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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	24	41	-41.5%	894	987	-9.4%
New Listing Volume	$10,087,600	$9,143,685	+10.3%	$265,924,847	$251,693,429	+5.7%
Active Listing Count	70	170	-58.8%	N/A	N/A	
Active Listing Volume	$38,492,186	$57,885,889	-33.5%	N/A	N/A	
Median Listing Price	$279,900	$249,450	+12.2%	$258,239	$271,066	-4.7%
Months of Inventory	0.9	3	-71.2%	1.6	3.9	-59.7%
Sales Activity Charts Metrics						
New Pending Sales Count	43	39	+10.3%	976	900	+8.4%
New Pending Sales Volume	$12,831,607	$7,500,830	+71.1%	$264,657,509	$209,674,919	+26.2%
Pending Sales Count	71	55	+29.1%	N/A	N/A	
Pending Sales Volume	$21,066,320	$11,664,700	+80.6%	N/A	N/A	
Closed Sales Count	57	45	+26.7%	830	800	+3.8%
Closed Sales Volume	$15,816,185	$10,256,950	+54.2%	$221,055,695	$179,782,772	+23%
Median Sales Price	$228,000	$222,000	+2.7%	$222,955	$193,728	+15.1%
Distressed Charts Metrics						
Distressed Listing Count	1	2	-50%	N/A	N/A	

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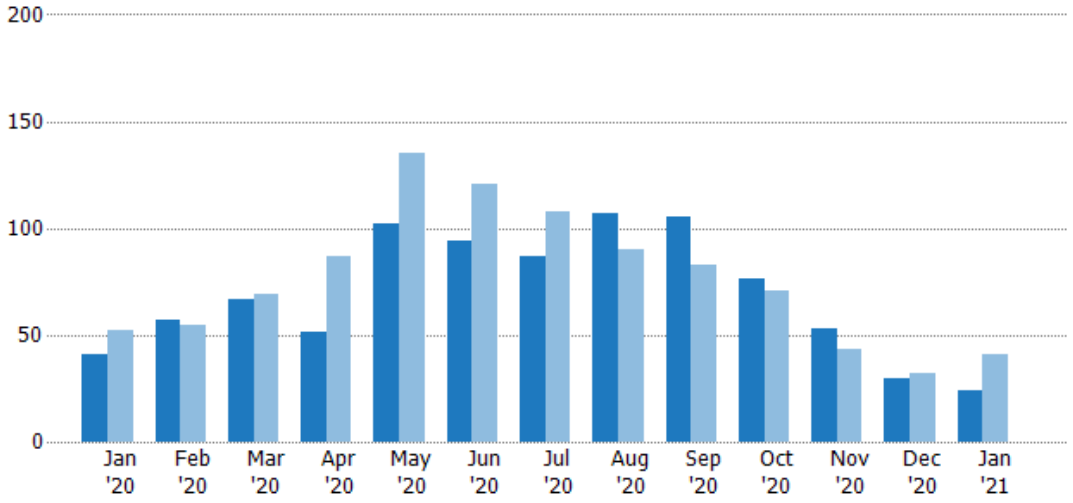
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jan '21	24	-41.5%
Jan '20	41	-21.2%
Jan '19	52	-5.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	41	57	67	51	102	94	87	107	105	76	53	30	24
Prior Year	52	55	69	87	135	121	108	90	83	71	43	32	41
Percent Change from Prior Year	-21%	4%	-3%	-41%	-24%	-22%	-19%	19%	27%	7%	23%	-6%	-41%

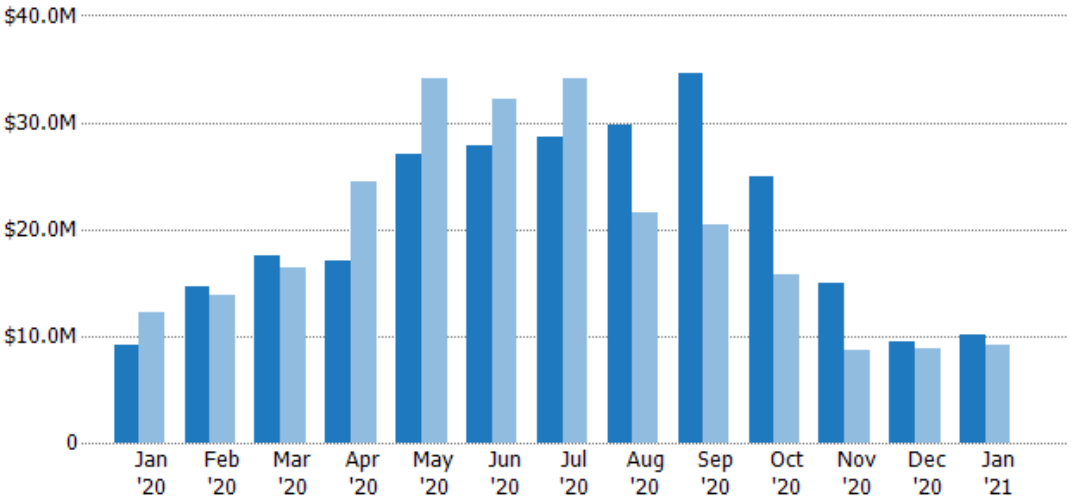
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jan '21	$10.1M	10.3%
Jan '20	$9.14M	-25.4%
Jan '19	$12.3M	0.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$9.14M	$14.6M	$17.6M	$17.1M	$27.1M	$27.9M	$28.7M	$29.8M	$34.7M	$25M	$14.9M	$9.46M	$10.1M
Prior Year	$12.3M	$13.9M	$16.4M	$24.4M	$34.2M	$32.1M	$34.1M	$21.5M	$20.4M	$15.8M	$8.63M	$8.84M	$9.14M
Percent Change from Prior Year	-25%	5%	7%	-30%	-21%	-13%	-16%	39%	70%	59%	73%	7%	10%

