	+13.3%	1,836	1,962	-6.4%
New Listing Volume	\$36,804,289	\$24,129,750	+52.5%	\$800,088,355	\$723,313,204	+10.6%
Active Listing Count	340	770	-55.8%	N/A	N/A	
Active Listing Volume	\$280,667,403	\$448,145,551	-37.4%	N/A	N/A	
Median Listing Price	\$449,000	\$352,000	+27.6%	\$401,961	\$356,892	+12.6%
Months of Inventory	1.4	5.2	-72.5%	4.6	7	-35%
Sales Activity Charts Metrics						
New Pending Sales Count	159	110	+44.5%	1,983	1,587	+25%
New Pending Sales Volume	\$66,155,679	\$34,852,547	+89.8%	\$751,134,564	\$475,625,657	+57.9%
Pending Sales Count	289	187	+54.5%	N/A	N/A	
Pending Sales Volume	\$121,685,910	\$58,686,688	+107.3%	N/A	N/A	
Closed Sales Count	182	136	+33.8%	1,552	1,304	+19%
Closed Sales Volume	\$76,764,561	\$38,943,782	+97.1%	\$568,538,778	\$368,784,720	+54.2%
Median Sales Price	\$295,500	\$218,000	+35.6%	\$270,981	\$222,218	+21.9%
Distressed Charts Metrics						
Distressed Listing Count	3	6	-50%	N/A	N/A	

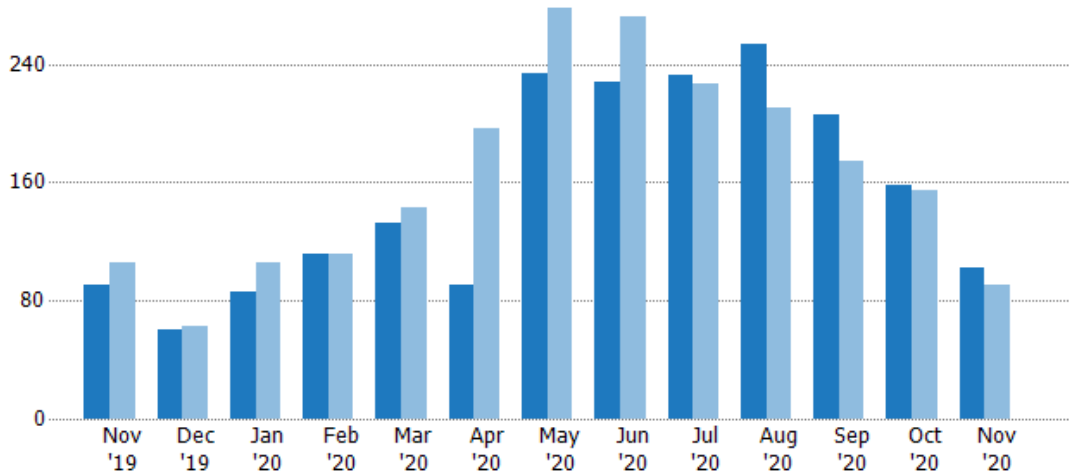
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Nov '20	102	13.3%
Nov '19	90	-15.1%
Nov '18	106	-16%



Current Year	90	60	86	112	133	91	234	228	232	254	206	158	102
Prior Year	106	63	106	112	143	196	278	272	227	210	174	154	90
Percent Change from Prior Year	-15%	-5%	-19%	0%	-7%	-54%	-16%	-16%	2%	21%	18%	3%	13%

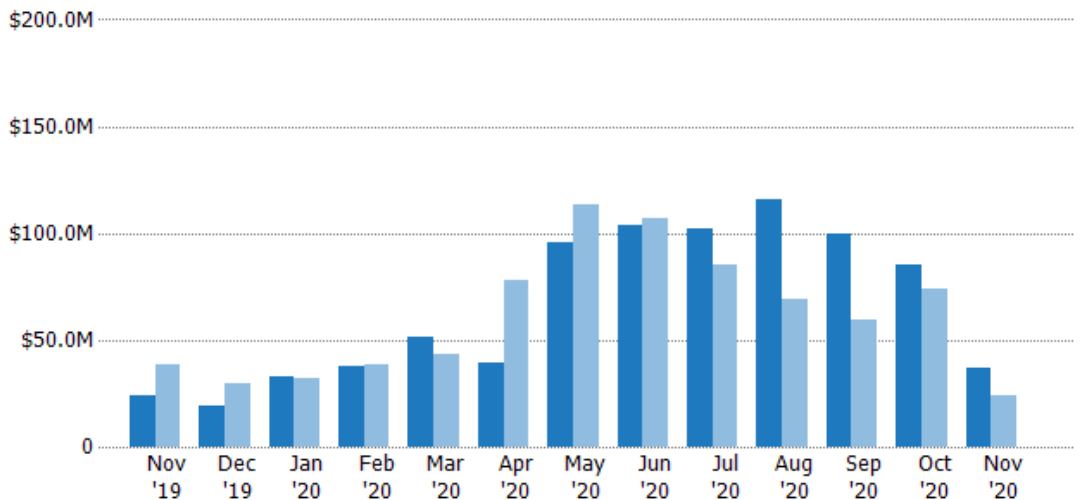
New Listing Volume

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.
Nov '20	\$36.8M	52.5%
Nov '19	\$24.1M	-37.1%
Nov '18	\$38.3M	-24.5%



Current Year	\$24.1M	\$19.4M	\$32.6M	\$37.7M	\$51.6M	\$39.2M	\$95.8M	\$104M	\$102M	\$116M	\$99.4M	\$85.4M	\$36.8M
Prior Year	\$38.3M	\$29.5M	\$32.2M	\$38.6M	\$43.4M	\$77.7M	\$113M	\$107M	\$85M	\$68.7M	\$59.1M	\$74.2M	\$24.1M
Percent Change from Prior Year	-37%	-34%	1%	-2%	19%	-50%	-15%	-3%	20%	69%	68%	15%	53%

