



South 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	93	103	-9.7%	336	393	-14.5%
New Listing Volume	\$56,523,600	\$53,537,163	+5.6%	\$197,457,562	\$210,839,198	-6.3%
Active Listing Count	299	457	-34.6%	NA	NA	
Active Listing Volume	\$261,289,446	\$333,111,822	-21.6%	NA	NA	
Median Listing Price	\$585,000	\$458,000	+27.7%	\$517,914	\$455,426	+13.7%
Months of Inventory	11.1	12.7	-12.8%	11.2	14.8	-24.3%
Sales Activity Charts Metrics						
New Pending Sales Count	115	54	+113%	302	226	+33.6%
New Pending Sales Volume	\$62,561,850	\$20,412,600	+206.5%	\$148,112,758	\$94,668,700	+56.5%
Pending Sales Count	150	69	+117.4%	NA	NA	
Pending Sales Volume	\$74,089,750	\$24,700,100	+200%	NA	NA	
Closed Sales Count	37	35	+5.7%	168	164	+2.4%
Closed Sales Volume	\$19,476,900	\$14,969,700	+30.1%	\$78,120,976	\$69,935,728	+11.7%
Median Sales Price	\$379,000	\$355,000	+6.8%	\$331,536	\$320,341	+3.5%
Distressed Charts Metrics						
Distressed Listing Count	2	1	+100%	NA	NA	

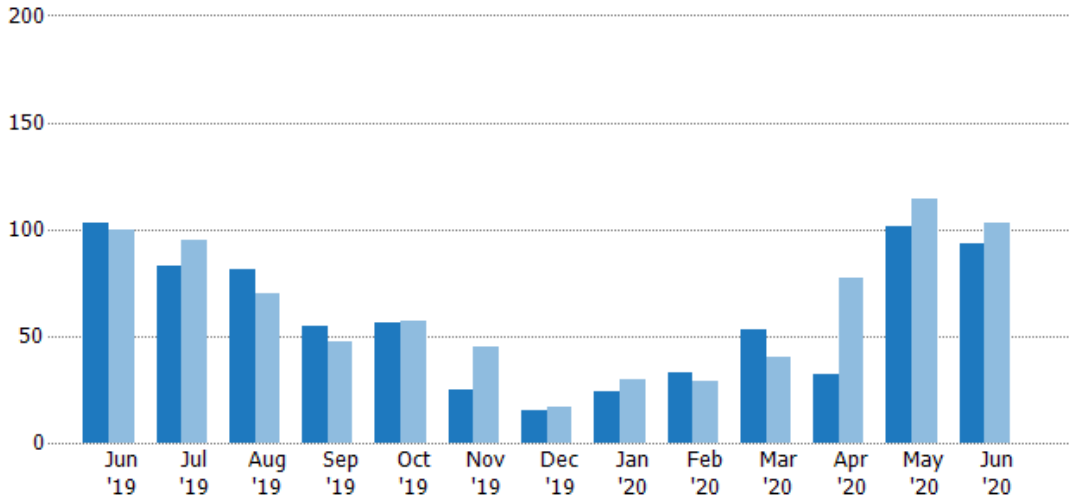
New Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	93	-9.7%
Jun '19	103	3%
Jun '18	100	1%



Current Year	103	83	81	55	56	25	15	24	33	53	32	101	93
Prior Year	100	95	70	47	57	45	17	30	29	40	77	114	103
Percent Change from Prior Year	3%	-13%	16%	17%	-2%	-44%	-12%	-20%	14%	33%	-58%	-11%	-10%

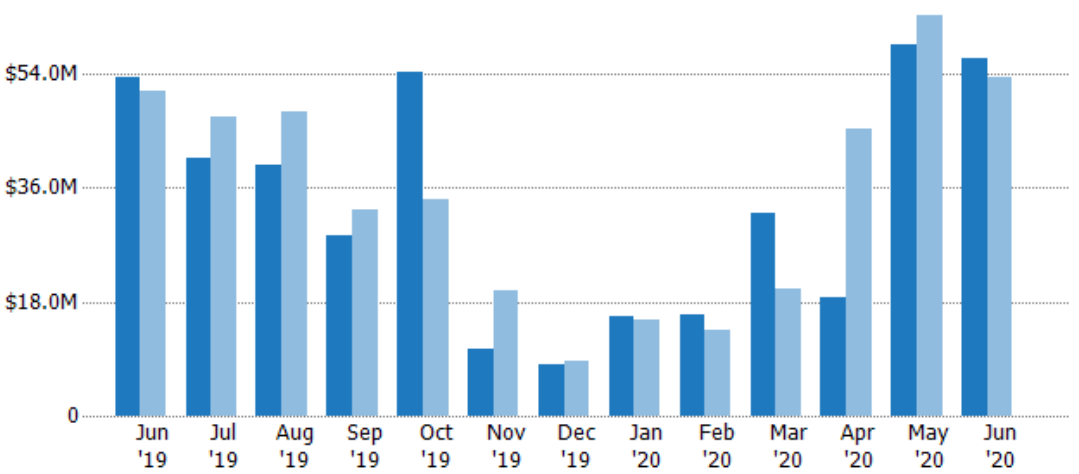
New Listing Volume

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$56.5M	5.6%
Jun '19	\$53.5M	4.2%
Jun '18	\$51.4M	10.4%



