

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	11	14	-21.4%	171	190	-10%
New Listing Volume	\$3,317,500	\$3,900,700	-15%	\$75,261,300	\$58,624,182	+28.4%
Active Listing Count	34	59	-42.4%	N/A	N/A	
Active Listing Volume	\$17,533,700	\$23,368,099	-25%	N/A	N/A	
Median Listing Price	\$387,000	\$305,000	+26.9%	\$426,595	\$333,757	+27.8%
Months of Inventory	2.3	4.2	-46.2%	4.9	11.8	-58.8%
Sales Activity Charts Metrics						
New Pending Sales Count	13	6	+116.7%	189	190	-0.5%
New Pending Sales Volume	\$7,049,900	\$1,368,400	+415.2%	\$72,499,994	\$55,849,943	+29.8%
Pending Sales Count	18	12	+50%	N/A	N/A	
Pending Sales Volume	\$8,669,600	\$4,927,334	+75.9%	N/A	N/A	
Closed Sales Count	11	7	+57.1%	158	149	+6%
Closed Sales Volume	\$2,440,900	\$1,861,600	+31.1%	\$60,019,246	\$42,411,900	+41.5%
Median Sales Price	\$216,500	\$151,500	+42.9%	\$313,728	\$228,808	+37.1%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	N/A	N/A	

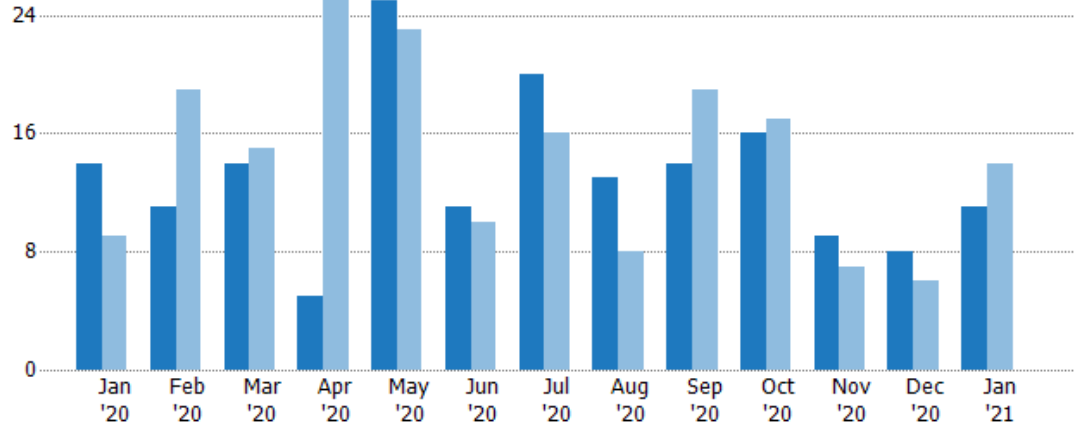
New Listings

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Jan '21	11	-21.4%
Jan '20	14	55.6%
Jan '19	9	-33.3%



Current Year	14	11	14	5	25	11	20	13	14	16	9	8	11
Prior Year	9	19	15	27	23	10	16	8	19	17	7	6	14
Percent Change from Prior Year	56%	-42%	-7%	-81%	9%	10%	25%	63%	-26%	-6%	29%	33%	-21%

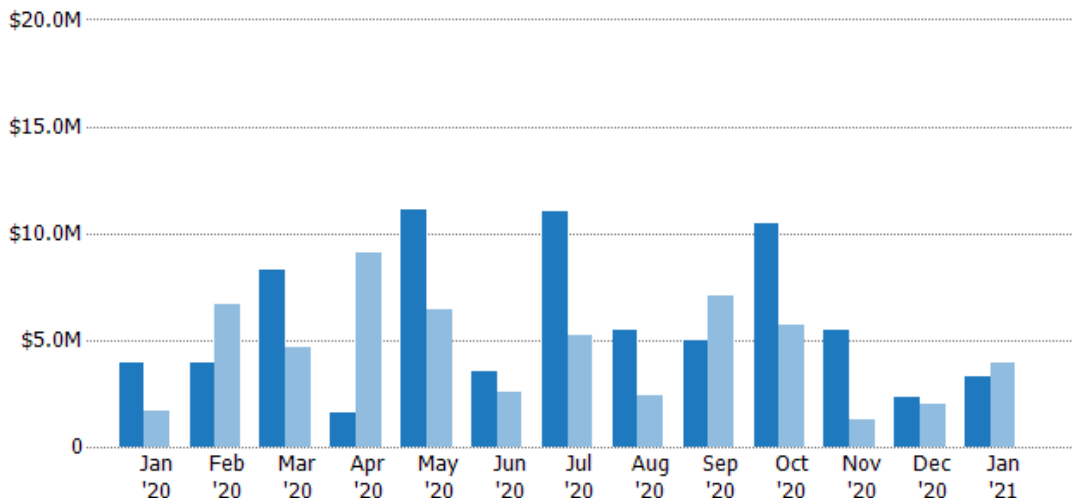
New Listing Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Jan '21	\$3.32M	-15%
Jan '20	\$3.9M	137.3%
Jan '19	\$1.64M	-12.5%



