



Berkshire County, MA Condominium Real Estate Report

October 2020
MarketWATCH

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	14	16	-12.5%	133	159	-16.4%
New Listing Volume	\$9,237,500	\$5,622,900	+64.3%	\$55,119,495	\$52,855,298	+4.3%
Active Listing Count	46	78	-41%	N/A	N/A	
Active Listing Volume	\$24,605,400	\$32,329,898	-23.9%	N/A	N/A	
Median Listing Price	\$497,000	\$355,000	+40%	\$392,243	\$356,315	+10.1%
Months of Inventory	2	6.5	-69.2%	5.2	8.6	-38.7%
Sales Activity Charts Metrics						
New Pending Sales Count	21	22	-4.5%	150	156	-3.8%
New Pending Sales Volume	\$7,770,595	\$6,316,700	+23%	\$55,736,994	\$44,875,520	+24.2%
Pending Sales Count	21	24	-12.5%	N/A	N/A	
Pending Sales Volume	\$8,359,900	\$8,391,600	-0.4%	N/A	N/A	
Closed Sales Count	24	19	+26.3%	118	110	+7.3%
Closed Sales Volume	\$8,351,285	\$5,949,400	+40.4%	\$46,973,846	\$33,224,950	+41.4%
Median Sales Price	\$230,543	\$305,000	-24.4%	\$337,072	\$243,156	+38.6%
Distressed Charts Metrics						
Distressed Listing Count	—	—	—	N/A	N/A	

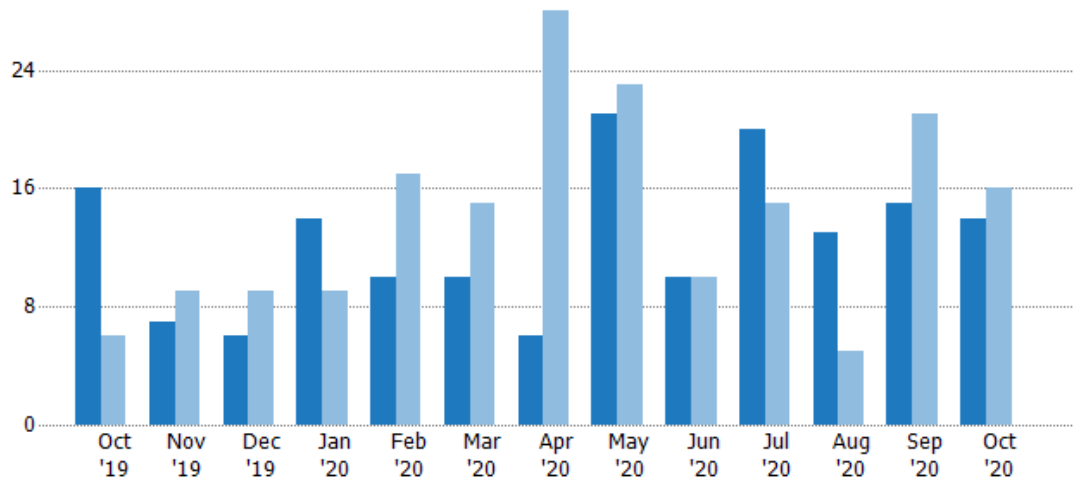
New Listings

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.
Oct '20	14	-12.5%
Oct '19	16	166.7%
Oct '18	6	0%



Current Year	16	7	6	14	10	10	6	21	10	20	13	15	14
Prior Year	6	9	9	9	17	15	28	23	10	15	5	21	16
Percent Change from Prior Year	167%	-22%	-33%	56%	-41%	-33%	-79%	-9%	0%	33%	160%	-29%	-13%

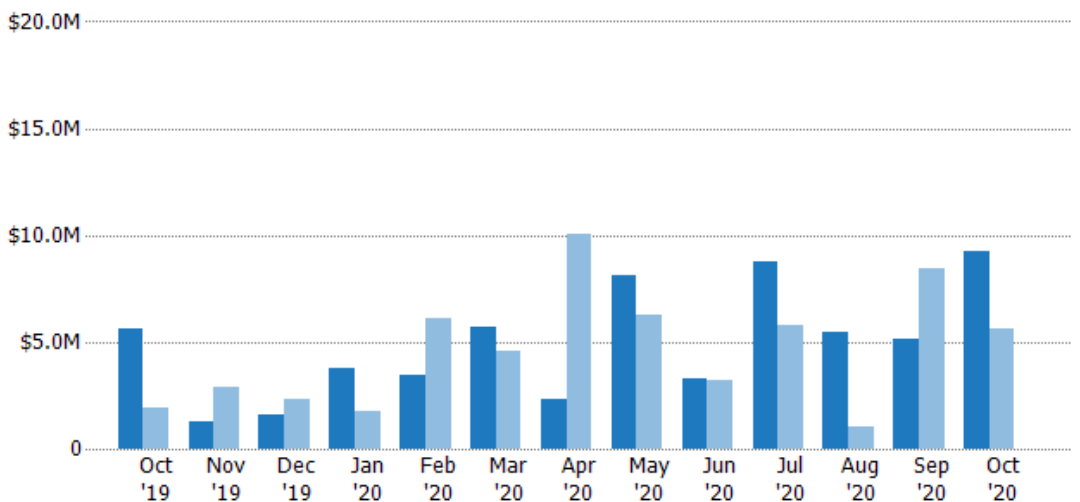
New Listing Volume

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.
Oct '20	\$9.24M	64.3%
Oct '19	\$5.62M	198.1%
Oct '18	\$1.89M	0.3%