Current Year	\$53.5M	\$40.6M	\$39.5M	\$28.6M	\$54.3M	\$10.4M	\$8.16M	\$15.7M	\$15.9M	\$31.9M	\$18.6M	\$58.7M	\$56.5M
Prior Year	\$51.4M	\$47.1M	\$48.1M	\$32.6M	\$34M	\$19.8M	\$8.76M	\$15.2M	\$13.5M	\$20M	\$45.4M	\$63.2M	\$53.5M
Percent Change from Prior Year	4%	-14%	-18%	-12%	59%	-48%	-7%	4%	18%	60%	-59%	-7%	6%

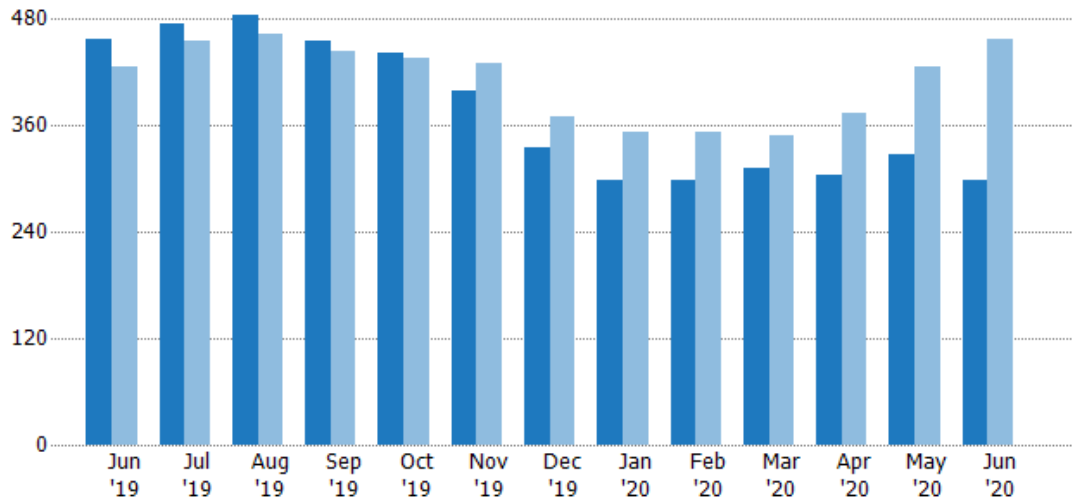
Active Listings

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	299	-34.6%
Jun '19	457	7%
Jun '18	427	-0.2%



Current Year	457	474	484	455	441	400	336	298	298	311	305	327	299
Prior Year	427	455	463	443	436	430	371	353	353	349	373	426	457
Percent Change from Prior Year	7%	4%	5%	3%	1%	-7%	-9%	-16%	-16%	-11%	-18%	-23%	-35%

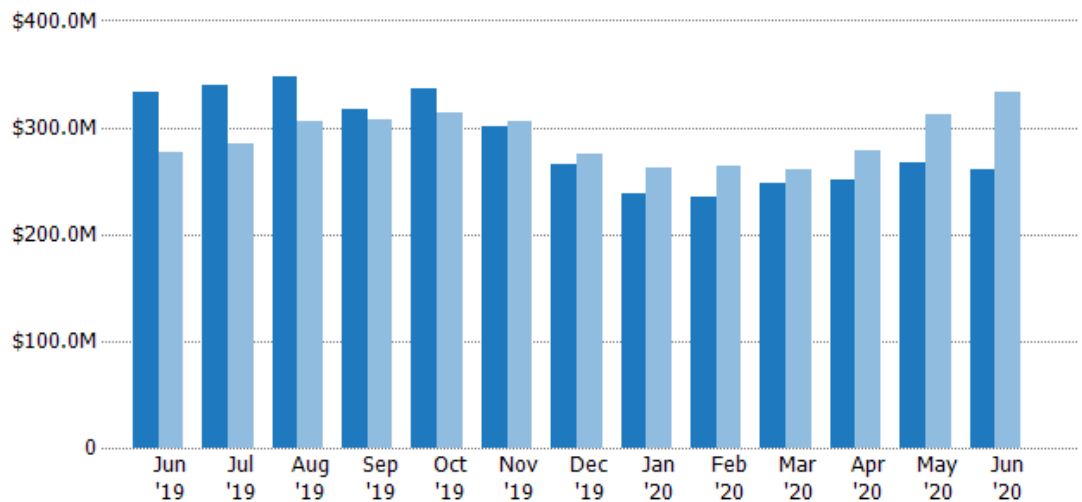
Active Listing Volume

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
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$261M	-21.6%
Jun '19	\$333M	20.6%
Jun '18	\$276M	-0.5%



