

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

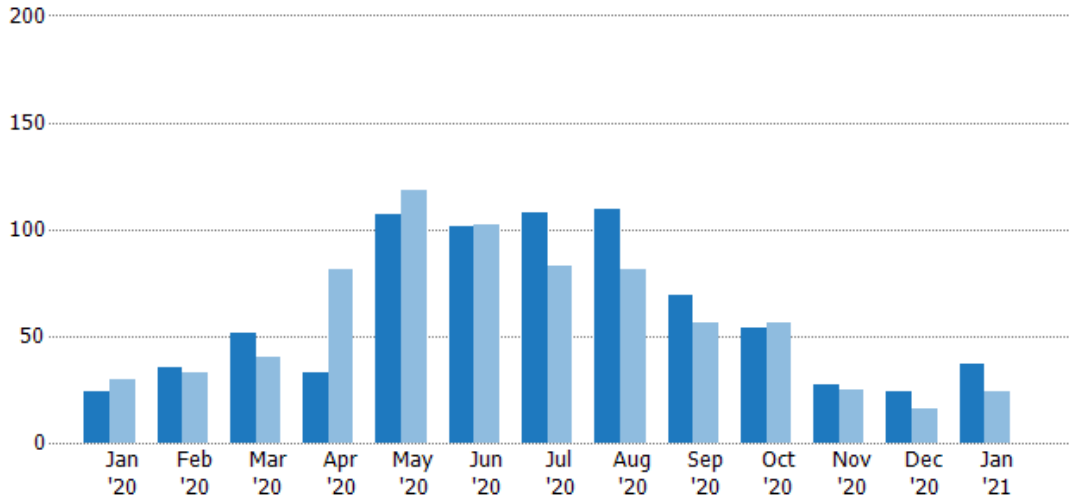
Key Metrics	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	37	24	+54.2%	779	745	+4.6%
New Listing Volume	\$22,484,500	\$15,650,600	+43.7%	\$505,856,315	\$409,147,450	+23.6%
Active Listing Count	134	304	-55.9%	N/A	N/A	
Active Listing Volume	\$159,973,075	\$231,361,853	-30.9%	N/A	N/A	
Median Listing Price	\$699,500	\$475,000	+47.3%	\$540,166	\$460,487	+17.3%
Months of Inventory	1.9	9.2	-79.2%	3.8	13.2	-71%
Sales Activity Charts Metrics						
New Pending Sales Count	40	30	+33.3%	822	551	+49.2%
New Pending Sales Volume	\$28,787,400	\$13,914,830	+106.9%	\$463,876,752	\$240,584,675	+92.8%
Pending Sales Count	62	38	+63.2%	N/A	N/A	
Pending Sales Volume	\$54,049,100	\$16,651,100	+224.6%	N/A	N/A	
Closed Sales Count	32	35	-8.6%	707	473	+49.5%
Closed Sales Volume	\$19,903,249	\$19,856,000	+0.2%	\$371,725,776	\$198,753,204	+87%
Median Sales Price	\$432,675	\$450,000	-3.9%	\$415,190	\$340,032	+22.1%
Distressed Charts Metrics						
Distressed Listing Count	-	-	-	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: 17 Selected
 Property Type: Single Family Residence



