



Summary of Key Listing and Sales Metrics

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

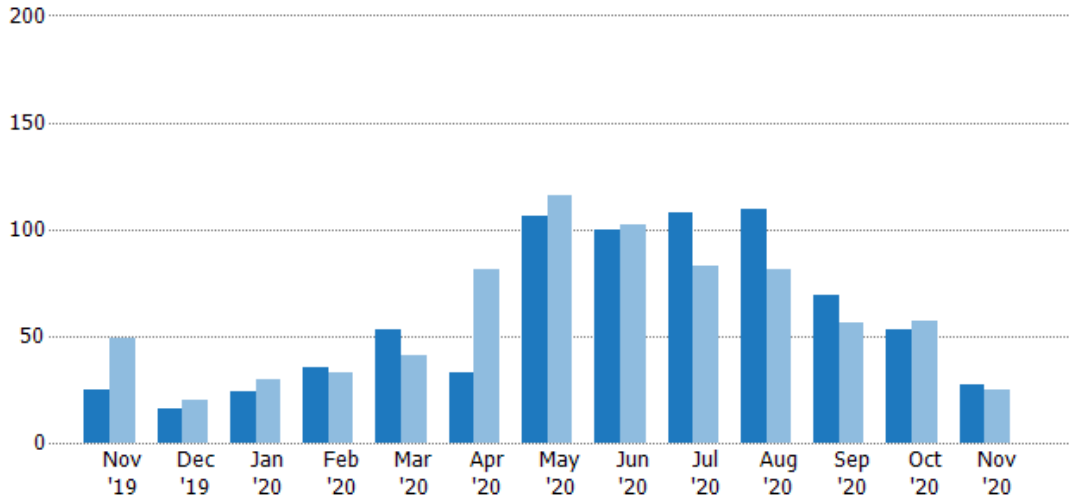
Key Metrics	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	25	+8%	717	705	+1.7%
New Listing Volume	\$15,955,979	\$10,400,600	+53.4%	\$460,964,514	\$382,228,400	+20.6%
Active Listing Count	169	399	-57.6%	N/A	N/A	
Active Listing Volume	\$187,801,274	\$291,403,702	-35.6%	N/A	N/A	
Median Listing Price	\$599,900	\$469,000	+27.9%	\$527,816	\$455,255	+15.9%
Months of Inventory	1.7	7.4	-76.7%	7.8	11.6	-32.6%
Sales Activity Charts Metrics						
New Pending Sales Count	59	33	+78.8%	744	489	+52.1%
New Pending Sales Volume	\$34,666,330	\$15,821,047	+119.1%	\$407,241,352	\$212,176,745	+91.9%
Pending Sales Count	103	50	+106%	N/A	N/A	
Pending Sales Volume	\$64,564,130	\$24,356,488	+165.1%	N/A	N/A	
Closed Sales Count	58	34	+70.6%	602	403	+49.4%
Closed Sales Volume	\$35,767,425	\$12,655,650	+182.6%	\$310,615,403	\$165,236,049	+88%
Median Sales Price	\$497,500	\$324,500	+53.3%	\$404,453	\$331,464	+22%
Distressed Charts Metrics						
Distressed Listing Count	-	1	-	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: 17 Selected
 Property Type: Single Family Residence



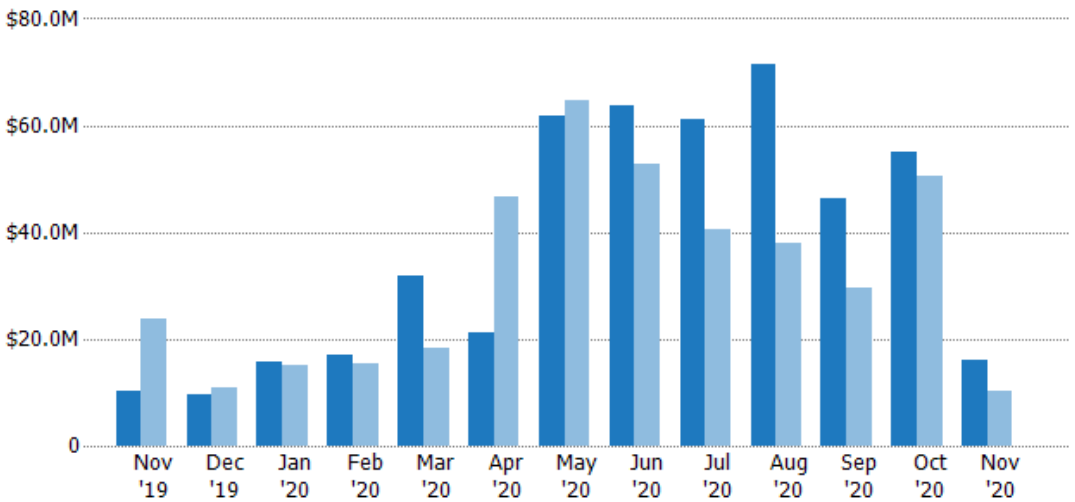
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	25	16	24	35	53	33	106	100	108	109	69	53	27
Prior Year	49	20	30	33	41	81	116	102	83	81	56	57	25
Percent Change from Prior Year	-49%	-20%	-20%	6%	29%	-59%	-9%	-2%	30%	35%	23%	-7%	8%

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: 17 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	\$10.4M	\$9.48M	\$15.7M	\$17M	\$31.8M	\$21.1M	\$61.9M	\$63.8M	\$61M	\$71.3M	\$46.3M	\$55.2M	\$16M
Prior Year	\$23.6M	\$10.9M	\$15.2M	\$15.4M	\$18.4M	\$46.7M	\$64.8M	\$52.8M	\$40.5M	\$38M	\$29.4M	\$50.6M	\$10.4M
Percent Change from Prior Year	-56%	-13%	3%	10%	73%	-55%	-4%	21%	51%	88%	57%	9%	53%

