

## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	17	22	-22.7%	410	466	-12%
New Listing Volume	\$6,558,800	\$7,516,799	-12.7%	\$121,283,124	\$126,682,682	-4.3%
Active Listing Count	49	120	-59.2%	N/A	N/A	
Active Listing Volume	\$28,635,397	\$52,621,899	-45.6%	N/A	N/A	
Median Listing Price	\$295,000	\$232,450	+26.9%	\$249,943	\$206,444	+21.1%
Months of Inventory	1.4	4	-64%	2.2	10	-77.7%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	21	27	-22.2%	491	399	+23.1%
New Pending Sales Volume	\$5,211,400	\$3,902,400	+33.5%	\$126,875,579	\$83,117,551	+52.6%
Pending Sales Count	41	41	±	N/A	N/A	
Pending Sales Volume	\$9,999,500	\$6,086,600	+64.3%	N/A	N/A	
Closed Sales Count	26	22	+18.2%	390	318	+22.6%
Closed Sales Volume	\$6,882,600	\$4,491,100	+53.2%	\$99,658,304	\$66,353,092	+50.2%
Median Sales Price	\$207,450	\$162,250	+27.9%	\$197,587	\$164,929	+19.8%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	2	-	N/A	N/A	

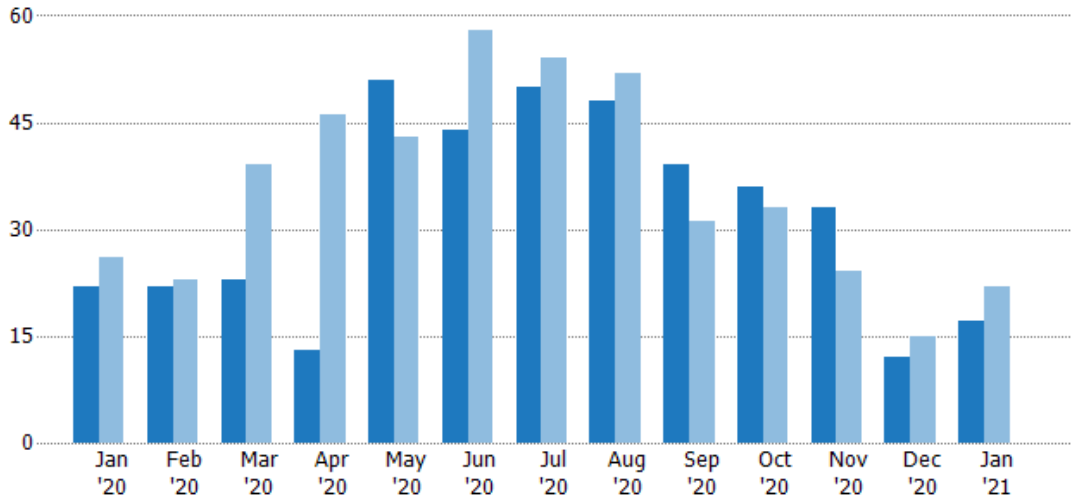
## New Listings

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.
Jan '21	17	-22.7%
Jan '20	22	-15.4%
Jan '19	26	0%



Current Year	22	22	23	13	51	44	50	48	39	36	33	12	17
Prior Year	26	23	39	46	43	58	54	52	31	33	24	15	22
Percent Change from Prior Year	-15%	-4%	-41%	-72%	19%	-24%	-7%	-8%	26%	9%	38%	-20%	-23%

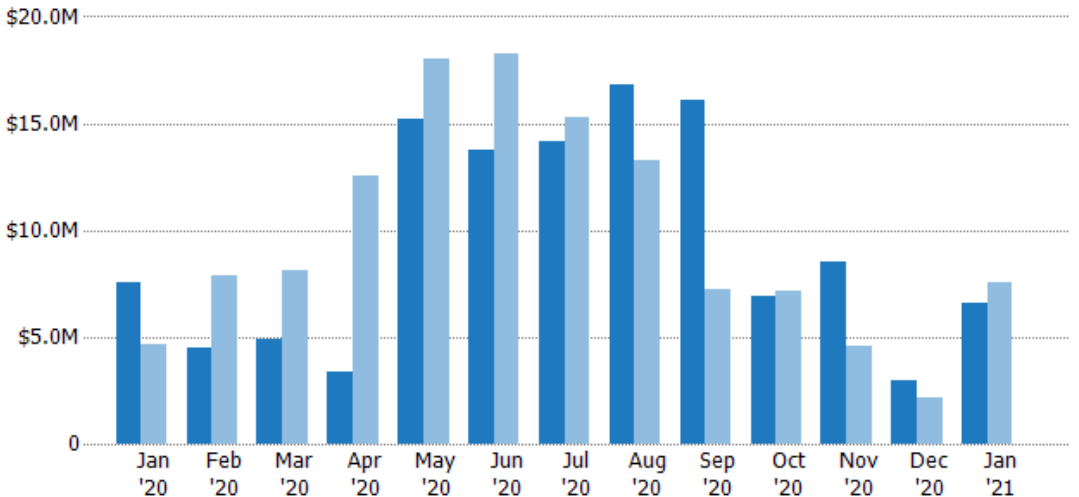
## New Listing Volume

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.
Jan '21	\$6.56M	-12.7%
Jan '20	\$7.52M	60.3%
Jan '19	\$4.69M	12.2%