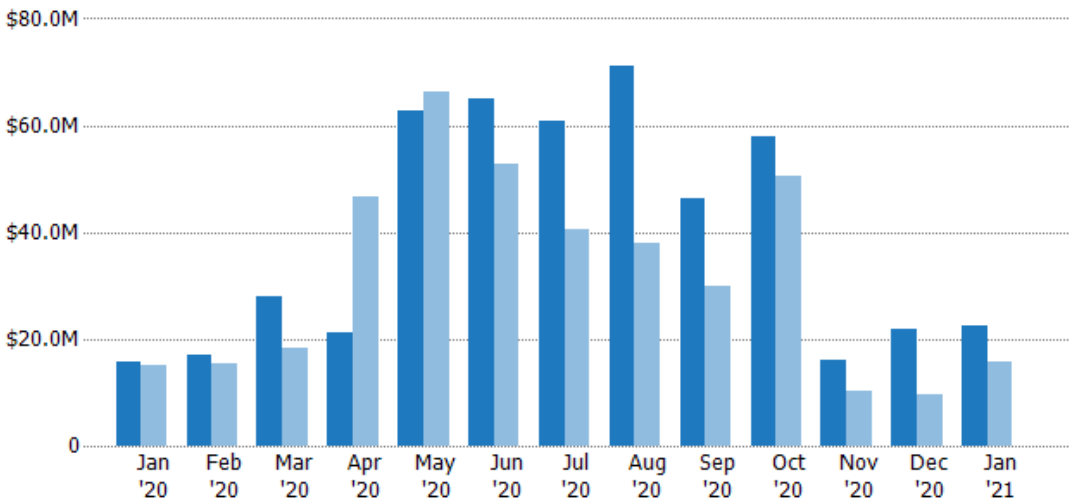
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	24	35	51	33	107	101	108	109	69	54	27	24	37
Prior Year	30	33	40	81	118	102	83	81	56	56	25	16	24
Percent Change from Prior Year	-20%	6%	28%	-59%	-9%	-1%	30%	35%	23%	-4%	8%	50%	54%

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



	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	\$15.7M	\$17M	\$27.8M	\$21.1M	\$62.8M	\$65.1M	\$60.9M	\$71.3M	\$46.3M	\$57.9M	\$15.9M	\$21.7M	\$22.5M
Prior Year	\$15.2M	\$15.4M	\$18.3M	\$46.7M	\$66.4M	\$52.8M	\$40.5M	\$38M	\$30M	\$50.4M	\$10.4M	\$9.48M	\$15.7M
Percent Change from Prior Year	3%	10%	52%	-55%	-5%	23%	50%	88%	54%	15%	53%	129%	44%

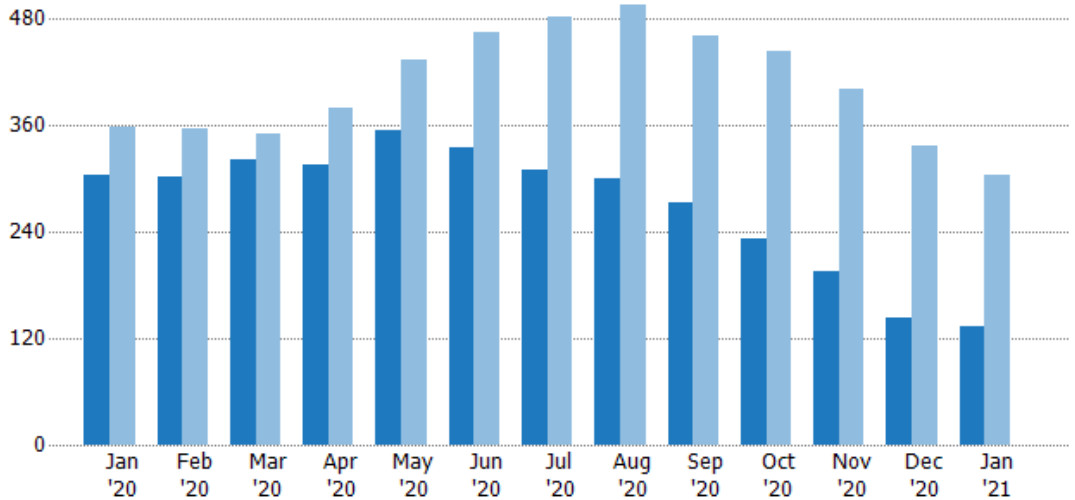
Active Listings

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.
Jan '21	134	-55.9%
Jan '20	304	-15.3%
Jan '19	359	-12.5%



Current Year	304	303	321	316	354	336	310	300	274	233	196	144	134
Prior Year	359	357	351	380	435	466	482	496	461	444	402	337	304
Percent Change from Prior Year	-15%	-15%	-9%	-17%	-19%	-28%	-36%	-40%	-41%	-48%	-51%	-57%	-56%

