

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	154	152	+1.3%	1,678	1,815	-7.5%
New Listing Volume	\$84,840,486	\$73,583,514	+15.3%	\$742,100,067	\$681,269,155	+8.9%
Active Listing Count	396	812	-51.2%	N/A	N/A	
Active Listing Volume	\$321,993,546	\$487,394,855	-33.9%	N/A	N/A	
Median Listing Price	\$487,000	\$356,500	+36.6%	\$408,164	\$356,966	+14.3%
Months of Inventory	2.3	5.1	-56%	4.7	7.2	-35.2%
Sales Activity Charts Metrics						
New Pending Sales Count	203	179	+13.4%	1,763	1,474	+19.6%
New Pending Sales Volume	\$79,164,376	\$53,032,689	+49.3%	\$661,890,785	\$441,710,610	+49.8%
Pending Sales Count	335	243	+37.9%	N/A	N/A	
Pending Sales Volume	\$137,735,215	\$73,184,599	+88.2%	N/A	N/A	
Closed Sales Count	206	147	+40.1%	1,299	1,158	+12.2%
Closed Sales Volume	\$80,174,085	\$39,670,600	+102.1%	\$465,237,729	\$327,527,550	+42%
Median Sales Price	\$282,250	\$220,000	+28.3%	\$261,128	\$223,727	+16.7%
Distressed Charts Metrics						
Distressed Listing Count	1	9	-88.9%	N/A	N/A	

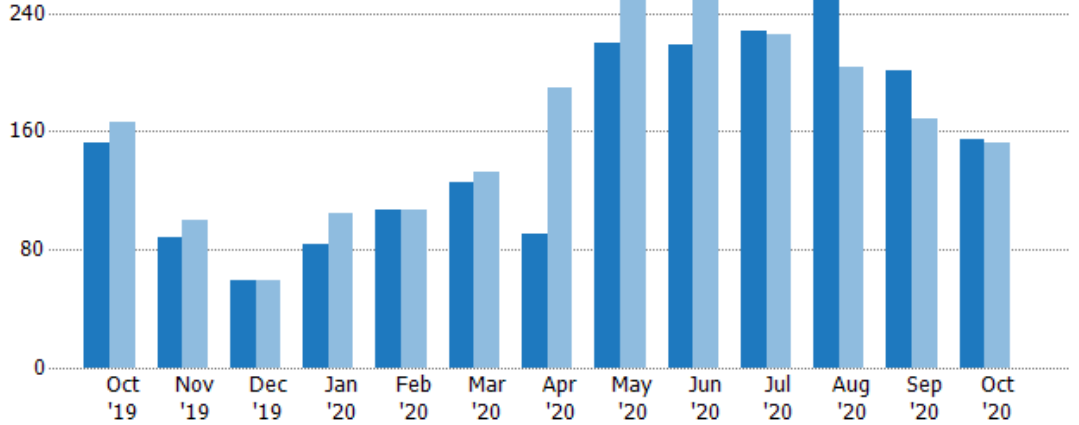
New Listings

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: Single Family Residence

Month/Year	Count	% Chg.
Oct '20	154	1.3%
Oct '19	152	-8.4%
Oct '18	166	-5.4%



Current Year	152	88	59	84	107	125	90	220	219	228	250	201	154
Prior Year	166	100	59	105	107	133	189	270	263	225	203	168	152
Percent Change from Prior Year	-8%	-12%	0%	-20%	0%	-6%	-52%	-19%	-17%	1%	23%	20%	1%

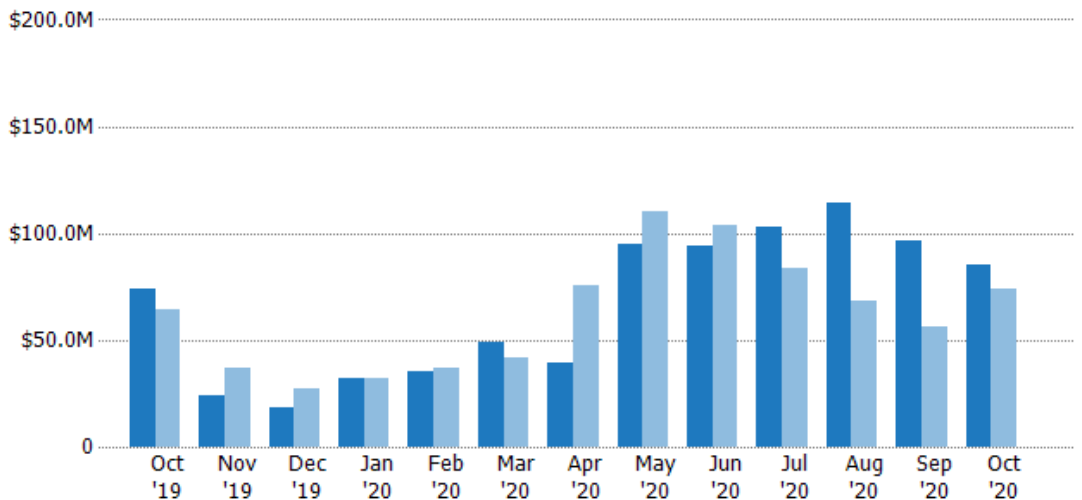
New Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$84.8M	15.3%
Oct '19	\$73.6M	15%
Oct '18	\$64M	-20.2%



Current Year	\$73.6M	\$23.9M	\$18.1M	\$31.8M	\$35.7M	\$48.6M	\$39.2M	\$94.5M	\$94M	\$103M	\$114M	\$96.8M	\$84.8M
Prior Year	\$64M	\$36.7M	\$27M	\$31.8M	\$36.8M	\$41.4M	\$75.8M	\$110M	\$104M	\$83.7M	\$68.3M	\$56.1M	\$73.6M
Percent Change from Prior Year	15%	-35%	-33%	0%	-3%	17%	-48%	-14%	-10%	22%	67%	73%	15%