Current Year	\$3.9M	\$3.92M	\$8.26M	\$1.61M	\$11.1M	\$3.56M	\$11M	\$5.45M	\$4.96M	\$10.4M	\$5.47M	\$2.3M	\$3.32M
Prior Year	\$1.64M	\$6.65M	\$4.63M	\$9.08M	\$6.4M	\$2.53M	\$5.26M	\$2.44M	\$7.04M	\$5.73M	\$1.29M	\$2.04M	\$3.9M
Percent Change from Prior Year	137%	-41%	78%	-82%	74%	41%	109%	123%	-30%	82%	324%	13%	-15%

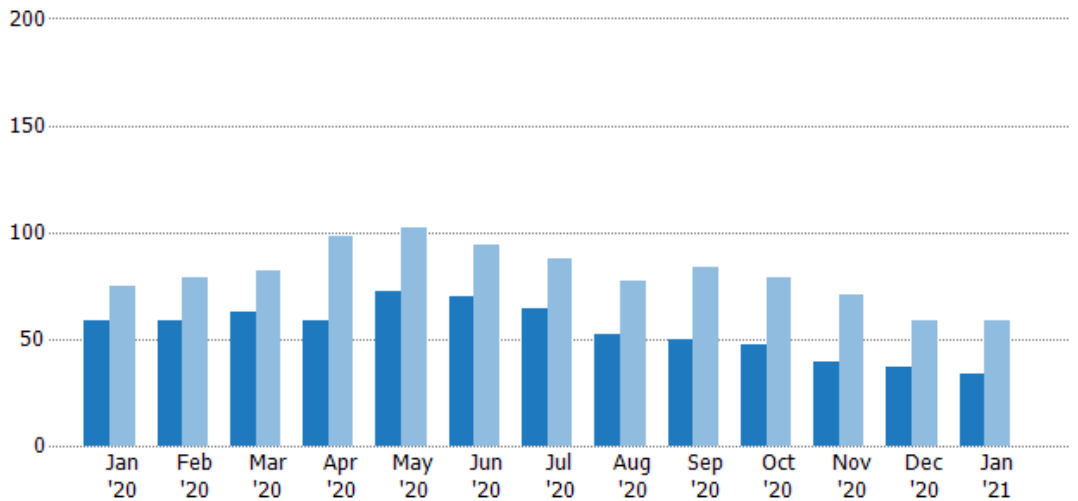
Active Listings

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Jan '21	34	-42.4%
Jan '20	59	-21.3%
Jan '19	75	-12%



Current Year	59	59	63	59	72	70	64	52	50	47	39	37	34
Prior Year	75	79	82	98	102	94	88	77	84	79	71	59	59
Percent Change from Prior Year	-21%	-25%	-23%	-40%	-29%	-26%	-27%	-32%	-40%	-41%	-45%	-37%	-42%

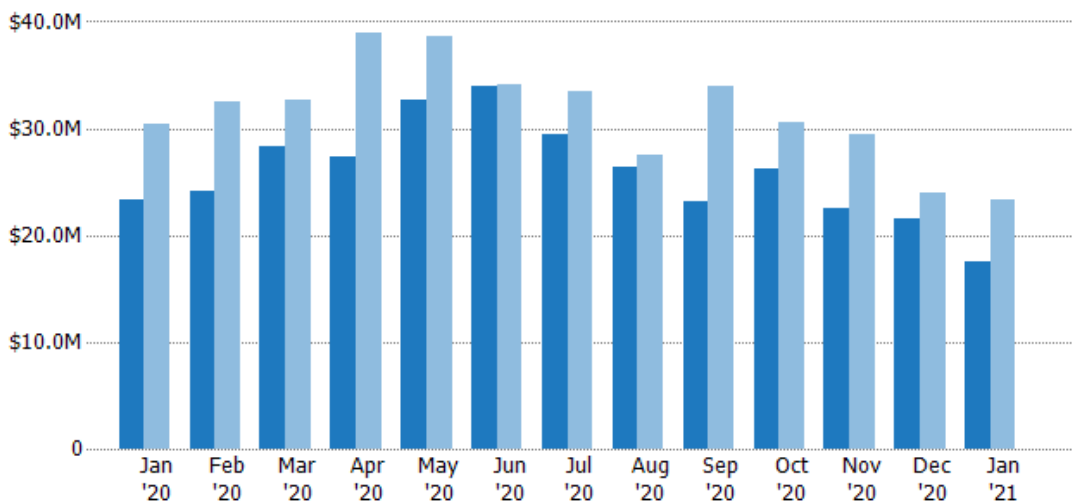
Active Listing Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Jan '21	\$17.5M	-25%
Jan '20	\$23.4M	-23.1%
Jan '19	\$30.4M	-1.7%



Current Year	\$23.4M	\$24.2M	\$28.4M	\$27.3M	\$32.6M	\$34M	\$29.5M	\$26.4M	\$23.1M	\$26.3M	\$22.5M	\$21.6M	\$17.5M
Prior Year	\$30.4M	\$32.4M	\$32.6M	\$38.9M	\$38.6M	\$34.1M	\$33.5M	\$27.5M	\$34M	\$30.5M	\$29.4M	\$23.9M	\$23.4M
Percent Change from Prior Year	-23%	-25%	-13%	-30%	-16%	0%	-12%	-4%	-32%	-14%	-23%	-10%	-25%