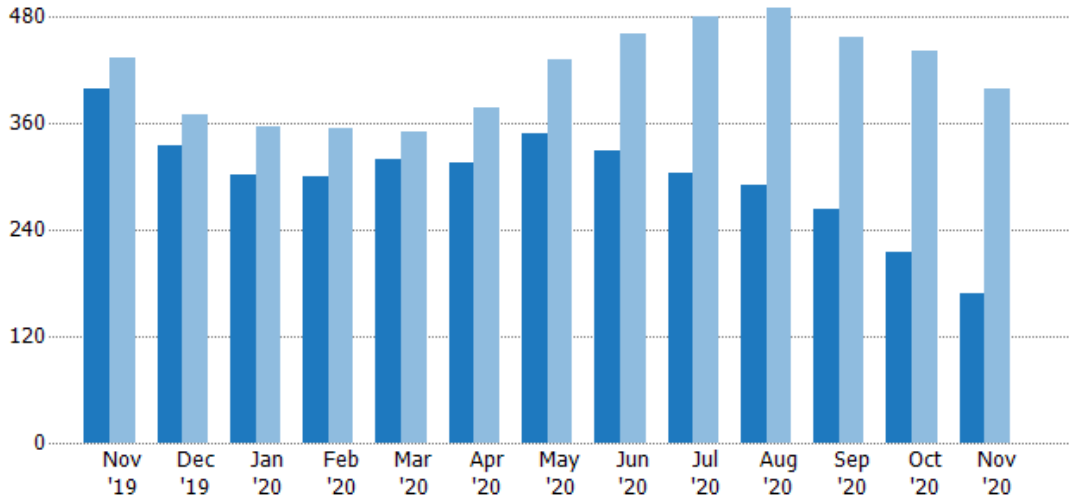
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	169	-57.6%
Nov '19	399	-8.3%
Nov '18	435	-11.7%



Current Year	399	335	302	300	320	315	349	330	304	290	263	214	169
Prior Year	435	371	357	355	351	377	432	461	480	490	457	441	399
Percent Change from Prior Year	-8%	-10%	-15%	-15%	-9%	-16%	-19%	-28%	-37%	-41%	-42%	-51%	-58%

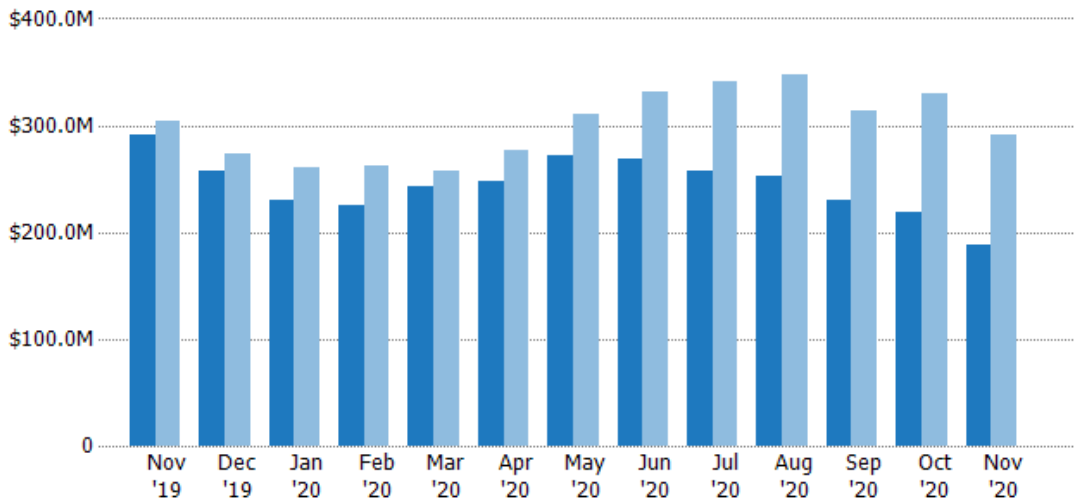
Active Listing Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$188M	-35.6%
Nov '19	\$291M	-4%
Nov '18	\$304M	-19.8%



Current Year	\$291M	\$257M	\$230M	\$225M	\$243M	\$248M	\$271M	\$269M	\$257M	\$252M	\$229M	\$218M	\$188M
Prior Year	\$304M	\$273M	\$261M	\$263M	\$258M	\$277M	\$310M	\$331M	\$341M	\$347M	\$314M	\$330M	\$291M
Percent Change from Prior Year	-4%	-6%	-12%	-14%	-6%	-10%	-13%	-19%	-24%	-27%	-27%	-34%	-36%

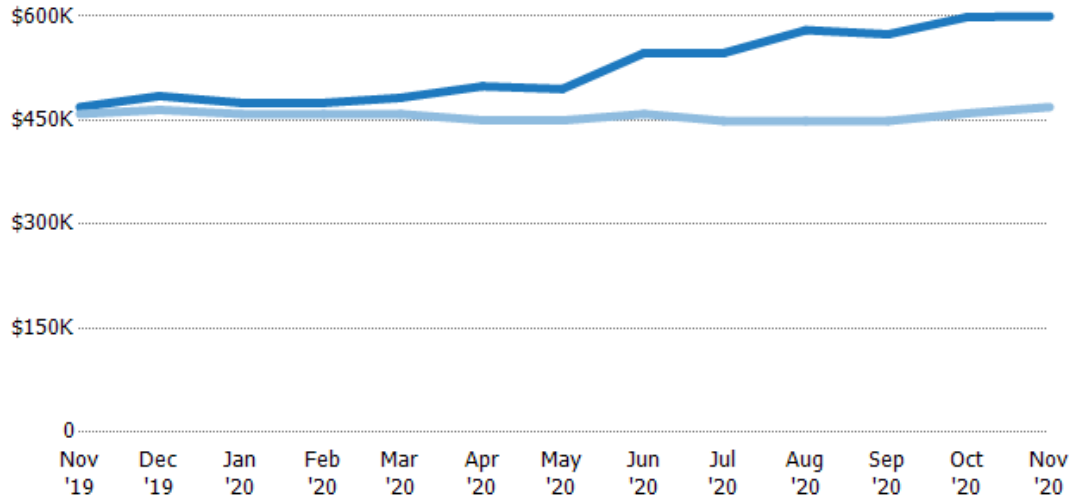
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Nov '20	\$600K	27.9%
Nov '19	\$469K	2.2%
Nov '18	\$459K	-4.4%



