

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	34	33	+3%	342	396	-13.6%
New Listing Volume	\$6,560,300	\$7,147,900	-8.2%	\$101,180,175	\$108,953,983	-7.1%
Active Listing Count	63	164	-61.6%	N/A	N/A	
Active Listing Volume	\$37,225,197	\$63,318,680	-41.2%	N/A	N/A	
Median Listing Price	\$279,900	\$196,450	+42.5%	\$251,730	\$199,449	+26.2%
Months of Inventory	2.3	6.8	-65.9%	4.3	5.8	-27.1%
Sales Activity Charts Metrics						
New Pending Sales Count	44	35	+25.7%	410	319	+28.5%
New Pending Sales Volume	\$11,912,800	\$6,598,090	+80.5%	\$103,800,530	\$68,742,951	+51%
Pending Sales Count	79	60	+31.7%	N/A	N/A	
Pending Sales Volume	\$21,626,632	\$12,379,700	+74.7%	N/A	N/A	
Closed Sales Count	41	29	+41.4%	275	233	+18%
Closed Sales Volume	\$11,311,497	\$6,064,500	+86.5%	\$67,261,354	\$49,320,818	+36.4%
Median Sales Price	\$221,000	\$170,000	+30%	\$192,144	\$169,606	+13.3%
Distressed Charts Metrics						
Distressed Listing Count	1	5	-80%	N/A	N/A	

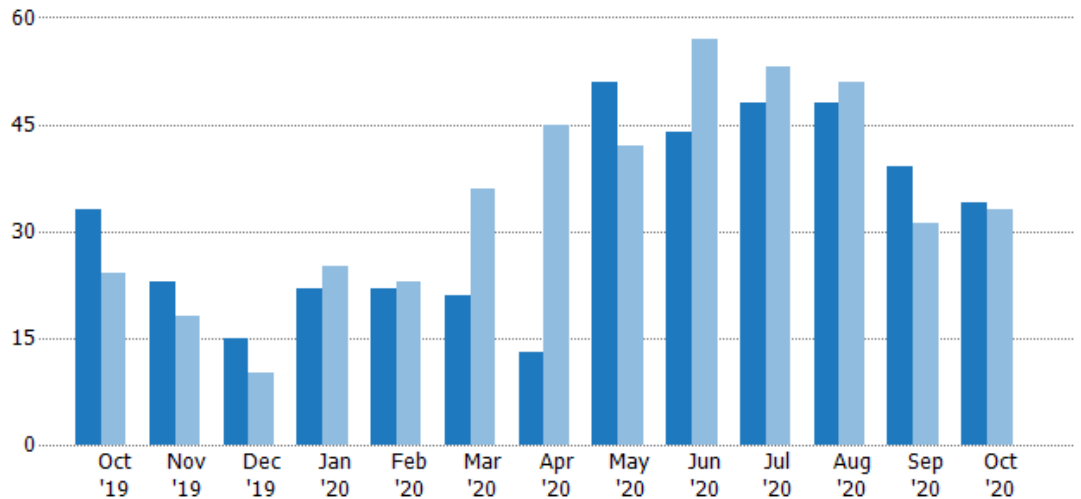
New Listings

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.
Oct '20	34	3%
Oct '19	33	37.5%
Oct '18	24	20.8%



Current Year	33	23	15	22	22	21	13	51	44	48	48	39	34
Prior Year	24	18	10	25	23	36	45	42	57	53	51	31	33
Percent Change from Prior Year	38%	28%	50%	-12%	-4%	-42%	-71%	21%	-23%	-9%	-6%	26%	3%

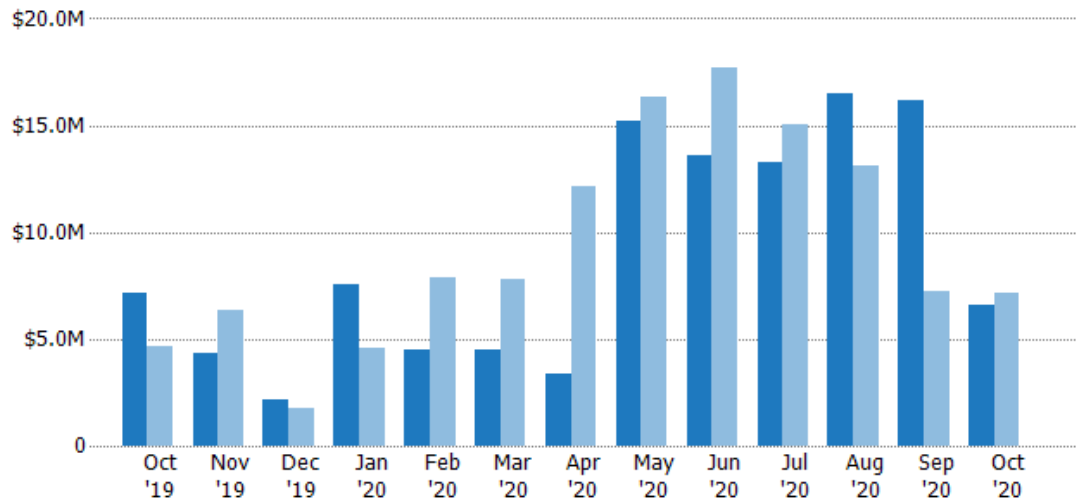
New Listing Volume

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.
Oct '20	\$6.56M	-8.2%
Oct '19	\$7.15M	54.3%
Oct '18	\$4.63M	39%



