



## 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	72	85	-15.3%	1,978	2,104	-6%
New Listing Volume	\$37,315,200	\$32,027,184	+16.5%	\$874,480,109	\$775,962,738	+12.7%
Active Listing Count	250	584	-57.2%	N/A	N/A	
Active Listing Volume	\$229,125,758	\$356,773,187	-35.8%	N/A	N/A	
Median Listing Price	\$489,000	\$377,000	+29.7%	\$403,009	\$362,630	+11.1%
Months of Inventory	1.4	4.8	-70.7%	2.5	7.8	-67.9%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	96	90	+6.7%	2,187	1,780	+22.9%
New Pending Sales Volume	\$46,909,707	\$23,899,530	+96.3%	\$852,931,552	\$529,295,687	+61.1%
Pending Sales Count	167	127	+31.5%	N/A	N/A	
Pending Sales Volume	\$89,543,220	\$32,621,700	+174.5%	N/A	N/A	
Closed Sales Count	108	100	+8%	1,844	1,529	+20.6%
Closed Sales Volume	\$40,114,935	\$35,811,050	+12%	\$688,729,749	\$439,716,042	+56.6%
Median Sales Price	\$267,950	\$238,000	+12.6%	\$271,007	\$223,730	+21.1%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	1	4	-75%	N/A	N/A	

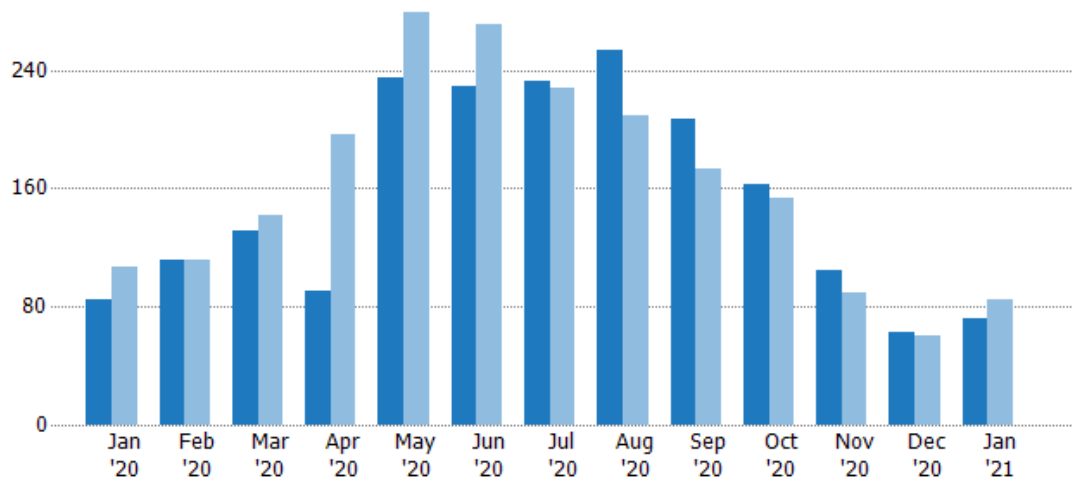
## New Listings

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

### Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	72	-15.3%
Jan '20	85	-20.6%
Jan '19	107	-17.8%



Current Year	85	112	131	91	235	229	232	254	207	163	104	63	72
Prior Year	107	112	142	196	279	271	228	209	173	153	89	60	85
Percent Change from Prior Year	-21%	0%	-8%	-54%	-16%	-15%	2%	22%	20%	7%	17%	5%	-15%

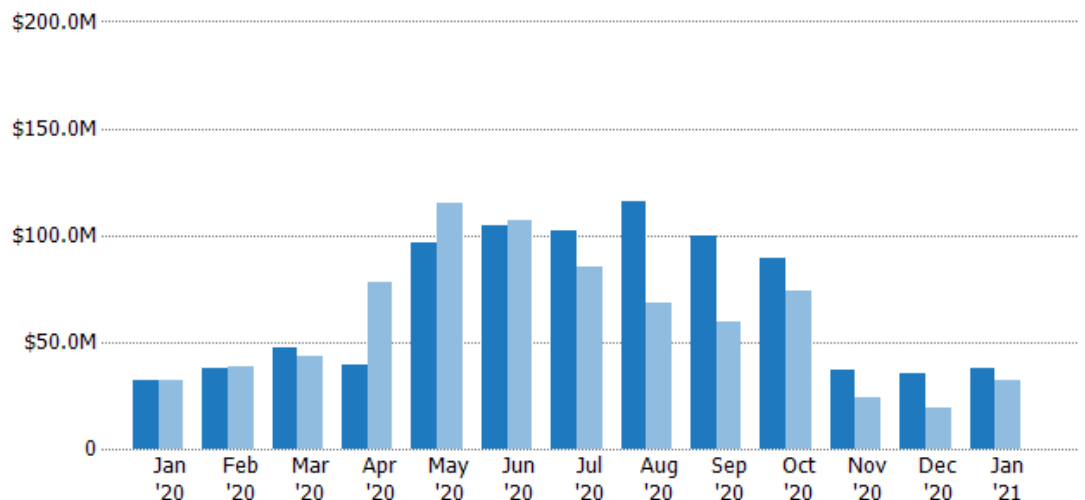
## New Listing Volume

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.
Jan '21	\$37.3M	16.5%
Jan '20	\$32M	-0.7%
Jan '19	\$32.2M	-14.4%



Current Year	\$32M	\$37.8M	\$47.7M	\$39.2M	\$96.6M	\$105M	\$102M	\$116M	\$100M	\$88.9M	\$37.2M	\$35.5M	\$37.3M
Prior Year	\$32.2M	\$38.6M	\$43.3M	\$77.7M	\$115M	\$107M	\$85.1M	\$68.3M	\$59.6M	\$74M	\$24M	\$19.4M	\$32M
Percent Change from Prior Year	-1%	-2%	10%	-50%	-16%	-2%	20%	70%	67%	20%	55%	83%	17%