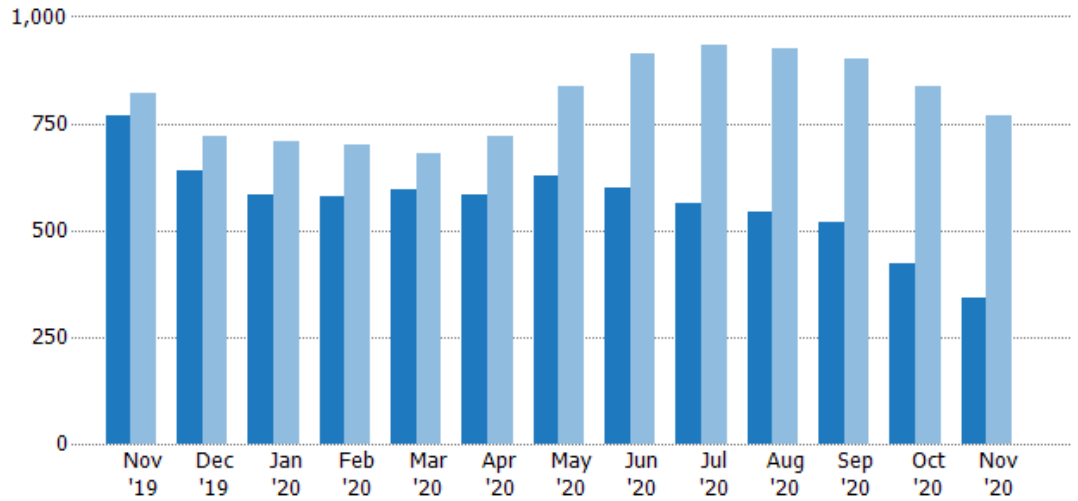
Active Listings

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.
Nov '20	340	-55.8%
Nov '19	770	-6.2%
Nov '18	821	-5.1%



Current Year	770	640	584	578	594	583	627	599	564	544	517	423	340
Prior Year	821	720	707	701	678	720	836	912	932	925	903	836	770
Percent Change from Prior Year	-6%	-11%	-17%	-18%	-12%	-19%	-25%	-34%	-39%	-41%	-43%	-49%	-56%

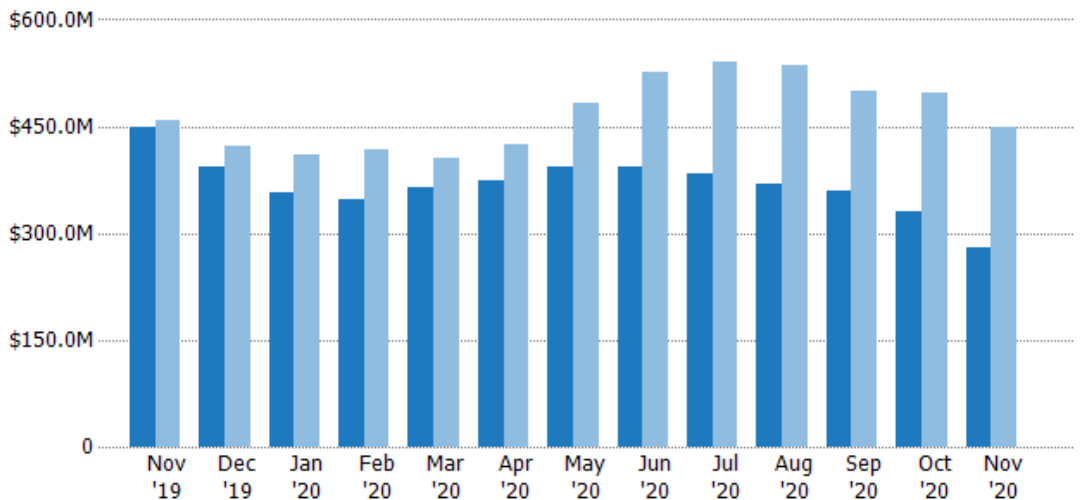
Active Listing Volume

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.
Nov '20	\$281M	-37.4%
Nov '19	\$448M	-2.4%
Nov '18	\$459M	-14.8%



Current Year	\$448M	\$394M	\$356M	\$348M	\$366M	\$374M	\$393M	\$394M	\$383M	\$368M	\$360M	\$331M	\$281M
Prior Year	\$459M	\$422M	\$410M	\$417M	\$406M	\$425M	\$483M	\$525M	\$541M	\$536M	\$499M	\$498M	\$448M
Percent Change from Prior Year	-2%	-7%	-13%	-16%	-10%	-12%	-19%	-25%	-29%	-31%	-28%	-34%	-37%

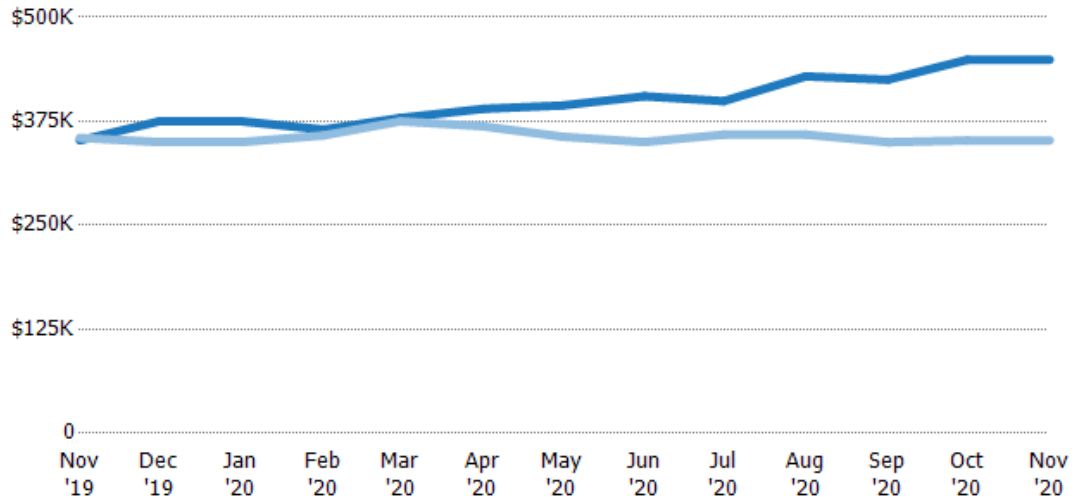
Median Listing Price

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

Filters Used

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

Month/Year	Price	% Chg.
Nov '20	\$449K	27.6%
Nov '19	\$352K	-0.8%
Nov '18	\$355K	-7.3%