Current Year	\$333M	\$340M	\$348M	\$317M	\$336M	\$300M	\$265M	\$238M	\$234M	\$248M	\$250M	\$267M	\$261M
Prior Year	\$276M	\$284M	\$306M	\$308M	\$314M	\$306M	\$275M	\$262M	\$264M	\$261M	\$278M	\$312M	\$333M
Percent Change from Prior Year	21%	20%	14%	3%	7%	-2%	-4%	-9%	-11%	-5%	-10%	-15%	-22%

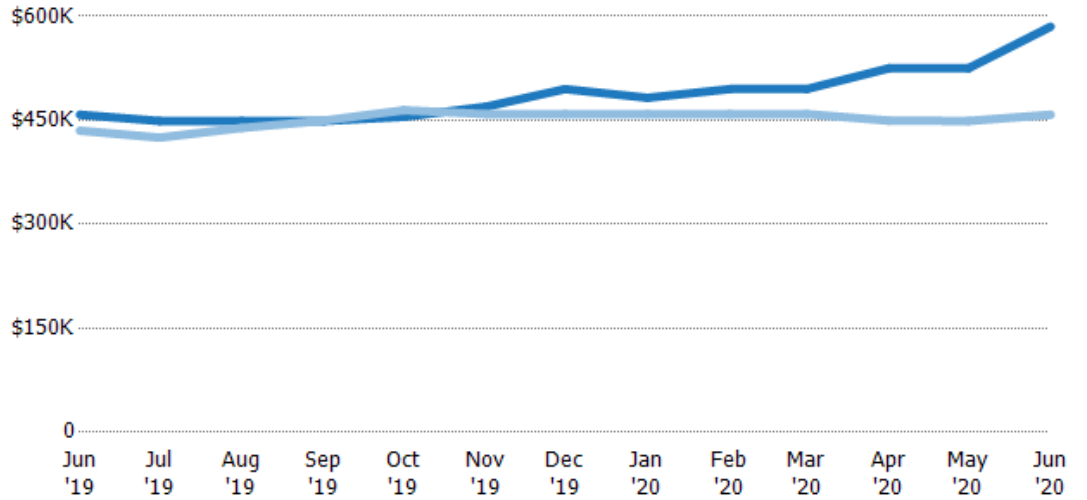
Median Listing Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jun '20	\$585K	27.7%
Jun '19	\$458K	5.3%
Jun '18	\$435K	-1.8%



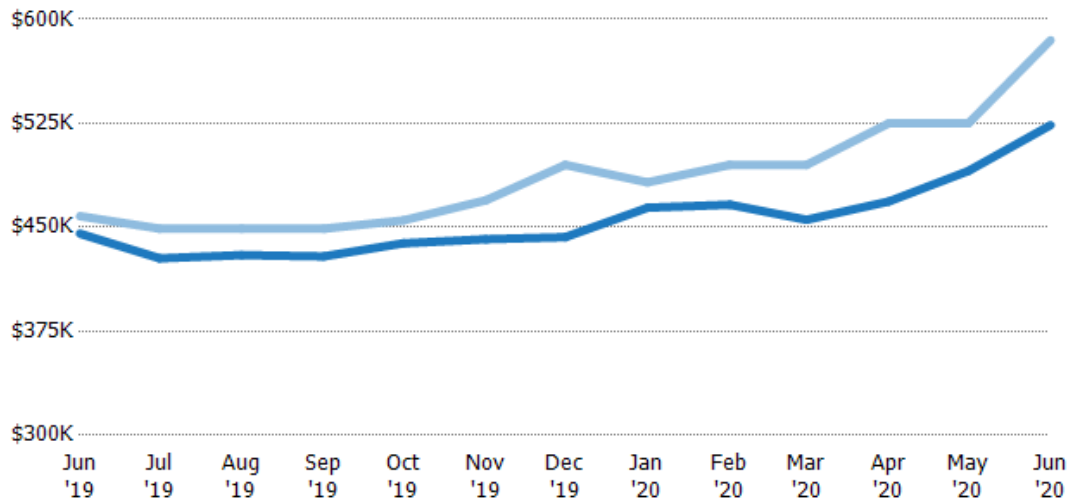
Current Year	\$458K	\$449K	\$449K	\$449K	\$455K	\$469K	\$495K	\$482K	\$495K	\$495K	\$525K	\$525K	\$585K
Prior Year	\$435K	\$425K	\$439K	\$450K	\$464K	\$459K	\$459K	\$459K	\$459K	\$459K	\$450K	\$449K	\$458K
Percent Change from Prior Year	5%	6%	2%	0%	-2%	2%	8%	5%	8%	8%	17%	17%	28%

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: 17 Selected
 Property Type: Single Family Residence