Current Year	\$7.15M	\$4.36M	\$2.14M	\$7.52M	\$4.49M	\$4.51M	\$3.33M	\$15.2M	\$13.6M	\$13.3M	\$16.5M	\$16.1M	\$6.56M
Prior Year	\$4.63M	\$6.33M	\$1.74M	\$4.6M	\$7.9M	\$7.77M	\$12.1M	\$16.3M	\$17.7M	\$15.1M	\$13.1M	\$7.25M	\$7.15M
Percent Change from Prior Year	54%	-31%	23%	63%	-43%	-42%	-72%	-7%	-23%	-12%	26%	123%	-8%

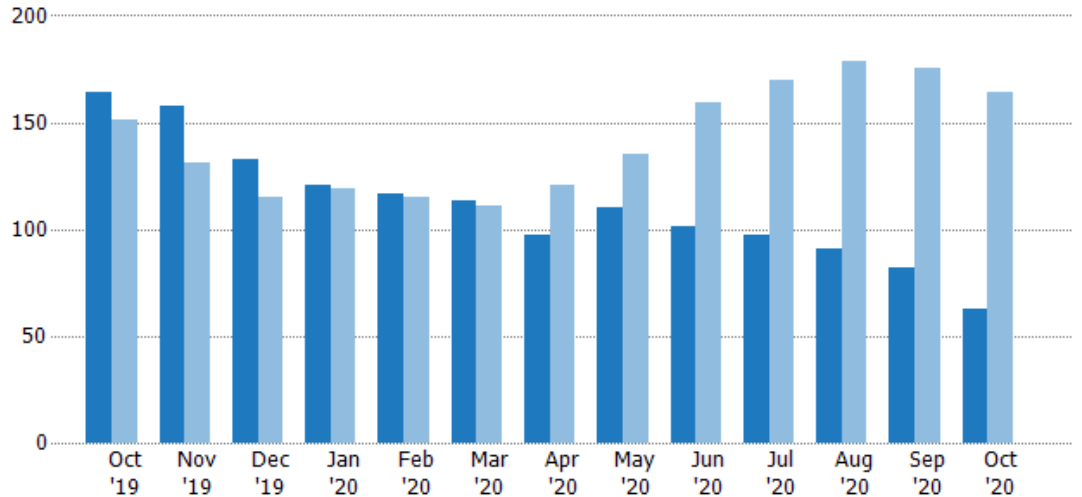
Active Listings

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.
Oct '20	63	-61.6%
Oct '19	164	8.6%
Oct '18	151	-2.6%



Current Year	164	158	133	121	117	113	97	110	101	97	91	82	63
Prior Year	151	131	115	119	115	111	121	135	159	170	179	175	164
Percent Change from Prior Year	9%	21%	16%	2%	2%	2%	-20%	-19%	-36%	-43%	-49%	-53%	-62%

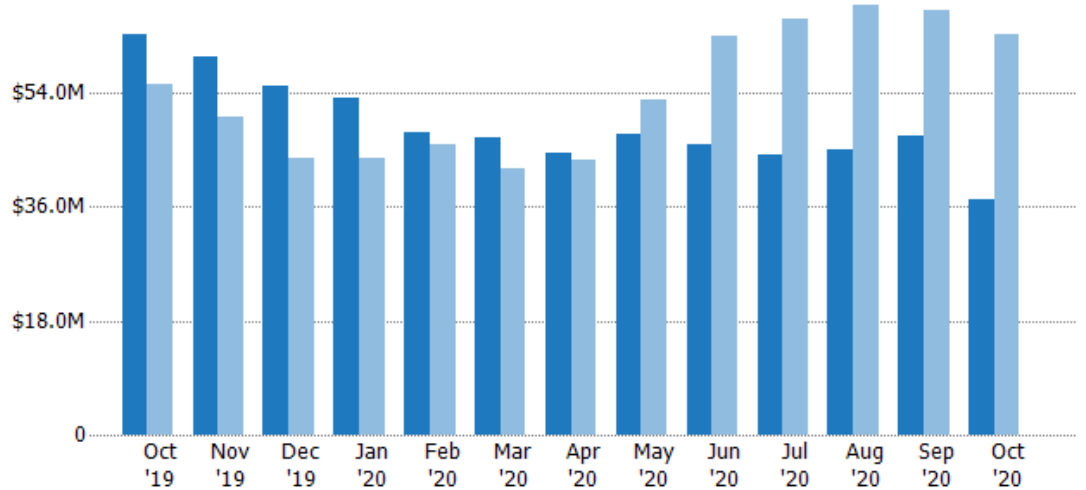
Active Listing Volume

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.
Oct '20	\$37.2M	-41.2%
Oct '19	\$63.3M	14.7%
Oct '18	\$55.2M	-13.7%



Current Year	\$63.3M	\$59.7M	\$55M	\$53.1M	\$47.7M	\$47M	\$44.6M	\$47.3M	\$45.8M	\$44.1M	\$45M	\$47.2M	\$37.2M
Prior Year	\$55.2M	\$50.2M	\$43.6M	\$43.6M	\$45.9M	\$42M	\$43.5M	\$53M	\$63M	\$65.7M	\$67.9M	\$67.1M	\$63.3M
Percent Change from Prior Year	15%	19%	26%	22%	4%	12%	2%	-11%	-27%	-33%	-34%	-30%	-41%