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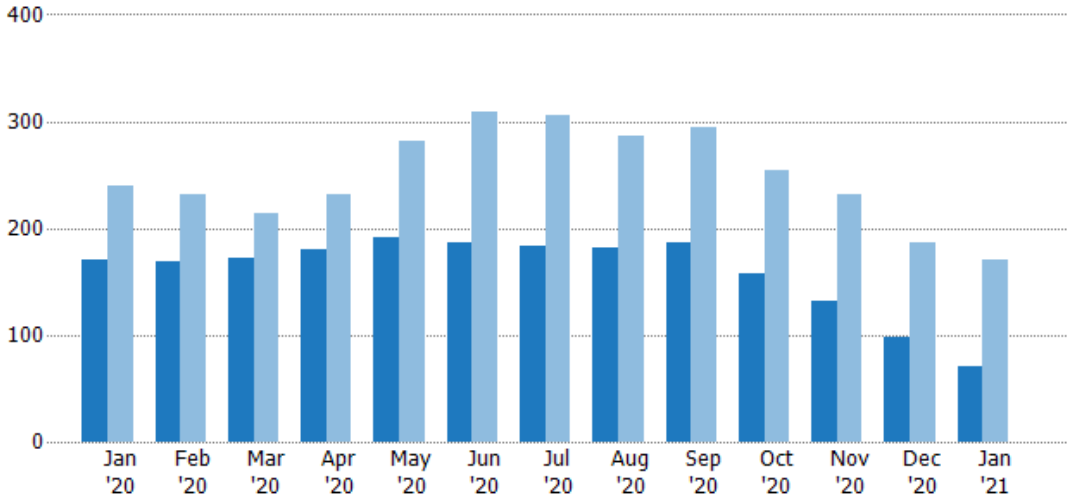
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jan '21	70	-58.8%
Jan '20	170	-29.2%
Jan '19	240	11.7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	170	169	172	180	191	186	183	181	186	157	132	98	70
Prior Year	240	231	214	232	281	309	306	287	294	254	231	186	170
Percent Change from Prior Year	-29%	-27%	-20%	-22%	-32%	-40%	-40%	-37%	-37%	-38%	-43%	-47%	-59%

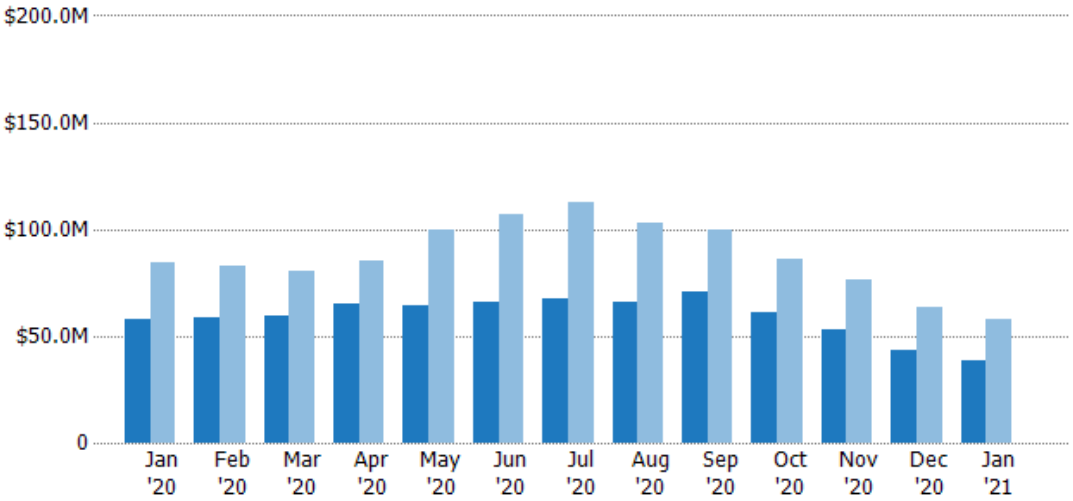
Active Listing Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jan '21	$38.5M	-33.5%
Jan '20	$57.9M	-31.5%
Jan '19	$84.4M	-7%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$57.9M	$58.5M	$59.7M	$65.4M	$64.4M	$66.2M	$67.6M	$65.5M	$70.4M	$60.9M	$53.4M	$43.4M	$38.5M
Prior Year	$84.4M	$83.2M	$80.1M	$85.4M	$99.4M	$107M	$112M	$103M	$100M	$86.3M	$76M	$63.5M	$57.9M
Percent Change from Prior Year	-31%	-30%	-25%	-23%	-35%	-38%	-40%	-37%	-30%	-29%	-30%	-32%	-34%