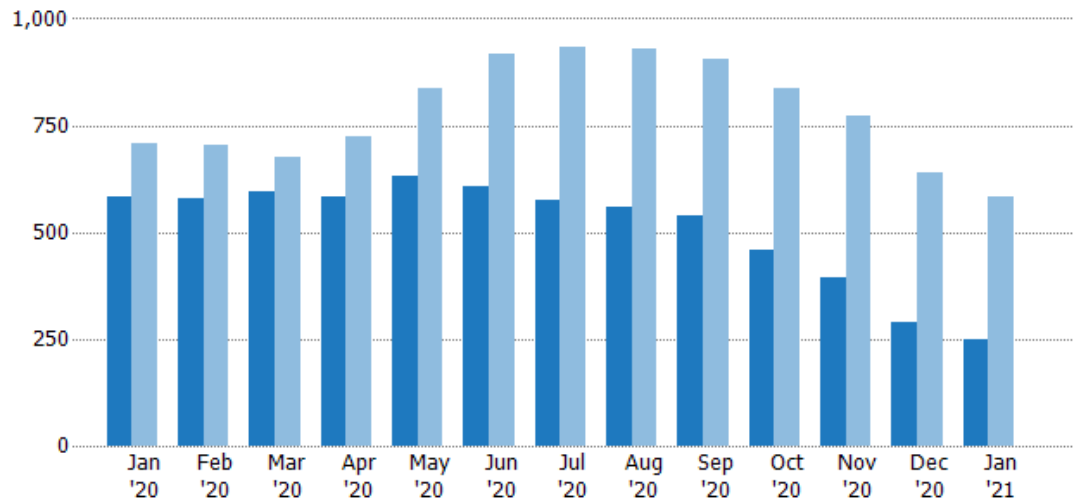
## Active Listings

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.
Jan '21	250	-57.2%
Jan '20	584	-17.6%
Jan '19	709	-5.2%



Current Year	584	581	595	585	632	606	573	560	540	460	393	290	250
Prior Year	709	702	677	722	837	917	934	930	906	838	771	640	584
Percent Change from Prior Year	-18%	-17%	-12%	-19%	-24%	-34%	-39%	-40%	-40%	-45%	-49%	-55%	-57%

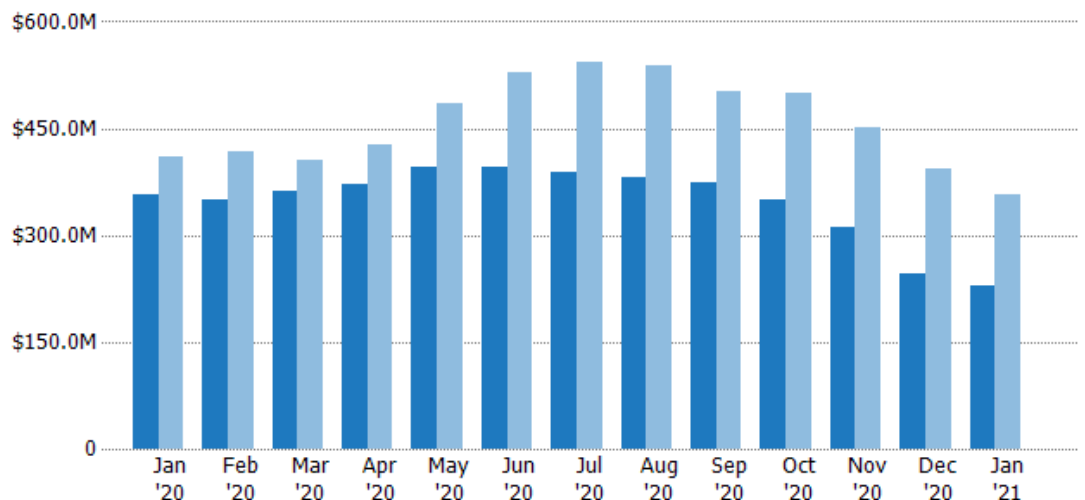
## Active Listing Volume

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.
Jan '21	\$229M	-35.8%
Jan '20	\$357M	-13.2%
Jan '19	\$411M	-19.6%



Current Year	\$357M	\$350M	\$363M	\$371M	\$397M	\$397M	\$388M	\$381M	\$373M	\$350M	\$310M	\$246M	\$229M
Prior Year	\$411M	\$418M	\$406M	\$427M	\$484M	\$528M	\$542M	\$539M	\$501M	\$500M	\$450M	\$394M	\$357M
Percent Change from Prior Year	-13%	-16%	-11%	-13%	-18%	-25%	-28%	-29%	-25%	-30%	-31%	-38%	-36%

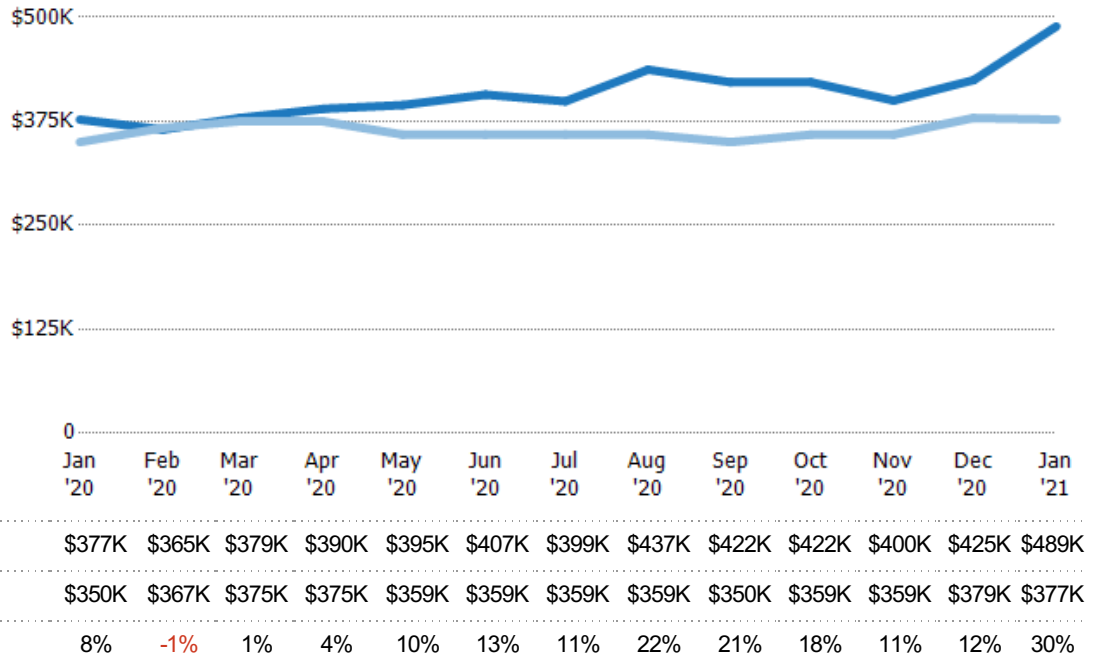
## Median Listing Price

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.
Jan '21	\$489K	29.7%
Jan '20	\$377K	7.7%
Jan '19	\$350K	-8.7%

