



Berkshire County, MA
Residential Real Estate Report

September 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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	202	170	+18.8%	1,535	1,675	-8.4%
New Listing Volume	\$96,669,199	\$56,660,087	+70.6%	\$653,061,215	\$607,377,241	+7.5%
Active Listing Count	460	884	-48%	N/A	N/A	
Active Listing Volume	\$326,550,965	\$482,290,487	-32.3%	N/A	N/A	
Median Listing Price	\$454,450	\$349,700	+30%	\$400,382	\$355,982	+12.5%
Months of Inventory	2.1	5.7	-62.4%	4.9	7.4	-33.7%
Sales Activity Charts Metrics						
New Pending Sales Count	212	146	+45.2%	1,560	1,300	+20%
New Pending Sales Volume	\$91,986,099	\$49,029,200	+87.6%	\$576,453,909	\$389,881,021	+47.9%
Pending Sales Count	389	237	+64.1%	N/A	N/A	
Pending Sales Volume	\$161,392,822	\$70,484,343	+129%	N/A	N/A	
Closed Sales Count	178	159	+11.9%	1,094	1,015	+7.8%
Closed Sales Volume	\$78,995,052	\$57,517,780	+37.3%	\$380,515,837	\$289,322,850	+31.5%
Median Sales Price	\$315,000	\$265,270	+18.7%	\$256,136	\$223,817	+14.4%
Distressed Charts Metrics						
Distressed Listing Count	3	9	-66.7%	N/A	N/A	

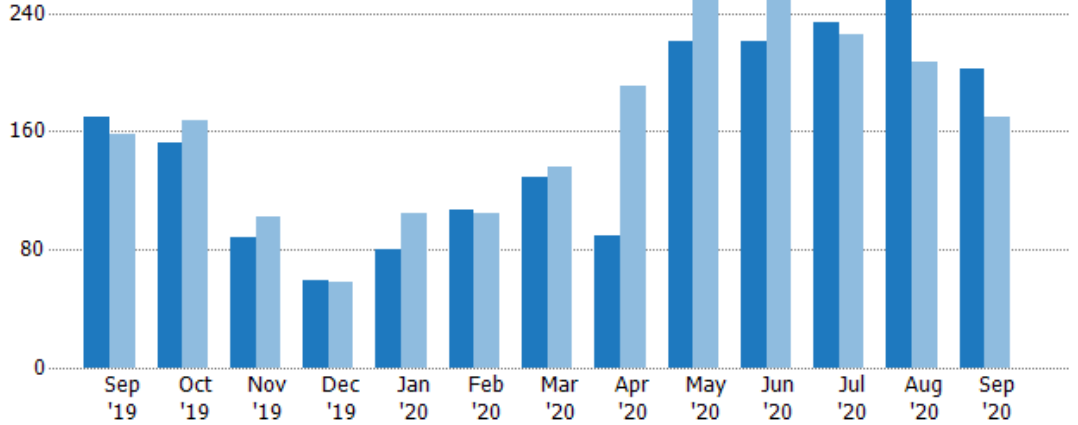
New Listings

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.
Sep '20	202	18.8%
Sep '19	170	7.6%
Sep '18	158	1.3%



Current Year	170	152	88	59	80	107	129	89	221	221	234	252	202
Prior Year	158	167	102	58	105	105	136	191	272	264	225	207	170
Percent Change from Prior Year	8%	-9%	-14%	2%	-24%	2%	-5%	-53%	-19%	-16%	4%	22%	19%

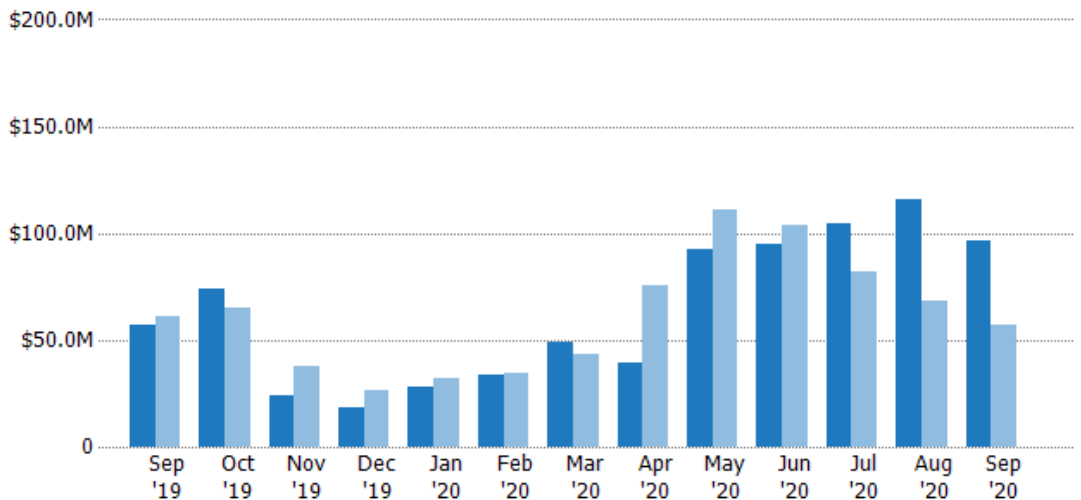
New Listing Volume

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.
Sep '20	\$96.7M	70.6%
Sep '19	\$56.7M	-7.3%
Sep '18	\$61.1M	-12.3%



Current Year	\$56.7M	\$73.6M	\$23.9M	\$18.1M	\$27.7M	\$33.9M	\$48.6M	\$39M	\$92.1M	\$94.5M	\$105M	\$116M	\$96.7M
Prior Year	\$61.1M	\$64.8M	\$37.4M	\$26.7M	\$31.8M	\$34.8M	\$43.3M	\$75.9M	\$111M	\$104M	\$81.9M	\$68.1M	\$56.7M
Percent Change from Prior Year	-7%	14%	-36%	-32%	-13%	-3%	12%	-49%	-17%	-9%	28%	71%	71%