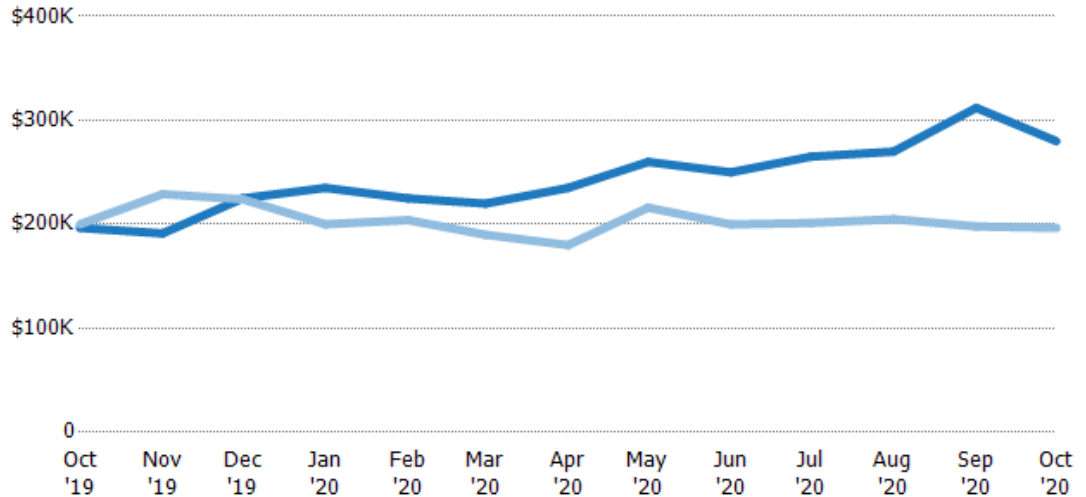
Median Listing Price

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.
Oct '20	\$280K	42.5%
Oct '19	\$196K	-1.8%
Oct '18	\$200K	10%



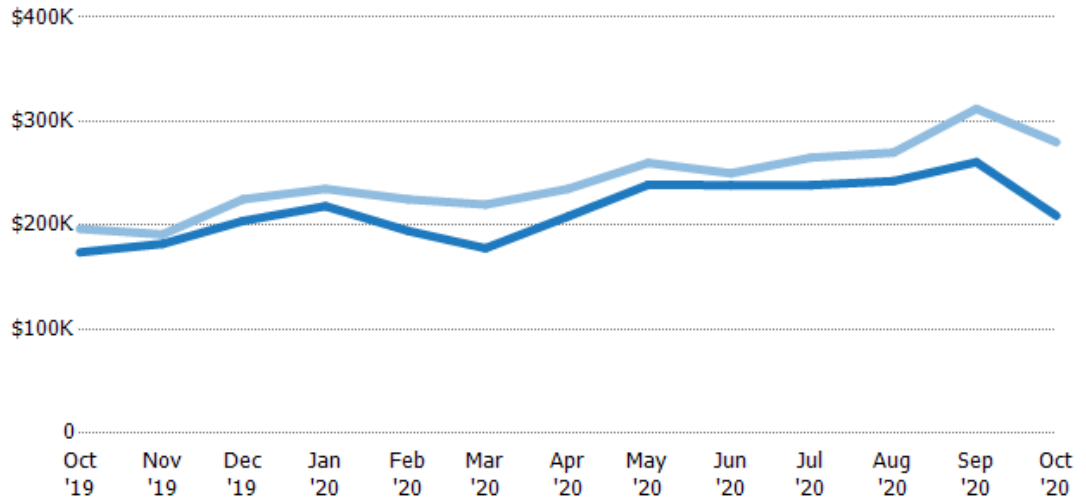
Current Year	\$196K	\$191K	\$225K	\$235K	\$225K	\$220K	\$235K	\$260K	\$250K	\$265K	\$270K	\$312K	\$280K
Prior Year	\$200K	\$229K	\$224K	\$200K	\$204K	\$190K	\$180K	\$216K	\$200K	\$201K	\$205K	\$198K	\$196K
Percent Change from Prior Year	-2%	-16%	0%	18%	10%	16%	31%	20%	25%	32%	32%	58%	42%

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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 Property Type: Single Family Residence



Median Est Value	\$174K	\$182K	\$204K	\$218K	\$195K	\$178K	\$209K	\$239K	\$239K	\$239K	\$242K	\$261K	\$209K
Median Listing Price	\$196K	\$191K	\$225K	\$235K	\$225K	\$220K	\$235K	\$260K	\$250K	\$265K	\$270K	\$312K	\$280K
Med Listing Price as a % of Med Est Value	113%	105%	110%	108%	116%	124%	113%	109%	105%	111%	111%	120%	134%

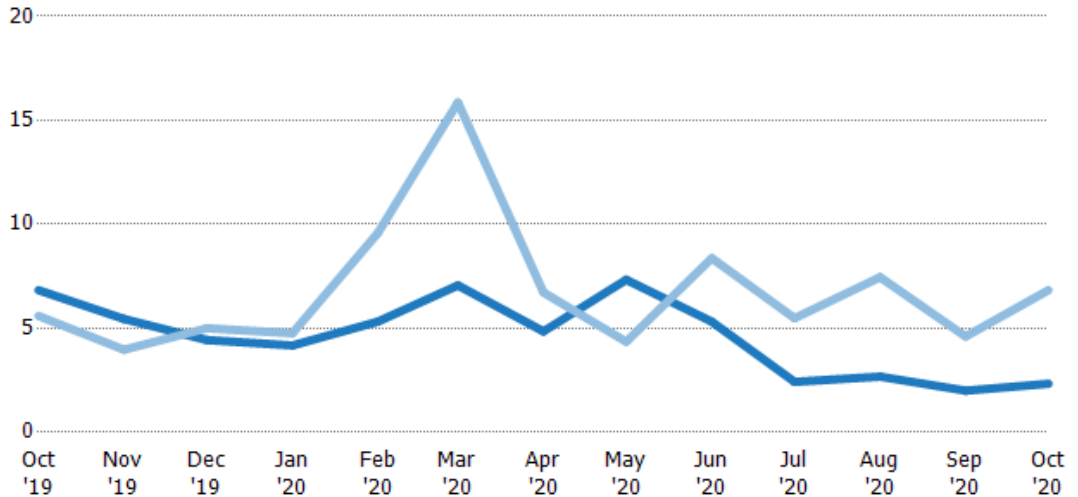
Months of Inventory

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

Filters Used

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Month/Year	Months	% Chg.
Oct '20	2.33	-65.9%
Oct '19	6.83	22.2%
Oct '18	5.59	38.3%