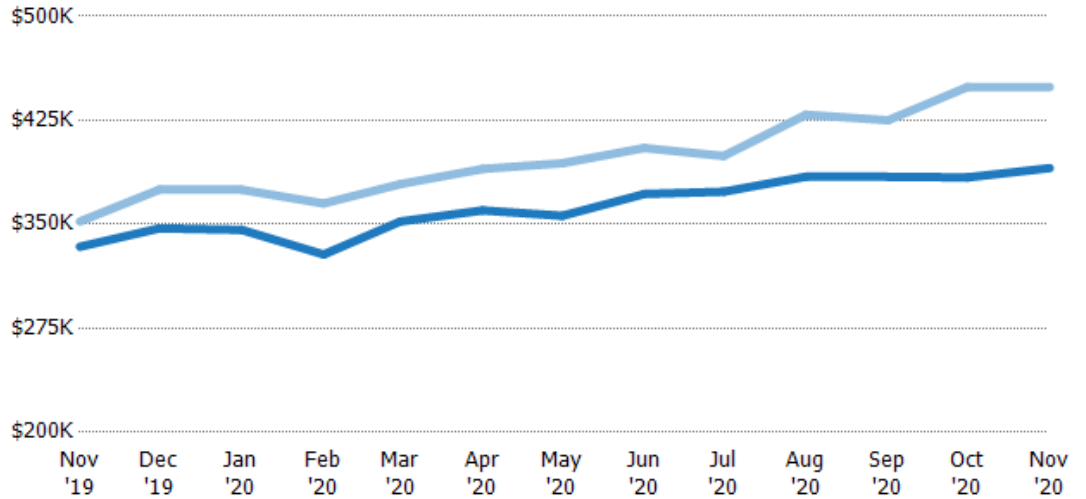
Current Year	\$352K	\$375K	\$375K	\$365K	\$379K	\$390K	\$394K	\$405K	\$399K	\$429K	\$425K	\$449K	\$449K
Prior Year	\$355K	\$350K	\$350K	\$358K	\$375K	\$369K	\$357K	\$350K	\$359K	\$359K	\$350K	\$352K	\$352K
Percent Change from Prior Year	-1%	7%	7%	2%	1%	6%	11%	16%	11%	19%	21%	28%	28%

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	\$334K	\$347K	\$346K	\$328K	\$352K	\$360K	\$356K	\$372K	\$374K	\$384K	\$384K	\$384K	\$391K
Median Listing Price	\$352K	\$375K	\$375K	\$365K	\$379K	\$390K	\$394K	\$405K	\$399K	\$429K	\$425K	\$449K	\$449K
Med Listing Price as a % of Med Est Value	105%	108%	108%	111%	108%	108%	111%	109%	107%	112%	111%	117%	115%

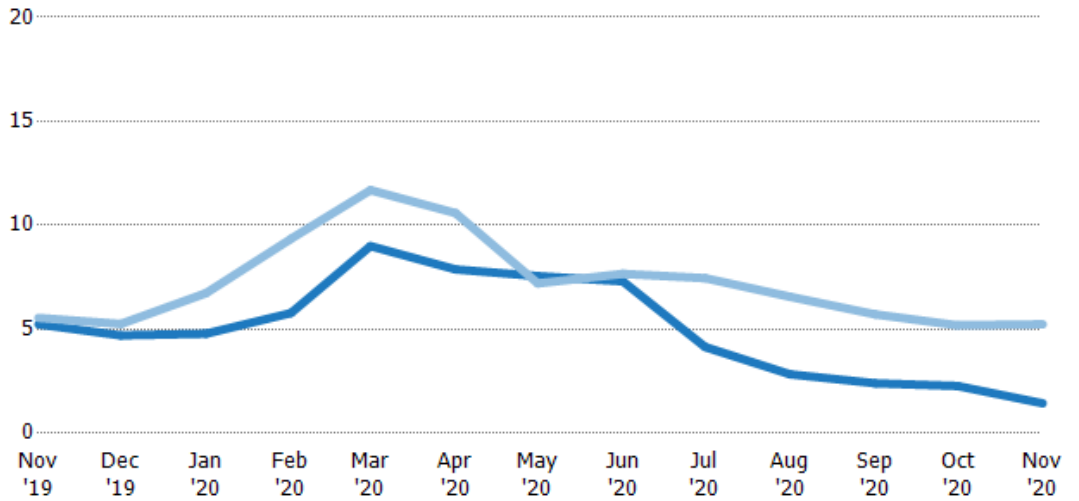
Months of Inventory

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.
Nov '20	1.44	-72.5%
Nov '19	5.24	-5.6%
Nov '18	5.55	10.6%