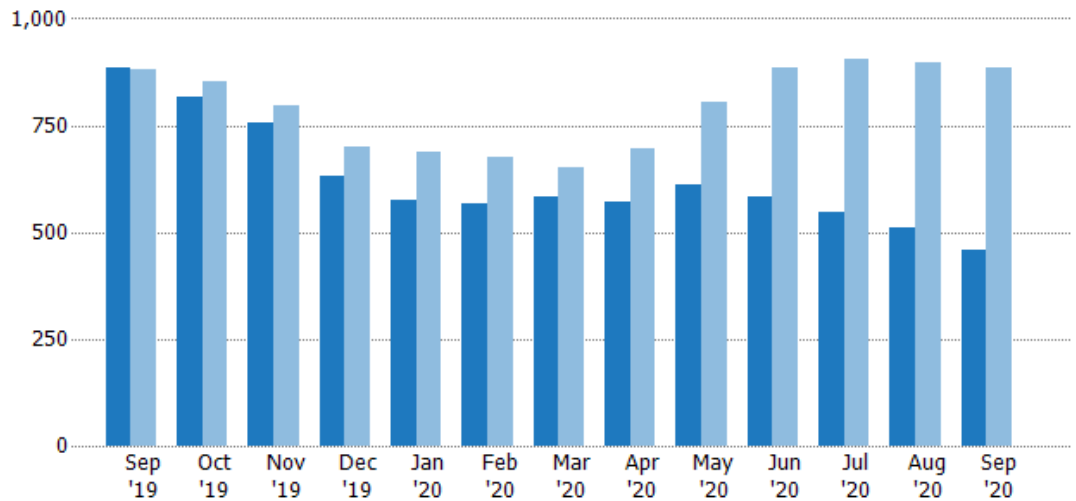
Active Listings

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.
Sep '20	460	-48%
Sep '19	884	0.2%
Sep '18	882	-1.4%



Current Year	884	817	758	631	574	565	583	569	613	583	547	512	460
Prior Year	882	853	796	700	689	677	652	696	803	885	905	898	884
Percent Change from Prior Year	0%	-4%	-5%	-10%	-17%	-17%	-11%	-18%	-24%	-34%	-40%	-43%	-48%

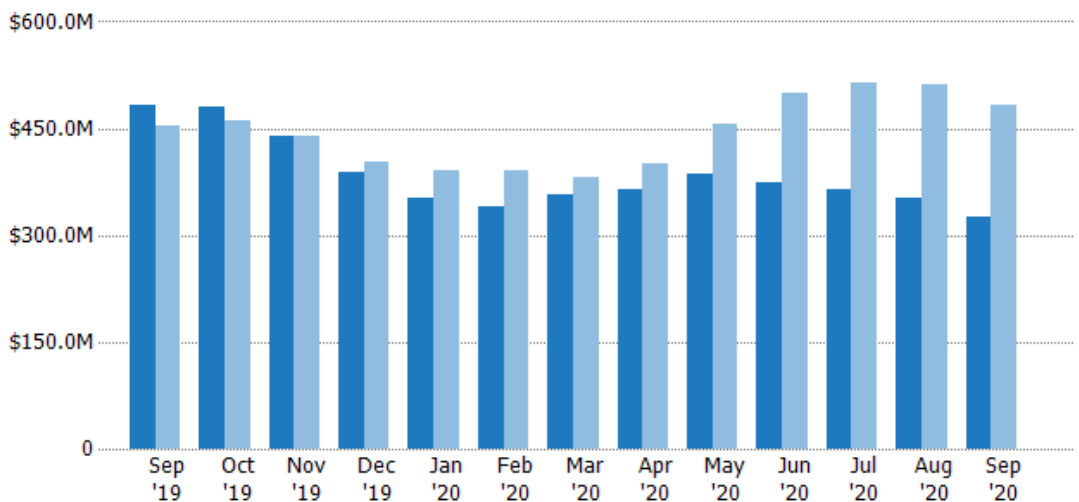
Active Listing Volume

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.
Sep '20	\$327M	-32.3%
Sep '19	\$482M	6.1%
Sep '18	\$455M	-4.6%



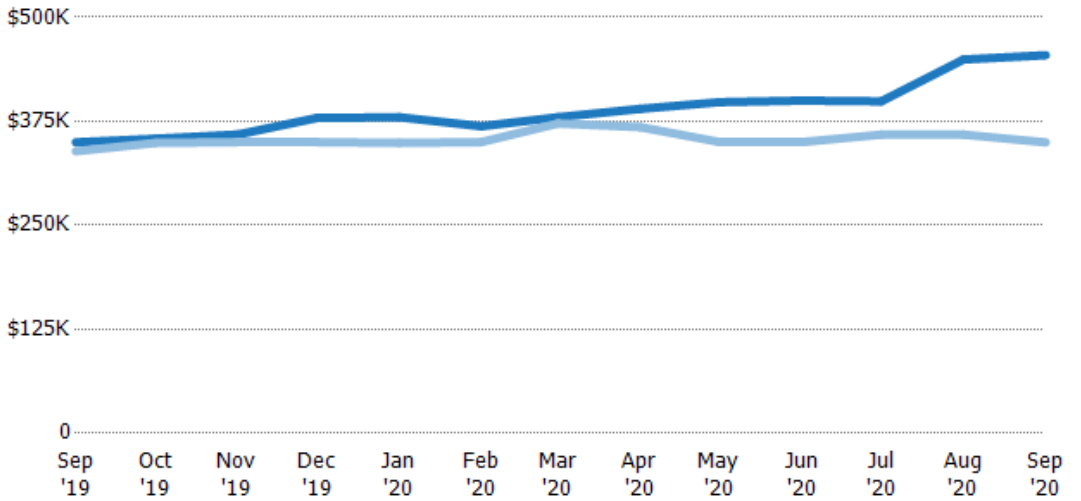
Current Year	\$482M	\$481M	\$440M	\$388M	\$352M	\$340M	\$357M	\$363M	\$385M	\$375M	\$364M	\$353M	\$327M
Prior Year	\$455M	\$460M	\$439M	\$402M	\$390M	\$392M	\$381M	\$401M	\$455M	\$499M	\$515M	\$511M	\$482M
Percent Change from Prior Year	6%	5%	0%	-4%	-10%	-13%	-6%	-9%	-15%	-25%	-29%	-31%	-32%

