



Central Berkshire County, MA Residential Real Estate 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	88	120	-26.7%	405	502	-19.3%
New Listing Volume	\$26,166,331	\$32,143,016	-18.6%	\$111,925,122	\$129,110,802	-13.3%
Active Listing Count	160	302	-47%	N/A	N/A	
Active Listing Volume	\$61,591,291	\$100,771,844	-38.9%	N/A	N/A	
Median Listing Price	\$286,720	\$269,900	+6.2%	\$258,138	\$268,652	-3.9%
Months of Inventory	3.7	4.6	-19.9%	3.4	5.4	-38.4%
Sales Activity Charts Metrics						
New Pending Sales Count	99	83	+19.3%	384	391	-1.8%
New Pending Sales Volume	\$26,045,231	\$19,801,263	+31.5%	\$97,452,089	\$88,136,727	+10.6%
Pending Sales Count	145	113	+28.3%	N/A	N/A	
Pending Sales Volume	\$36,985,431	\$25,414,492	+45.5%	N/A	N/A	
Closed Sales Count	58	64	-9.4%	259	299	-13.4%
Closed Sales Volume	\$17,690,981	\$14,662,515	+20.7%	\$62,114,451	\$64,427,766	-3.6%
Median Sales Price	\$235,500	\$205,408	+14.7%	\$204,881	\$190,363	+7.6%
Distressed Charts Metrics						
Distressed Listing Count	2	4	-50%	N/A	N/A	

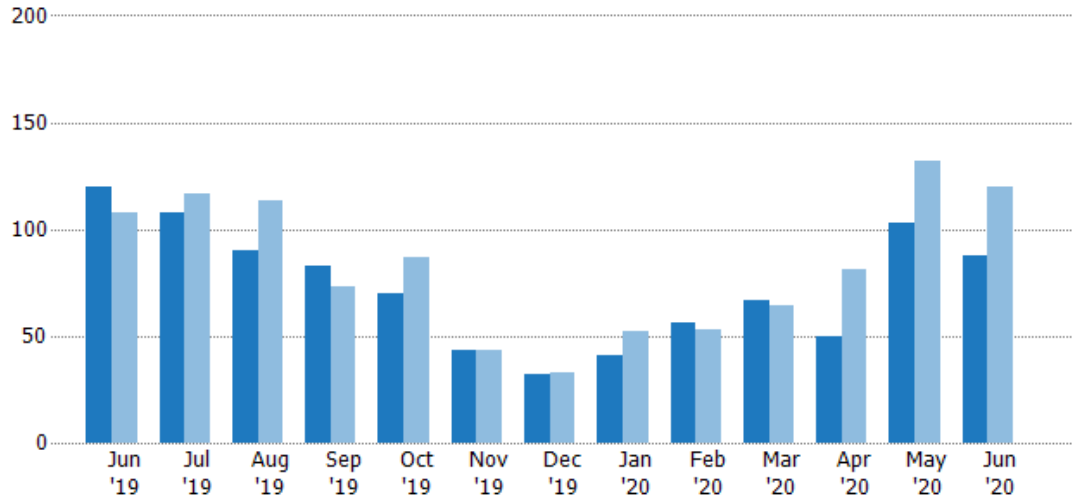
New Listings

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.
Jun '20	88	-26.7%
Jun '19	120	11.1%
Jun '18	108	2.8%



Current Year	120	108	90	83	70	43	32	41	56	67	50	103	88
Prior Year	108	117	113	73	87	43	33	52	53	64	81	132	120
Percent Change from Prior Year	11%	-8%	-20%	14%	-20%	0%	-3%	-21%	6%	5%	-38%	-22%	-27%

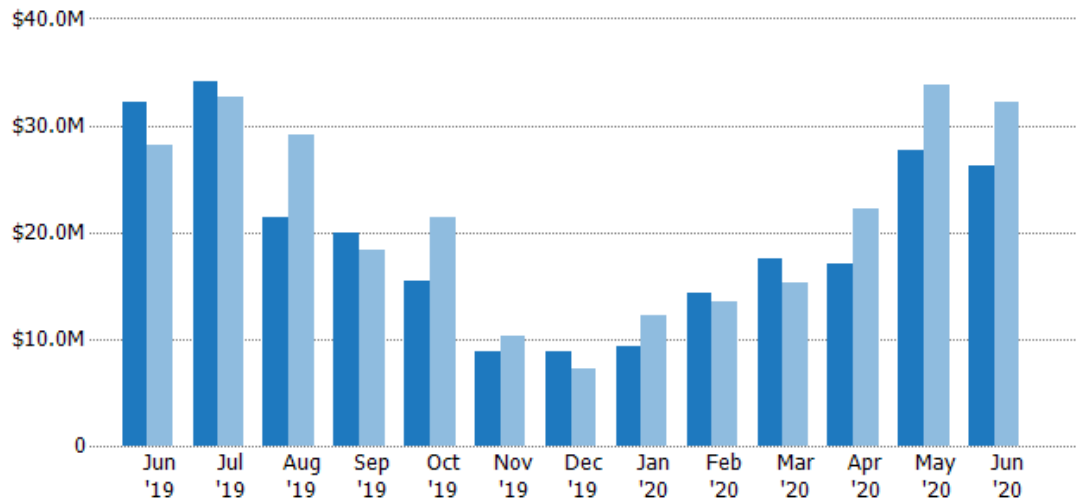
New Listing Volume

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.
Jun '20	\$26.2M	-18.6%
Jun '19	\$32.1M	14%
Jun '18	\$28.2M	-3.1%