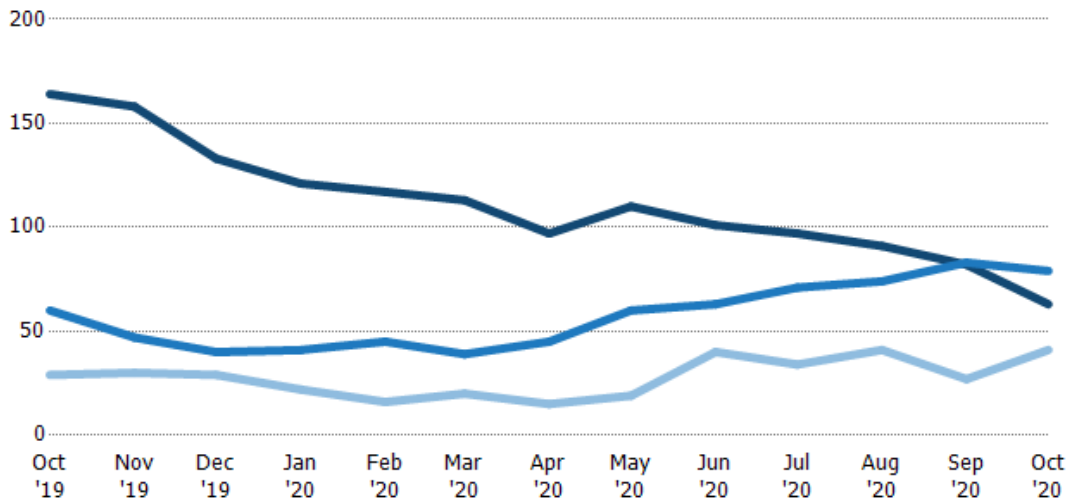
Current Year	6.83	5.45	4.43	4.17	5.32	7.06	4.85	7.33	5.32	2.43	2.68	2	2.33
Prior Year	5.59	3.97	5	4.76	9.58	15.9	6.72	4.35	8.37	5.48	7.46	4.61	6.83
Percent Change from Prior Year	22%	37%	-11%	-12%	-45%	-55%	-28%	68%	-36%	-56%	-64%	-57%	-66%

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



Active	164	158	133	121	117	113	97	110	101	97	91	82	63
Pending	60	47	40	41	45	39	45	60	63	71	74	83	79
Sold	29	30	29	22	16	20	15	19	40	34	41	27	41

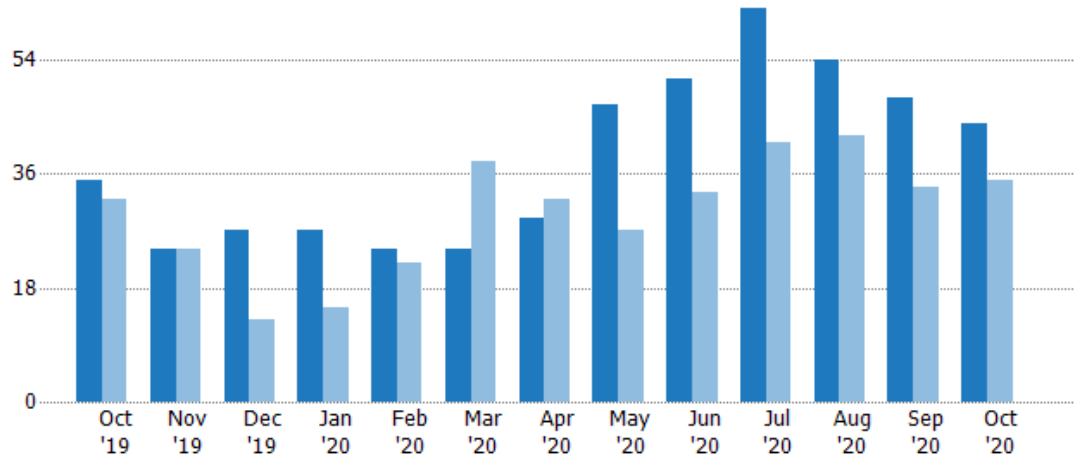
New Pending Sales

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.
Oct '20	44	25.7%
Oct '19	35	9.4%
Oct '18	32	-15.6%



	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	35	24	27	27	24	24	29	47	51	62	54	48	44
Prior Year	32	24	13	15	22	38	32	27	33	41	42	34	35
Percent Change from Prior Year	9%	0%	108%	80%	9%	-37%	-9%	74%	55%	51%	29%	41%	26%