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



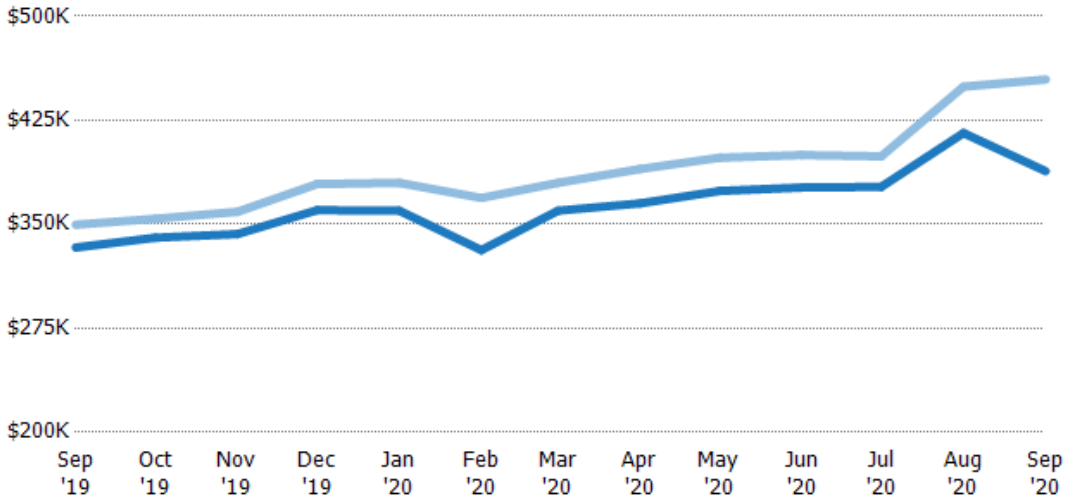
Current Year	\$350K	\$354K	\$359K	\$379K	\$380K	\$369K	\$380K	\$390K	\$398K	\$400K	\$399K	\$449K	\$454K
Prior Year	\$339K	\$349K	\$350K	\$350K	\$349K	\$350K	\$372K	\$368K	\$350K	\$350K	\$359K	\$359K	\$350K
Percent Change from Prior Year	3%	1%	3%	8%	9%	5%	2%	6%	14%	14%	11%	25%	30%

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	\$333K	\$340K	\$343K	\$360K	\$360K	\$331K	\$360K	\$365K	\$374K	\$377K	\$377K	\$416K	\$388K
Median Listing Price	\$350K	\$354K	\$359K	\$379K	\$380K	\$369K	\$380K	\$390K	\$398K	\$400K	\$399K	\$449K	\$454K
Med Listing Price as a % of Med Est Value	105%	104%	105%	105%	106%	111%	106%	107%	106%	106%	106%	108%	117%

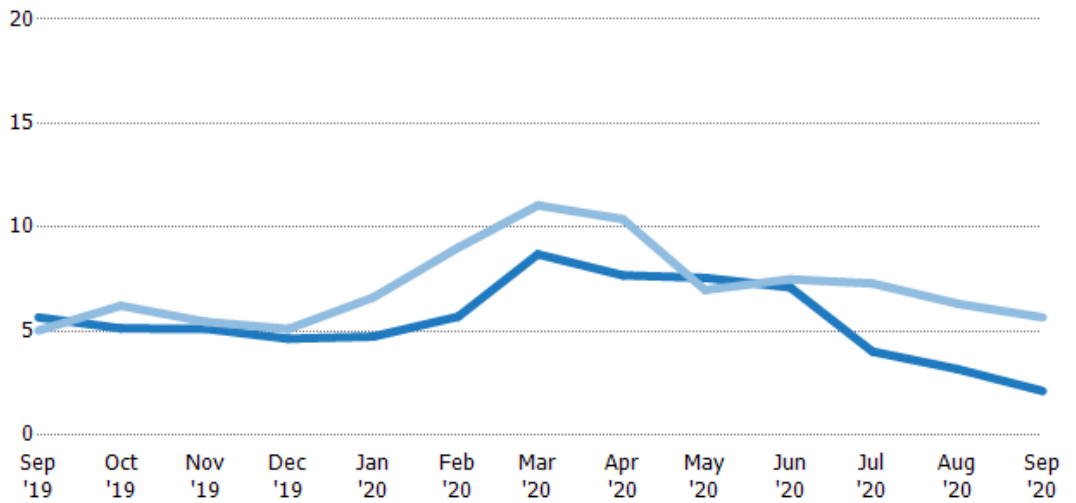
Months of Inventory

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.
Sep '20	2.13	-62.4%
Sep '19	5.67	12.4%
Sep '18	5.04	26.9%