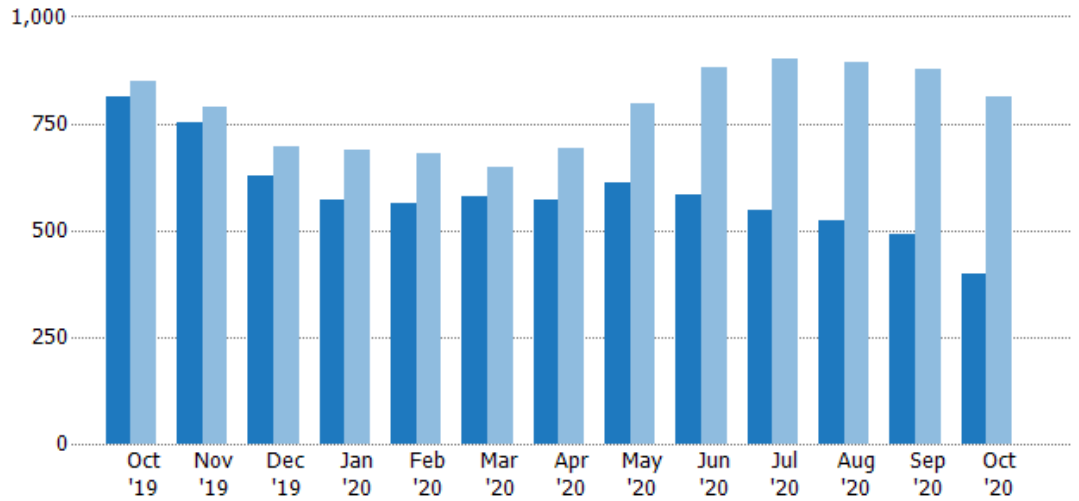
Active Listings

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: Single Family Residence

Month/Year	Count	% Chg.
Oct '20	396	-51.2%
Oct '19	812	-4.1%
Oct '18	847	-0.7%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	812	752	626	571	564	579	570	611	584	546	524	490	396
Prior Year	847	787	696	687	678	649	693	798	880	900	892	875	812
Percent Change from Prior Year	-4%	-4%	-10%	-17%	-17%	-11%	-18%	-23%	-34%	-39%	-41%	-44%	-51%

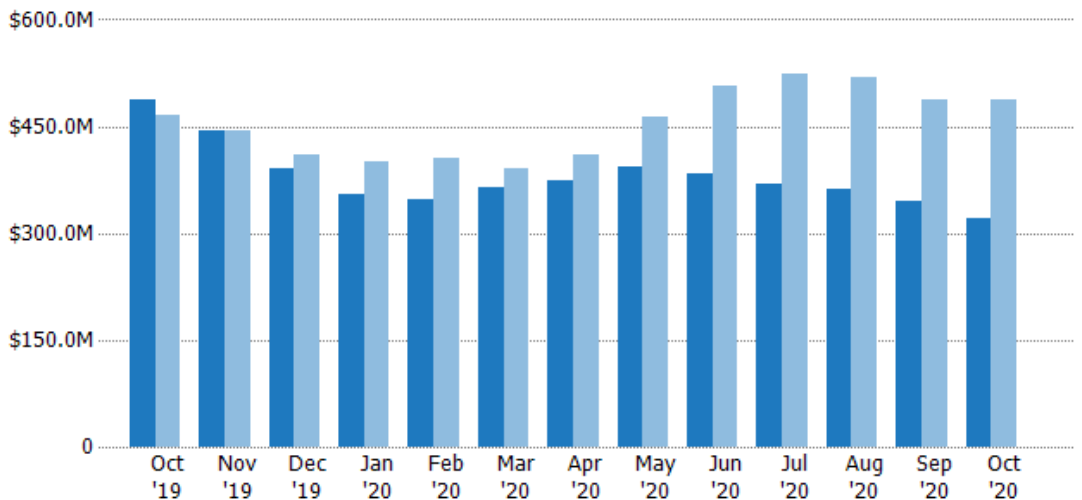
Active Listing Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$322M	-33.9%
Oct '19	\$487M	4.5%
Oct '18	\$466M	-9.2%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$487M	\$444M	\$392M	\$356M	\$347M	\$364M	\$373M	\$393M	\$385M	\$370M	\$363M	\$346M	\$322M
Prior Year	\$466M	\$444M	\$410M	\$400M	\$404M	\$391M	\$411M	\$464M	\$507M	\$524M	\$518M	\$487M	\$487M
Percent Change from Prior Year	5%	0%	-4%	-11%	-14%	-7%	-9%	-15%	-24%	-29%	-30%	-29%	-34%

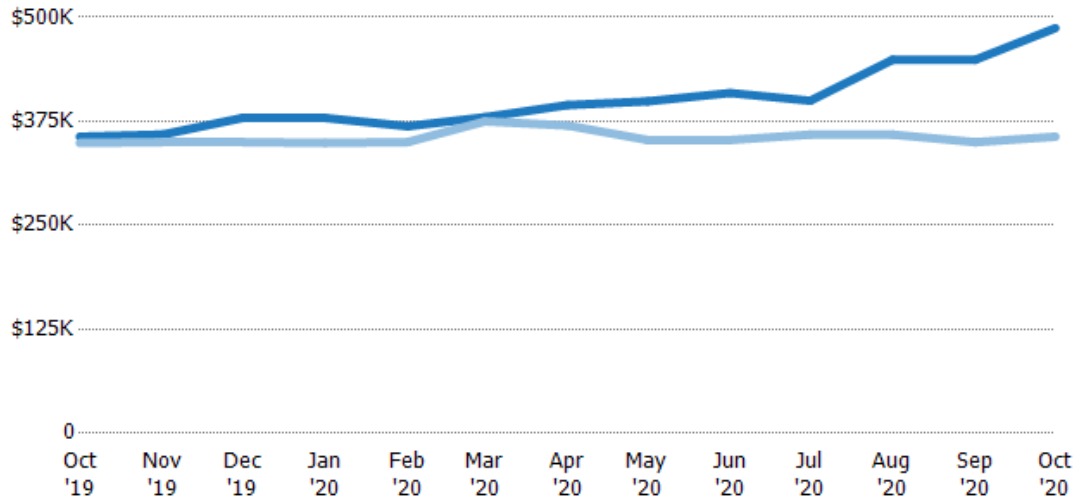
Median Listing Price

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: Single Family Residence

Month/Year	Price	% Chg.
Oct '20	\$487K	36.6%
Oct '19	\$357K	2.1%
Oct '18	\$349K	-6.9%



