



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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	70	69	+1.4%	775	853	-9.1%
New Listing Volume	\$23,446,187	\$15,062,699	+55.7%	\$227,853,755	\$220,094,095	+3.5%
Active Listing Count	127	251	-49.4%	N/A	N/A	
Active Listing Volume	\$56,445,675	\$84,212,850	-33%	N/A	N/A	
Median Listing Price	\$280,000	\$267,000	+4.9%	\$258,852	\$270,310	-4.2%
Months of Inventory	1.8	2.8	-34.7%	2.7	4.6	-41.4%
Sales Activity Charts Metrics						
New Pending Sales Count	96	91	+5.5%	803	759	+5.8%
New Pending Sales Volume	\$27,816,687	\$21,065,899	+32%	\$216,941,191	\$178,140,630	+21.8%
Pending Sales Count	168	122	+37.7%	N/A	N/A	
Pending Sales Volume	\$49,484,994	\$32,080,299	+54.3%	N/A	N/A	
Closed Sales Count	88	77	+14.3%	592	621	-4.7%
Closed Sales Volume	\$25,073,463	\$17,098,100	+46.6%	\$153,049,661	\$136,328,409	+12.3%
Median Sales Price	\$250,750	\$189,000	+32.7%	\$219,147	\$191,236	+14.6%
Distressed Charts Metrics						
Distressed Listing Count	1	3	-66.7%	N/A	N/A	

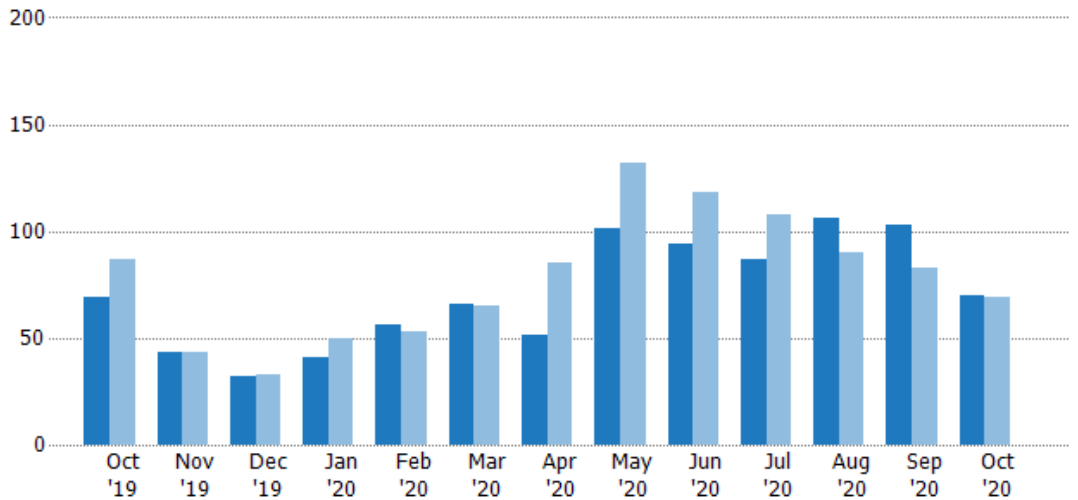
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Oct '20	70	1.4%
Oct '19	69	-20.7%
Oct '18	87	-5.7%



Current Year	69	43	32	41	56	66	51	101	94	87	106	103	70
Prior Year	87	43	33	50	53	65	85	132	118	108	90	83	69
Percent Change from Prior Year	-21%	0%	-3%	-18%	6%	2%	-40%	-23%	-20%	-19%	18%	24%	1%

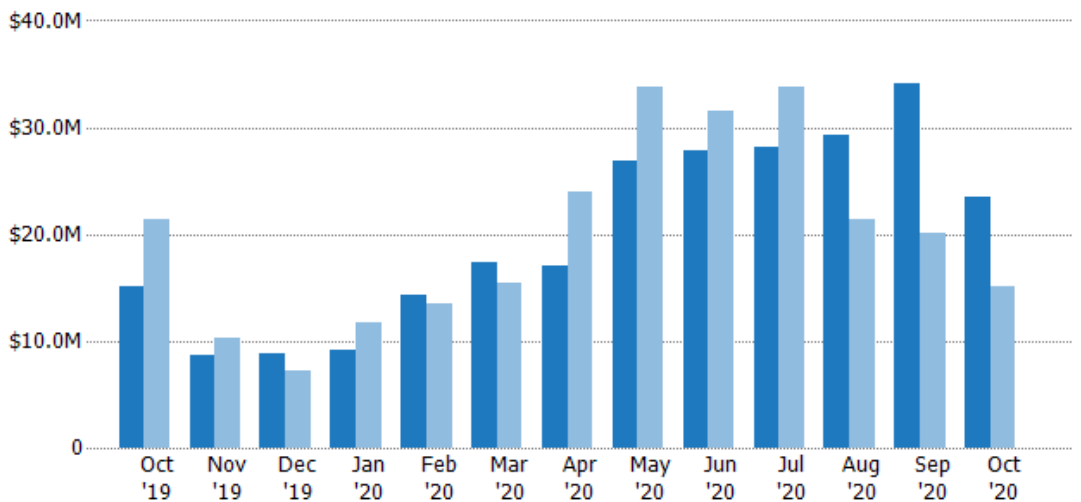
New Listing Volume

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.
Oct '20	\$23.4M	55.7%
Oct '19	\$15.1M	-29.5%
Oct '18	\$21.4M	-18.4%



Current Year	\$15.1M	\$8.72M	\$8.84M	\$9.14M	\$14.4M	\$17.4M	\$17.1M	\$26.9M	\$27.9M	\$28.2M	\$29.4M	\$34.1M	\$23.4M
Prior Year	\$21.4M	\$10.3M	\$7.15M	\$11.7M	\$13.5M	\$15.4M	\$23.9M	\$33.8M	\$31.6M	\$33.7M	\$21.4M	\$20M	\$15.1M
Percent Change from Prior Year	-29%	-16%	24%	-22%	6%	13%	-28%	-20%	-12%	-16%	37%	70%	56%