Current Year	\$7.52M	\$4.51M	\$4.93M	\$3.33M	\$15.2M	\$13.8M	\$14.2M	\$16.8M	\$16.1M	\$6.93M	\$8.51M	\$2.96M	\$6.56M
Prior Year	\$4.69M	\$7.9M	\$8.16M	\$12.5M	\$18M	\$18.3M	\$15.3M	\$13.3M	\$7.25M	\$7.15M	\$4.55M	\$2.14M	\$7.52M
Percent Change from Prior Year	60%	-43%	-40%	-73%	-16%	-25%	-7%	27%	122%	-3%	87%	39%	-13%

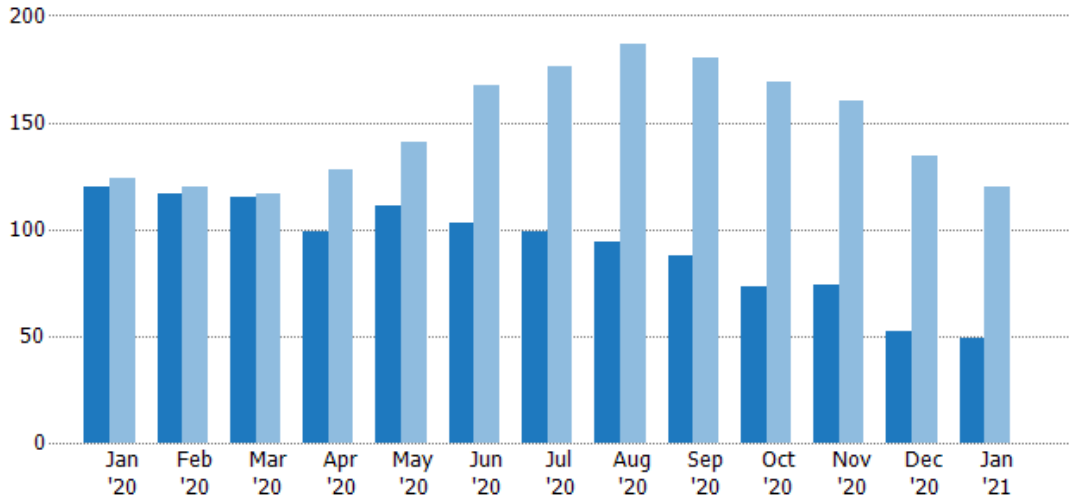
## Active Listings

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.
Jan '21	49	-59.2%
Jan '20	120	-3.2%
Jan '19	124	-4%



Current Year	120	117	115	99	111	103	99	94	88	73	74	52	49
Prior Year	124	120	117	128	141	167	176	187	180	169	160	134	120
Percent Change from Prior Year	-3%	-3%	-2%	-23%	-21%	-38%	-44%	-50%	-51%	-57%	-54%	-61%	-59%

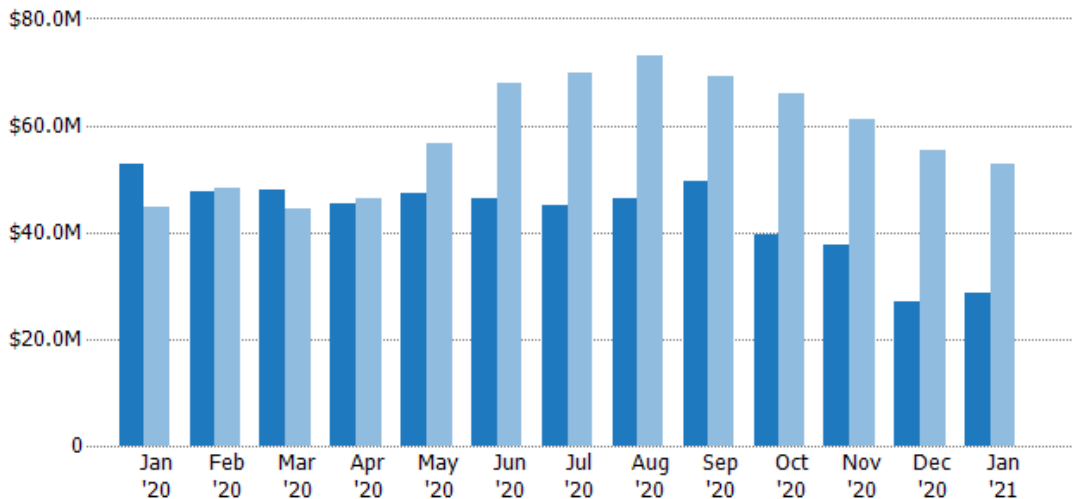
## Active Listing Volume

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.
Jan '21	\$28.6M	-45.6%
Jan '20	\$52.6M	17.4%
Jan '19	\$44.8M	-16.1%



Current Year	\$52.6M	\$47.7M	\$47.8M	\$45.5M	\$47.4M	\$46.5M	\$45.1M	\$46.3M	\$49.5M	\$39.7M	\$37.7M	\$27.1M	\$28.6M
Prior Year	\$44.8M	\$48.1M	\$44.4M	\$46.3M	\$56.7M	\$68M	\$69.9M	\$73M	\$69.1M	\$66M	\$61.1M	\$55.3M	\$52.6M
Percent Change from Prior Year	17%	-1%	8%	-2%	-16%	-32%	-36%	-37%	-28%	-40%	-38%	-51%	-46%