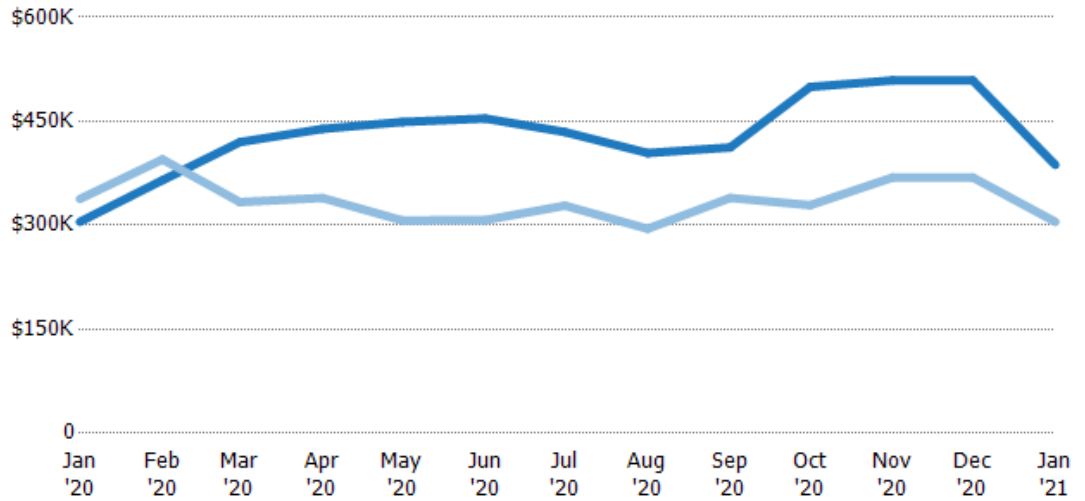
Median Listing Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Jan '21	\$387K	26.9%
Jan '20	\$305K	-9.8%
Jan '19	\$338K	21.9%



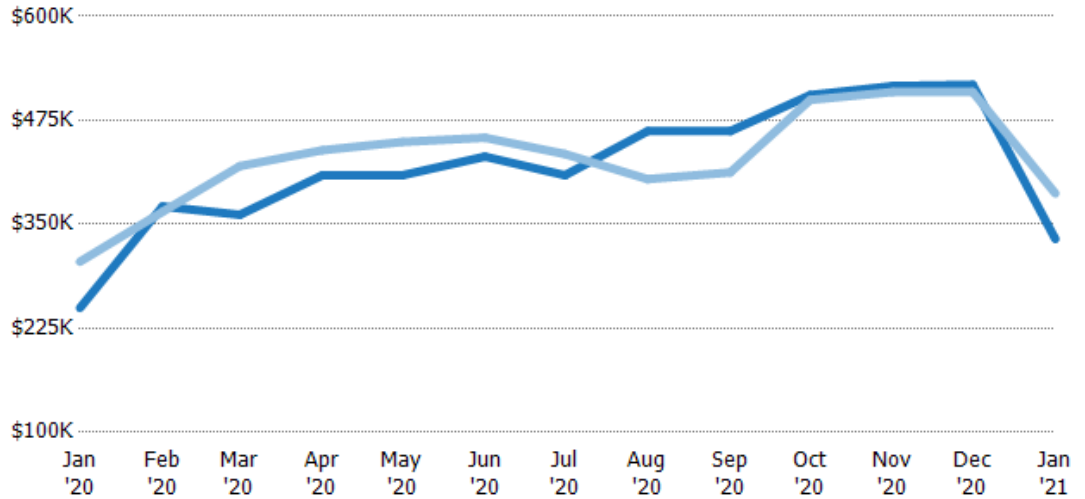
Current Year	\$305K	\$365K	\$420K	\$439K	\$449K	\$454K	\$434K	\$404K	\$412K	\$500K	\$509K	\$509K	\$387K
Prior Year	\$338K	\$395K	\$334K	\$339K	\$307K	\$307K	\$328K	\$295K	\$339K	\$329K	\$369K	\$369K	\$305K
Percent Change from Prior Year	-10%	-8%	26%	29%	46%	48%	32%	37%	21%	52%	38%	38%	27%

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: Condo/Townhouse/Apt



Median Est Value	\$249K	\$371K	\$361K	\$409K	\$409K	\$431K	\$409K	\$462K	\$462K	\$505K	\$516K	\$518K	\$332K
Median Listing Price	\$305K	\$365K	\$420K	\$439K	\$449K	\$454K	\$434K	\$404K	\$412K	\$500K	\$509K	\$509K	\$387K
Med Listing Price as a % of Med Est Value	122%	98%	116%	107%	110%	105%	106%	88%	89%	99%	99%	98%	116%