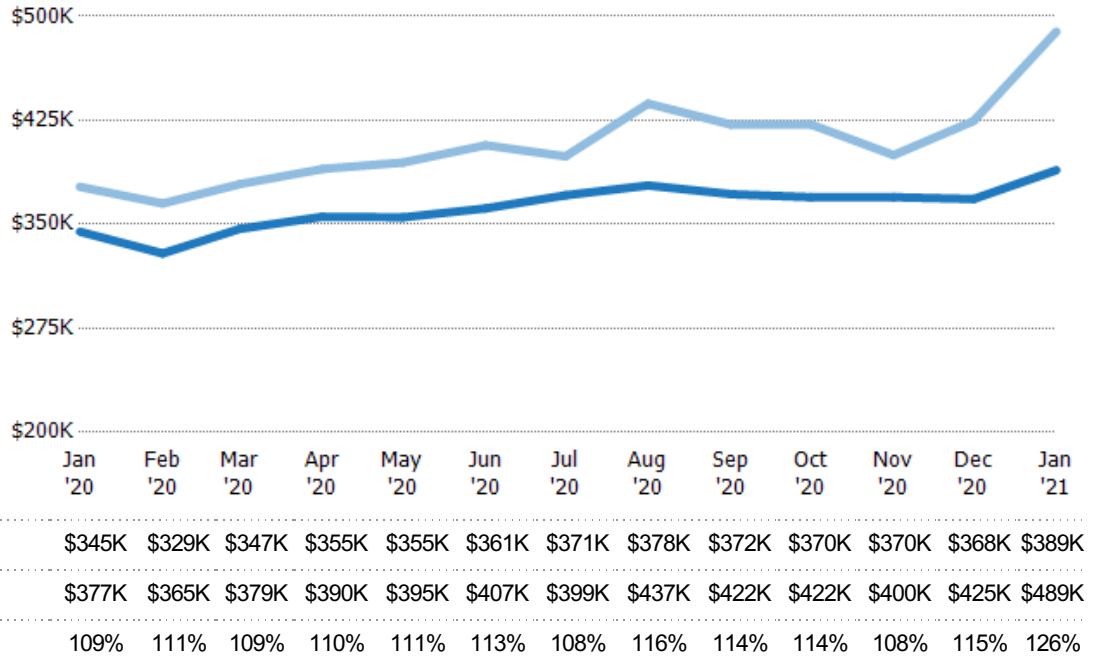


## Median Listing Price vs Median Est Value

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



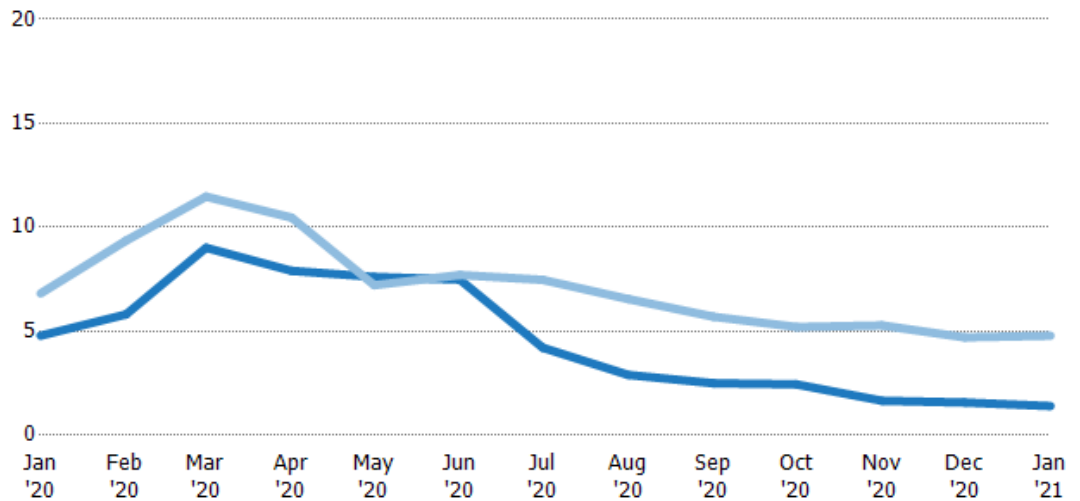
## Months of Inventory

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.
Jan '21	1.4	-70.7%
Jan '20	4.79	-29.8%
Jan '19	6.82	-2.4%