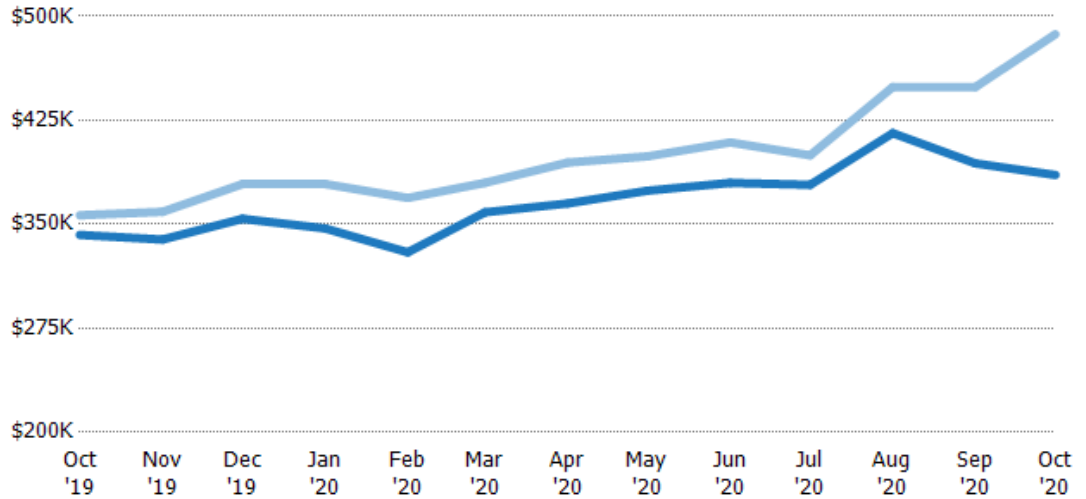
Current Year	\$357K	\$359K	\$379K	\$379K	\$369K	\$380K	\$395K	\$399K	\$409K	\$400K	\$449K	\$449K	\$487K
Prior Year	\$349K	\$350K	\$350K	\$349K	\$350K	\$375K	\$370K	\$353K	\$353K	\$359K	\$359K	\$350K	\$357K
Percent Change from Prior Year	2%	3%	8%	9%	5%	1%	7%	13%	16%	11%	25%	28%	37%

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: Single Family Residence



Median Est Value	\$342K	\$339K	\$354K	\$347K	\$330K	\$359K	\$365K	\$374K	\$380K	\$378K	\$416K	\$394K	\$386K
Median Listing Price	\$357K	\$359K	\$379K	\$379K	\$369K	\$380K	\$395K	\$399K	\$409K	\$400K	\$449K	\$449K	\$487K
Med Listing Price as a % of Med Est Value	104%	106%	107%	109%	112%	106%	108%	107%	108%	106%	108%	114%	126%

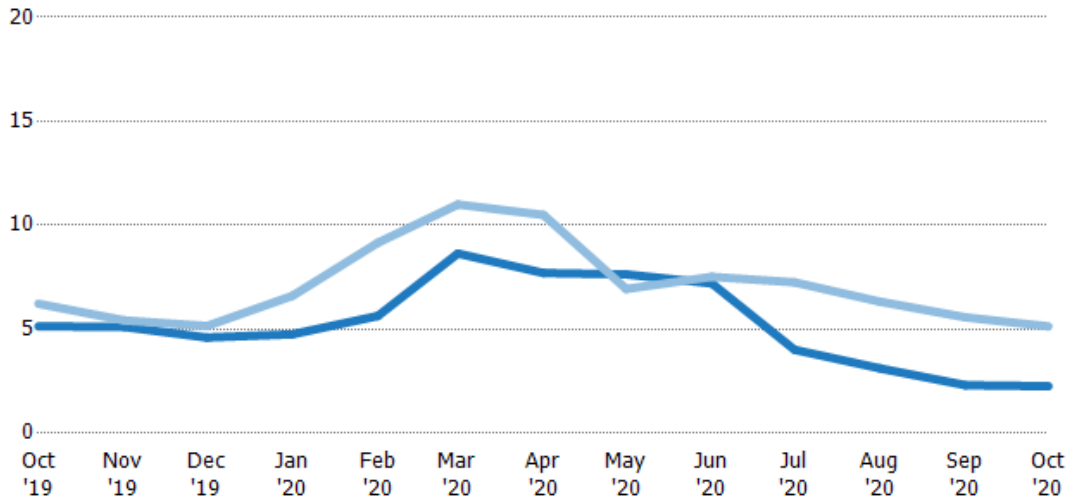
Months of Inventory

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: Single Family Residence

Month/Year	Months	% Chg.
Oct '20	2.26	-56%
Oct '19	5.14	-17.5%
Oct '18	6.23	17.4%



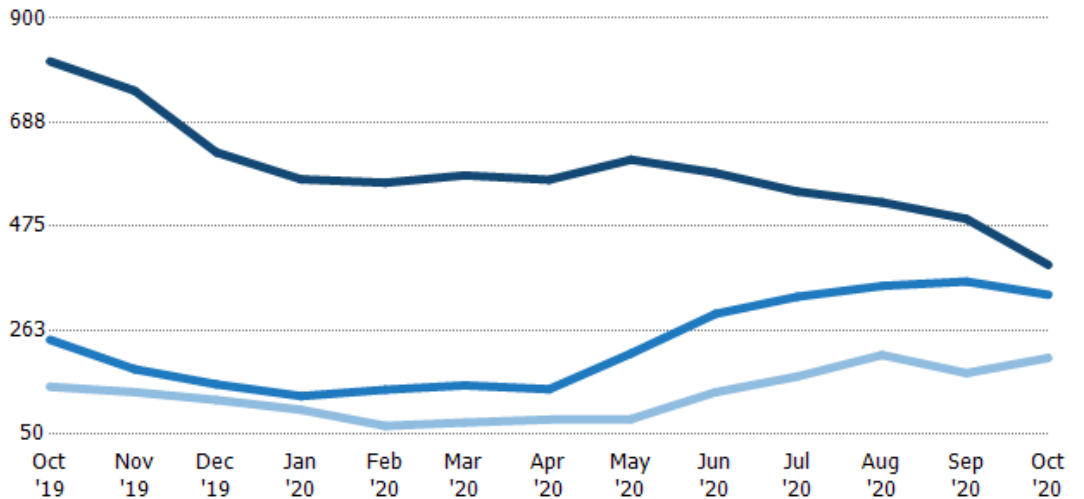
Current Year	5.14	5.12	4.6	4.76	5.64	8.64	7.7	7.64	7.21	4.01	3.12	2.31	2.26
Prior Year	6.23	5.43	5.16	6.61	9.16	11	10.5	6.94	7.52	7.26	6.33	5.57	5.14
Percent Change from Prior Year	-17%	-6%	-11%	-28%	-38%	-21%	-27%	10%	-4%	-45%	-51%	-59%	-56%