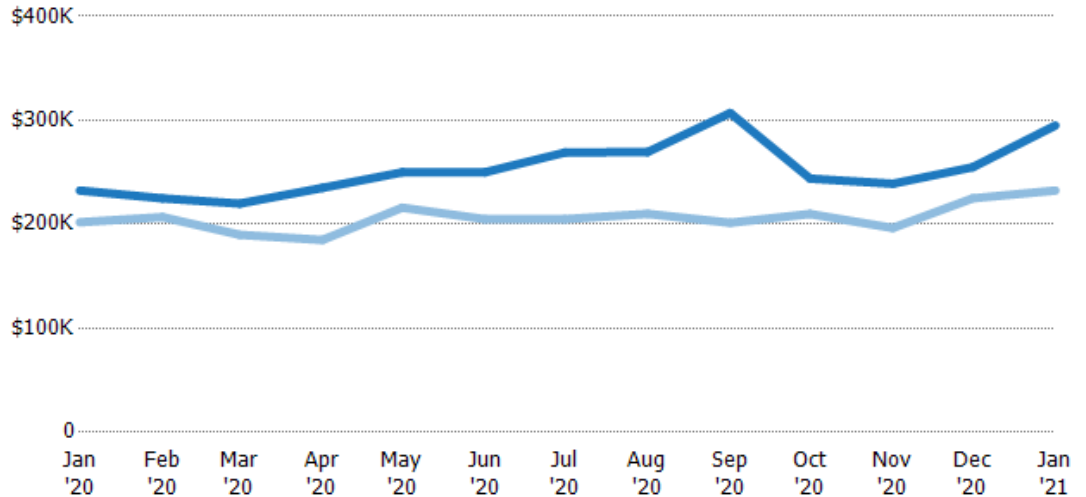
## Median Listing Price

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.
Jan '21	\$295K	26.9%
Jan '20	\$232K	15.1%
Jan '19	\$202K	9.4%



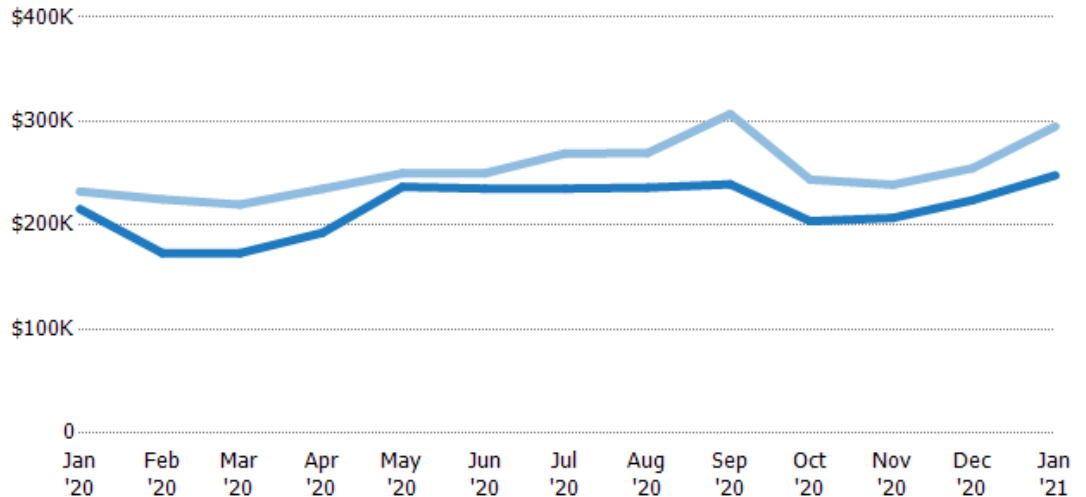
Current Year	\$232K	\$225K	\$220K	\$235K	\$250K	\$250K	\$269K	\$269K	\$307K	\$244K	\$239K	\$255K	\$295K
Prior Year	\$202K	\$207K	\$190K	\$185K	\$216K	\$205K	\$205K	\$210K	\$201K	\$210K	\$196K	\$225K	\$232K
Percent Change from Prior Year	15%	9%	16%	27%	16%	22%	31%	28%	52%	16%	22%	13%	27%

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



Median Est Value	\$216K	\$173K	\$173K	\$193K	\$237K	\$235K	\$235K	\$236K	\$239K	\$204K	\$207K	\$224K	\$248K
Median Listing Price	\$232K	\$225K	\$220K	\$235K	\$250K	\$250K	\$269K	\$269K	\$307K	\$244K	\$239K	\$255K	\$295K
Med Listing Price as a % of Med Est Value	108%	130%	127%	122%	106%	106%	114%	114%	128%	120%	115%	114%	119%