Current Year	\$32.1M	\$34.2M	\$21.4M	\$20M	\$15.4M	\$8.75M	\$8.87M	\$9.24M	\$14.4M	\$17.6M	\$17M	\$27.6M	\$26.2M
Prior Year	\$28.2M	\$32.6M	\$29.2M	\$18.3M	\$21.4M	\$10.3M	\$7.14M	\$12.3M	\$13.5M	\$15.2M	\$22.2M	\$33.7M	\$32.1M
Percent Change from Prior Year	14%	5%	-27%	10%	-28%	-15%	24%	-25%	6%	15%	-24%	-18%	-19%

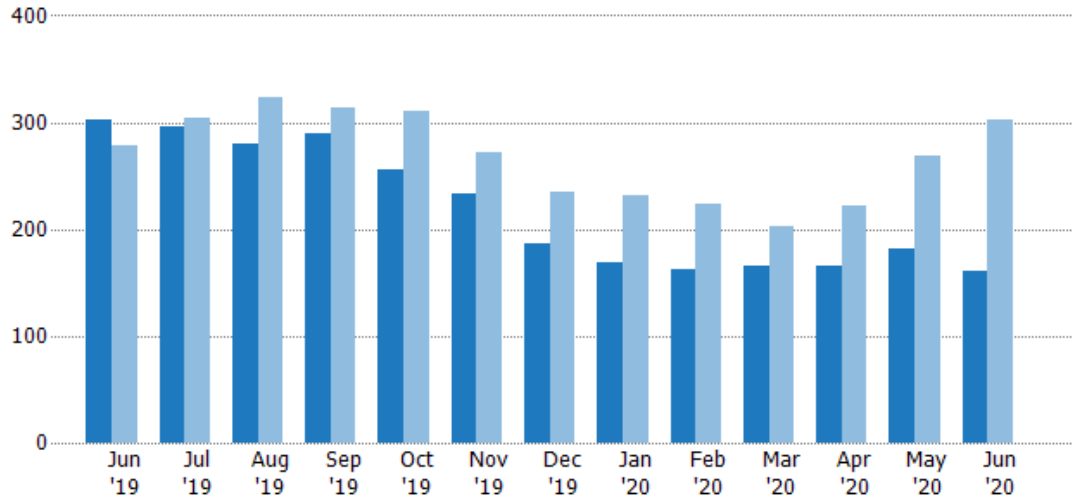
Active Listings

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.
Jun '20	160	-47%
Jun '19	302	8.6%
Jun '18	278	19.1%



Current Year	302	296	280	289	255	233	187	169	163	165	166	181	160
Prior Year	278	304	324	313	310	272	235	231	223	202	222	269	302
Percent Change from Prior Year	9%	-3%	-14%	-8%	-18%	-14%	-20%	-27%	-27%	-18%	-25%	-33%	-47%

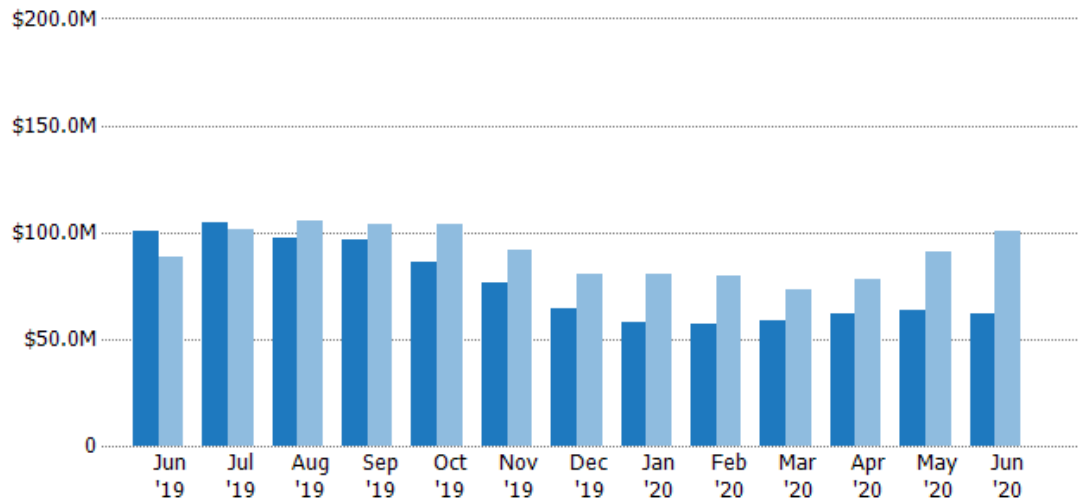
Active Listing Volume

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.
Jun '20	\$61.6M	-38.9%
Jun '19	\$101M	13.5%
Jun '18	\$88.8M	21.9%