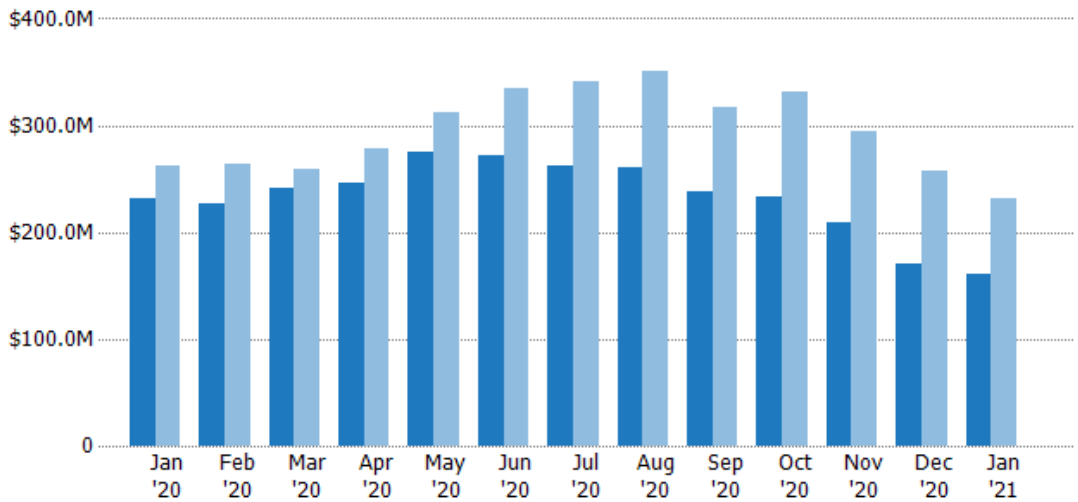
Active Listing Volume

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.
Jan '21	\$160M	-30.9%
Jan '20	\$231M	-11.6%
Jan '19	\$262M	-23.3%



Current Year	\$231M	\$226M	\$241M	\$246M	\$275M	\$273M	\$263M	\$261M	\$237M	\$233M	\$209M	\$170M	\$160M
Prior Year	\$262M	\$264M	\$258M	\$279M	\$312M	\$335M	\$342M	\$351M	\$317M	\$332M	\$294M	\$257M	\$231M
Percent Change from Prior Year	-12%	-14%	-7%	-12%	-12%	-19%	-23%	-26%	-25%	-30%	-29%	-34%	-31%

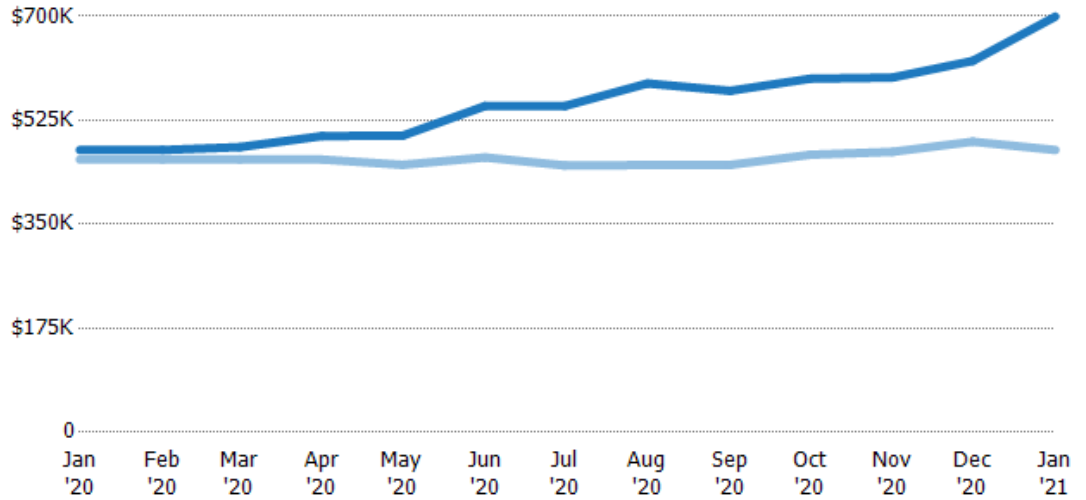
Median Listing Price

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.
Jan '21	\$700K	47.3%
Jan '20	\$475K	3.5%
Jan '19	\$459K	-3.3%



