

Berkshire County CONDO Report



June 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	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	9	9	±	76	95	-20%
New Listing Volume	\$3,039,700	\$3,406,900	-10.8%	\$33,243,000	\$32,459,299	+2.4%
Active Listing Count	60	92	-34.8%	NA	NA	
Active Listing Volume	\$25,150,700	\$35,005,798	-28.2%	NA	NA	
Median Listing Price	\$414,500	\$332,750	+24.6%	\$378,488	\$369,139	+2.5%
Months of Inventory	30	6.1	+389.1%	7.8	10.5	-26%
Sales Activity Charts Metrics						
New Pending Sales Count	12	17	-29.4%	59	73	-19.2%
New Pending Sales Volume	\$3,468,899	\$4,480,400	-22.6%	\$21,249,699	\$21,283,370	-0.2%
Pending Sales Count	19	21	-9.5%	NA	NA	
Pending Sales Volume	\$6,655,900	\$8,739,900	-23.8%	NA	NA	
Closed Sales Count	11	8	+37.5%	41	48	-14.6%
Closed Sales Volume	\$5,669,750	\$2,582,000	+119.6%	\$18,838,683	\$13,693,800	+37.6%
Median Sales Price	\$342,000	\$259,750	+31.7%	\$331,203	\$228,285	+45.1%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	NA	NA	

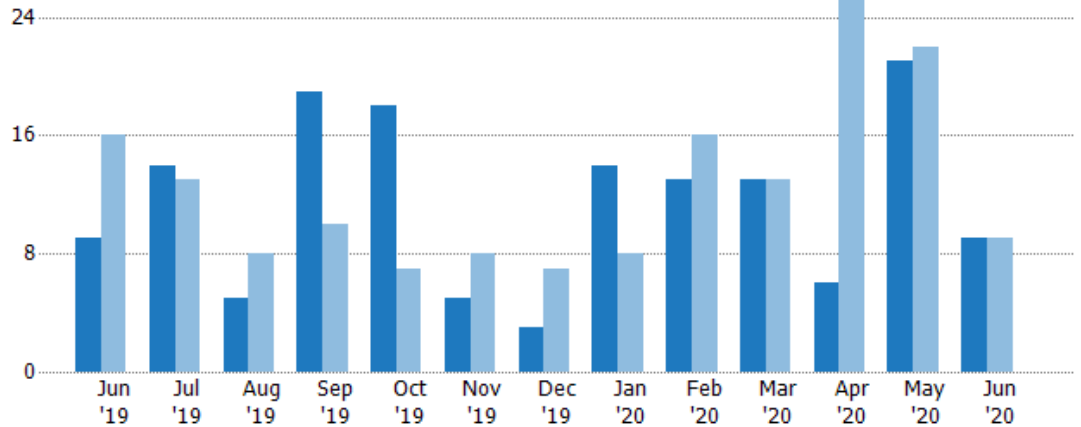
New Listings

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.
Jun '20	9	0%
Jun '19	9	-43.8%
Jun '18	16	-43.8%



Current Year	9	14	5	19	18	5	3	14	13	13	6	21	9
Prior Year	16	13	8	10	7	8	7	8	16	13	27	22	9
Percent Change from Prior Year	-44%	8%	-38%	90%	157%	-38%	-57%	75%	-19%	0%	-78%	-5%	0%

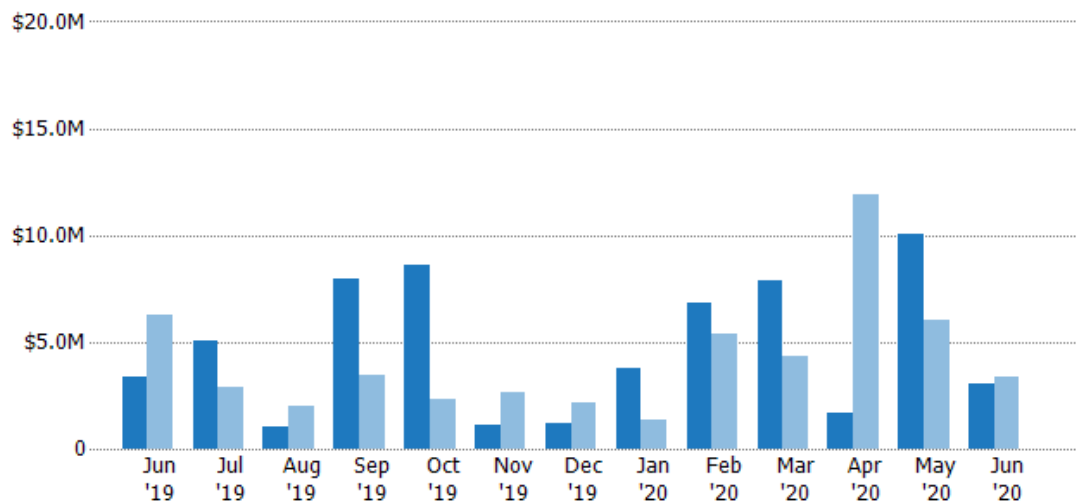
New Listing Volume

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.
Jun '20	\$3.04M	-10.8%
Jun '19	\$3.41M	-45.7%
Jun '18	\$6.27M	-45.2%