Current Year	\$101M	\$104M	\$97.3M	\$96.6M	\$85.9M	\$76.3M	\$64M	\$57.9M	\$57M	\$58.3M	\$62M	\$63.8M	\$61.6M
Prior Year	\$88.8M	\$102M	\$106M	\$104M	\$104M	\$92M	\$80.4M	\$80.2M	\$79.4M	\$73M	\$77.6M	\$91M	\$101M
Percent Change from Prior Year	13%	2%	-8%	-7%	-17%	-17%	-20%	-28%	-28%	-20%	-20%	-30%	-39%

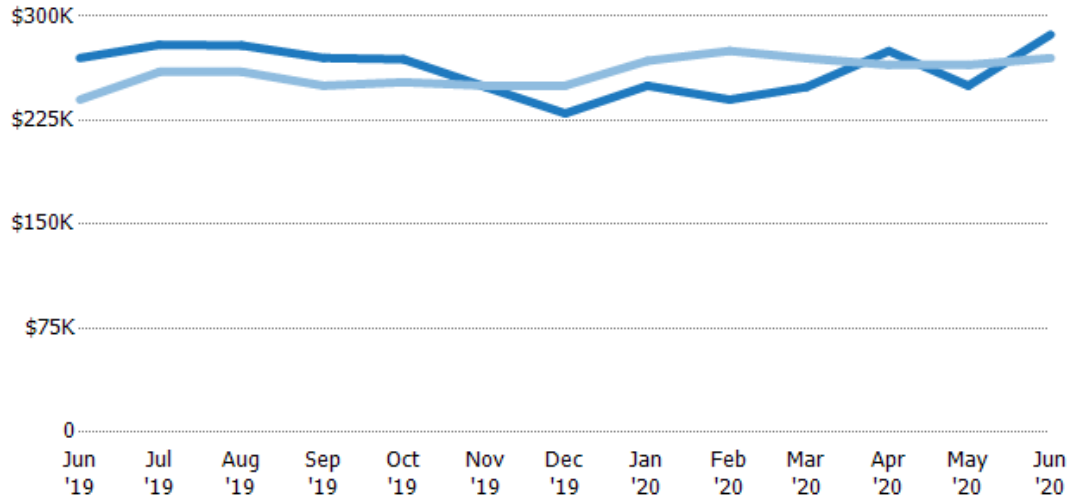
Median Listing Price

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.
Jun '20	\$287K	6.2%
Jun '19	\$270K	12.5%
Jun '18	\$240K	2.1%



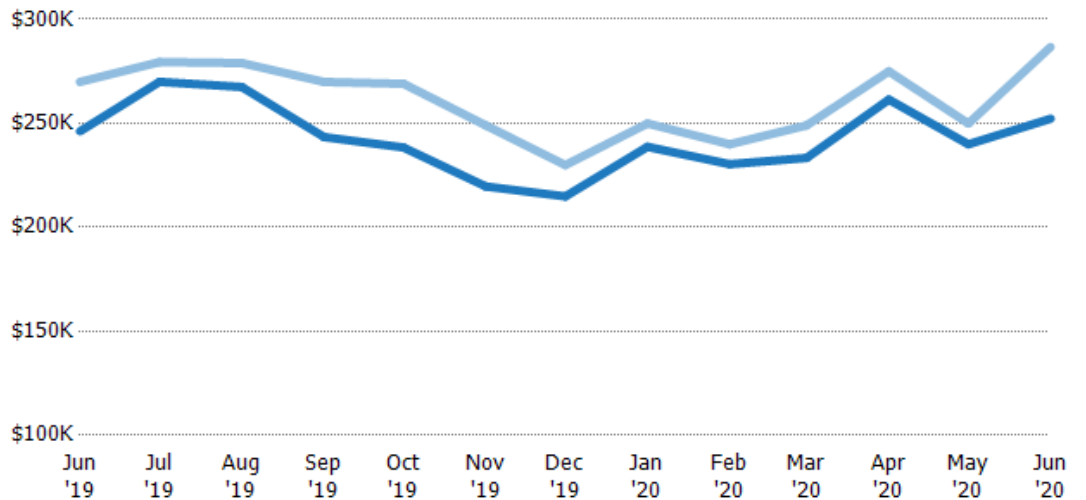
Current Year	\$270K	\$279K	\$279K	\$270K	\$269K	\$249K	\$230K	\$250K	\$240K	\$249K	\$275K	\$250K	\$287K
Prior Year	\$240K	\$260K	\$260K	\$250K	\$252K	\$250K	\$250K	\$268K	\$275K	\$270K	\$265K	\$265K	\$270K
Percent Change from Prior Year	13%	8%	7%	8%	7%	0%	-8%	-7%	-13%	-8%	4%	-6%	6%

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	\$246K	\$270K	\$267K	\$243K	\$238K	\$220K	\$215K	\$239K	\$230K	\$233K	\$261K	\$240K	\$252K
Median Listing Price	\$270K	\$279K	\$279K	\$270K	\$269K	\$249K	\$230K	\$250K	\$240K	\$249K	\$275K	\$250K	\$287K
Med Listing Price as a % of Med Est Value	110%	104%	104%	111%	113%	113%	107%	105%	104%	107%	105%	104%	114%