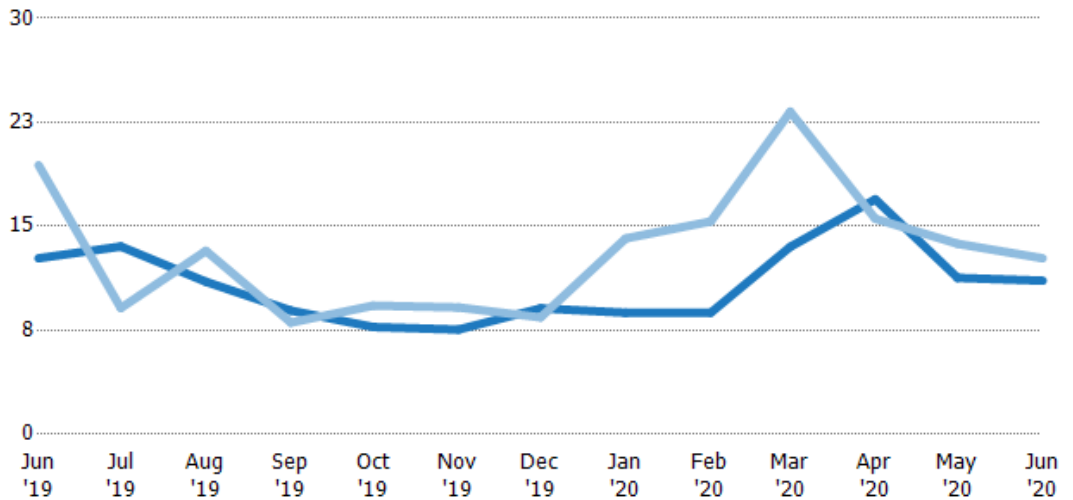
Median Est Value	\$445K	\$428K	\$430K	\$429K	\$438K	\$441K	\$443K	\$464K	\$466K	\$455K	\$469K	\$491K	\$524K
Median Listing Price	\$458K	\$449K	\$449K	\$449K	\$455K	\$469K	\$495K	\$482K	\$495K	\$495K	\$525K	\$525K	\$585K
Med Listing Price as a % of Med Est Value	103%	105%	104%	105%	104%	106%	112%	104%	106%	109%	112%	107%	112%

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: 17 Selected
 Property Type: Single Family Residence



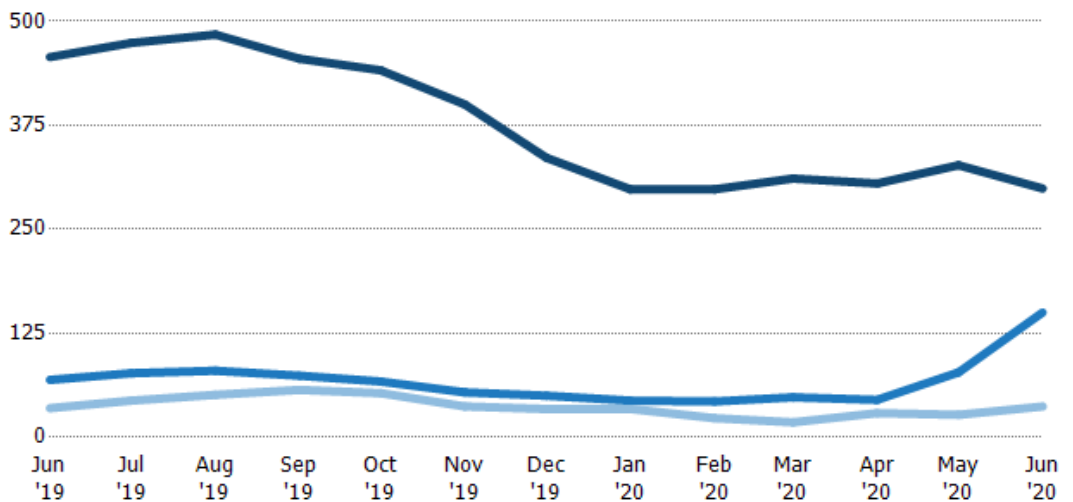
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	12.7	13.5	11	8.92	7.74	7.55	9.08	8.76	8.76	13.5	16.9	11.3	11.1
Prior Year	19.4	9.1	13.2	8.05	9.28	9.15	8.43	14.1	15.3	23.3	15.5	13.7	12.7
Percent Change from Prior Year	-35%	49%	-17%	11%	-17%	-18%	8%	-38%	-43%	-42%	9%	-18%	-13%

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: 17 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	457	474	484	455	441	400	336	298	298	311	305	327	299
Pending	69	77	80	74	67	54	50	44	43	48	45	78	150
Sold	35	44	51	57	53	37	34	34	23	18	29	27	37