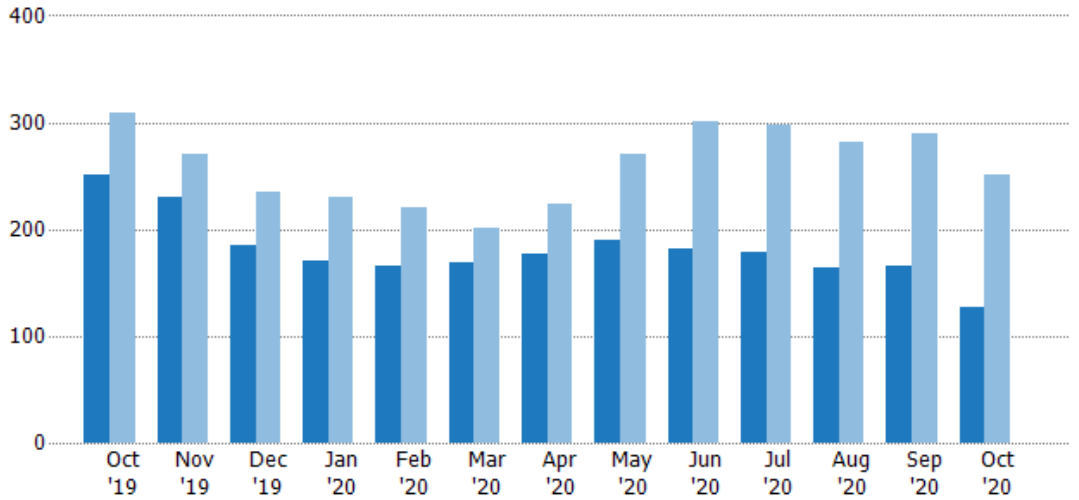
Active Listings

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.
Oct '20	127	-49.4%
Oct '19	251	-18.8%
Oct '18	309	8.4%



Current Year	251	230	185	170	165	169	177	189	182	178	164	165	127
Prior Year	309	271	235	230	221	201	224	270	301	298	281	289	251
Percent Change from Prior Year	-19%	-15%	-21%	-26%	-25%	-16%	-21%	-30%	-40%	-40%	-42%	-43%	-49%

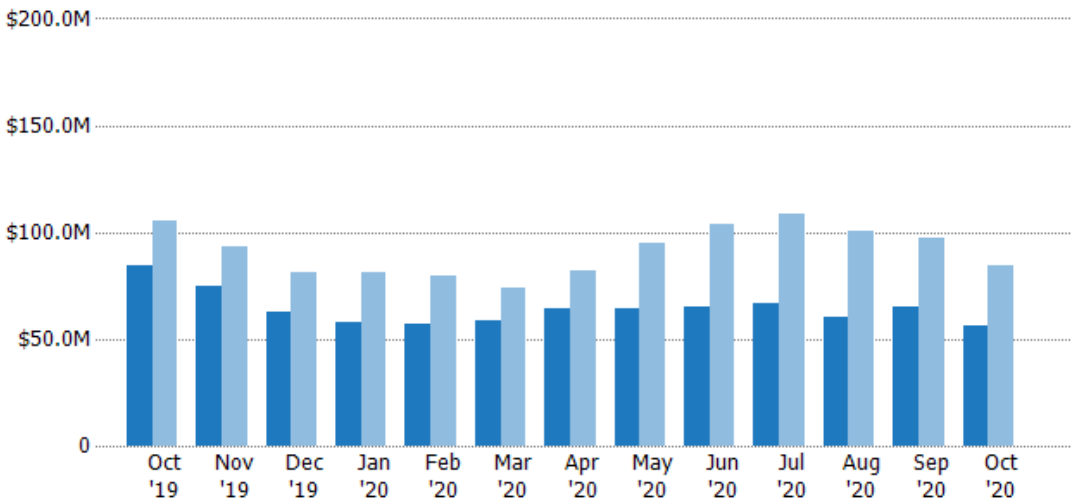
Active Listing Volume

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.
Oct '20	\$56.4M	-33%
Oct '19	\$84.2M	-19.8%
Oct '18	\$105M	-1.7%



Current Year	\$84.2M	\$75.1M	\$62.9M	\$57.9M	\$57M	\$58.8M	\$64.6M	\$64.6M	\$65.4M	\$66.7M	\$60.6M	\$65.2M	\$56.4M
Prior Year	\$105M	\$93.1M	\$81.3M	\$81M	\$79.6M	\$74M	\$81.6M	\$94.7M	\$104M	\$108M	\$100M	\$97.3M	\$84.2M
Percent Change from Prior Year	-20%	-19%	-23%	-28%	-28%	-21%	-21%	-32%	-37%	-38%	-40%	-33%	-33%