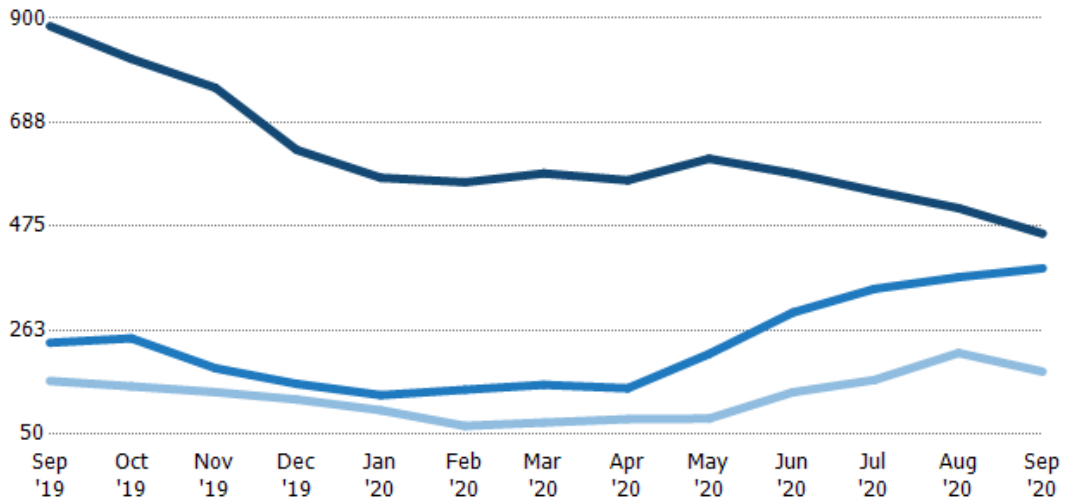
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	5.67	5.14	5.12	4.64	4.74	5.71	8.7	7.69	7.57	7.11	4.02	3.18	2.13
Prior Year	5.04	6.23	5.45	5.11	6.63	9.03	11.1	10.4	6.98	7.5	7.3	6.32	5.67
Percent Change from Prior Year	12%	-17%	-6%	-9%	-28%	-37%	-21%	-26%	8%	-5%	-45%	-50%	-62%

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	884	817	758	631	574	565	583	569	613	583	547	512	460
Pending	237	246	185	153	130	141	151	144	214	299	347	371	389
Sold	159	148	136	121	99	67	74	81	82	136	161	216	178

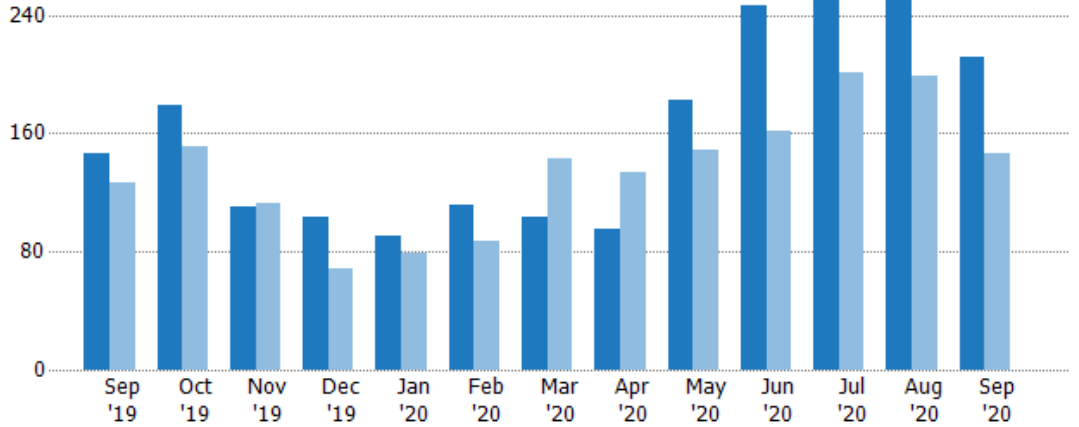
New Pending Sales

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.
Sep '20	212	45.2%
Sep '19	146	15%
Sep '18	127	-15%



Current Year	146	179	110	103	90	111	103	95	182	246	257	264	212
Prior Year	127	151	113	68	79	87	143	134	149	162	201	199	146
Percent Change from Prior Year	15%	19%	-3%	51%	14%	28%	-28%	-29%	22%	52%	28%	33%	45%

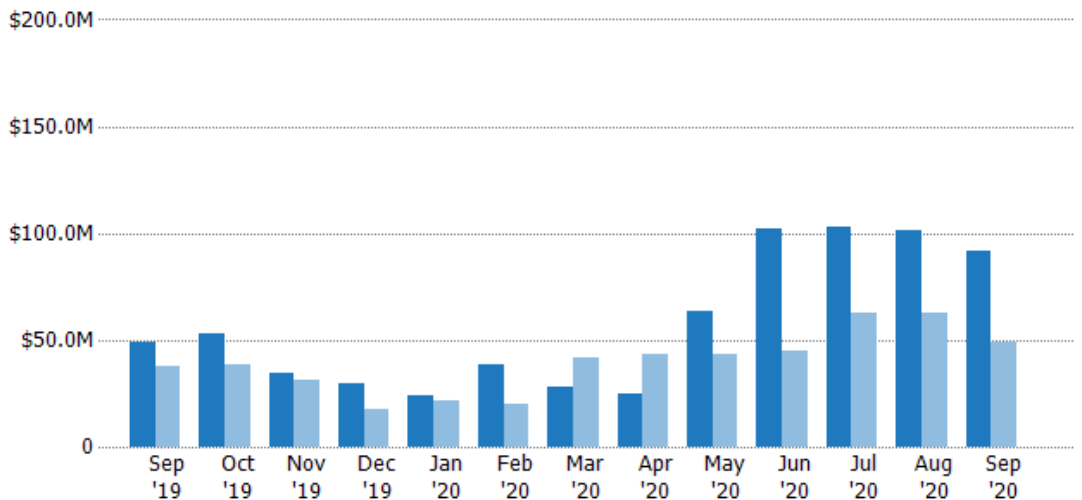
New Pending Sales Volume

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.
Sep '20	\$92M	87.6%
Sep '19	\$49M	31.2%
Sep '18	\$37.4M	-4.8%



Current Year	\$49M	\$53M	\$34.9M	\$29.8M	\$23.9M	\$38.5M	\$27.8M	\$25.2M	\$63.4M	\$102M	\$103M	\$101M	\$92M
Prior Year	\$37.4M	\$38.7M	\$31.6M	\$17.7M	\$21.5M	\$20M	\$41.9M	\$43.6M	\$43.4M	\$44.9M	\$62.7M	\$63M	\$49M
Percent Change from Prior Year	31%	37%	10%	68%	11%	93%	-34%	-42%	46%	127%	64%	61%	88%