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: Single Family Residence



Active	812	752	626	571	564	579	570	611	584	546	524	490	396
Pending	243	183	152	128	141	150	142	215	296	331	353	362	335
Sold	147	136	120	100	67	74	80	81	136	168	212	175	206

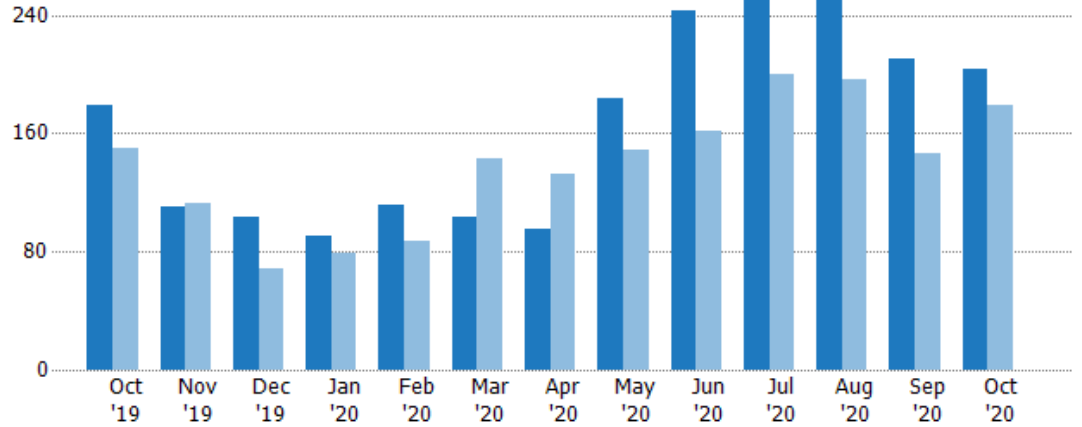
New Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Oct '20	203	13.4%
Oct '19	179	19.3%
Oct '18	150	-16.7%



Current Year	179	110	103	90	111	103	95	184	243	260	264	210	203
Prior Year	150	113	68	79	87	143	133	149	161	200	197	146	179
Percent Change from Prior Year	19%	-3%	51%	14%	28%	-28%	-29%	23%	51%	30%	34%	44%	13%

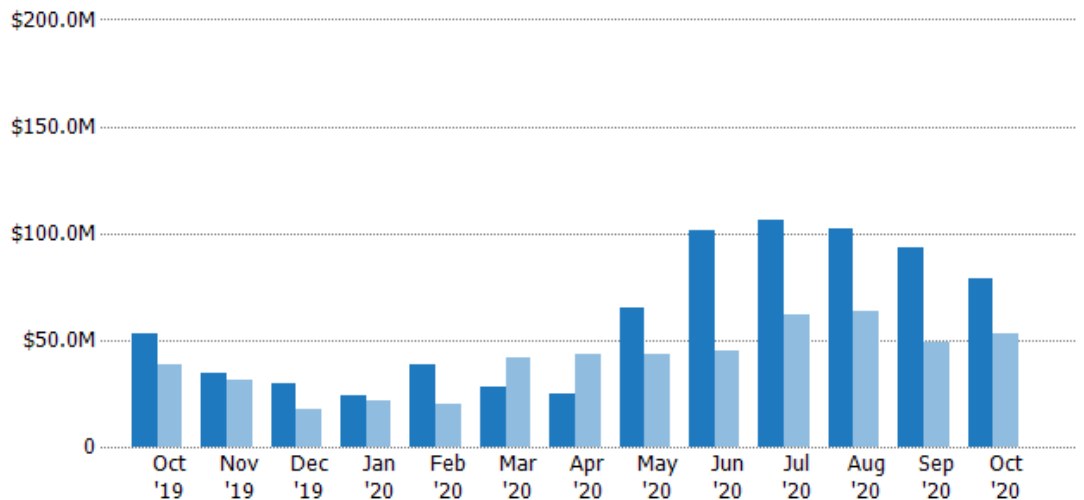
New Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$79.2M	49.3%
Oct '19	\$53M	37.3%
Oct '18	\$38.6M	18.8%



Current Year	\$53M	\$34.9M	\$29.8M	\$23.9M	\$38.5M	\$27.8M	\$25.2M	\$65.1M	\$101M	\$106M	\$102M	\$93.1M	\$79.2M
Prior Year	\$38.6M	\$31.6M	\$17.7M	\$21.5M	\$20M	\$41.9M	\$43.4M	\$43.4M	\$44.8M	\$61.5M	\$63.2M	\$49M	\$53M
Percent Change from Prior Year	37%	10%	68%	11%	93%	-34%	-42%	50%	127%	72%	61%	90%	49%