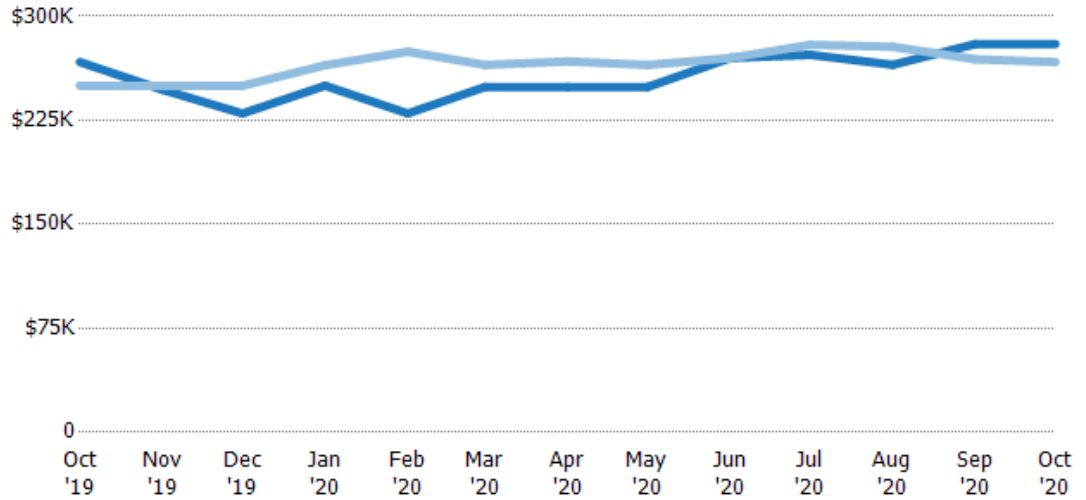
Median Listing Price

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.
Oct '20	\$280K	4.9%
Oct '19	\$267K	6.8%
Oct '18	\$250K	-12%



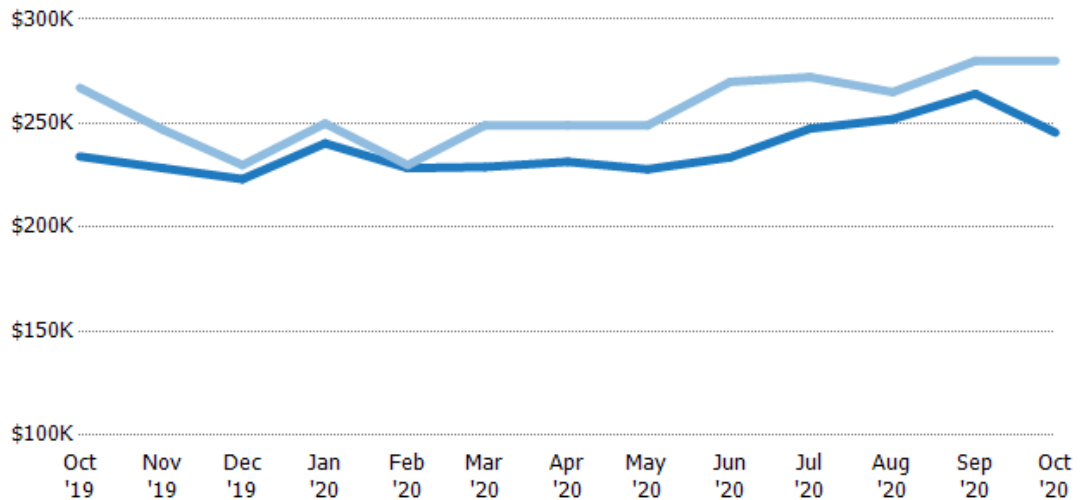
Current Year	\$267K	\$247K	\$230K	\$250K	\$230K	\$249K	\$249K	\$249K	\$270K	\$272K	\$265K	\$280K	\$280K
Prior Year	\$250K	\$250K	\$250K	\$265K	\$275K	\$265K	\$267K	\$265K	\$270K	\$279K	\$278K	\$269K	\$267K
Percent Change from Prior Year	7%	-1%	-8%	-6%	-16%	-6%	-7%	-6%	0%	-3%	-5%	4%	5%

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



Median Est Value	\$234K	\$228K	\$223K	\$240K	\$228K	\$229K	\$231K	\$228K	\$234K	\$247K	\$252K	\$264K	\$246K
Median Listing Price	\$267K	\$247K	\$230K	\$250K	\$230K	\$249K	\$249K	\$249K	\$270K	\$272K	\$265K	\$280K	\$280K
Med Listing Price as a % of Med Est Value	114%	108%	103%	104%	101%	109%	108%	109%	116%	110%	105%	106%	114%

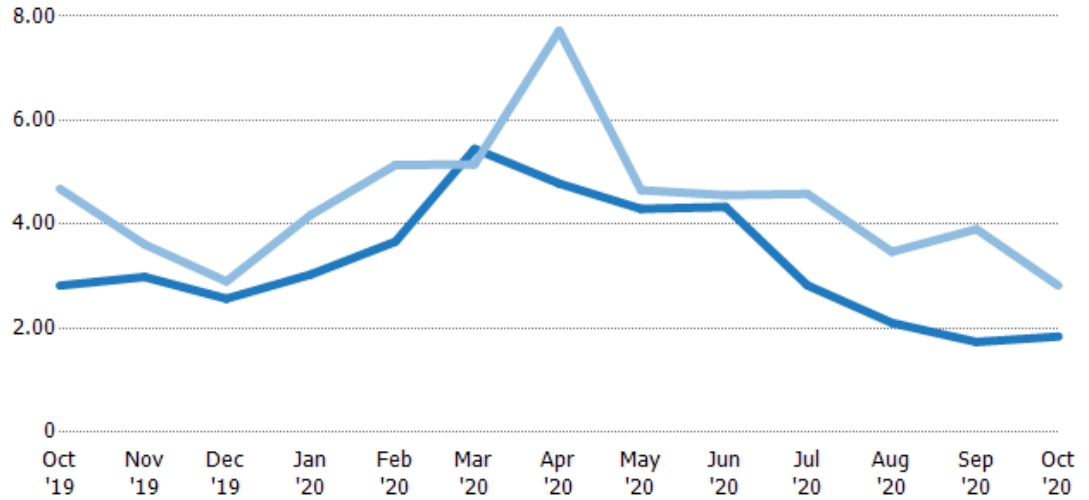
Months of Inventory

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.
Oct '20	1.84	-34.7%
Oct '19	2.82	-39.8%
Oct '18	4.68	10.1%