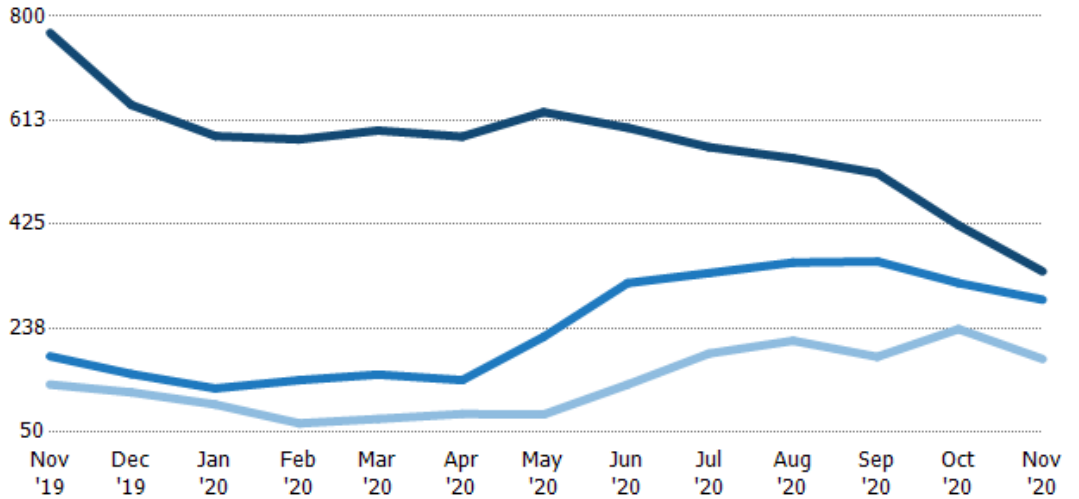
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	5.24	4.71	4.79	5.78	9	7.88	7.55	7.3	4.15	2.83	2.4	2.27	1.44
Prior Year	5.55	5.26	6.73	9.35	11.7	10.6	7.21	7.66	7.46	6.56	5.72	5.19	5.24
Percent Change from Prior Year	-6%	-10%	-29%	-38%	-23%	-26%	5%	-5%	-44%	-57%	-58%	-56%	-72%

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



	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	770	640	584	578	594	583	627	599	564	544	517	423	340
Pending	187	155	129	144	154	144	222	319	337	356	358	319	289
Sold	136	122	100	66	74	83	82	136	192	215	186	236	182

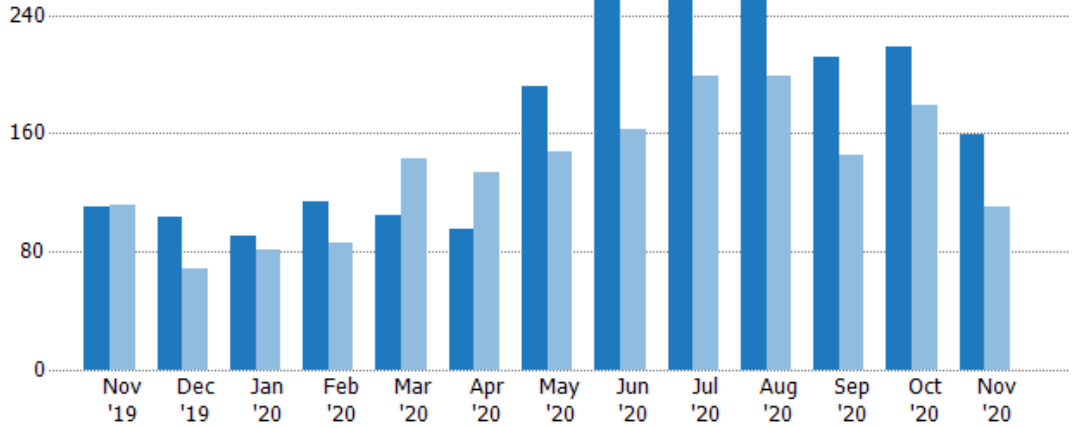
New Pending Sales

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.
Nov '20	159	44.5%
Nov '19	110	-1.8%
Nov '18	112	-8%



	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	110	103	90	114	104	95	192	260	268	270	212	219	159
Prior Year	112	68	81	86	143	134	148	163	199	199	145	179	110
Percent Change from Prior Year	-2%	51%	11%	33%	-27%	-29%	30%	60%	35%	36%	46%	22%	45%

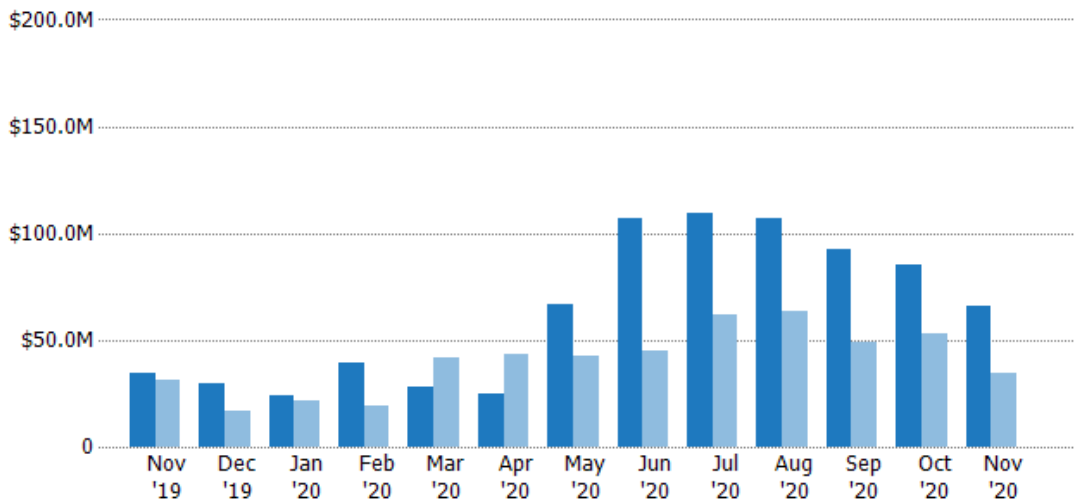
New Pending Sales Volume

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.
Nov '20	\$66.2M	89.8%
Nov '19	\$34.9M	11.7%
Nov '18	\$31.2M	-0.6%



	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	\$34.9M	\$29.8M	\$23.9M	\$39.3M	\$27.9M	\$25M	\$67.1M	\$107M	\$110M	\$107M	\$92.3M	\$85.6M	\$66.2M
Prior Year	\$31.2M	\$16.8M	\$21.9M	\$19.5M	\$41.9M	\$43.6M	\$42.4M	\$45.1M	\$61.6M	\$63.3M	\$48.6M	\$52.9M	\$34.9M
Percent Change from Prior Year	12%	77%	9%	102%	-33%	-43%	58%	138%	78%	69%	90%	62%	90%