Current Year	\$3.41M	\$5.08M	\$1.07M	\$7.96M	\$8.6M	\$1.09M	\$1.23M	\$3.8M	\$6.82M	\$7.86M	\$1.69M	\$10M	\$3.04M
Prior Year	\$6.27M	\$2.85M	\$1.98M	\$3.43M	\$2.36M	\$2.67M	\$2.16M	\$1.36M	\$5.37M	\$4.36M	\$11.9M	\$6.05M	\$3.41M
Percent Change from Prior Year	-46%	78%	-46%	132%	264%	-59%	-43%	180%	27%	80%	-86%	66%	-11%

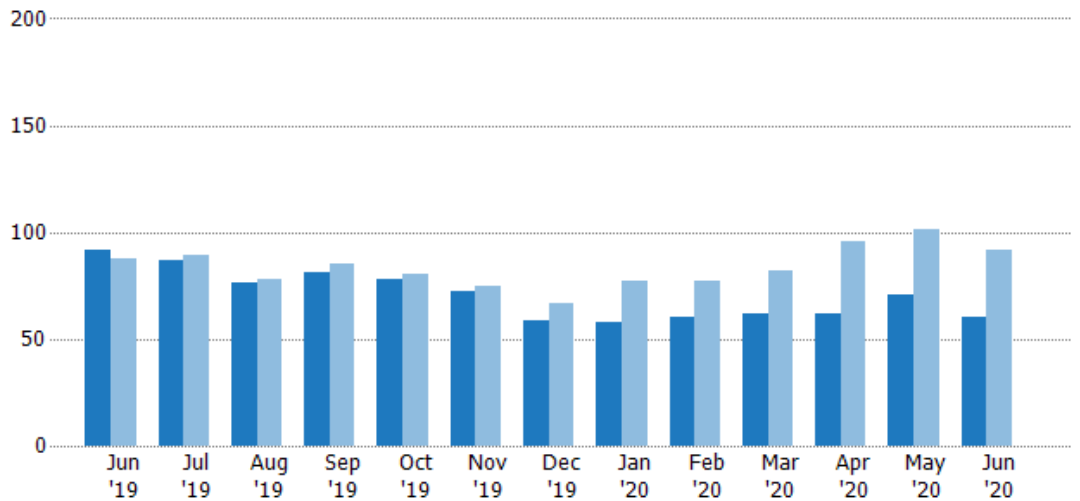
Active Listings

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.
Jun '20	60	-34.8%
Jun '19	92	4.5%
Jun '18	88	-19.3%



Current Year	92	87	76	81	78	72	59	58	60	62	62	71	60
Prior Year	88	89	78	85	80	75	67	77	77	82	96	101	92
Percent Change from Prior Year	5%	-2%	-3%	-5%	-3%	-4%	-12%	-25%	-22%	-24%	-35%	-30%	-35%