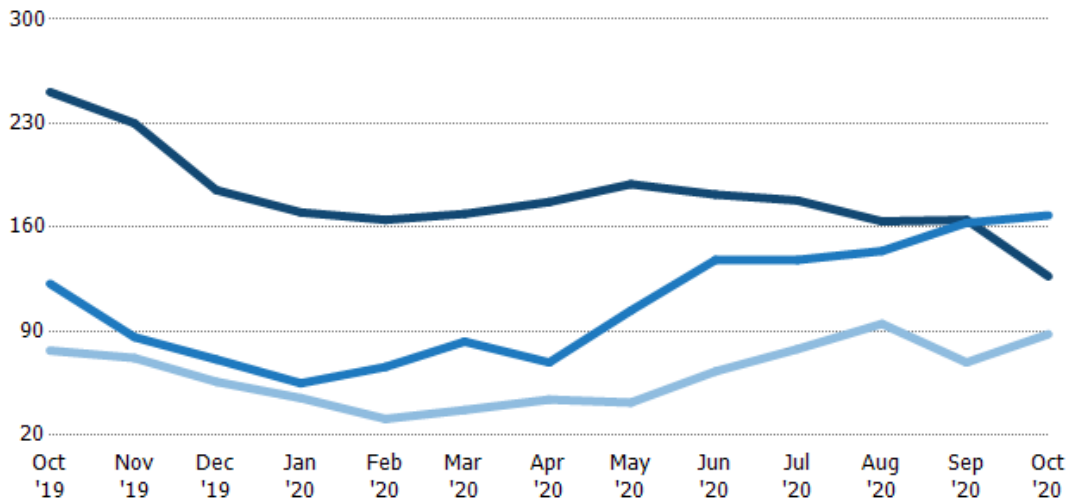
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	2.82	2.99	2.57	3.04	3.67	5.45	4.78	4.3	4.33	2.83	2.1	1.74	1.84
Prior Year	4.68	3.61	2.9	4.18	5.14	5.15	7.72	4.66	4.56	4.58	3.47	3.91	2.82
Percent Change from Prior Year	-40%	-17%	-11%	-27%	-29%	6%	-38%	-8%	-5%	-38%	-39%	-56%	-35%

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	251	230	185	170	165	169	177	189	182	178	164	165	127
Pending	122	86	71	55	66	83	69	104	138	138	144	163	168
Sold	77	72	56	45	31	37	44	42	63	78	95	69	88

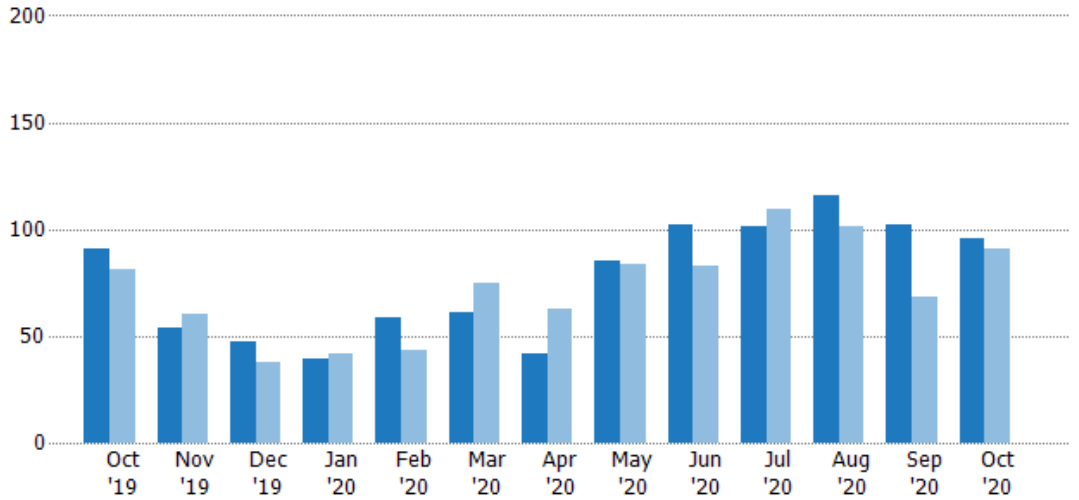
New Pending Sales

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.
Oct '20	96	5.5%
Oct '19	91	12.3%
Oct '18	81	-27.2%



Current Year	91	54	47	39	59	61	42	85	102	101	116	102	96
Prior Year	81	60	38	42	43	75	63	84	83	109	101	68	91
Percent Change from Prior Year	12%	-10%	24%	-7%	37%	-19%	-33%	1%	23%	-7%	15%	50%	5%

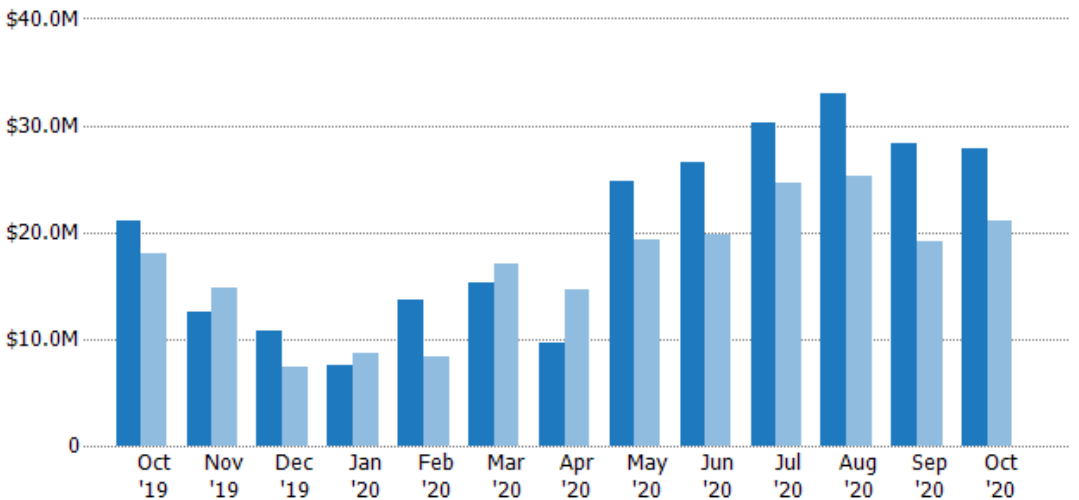
New Pending Sales Volume

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.
Oct '20	\$27.8M	32%
Oct '19	\$21.1M	17.4%
Oct '18	\$17.9M	-35.3%



