



North 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	43	60	-28.3%	172	227	-24.2%
New Listing Volume	\$13,190,498	\$18,377,995	-28.2%	\$49,005,398	\$63,788,413	-23.2%
Active Listing Count	78	162	-51.9%	N/A	N/A	
Active Listing Volume	\$41,716,598	\$65,984,715	-36.8%	N/A	N/A	
Median Listing Price	\$336,800	\$199,700	+68.7%	\$254,222	\$199,962	+27.1%
Months of Inventory	4.1	8.5	-51.9%	5	6.2	-19.2%
Sales Activity Charts Metrics						
New Pending Sales Count	50	33	+51.5%	201	167	+20.4%
New Pending Sales Volume	\$14,023,700	\$6,098,800	+129.9%	\$46,995,600	\$34,888,996	+34.7%
Pending Sales Count	80	48	+66.7%	N/A	N/A	
Pending Sales Volume	\$20,113,500	\$8,060,850	+149.5%	N/A	N/A	
Closed Sales Count	36	31	+16.1%	128	118	+8.5%
Closed Sales Volume	\$9,301,000	\$9,545,558	-2.6%	\$26,327,372	\$26,164,239	+0.6%
Median Sales Price	\$189,950	\$220,000	-13.7%	\$161,537	\$173,225	-6.7%
Distressed Charts Metrics						
Distressed Listing Count	1	4	-75%	N/A	N/A	

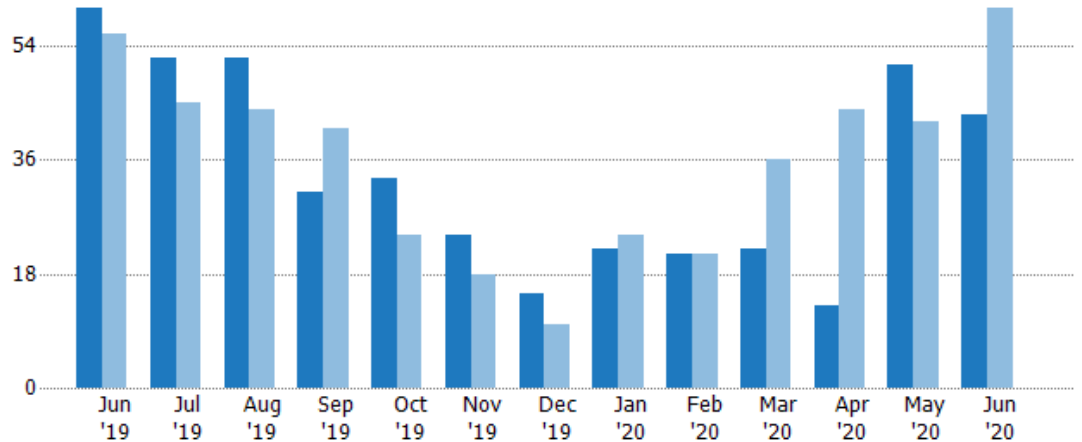
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	43	-28.3%
Jun '19	60	7.1%
Jun '18	56	-21.4%



Current Year	60	52	52	31	33	24	15	22	21	22	13	51	43
Prior Year	56	45	44	41	24	18	10	24	21	36	44	42	60
Percent Change from Prior Year	7%	16%	18%	-24%	38%	33%	50%	-8%	0%	-39%	-70%	21%	-28%

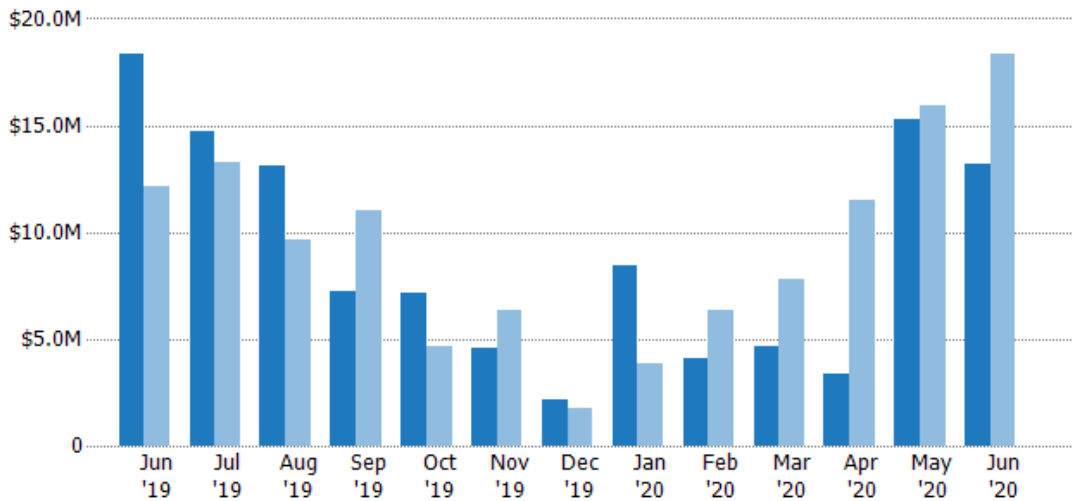
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$13.2M	-28.2%
Jun '19	\$18.4M	51.3%
Jun '18	\$12.1M	-7%