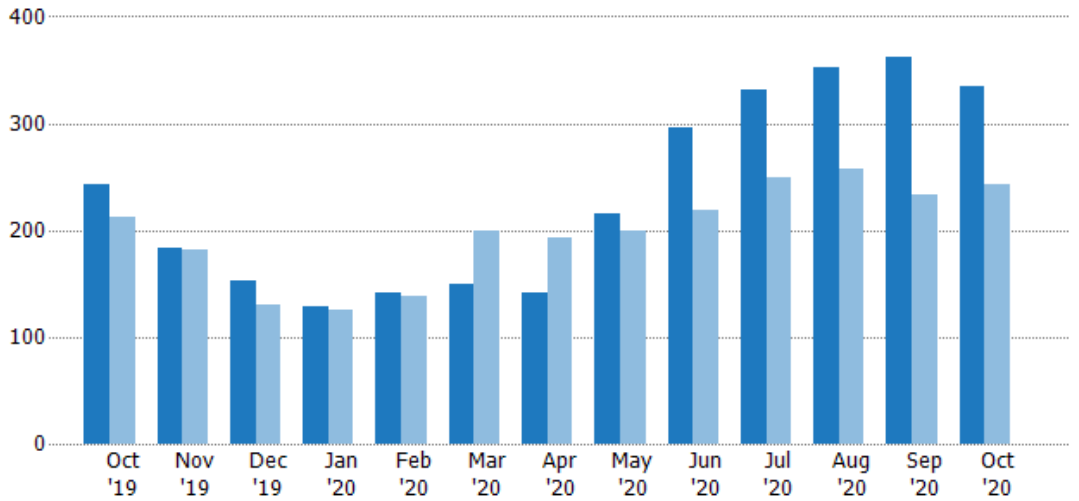
Pending Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Oct '20	335	37.9%
Oct '19	243	14.1%
Oct '18	213	-5.6%



Current Year	243	183	152	128	141	150	142	215	296	331	353	362	335
Prior Year	213	181	130	126	139	200	193	200	219	249	257	234	243
Percent Change from Prior Year	14%	1%	17%	2%	1%	-25%	-26%	8%	35%	33%	37%	55%	38%

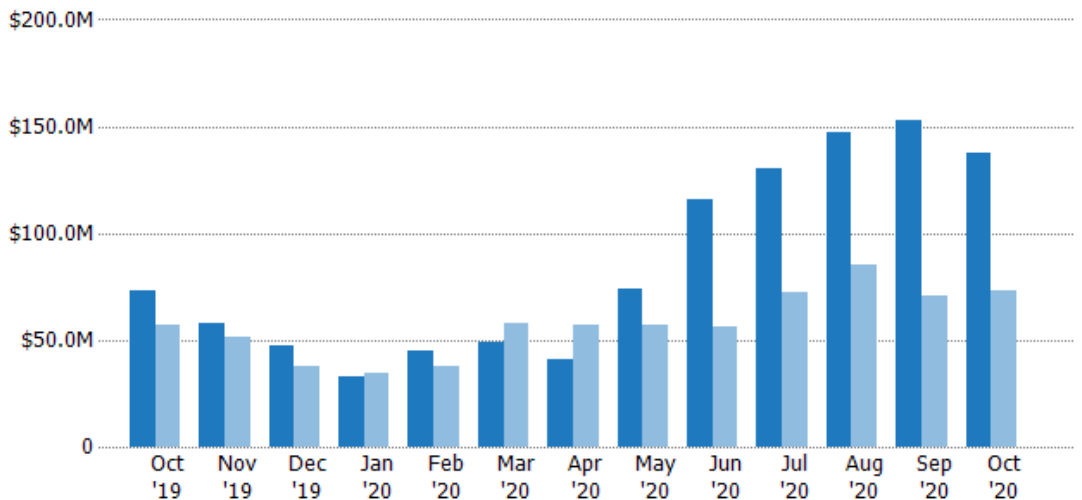
Pending Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$138M	88.2%
Oct '19	\$73.2M	29%
Oct '18	\$56.7M	21.6%



Current Year	\$73.2M	\$57.8M	\$47.4M	\$33.1M	\$44.8M	\$48.7M	\$41.3M	\$74M	\$116M	\$130M	\$147M	\$153M	\$138M
Prior Year	\$56.7M	\$51.1M	\$37.9M	\$34.6M	\$37.3M	\$57.5M	\$57.2M	\$56.8M	\$56.5M	\$72.7M	\$84.9M	\$70.4M	\$73.2M
Percent Change from Prior Year	29%	13%	25%	-4%	20%	-15%	-28%	30%	104%	79%	73%	118%	88%

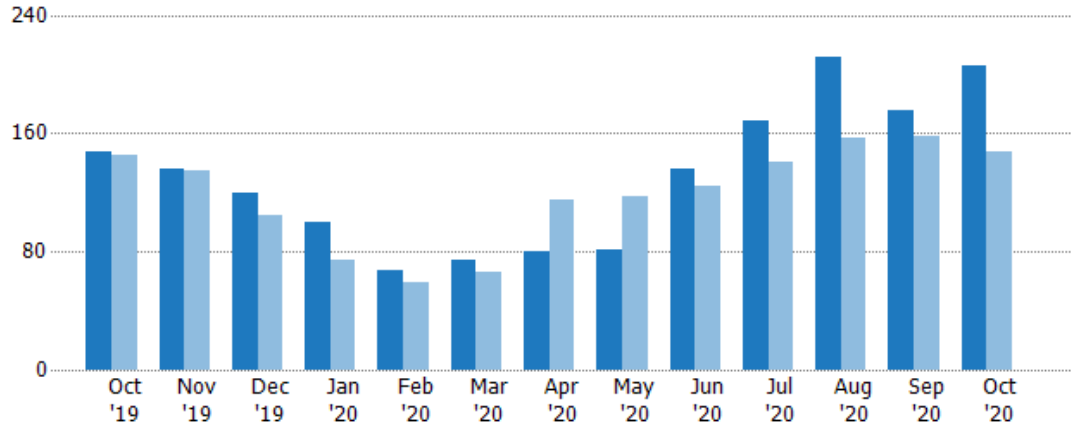
Closed Sales

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: Single Family Residence

Month/Year	Count	% Chg.
Oct '20	206	40.1%
Oct '19	147	1.4%
Oct '18	145	-11%



Current Year	147	136	120	100	67	74	80	81	136	168	212	175	206
Prior Year	145	135	104	74	59	66	115	117	124	141	157	158	147
Percent Change from Prior Year	1%	1%	15%	35%	14%	12%	-30%	-31%	10%	19%	35%	11%	40%