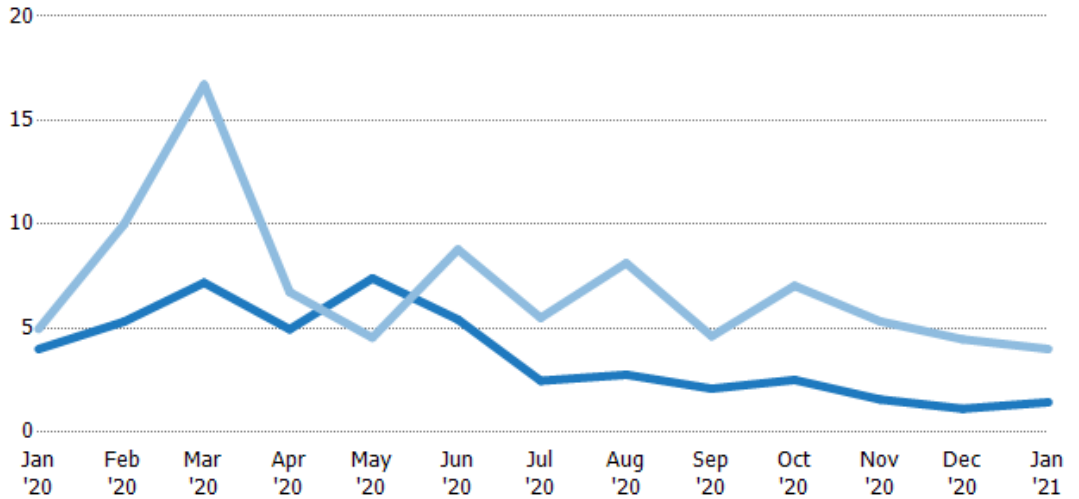
## Months of Inventory

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

Month/Year	Months	% Chg.
Jan '21	1.44	-64%
Jan '20	4	-19.4%
Jan '19	4.96	20%



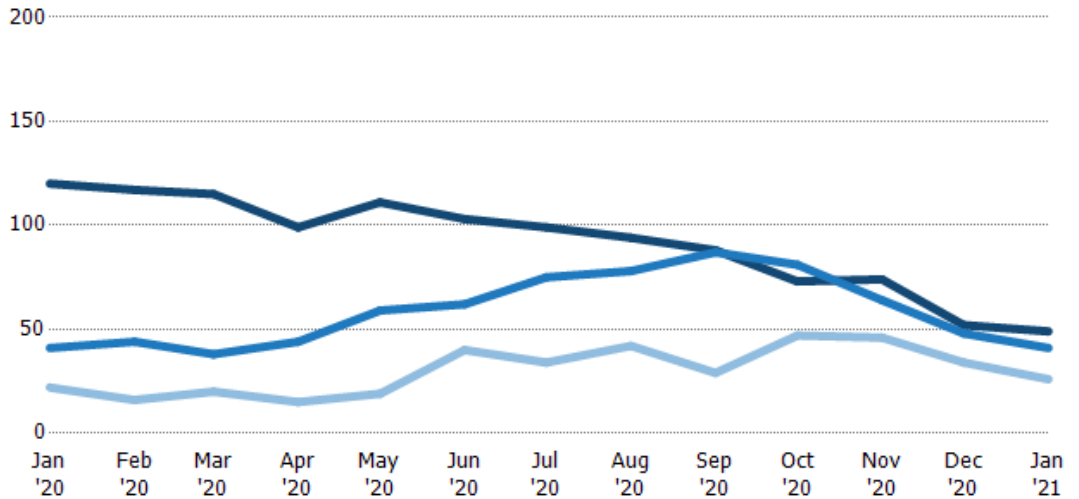
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	4	5.32	7.19	4.95	7.4	5.42	2.48	2.76	2.1	2.52	1.57	1.13	1.44
Prior Year	4.96	10	16.7	6.74	4.55	8.79	5.5	8.13	4.62	7.04	5.33	4.47	4
Percent Change from Prior Year	-19%	-47%	-57%	-27%	63%	-38%	-55%	-66%	-55%	-64%	-70%	-75%	-64%

## Active/Pending/Sold Units

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

### Filters Used

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	120	117	115	99	111	103	99	94	88	73	74	52	49
Pending	41	44	38	44	59	62	75	78	87	81	64	48	41
Sold	22	16	20	15	19	40	34	42	29	47	46	34	26

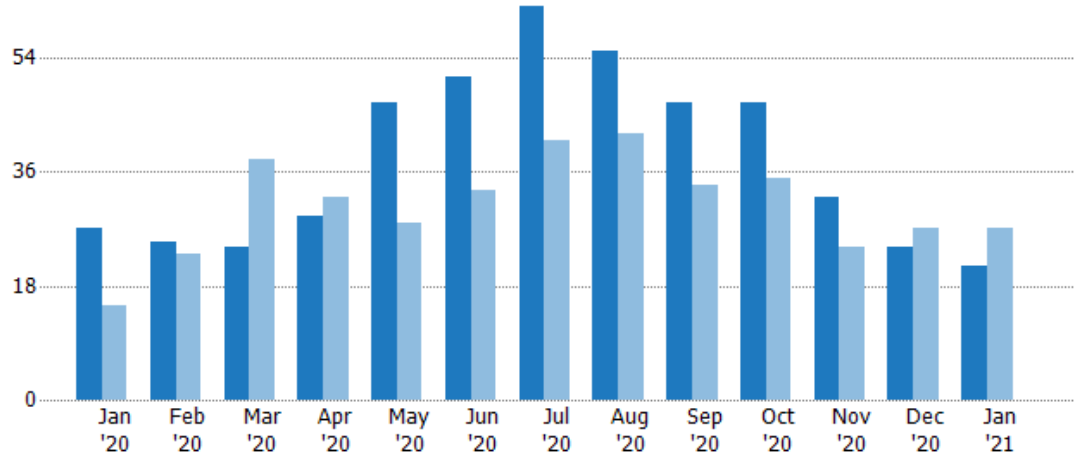
## New Pending Sales

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.
Jan '21	21	-22.2%
Jan '20	27	80%
Jan '19	15	33.3%



Current Year	27	25	24	29	47	51	62	55	47	47	32	24	21
Prior Year	15	23	38	32	28	33	41	42	34	35	24	27	27
Percent Change from Prior Year	80%	9%	-37%	-9%	68%	55%	51%	31%	38%	34%	33%	-11%	-22%