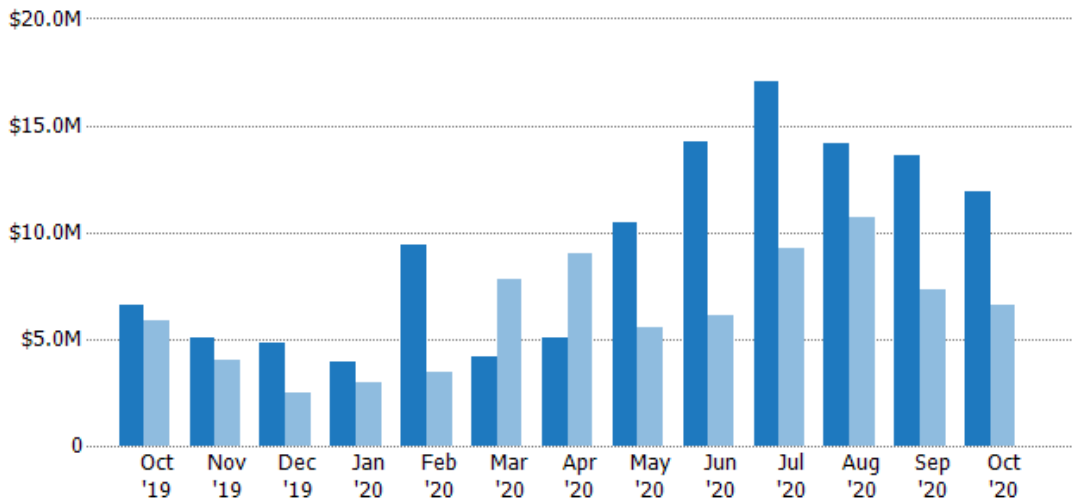
New Pending Sales Volume

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.
Oct '20	\$11.9M	80.5%
Oct '19	\$6.6M	12.2%
Oct '18	\$5.88M	-2.9%



	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	\$6.6M	\$5.03M	\$4.78M	\$3.9M	\$9.42M	\$4.15M	\$5.03M	\$10.4M	\$14.2M	\$17M	\$14.1M	\$13.6M	\$11.9M
Prior Year	\$5.88M	\$3.99M	\$2.47M	\$2.98M	\$3.42M	\$7.83M	\$8.99M	\$5.57M	\$6.1M	\$9.22M	\$10.7M	\$7.31M	\$6.6M
Percent Change from Prior Year	12%	26%	94%	31%	176%	-47%	-44%	87%	134%	85%	32%	85%	81%

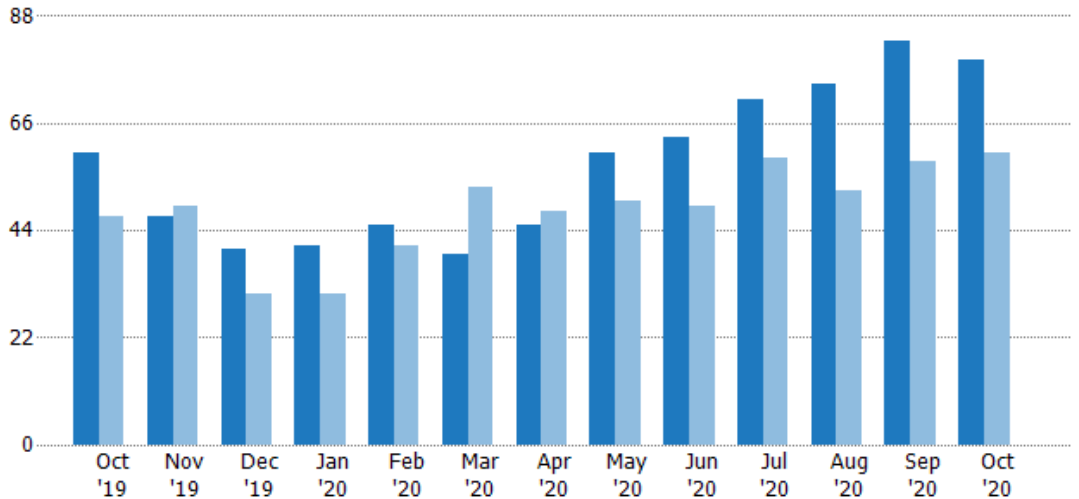
Pending Sales

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.
Oct '20	79	31.7%
Oct '19	60	27.7%
Oct '18	47	38.3%



Current Year	60	47	40	41	45	39	45	60	63	71	74	83	79
Prior Year	47	49	31	31	41	53	48	50	49	59	52	58	60
Percent Change from Prior Year	28%	-4%	29%	32%	10%	-26%	-6%	20%	29%	20%	42%	43%	32%

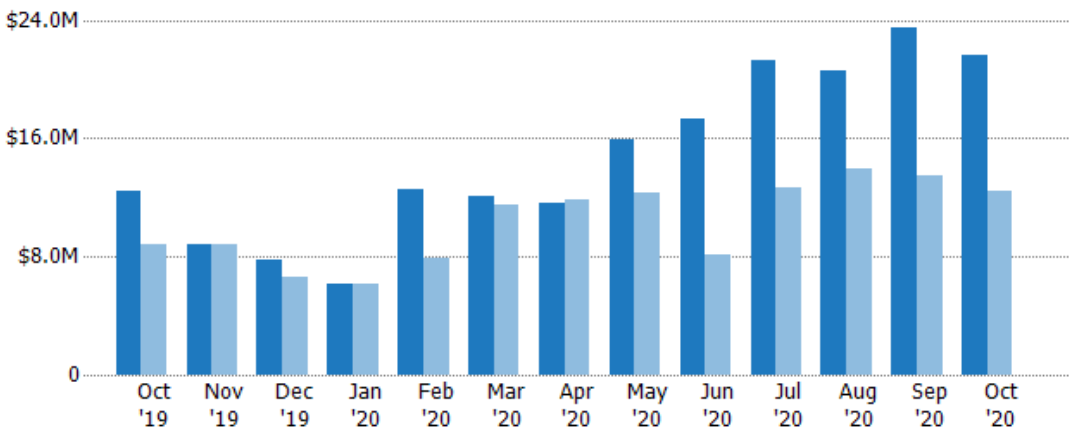
Pending Sales Volume

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.
Oct '20	\$21.6M	74.7%
Oct '19	\$12.4M	40.8%
Oct '18	\$8.79M	62.3%