Current Year	\$18.4M	\$14.8M	\$13.1M	\$7.25M	\$7.14M	\$4.59M	\$2.15M	\$8.47M	\$4.09M	\$4.64M	\$3.33M	\$15.3M	\$13.2M
Prior Year	\$12.1M	\$13.3M	\$9.63M	\$11M	\$4.63M	\$6.33M	\$1.74M	\$3.86M	\$6.34M	\$7.81M	\$11.5M	\$15.9M	\$18.4M
Percent Change from Prior Year	51%	11%	37%	-34%	54%	-27%	23%	119%	-35%	-41%	-71%	-4%	-28%

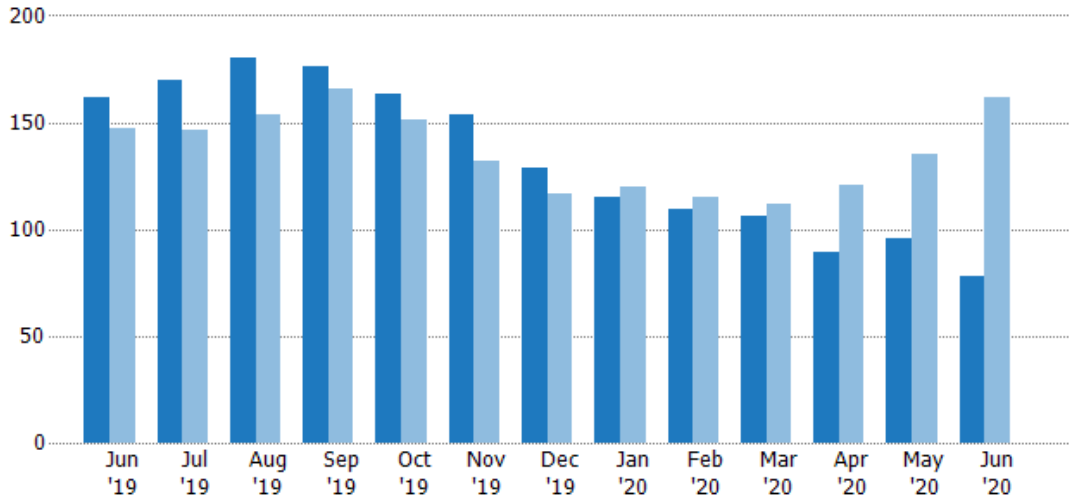
Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	78	-51.9%
Jun '19	162	10.2%
Jun '18	147	13.6%



Current Year	162	170	180	176	163	154	129	115	109	106	89	96	78
Prior Year	147	146	154	166	151	132	117	120	115	112	121	135	162
Percent Change from Prior Year	10%	16%	17%	6%	8%	17%	10%	-4%	-5%	-5%	-26%	-29%	-52%

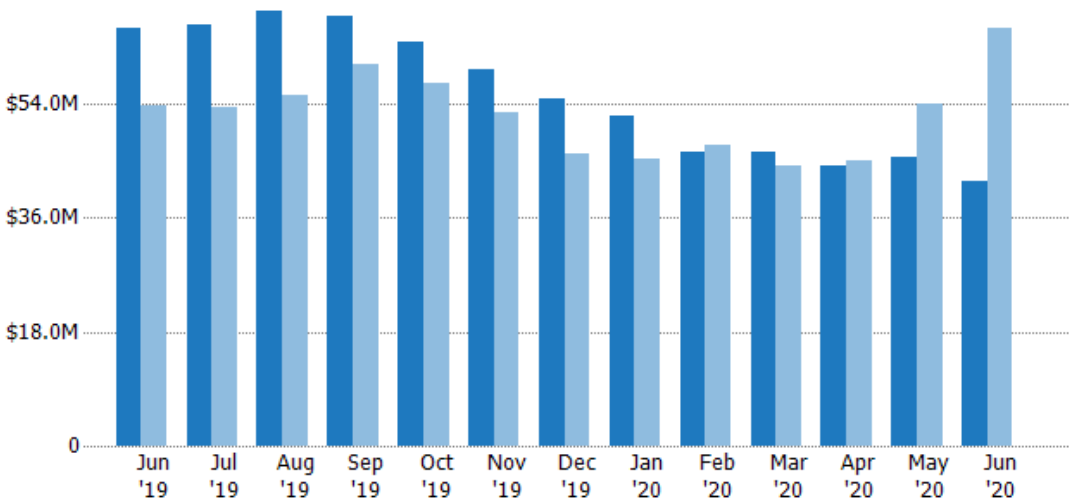
Active Listing Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$41.7M	-36.8%
Jun '19	\$66M	23.1%
Jun '18	\$53.6M	11.9%



Current Year	\$66M	\$66.4M	\$68.6M	\$67.8M	\$63.7M	\$59.5M	\$54.8M	\$52.2M	\$46.3M	\$46.4M	\$44.2M	\$45.5M	\$41.7M
Prior Year	\$53.6M	\$53.5M	\$55.4M	\$60.3M	\$57.2M	\$52.6M	\$46.1M	\$45.3M	\$47.3M	\$44.2M	\$45.1M	\$54.1M	\$66M
Percent Change from Prior Year	23%	24%	24%	12%	11%	13%	19%	15%	-2%	5%	-2%	-16%	-37%