Current Year	\$21.1M	\$12.6M	\$10.7M	\$7.5M	\$13.7M	\$15.2M	\$9.65M	\$24.8M	\$26.6M	\$30.3M	\$33M	\$28.3M	\$27.8M
Prior Year	\$17.9M	\$14.8M	\$7.45M	\$8.73M	\$8.3M	\$17.1M	\$14.6M	\$19.4M	\$19.8M	\$24.7M	\$25.3M	\$19.1M	\$21.1M
Percent Change from Prior Year	17%	-15%	44%	-14%	65%	-11%	-34%	28%	34%	23%	30%	48%	32%

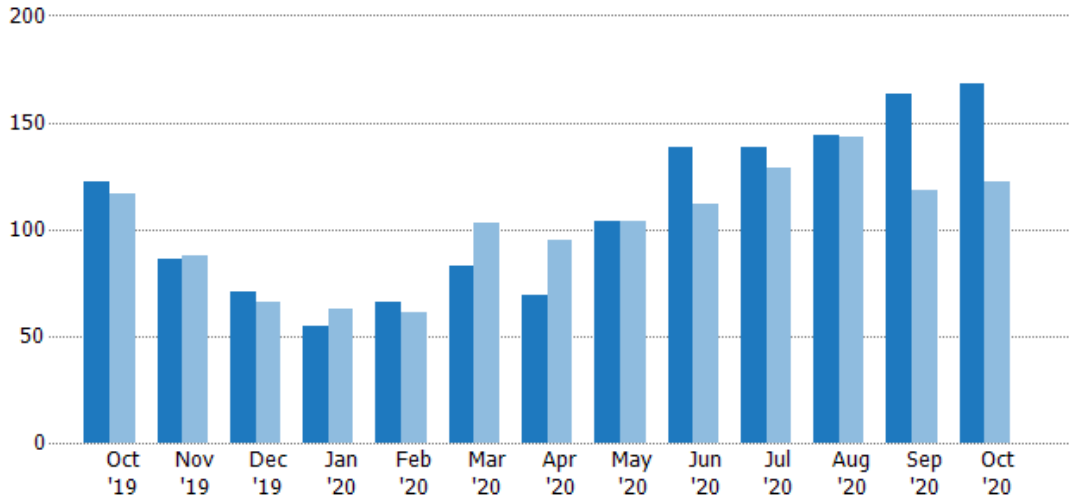
Pending Sales

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.
Oct '20	168	37.7%
Oct '19	122	4.3%
Oct '18	117	-17.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	122	86	71	55	66	83	69	104	138	138	144	163	168
Prior Year	117	88	66	63	61	103	95	104	112	129	143	118	122
Percent Change from Prior Year	4%	-2%	8%	-13%	8%	-19%	-27%	0%	23%	7%	1%	38%	38%

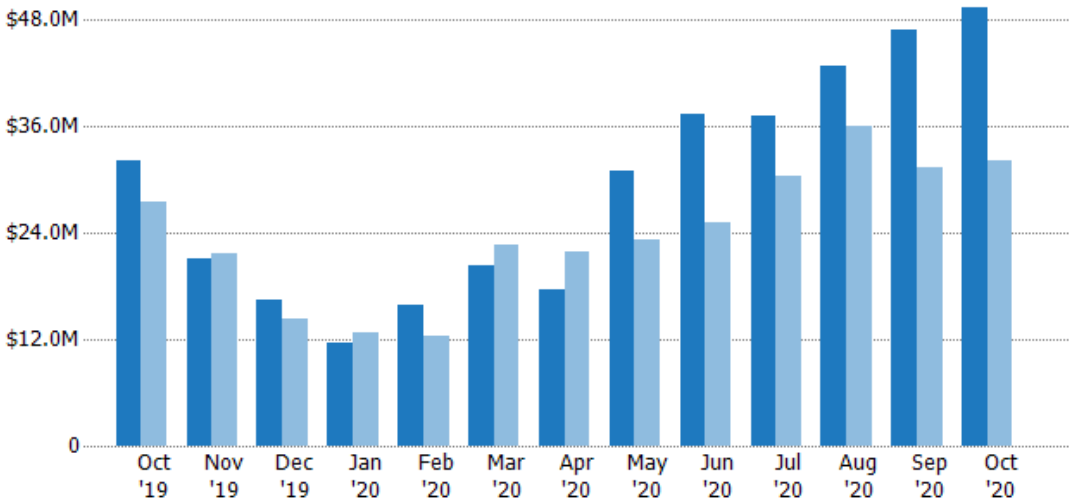
Pending Sales Volume

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.
Oct '20	\$49.5M	54.3%
Oct '19	\$32.1M	16.7%
Oct '18	\$27.5M	-27.8%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$32.1M	\$21.2M	\$16.5M	\$11.7M	\$15.8M	\$20.4M	\$17.6M	\$31M	\$37.4M	\$37.2M	\$42.7M	\$46.9M	\$49.5M
Prior Year	\$27.5M	\$21.7M	\$14.4M	\$12.9M	\$12.4M	\$22.6M	\$21.9M	\$23.2M	\$25.2M	\$30.4M	\$36M	\$31.3M	\$32.1M
Percent Change from Prior Year	17%	-3%	15%	-9%	28%	-10%	-20%	34%	49%	22%	19%	50%	54%