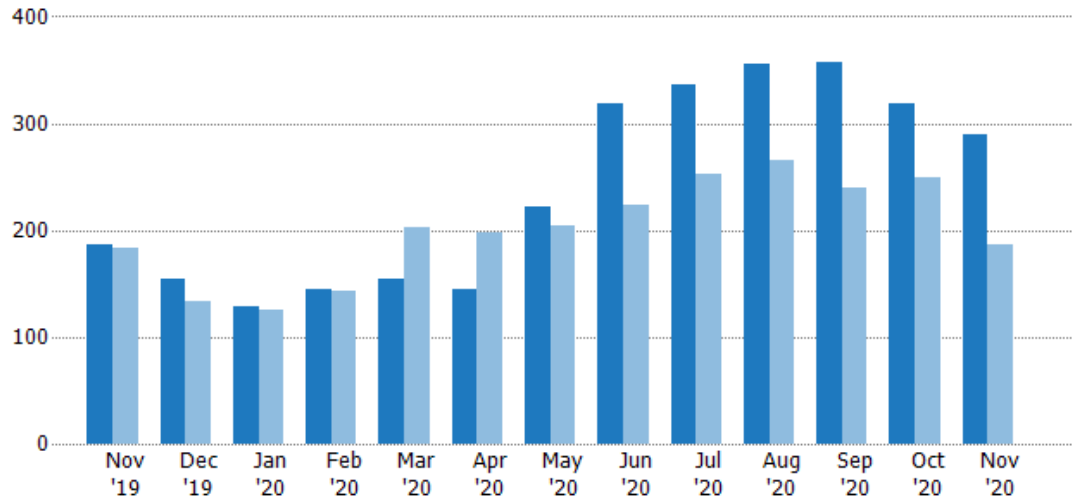
Pending Sales

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.
Nov '20	289	54.5%
Nov '19	187	2.2%
Nov '18	183	-3.3%



Current Year	187	155	129	144	154	144	222	319	337	356	358	319	289
Prior Year	183	133	126	143	203	198	205	224	253	265	239	250	187
Percent Change from Prior Year	2%	17%	2%	1%	-24%	-27%	8%	42%	33%	34%	50%	28%	55%

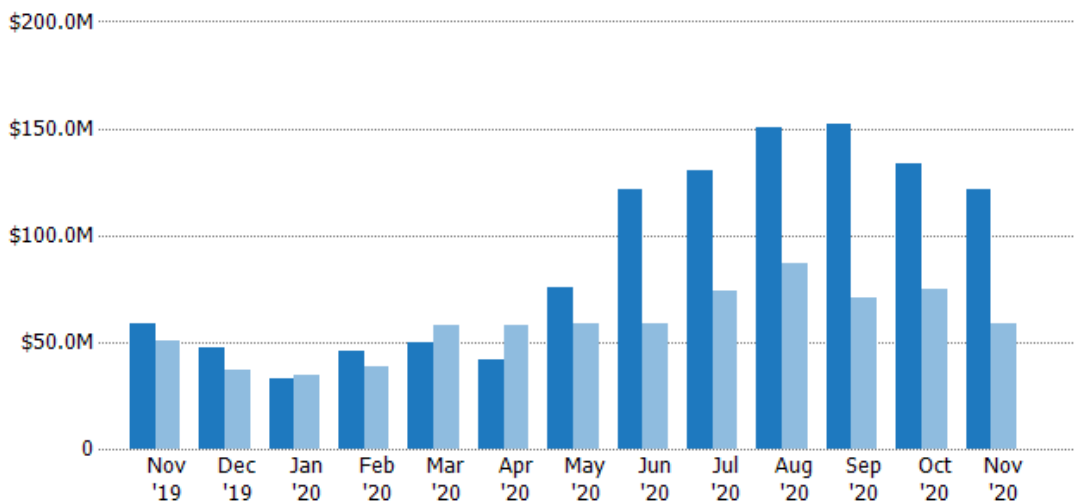
Pending Sales Volume

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.
Nov '20	\$122M	107.3%
Nov '19	\$58.7M	16.2%
Nov '18	\$50.5M	12.1%



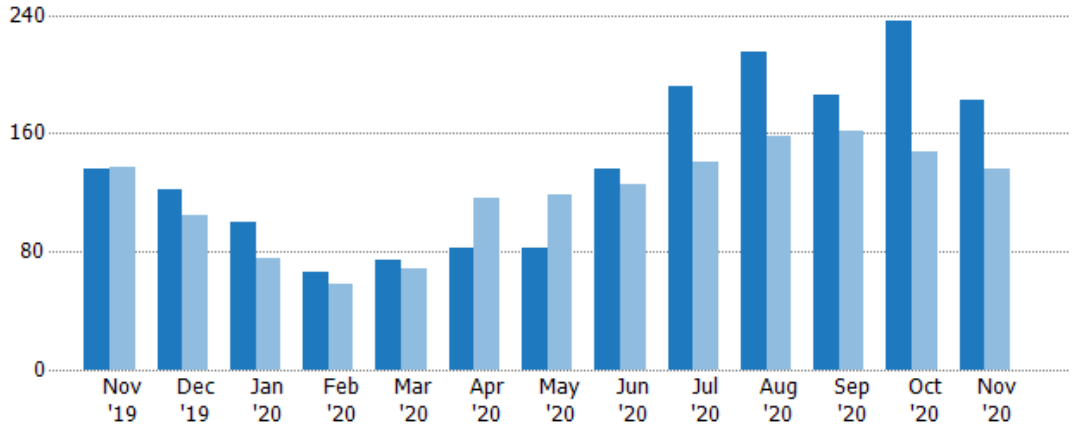
Current Year	\$58.7M	\$47.7M	\$33M	\$45.9M	\$49.6M	\$41.4M	\$75.7M	\$121M	\$130M	\$151M	\$152M	\$133M	\$122M
Prior Year	\$50.5M	\$36.8M	\$34.2M	\$38.4M	\$58.1M	\$58M	\$58.7M	\$58.4M	\$73.8M	\$86.5M	\$71M	\$74.5M	\$58.7M
Percent Change from Prior Year	16%	30%	-3%	20%	-15%	-29%	29%	108%	76%	74%	115%	79%	107%