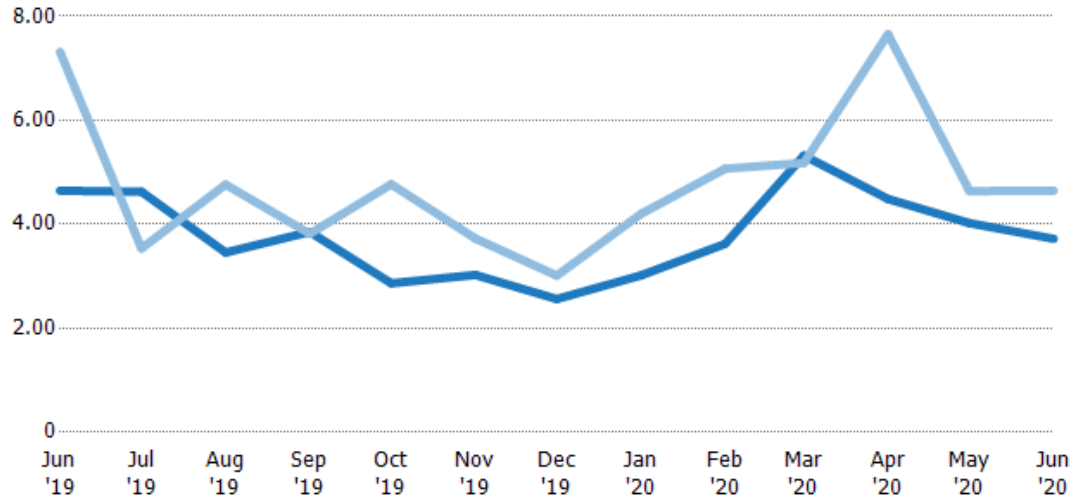
Months of Inventory

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.
Jun '20	3.72	-19.9%
Jun '19	4.65	-36.5%
Jun '18	7.32	-5.7%



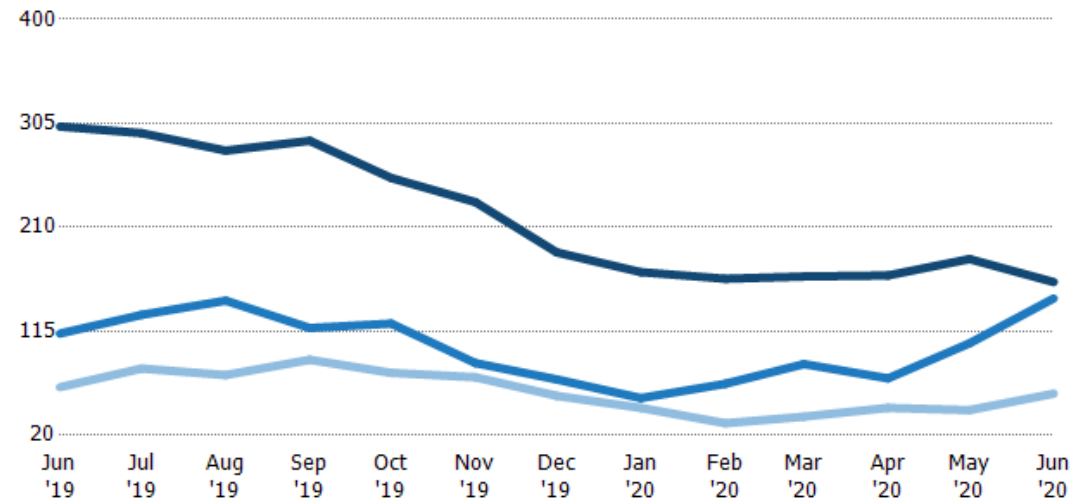
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	4.65	4.63	3.46	3.85	2.87	3.03	2.56	3.02	3.62	5.32	4.49	4.02	3.72
Prior Year	7.32	3.53	4.76	3.82	4.77	3.73	3.01	4.2	5.07	5.18	7.66	4.64	4.65
Percent Change from Prior Year	-36%	31%	-27%	1%	-40%	-19%	-15%	-28%	-29%	3%	-41%	-13%	-20%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Active	302	296	280	289	255	233	187	169	163	165	166	181	160
Pending	113	130	143	118	122	86	71	54	67	85	72	104	145
Sold	64	81	75	89	77	73	56	45	31	37	45	43	58