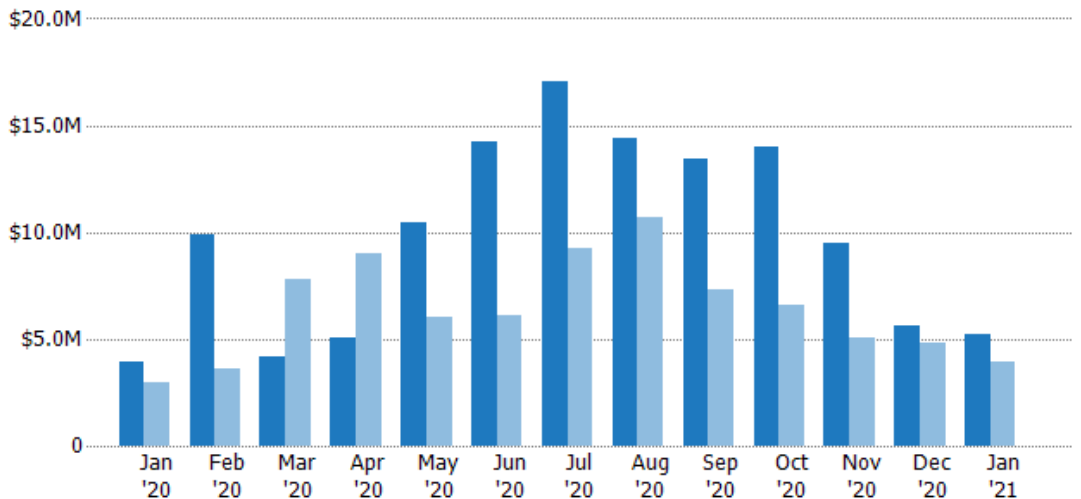
## New Pending Sales Volume

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.
Jan '21	\$5.21M	33.5%
Jan '20	\$3.9M	30.9%
Jan '19	\$2.98M	32.2%



Current Year	\$3.9M	\$9.89M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$17.1M	\$14.4M	\$13.4M	\$14M	\$9.5M	\$5.64M	\$5.21M
Prior Year	\$2.98M	\$3.65M	\$7.83M	\$8.99M	\$6M	\$6.1M	\$9.22M	\$10.7M	\$7.31M	\$6.6M	\$5.03M	\$4.78M	\$3.9M
Percent Change from Prior Year	31%	171%	-47%	-44%	74%	134%	85%	34%	83%	112%	89%	18%	34%

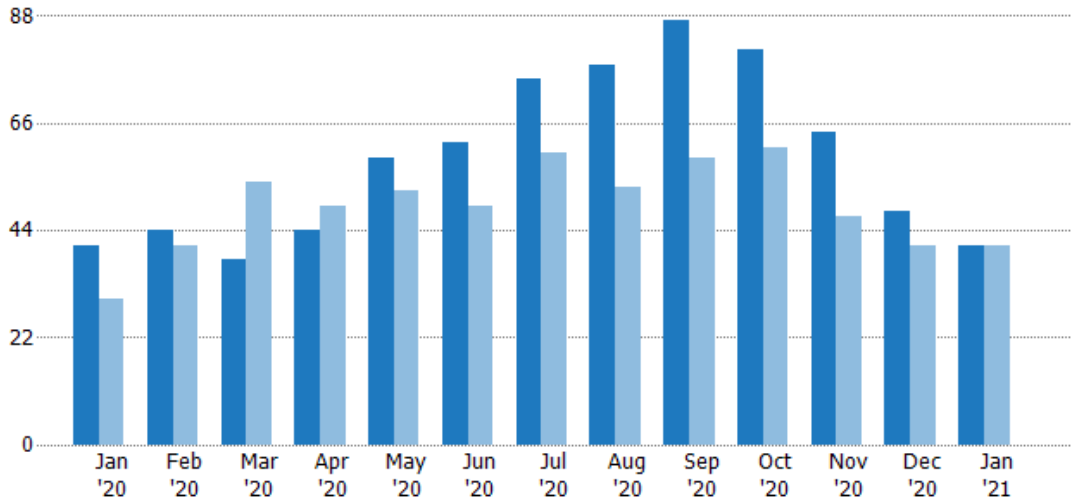
## Pending Sales

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.
Jan '21	41	0%
Jan '20	41	36.7%
Jan '19	30	10%



Current Year	41	44	38	44	59	62	75	78	87	81	64	48	41
Prior Year	30	41	54	49	52	49	60	53	59	61	47	41	41
Percent Change from Prior Year	37%	7%	-30%	-10%	13%	27%	25%	47%	47%	33%	36%	17%	0%

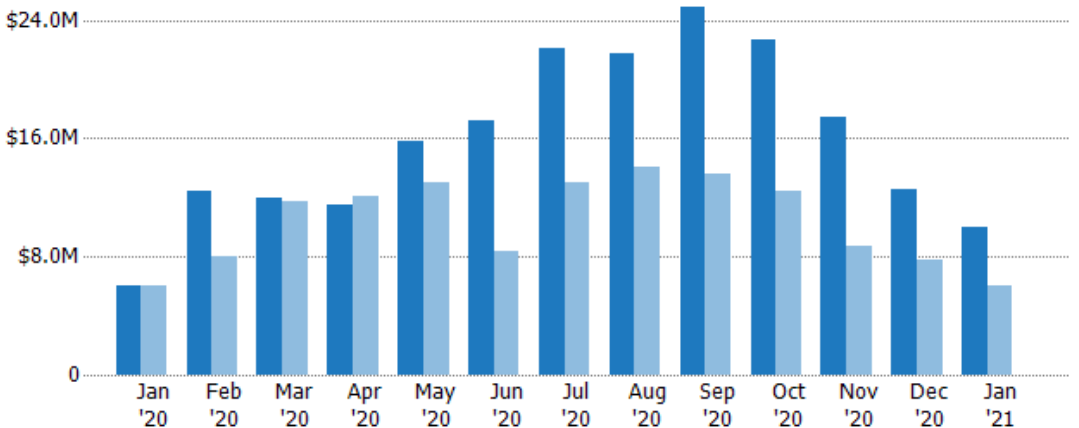
## Pending Sales Volume

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.
Jan '21	\$10M	64.3%
Jan '20	\$6.09M	1.1%
Jan '19	\$6.02M	6.5%