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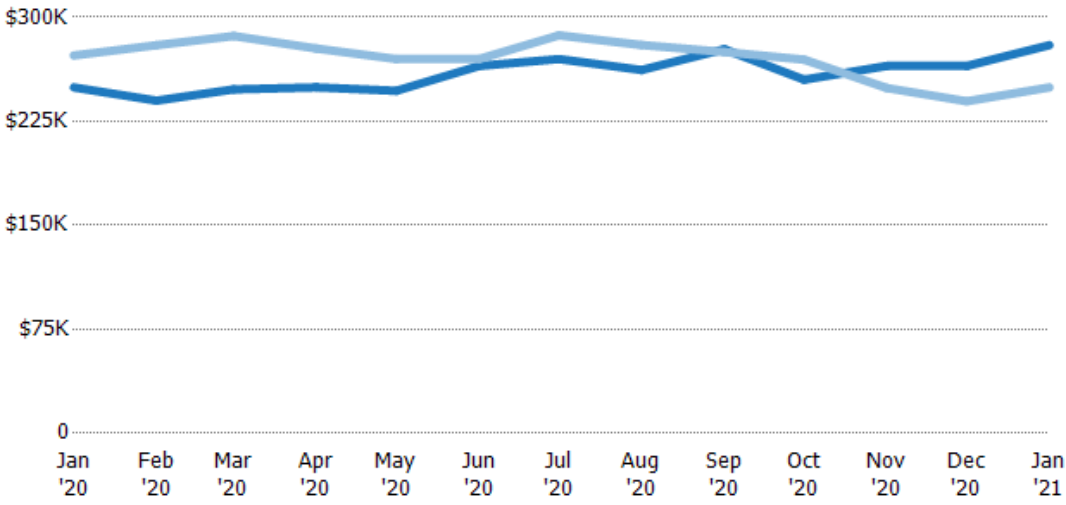
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jan '21	$280K	12.2%
Jan '20	$249K	-8.4%
Jan '19	$272K	-19.6%



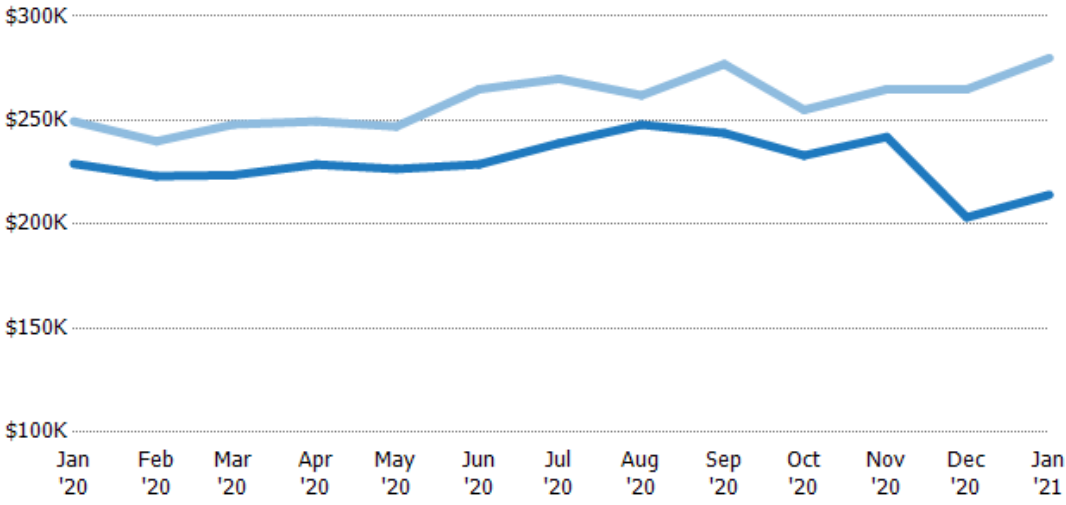
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$249K	$240K	$248K	$249K	$247K	$265K	$270K	$262K	$277K	$255K	$265K	$265K	$280K
Prior Year	$272K	$280K	$287K	$278K	$270K	$270K	$287K	$280K	$275K	$269K	$249K	$239K	$249K
Percent Change from Prior Year	-8%	-14%	-13%	-10%	-8%	-2%	-6%	-6%	1%	-5%	6%	11%	12%

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: 9 Selected
Property Type: Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Median Est Value	$229K	$223K	$224K	$229K	$227K	$229K	$239K	$248K	$244K	$233K	$242K	$203K	$214K
Median Listing Price	$249K	$240K	$248K	$249K	$247K	$265K	$270K	$262K	$277K	$255K	$265K	$265K	$280K
Med Listing Price as a % of Med Est Value	109%	108%	111%	109%	109%	116%	113%	106%	114%	109%	109%	130%	131%

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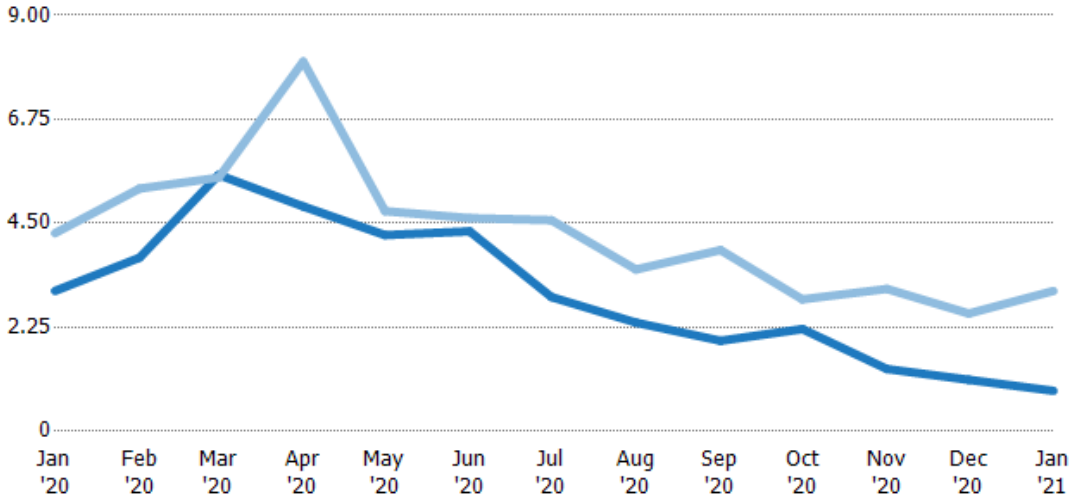
Months of Inventory

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Months	% Chg.
Jan '21	0.88	-71.2%
Jan '20	3.04	-29.2%
Jan '19	4.29	9.7%