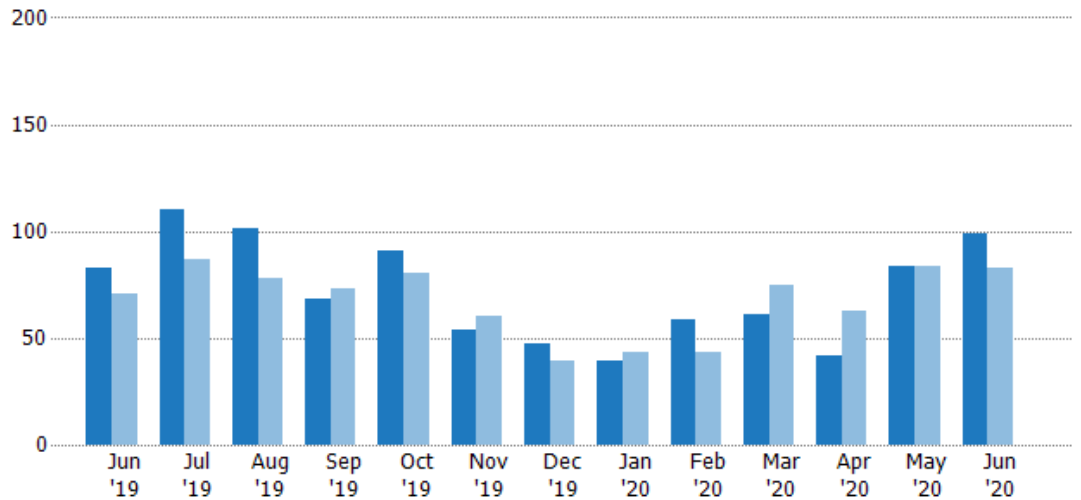
New Pending Sales

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.
Jun '20	99	19.3%
Jun '19	83	16.9%
Jun '18	71	23.9%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	83	110	101	68	91	54	47	39	59	61	42	84	99
Prior Year	71	87	78	73	80	60	39	43	43	75	63	84	83
Percent Change from Prior Year	17%	26%	29%	-7%	14%	-10%	21%	-9%	37%	-19%	-33%	0%	19%

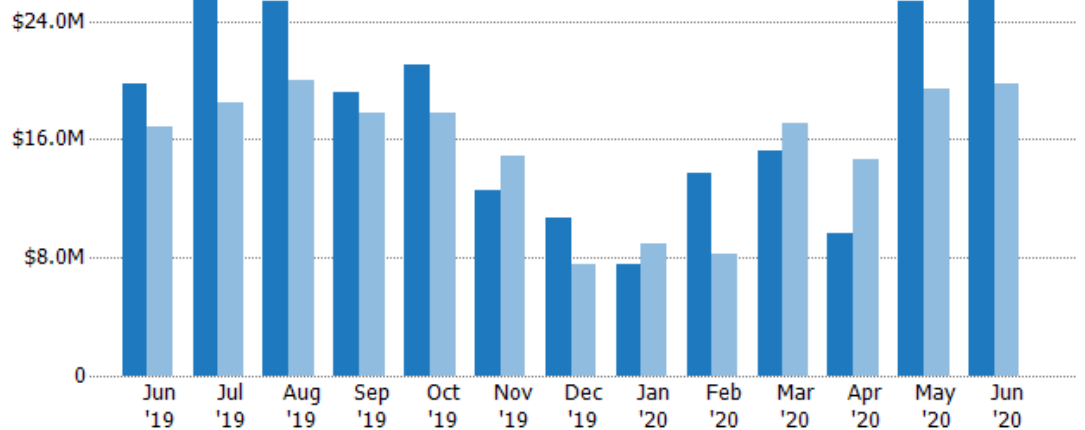
New Pending Sales Volume

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.
Jun '20	\$26M	31.5%
Jun '19	\$19.8M	17.2%
Jun '18	\$16.9M	6.9%



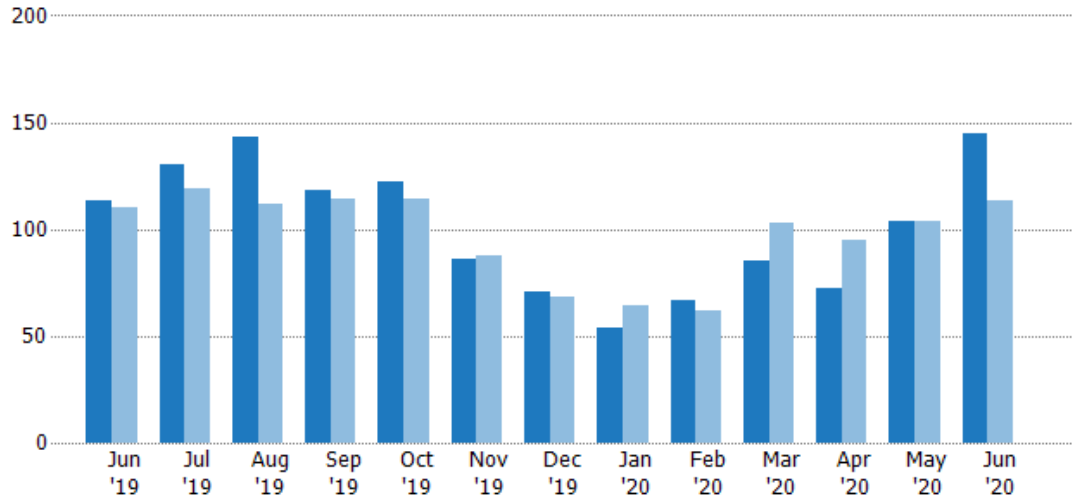
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$19.8M	\$25.4M	\$25.3M	\$19.1M	\$21M	\$12.6M	\$10.7M	\$7.5M	\$13.7M	\$15.2M	\$9.65M	\$25.3M	\$26M
Prior Year	\$16.9M	\$18.5M	\$20M	\$17.8M	\$17.8M	\$14.8M	\$7.52M	\$8.94M	\$8.3M	\$17.1M	\$14.6M	\$19.4M	\$19.8M
Percent Change from Prior Year	17%	38%	26%	8%	18%	-15%	42%	-16%	65%	-11%	-34%	31%	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