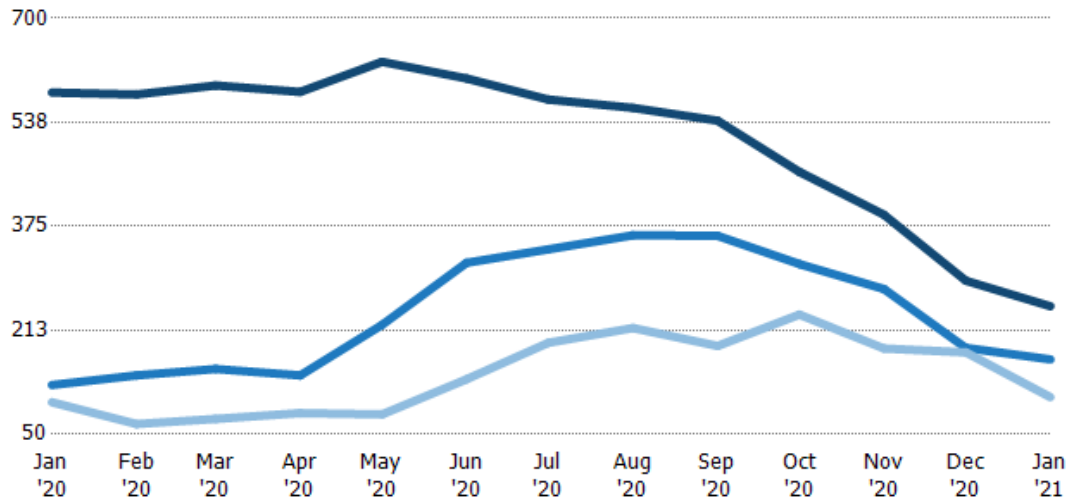
Current Year	4.79	5.81	9.02	7.91	7.61	7.48	4.21	2.9	2.5	2.45	1.66	1.58	1.4
Prior Year	6.82	9.36	11.5	10.5	7.22	7.71	7.47	6.55	5.7	5.2	5.28	4.71	4.79
Percent Change from Prior Year	-30%	-38%	-21%	-24%	6%	-3%	-44%	-56%	-56%	-53%	-69%	-67%	-71%

## 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	584	581	595	585	632	606	573	560	540	460	393	290	250
Pending	127	142	152	142	221	318	339	361	360	316	277	185	167
Sold	100	66	74	83	81	136	193	216	188	237	184	178	108

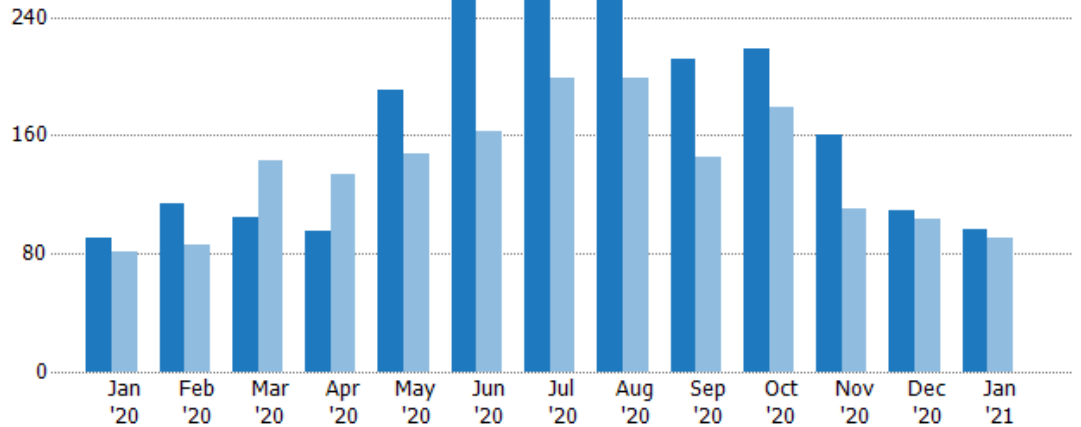
## New Pending Sales

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.
Jan '21	96	6.7%
Jan '20	90	11.1%
Jan '19	81	-22.2%



Current Year	90	114	104	95	191	260	268	269	212	219	160	109	96
Prior Year	81	86	143	134	148	163	199	199	145	179	110	103	90
Percent Change from Prior Year	11%	33%	-27%	-29%	29%	60%	35%	35%	46%	22%	45%	6%	7%

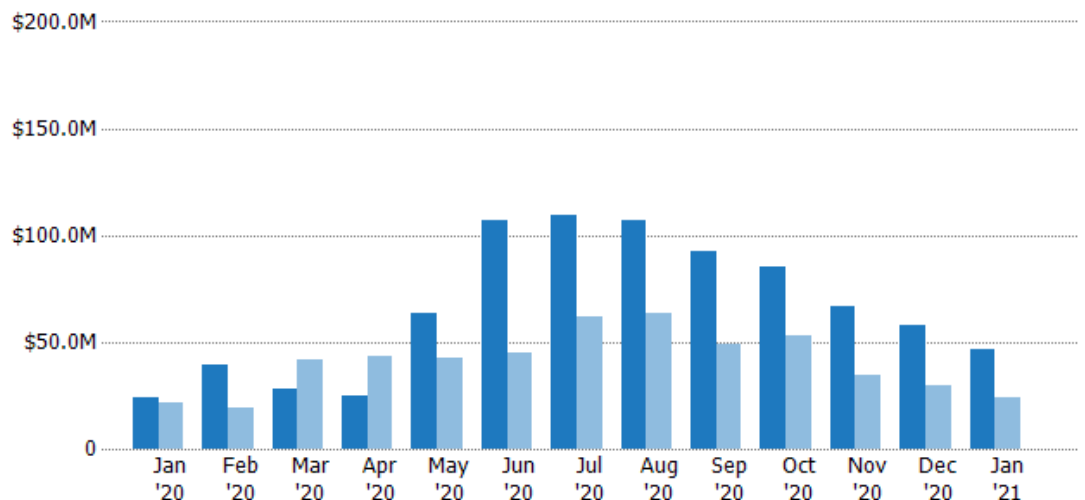
## New Pending Sales Volume

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.
Jan '21	\$46.9M	96.3%
Jan '20	\$23.9M	8.9%
Jan '19	\$21.9M	-27.7%



Current Year	\$23.9M	\$39.3M	\$27.9M	\$25M	\$63.5M	\$107M	\$110M	\$107M	\$92.3M	\$85.6M	\$66.9M	\$58M	\$46.9M
Prior Year	\$21.9M	\$19.5M	\$41.9M	\$43.6M	\$42.4M	\$45.1M	\$61.6M	\$63.3M	\$48.6M	\$52.9M	\$34.9M	\$29.8M	\$23.9M
Percent Change from Prior Year	9%	102%	-33%	-43%	50%	138%	78%	69%	90%	62%	92%	95%	96%