Current Year	\$6.09M	\$12.5M	\$12M	\$11.5M	\$15.8M	\$17.2M	\$22.1M	\$21.7M	\$24.8M	\$22.7M	\$17.4M	\$12.5M	\$10M
Prior Year	\$6.02M	\$8.04M	\$11.7M	\$12.1M	\$13M	\$8.4M	\$13M	\$14.1M	\$13.6M	\$12.4M	\$8.67M	\$7.82M	\$6.09M
Percent Change from Prior Year	1%	55%	2%	-5%	22%	105%	70%	54%	82%	82%	101%	60%	64%

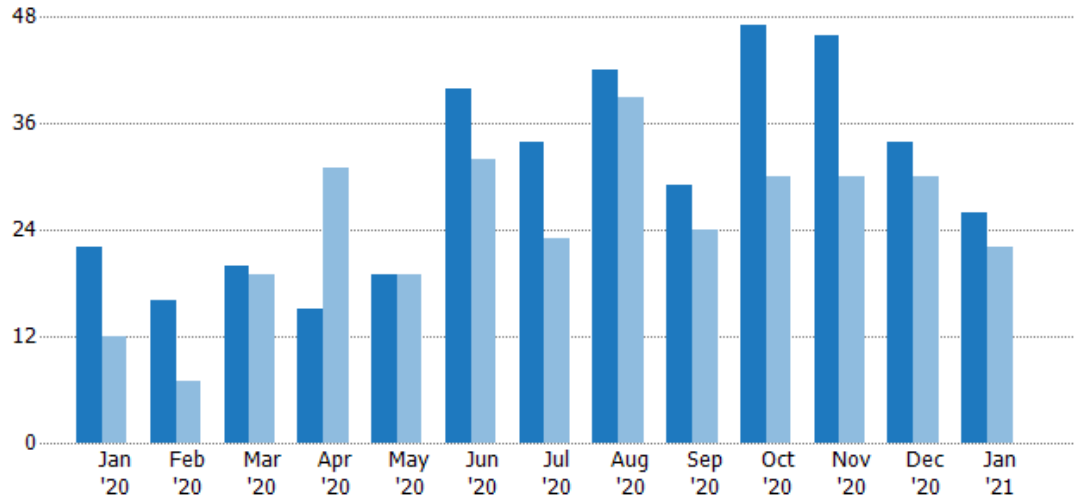
## Closed Sales

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.
Jan '21	26	18.2%
Jan '20	22	83.3%
Jan '19	12	25%



Current Year	22	16	20	15	19	40	34	42	29	47	46	34	26
Prior Year	12	7	19	31	19	32	23	39	24	30	30	30	22
Percent Change from Prior Year	83%	129%	5%	-52%	0%	25%	48%	8%	21%	57%	53%	13%	18%

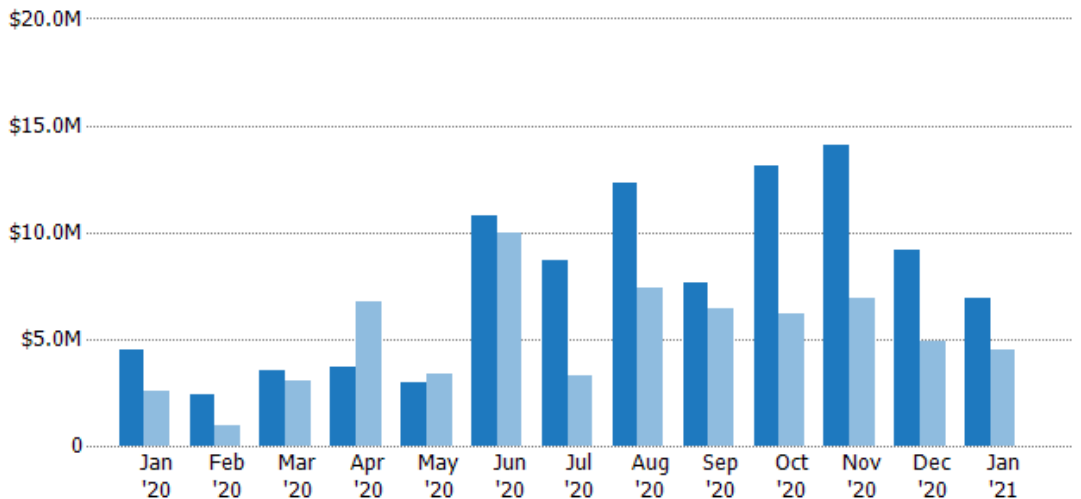
## Closed Sales Volume

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.
Jan '21	\$6.88M	53.2%
Jan '20	\$4.49M	73.9%
Jan '19	\$2.58M	8.6%