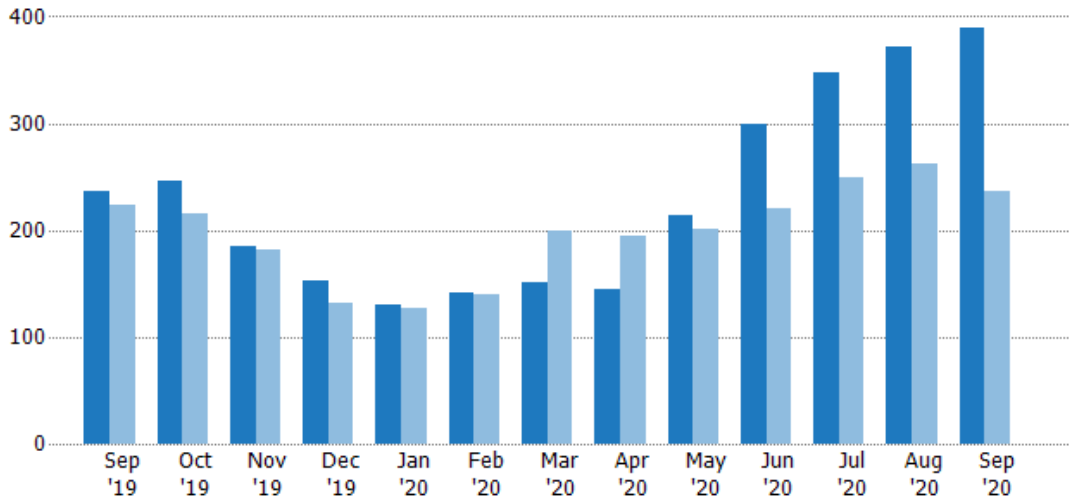
Pending Sales

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.
Sep '20	389	64.1%
Sep '19	237	6.3%
Sep '18	223	2.7%



Current Year	237	246	185	153	130	141	151	144	214	299	347	371	389
Prior Year	223	215	181	131	127	140	200	194	201	220	249	262	237
Percent Change from Prior Year	6%	14%	2%	17%	2%	1%	-25%	-26%	6%	36%	39%	42%	64%

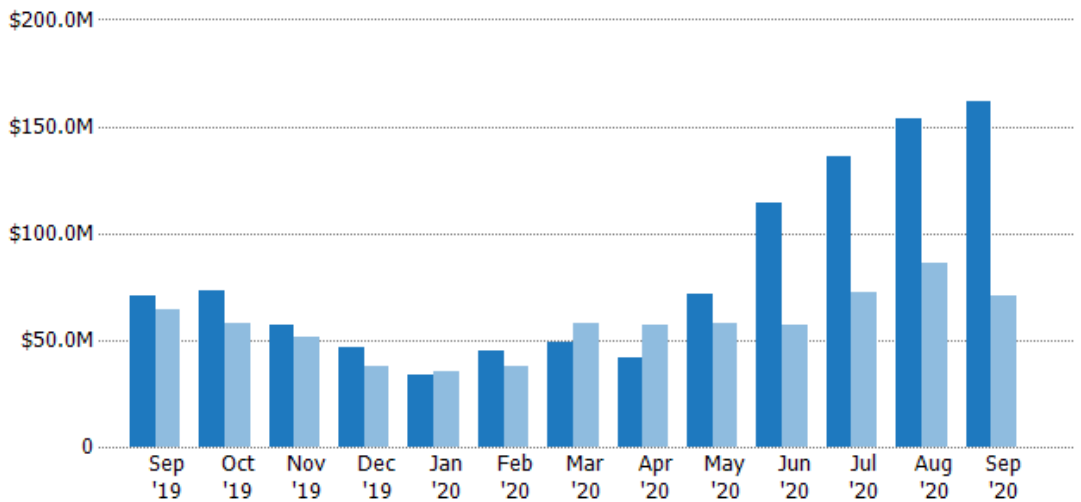
Pending Sales Volume

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.
Sep '20	\$161M	129%
Sep '19	\$70.5M	9.7%
Sep '18	\$64.3M	4.4%



Current Year	\$70.5M	\$73.5M	\$57.2M	\$46.5M	\$33.3M	\$44.8M	\$49M	\$41.8M	\$71.2M	\$114M	\$136M	\$154M	\$161M
Prior Year	\$64.3M	\$57.6M	\$51.1M	\$38M	\$35M	\$37.8M	\$57.5M	\$57.3M	\$57.8M	\$56.9M	\$72.5M	\$85.8M	\$70.5M
Percent Change from Prior Year	10%	28%	12%	22%	-5%	19%	-15%	-27%	23%	100%	87%	79%	129%