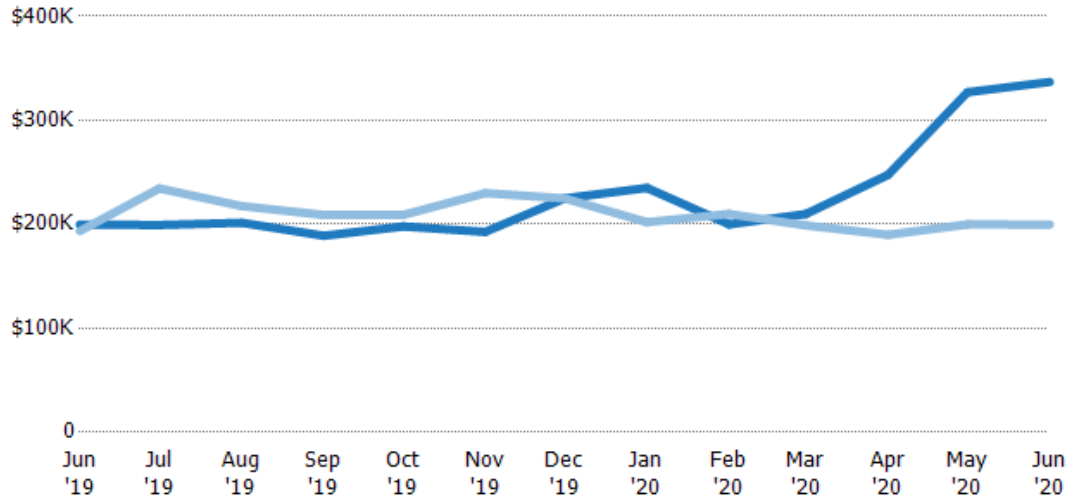
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jun '20	\$337K	68.7%
Jun '19	\$200K	3.2%
Jun '18	\$194K	18.3%



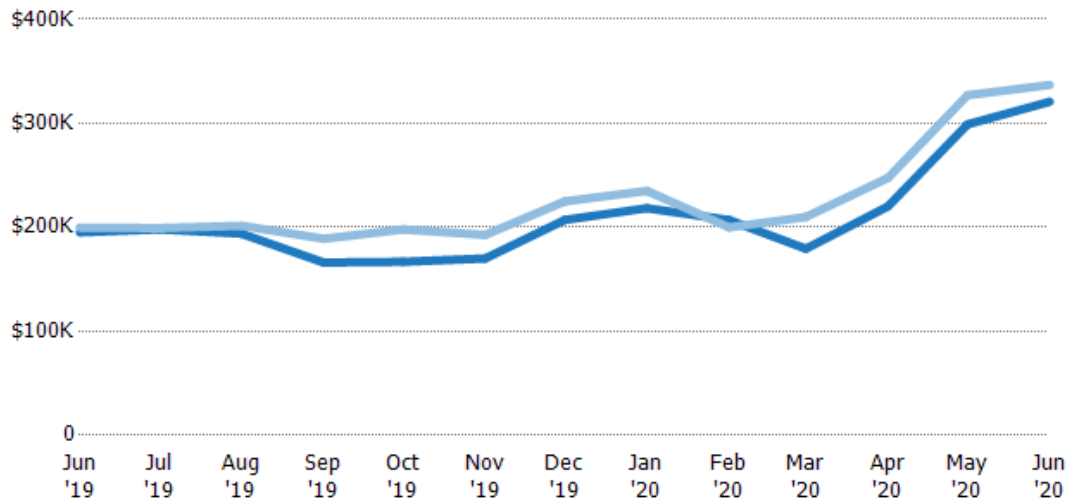
Current Year	\$200K	\$199K	\$201K	\$189K	\$198K	\$193K	\$225K	\$235K	\$200K	\$210K	\$248K	\$327K	\$337K
Prior Year	\$194K	\$235K	\$218K	\$209K	\$209K	\$230K	\$225K	\$202K	\$210K	\$199K	\$190K	\$200K	\$200K
Percent Change from Prior Year	3%	-15%	-7%	-10%	-5%	-16%	0%	16%	-5%	6%	30%	64%	69%

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

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Median Est Value	\$195K	\$198K	\$194K	\$166K	\$167K	\$170K	\$207K	\$218K	\$207K	\$179K	\$220K	\$299K	\$321K
Median Listing Price	\$200K	\$199K	\$201K	\$189K	\$198K	\$193K	\$225K	\$235K	\$200K	\$210K	\$248K	\$327K	\$337K
Med Listing Price as a % of Med Est Value	102%	101%	104%	114%	119%	113%	109%	108%	97%	117%	112%	109%	105%