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



Month/Year	Count	% Chg.
Nov '20	182	33.8%
Nov '19	136	-0.7%
Nov '18	137	-10.2%

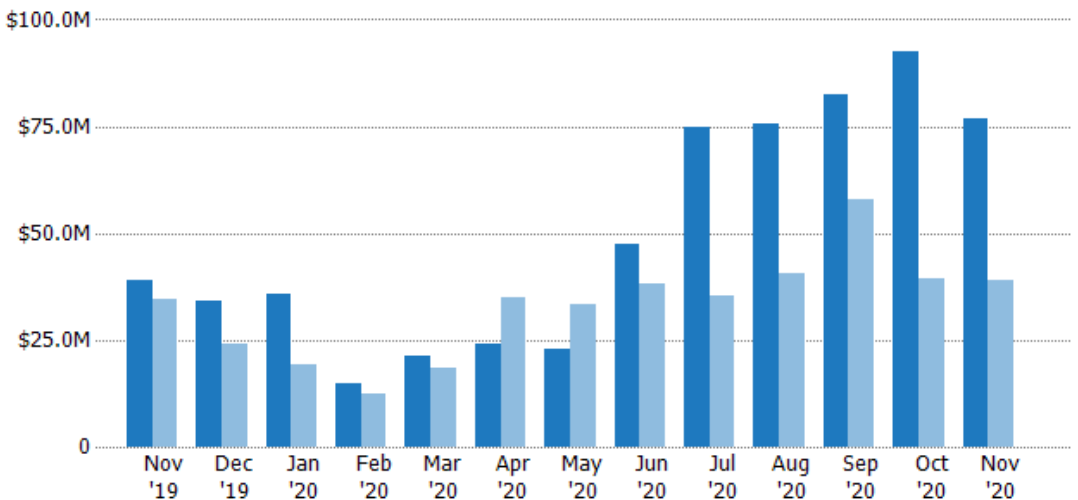
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	136	122	100	66	74	83	82	136	192	215	186	236	182
Prior Year	137	105	75	58	68	116	119	125	141	158	161	147	136
Percent Change from Prior Year	-1%	16%	33%	14%	9%	-28%	-31%	9%	36%	36%	16%	61%	34%

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



Month/Year	Volume	% Chg.
Nov '20	\$76.8M	97.1%
Nov '19	\$38.9M	13.1%
Nov '18	\$34.4M	-6.2%

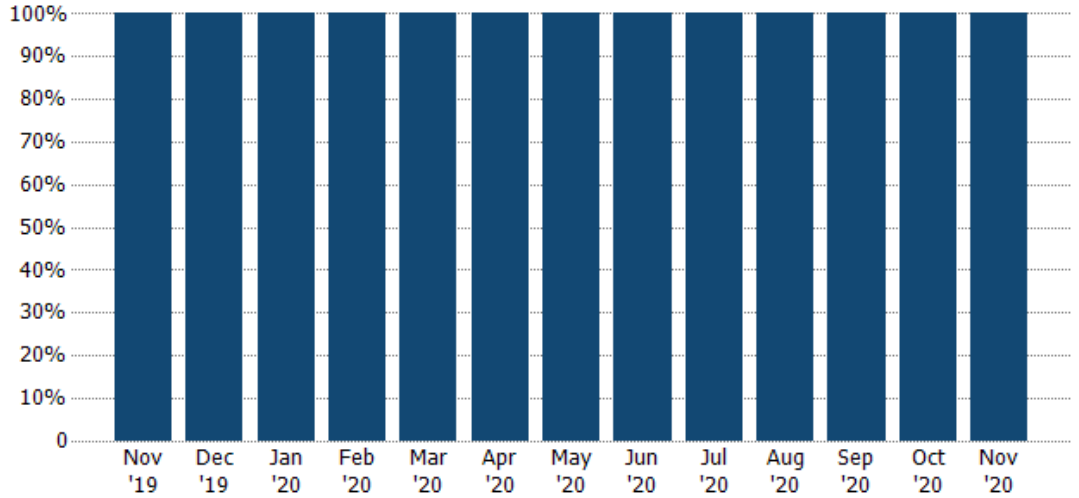
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$38.9M	\$34.3M	\$35.9M	\$14.7M	\$21.2M	\$24.2M	\$22.9M	\$47.5M	\$74.6M	\$75.5M	\$82.6M	\$92.7M	\$76.8M
Prior Year	\$34.4M	\$24.1M	\$19.1M	\$12.4M	\$18.4M	\$35.1M	\$33.3M	\$38.2M	\$35.2M	\$40.6M	\$58.1M	\$39.4M	\$38.9M
Percent Change from Prior Year	13%	42%	88%	19%	15%	-31%	-31%	24%	112%	86%	42%	135%	97%

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

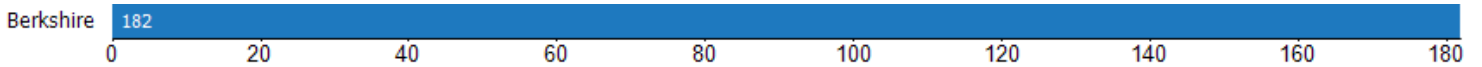


Property Type	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Closed Sales (By County)