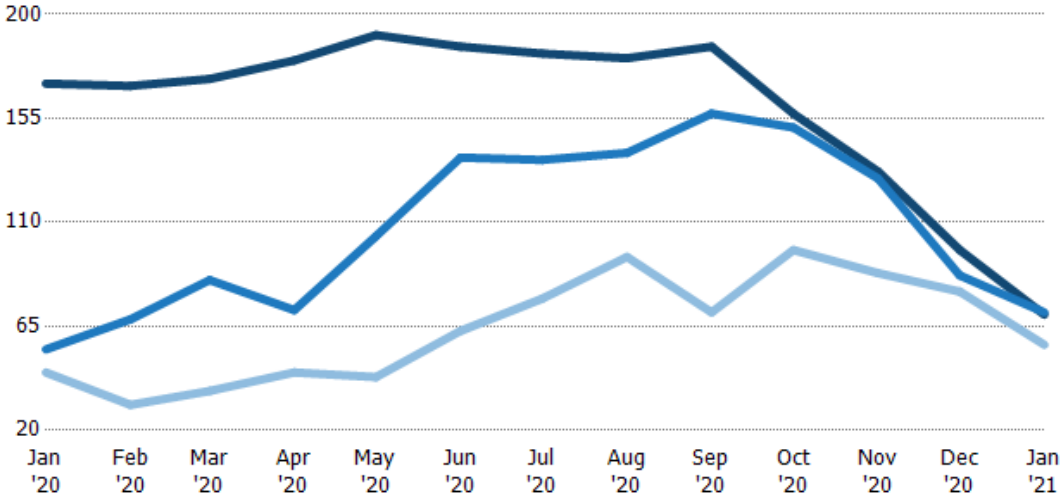
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	3.04	3.76	5.55	4.86	4.24	4.33	2.9	2.35	1.96	2.21	1.35	1.11	0.88
Prior Year	4.29	5.25	5.49	8	4.76	4.61	4.57	3.5	3.92	2.85	3.08	2.55	3.04
Percent Change from Prior Year	-29%	-28%	1%	-39%	-11%	-6%	-36%	-33%	-50%	-23%	-56%	-56%	-71%

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: 9 Selected
Property Type: Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	170	169	172	180	191	186	183	181	186	157	132	98	70
Pending	55	68	85	72	104	138	137	140	157	151	129	87	71
Sold	45	31	37	45	43	63	77	95	71	98	88	80	57

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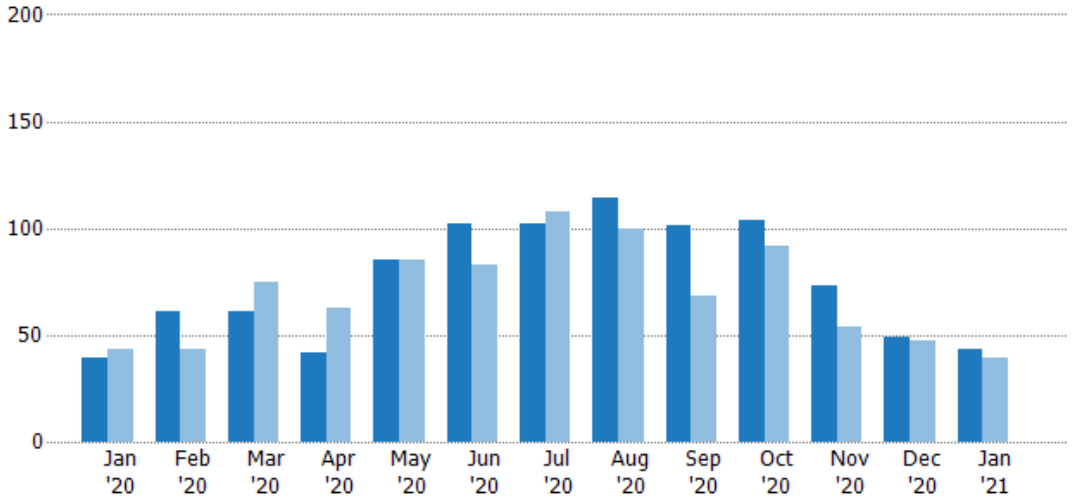
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jan '21	43	10.3%
Jan '20	39	-9.3%
Jan '19	43	-27.9%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	39	61	61	42	85	102	102	114	101	104	73	49	43
Prior Year	43	43	75	63	85	83	108	100	68	92	54	47	39
Percent Change from Prior Year	-9%	42%	-19%	-33%	0%	23%	-6%	14%	49%	13%	35%	4%	10%