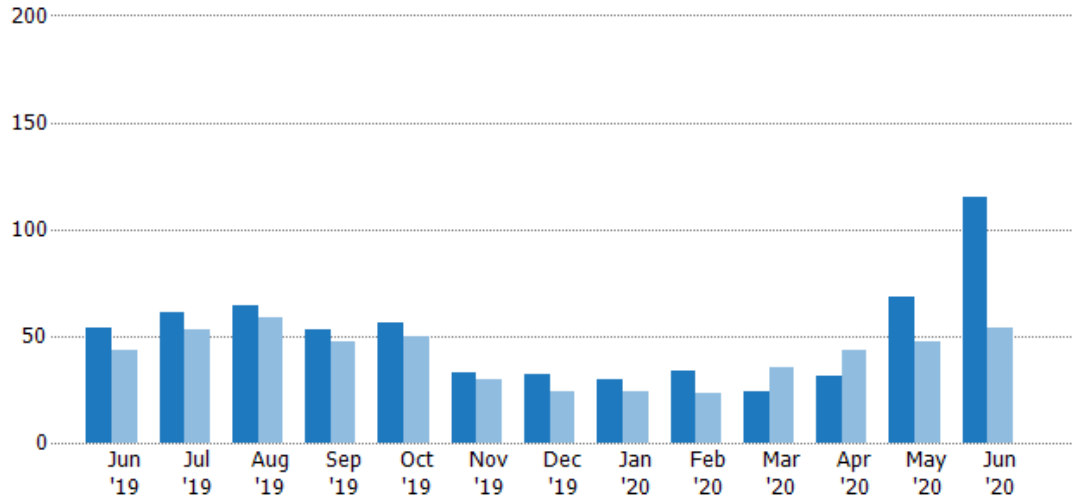
New Pending Sales

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Count	% Chg.
Jun '20	115	113%
Jun '19	54	25.6%
Jun '18	43	25.6%



Current Year	54	61	64	53	56	33	32	30	34	24	31	68	115
Prior Year	43	53	59	47	50	30	24	24	23	35	43	47	54
Percent Change from Prior Year	26%	15%	8%	13%	12%	10%	33%	25%	48%	-31%	-28%	45%	113%

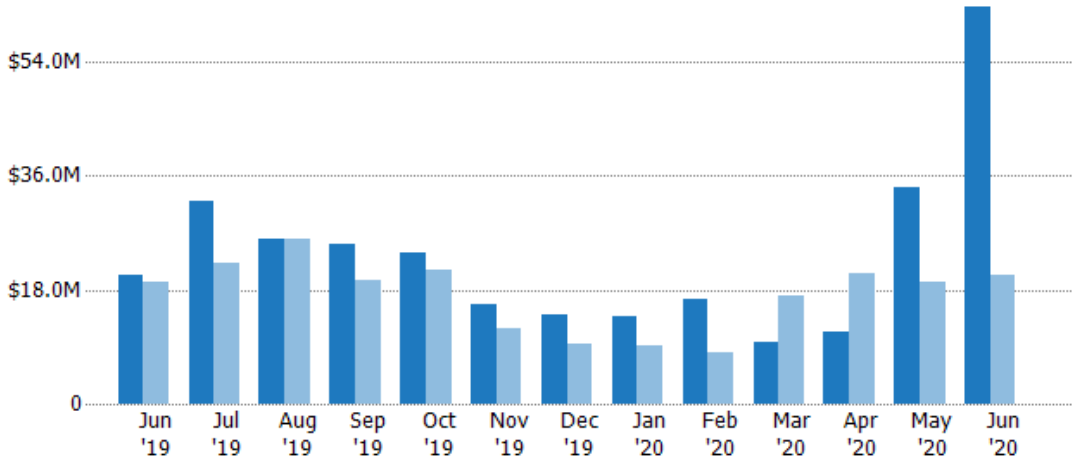
New Pending Sales Volume

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: 17 Selected
 Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Jun '20	\$62.6M	206.5%
Jun '19	\$20.4M	6.3%
Jun '18	\$19.2M	5.8%



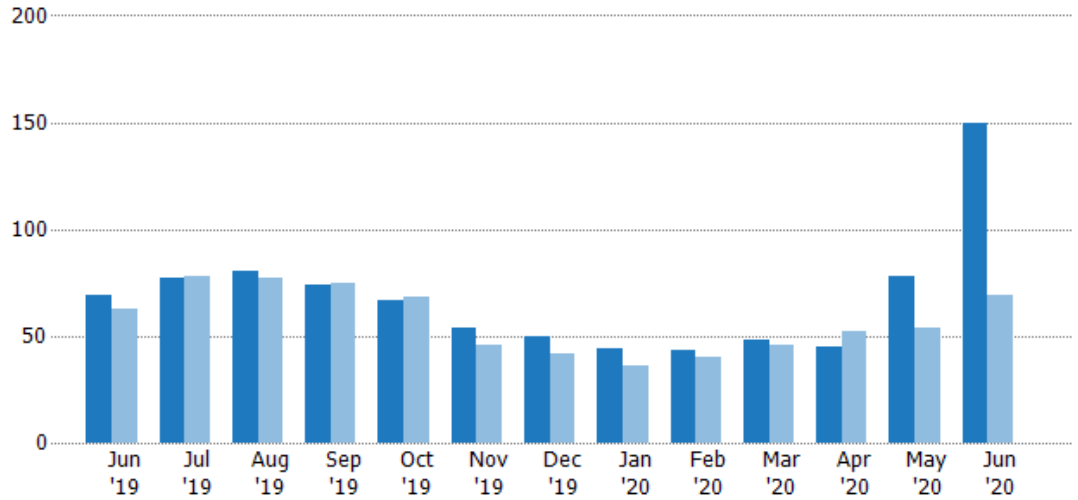
Current Year	\$20.4M	\$32M	\$26.1M	\$25.2M	\$23.8M	\$15.8M	\$13.9M	\$13.9M	\$16.5M	\$9.62M	\$11.4M	\$34.1M	\$62.6M
Prior Year	\$19.2M	\$22.1M	\$26.1M	\$19.5M	\$21M	\$11.8M	\$9.56M	\$9.1M	\$8.07M	\$17.2M	\$20.6M	\$19.3M	\$20.4M
Percent Change from Prior Year	6%	45%	0%	29%	13%	34%	46%	53%	105%	-44%	-45%	77%	206%