Current Year	\$5.62M	\$1.28M	\$1.59M	\$3.79M	\$3.42M	\$5.67M	\$2.28M	\$8.14M	\$3.25M	\$8.74M	\$5.47M	\$5.12M	\$9.24M
Prior Year	\$1.89M	\$2.88M	\$2.34M	\$1.79M	\$6.07M	\$4.6M	\$10M	\$6.28M	\$3.21M	\$5.77M	\$1.07M	\$8.42M	\$5.62M
Percent Change from Prior Year	198%	-56%	-32%	111%	-44%	23%	-77%	30%	1%	52%	412%	-39%	64%

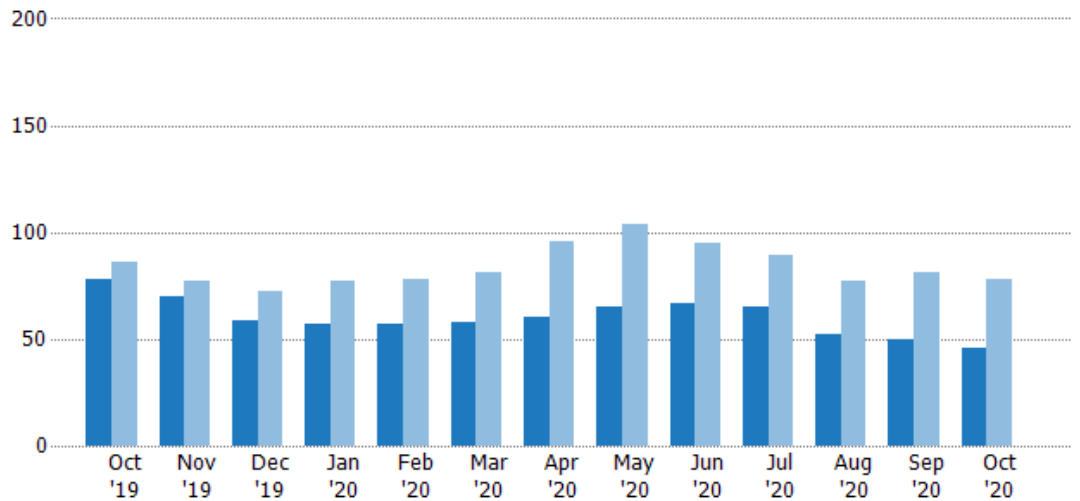
Active Listings

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.
Oct '20	46	-41%
Oct '19	78	-9.3%
Oct '18	86	-5.8%



Current Year	78	70	59	57	57	58	60	65	67	65	52	50	46
Prior Year	86	77	72	77	78	81	96	104	95	89	77	81	78
Percent Change from Prior Year	-9%	-9%	-18%	-26%	-27%	-28%	-38%	-38%	-29%	-27%	-32%	-38%	-41%

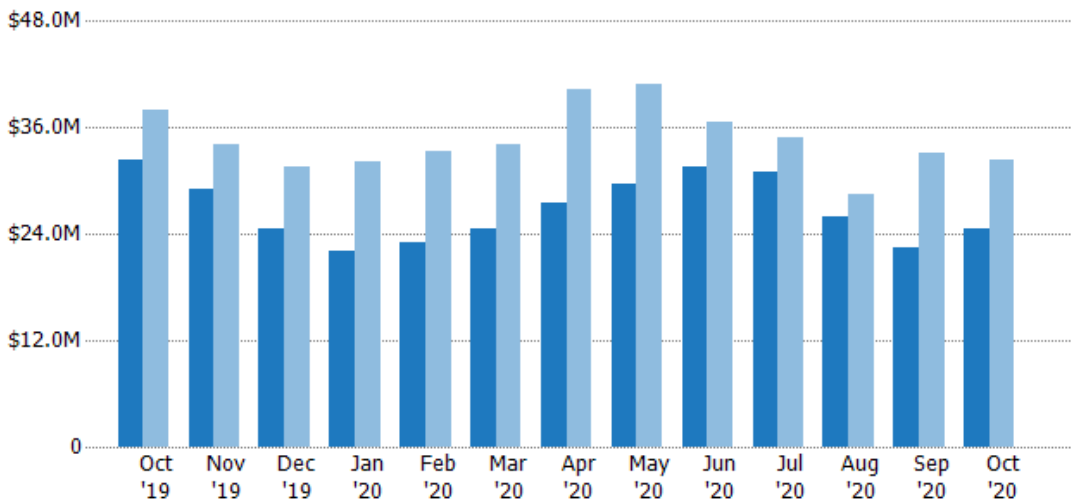
Active Listing Volume

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.
Oct '20	\$24.6M	-23.9%
Oct '19	\$32.3M	-14.7%
Oct '18	\$37.9M	-9.5%