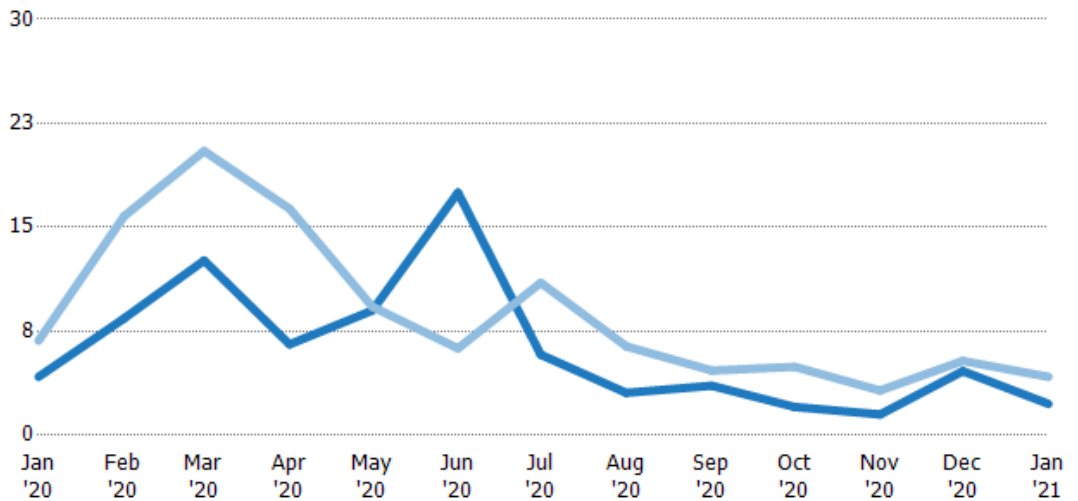
Months of Inventory

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: Condo/Townhouse/Apt

Month/Year	Months	% Chg.
Jan '21	2.27	-46.2%
Jan '20	4.21	-38.2%
Jan '19	6.82	21%



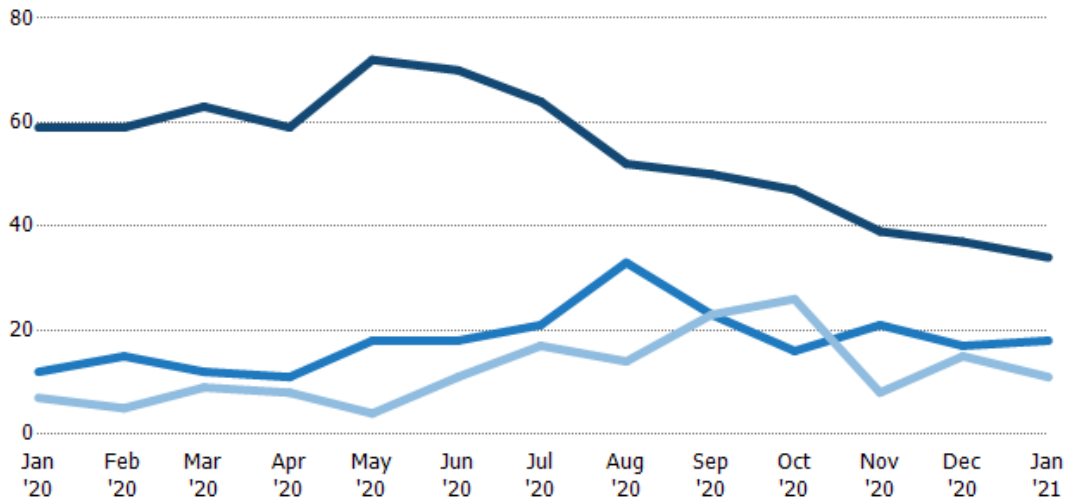
Current Year	4.21	8.43	12.6	6.56	9	17.5	5.82	3.06	3.57	2.04	1.5	4.63	2.27
Prior Year	6.82	15.8	20.5	16.3	9.27	6.27	11	6.42	4.67	4.94	3.23	5.36	4.21
Percent Change from Prior Year	-38%	-47%	-39%	-60%	-3%	179%	-47%	-52%	-23%	-59%	-54%	-14%	-46%

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: Condo/Townhouse/Apt



Active	59	59	63	59	72	70	64	52	50	47	39	37	34
Pending	12	15	12	11	18	18	21	33	23	16	21	17	18
Sold	7	5	9	8	4	11	17	14	23	26	8	15	11

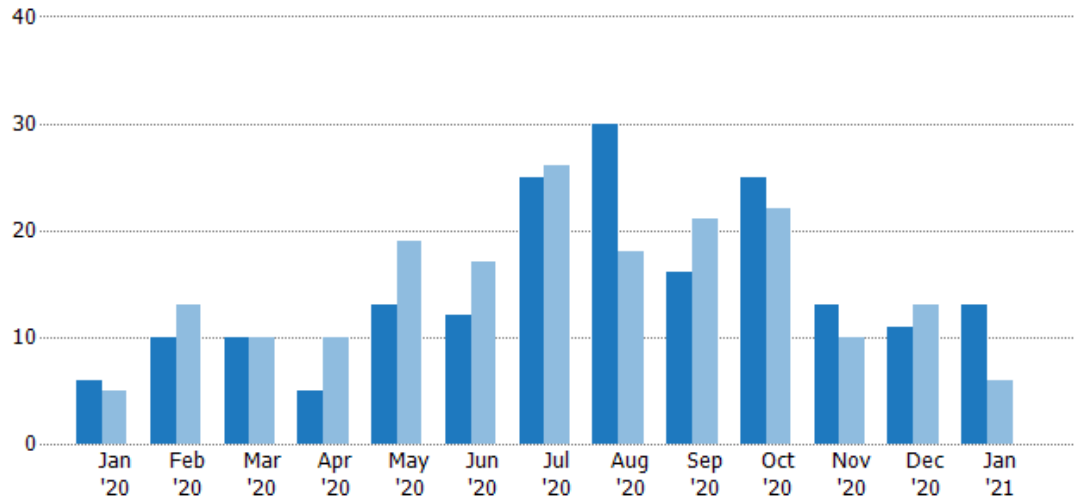
New Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Jan '21	13	116.7%
Jan '20	6	20%
Jan '19	5	60%