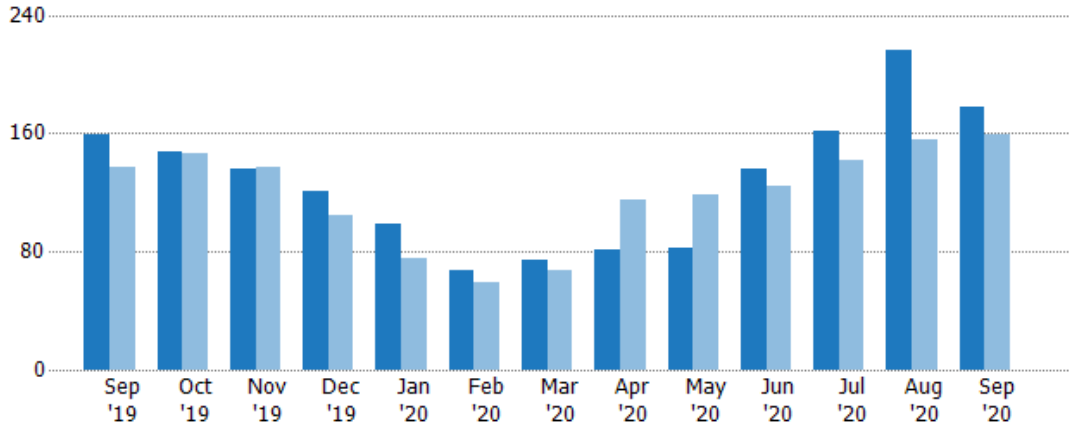
Closed Sales

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.
Sep '20	178	11.9%
Sep '19	159	16.1%
Sep '18	137	-14.6%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	159	148	136	121	99	67	74	81	82	136	161	216	178
Prior Year	137	146	137	104	75	59	67	115	118	124	142	156	159
Percent Change from Prior Year	16%	1%	-1%	16%	32%	14%	10%	-30%	-31%	10%	13%	38%	12%

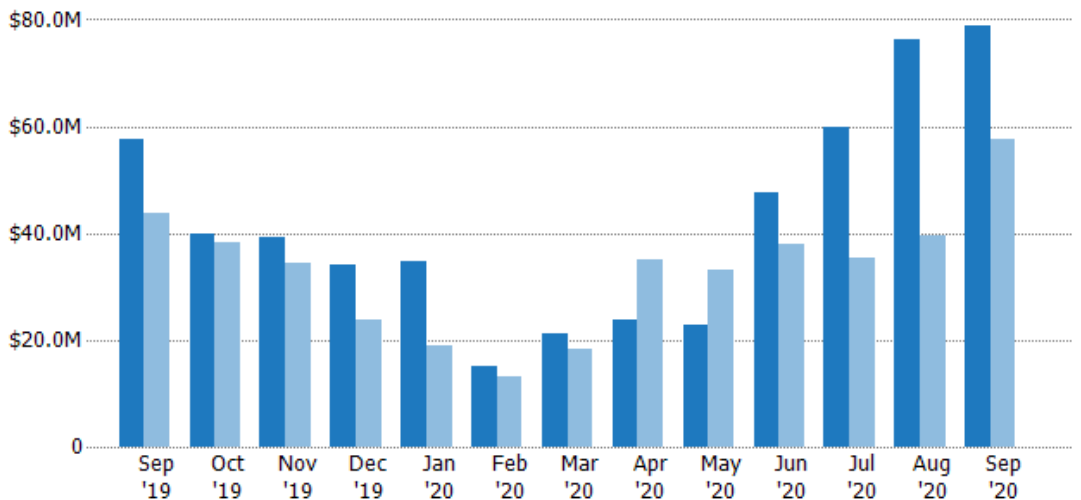
Closed Sales Volume

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.
Sep '20	\$79M	37.3%
Sep '19	\$57.5M	31.5%
Sep '18	\$43.7M	-28.7%