Current Year	\$32.3M	\$29.1M	\$24.7M	\$22.1M	\$23.1M	\$24.5M	\$27.4M	\$29.6M	\$31.7M	\$31M	\$26M	\$22.5M	\$24.6M
Prior Year	\$37.9M	\$34.1M	\$31.5M	\$32.1M	\$33.4M	\$34.1M	\$40.4M	\$41M	\$36.7M	\$34.8M	\$28.5M	\$33.1M	\$32.3M
Percent Change from Prior Year	-15%	-15%	-22%	-31%	-31%	-28%	-32%	-28%	-14%	-11%	-9%	-32%	-24%

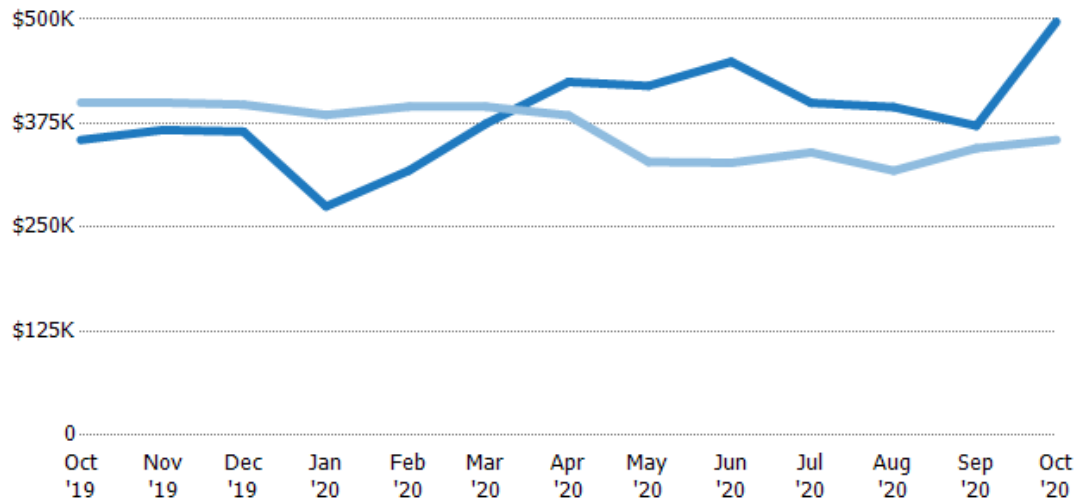
Median Listing Price

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.
Oct '20	\$497K	40%
Oct '19	\$355K	-11.2%
Oct '18	\$400K	-10%



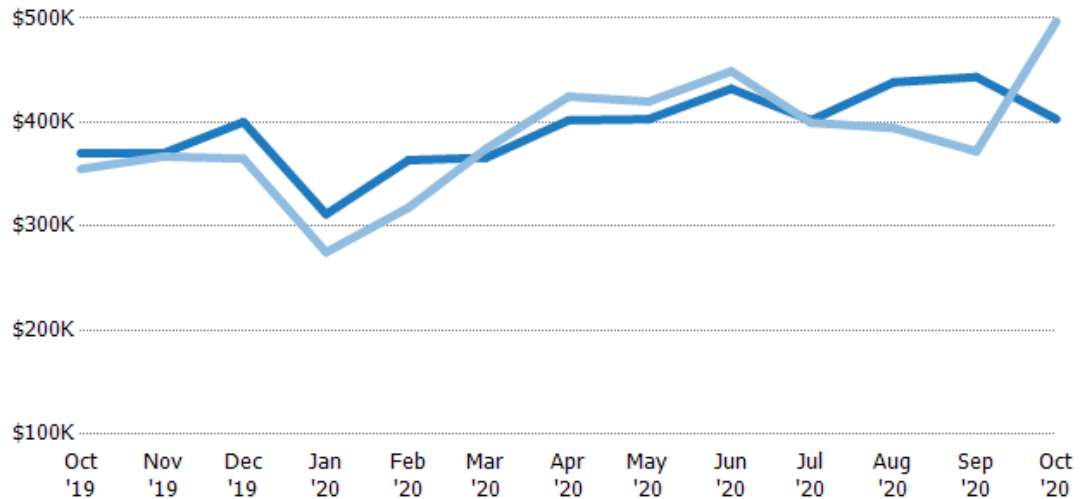
Current Year	\$355K	\$367K	\$365K	\$275K	\$318K	\$375K	\$425K	\$420K	\$449K	\$400K	\$395K	\$372K	\$497K
Prior Year	\$400K	\$400K	\$397K	\$385K	\$395K	\$395K	\$384K	\$329K	\$328K	\$340K	\$318K	\$345K	\$355K
Percent Change from Prior Year	-11%	-8%	-8%	-29%	-19%	-5%	10%	28%	37%	18%	24%	8%	40%

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	\$370K	\$370K	\$400K	\$312K	\$364K	\$366K	\$402K	\$403K	\$432K	\$402K	\$438K	\$443K	\$403K
Median Listing Price	\$355K	\$367K	\$365K	\$275K	\$318K	\$375K	\$425K	\$420K	\$449K	\$400K	\$395K	\$372K	\$497K
Med Listing Price as a % of Med Est Value	96%	99%	91%	88%	87%	102%	106%	104%	104%	99%	90%	84%	123%