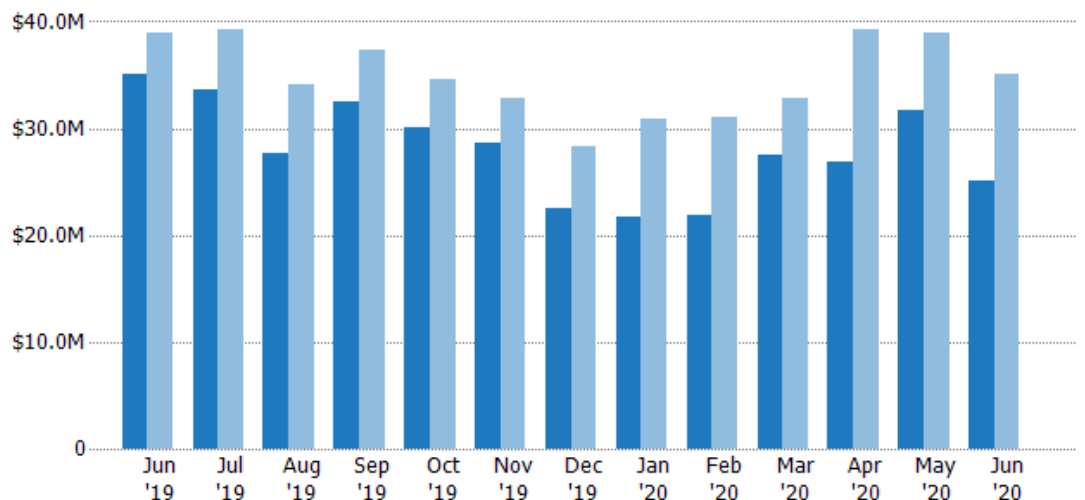
Active Listing Volume

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.
Jun '20	\$25.2M	-28.2%
Jun '19	\$35M	-10%
Jun '18	\$38.9M	-30.9%



Current Year	\$35M	\$33.6M	\$27.6M	\$32.4M	\$30.1M	\$28.6M	\$22.5M	\$21.8M	\$21.9M	\$27.4M	\$26.9M	\$31.6M	\$25.2M
Prior Year	\$38.9M	\$39.2M	\$34M	\$37.4M	\$34.6M	\$32.8M	\$28.3M	\$30.8M	\$31.1M	\$32.9M	\$39.2M	\$38.9M	\$35M
Percent Change from Prior Year	-10%	-14%	-19%	-13%	-13%	-13%	-21%	-29%	-30%	-17%	-31%	-19%	-28%

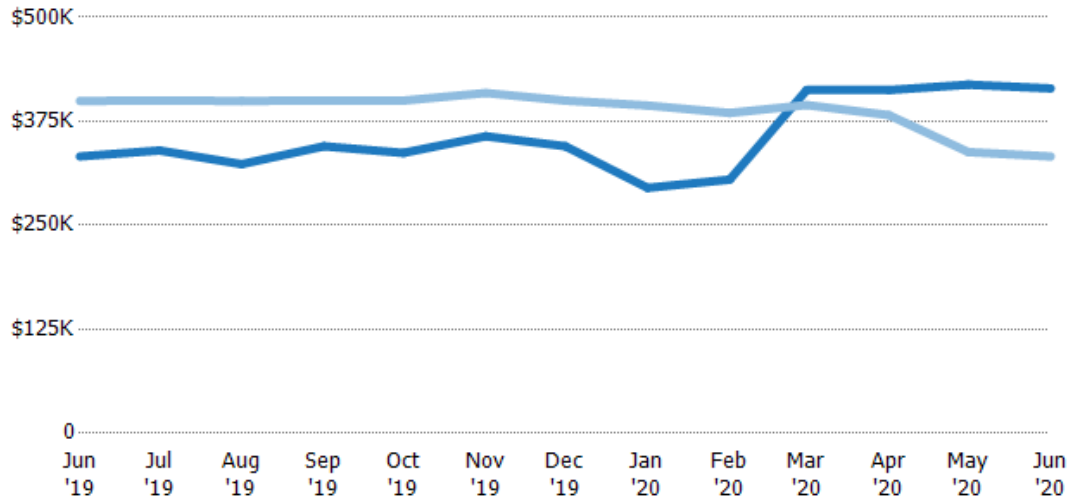
Median Listing Price

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.
Jun '20	\$415K	24.6%
Jun '19	\$333K	-16.7%
Jun '18	\$399K	-18.6%



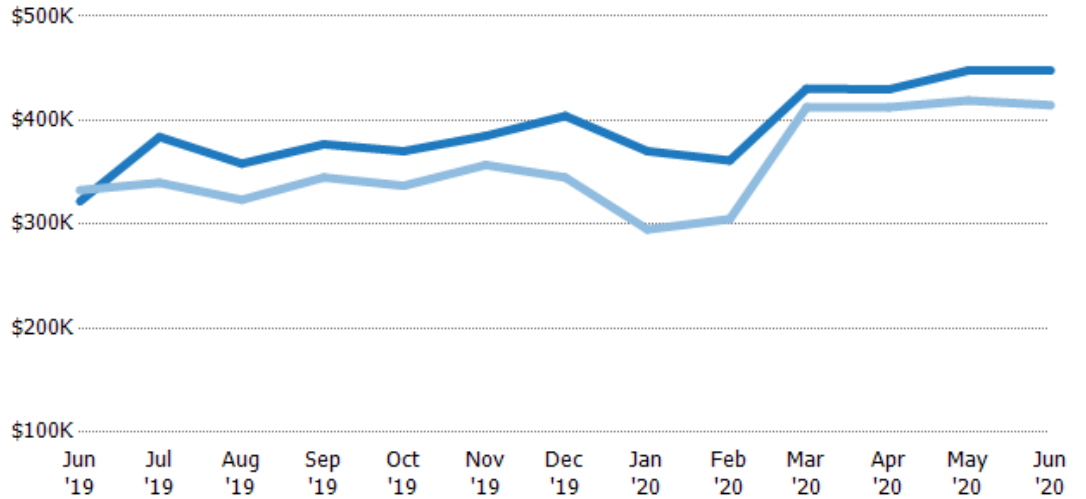
Current Year	\$333K	\$340K	\$324K	\$345K	\$337K	\$357K	\$345K	\$295K	\$305K	\$413K	\$413K	\$419K	\$415K
Prior Year	\$399K	\$400K	\$399K	\$400K	\$400K	\$409K	\$400K	\$394K	\$385K	\$395K	\$382K	\$338K	\$333K
Percent Change from Prior Year	-17%	-15%	-19%	-14%	-16%	-13%	-14%	-25%	-21%	5%	8%	24%	25%