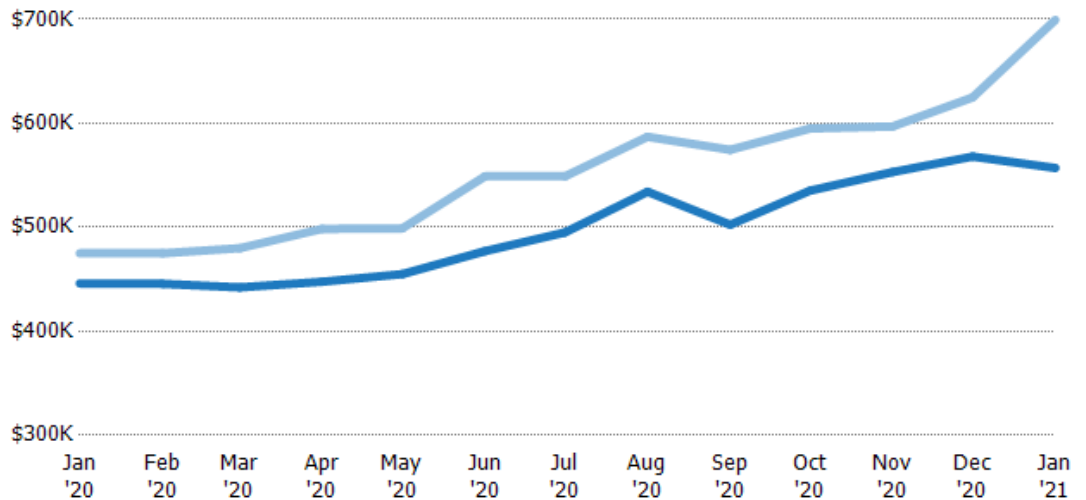
Current Year	\$475K	\$475K	\$480K	\$499K	\$499K	\$549K	\$549K	\$587K	\$575K	\$595K	\$597K	\$625K	\$700K
Prior Year	\$459K	\$459K	\$459K	\$459K	\$450K	\$463K	\$449K	\$450K	\$450K	\$467K	\$472K	\$489K	\$475K
Percent Change from Prior Year	3%	3%	5%	9%	11%	19%	22%	31%	28%	27%	26%	28%	47%

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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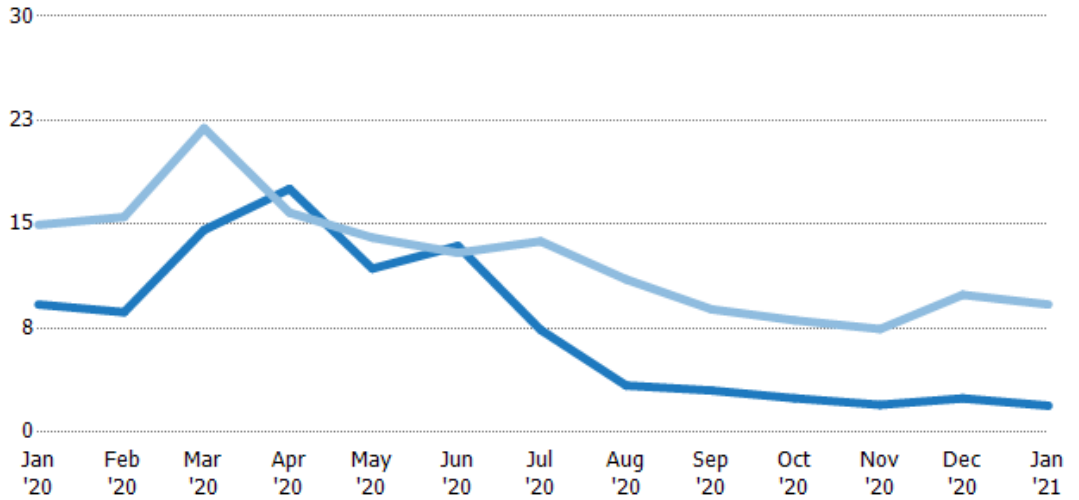
Median Est Value	\$446K	\$446K	\$442K	\$448K	\$455K	\$477K	\$495K	\$534K	\$502K	\$535K	\$553K	\$568K	\$557K
Median Listing Price	\$475K	\$475K	\$480K	\$499K	\$499K	\$549K	\$549K	\$587K	\$575K	\$595K	\$597K	\$625K	\$700K
Med Listing Price as a % of Med Est Value	107%	107%	109%	111%	110%	115%	111%	110%	114%	111%	108%	110%	126%