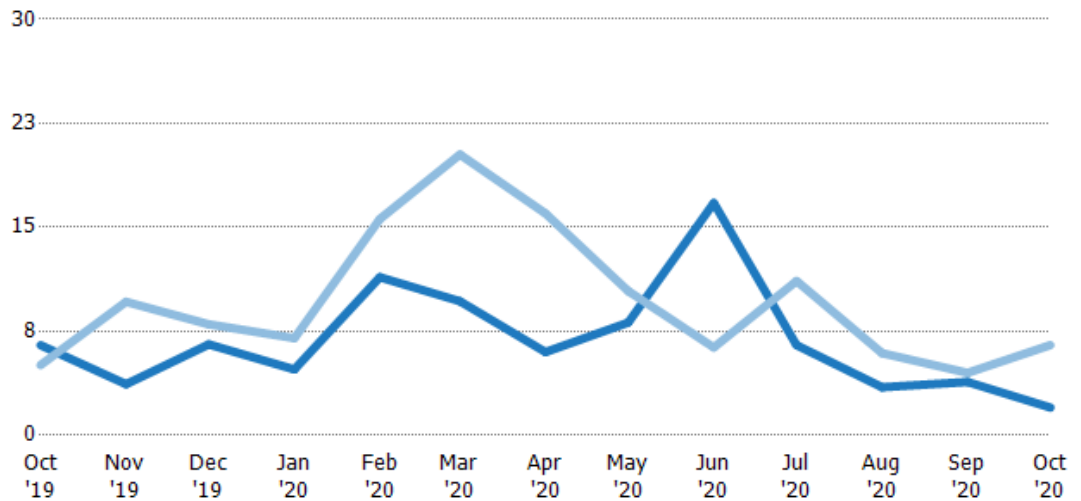
Months of Inventory

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.
Oct '20	2	-69.2%
Oct '19	6.5	28.5%
Oct '18	5.06	60.1%



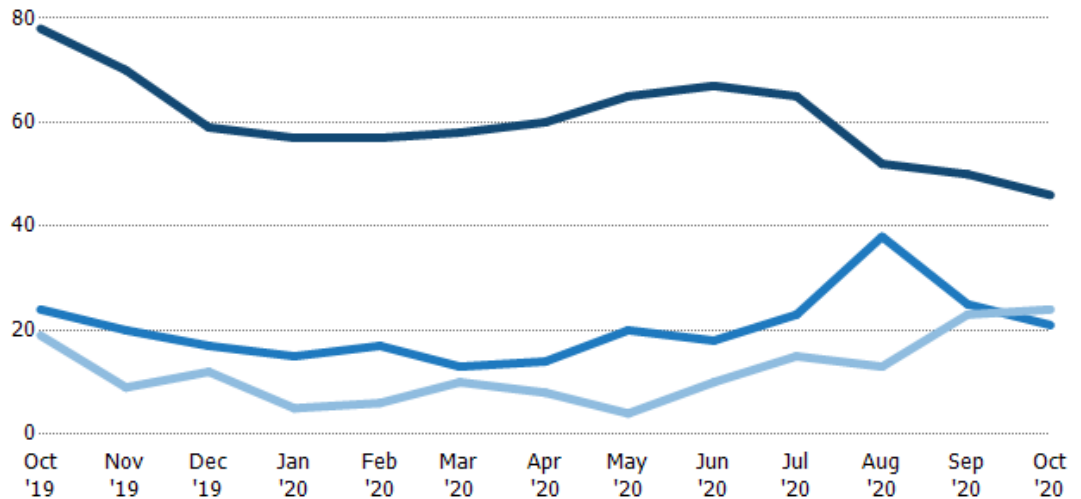
Current Year	6.5	3.68	6.56	4.75	11.4	9.67	6	8.13	16.8	6.5	3.47	3.85	2
Prior Year	5.06	9.63	8	7	15.6	20.3	16	10.4	6.33	11.1	5.92	4.5	6.5
Percent Change from Prior Year	28%	-62%	-18%	-32%	-27%	-52%	-63%	-22%	164%	-42%	-41%	-15%	-69%

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	78	70	59	57	57	58	60	65	67	65	52	50	46
Pending	24	20	17	15	17	13	14	20	18	23	38	25	21
Sold	19	9	12	5	6	10	8	4	10	15	13	23	24