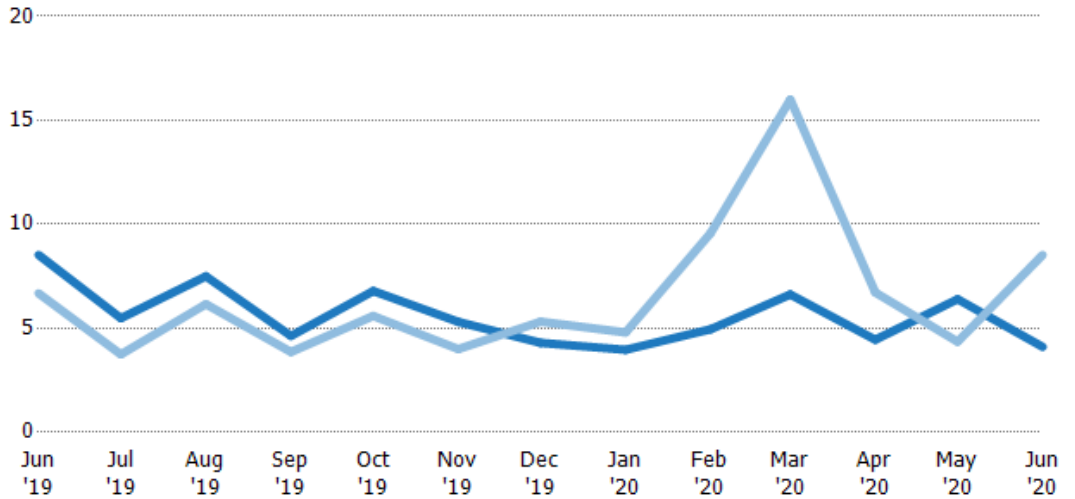
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

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 Property Type: Single Family Residence

Month/Year	Months	% Chg.
Jun '20	4.11	-51.9%
Jun '19	8.53	27.6%
Jun '18	6.68	-3.9%



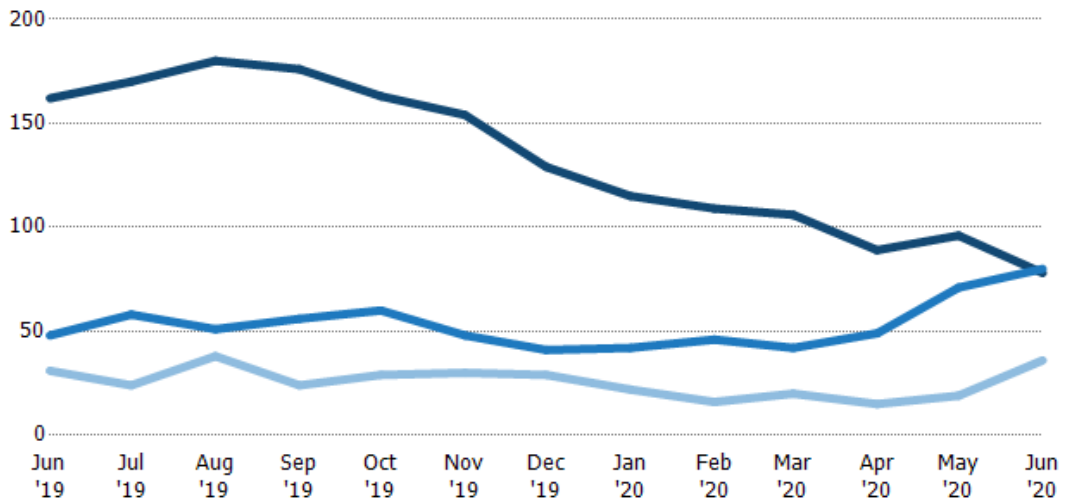
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	8.53	5.48	7.5	4.63	6.79	5.31	4.3	3.97	4.95	6.63	4.45	6.4	4.11
Prior Year	6.68	3.74	6.16	3.86	5.59	4	5.32	4.8	9.58	16	6.72	4.35	8.53
Percent Change from Prior Year	28%	46%	22%	20%	21%	33%	-19%	-17%	-48%	-59%	-34%	47%	-52%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

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 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	162	170	180	176	163	154	129	115	109	106	89	96	78
Pending	48	58	51	56	60	48	41	42	46	42	49	71	80
Sold	31	24	38	24	29	30	29	22	16	20	15	19	36

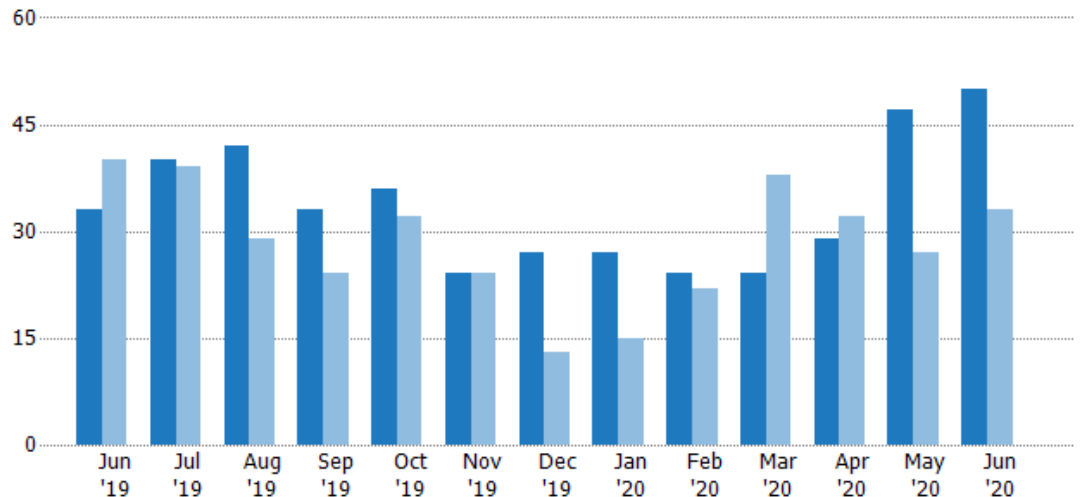
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	50	51.5%
Jun '19	33	-17.5%
Jun '18	40	-42.5%