Current Year	6	10	10	5	13	12	25	30	16	25	13	11	13
Prior Year	5	13	10	10	19	17	26	18	21	22	10	13	6
Percent Change from Prior Year	20%	-23%	0%	-50%	-32%	-29%	-4%	67%	-24%	14%	30%	-15%	117%

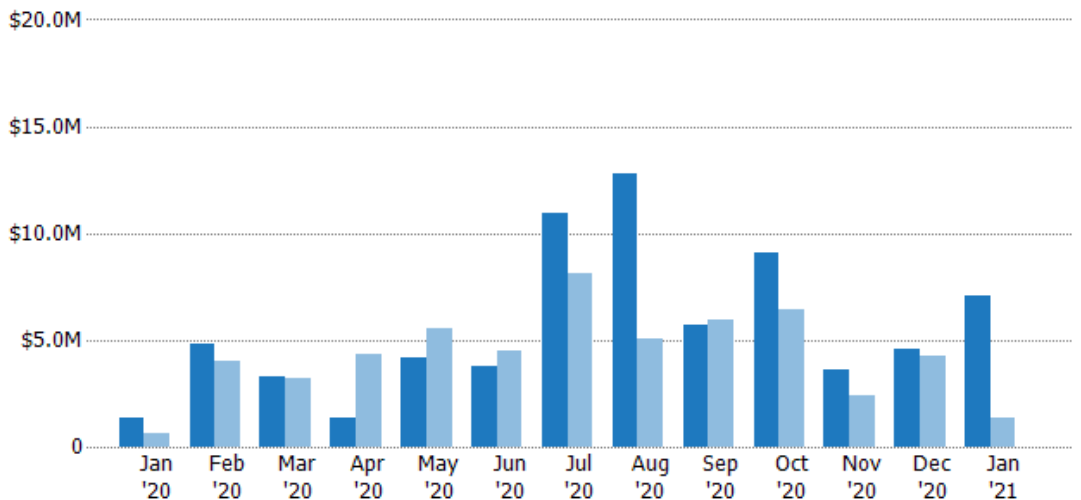
New Pending Sales Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Jan '21	\$7.05M	415.2%
Jan '20	\$1.37M	129.1%
Jan '19	\$597K	218.4%



Current Year	\$1.37M	\$4.83M	\$3.3M	\$1.39M	\$4.14M	\$3.73M	\$10.9M	\$12.8M	\$5.72M	\$9.1M	\$3.58M	\$4.59M	\$7.05M
Prior Year	\$597K	\$4.04M	\$3.24M	\$4.34M	\$5.58M	\$4.48M	\$8.15M	\$5.04M	\$5.95M	\$6.44M	\$2.37M	\$4.25M	\$1.37M
Percent Change from Prior Year	129%	19%	2%	-68%	-26%	-17%	34%	154%	-4%	41%	51%	8%	415%

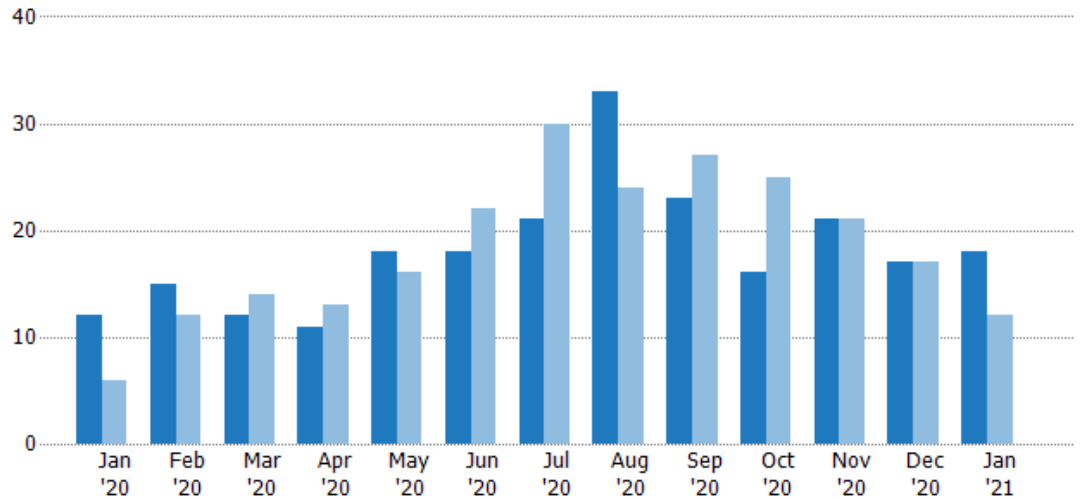
Pending Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Jan '21	18	50%
Jan '20	12	100%
Jan '19	6	33.3%