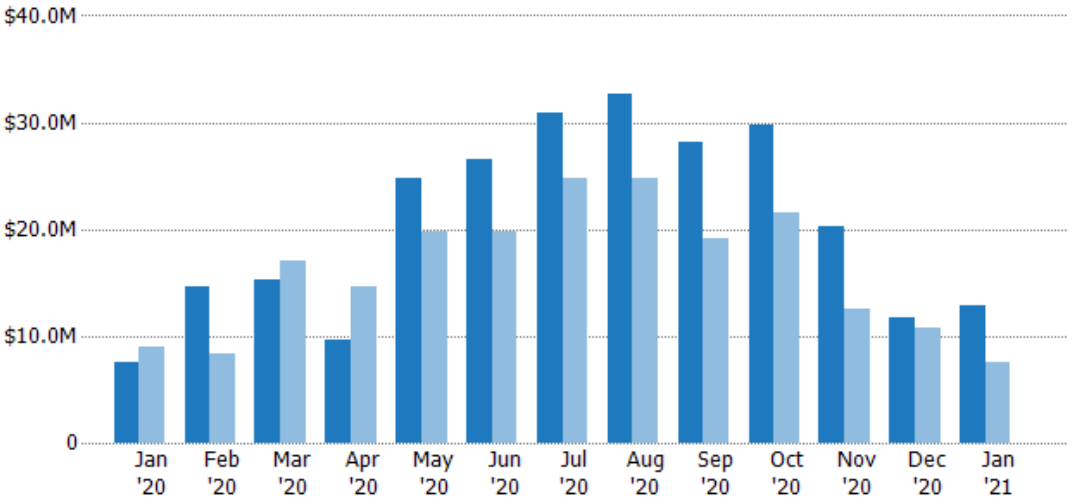
New Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jan '21	$12.8M	71.1%
Jan '20	$7.5M	-16.1%
Jan '19	$8.94M	-17.6%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$7.5M	$14.6M	$15.2M	$9.65M	$24.8M	$26.6M	$30.8M	$32.6M	$28.2M	$29.8M	$20.2M	$11.7M	$12.8M
Prior Year	$8.94M	$8.3M	$17.1M	$14.6M	$19.8M	$19.8M	$24.8M	$24.8M	$19.1M	$21.5M	$12.6M	$10.7M	$7.5M
Percent Change from Prior Year	-16%	76%	-11%	-34%	26%	34%	24%	31%	47%	39%	61%	10%	71%

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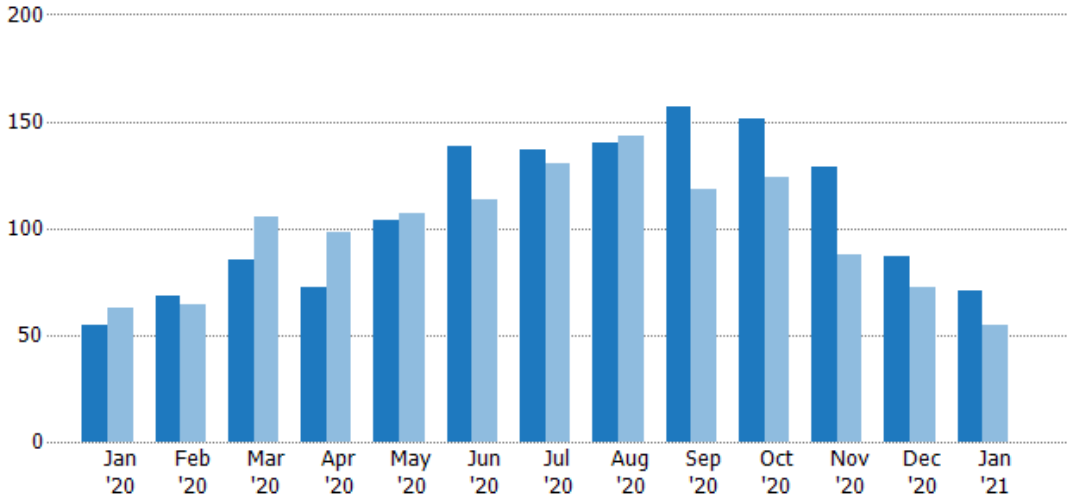
Pending Sales

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jan '21	71	29.1%
Jan '20	55	-12.7%
Jan '19	63	-23.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	55	68	85	72	104	138	137	140	157	151	129	87	71
Prior Year	63	64	105	98	107	113	130	143	118	124	88	72	55
Percent Change from Prior Year	-13%	6%	-19%	-27%	-3%	22%	5%	-2%	33%	22%	47%	21%	29%

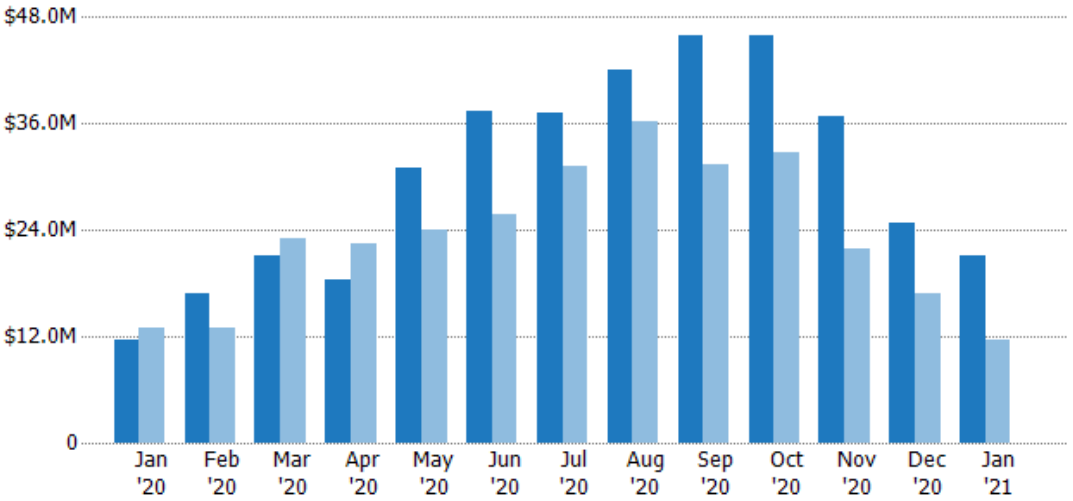
Pending Sales Volume

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: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jan '21	$21.1M	80.6%
Jan '20	$11.7M	-9.8%
Jan '19	$12.9M	-12.4%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$11.7M	$16.8M	$21M	$18.4M	$31M	$37.4M	$37.1M	$42.1M	$45.9M	$45.9M	$36.8M	$24.7M	$21.1M
Prior Year	$12.9M	$13M	$23.1M	$22.5M	$24M	$25.7M	$31.2M	$36.2M	$31.4M	$32.7M	$21.8M	$16.8M	$11.7M
Percent Change from Prior Year	-10%	30%	-9%	-18%	30%	46%	19%	16%	46%	40%	69%	47%	81%