Current Year	33	40	42	33	36	24	27	27	24	24	29	47	50
Prior Year	40	39	29	24	32	24	13	15	22	38	32	27	33
Percent Change from Prior Year	-18%	3%	45%	38%	13%	0%	108%	80%	9%	-37%	-9%	74%	52%

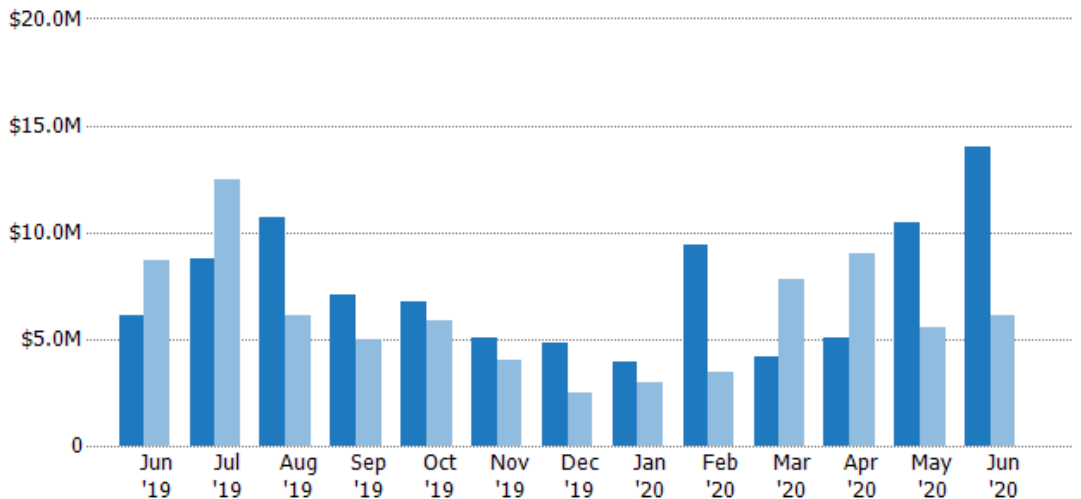
New Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$14M	129.9%
Jun '19	\$6.1M	-29.7%
Jun '18	\$8.67M	-50.4%



Current Year	\$6.1M	\$8.75M	\$10.7M	\$7.05M	\$6.77M	\$5.03M	\$4.78M	\$3.9M	\$9.42M	\$4.15M	\$5.05M	\$10.4M	\$14M
Prior Year	\$8.67M	\$12.4M	\$6.11M	\$4.99M	\$5.88M	\$3.99M	\$2.47M	\$2.98M	\$3.42M	\$7.83M	\$8.99M	\$5.57M	\$6.1M
Percent Change from Prior Year	-30%	-30%	76%	41%	15%	26%	94%	31%	176%	-47%	-44%	88%	130%

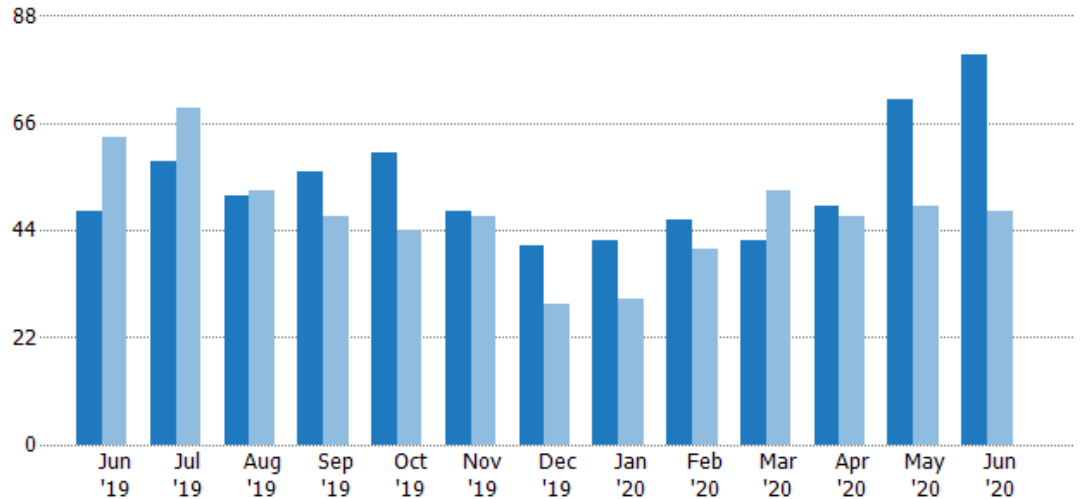
Pending Sales

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	80	66.7%
Jun '19	48	-23.8%
Jun '18	63	-1.6%