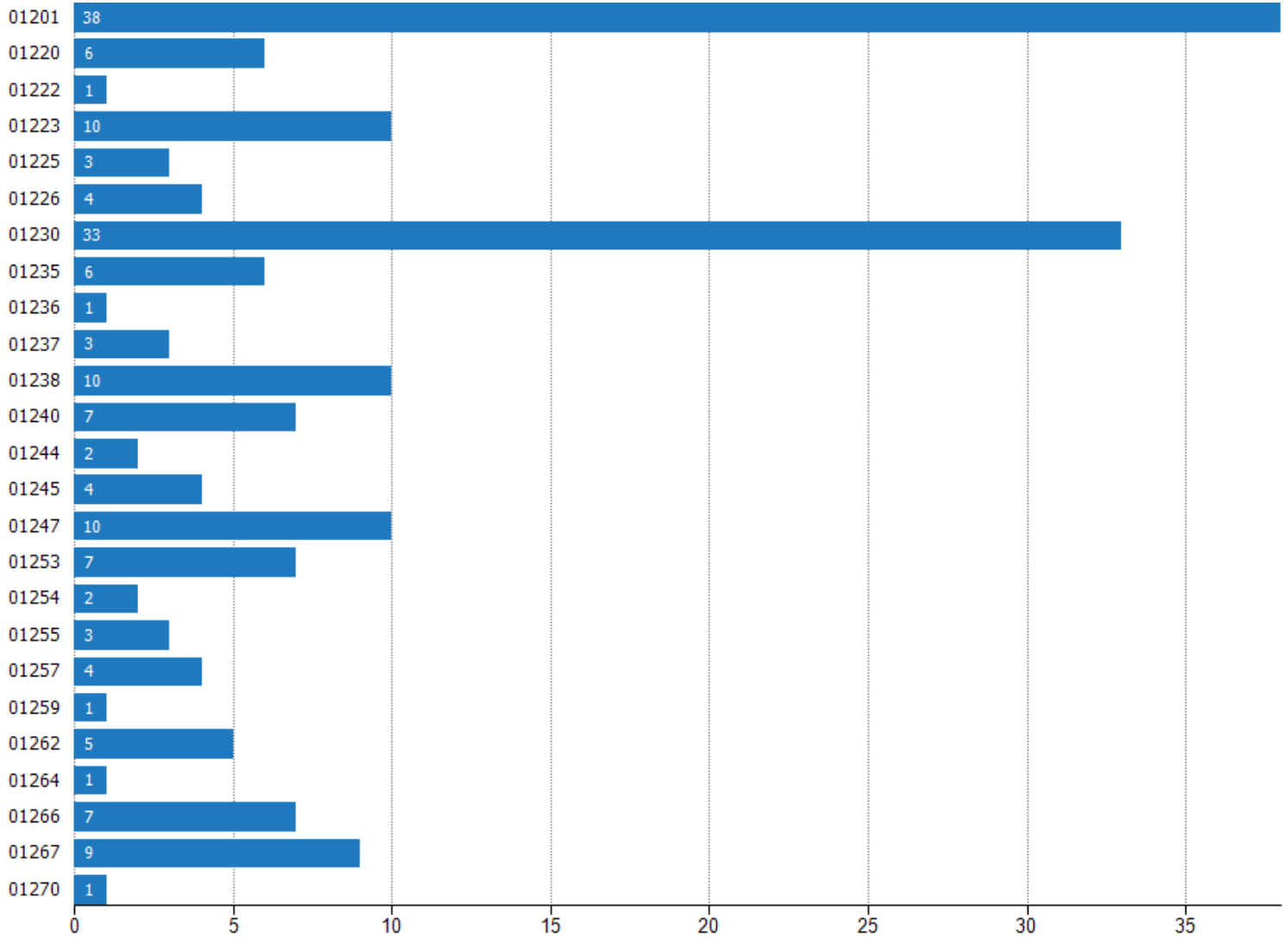


	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$57.5M	\$39.7M	\$39.3M	\$34.1M	\$34.9M	\$15.2M	\$21.2M	\$23.9M	\$22.9M	\$47.5M	\$59.7M	\$76.3M	\$79M
Prior Year	\$43.7M	\$38.2M	\$34.5M	\$23.9M	\$19.1M	\$13.3M	\$18.2M	\$34.9M	\$33.1M	\$38.1M	\$35.4M	\$39.7M	\$57.5M
Percent Change from Prior Year	32%	4%	14%	42%	82%	14%	16%	-32%	-31%	25%	69%	92%	37%

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



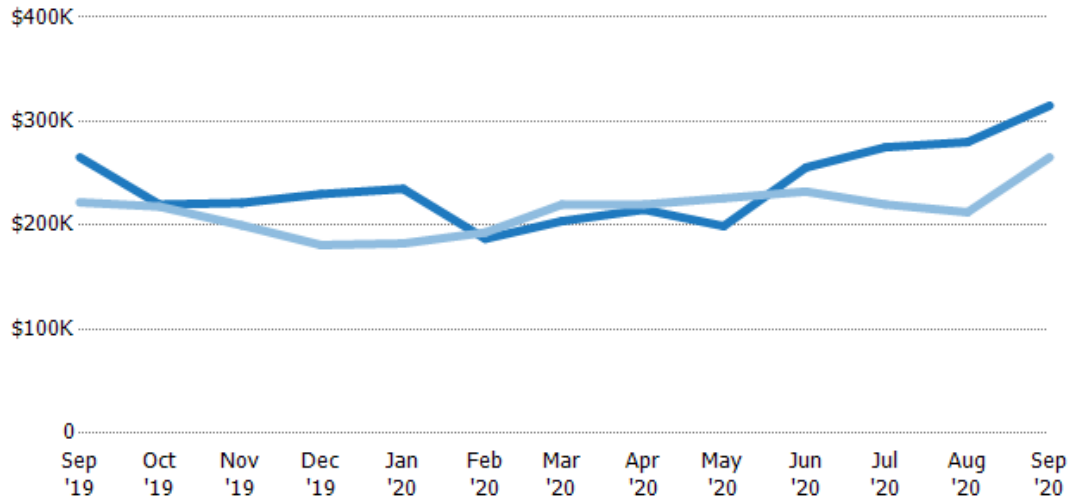
Median Sales Price

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.
Sep '20	\$315K	18.7%
Sep '19	\$265K	19.5%
Sep '18	\$222K	-11.3%



Current Year	\$265K	\$220K	\$222K	\$230K	\$235K	\$187K	\$204K	\$215K	\$199K	\$256K	\$275K	\$280K	\$315K
Prior Year	\$222K	\$218K	\$200K	\$181K	\$183K	\$193K	\$220K	\$220K	\$226K	\$232K	\$220K	\$213K	\$265K
Percent Change from Prior Year	19%	1%	11%	27%	29%	-3%	-7%	-2%	-12%	10%	25%	32%	19%

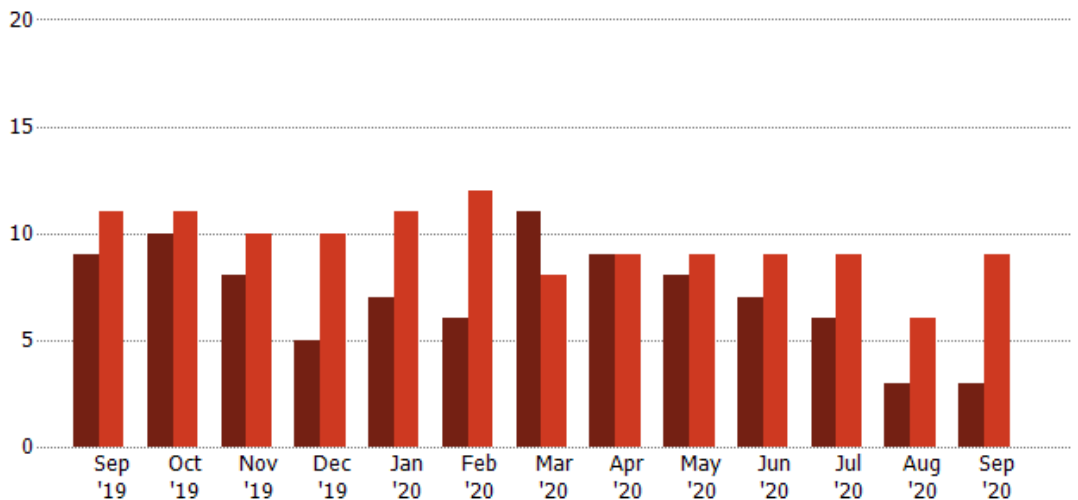
Distressed Listings

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

Month/Year	Count	% Chg.
Sep '20	3	-66.7%
Sep '19	9	-18.2%
Sep '18	11	-9.1%



Current Year	9	10	8	5	7	6	11	9	8	7	6	3	3
Prior Year	11	11	10	10	11	12	8	9	9	9	9	6	9
Percent Change from Prior Year	-18%	-9%	-20%	-50%	-36%	-50%	38%	0%	-11%	-22%	-33%	-50%	-67%

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.