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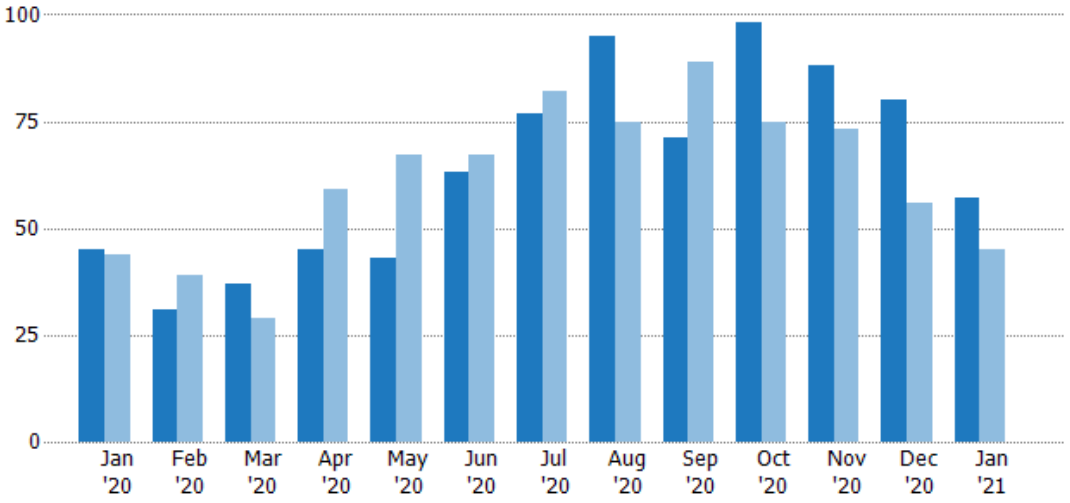
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Count	% Chg.
Jan '21	57	26.7%
Jan '20	45	2.3%
Jan '19	44	-34.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	45	31	37	45	43	63	77	95	71	98	88	80	57
Prior Year	44	39	29	59	67	67	82	75	89	75	73	56	45
Percent Change from Prior Year	2%	-21%	28%	-24%	-36%	-6%	-6%	27%	-20%	31%	21%	43%	27%

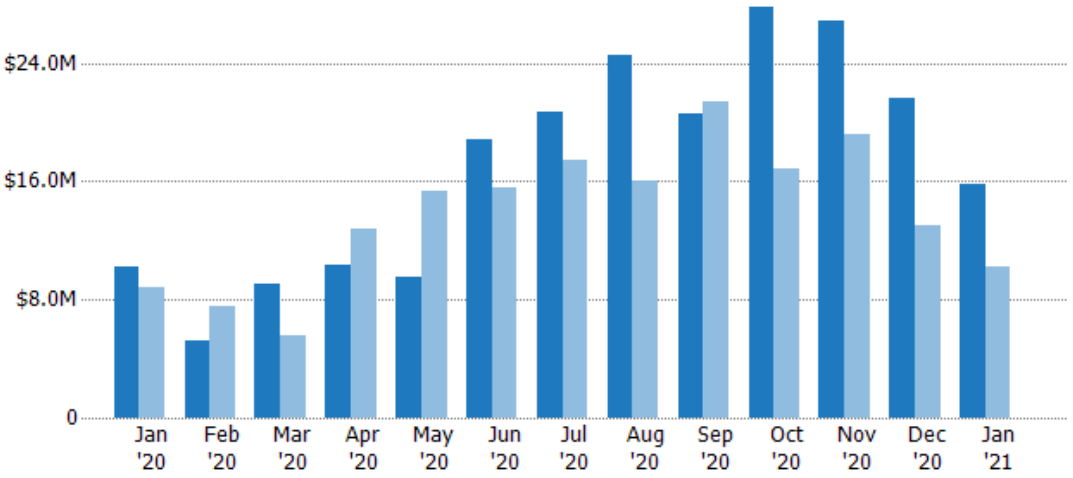
Closed Sales Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Volume	% Chg.
Jan '21	$15.8M	54.2%
Jan '20	$10.3M	15.6%
Jan '19	$8.87M	-32.8%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$10.3M	$5.19M	$9.04M	$10.4M	$9.5M	$18.8M	$20.7M	$24.6M	$20.5M	$27.7M	$26.9M	$21.6M	$15.8M
Prior Year	$8.87M	$7.56M	$5.61M	$12.8M	$15.3M	$15.6M	$17.4M	$16M	$21.3M	$16.8M	$19.2M	$13M	$10.3M
Percent Change from Prior Year	16%	-31%	61%	-19%	-38%	21%	19%	53%	-4%	65%	40%	67%	54%