Current Year	12	15	12	11	18	18	21	33	23	16	21	17	18
Prior Year	6	12	14	13	16	22	30	24	27	25	21	17	12
Percent Change from Prior Year	100%	25%	-14%	-15%	13%	-18%	-30%	38%	-15%	-36%	0%	0%	50%

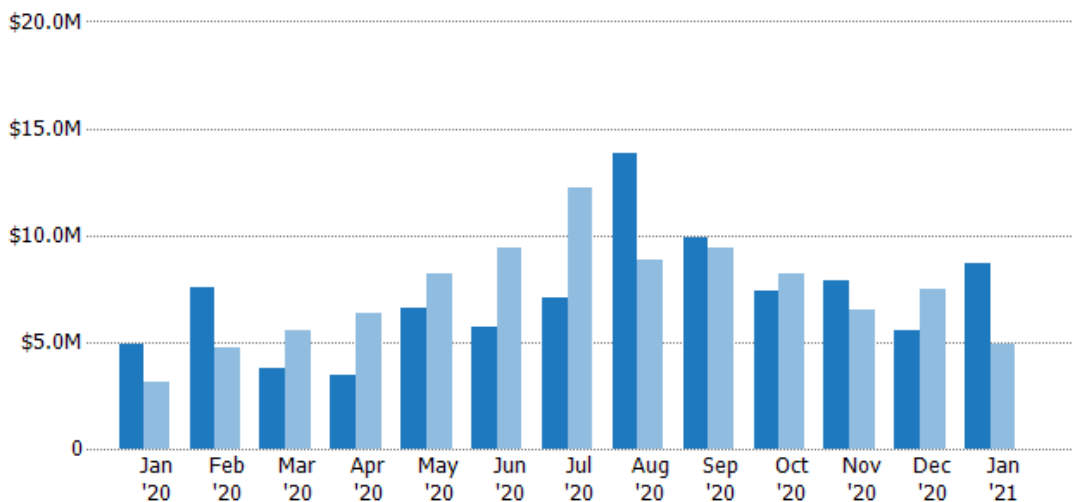
Pending Sales Volume

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: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Jan '21	\$8.67M	75.9%
Jan '20	\$4.93M	59.6%
Jan '19	\$3.09M	-6.4%



Current Year	\$4.93M	\$7.54M	\$3.79M	\$3.44M	\$6.59M	\$5.73M	\$7.06M	\$13.9M	\$9.91M	\$7.39M	\$7.86M	\$5.57M	\$8.67M
Prior Year	\$3.09M	\$4.75M	\$5.57M	\$6.32M	\$8.21M	\$9.39M	\$12.2M	\$8.81M	\$9.44M	\$8.22M	\$6.54M	\$7.46M	\$4.93M
Percent Change from Prior Year	60%	59%	-32%	-46%	-20%	-39%	-42%	57%	5%	-10%	20%	-25%	76%

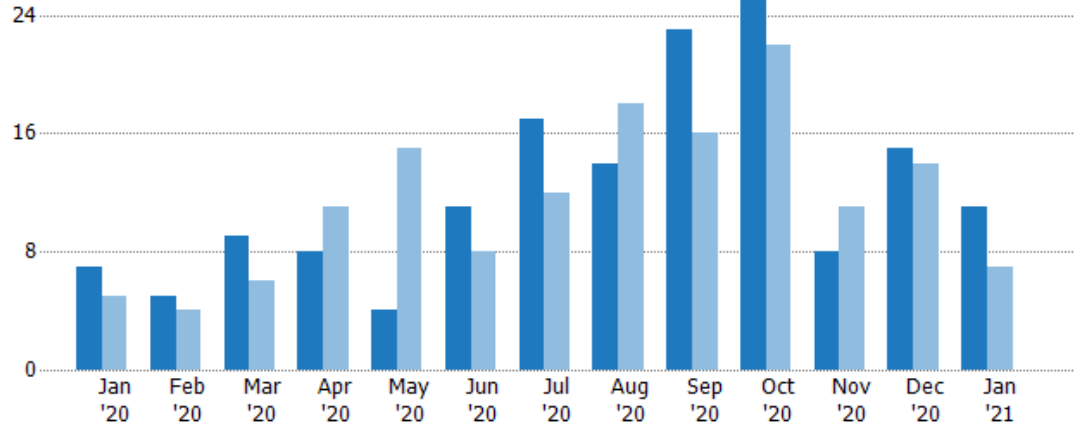
Closed Sales

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: Condo/Townhouse/Apt

Month/Year	Count	% Chg.
Jan '21	11	57.1%
Jan '20	7	40%
Jan '19	5	40%



Current Year	7	5	9	8	4	11	17	14	23	26	8	15	11
Prior Year	5	4	6	11	15	8	12	18	16	22	11	14	7
Percent Change from Prior Year	40%	25%	50%	-27%	-73%	38%	42%	-22%	44%	18%	-27%	7%	57%