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	\$322K	\$384K	\$358K	\$377K	\$370K	\$385K	\$404K	\$370K	\$361K	\$430K	\$430K	\$448K	\$448K
Median Listing Price	\$333K	\$340K	\$324K	\$345K	\$337K	\$357K	\$345K	\$295K	\$305K	\$413K	\$413K	\$419K	\$415K
Med Listing Price as a % of Med Est Value	103%	89%	90%	92%	91%	93%	85%	80%	84%	96%	96%	94%	93%

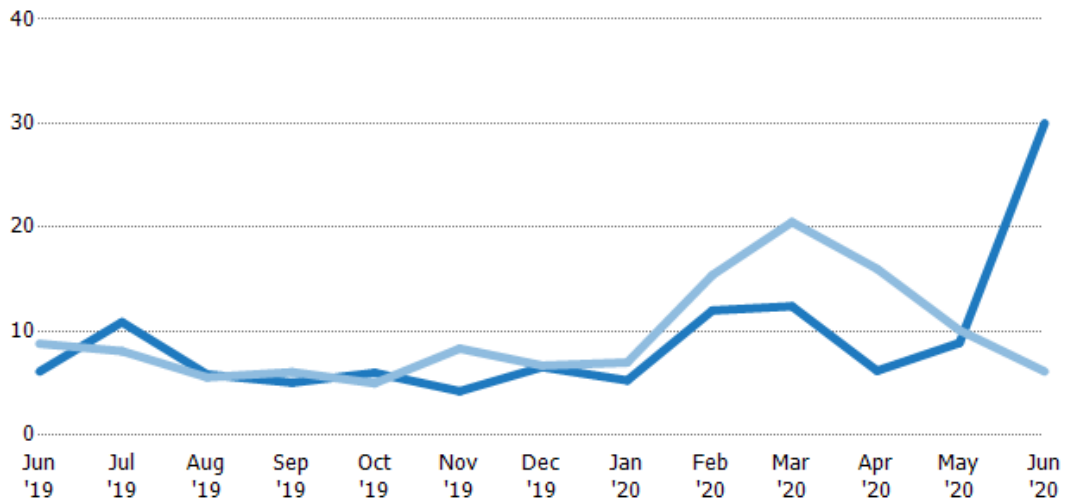
Months of Inventory

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.
Jun '20	30	389.1%
Jun '19	6.13	-30.3%
Jun '18	8.8	-10.4%



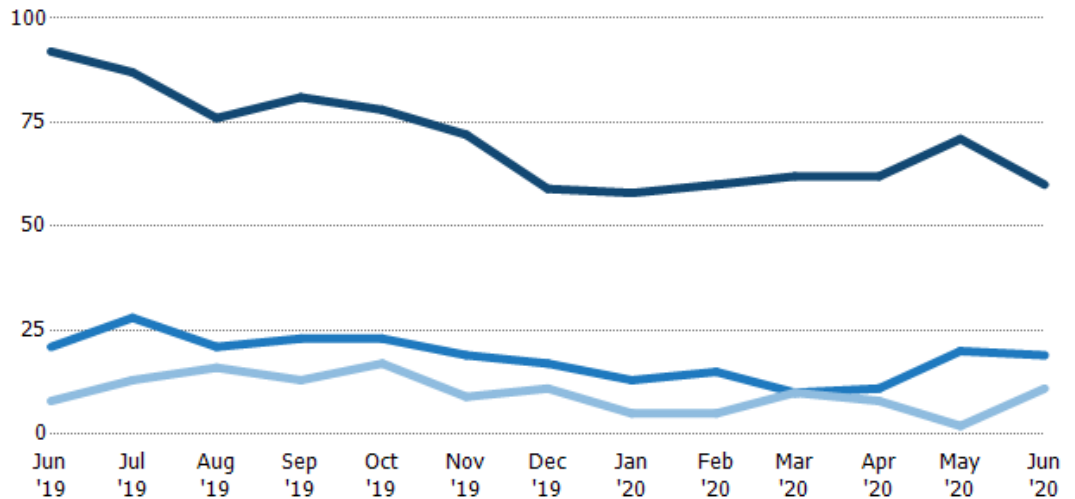
Current Year	6.13	10.9	5.85	5.06	6	4.24	6.56	5.27	12	12.4	6.2	8.88	30
Prior Year	8.8	8.09	5.57	6.07	5	8.33	6.7	7	15.4	20.5	16	10.1	6.13
Percent Change from Prior Year	-30%	34%	5%	-17%	20%	-49%	-2%	-25%	-22%	-40%	-61%	-12%	389%