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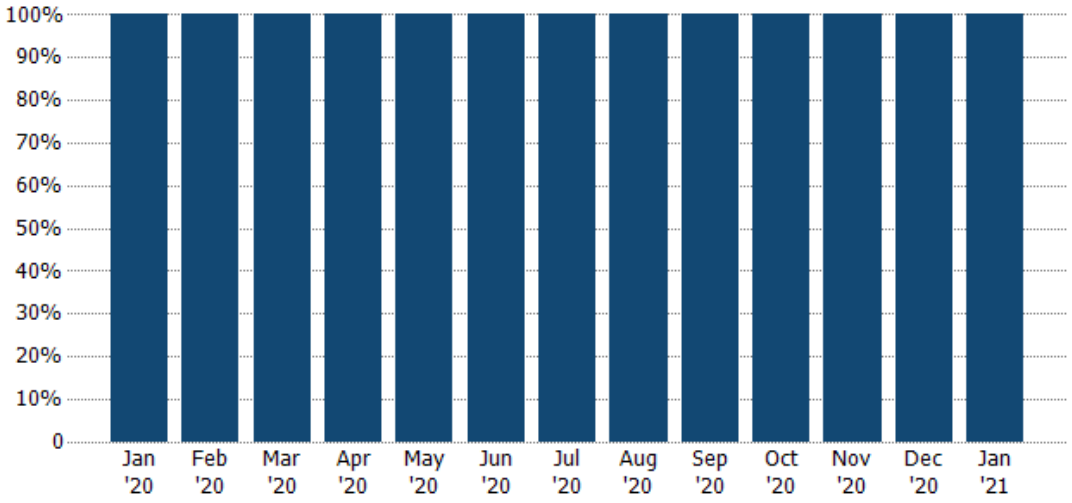
Closed Sales by Property Type

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Closed Sales (By County)

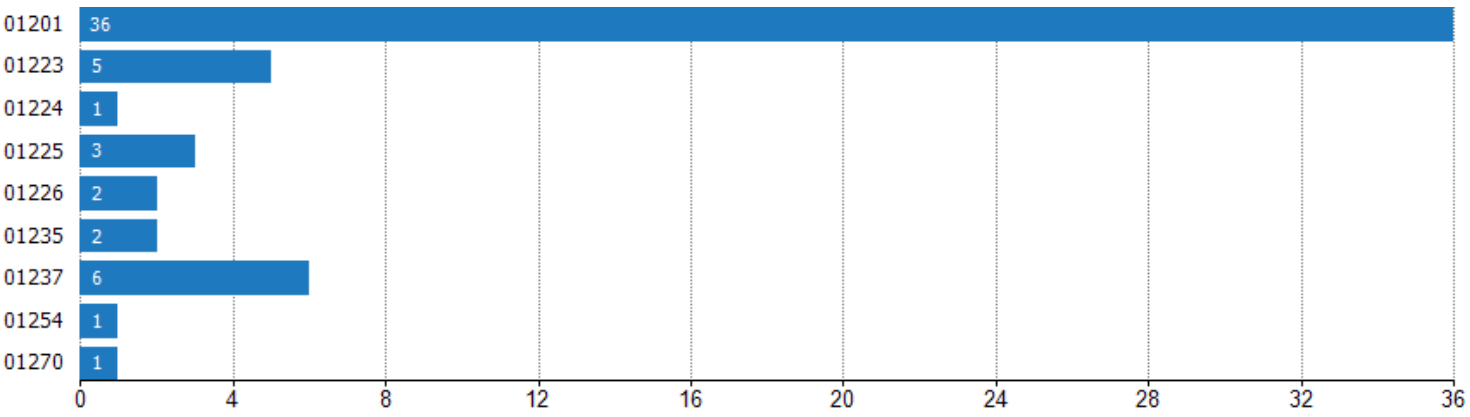
The total number of residential properties sold during the last month by county.

Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 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: 9 Selected; Property Type: Single Family Residence



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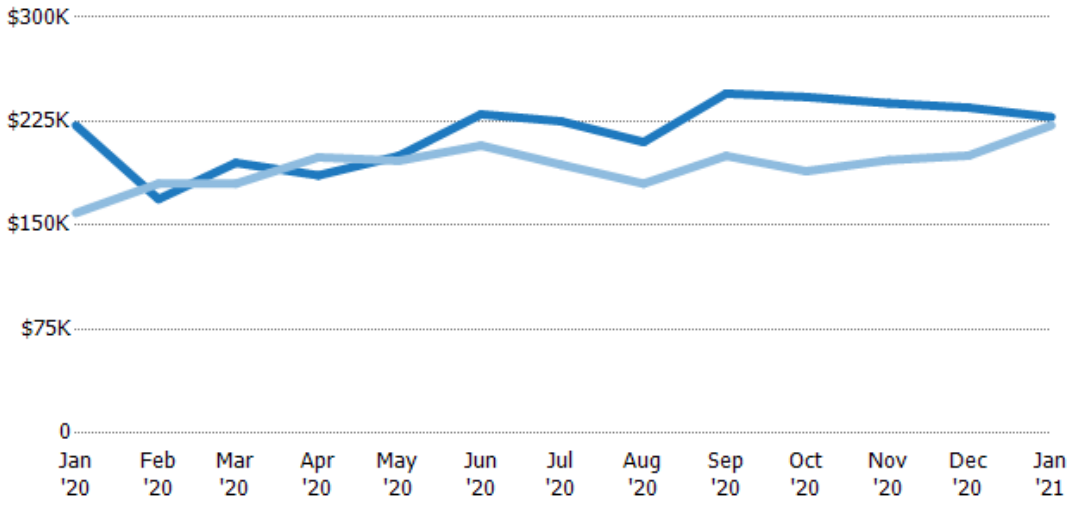
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence

Month/ Year	Price	% Chg.
Jan '21	$228K	2.7%
Jan '20	$222K	39.8%
Jan '19	$159K	5.5%