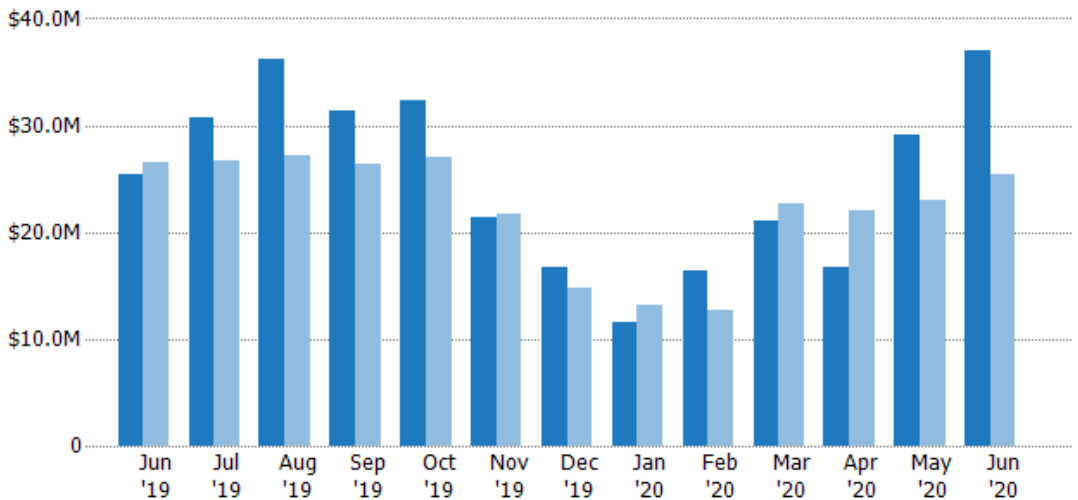
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	113	130	143	118	122	86	71	54	67	85	72	104	145
Prior Year	110	119	112	114	114	88	68	64	62	103	95	104	113
Percent Change from Prior Year	3%	9%	28%	4%	7%	-2%	4%	-16%	8%	-17%	-24%	0%	28%

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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$25.4M	\$30.7M	\$36.1M	\$31.4M	\$32.3M	\$21.3M	\$16.7M	\$11.6M	\$16.4M	\$21.1M	\$16.8M	\$29.1M	\$37M
Prior Year	\$26.6M	\$26.7M	\$27.2M	\$26.4M	\$27M	\$21.7M	\$14.7M	\$13.1M	\$12.6M	\$22.7M	\$22M	\$23M	\$25.4M
Percent Change from Prior Year	-4%	15%	33%	19%	19%	-2%	13%	-12%	30%	-7%	-24%	27%	46%

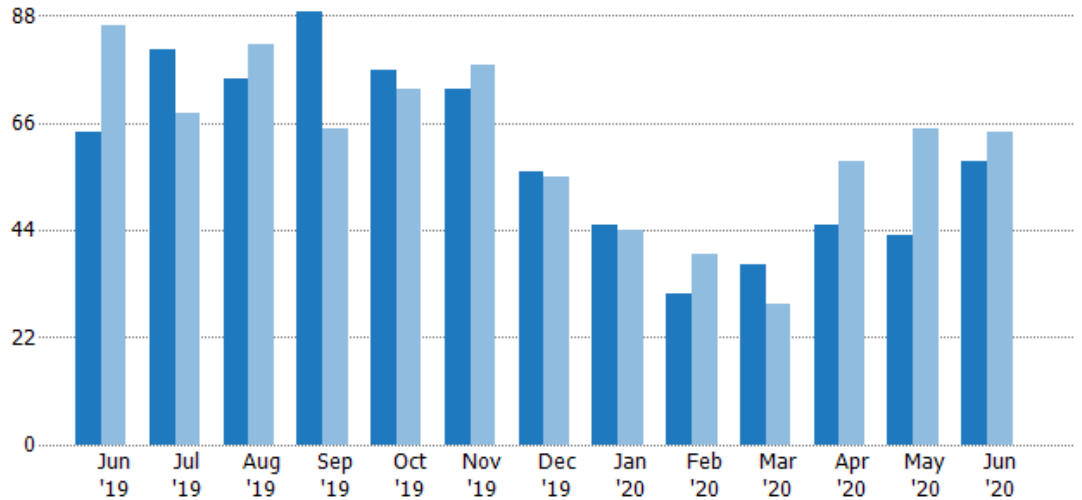
Closed Sales

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.
Jun '20	58	-9.4%
Jun '19	64	-25.6%
Jun '18	86	-25.6%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	64	81	75	89	77	73	56	45	31	37	45	43	58
Prior Year	86	68	82	65	73	78	55	44	39	29	58	65	64
Percent Change from Prior Year	-26%	19%	-9%	37%	5%	-6%	2%	2%	-21%	28%	-22%	-34%	-9%