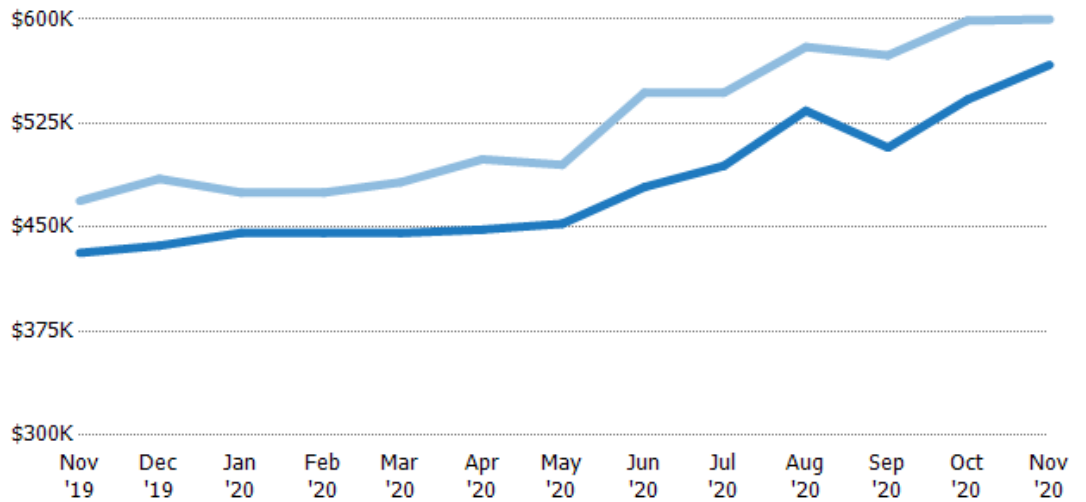
Current Year	\$469K	\$485K	\$475K	\$475K	\$482K	\$499K	\$495K	\$547K	\$547K	\$580K	\$574K	\$599K	\$600K
Prior Year	\$459K	\$465K	\$459K	\$459K	\$459K	\$450K	\$450K	\$459K	\$449K	\$449K	\$449K	\$460K	\$469K
Percent Change from Prior Year	2%	4%	3%	3%	5%	11%	10%	19%	22%	29%	28%	30%	28%

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
 ZIP: 17 Selected
 Property Type: Single Family Residence



Median Est Value	\$432K	\$437K	\$446K	\$446K	\$446K	\$448K	\$453K	\$479K	\$494K	\$534K	\$507K	\$542K	\$567K
Median Listing Price	\$469K	\$485K	\$475K	\$475K	\$482K	\$499K	\$495K	\$547K	\$547K	\$580K	\$574K	\$599K	\$600K
Med Listing Price as a % of Med Est Value	109%	111%	107%	107%	108%	111%	109%	114%	111%	109%	113%	110%	106%

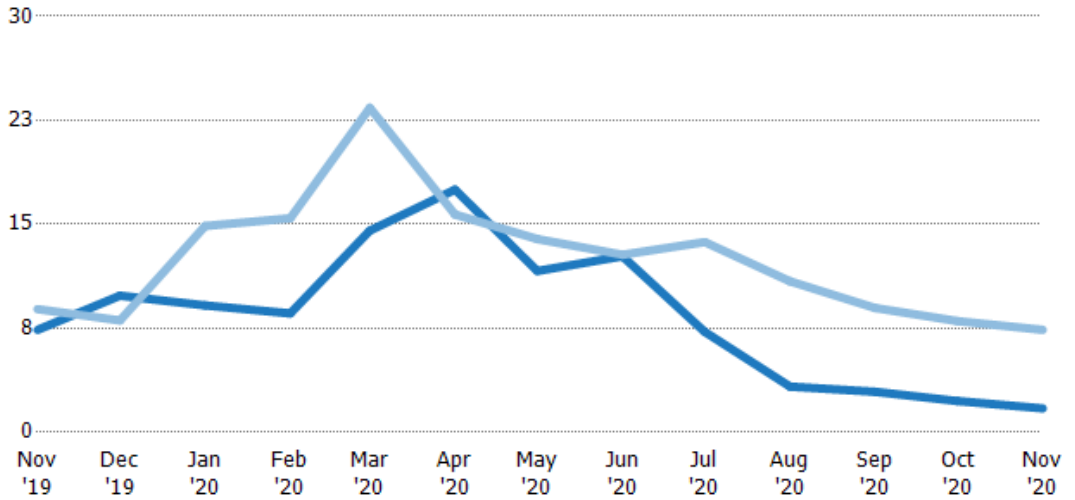
Months of Inventory

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Months	% Chg.
Nov '20	1.72	-76.7%
Nov '19	7.39	-16.8%
Nov '18	8.88	-1.7%