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

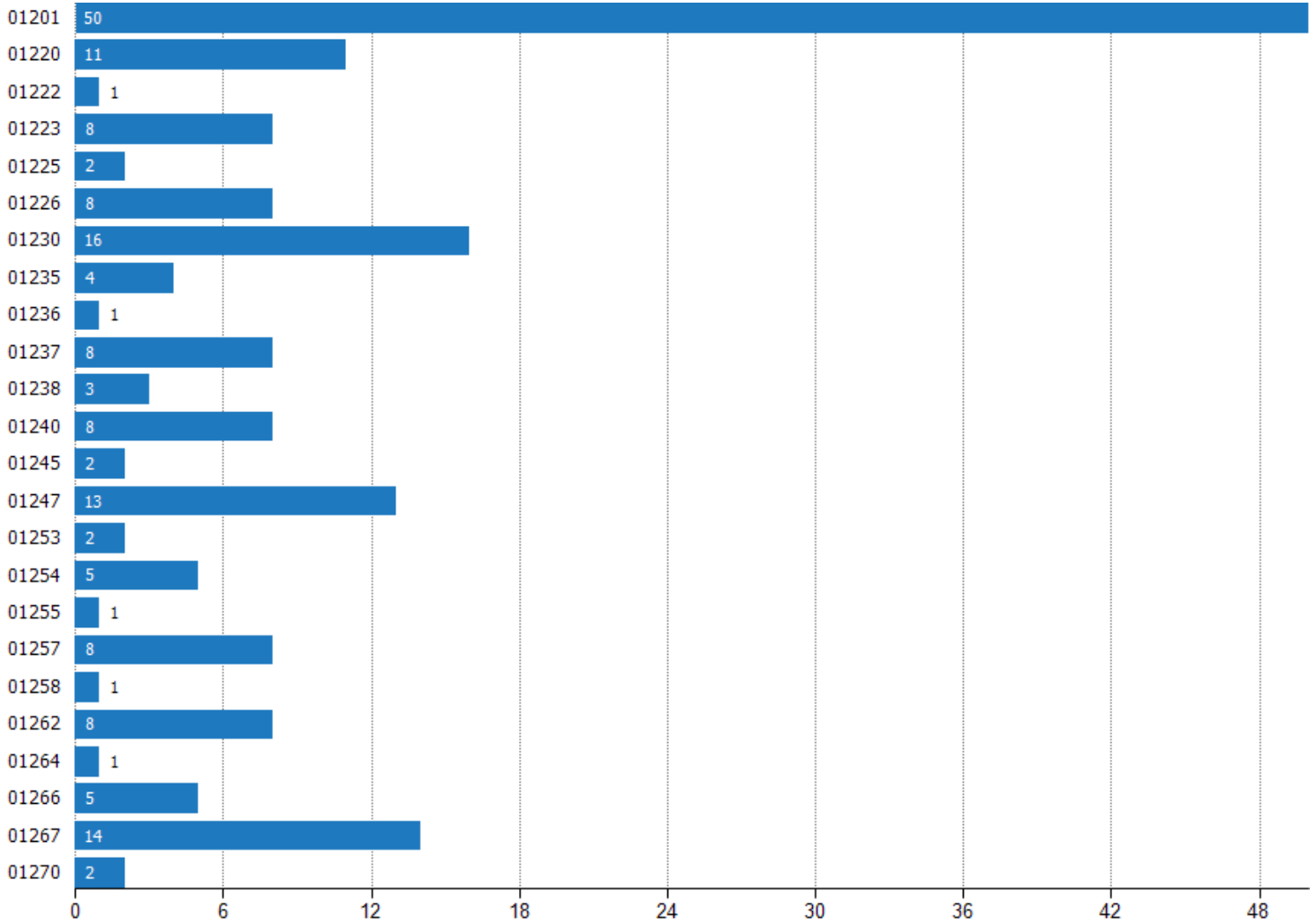
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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



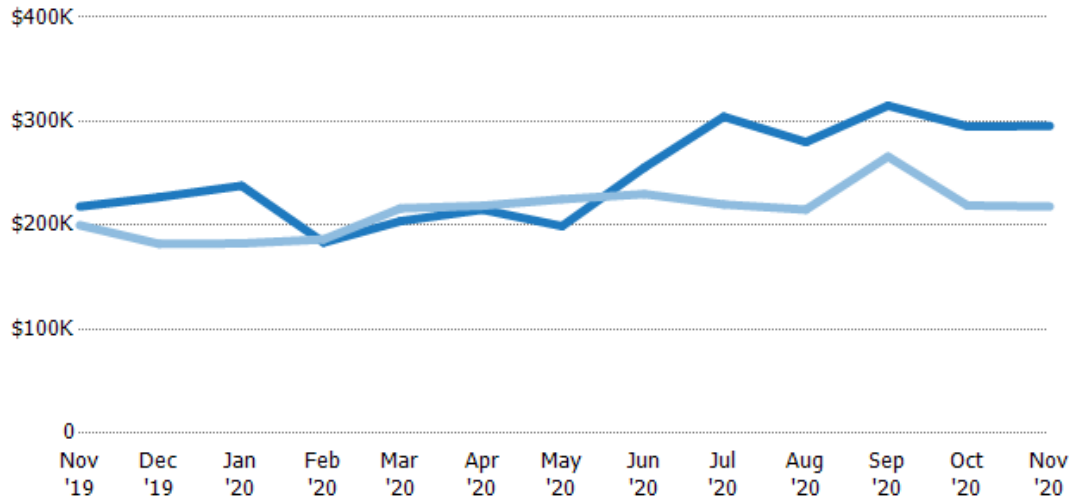
Median Sales Price

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.
Nov '20	\$296K	35.6%
Nov '19	\$218K	9%
Nov '18	\$200K	-6.5%