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	92	87	76	81	78	72	59	58	60	62	62	71	60
Pending	21	28	21	23	23	19	17	13	15	10	11	20	19
Sold	8	13	16	13	17	9	11	5	5	10	8	2	11

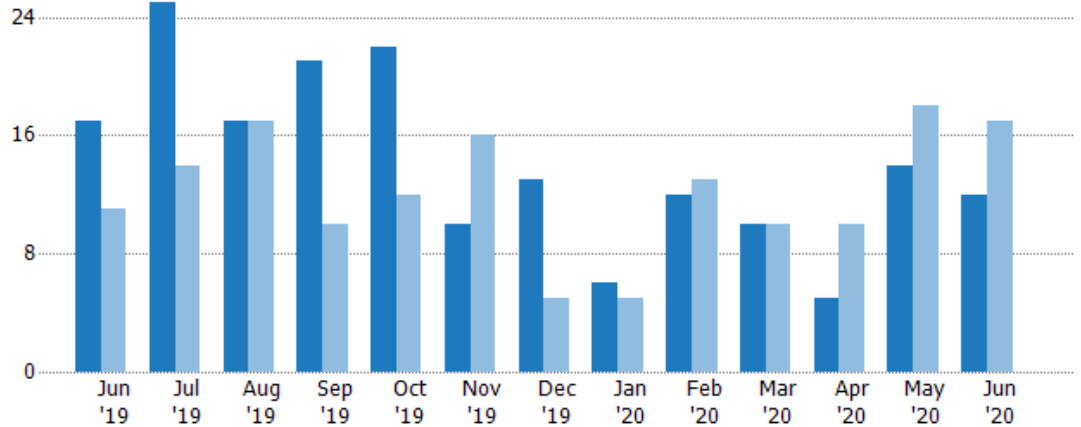
New Pending Sales

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.
Jun '20	12	-29.4%
Jun '19	17	54.5%
Jun '18	11	127.3%



Current Year	17	25	17	21	22	10	13	6	12	10	5	14	12
Prior Year	11	14	17	10	12	16	5	5	13	10	10	18	17
Percent Change from Prior Year	55%	79%	0%	110%	83%	-38%	160%	20%	-8%	0%	-50%	-22%	-29%

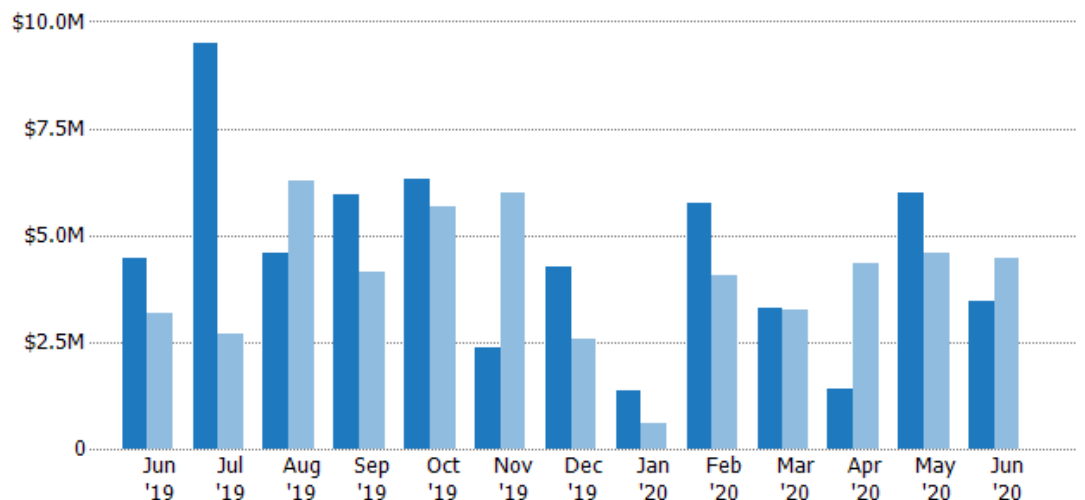
New Pending Sales Volume

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.
Jun '20	\$3.47M	-22.6%
Jun '19	\$4.48M	41.9%
Jun '18	\$3.16M	125.7%