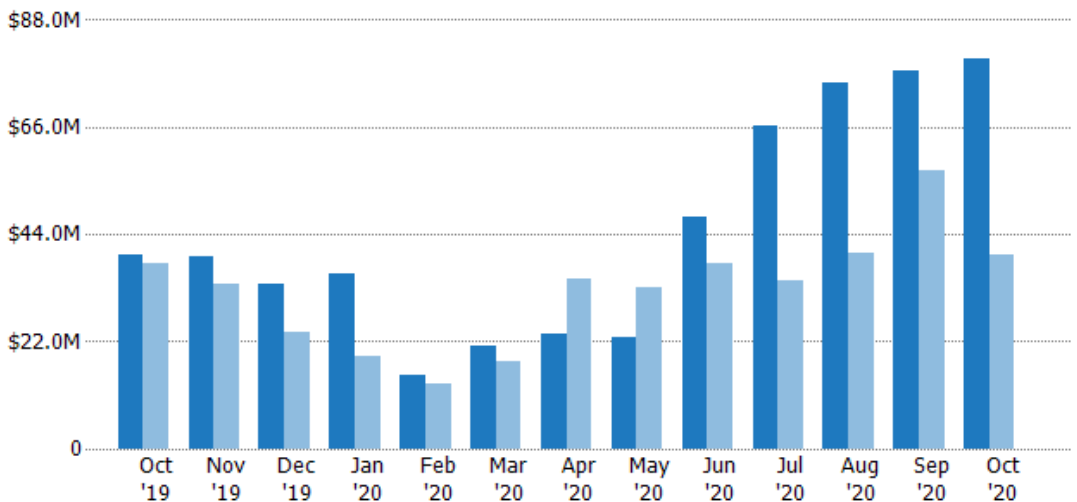
Closed Sales Volume

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: Single Family Residence

Month/Year	Volume	% Chg.
Oct '20	\$80.2M	102.1%
Oct '19	\$39.7M	4%
Oct '18	\$38.1M	-8.4%



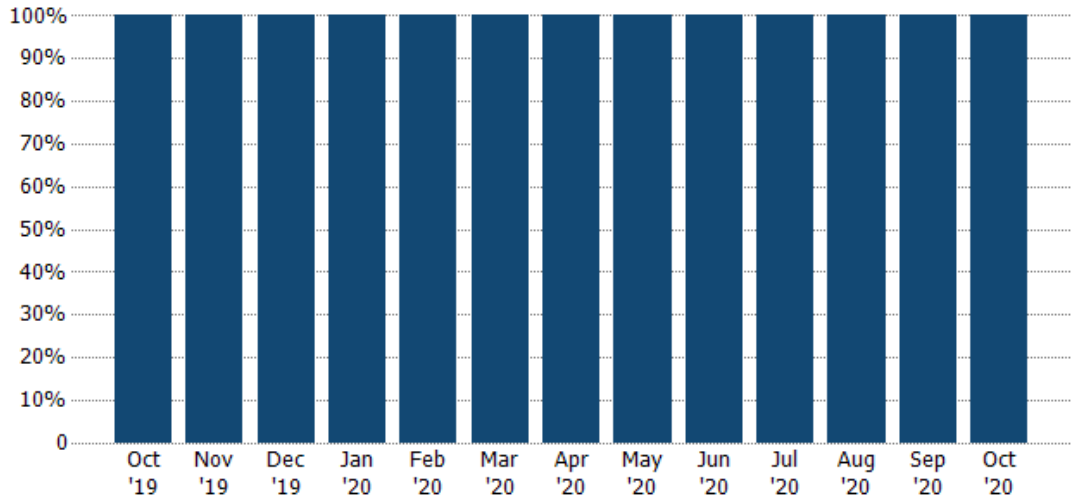
Current Year	\$39.7M	\$39.3M	\$33.8M	\$35.9M	\$15.2M	\$21.2M	\$23.7M	\$22.7M	\$47.5M	\$66.2M	\$75.2M	\$77.5M	\$80.2M
Prior Year	\$38.1M	\$33.7M	\$23.9M	\$19M	\$13.3M	\$17.8M	\$34.9M	\$33M	\$38.1M	\$34.4M	\$40.3M	\$57.1M	\$39.7M
Percent Change from Prior Year	4%	17%	41%	89%	14%	19%	-32%	-31%	25%	93%	87%	36%	102%

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: Single Family Residence

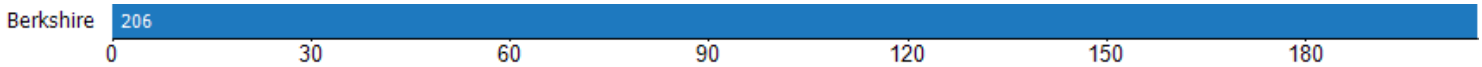


Property Type	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Closed Sales (By County)