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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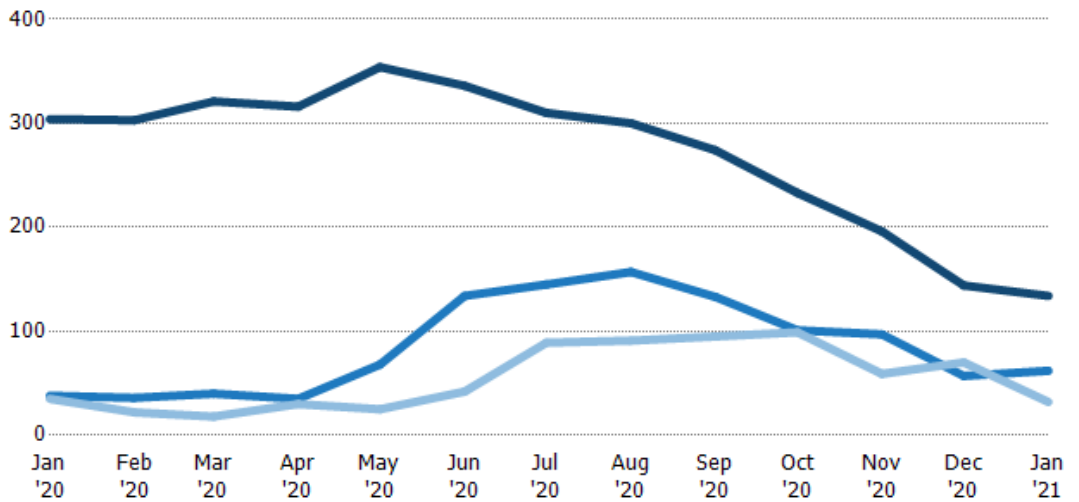
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	9.21	8.66	14.6	17.6	11.8	13.4	7.38	3.37	3.01	2.45	1.98	2.44	1.91
Prior Year	15	15.5	21.9	15.8	14	12.9	13.8	11	8.87	8.07	7.44	9.91	9.21
Percent Change from Prior Year	-38%	-44%	-33%	11%	-16%	4%	-46%	-69%	-66%	-70%	-73%	-75%	-79%

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



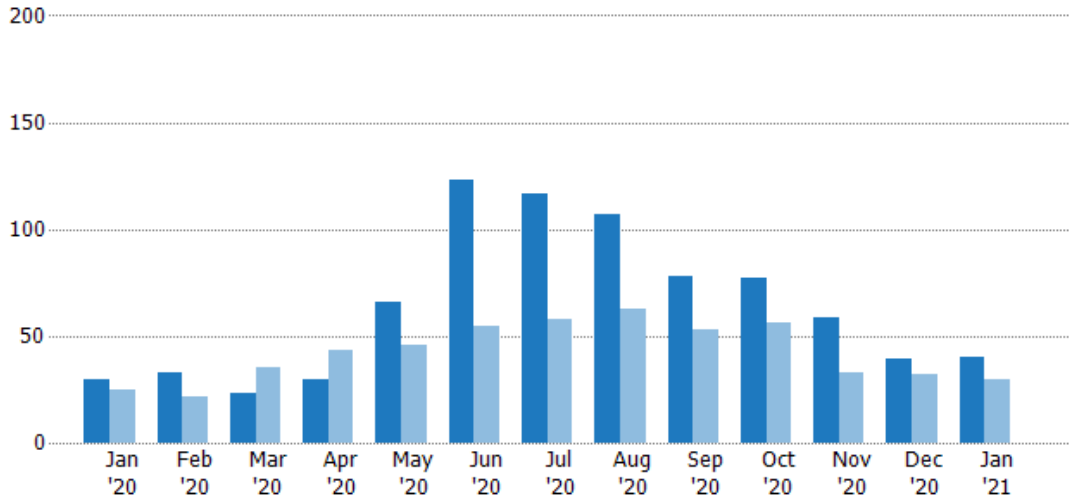
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	304	303	321	316	354	336	310	300	274	233	196	144	134
Pending	38	36	40	35	68	134	145	157	133	101	97	57	62
Sold	35	22	18	30	25	42	89	91	95	99	59	70	32