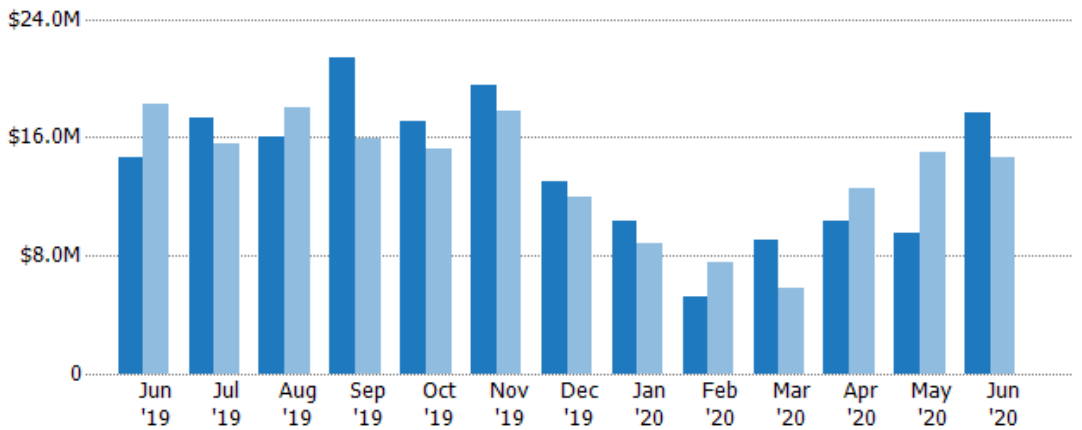
Closed Sales Volume

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.
Jun '20	\$17.7M	20.7%
Jun '19	\$14.7M	-19.7%
Jun '18	\$18.3M	-29.8%



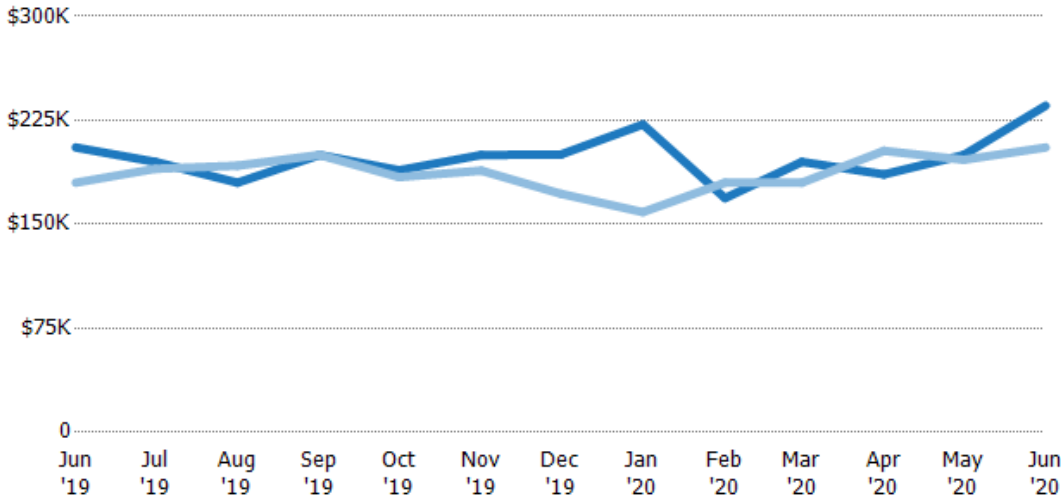
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$14.7M	\$17.3M	\$16M	\$21.3M	\$17.1M	\$19.6M	\$13M	\$10.3M	\$5.19M	\$9.04M	\$10.4M	\$9.5M	\$17.7M
Prior Year	\$18.3M	\$15.6M	\$18M	\$15.9M	\$15.2M	\$17.7M	\$12M	\$8.87M	\$7.56M	\$5.77M	\$12.6M	\$15M	\$14.7M
Percent Change from Prior Year	-20%	11%	-11%	34%	12%	10%	8%	16%	-31%	57%	-18%	-37%	21%

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.
Jun '20	\$236K	14.7%
Jun '19	\$205K	14.1%
Jun '18	\$180K	-5.7%