Current Year	48	58	51	56	60	48	41	42	46	42	49	71	80
Prior Year	63	69	52	47	44	47	29	30	40	52	47	49	48
Percent Change from Prior Year	-24%	-16%	-2%	19%	36%	2%	41%	40%	15%	-19%	4%	45%	67%

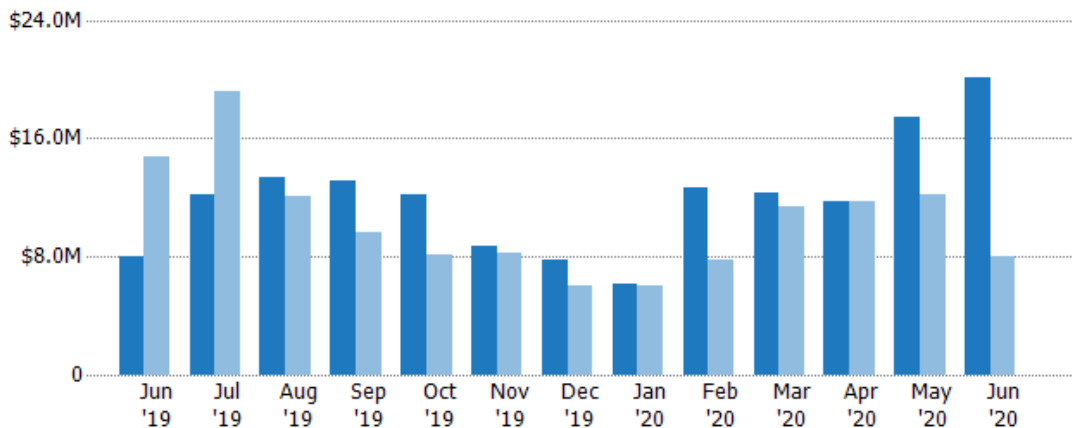
Pending Sales Volume

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$20.1M	149.5%
Jun '19	\$8.06M	-45.4%
Jun '18	\$14.8M	-3.5%



Current Year	\$8.06M	\$12.1M	\$13.4M	\$13.1M	\$12.2M	\$8.75M	\$7.74M	\$6.15M	\$12.6M	\$12.4M	\$11.7M	\$17.4M	\$20.1M
Prior Year	\$14.8M	\$19.2M	\$12.1M	\$9.67M	\$8.18M	\$8.23M	\$6.06M	\$6.02M	\$7.81M	\$11.4M	\$11.7M	\$12.2M	\$8.06M
Percent Change from Prior Year	-45%	-37%	11%	35%	49%	6%	28%	2%	62%	9%	0%	43%	150%

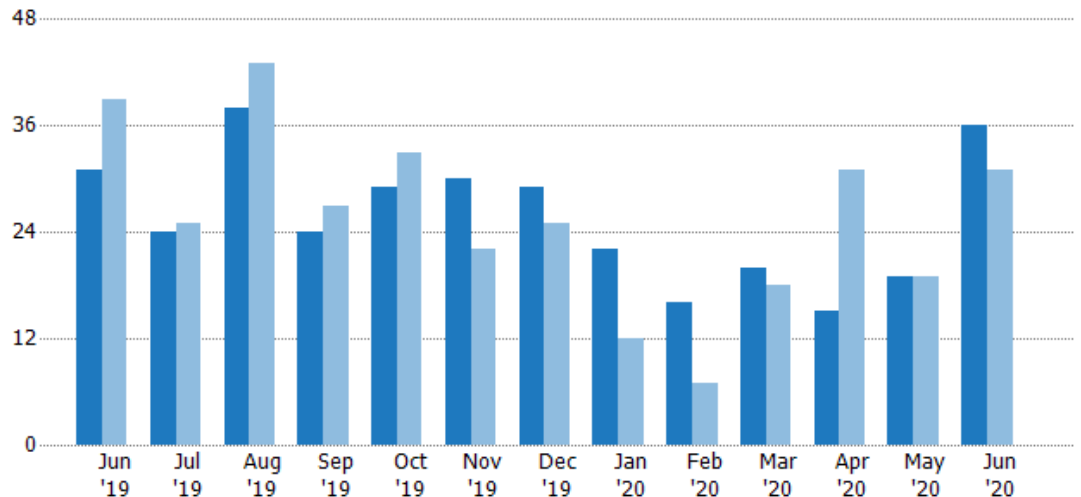
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	36	16.1%
Jun '19	31	-20.5%
Jun '18	39	-33.3%



Current Year	31	24	38	24	29	30	29	22	16	20	15	19	36
Prior Year	39	25	43	27	33	22	25	12	7	18	31	19	31
Percent Change from Prior Year	-21%	-4%	-12%	-11%	-12%	36%	16%	83%	129%	11%	-52%	0%	16%