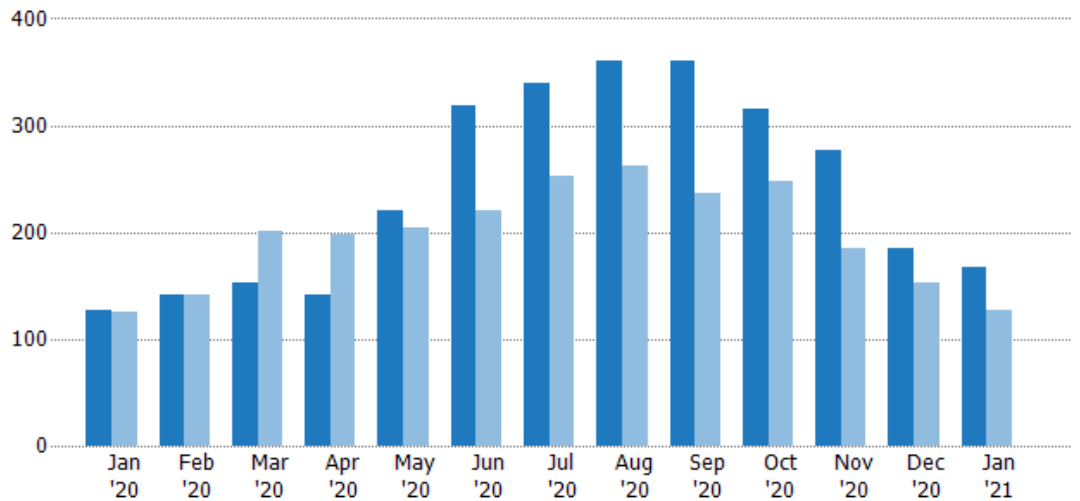
## Pending Sales

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.
Jan '21	167	31.5%
Jan '20	127	1.6%
Jan '19	125	-17.6%



Current Year	127	142	152	142	221	318	339	361	360	316	277	185	167
Prior Year	125	141	201	197	204	221	252	262	236	247	185	153	127
Percent Change from Prior Year	2%	1%	-24%	-28%	8%	44%	35%	38%	53%	28%	50%	21%	31%

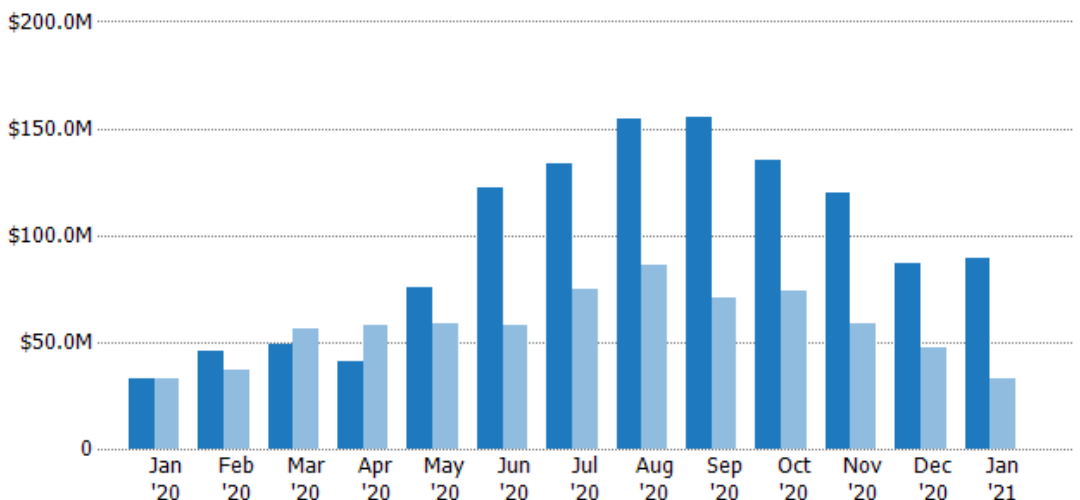
## Pending Sales Volume

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.
Jan '21	\$89.5M	174.5%
Jan '20	\$32.6M	-0.5%
Jan '19	\$32.8M	-7.3%



Current Year	\$32.6M	\$45.6M	\$49.3M	\$41.1M	\$75.9M	\$122M	\$133M	\$154M	\$155M	\$135M	\$120M	\$87M	\$89.5M
Prior Year	\$32.8M	\$36.7M	\$56.4M	\$57.9M	\$58.6M	\$58.1M	\$74.4M	\$86.1M	\$70.5M	\$74M	\$58.3M	\$47.4M	\$32.6M
Percent Change from Prior Year	0%	24%	-13%	-29%	30%	111%	79%	79%	120%	83%	105%	84%	174%



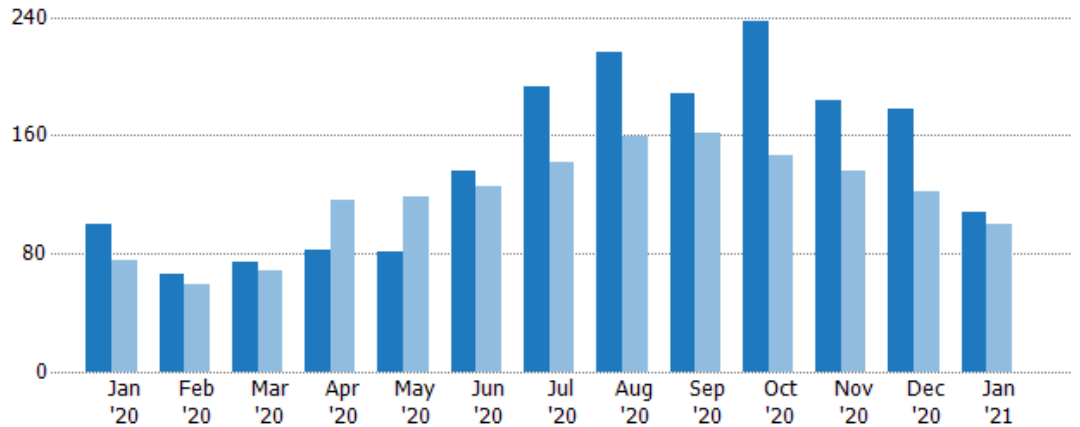
## Closed Sales

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.
Jan '21	108	8%
Jan '20	100	33.3%
Jan '19	75	-16%