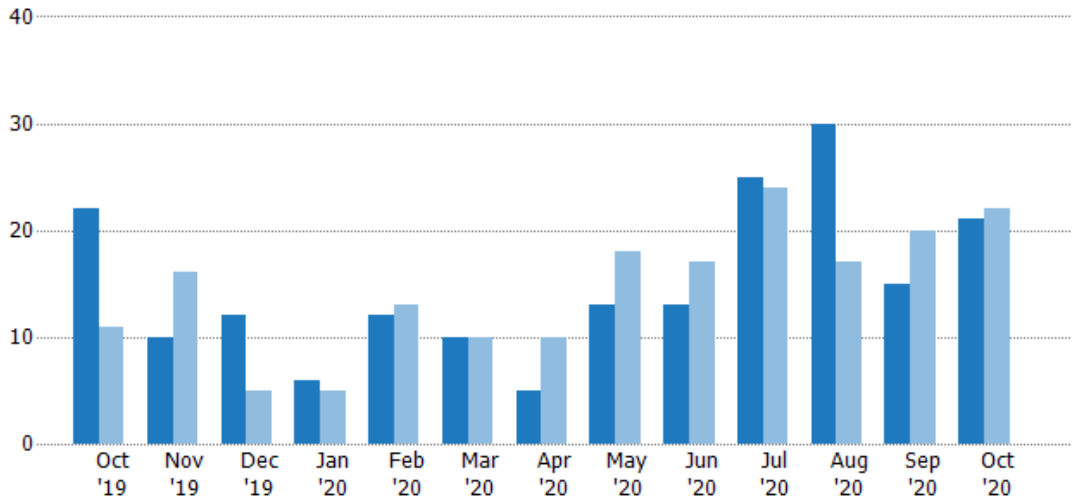
New Pending Sales

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.
Oct '20	21	-4.5%
Oct '19	22	100%
Oct '18	11	18.2%



Current Year	22	10	12	6	12	10	5	13	13	25	30	15	21
Prior Year	11	16	5	5	13	10	10	18	17	24	17	20	22
Percent Change from Prior Year	100%	-38%	140%	20%	-8%	0%	-50%	-28%	-24%	4%	76%	-25%	-5%

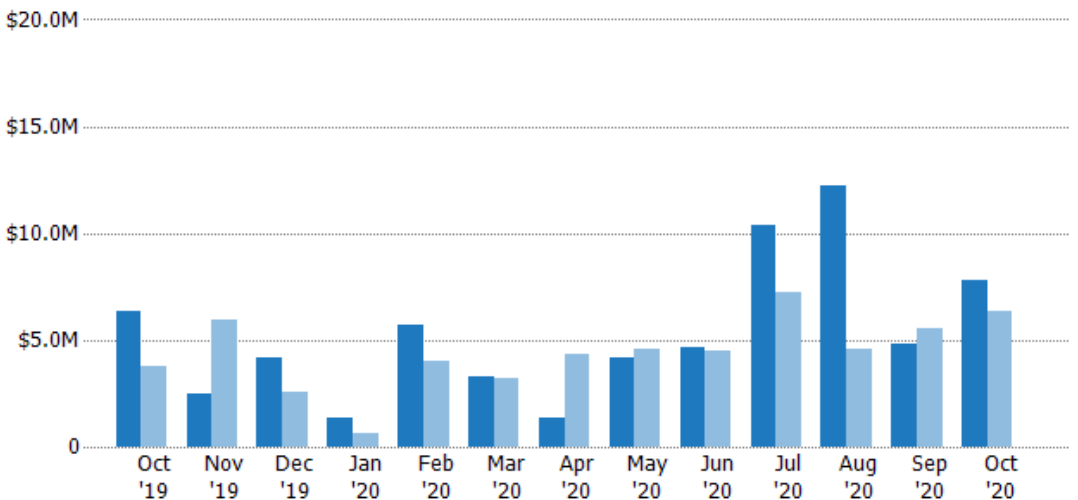
New Pending Sales Volume

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
State: MA
County: Berkshire County, Massachusetts
Property Type: Condo/Townhouse/Apt

Month/Year	Volume	% Chg.
Oct '20	\$7.77M	23%
Oct '19	\$6.32M	68.3%
Oct '18	\$3.75M	-6.4%



Current Year	\$6.32M	\$2.47M	\$4.17M	\$1.37M	\$5.73M	\$3.3M	\$1.39M	\$4.14M	\$4.68M	\$10.3M	\$12.2M	\$4.82M	\$7.77M
Prior Year	\$3.75M	\$5.98M	\$2.57M	\$597K	\$4.04M	\$3.24M	\$4.34M	\$4.58M	\$4.48M	\$7.2M	\$4.57M	\$5.5M	\$6.32M
Percent Change from Prior Year	68%	-59%	62%	129%	42%	2%	-68%	-10%	5%	44%	167%	-12%	23%

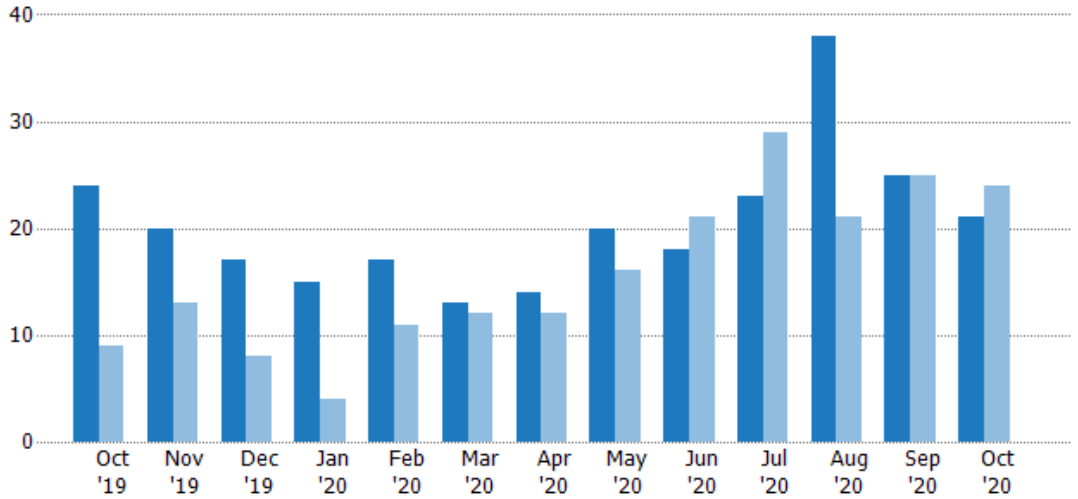
Pending Sales

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.
Oct '20	21	-12.5%
Oct '19	24	166.7%
Oct '18	9	100%