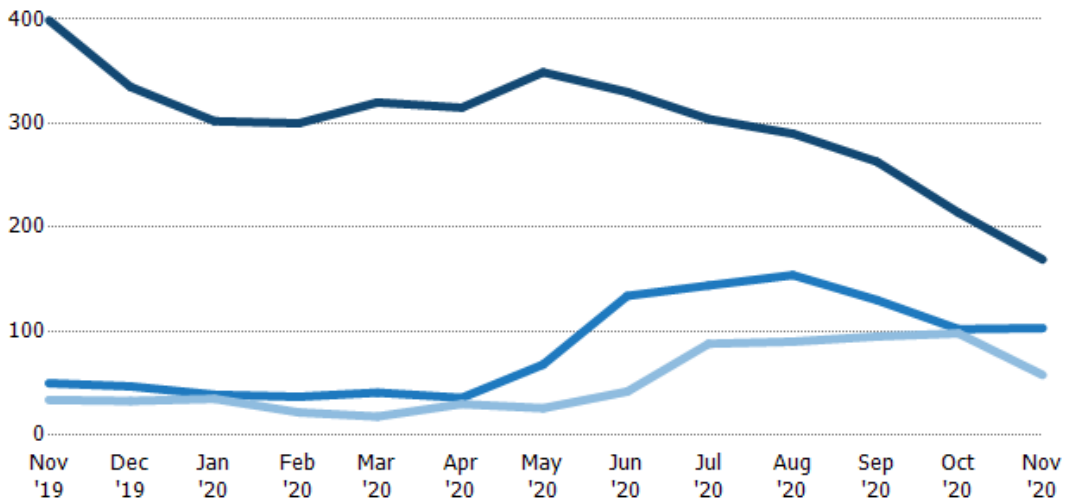
Current Year	7.39	9.85	9.15	8.57	14.5	17.5	11.6	12.7	7.24	3.3	2.92	2.25	1.72
Prior Year	8.88	8.07	14.9	15.4	23.4	15.7	13.9	12.8	13.7	10.9	8.96	8.02	7.39
Percent Change from Prior Year	-17%	22%	-38%	-44%	-38%	11%	-17%	-1%	-47%	-70%	-67%	-72%	-77%

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: 17 Selected
 Property Type: Single Family Residence



Active	399	335	302	300	320	315	349	330	304	290	263	214	169
Pending	50	47	39	37	41	36	68	134	144	154	130	102	103
Sold	34	33	35	22	18	30	26	42	88	90	95	98	58

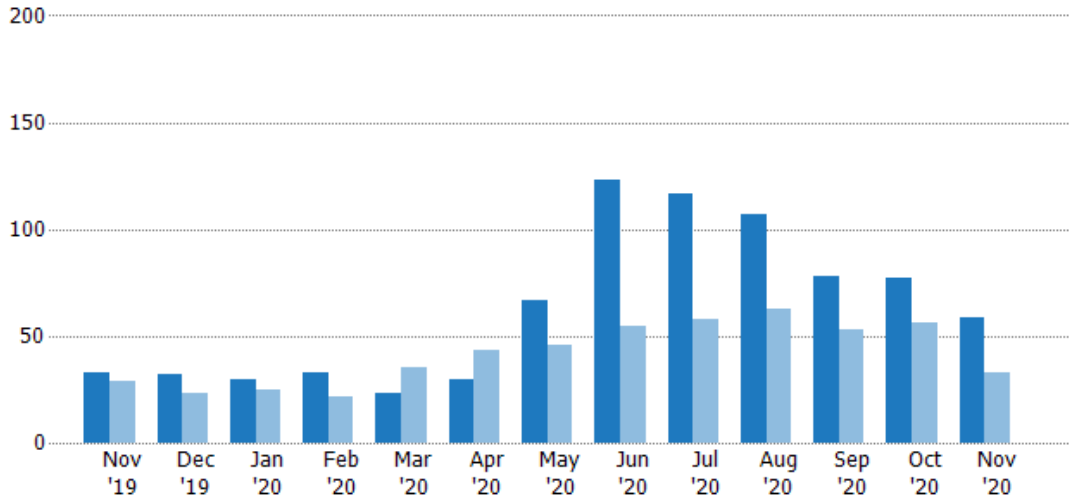
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	59	78.8%
Nov '19	33	13.8%
Nov '18	29	6.9%



Current Year	33	32	30	33	23	30	67	123	117	107	78	77	59
Prior Year	29	23	25	22	35	43	46	55	58	63	53	56	33
Percent Change from Prior Year	14%	39%	20%	50%	-34%	-30%	46%	124%	102%	70%	47%	38%	79%

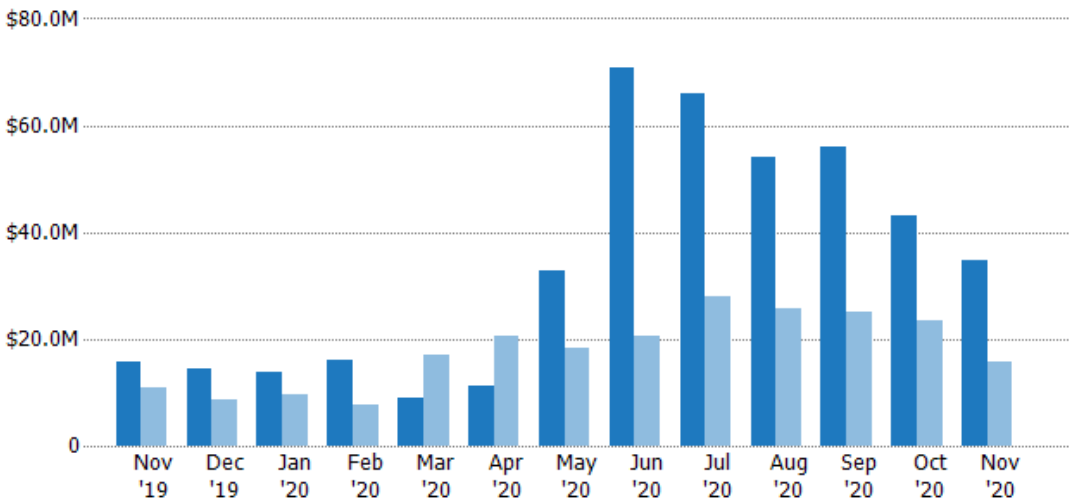
New Pending Sales Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$34.7M	119.1%
Nov '19	\$15.8M	45.5%
Nov '18	\$10.9M	53.1%