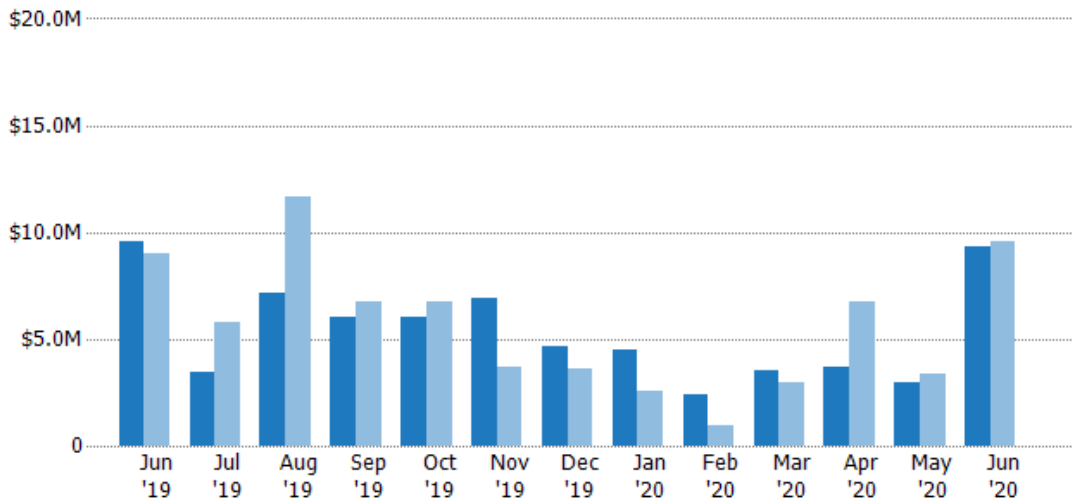
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$9.3M	-2.6%
Jun '19	\$9.55M	6.1%
Jun '18	\$9M	-48.5%



Current Year	\$9.55M	\$3.48M	\$7.18M	\$6.05M	\$6.06M	\$6.92M	\$4.68M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$9.3M
Prior Year	\$9M	\$5.77M	\$11.6M	\$6.78M	\$6.74M	\$3.67M	\$3.64M	\$2.58M	\$961K	\$2.95M	\$6.79M	\$3.34M	\$9.55M
Percent Change from Prior Year	6%	-40%	-38%	-11%	-10%	88%	28%	74%	150%	19%	-46%	-12%	-3%

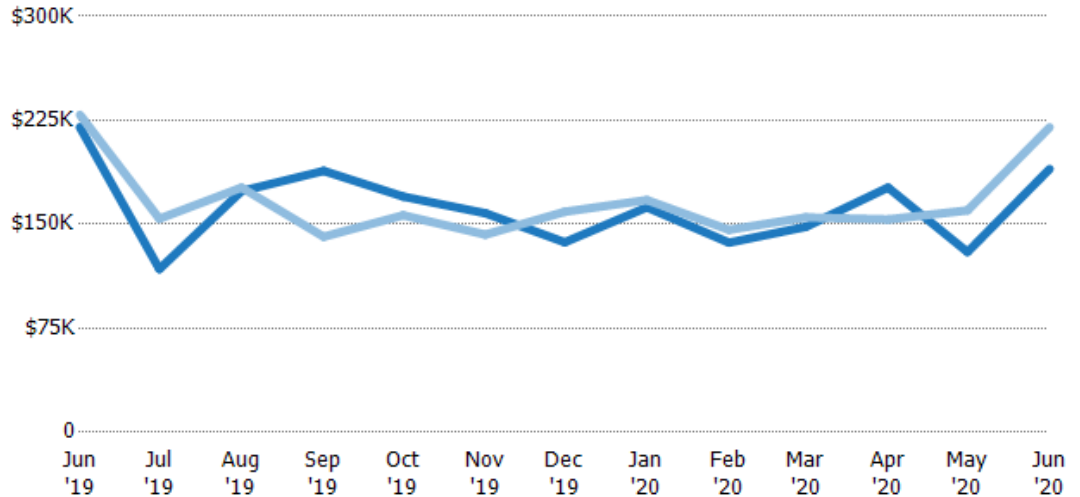
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jun '20	\$190K	-13.7%
Jun '19	\$220K	-3.9%
Jun '18	\$229K	-25.8%



Current Year	\$220K	\$118K	\$174K	\$189K	\$170K	\$158K	\$137K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K
Prior Year	\$229K	\$154K	\$177K	\$141K	\$157K	\$143K	\$159K	\$168K	\$146K	\$155K	\$154K	\$160K	\$220K
Percent Change from Prior Year	-4%	-24%	-1%	34%	9%	11%	-14%	-3%	-6%	-4%	15%	-19%	-14%