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: 17 Selected
 Property Type: Single Family Residence



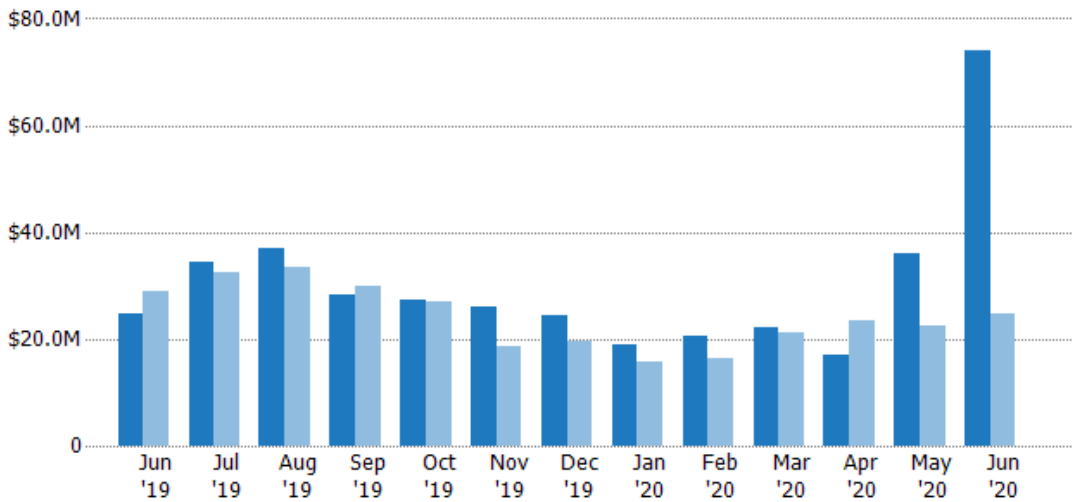
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	69	77	80	74	67	54	50	44	43	48	45	78	150
Prior Year	63	78	77	75	68	46	42	36	40	46	52	54	69
Percent Change from Prior Year	10%	-1%	4%	-1%	-1%	17%	19%	22%	8%	4%	-13%	44%	117%

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: 17 Selected
 Property Type: Single Family Residence



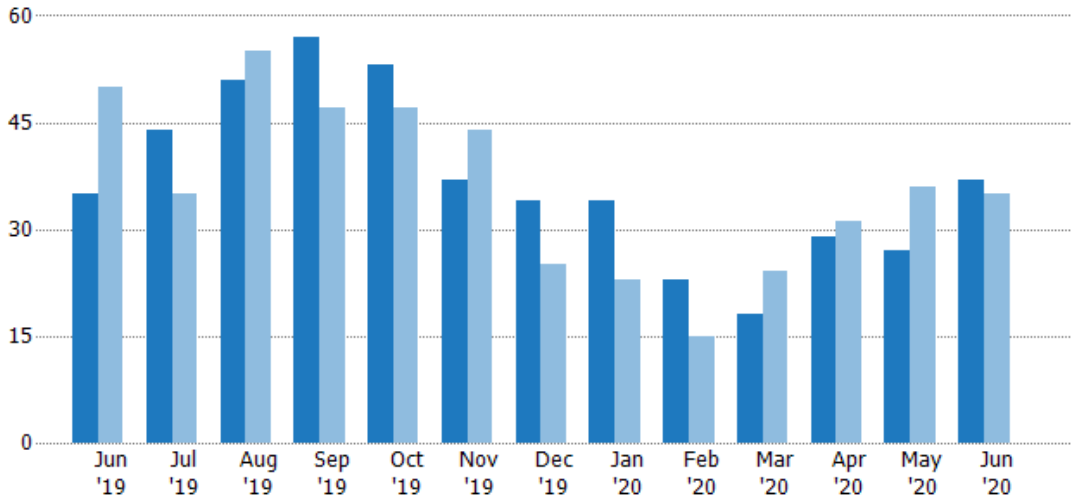
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$24.7M	\$34.3M	\$37.1M	\$28.4M	\$27.3M	\$26.2M	\$24.5M	\$18.9M	\$20.6M	\$22.1M	\$17M	\$36M	\$74.1M
Prior Year	\$28.9M	\$32.5M	\$33.3M	\$30.1M	\$27M	\$18.6M	\$19.4M	\$15.6M	\$16.4M	\$21.3M	\$23.4M	\$22.6M	\$24.7M
Percent Change from Prior Year	-14%	6%	11%	-5%	1%	41%	26%	21%	26%	4%	-27%	60%	200%

Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence



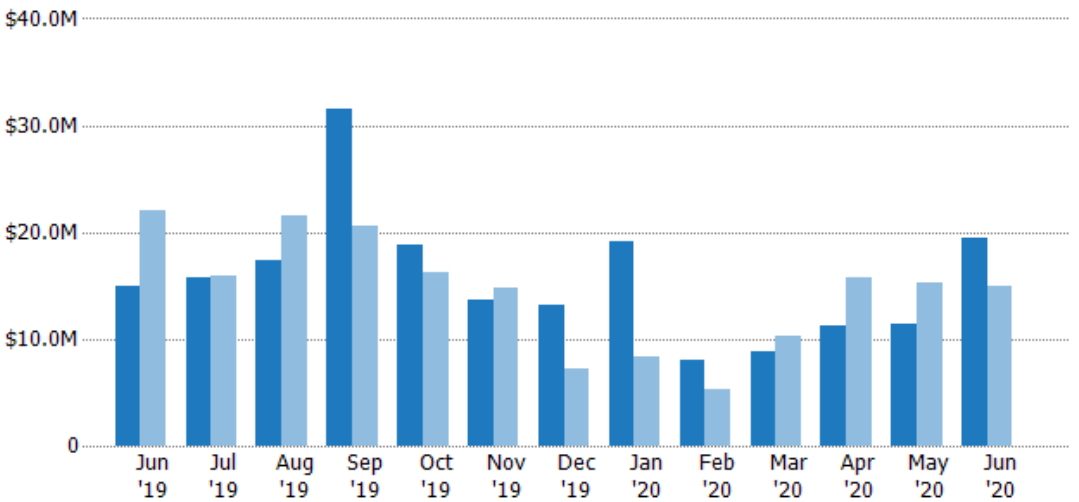
Month/Year	Count	% Chg.
Jun '20	37	5.7%
Jun '19	35	-30%
Jun '18	50	-24%

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: 17 Selected
 Property Type: Single Family Residence



Month/Year	Volume	% Chg.
Jun '20	\$19.5M	30.1%
Jun '19	\$15M	-32.2%
Jun '18	\$22.1M	-48%

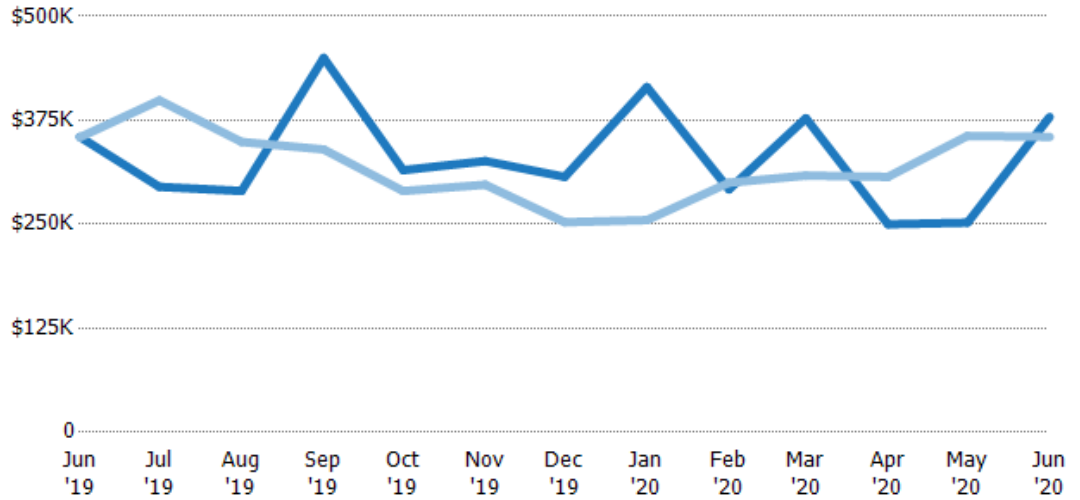
Median Sales Price

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

Filters Used

MLS: Berkshire County Board of REALTORS® MLS
 ZIP: 17 Selected
 Property Type: Single Family Residence

Month/Year	Price	% Chg.
Jun '20	\$379K	6.8%
Jun '19	\$355K	0.1%
Jun '18	\$355K	-17.7%