Current Year	\$12.4M	\$8.77M	\$7.76M	\$6.17M	\$12.6M	\$12.1M	\$11.6M	\$15.9M	\$17.3M	\$21.3M	\$20.6M	\$23.5M	\$21.6M
Prior Year	\$8.79M	\$8.79M	\$6.62M	\$6.13M	\$7.91M	\$11.5M	\$11.8M	\$12.3M	\$8.17M	\$12.6M	\$13.9M	\$13.4M	\$12.4M
Percent Change from Prior Year	41%	0%	17%	1%	59%	5%	-2%	29%	112%	69%	48%	74%	75%

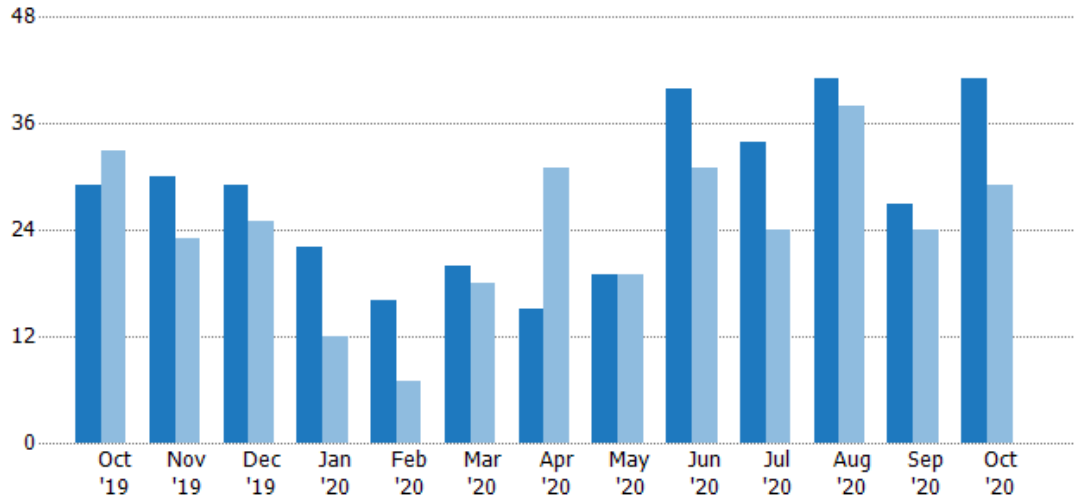
Closed Sales

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.
Oct '20	41	41.4%
Oct '19	29	-12.1%
Oct '18	33	-24.2%



Current Year	29	30	29	22	16	20	15	19	40	34	41	27	41
Prior Year	33	23	25	12	7	18	31	19	31	24	38	24	29
Percent Change from Prior Year	-12%	30%	16%	83%	129%	11%	-52%	0%	29%	42%	8%	13%	41%

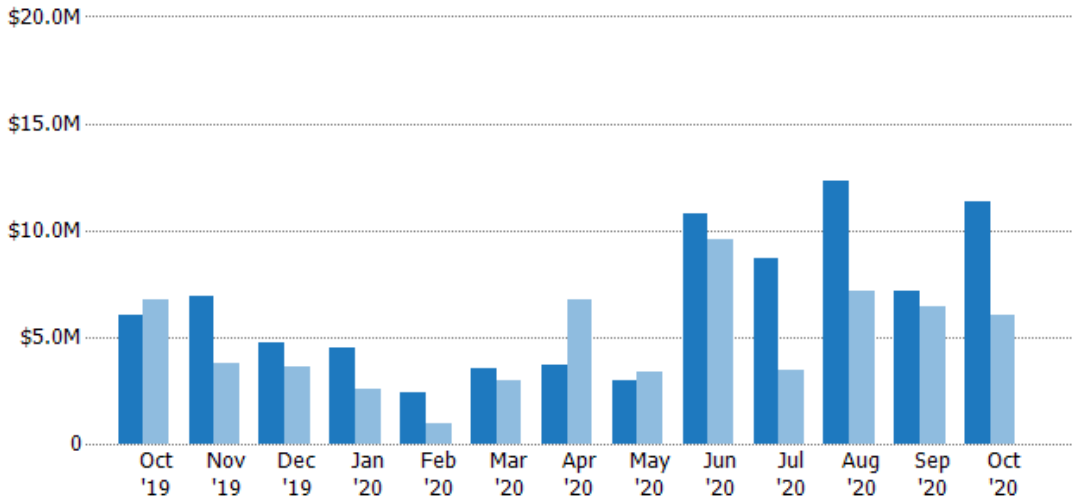
Closed Sales Volume

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.
Oct '20	\$11.3M	86.5%
Oct '19	\$6.06M	-10%
Oct '18	\$6.74M	-32.7%