Current Year	\$15.8M	\$14.5M	\$13.9M	\$16.1M	\$8.88M	\$11.3M	\$32.8M	\$70.7M	\$66M	\$53.9M	\$56M	\$43M	\$34.7M
Prior Year	\$10.9M	\$8.61M	\$9.48M	\$7.63M	\$17.2M	\$20.6M	\$18.3M	\$20.6M	\$28M	\$25.8M	\$25.2M	\$23.6M	\$15.8M
Percent Change from Prior Year	45%	68%	47%	111%	-48%	-45%	79%	243%	136%	109%	122%	82%	119%

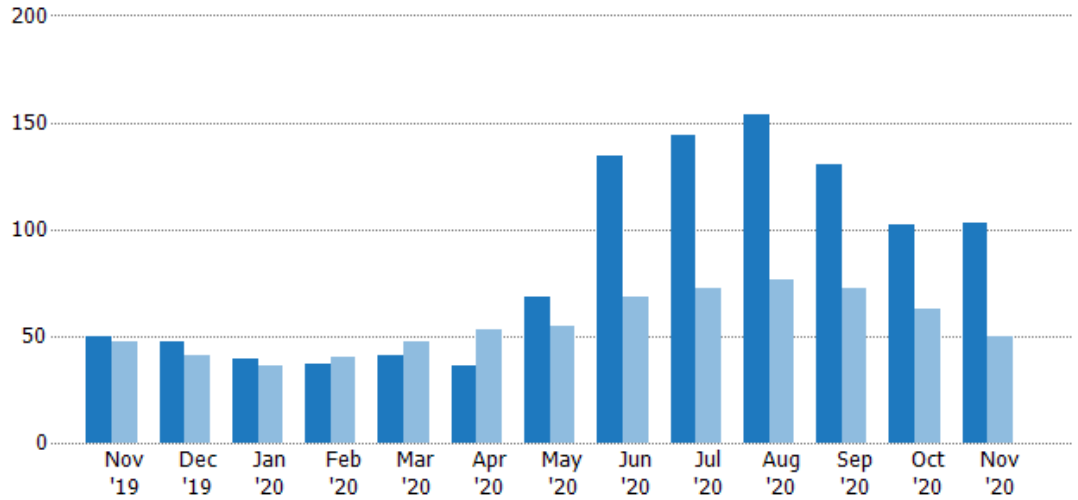
Pending Sales

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	103	106%
Nov '19	50	6.4%
Nov '18	47	6.4%



	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	50	47	39	37	41	36	68	134	144	154	130	102	103
Prior Year	47	41	36	40	47	53	55	68	72	76	72	63	50
Percent Change from Prior Year	6%	15%	8%	-8%	-13%	-32%	24%	97%	100%	103%	81%	62%	106%

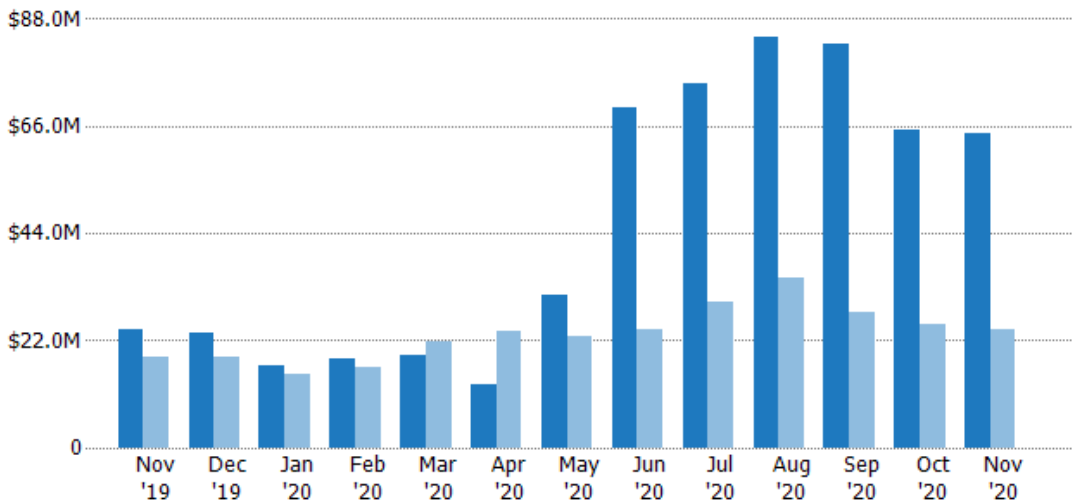
Pending Sales Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Nov '20	\$64.6M	165.1%
Nov '19	\$24.4M	30.4%
Nov '18	\$18.7M	48.3%



	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	\$24.4M	\$23.5M	\$16.9M	\$18.2M	\$18.9M	\$13.1M	\$31.3M	\$70M	\$74.9M	\$84.4M	\$82.8M	\$65.1M	\$64.6M
Prior Year	\$18.7M	\$18.5M	\$15M	\$16.4M	\$21.7M	\$23.8M	\$23M	\$24.4M	\$29.9M	\$34.9M	\$27.8M	\$25.4M	\$24.4M
Percent Change from Prior Year	30%	27%	12%	11%	-13%	-45%	36%	186%	150%	142%	198%	156%	165%