Current Year	24	20	17	15	17	13	14	20	18	23	38	25	21
Prior Year	9	13	8	4	11	12	12	16	21	29	21	25	24
Percent Change from Prior Year	167%	54%	113%	275%	55%	8%	17%	25%	-14%	-21%	81%	0%	-13%

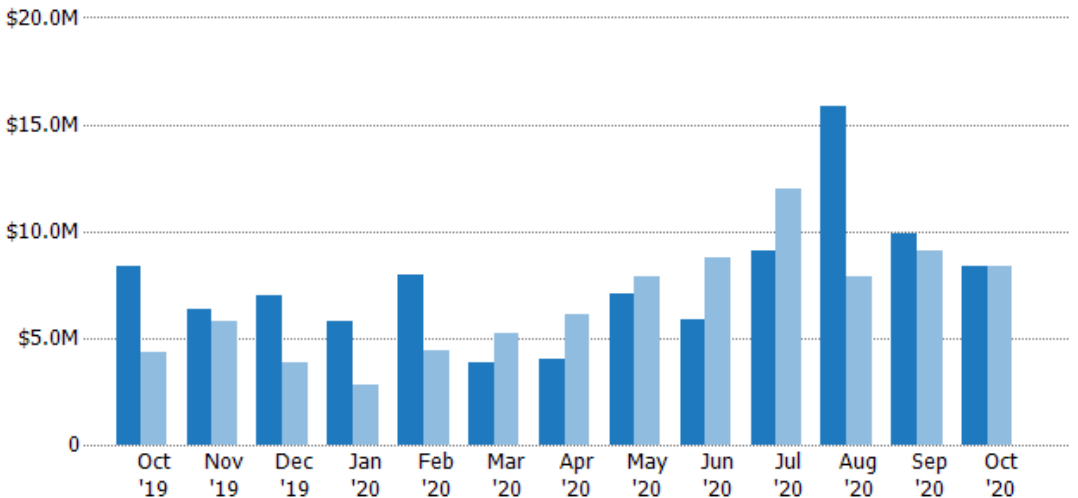
Pending Sales Volume

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.
Oct '20	\$8.36M	-0.4%
Oct '19	\$8.39M	93.5%
Oct '18	\$4.34M	32.5%



Current Year	\$8.39M	\$6.37M	\$7.01M	\$5.82M	\$7.94M	\$3.86M	\$4.01M	\$7.04M	\$5.86M	\$9.05M	\$15.9M	\$9.89M	\$8.36M
Prior Year	\$4.34M	\$5.82M	\$3.89M	\$2.83M	\$4.43M	\$5.24M	\$6.07M	\$7.91M	\$8.74M	\$12M	\$7.87M	\$9.06M	\$8.39M
Percent Change from Prior Year	93%	9%	80%	106%	79%	-26%	-34%	-11%	-33%	-25%	101%	9%	0%

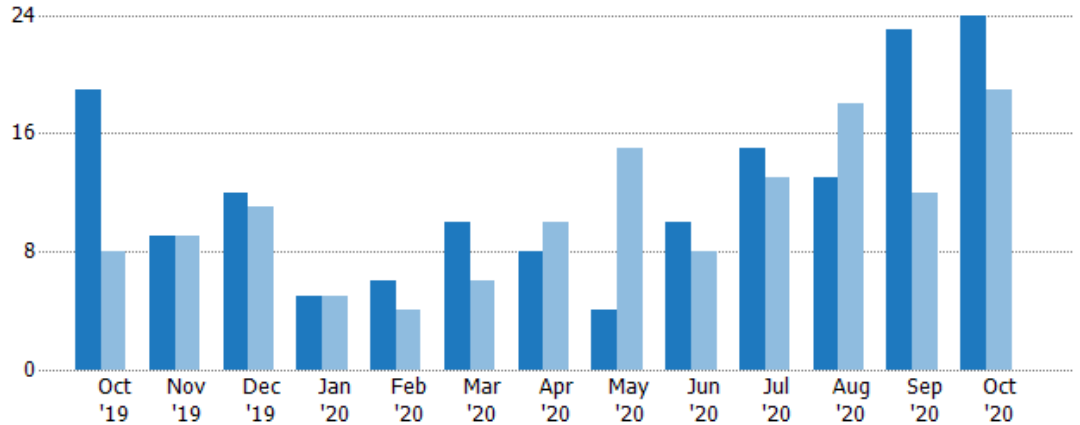
Closed Sales

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.
Oct '20	24	26.3%
Oct '19	19	137.5%
Oct '18	8	25%