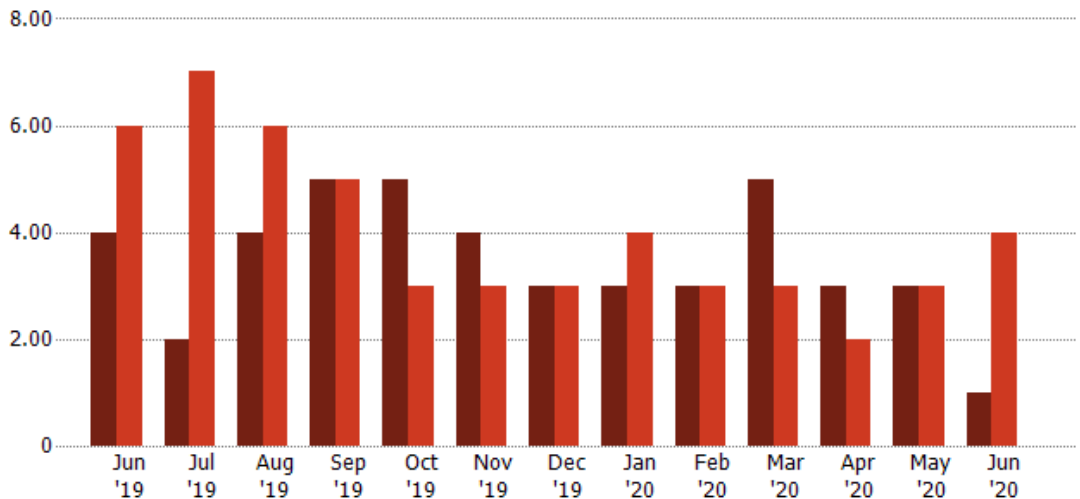
Distressed Listings

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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	1	-75%
Jun '19	4	-33.3%
Jun '18	6	-33.3%

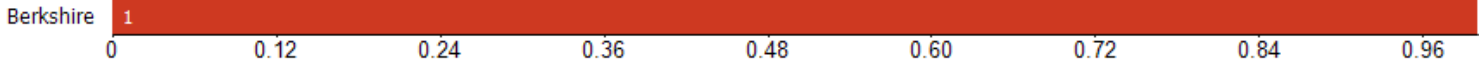


Current Year	4	2	4	5	5	4	3	3	3	5	3	3	1
Prior Year	6	7	6	5	3	3	3	4	3	3	2	3	4
Percent Change from Prior Year	-33%	-71%	-33%	0%	67%	33%	0%	-25%	0%	67%	50%	0%	-75%

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.

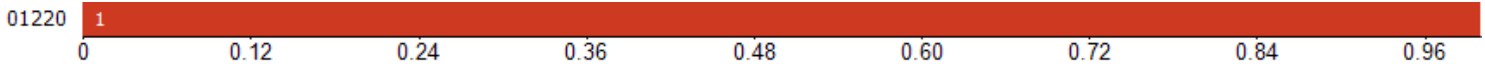
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence

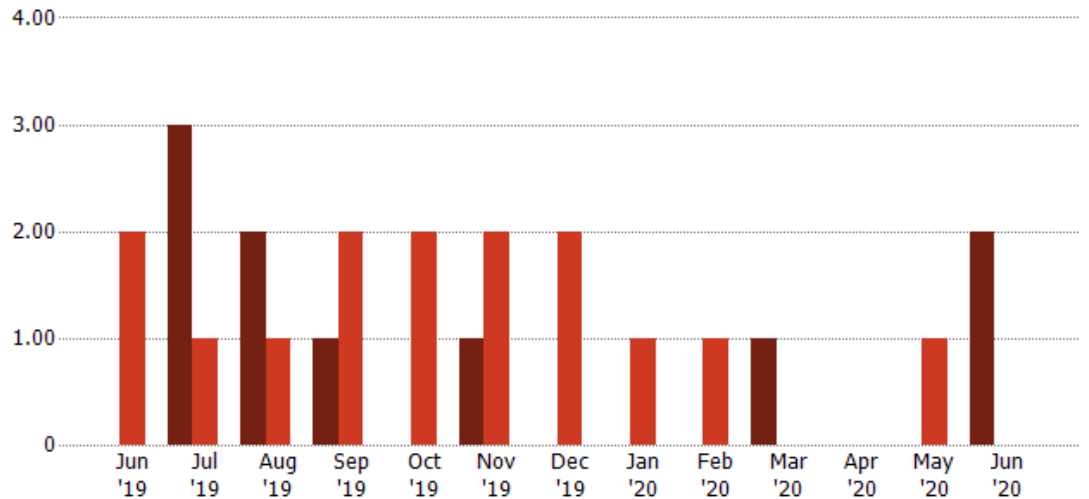


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
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 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	-	3	2	1	-	1	-	-	-	1	-	-	2
Prior Year	2	1	1	2	2	2	2	1	1	-	-	1	-
Percent Change from Prior Year	-100%	200%	100%	-50%	-100%	-50%	-100%	-100%	-100%	100%	-	-100%	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
01220	17	\$2,746,400	6	\$980,100	\$163,350	\$135,750	\$113	\$111	30
01237	10	\$2,984,500	5	\$1,921,700	\$384,340	\$346,700	\$155	\$150	48
01247	30	\$5,449,100	15	\$1,885,500	\$125,700	\$123,000	\$76	\$72	49
01256			2	\$629,900	\$314,950	\$314,950	\$169	\$169	87
01267	23	\$8,933,500	8	\$3,883,800	\$485,475	\$269,000	\$194	\$174	178

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