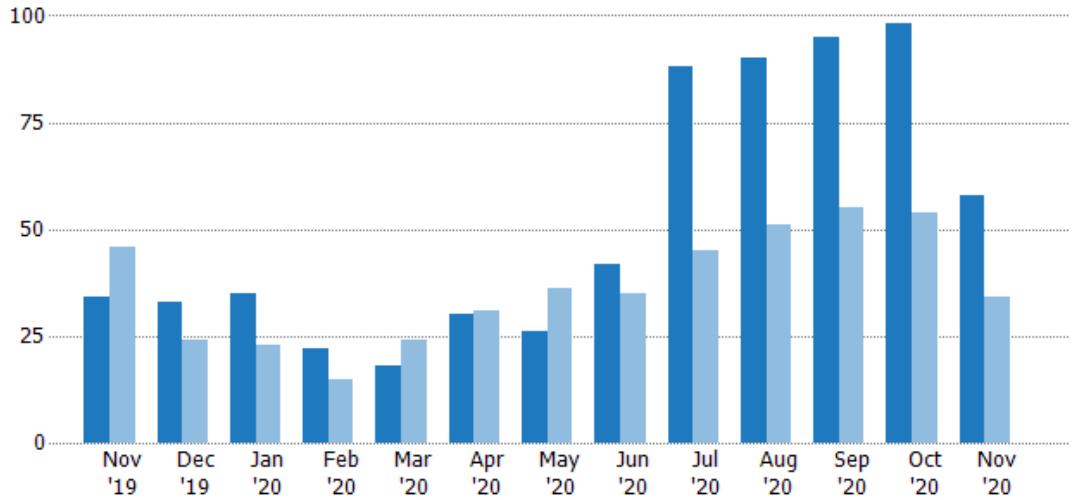
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Nov '20	58	70.6%
Nov '19	34	-26.1%
Nov '18	46	-15.2%



	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	34	33	35	22	18	30	26	42	88	90	95	98	58
Prior Year	46	24	23	15	24	31	36	35	45	51	55	54	34
Percent Change from Prior Year	-26%	38%	52%	47%	-25%	-3%	-28%	20%	96%	76%	73%	81%	71%

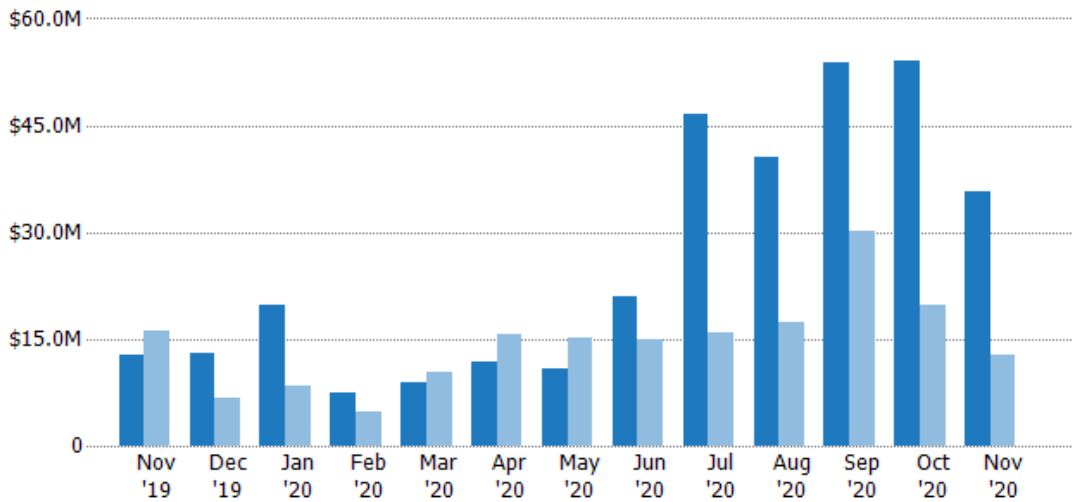
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

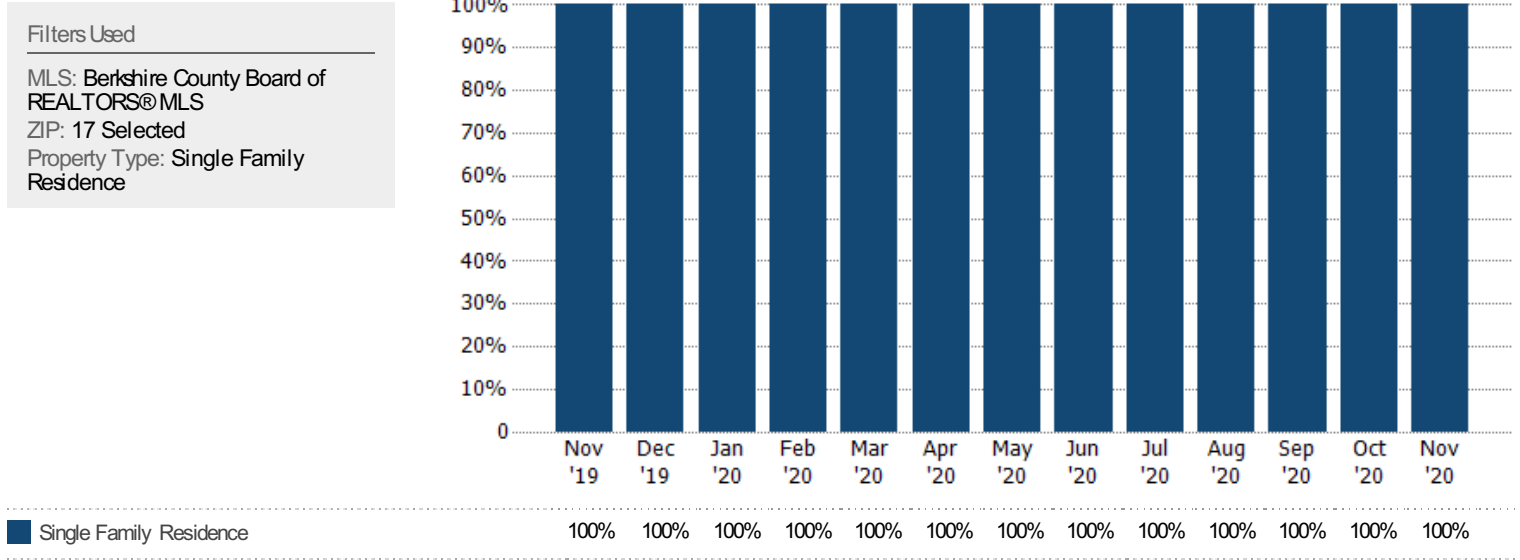
Month/Year	Volume	% Chg.
Nov '20	\$35.8M	182.6%
Nov '19	\$12.7M	-21%
Nov '18	\$16M	5.3%