Current Year	19	9	12	5	6	10	8	4	10	15	13	23	24
Prior Year	8	9	11	5	4	6	10	15	8	13	18	12	19
Percent Change from Prior Year	138%	0%	9%	0%	50%	67%	-20%	-73%	25%	15%	-28%	92%	26%

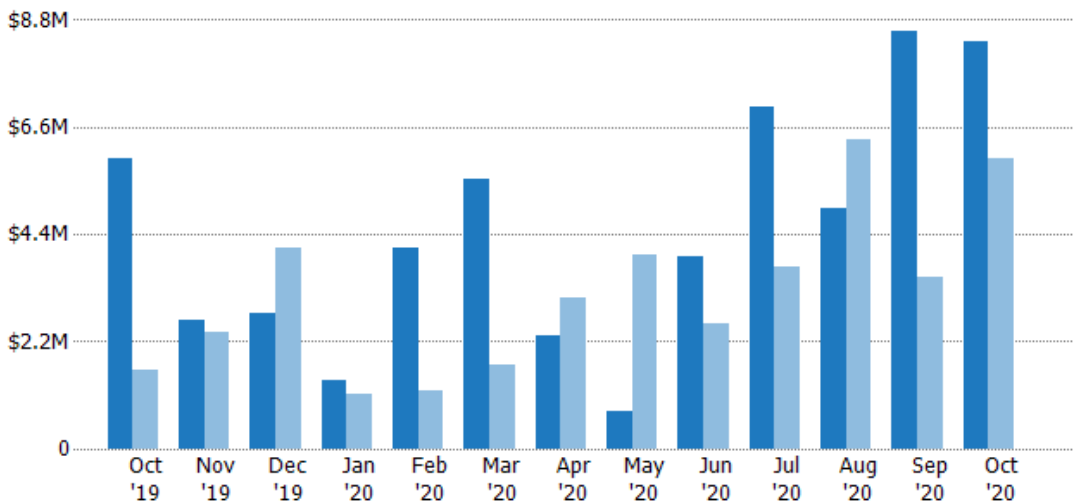
Closed Sales Volume

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.
Oct '20	\$8.35M	40.4%
Oct '19	\$5.95M	268.1%
Oct '18	\$1.62M	27.1%



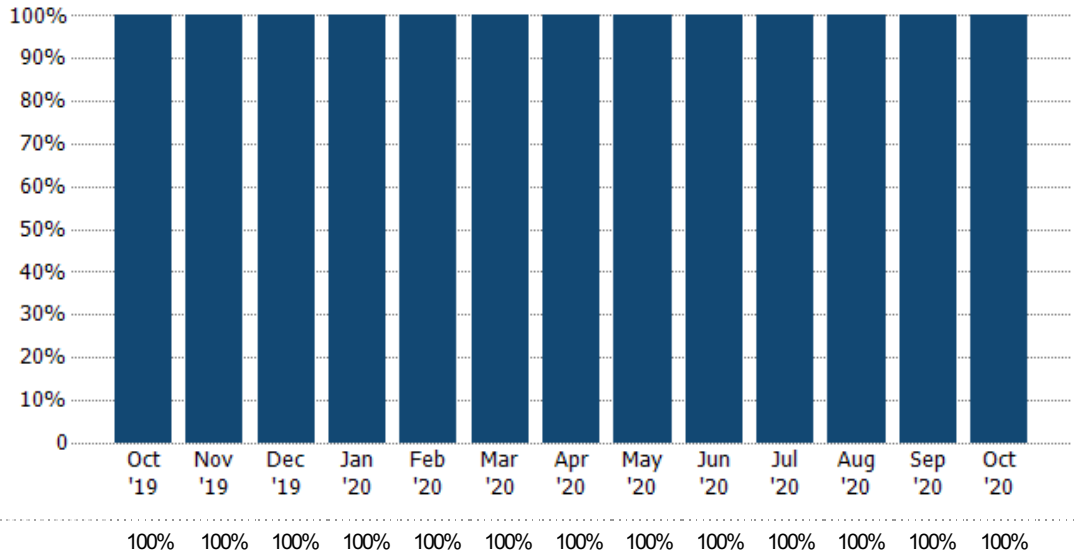
Current Year	\$5.95M	\$2.65M	\$2.78M	\$1.4M	\$4.14M	\$5.52M	\$2.33M	\$756K	\$3.93M	\$7.03M	\$4.93M	\$8.59M	\$8.35M
Prior Year	\$1.62M	\$2.4M	\$4.13M	\$1.13M	\$1.18M	\$1.73M	\$3.09M	\$3.98M	\$2.58M	\$3.72M	\$6.33M	\$3.53M	\$5.95M
Percent Change from Prior Year	268%	10%	-33%	24%	251%	219%	-25%	-81%	52%	89%	-22%	143%	40%

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
State: MA
County: Berkshire County, Massachusetts
Property Type: Condo/Townhouse/Apt



Closed Sales (By County)