Current Year	100	66	74	83	81	136	193	216	188	237	184	178	108
Prior Year	75	59	69	116	119	125	142	159	161	146	136	122	100
Percent Change from Prior Year	33%	12%	7%	-28%	-32%	9%	36%	36%	17%	62%	35%	46%	8%

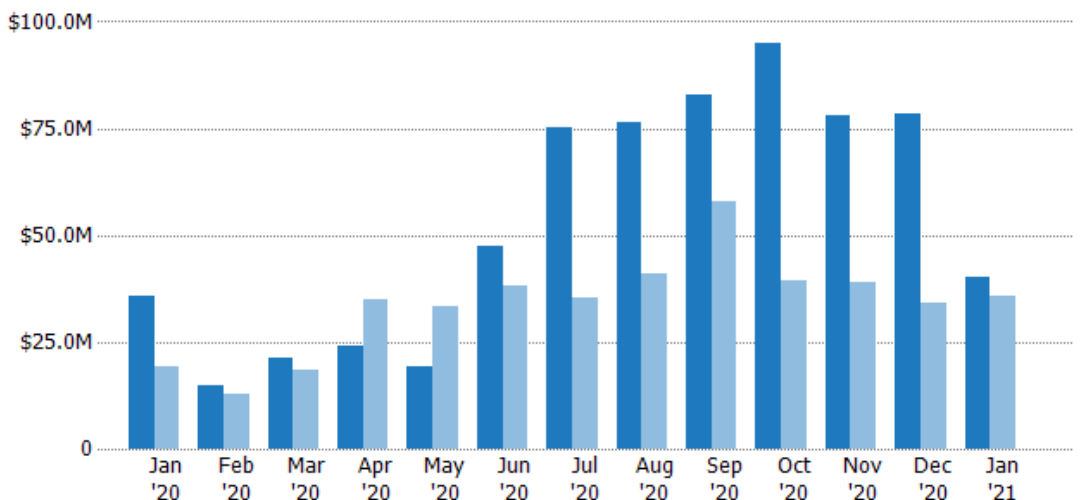
## Closed Sales Volume

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.
Jan '21	\$40.1M	12%
Jan '20	\$35.8M	87.4%
Jan '19	\$19.1M	-17.7%



Current Year	\$35.8M	\$14.7M	\$21.2M	\$24.2M	\$19.3M	\$47.5M	\$75.3M	\$76.3M	\$83M	\$94.9M	\$78.2M	\$78.2M	\$40.1M
Prior Year	\$19.1M	\$12.7M	\$18.4M	\$35.1M	\$33.3M	\$38.2M	\$35.3M	\$41M	\$58.1M	\$39.3M	\$38.9M	\$34.3M	\$35.8M
Percent Change from Prior Year	87%	16%	15%	-31%	-42%	24%	113%	86%	43%	141%	101%	128%	12%

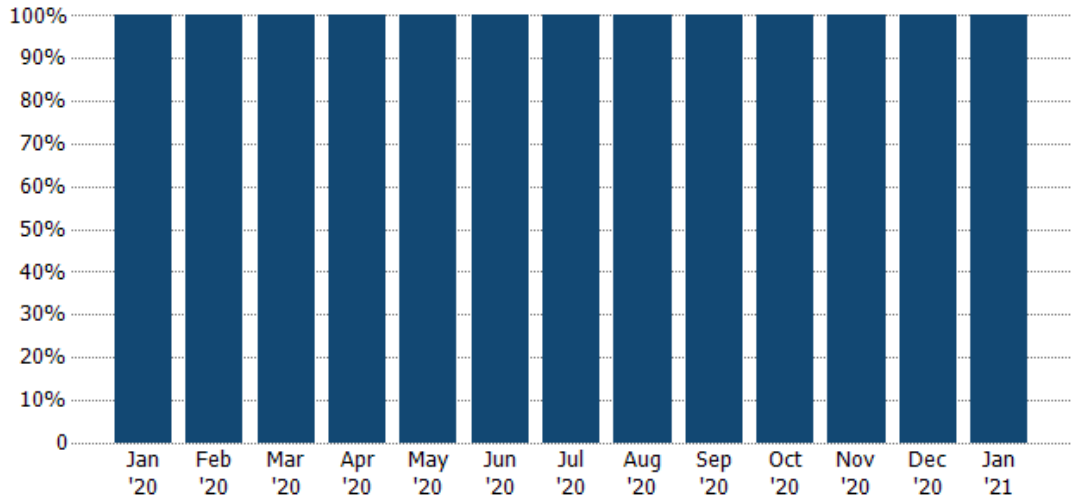


## Closed Sales by Property Type

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



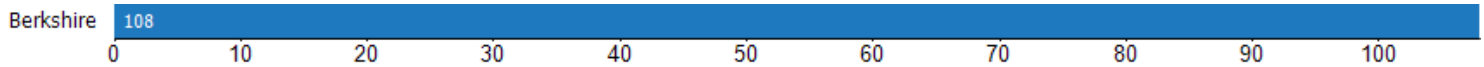
Single Family Residence

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.