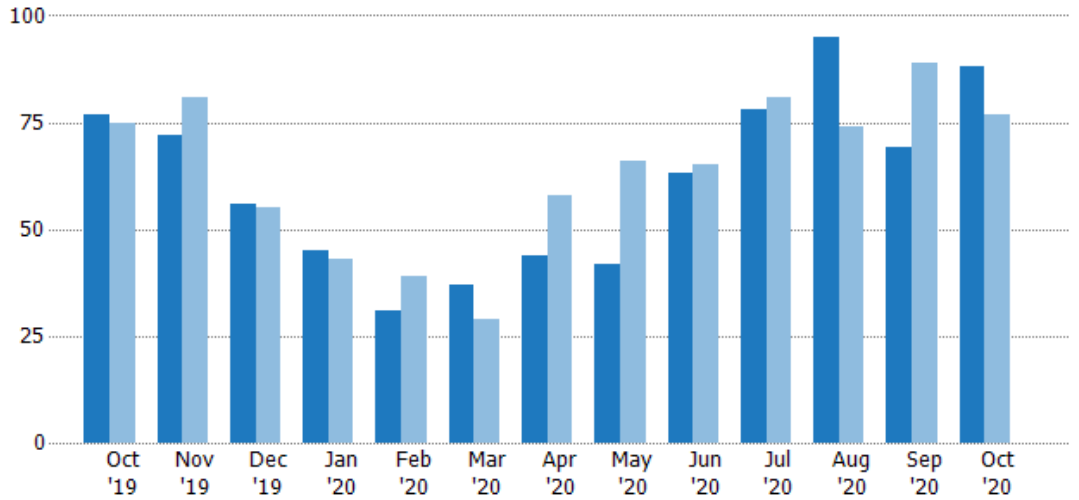
Closed Sales

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.
Oct '20	88	14.3%
Oct '19	77	2.7%
Oct '18	75	-5.3%



Current Year	77	72	56	45	31	37	44	42	63	78	95	69	88
Prior Year	75	81	55	43	39	29	58	66	65	81	74	89	77
Percent Change from Prior Year	3%	-11%	2%	5%	-21%	28%	-24%	-36%	-3%	-4%	28%	-22%	14%

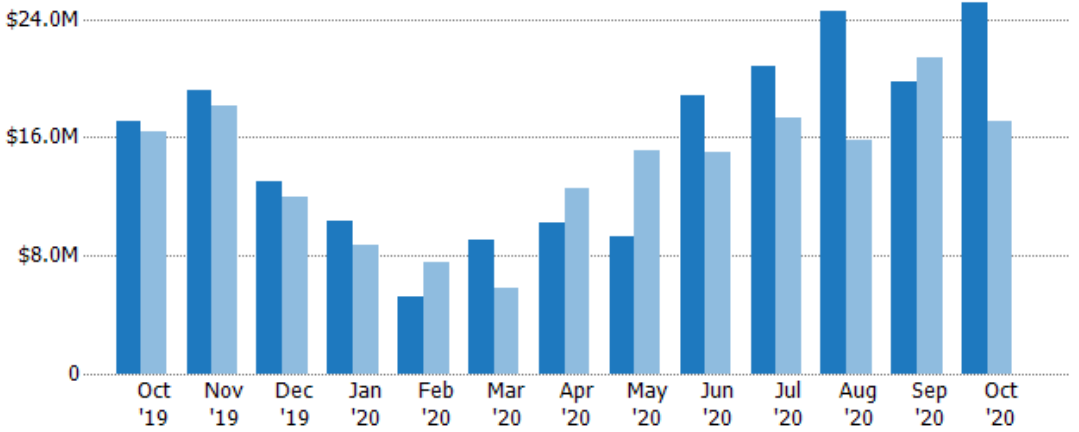
Closed Sales Volume

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

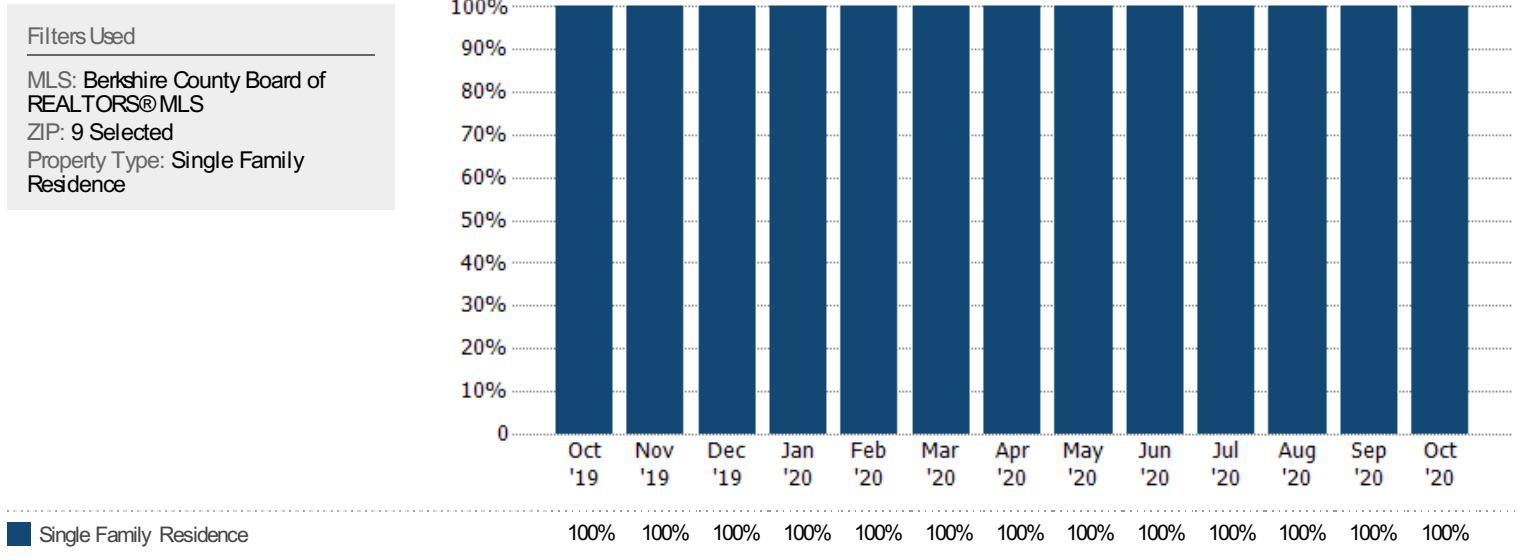
Month/Year	Volume	% Chg.
Oct '20	\$25.1M	46.6%
Oct '19	\$17.1M	4.4%
Oct '18	\$16.4M	-4.4%