Current Year	\$4.48M	\$9.5M	\$4.57M	\$5.95M	\$6.32M	\$2.37M	\$4.25M	\$1.37M	\$5.73M	\$3.31M	\$1.39M	\$5.99M	\$3.47M
Prior Year	\$3.16M	\$2.69M	\$6.26M	\$4.14M	\$5.65M	\$5.98M	\$2.57M	\$597K	\$4.04M	\$3.24M	\$4.34M	\$4.58M	\$4.48M
Percent Change from Prior Year	42%	253%	-27%	44%	12%	-60%	65%	129%	42%	2%	-68%	31%	-23%

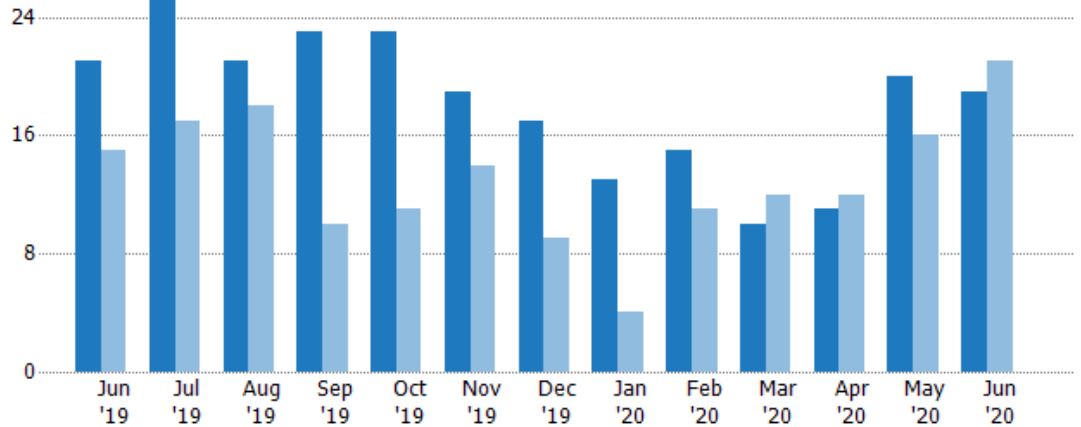
Pending Sales

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.
Jun '20	19	-9.5%
Jun '19	21	40%
Jun '18	15	6.7%



Current Year	21	28	21	23	23	19	17	13	15	10	11	20	19
Prior Year	15	17	18	10	11	14	9	4	11	12	12	16	21
Percent Change from Prior Year	40%	65%	17%	130%	109%	36%	89%	225%	36%	-17%	-8%	25%	-10%

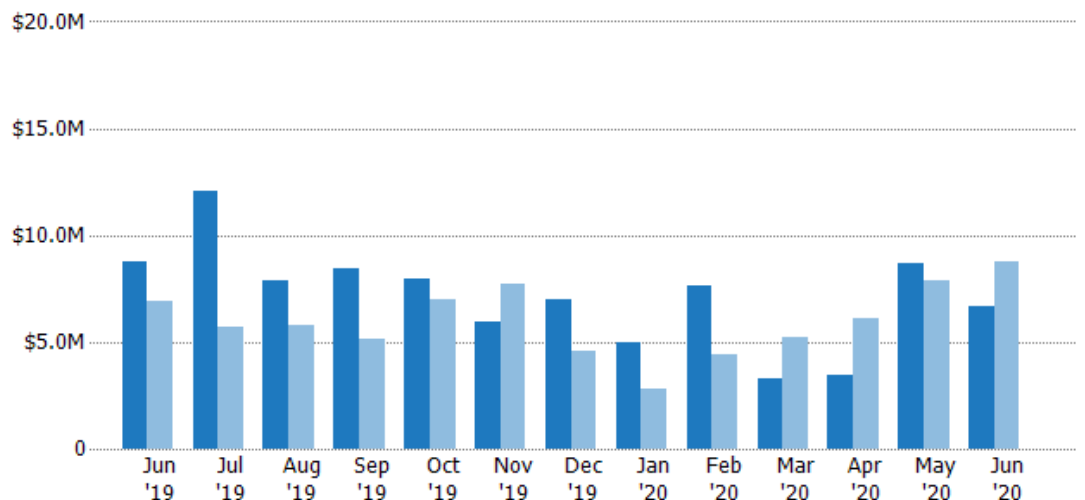
Pending Sales Volume

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.
Jun '20	\$6.66M	-23.8%
Jun '19	\$8.74M	27.2%
Jun '18	\$6.87M	-14.9%