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



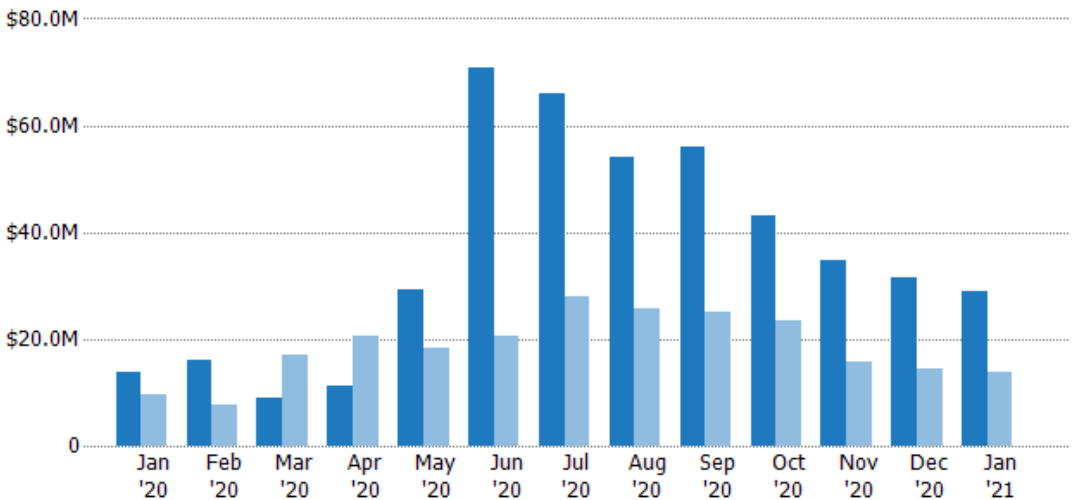
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	30	33	23	30	66	123	117	107	78	77	59	39	40
Prior Year	25	22	35	43	46	55	58	63	53	56	33	32	30
Percent Change from Prior Year	20%	50%	-34%	-30%	43%	124%	102%	70%	47%	38%	79%	22%	33%

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



	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	\$13.9M	\$16.1M	\$8.88M	\$11.3M	\$29.2M	\$70.7M	\$66M	\$53.9M	\$56M	\$43M	\$34.7M	\$31.5M	\$28.8M
Prior Year	\$9.48M	\$7.63M	\$17.2M	\$20.6M	\$18.3M	\$20.6M	\$28M	\$25.8M	\$25.2M	\$23.6M	\$15.8M	\$14.5M	\$13.9M
Percent Change from Prior Year	47%	111%	-48%	-45%	60%	243%	136%	109%	122%	82%	119%	117%	107%