Current Year	\$17.1M	\$19.1M	\$13M	\$10.3M	\$5.19M	\$9.04M	\$10.2M	\$9.31M	\$18.8M	\$20.8M	\$24.6M	\$19.7M	\$25.1M
Prior Year	\$16.4M	\$18.2M	\$12M	\$8.74M	\$7.56M	\$5.77M	\$12.6M	\$15.1M	\$15M	\$17.3M	\$15.8M	\$21.3M	\$17.1M
Percent Change from Prior Year	4%	5%	8%	18%	-31%	57%	-19%	-39%	25%	20%	56%	-8%	47%

Closed Sales by Property Type

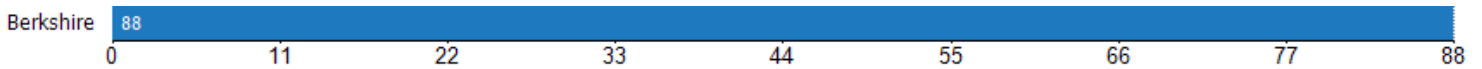
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

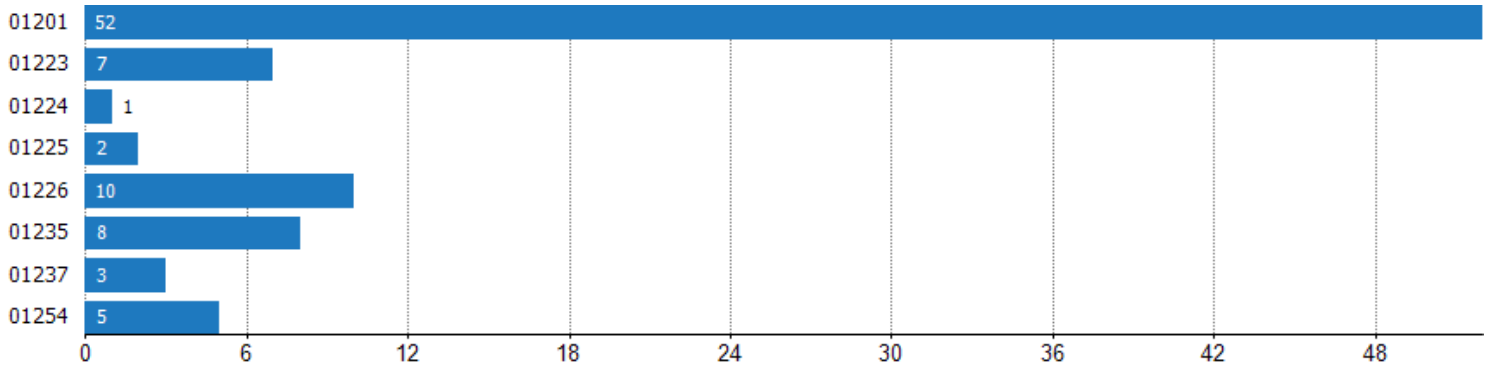
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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



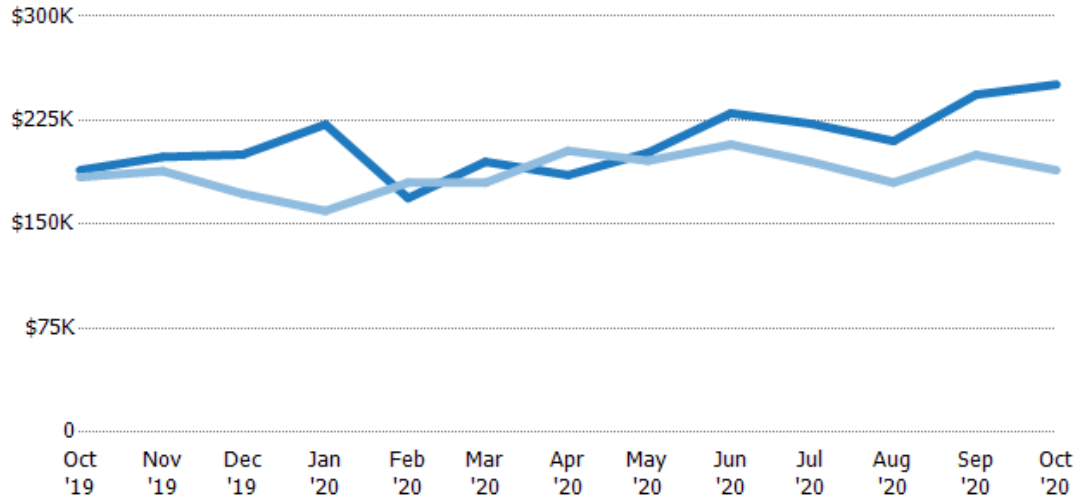
Median Sales Price

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.
Oct '20	\$251K	32.7%
Oct '19	\$189K	2.7%
Oct '18	\$184K	-7.6%