	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	\$12.7M	\$12.9M	\$19.9M	\$7.54M	\$8.9M	\$11.7M	\$10.9M	\$21.1M	\$46.5M	\$40.6M	\$53.9M	\$54M	\$35.8M
Prior Year	\$16M	\$6.83M	\$8.37M	\$4.81M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$16M	\$17.4M	\$30M	\$19.7M	\$12.7M
Percent Change from Prior Year	-21%	89%	137%	57%	-14%	-26%	-29%	41%	191%	133%	79%	174%	183%

Closed Sales by Property Type

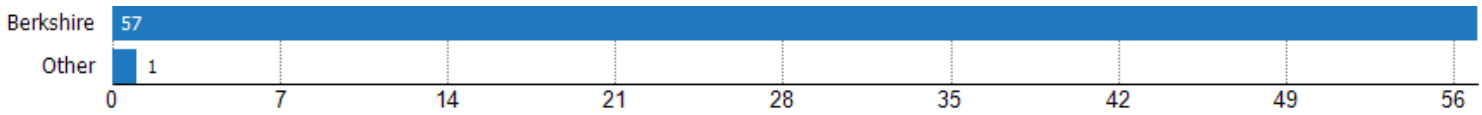
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

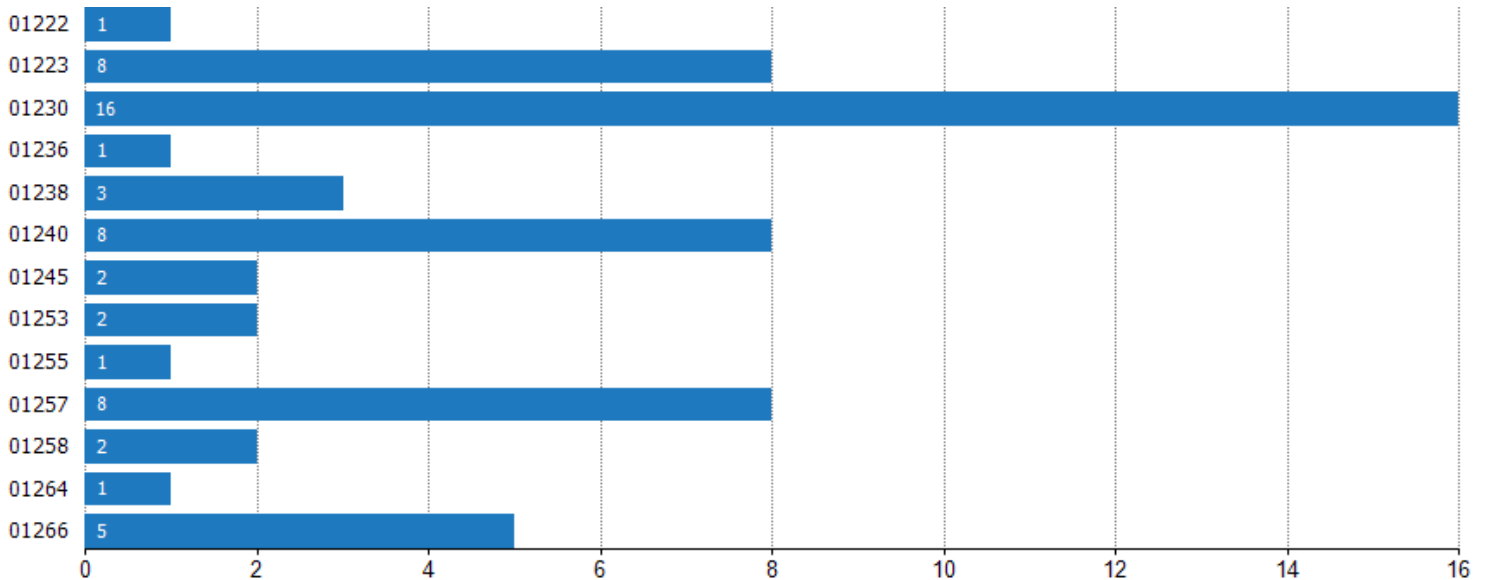
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence



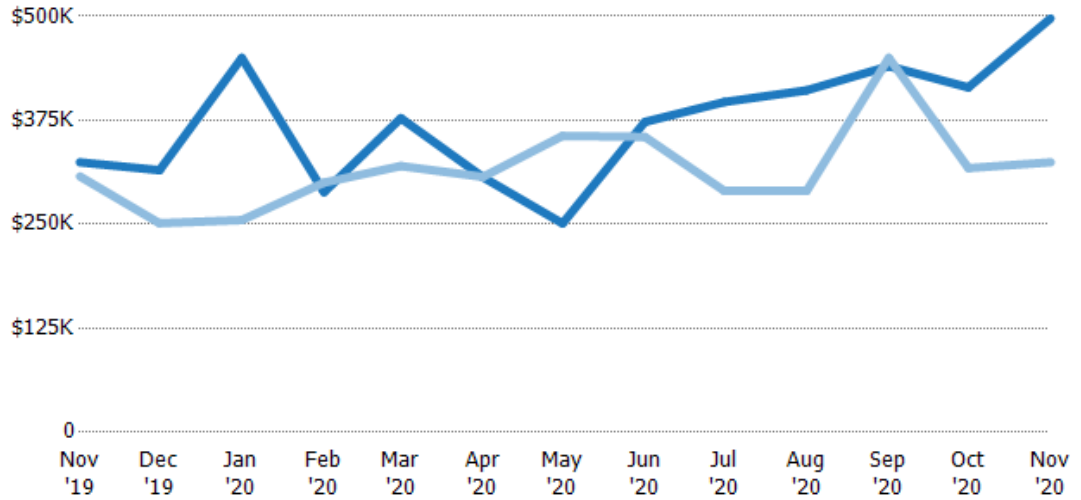
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Nov '20	\$498K	53.3%
Nov '19	\$325K	5.5%
Nov '18	\$308K	-1.5%



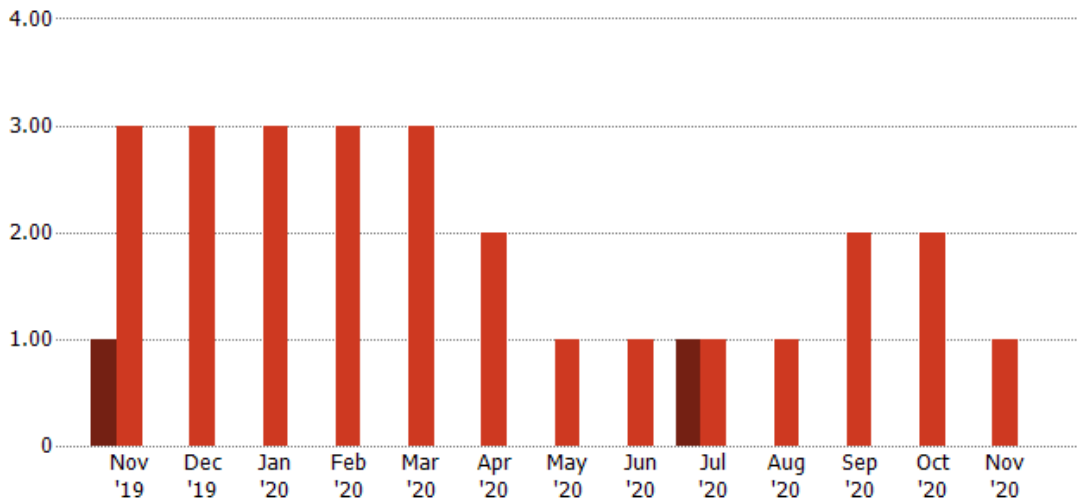
Current Year	\$325K	\$315K	\$450K	\$289K	\$378K	\$307K	\$251K	\$373K	\$397K	\$411K	\$440K	\$415K	\$498K
Prior Year	\$308K	\$251K	\$255K	\$300K	\$320K	\$307K	\$356K	\$355K	\$290K	\$290K	\$450K	\$318K	\$325K
Percent Change from Prior Year	6%	25%	76%	-4%	18%	0%	-30%	5%	37%	42%	-2%	31%	53%

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: 17 Selected
 Property Type: Single Family Residence



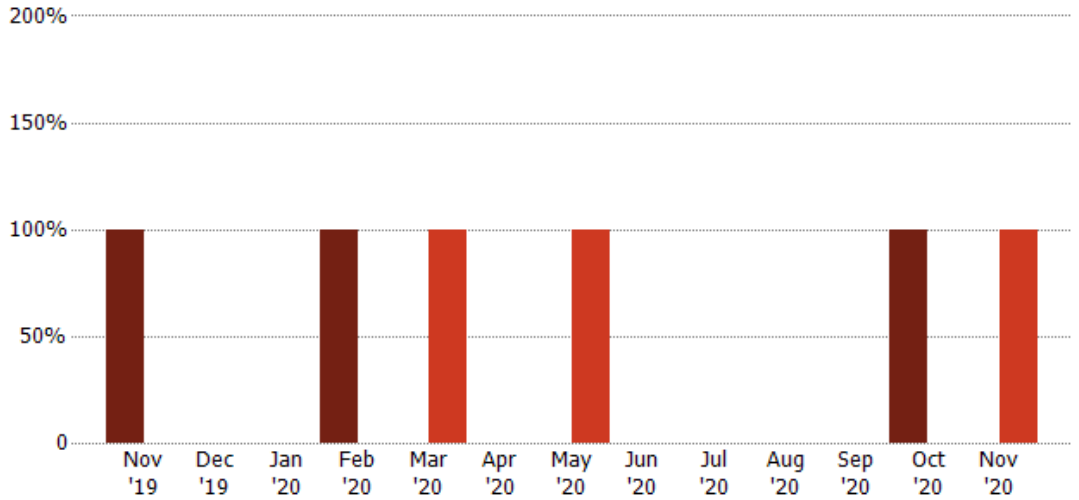
Current Year	1	-	-	-	-	-	-	-	1	-	-	-	-
Prior Year	3	3	3	3	3	2	1	1	1	1	2	2	1
Percent Change from Prior Year	-67%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	0%	-100%	-100%	-100%	-100%

Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 17 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
Percent Change from Prior Year	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
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
01230	32	\$29,320,700	16	\$13,014,000	\$813,375	\$603,750	\$245	\$221	77
01236	3	\$730,000	1	\$750,000	\$750,000	\$750,000	\$267	\$267	78
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
01253	4	\$1,771,900	2	\$770,000	\$385,000	\$385,000	\$282	\$282	58
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			2	\$1,087,500	\$543,750	\$543,750	\$232	\$232	145
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

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		