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

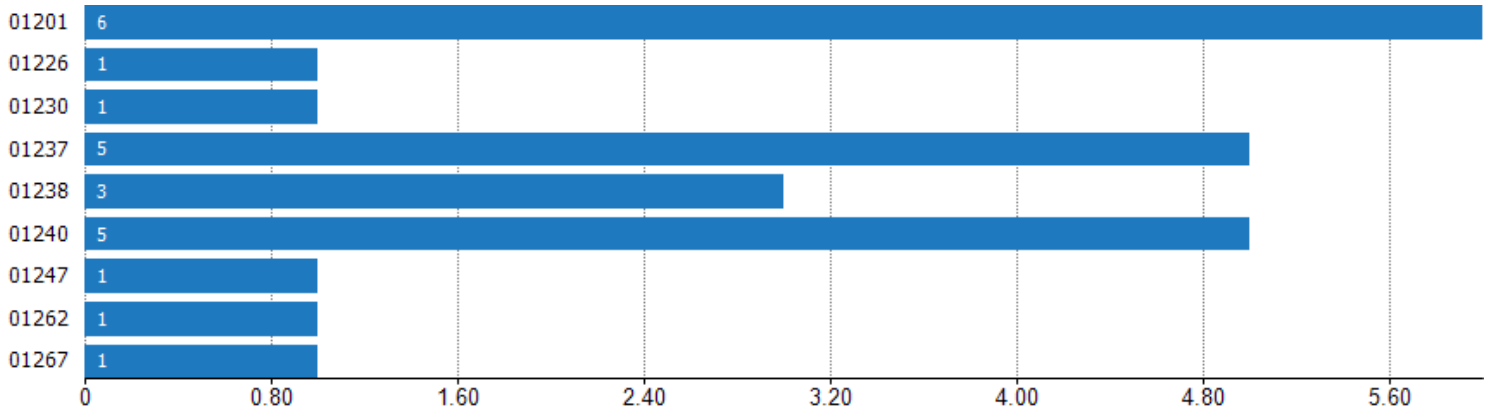
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Condo/Townhouse/Apt



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



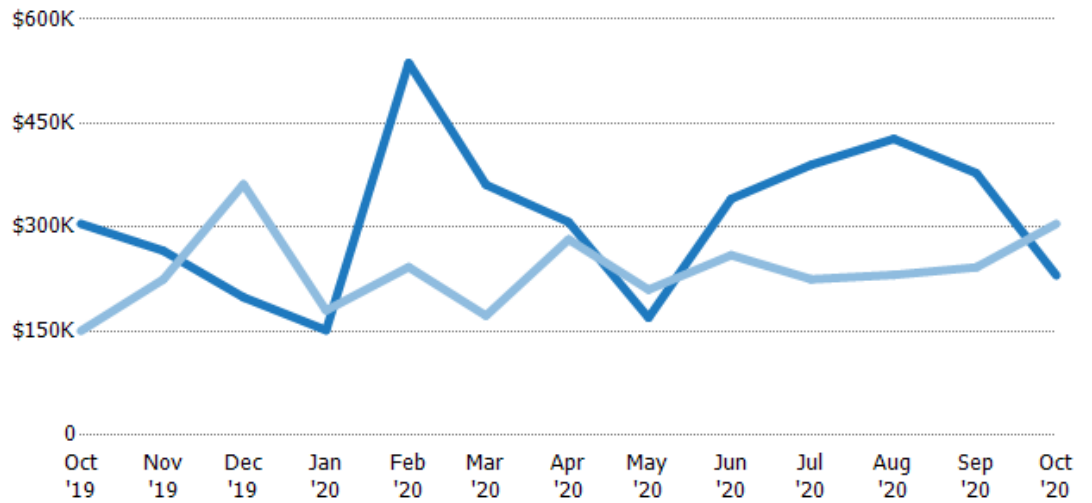
Median Sales Price

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.
Oct '20	\$231K	-24.4%
Oct '19	\$305K	102.7%
Oct '18	\$151K	19.6%



Current Year	\$305K	\$266K	\$199K	\$152K	\$537K	\$361K	\$308K	\$170K	\$341K	\$390K	\$428K	\$378K	\$231K
Prior Year	\$151K	\$225K	\$362K	\$180K	\$243K	\$172K	\$283K	\$210K	\$260K	\$225K	\$231K	\$242K	\$305K
Percent Change from Prior Year	103%	18%	-45%	-16%	121%	109%	9%	-19%	31%	73%	85%	56%	-24%

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	4	\$688,700	6	\$1,406,085	\$234,348	\$185,793	\$149	\$151	124
01226	1	\$144,900	1	\$592,000	\$592,000	\$592,000	\$128	\$128	57
01230	2	\$1,195,000	1	\$355,000	\$355,000	\$355,000	\$234	\$234	105
01237	2	\$332,500	5	\$558,400	\$111,680	\$86,000	\$150	\$166	309
01238	2	\$1,598,000	3	\$2,237,000	\$745,667	\$787,000	\$247	\$230	30
01240	5	\$2,460,900	5	\$1,904,900	\$380,980	\$235,000	\$169	\$149	58
01247			1	\$105,000	\$105,000	\$105,000	\$115	\$115	90
01262	3	\$1,585,000	1	\$450,000	\$450,000	\$450,000	\$234	\$234	383
01267	1	\$115,000	1	\$742,900	\$742,900	\$742,900	\$452	\$452	37

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 Stockbridge, Alford
01240	Lenox	01267	Williamstown
01245	Monterey	01270	Windsor
01247	North Adams, Clarksburg, Florida		