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

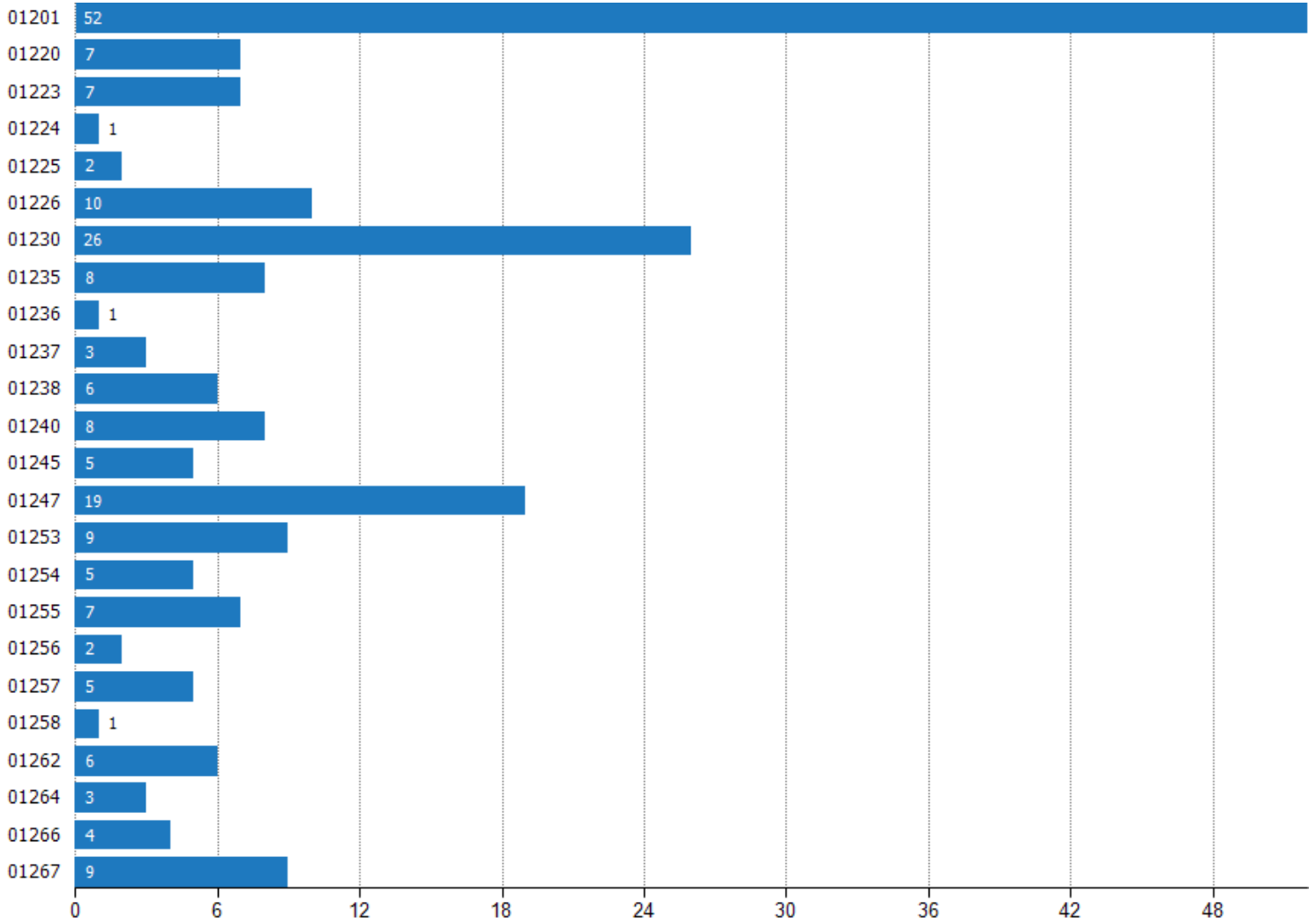
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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: Single Family Residence



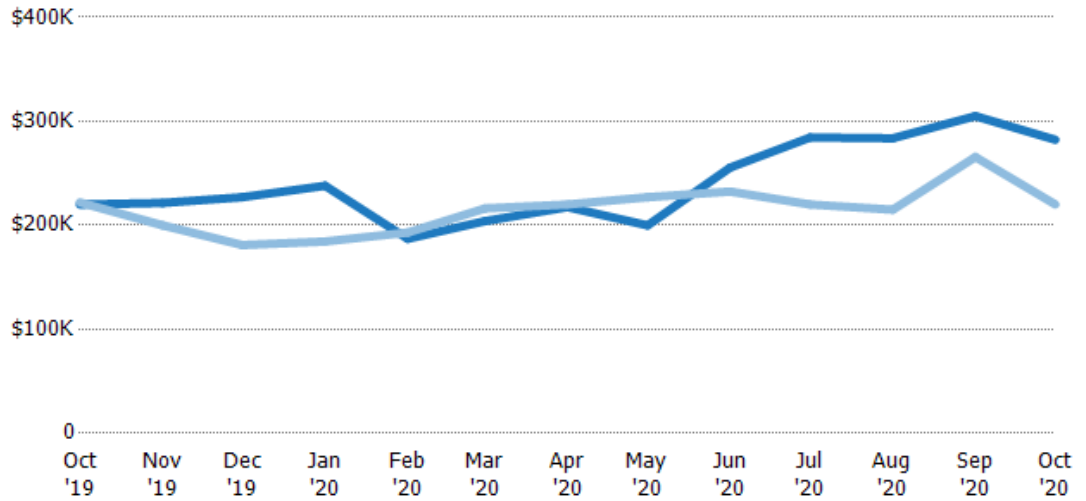
Median Sales Price

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: Single Family Residence

Month/Year	Price	% Chg.
Oct '20	\$282K	28.3%
Oct '19	\$220K	-0.9%
Oct '18	\$222K	-5.4%



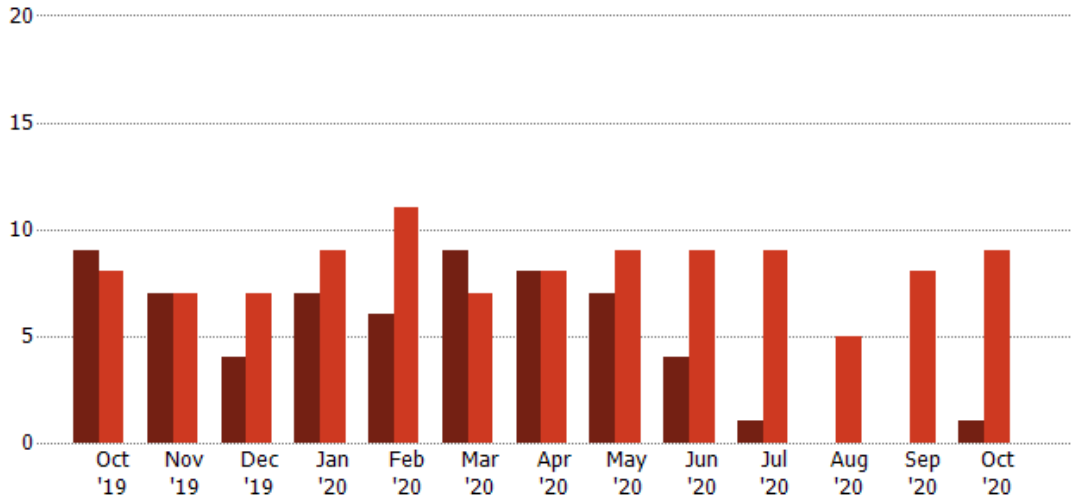
Current Year	\$220K	\$222K	\$227K	\$238K	\$187K	\$204K	\$218K	\$200K	\$256K	\$284K	\$284K	\$305K	\$282K
Prior Year	\$222K	\$200K	\$181K	\$184K	\$193K	\$216K	\$220K	\$227K	\$232K	\$220K	\$215K	\$266K	\$220K
Percent Change from Prior Year	-1%	11%	25%	29%	-3%	-6%	-1%	-12%	10%	29%	32%	15%	28%

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
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family Residence

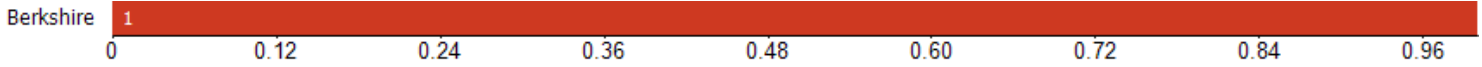


Current Year	9	7	4	7	6	9	8	7	4	1	-	-	1
Prior Year	8	7	7	9	11	7	8	9	9	9	5	8	9
Percent Change from Prior Year	13%	0%	-43%	-22%	-45%	29%	0%	-22%	-56%	-89%	-100%	-100%	-89%

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.