Current Year	\$8.74M	\$12.1M	\$7.87M	\$8.45M	\$7.97M	\$5.97M	\$7.03M	\$5.02M	\$7.6M	\$3.32M	\$3.45M	\$8.69M	\$6.66M
Prior Year	\$6.87M	\$5.69M	\$5.77M	\$5.12M	\$6.99M	\$7.74M	\$4.54M	\$2.83M	\$4.43M	\$5.24M	\$6.07M	\$7.91M	\$8.74M
Percent Change from Prior Year	27%	112%	36%	65%	14%	-23%	55%	78%	72%	-37%	-43%	10%	-24%

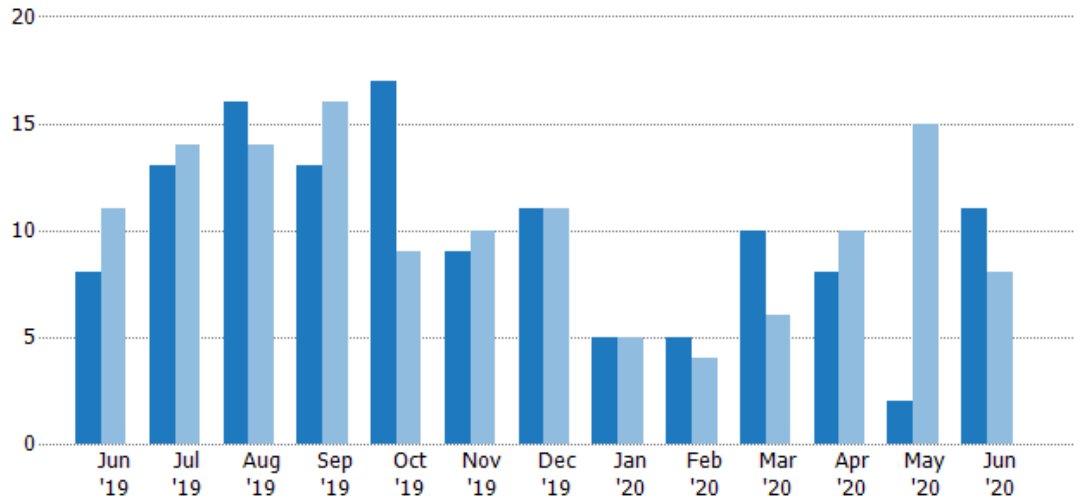
Closed Sales

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.
Jun '20	11	37.5%
Jun '19	8	-27.3%
Jun '18	11	9.1%



Current Year	8	13	16	13	17	9	11	5	5	10	8	2	11
Prior Year	11	14	14	16	9	10	11	5	4	6	10	15	8
Percent Change from Prior Year	-27%	-7%	14%	-19%	89%	-10%	0%	0%	25%	67%	-20%	-87%	38%

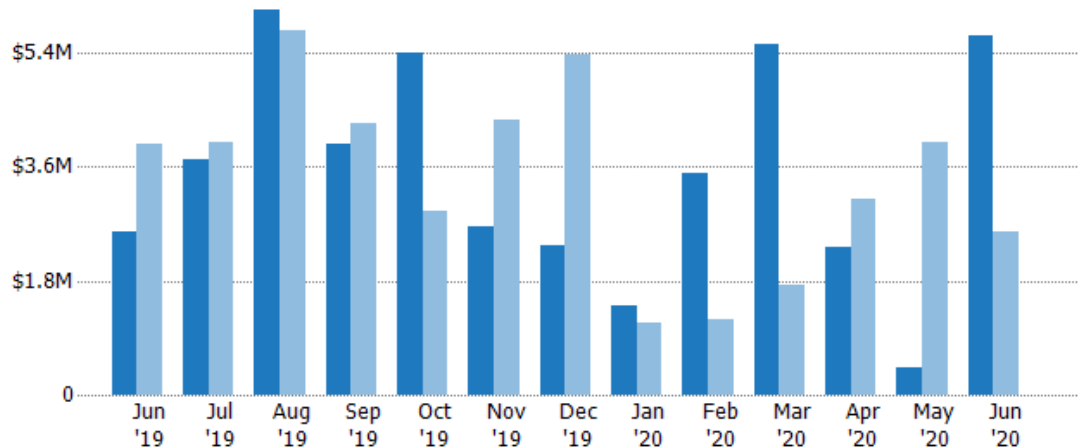
Closed Sales Volume

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.
Jun '20	\$5.67M	119.6%
Jun '19	\$2.58M	-34.8%
Jun '18	\$3.96M	-22.3%