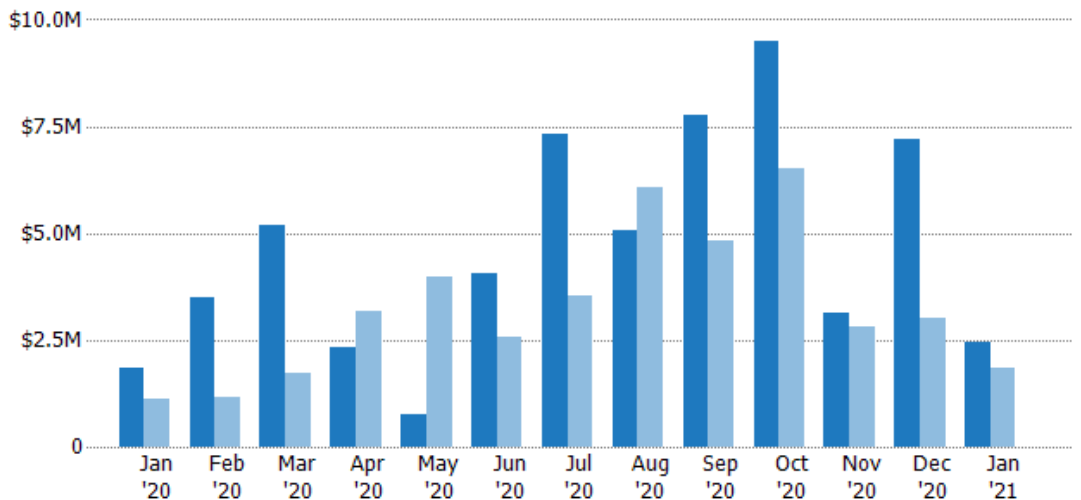
Closed Sales Volume

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: Condo/Townhouse/Apt

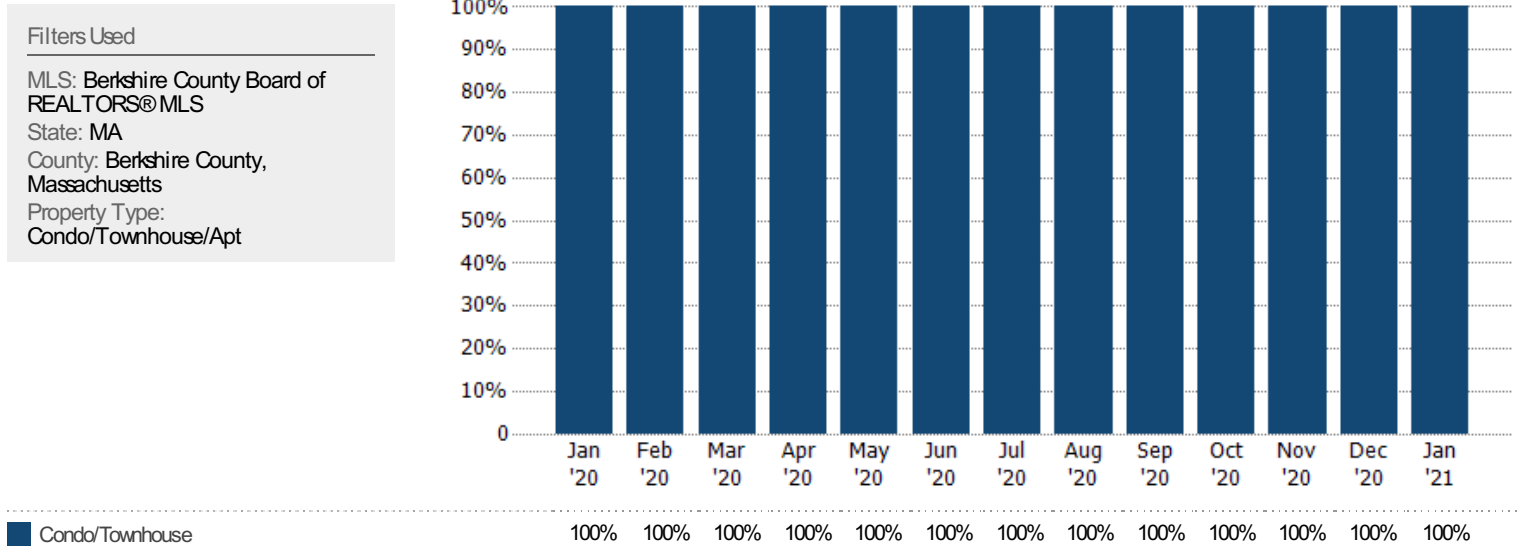
Month/Year	Volume	% Chg.
Jan '21	\$2.44M	31.1%
Jan '20	\$1.86M	64.7%
Jan '19	\$1.13M	47.1%



Current Year	\$1.86M	\$3.5M	\$5.17M	\$2.33M	\$771K	\$4.05M	\$7.32M	\$5.06M	\$7.75M	\$9.48M	\$3.12M	\$7.18M	\$2.44M
Prior Year	\$1.13M	\$1.18M	\$1.73M	\$3.17M	\$3.98M	\$2.58M	\$3.55M	\$6.08M	\$4.82M	\$6.53M	\$2.8M	\$3M	\$1.86M
Percent Change from Prior Year	65%	196%	199%	-26%	-81%	57%	106%	-17%	61%	45%	11%	139%	31%