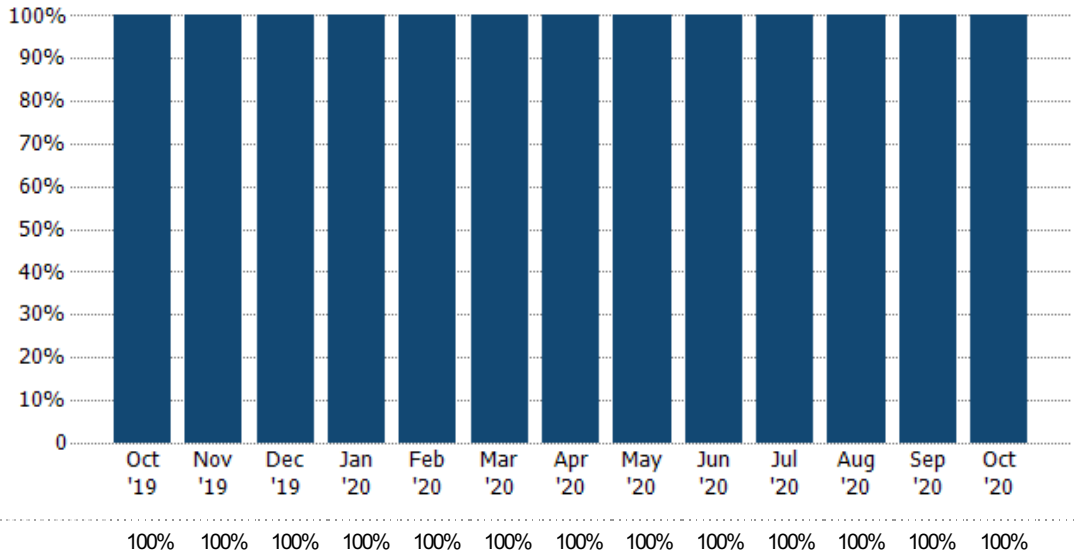
Current Year	\$6.06M	\$6.92M	\$4.74M	\$4.49M	\$2.41M	\$3.5M	\$3.68M	\$2.95M	\$10.8M	\$8.7M	\$12.3M	\$7.17M	\$11.3M
Prior Year	\$6.74M	\$3.74M	\$3.64M	\$2.58M	\$961K	\$2.95M	\$6.79M	\$3.34M	\$9.55M	\$3.48M	\$7.18M	\$6.44M	\$6.06M
Percent Change from Prior Year	-10%	85%	30%	74%	150%	19%	-46%	-12%	13%	150%	71%	11%	87%

Closed Sales by Property Type

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

Filters Used

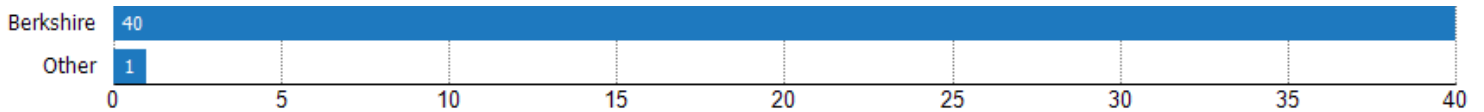
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 Property Type: Single Family Residence



Closed Sales (By County)

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

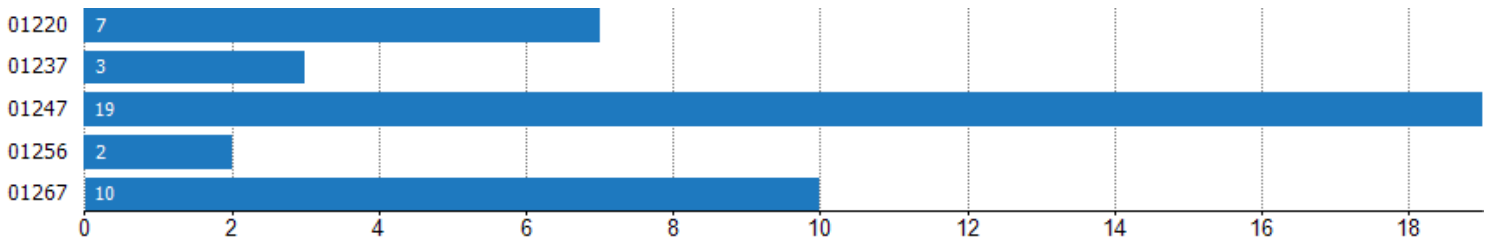
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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



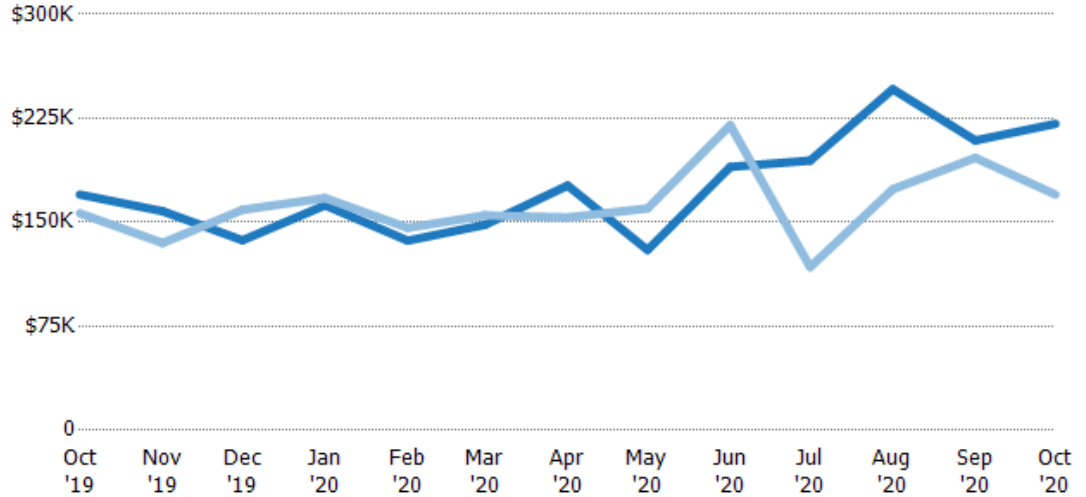
Median Sales Price

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.
Oct '20	\$221K	30%
Oct '19	\$170K	8.6%
Oct '18	\$157K	0.3%