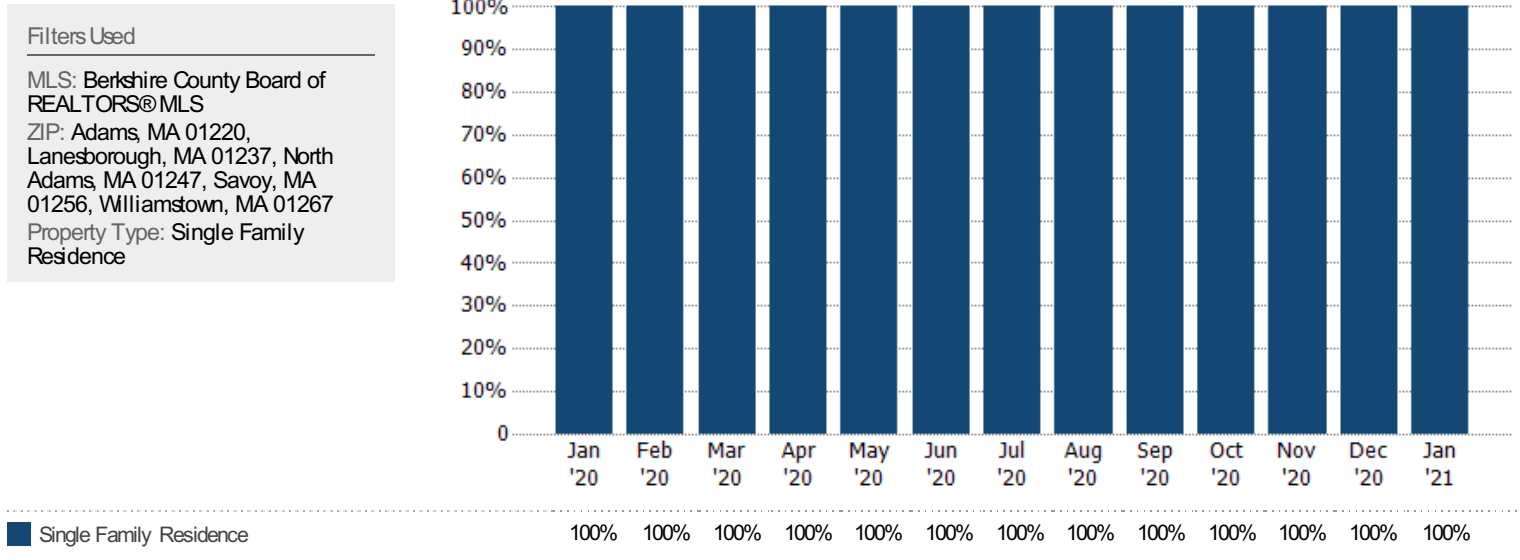


Current Year	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M	\$7.61M	\$13.1M	\$14.1M	\$9.19M	\$6.88M
Prior Year	\$2.58M	\$961K	\$3.03M	\$6.79M	\$3.34M	\$9.97M	\$3.31M	\$7.39M	\$6.44M	\$6.21M	\$6.92M	\$4.92M	\$4.49M
Percent Change from Prior Year	74%	150%	15%	-46%	-12%	8%	163%	66%	18%	111%	103%	87%	53%



## Closed Sales by Property Type

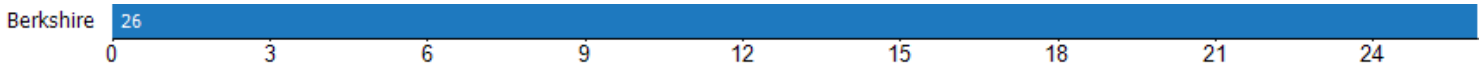
The percentage of residential properties sold each month by property type.



## Closed Sales (By County)

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

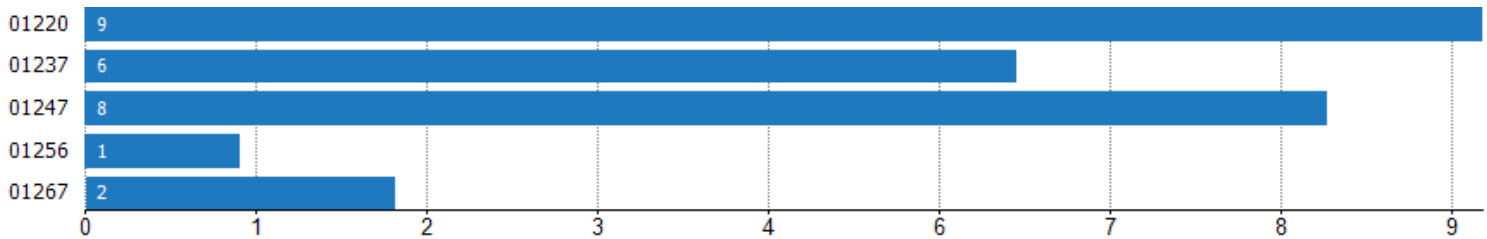
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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



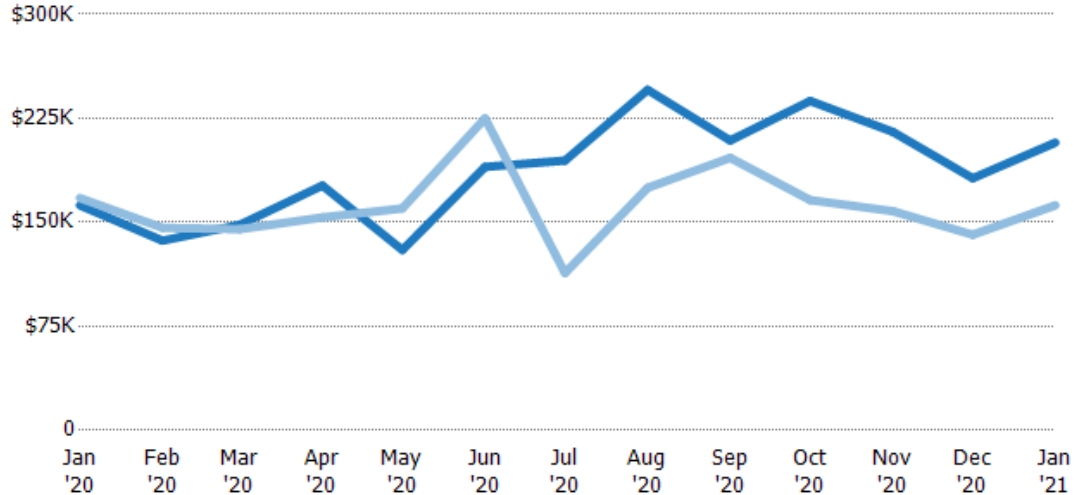
## Median Sales Price

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

### Filters Used

MLS: Berkshire County Board of REALTORS® MLS  
 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.
Jan '21	\$207K	27.9%
Jan '20	\$162K	-3.1%
Jan '19	\$168K	-4.5%