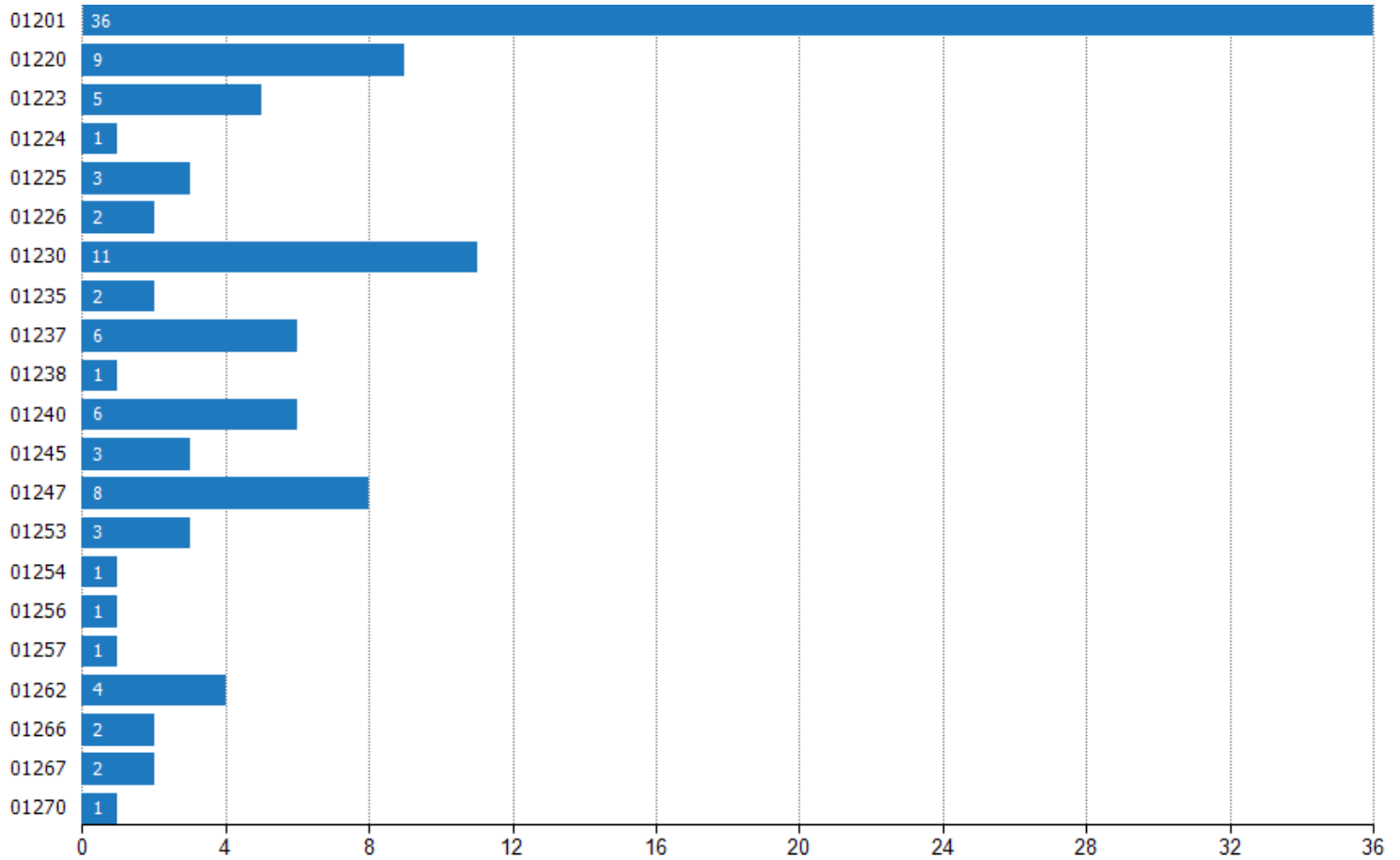
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



## 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



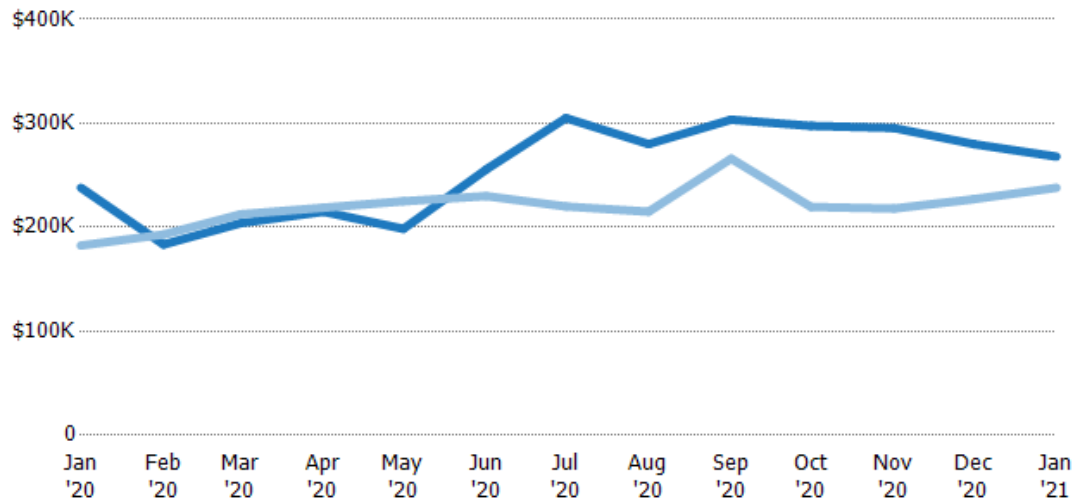
## Median Sales Price

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.
Jan '21	\$268K	12.6%
Jan '20	\$238K	30.4%
Jan '19	\$183K	12.3%



Current Year	\$238K	\$183K	\$204K	\$215K	\$199K	\$256K	\$305K	\$280K	\$304K	\$298K	\$296K	\$280K	\$268K
Prior Year	\$183K	\$193K	\$213K	\$219K	\$225K	\$230K	\$220K	\$215K	\$266K	\$220K	\$218K	\$227K	\$238K
Percent Change from Prior Year	30%	-5%	-4%	-2%	-12%	11%	39%	30%	14%	36%	36%	23%	13%