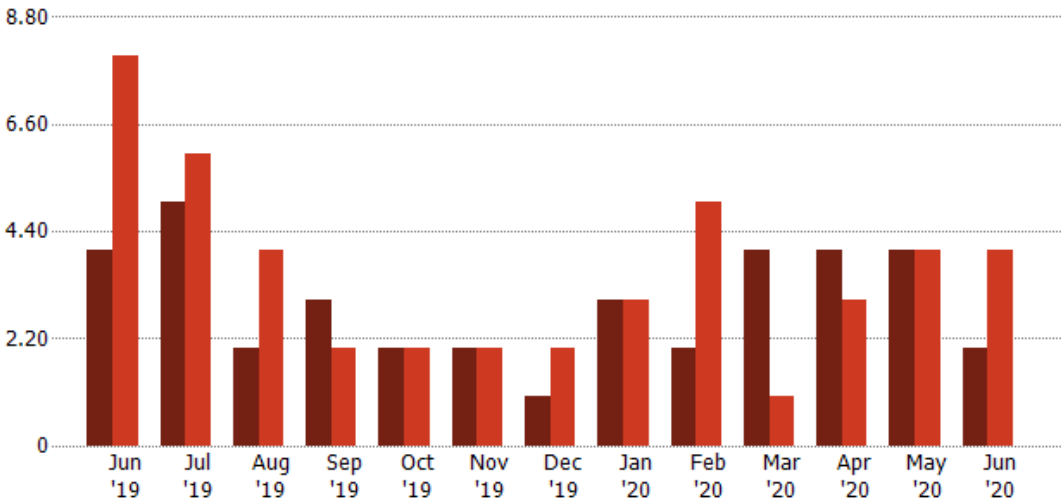
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$205K	\$195K	\$180K	\$200K	\$189K	\$200K	\$200K	\$222K	\$169K	\$195K	\$186K	\$200K	\$236K
Prior Year	\$180K	\$190K	\$192K	\$200K	\$184K	\$189K	\$172K	\$159K	\$180K	\$180K	\$203K	\$197K	\$205K
Percent Change from Prior Year	14%	3%	-6%	0%	3%	6%	16%	40%	-6%	8%	-8%	2%	15%

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



Month/Year	Count	% Chg.
Jun '20	2	-50%
Jun '19	4	-50%
Jun '18	8	-75%

	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	4	5	2	3	2	2	1	3	2	4	4	4	2
Prior Year	8	6	4	2	2	2	2	3	5	1	3	4	4
Percent Change from Prior Year	-50%	-17%	-50%	50%	0%	0%	-50%	0%	-60%	300%	33%	0%	-50%

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.

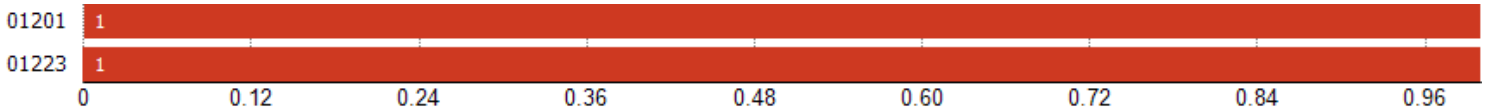
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 9 Selected; Property Type: Single Family Residence



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

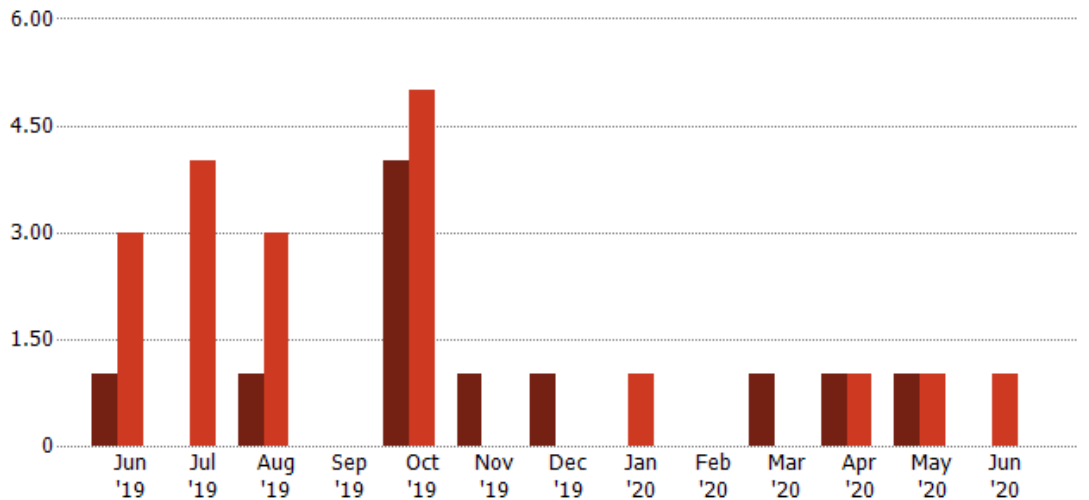


Distressed Sales

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	1	-	1	-	4	1	1	-	-	1	1	1	-
Prior Year	3	4	3	-	5	-	-	1	-	-	1	1	1
Percent Change from Prior Year	-67%	-100%	-67%	-	-20%	100%	100%	-100%	-	100%	0%	0%	-100%

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	82	\$18,127,431	32	\$9,269,722	\$289,679	\$201,450	\$144	\$143	22
01223	15	\$4,211,100	4	\$1,504,000	\$376,000	\$369,500	\$193	\$194	37
01224			1	\$30,000	\$30,000	\$30,000	\$18	\$18	113
01225	8	\$2,155,600	2	\$351,000	\$175,500	\$175,500	\$112	\$112	50
01226	14	\$3,808,900	8	\$1,801,059	\$225,132	\$193,000	\$107	\$109	15
01235	7	\$1,207,600	2	\$919,500	\$459,750	\$459,750	\$135	\$135	103
01237	10	\$2,984,500	5	\$1,921,700	\$384,340	\$346,700	\$155	\$150	48
01254	7	\$3,780,400	2	\$1,405,000	\$702,500	\$702,500	\$285	\$285	100
01270	2	\$709,900	2	\$489,000	\$244,500	\$244,500	\$107	\$107	98

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