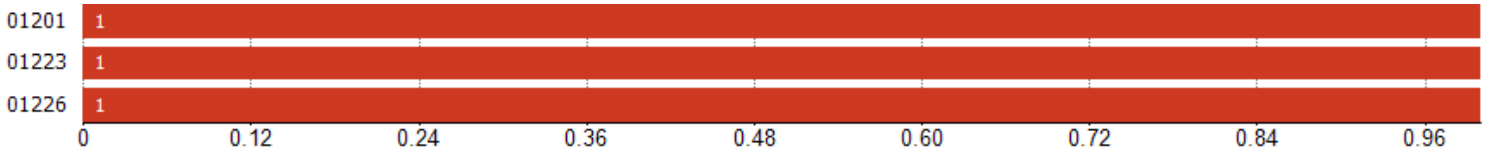
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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

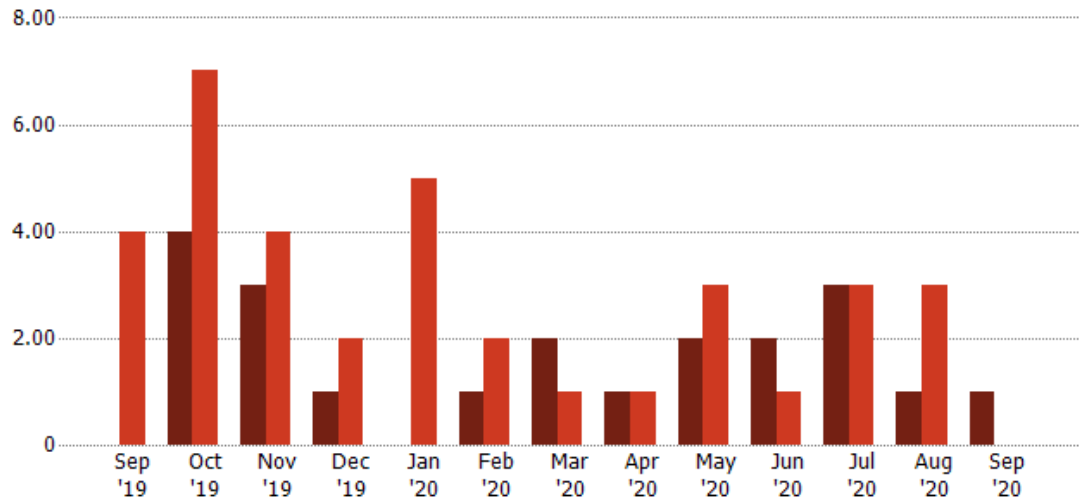


Distressed Sales

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	-	4	3	1	-	1	2	1	2	2	3	1	1
Prior Year	4	7	4	2	5	2	1	1	3	1	3	3	-
Percent Change from Prior Year	-100%	-43%	-25%	-50%	-100%	-50%	100%	0%	-33%	100%	0%	-67%	100%

Sales Activity by ZIP

Sep 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	97	\$23,449,208	38	\$9,890,200	\$260,268	\$227,500	\$147	\$143	24
01220	17	\$3,220,500	6	\$1,093,900	\$182,317	\$209,500	\$123	\$140	26
01222	1	\$695,000	1	\$515,000	\$515,000	\$515,000	\$273	\$273	2
01223	16	\$6,385,600	10	\$3,271,800	\$327,180	\$354,250	\$187	\$189	40
01225	6	\$2,027,007	3	\$1,057,000	\$352,333	\$305,000	\$172	\$124	315
01226	15	\$3,869,800	4	\$1,095,000	\$273,750	\$247,500	\$154	\$158	14
01230	44	\$37,794,100	33	\$24,905,850	\$754,723	\$679,000	\$288	\$275	103
01235	10	\$3,801,600	6	\$1,393,700	\$232,283	\$199,850	\$177	\$183	20
01236	1	\$80,000	1	\$369,500	\$369,500	\$369,500	\$202	\$202	22
01237	13	\$4,890,200	3	\$1,500,000	\$500,000	\$490,000	\$146	\$142	63
01238	13	\$3,951,500	10	\$3,239,000	\$323,900	\$272,750	\$176	\$165	36
01240	16	\$11,219,875	7	\$3,719,500	\$531,357	\$590,500	\$185	\$195	34
01244	1	\$850,000	2	\$608,000	\$304,000	\$304,000	\$140	\$140	177
01245	6	\$3,141,500	4	\$1,228,500	\$307,125	\$295,000	\$265	\$267	125
01247	39	\$6,809,032	10	\$1,641,200	\$164,120	\$147,450	\$113	\$98	31
01253	13	\$6,000,700	7	\$2,688,302	\$384,043	\$325,000	\$238	\$208	62
01254	10	\$4,158,900	2	\$685,000	\$342,500	\$342,500	\$301	\$301	45
01255	7	\$2,561,000	3	\$895,000	\$298,333	\$294,000	\$181	\$181	7
01257	11	\$6,335,800	4	\$1,917,000	\$479,250	\$445,000	\$184	\$182	36
01259			1	\$515,000	\$515,000	\$515,000	\$334	\$334	348
01262	10	\$6,150,300	5	\$4,784,900	\$956,980	\$400,000	\$291	\$178	26
01264	6	\$4,493,000	1	\$3,550,000	\$3,550,000	\$3,550,000	\$370	\$370	596
01266	7	\$5,201,000	7	\$4,844,200	\$692,029	\$620,000	\$242	\$291	13
01267	23	\$12,070,100	9	\$3,195,000	\$355,000	\$380,000	\$152	\$181	49
01270	4	\$959,600	1	\$392,500	\$392,500	\$392,500	\$137	\$137	26

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		