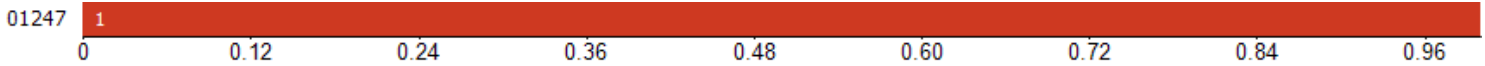
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



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; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence

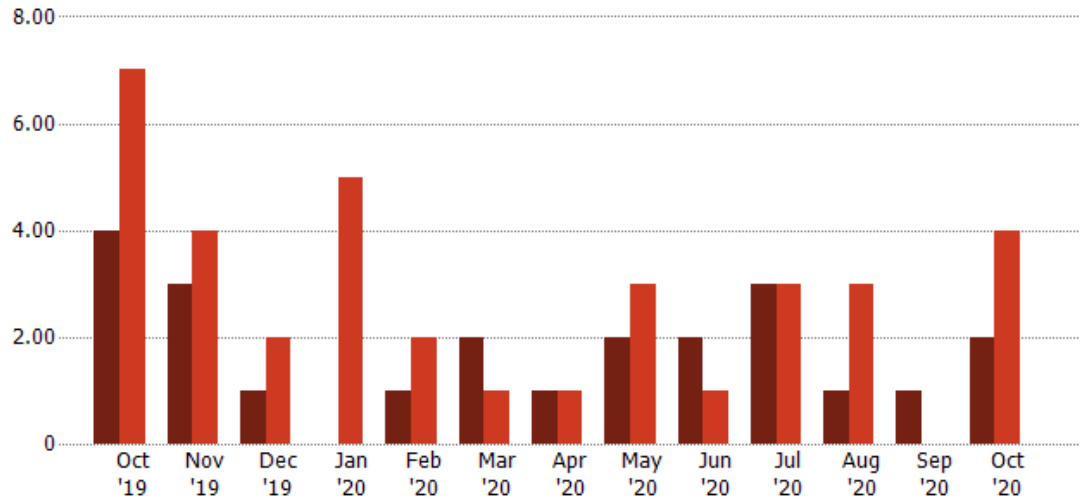


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

MLS: Berkshire County Board of REALTORS®MLS
 State: MA
 County: Berkshire County, Massachusetts
 Property Type: Single Family Residence



Current Year	4	3	1	-	1	2	1	2	2	3	1	1	2
Prior Year	7	4	2	5	2	1	1	3	1	3	3	-	4
Percent Change from Prior Year	-43%	-25%	-50%	-100%	-50%	100%	0%	-33%	100%	0%	-67%	100%	-50%

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	86	\$22,417,287	52	\$12,475,563	\$239,915	\$196,000	\$134	\$137	24
01220	16	\$2,562,200	7	\$1,432,102	\$204,586	\$154,000	\$104	\$115	64
01223	18	\$7,181,700	7	\$2,179,000	\$311,286	\$305,000	\$174	\$153	53
01224			1	\$169,900	\$169,900	\$169,900	\$188	\$188	0
01225	7	\$2,124,707	2	\$765,000	\$382,500	\$382,500	\$230	\$230	34
01226	14	\$3,299,000	10	\$2,903,500	\$290,350	\$255,500	\$125	\$127	53
01230	30	\$29,177,689	26	\$17,518,810	\$673,800	\$474,950	\$277	\$272	69
01235	10	\$4,682,600	8	\$2,314,500	\$289,313	\$266,250	\$159	\$157	25
01236	2	\$330,000	1	\$350,000	\$350,000	\$350,000	\$335	\$335	16
01237	13	\$3,481,900	3	\$1,636,000	\$545,333	\$529,000	\$196	\$156	50
01238	11	\$3,178,800	6	\$1,947,000	\$324,500	\$304,750	\$202	\$198	7
01240	19	\$13,554,800	8	\$4,123,000	\$515,375	\$492,000	\$227	\$239	94
01245	5	\$2,521,500	5	\$2,232,000	\$446,400	\$425,000	\$331	\$298	48
01247	28	\$5,333,932	19	\$3,006,730	\$158,249	\$144,900	\$97	\$99	22
01253	7	\$2,982,800	9	\$4,092,315	\$454,702	\$380,000	\$219	\$196	38
01254	12	\$5,024,500	5	\$2,630,000	\$526,000	\$372,500	\$205	\$210	53
01255	2	\$1,234,000	7	\$2,480,000	\$354,286	\$325,000	\$197	\$174	44
01256	1	\$139,900	2	\$635,000	\$317,500	\$317,500	\$162	\$162	10
01257	7	\$3,687,900	5	\$2,827,000	\$565,400	\$495,000	\$249	\$178	29
01258	1	\$549,900	1	\$645,000	\$645,000	\$645,000	\$236	\$236	10
01262	11	\$7,407,800	6	\$3,079,000	\$513,167	\$415,500	\$281	\$254	102
01264	2	\$1,429,000	3	\$2,420,000	\$806,667	\$1,100,000	\$223	\$150	718
01266	6	\$2,820,000	4	\$4,061,000	\$1,015,250	\$981,500	\$341	\$349	225
01267	21	\$10,108,700	9	\$4,251,665	\$472,407	\$500,000	\$224	\$192	34

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