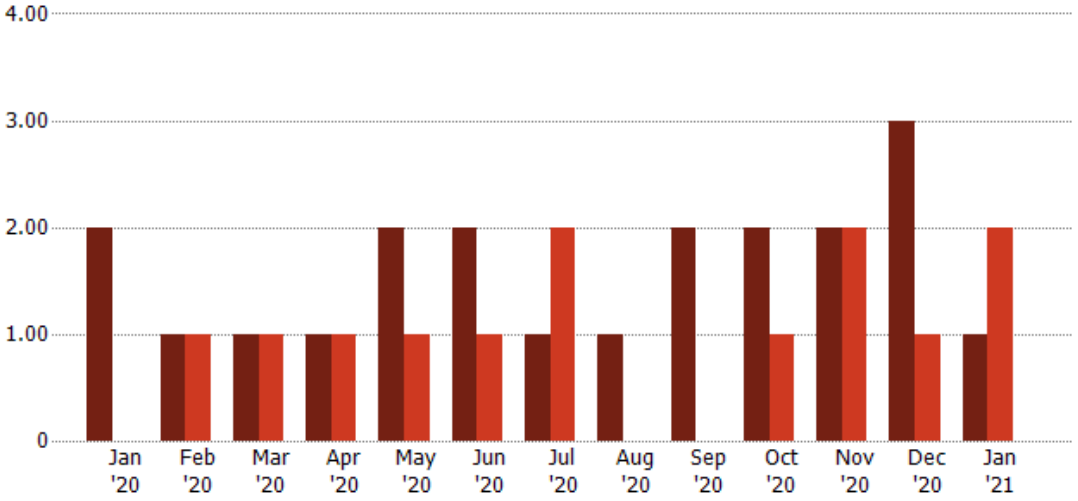
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	$222K	$169K	$195K	$186K	$200K	$230K	$225K	$210K	$245K	$243K	$238K	$235K	$228K
Prior Year	$159K	$180K	$180K	$199K	$197K	$208K	$194K	$180K	$200K	$189K	$197K	$200K	$222K
Percent Change from Prior Year	40%	-6%	8%	-7%	2%	11%	16%	17%	23%	28%	21%	17%	3%

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: 9 Selected
Property Type: Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	2	1	1	1	2	2	1	1	2	2	2	3	1
Prior Year	-	1	1	1	1	1	2	-	-	1	2	1	2
Percent Change from Prior Year	100%	0%	0%	0%	100%	100%	-50%	100%	100%	100%	0%	200%	-50%

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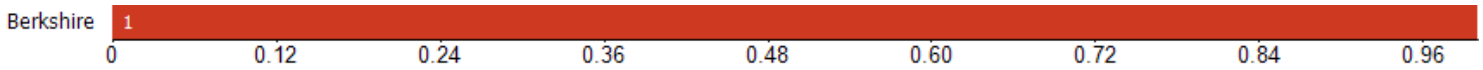
Distressed Listings (By County)

The number of distressed single-family, condominum and townhome properties that were for sale at the end of the last month by county.

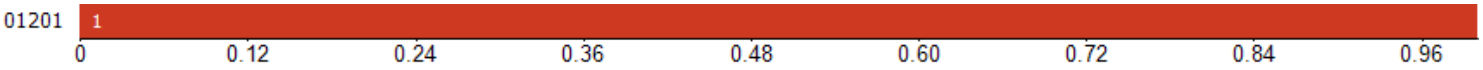
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family Residence



Distressed Listings (By Zip)

The number of distressed single-family, condominum 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: 9 Selected; Property Type: Single Family Residence

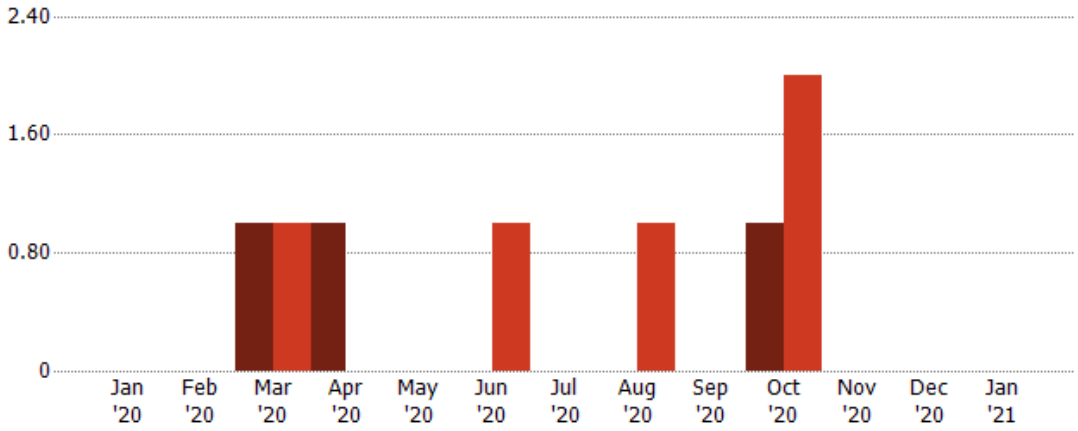


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
ZIP: 9 Selected
Property Type: Single Family Residence



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	-	-	1	1	-	-	-	-	-	1	-	-	-
Prior Year	-	-	1	-	-	1	-	1	-	2	-	-	-
Percent Change from Prior Year	-	-	0%	100%	-	-100%	-	-100%	-	-50%	-	-	-

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Sales Activity by ZIP

Jan 2021

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	40	$11,087,520	36	$8,137,199	$226,033	$198,000	$145	$145	17
01223	8	$2,445,900	5	$2,449,899	$489,980	$255,000	$375	$179	22
01224			1	$95,000	$95,000	$95,000	$58	$58	59
01225	7	$1,563,100	3	$726,000	$242,000	$270,000	$230	$187	56
01226	3	$699,800	2	$564,987	$282,494	$282,494	$163	$163	57
01235	3	$1,727,400	2	$893,900	$446,950	$446,950	$162	$162	59
01237	3	$513,800	6	$2,218,200	$369,700	$282,500	$159	$161	42
01254	6	$2,788,900	1	$400,000	$400,000	$400,000	$215	$215	40
01270	1	$239,900	1	$331,000	$331,000	$331,000	$147	$147	107

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