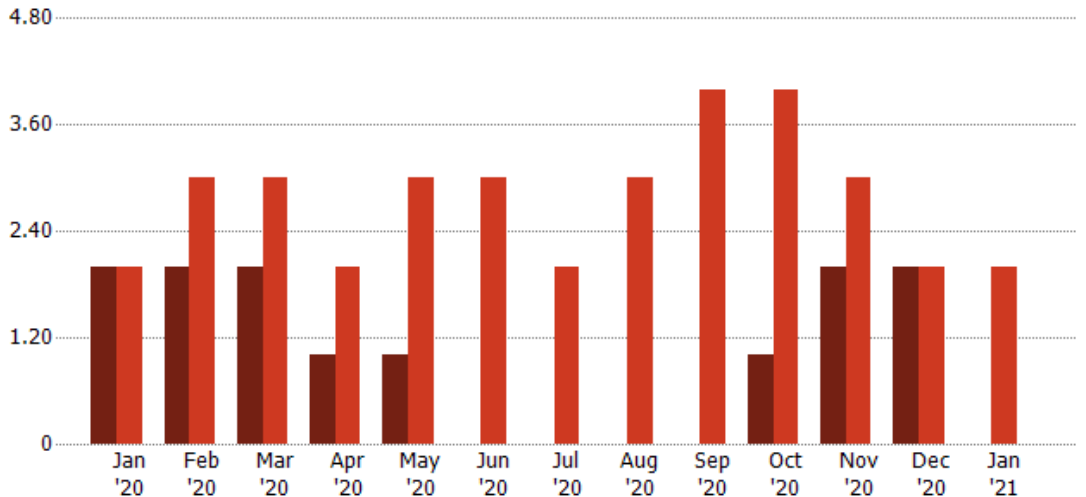
Current Year	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K	\$209K	\$238K	\$215K	\$182K	\$207K
Prior Year	\$168K	\$146K	\$145K	\$154K	\$160K	\$225K	\$113K	\$175K	\$197K	\$166K	\$158K	\$141K	\$162K
Percent Change from Prior Year	-3%	-6%	2%	15%	-19%	-16%	72%	40%	6%	43%	36%	29%	28%

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



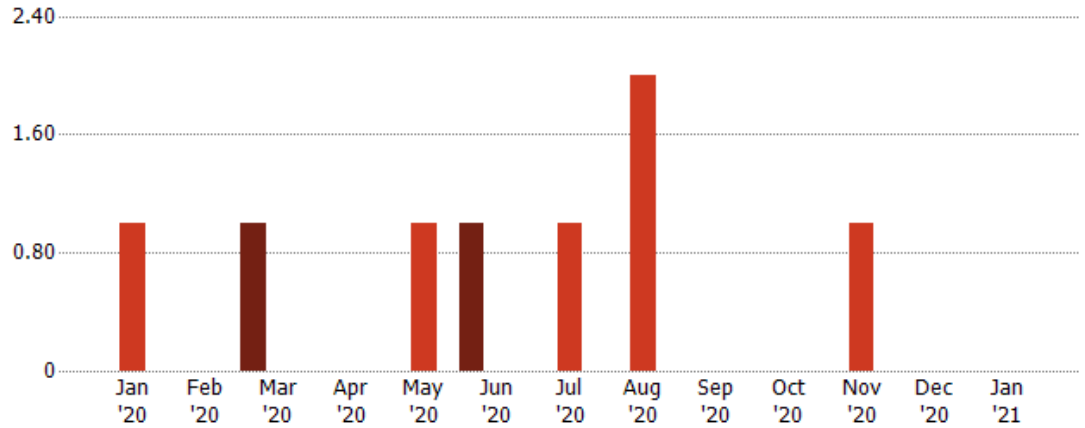
Current Year	2	2	2	1	1	-	-	-	-	1	2	2	-
Prior Year	2	3	3	2	3	3	2	3	4	4	3	2	2
Percent Change from Prior Year	0%	-33%	-33%	-50%	-67%	-100%	-100%	-100%	-100%	-75%	-33%	0%	-100%

## Distressed Sales

The count of distressed 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



Current Year	-	-	1	-	-	1	-	-	-	-	-	-	-
Prior Year	1	-	-	-	1	-	1	2	-	-	1	-	-
Percent Change from Prior Year	-100%	-	100%	-	-100%	100%	-100%	-100%	-	-	-100%	-	-

## Sales Activity by ZIP

Jan 2021

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	10	\$1,643,700	9	\$1,874,400	\$208,267	\$204,900	\$140	\$136	26
01237	3	\$513,800	6	\$2,218,200	\$369,700	\$282,500	\$159	\$161	42
01247	15	\$2,120,800	8	\$1,995,000	\$249,375	\$163,250	\$138	\$118	14
01256			1	\$20,000	\$20,000	\$20,000	\$20	\$20	85
01267	13	\$5,721,200	2	\$775,000	\$387,500	\$387,500	\$123	\$123	153