Current Year	\$2.58M	\$3.72M	\$6.07M	\$3.96M	\$5.4M	\$2.65M	\$2.36M	\$1.4M	\$3.5M	\$5.52M	\$2.33M	\$417K	\$5.67M
Prior Year	\$3.96M	\$3.98M	\$5.76M	\$4.28M	\$2.91M	\$4.33M	\$5.38M	\$1.13M	\$1.18M	\$1.73M	\$3.09M	\$3.98M	\$2.58M
Percent Change from Prior Year	-35%	-7%	5%	-8%	85%	-39%	-56%	24%	196%	219%	-25%	-90%	120%

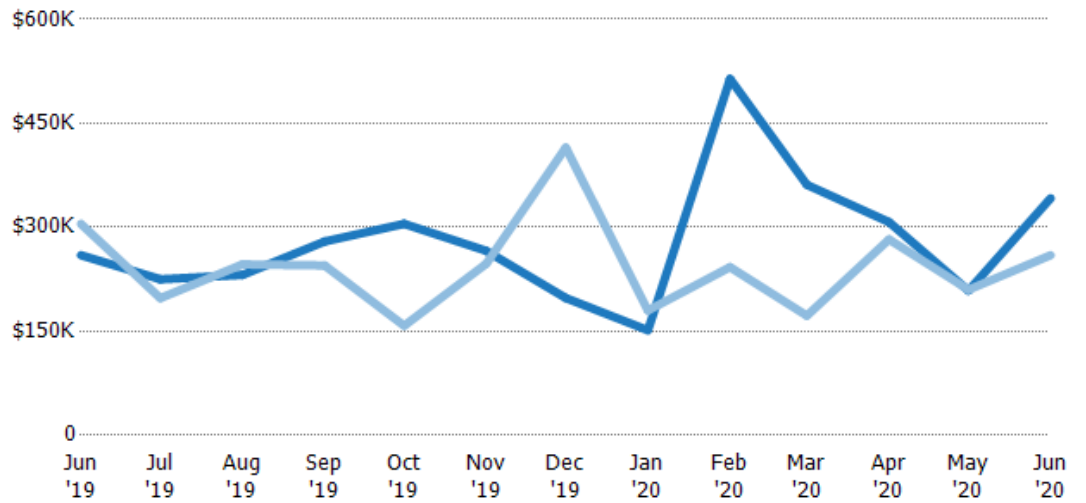
Median Sales Price

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.
Jun '20	\$342K	31.7%
Jun '19	\$260K	-14.8%
Jun '18	\$305K	-29.1%



Current Year	\$260K	\$225K	\$231K	\$280K	\$305K	\$266K	\$198K	\$152K	\$514K	\$361K	\$308K	\$209K	\$342K
Prior Year	\$305K	\$198K	\$247K	\$245K	\$158K	\$248K	\$415K	\$180K	\$243K	\$172K	\$283K	\$210K	\$260K
Percent Change from Prior Year	-15%	14%	-6%	14%	93%	7%	-52%	-16%	112%	109%	9%	-1%	32%

Sales Activity by ZIP

Jun 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	5	\$1,308,600	2	\$568,750	\$284,375	\$284,375	\$132	\$132	167
01230	4	\$1,558,500	2	\$882,000	\$441,000	\$441,000	\$377	\$377	594
01237	1	\$139,000	1	\$340,000	\$340,000	\$340,000	\$198	\$198	5
01240	4	\$2,424,900	5	\$3,194,000	\$638,800	\$342,000	\$331	\$165	101
01267	2	\$808,000	1	\$685,000	\$685,000	\$685,000	\$460	\$460	540

Zipcode Key

01201	Pittsfield
01220	Adams
01223	Becket, Washington
01224	Lanesborough
01225	Cheshire
01226	Dalton
01230	Great Barrington, Alford,
01235	Hnsdale, Peru
01237	Lanesborough, Hancock, New Ashford
01238	Lee
01240	Lenox
01245	Monterey
01247	North Adams, Clarksburg, Florida
01253	Otis
01254	Richmond
01255	Sandisfield
01256	Savoy
01257	Sheffield
01258	Egremont, Mt Washington
01259	New Marlborough
01267	Williamstown
01270	Windsor