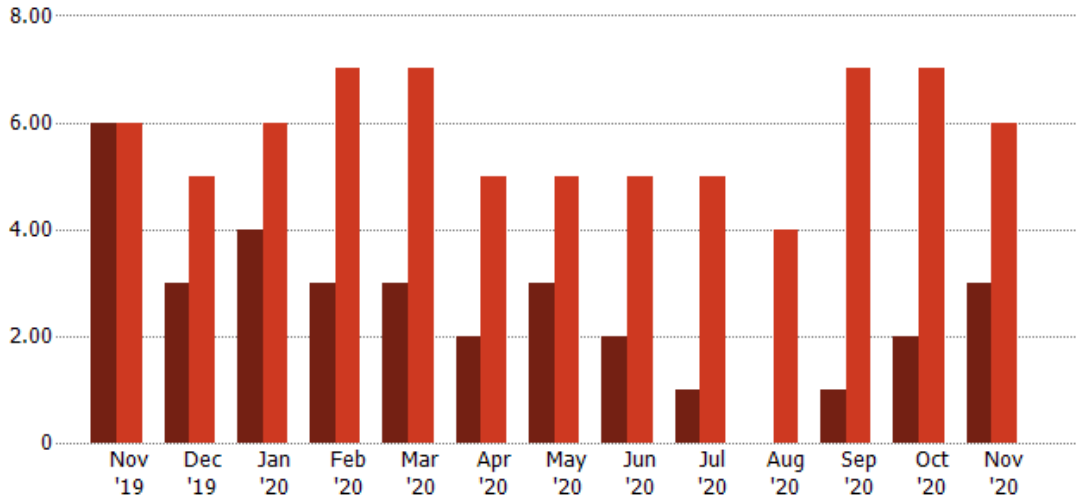
Current Year	\$218K	\$227K	\$238K	\$183K	\$204K	\$215K	\$199K	\$256K	\$304K	\$280K	\$315K	\$295K	\$296K
Prior Year	\$200K	\$182K	\$183K	\$187K	\$216K	\$219K	\$225K	\$230K	\$220K	\$215K	\$266K	\$219K	\$218K
Percent Change from Prior Year	9%	25%	30%	-2%	-6%	-2%	-11%	11%	38%	30%	18%	35%	36%

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



Current Year	6	3	4	3	3	2	3	2	1	-	1	2	3
Prior Year	6	5	6	7	7	5	5	5	5	4	7	7	6
Percent Change from Prior Year	0%	-40%	-33%	-57%	-57%	-60%	-40%	-60%	-80%	-100%	-86%	-71%	-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; 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

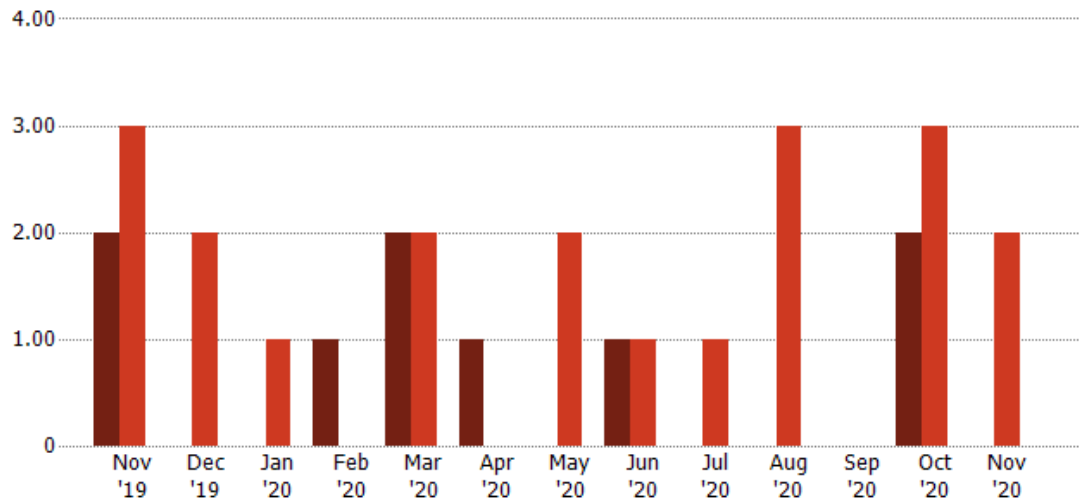


Distressed Sales

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	2	-	-	1	2	1	-	1	-	-	-	2	-
Prior Year	3	2	1	-	2	-	2	1	1	3	-	3	2
Percent Change from Prior Year	-33%	-100%	-100%	100%	0%	100%	-100%	0%	-100%	-100%	-	-33%	-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
01201	74	\$17,595,999	50	\$12,588,685	\$251,774	\$218,450	\$154	\$143	23
01220	16	\$3,110,900	11	\$1,706,750	\$155,159	\$125,000	\$112	\$102	13
01222	1	\$159,900	1	\$667,500	\$667,500	\$667,500	\$241	\$241	534
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
01230	32	\$29,320,700	16	\$13,014,000	\$813,375	\$603,750	\$245	\$221	77
01235	8	\$3,056,600	4	\$2,408,601	\$602,150	\$449,300	\$276	\$202	27
01236	3	\$730,000	1	\$750,000	\$750,000	\$750,000	\$267	\$267	78
01237	5	\$1,691,500	8	\$1,827,700	\$228,463	\$237,700	\$160	\$142	29
01238	11	\$2,589,200	3	\$1,696,525	\$565,508	\$430,000	\$219	\$226	83
01240	15	\$12,968,800	8	\$4,644,900	\$580,613	\$512,500	\$267	\$257	42
01245	6	\$3,757,000	2	\$972,500	\$486,250	\$486,250	\$242	\$242	95
01247	23	\$3,626,882	13	\$2,877,000	\$221,308	\$175,000	\$128	\$94	8
01253	4	\$1,771,900	2	\$770,000	\$385,000	\$385,000	\$282	\$282	58
01254	10	\$4,302,900	5	\$3,746,400	\$749,280	\$517,400	\$315	\$238	203
01255	1	\$279,900	1	\$289,000	\$289,000	\$289,000	\$235	\$235	28
01257	4	\$1,394,700	8	\$3,252,500	\$406,563	\$371,250	\$203	\$217	69
01258			1	\$500,000	\$500,000	\$500,000	\$228	\$228	187
01262	12	\$10,266,800	8	\$5,762,000	\$720,250	\$633,000	\$282	\$286	32
01264	1	\$129,000	1	\$1,400,000	\$1,400,000	\$1,400,000	\$282	\$282	5
01266	5	\$3,636,000	5	\$4,121,500	\$824,300	\$695,000	\$380	\$355	35
01267	15	\$8,052,999	14	\$7,655,500	\$546,821	\$504,500	\$210	\$185	16
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		