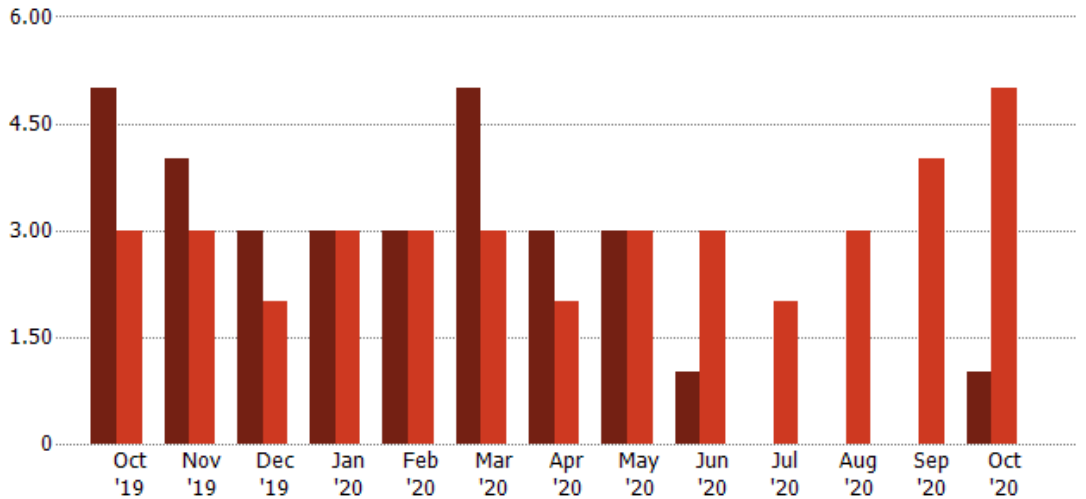
Current Year	\$170K	\$158K	\$137K	\$162K	\$137K	\$148K	\$177K	\$130K	\$190K	\$195K	\$246K	\$209K	\$221K
Prior Year	\$157K	\$135K	\$159K	\$168K	\$146K	\$155K	\$154K	\$160K	\$220K	\$118K	\$174K	\$197K	\$170K
Percent Change from Prior Year	9%	17%	-14%	-3%	-6%	-4%	15%	-19%	-14%	65%	41%	6%	30%

Distressed Listings

The number of distressed residential properties that were for sale at the end of 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

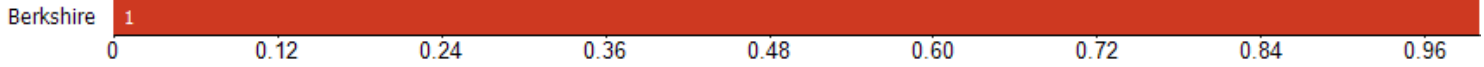


Current Year	5	4	3	3	3	5	3	3	1	-	-	-	1
Prior Year	3	3	2	3	3	3	2	3	3	2	3	4	5
Percent Change from Prior Year	67%	33%	50%	0%	0%	67%	50%	0%	-67%	-100%	-100%	-100%	-80%

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.

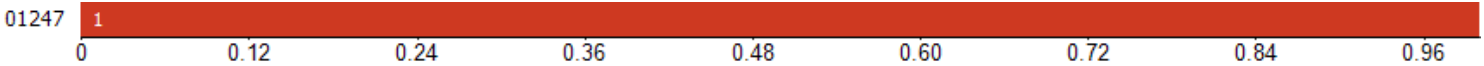
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: Adams, MA 01220, Lanesborough, MA 01237, North Adams, MA 01247, Savoy, MA 01256, Williamstown, MA 01267; Property Type: Single Family Residence



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

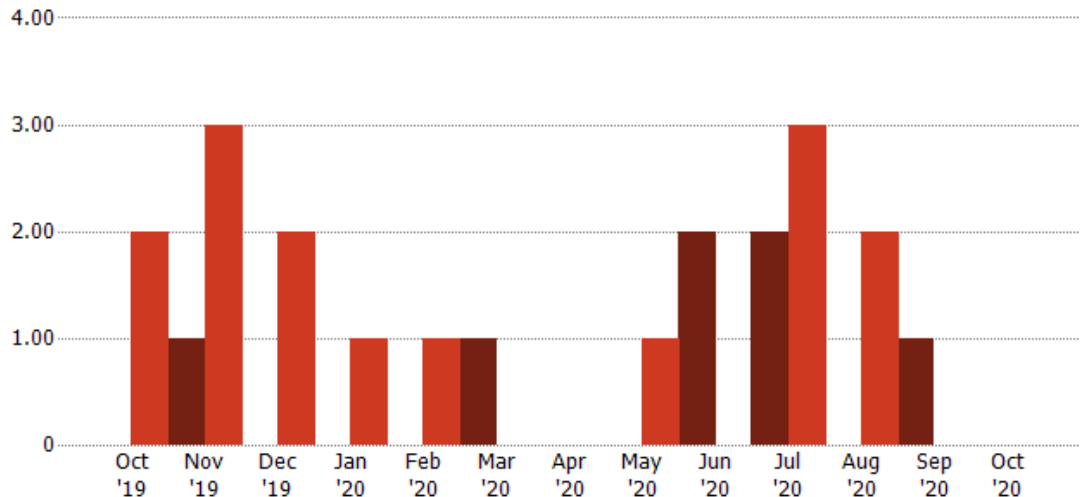


Distressed Sales

The count of distressed residential properties sold each month.

Filters Used

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



	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	-	1	-	-	-	1	-	-	2	2	-	1	-
Prior Year	2	3	2	1	1	-	-	1	-	3	2	-	-
Percent Change from Prior Year	-100%	-67%	-100%	-100%	-100%	100%	-	-100%	100%	-33%	-100%	100%	-

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
01220	16	\$2,562,200	7	\$1,432,102	\$204,586	\$154,000	\$104	\$115	64
01237	13	\$3,481,900	3	\$1,636,000	\$545,333	\$529,000	\$196	\$156	50
01247	28	\$5,333,932	19	\$3,006,730	\$158,249	\$144,900	\$97	\$99	22
01256	1	\$139,900	2	\$635,000	\$317,500	\$317,500	\$162	\$162	10
01267	21	\$10,108,700	10	\$4,601,665	\$460,167	\$425,000	\$210	\$181	31

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		