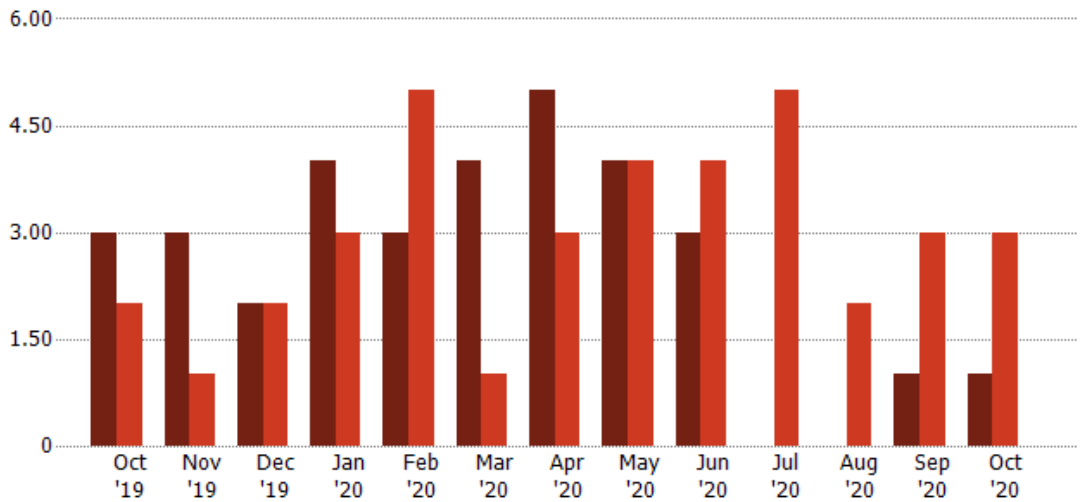
Current Year	\$189K	\$199K	\$200K	\$222K	\$169K	\$195K	\$186K	\$202K	\$230K	\$223K	\$210K	\$244K	\$251K
Prior Year	\$184K	\$188K	\$172K	\$160K	\$180K	\$180K	\$203K	\$196K	\$208K	\$195K	\$180K	\$200K	\$189K
Percent Change from Prior Year	3%	5%	16%	39%	-6%	8%	-9%	3%	11%	14%	17%	22%	33%

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

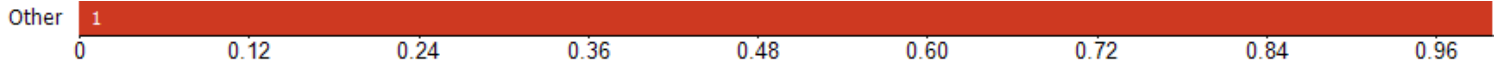


Current Year	3	3	2	4	3	4	5	4	3	-	-	1	1
Prior Year	2	1	2	3	5	1	3	4	4	5	2	3	3
Percent Change from Prior Year	50%	200%	0%	33%	-40%	300%	67%	0%	-25%	-100%	-100%	-67%	-67%

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.

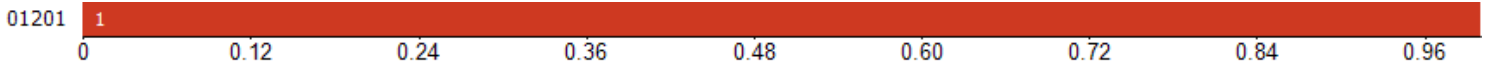
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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: 9 Selected; Property Type: Single Family Residence

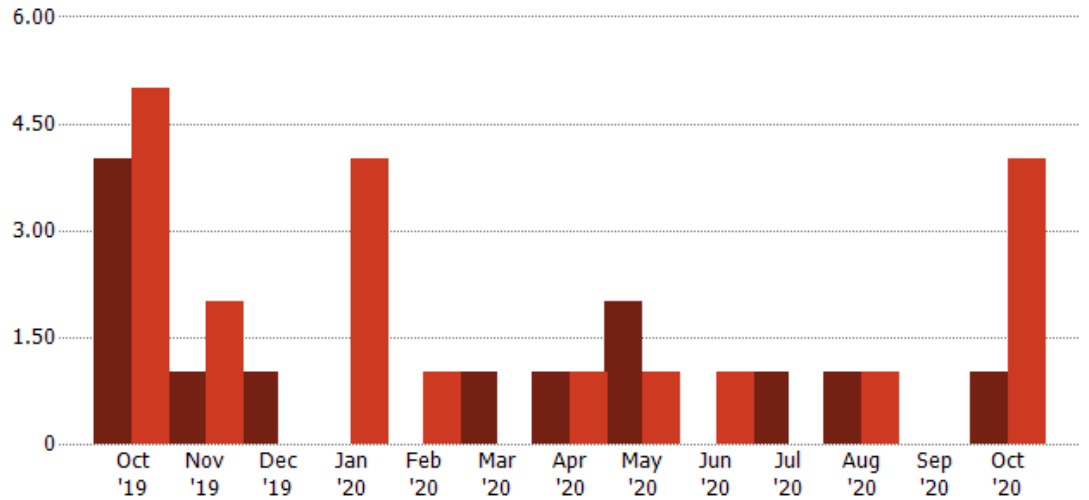


Distressed Sales

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



Current Year	4	1	1	-	-	1	1	2	-	1	1	-	1
Prior Year	5	2	-	4	1	-	1	1	1	-	1	-	4
Percent Change from Prior Year	-20%	-50%	100%	-100%	-100%	100%	0%	100%	-100%	100%	0%	-	-75%

Sales Activity by ZIP

Oct 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	89	\$22,660,787	52	\$12,475,563	\$239,915	\$196,000	\$134	\$137	24
01223	18	\$7,181,700	7	\$2,179,000	\$311,286	\$305,000	\$174	\$153	53
01224			1	\$169,900	\$169,900	\$169,900	\$188	\$188	0
01225	7	\$2,124,707	2	\$765,000	\$382,500	\$382,500	\$230	\$230	34
01226	14	\$3,299,000	10	\$2,903,500	\$290,350	\$255,500	\$125	\$127	53
01235	10	\$4,682,600	8	\$2,314,500	\$289,313	\$266,250	\$159	\$157	25
01237	13	\$3,481,900	3	\$1,636,000	\$545,333	\$529,000	\$196	\$156	50
01254	13	\$5,094,700	5	\$2,630,000	\$526,000	\$372,500	\$205	\$210	53

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		