Closed Sales by Property Type

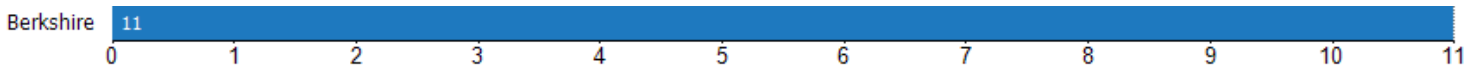
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

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

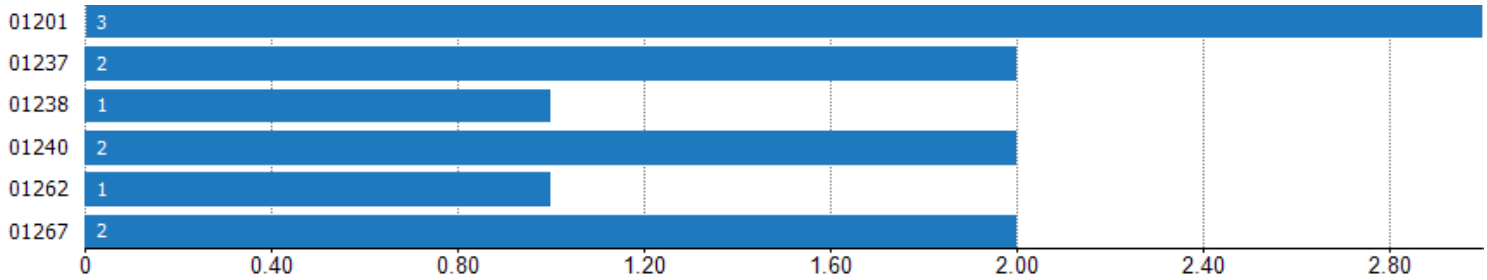
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt



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: Condo/Townhouse/Apt



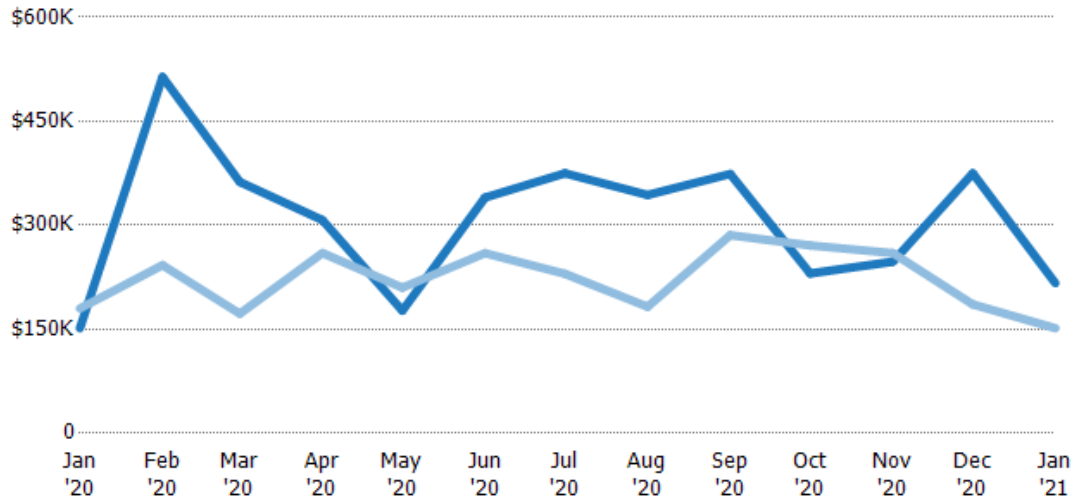
Median Sales Price

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: Condo/Townhouse/Apt

Month/Year	Price	% Chg.
Jan '21	\$217K	42.9%
Jan '20	\$152K	-15.8%
Jan '19	\$180K	11.1%



Current Year	\$152K	\$514K	\$363K	\$308K	\$177K	\$340K	\$375K	\$344K	\$374K	\$231K	\$247K	\$375K	\$217K
Prior Year	\$180K	\$243K	\$172K	\$260K	\$210K	\$260K	\$230K	\$182K	\$286K	\$271K	\$260K	\$186K	\$152K
Percent Change from Prior Year	-16%	112%	110%	18%	-16%	31%	63%	88%	31%	-15%	-5%	102%	43%

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	1	\$199,000	3	\$411,500	\$137,167	\$130,000	\$133	\$161	14
01237	4	\$620,000	2	\$140,000	\$70,000	\$70,000	\$140	\$140	234
01238	1	\$255,000	1	\$410,000	\$410,000	\$410,000	\$227	\$227	96
01240	5	\$4,783,900	2	\$644,400	\$322,200	\$322,200	\$310	\$310	52
01262	2	\$999,000	1	\$449,000	\$449,000	\$449,000	\$243	\$243	206
01267	1	\$689,900	2	\$386,000	\$193,000	\$193,000	\$195	\$195	13