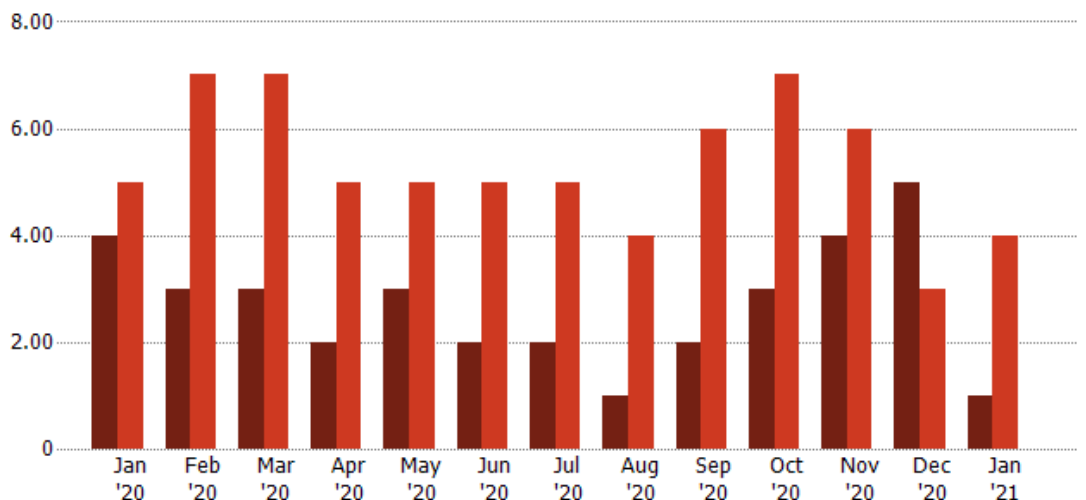
## Distressed Listings

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

Month/Year	Count	% Chg.
Jan '21	1	-75%
Jan '20	4	-20%
Jan '19	5	40%

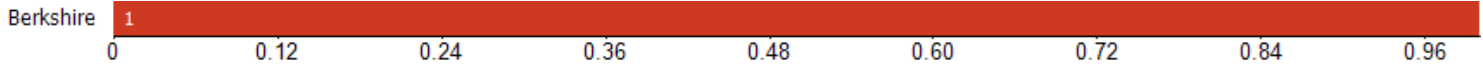


Current Year	4	3	3	2	3	2	2	1	2	3	4	5	1
Prior Year	5	7	7	5	5	5	5	4	6	7	6	3	4
Percent Change from Prior Year	-20%	-57%	-57%	-60%	-40%	-60%	-60%	-75%	-67%	-57%	-33%	67%	-75%

## 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.

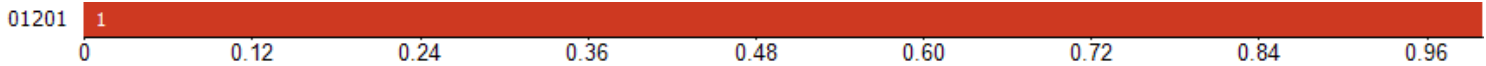
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family Residence



## 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

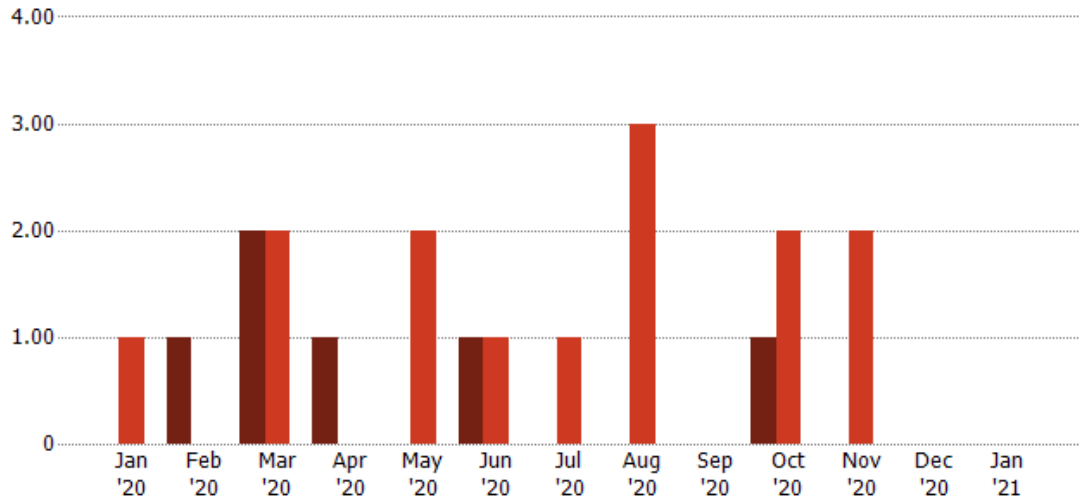


## Distressed Sales

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	-	1	2	1	-	1	-	-	-	1	-	-	-
Prior Year	1	-	2	-	2	1	1	3	-	2	2	-	-
Percent Change from Prior Year	-100%	100%	0%	100%	-100%	0%	-100%	-100%	-	-50%	-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
01201	40	\$11,087,520	36	\$8,137,199	\$226,033	\$198,000	\$145	\$145	17
01220	10	\$1,643,700	9	\$1,874,400	\$208,267	\$204,900	\$140	\$136	26
01223	8	\$2,445,900	5	\$2,449,899	\$489,980	\$255,000	\$375	\$179	22
01224			1	\$95,000	\$95,000	\$95,000	\$58	\$58	59
01225	7	\$1,563,100	3	\$726,000	\$242,000	\$270,000	\$230	\$187	56
01226	3	\$699,800	2	\$564,987	\$282,494	\$282,494	\$163	\$163	57
01230	21	\$28,930,700	11	\$5,646,500	\$513,318	\$486,000	\$203	\$204	46
01235	3	\$1,727,400	2	\$893,900	\$446,950	\$446,950	\$162	\$162	59
01237	3	\$513,800	6	\$2,218,200	\$369,700	\$282,500	\$159	\$161	42
01238	4	\$819,600	1	\$435,000	\$435,000	\$435,000	\$263	\$263	167
01240	9	\$8,882,900	6	\$5,386,500	\$897,750	\$655,000	\$228	\$236	69
01245	1	\$475,000	3	\$1,227,850	\$409,283	\$430,350	\$255	\$252	46
01247	15	\$2,120,800	8	\$1,995,000	\$249,375	\$163,250	\$138	\$118	14
01253	5	\$1,767,000	3	\$942,500	\$314,167	\$335,000	\$229	\$239	48
01254	6	\$2,788,900	1	\$400,000	\$400,000	\$400,000	\$215	\$215	40
01256			1	\$20,000	\$20,000	\$20,000	\$20	\$20	85
01257	4	\$5,915,000	1	\$445,000	\$445,000	\$445,000	\$220	\$220	27
01262	4	\$7,388,000	4	\$2,181,000	\$545,250	\$531,250	\$372	\$296	60
01266	6	\$2,970,000	2	\$3,370,000	\$1,685,000	\$1,685,000	\$374	\$374	88
01267	13	\$5,721,200	2	\$775,000	\$387,500	\$387,500	\$123	\$123	153
01270	1	\$239,900	1	\$331,000	\$331,000	\$331,000	\$147	\$147	107

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