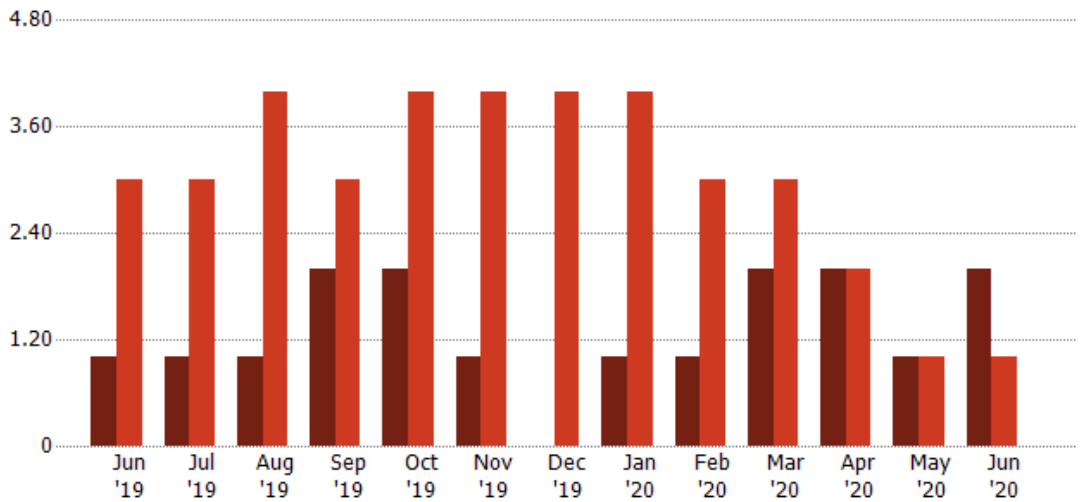
Current Year	\$355K	\$295K	\$290K	\$450K	\$315K	\$326K	\$307K	\$415K	\$292K	\$378K	\$250K	\$252K	\$379K
Prior Year	\$355K	\$399K	\$349K	\$340K	\$290K	\$298K	\$253K	\$255K	\$300K	\$309K	\$307K	\$356K	\$355K
Percent Change from Prior Year	0%	-26%	-17%	32%	9%	10%	22%	63%	-3%	22%	-19%	-29%	7%

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: 17 Selected
 Property Type: Single Family Residence



Current Year	1	1	1	2	2	1	-	1	1	2	2	1	2
Prior Year	3	3	4	3	4	4	4	4	3	3	2	1	1
Percent Change from Prior Year	-67%	-67%	-75%	-33%	-50%	-75%	-100%	-75%	-67%	-33%	0%	0%	100%

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.

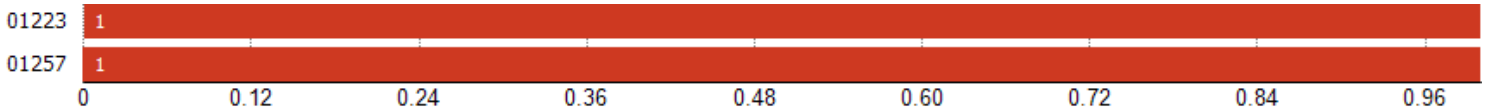
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence

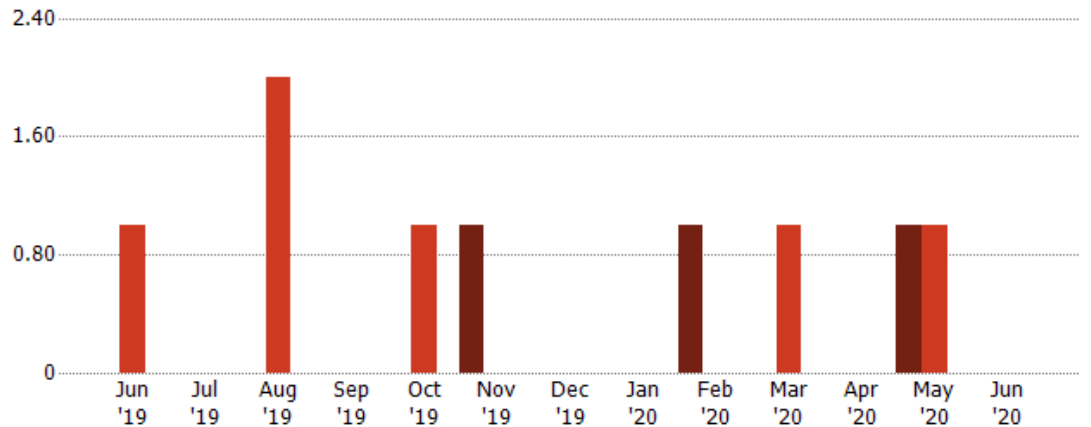


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
ZIP: 17 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	-	-	-	-	-	1	-	-	1	-	-	1	-
Prior Year	1	-	2	-	1	-	-	-	-	1	-	1	-
Percent Change from Prior Year	-100%	-	-100%	-	-100%	100%	-	-	100%	-100%	-	0%	-

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
01223	15	\$4,211,100	4	\$1,504,000	\$376,000	\$369,500	\$193	\$194	37
01230	40	\$25,551,200	12	\$7,031,000	\$585,917	\$622,500	\$270	\$262	241
01238	22	\$6,133,600	5	\$1,181,900	\$236,380	\$219,000	\$126	\$132	35
01240	18	\$11,144,850	5	\$2,365,500	\$473,100	\$375,000	\$151	\$151	88
01245	4	\$1,582,000	3	\$2,297,500	\$765,833	\$857,500	\$394	\$425	220
01253	15	\$6,762,200	2	\$1,575,000	\$787,500	\$787,500	\$304	\$304	148
01255	7	\$3,196,000	3	\$777,000	\$259,000	\$255,000	\$146	\$158	39
01257	8	\$3,068,500	1	\$935,000	\$935,000	\$935,000	\$359	\$359	346
01258	2	\$1,198,000	1	\$1,550,000	\$1,550,000	\$1,550,000	\$376	\$376	1,150
01259	1	\$99,900	1	\$260,000	\$260,000	\$260,000	\$119	\$119	342

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