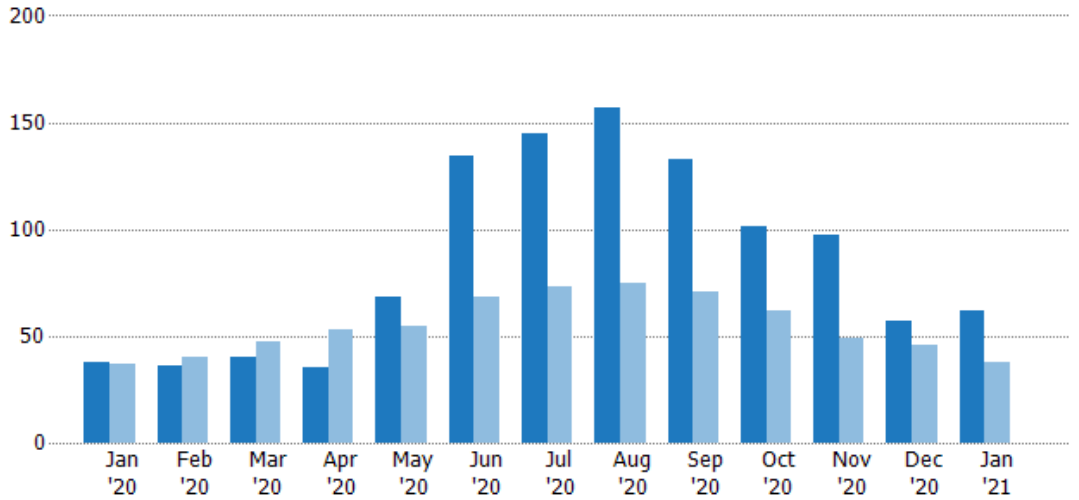
Pending Sales

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

Month/Year	Count	% Chg.
Jan '21	62	63.2%
Jan '20	38	2.7%
Jan '19	37	-27%



Current Year	38	36	40	35	68	134	145	157	133	101	97	57	62
Prior Year	37	40	47	53	55	68	73	75	71	62	49	46	38
Percent Change from Prior Year	3%	-10%	-15%	-34%	24%	97%	99%	109%	87%	63%	98%	24%	63%

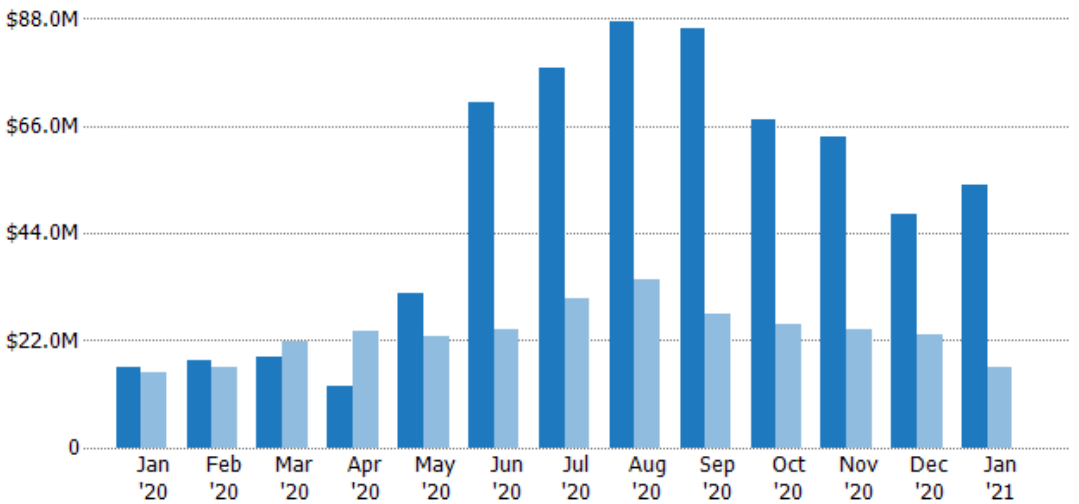
Pending Sales Volume

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

Month/Year	Volume	% Chg.
Jan '21	\$54M	224.6%
Jan '20	\$16.7M	8.4%
Jan '19	\$15.4M	-21.5%



Current Year	\$16.7M	\$17.9M	\$18.7M	\$12.8M	\$31.7M	\$71M	\$77.9M	\$87.6M	\$86.1M	\$67.2M	\$64M	\$47.9M	\$54M
Prior Year	\$15.4M	\$16.4M	\$21.7M	\$23.8M	\$23M	\$24.4M	\$30.7M	\$34.6M	\$27.6M	\$25.2M	\$24.1M	\$23.3M	\$16.7M
Percent Change from Prior Year	8%	10%	-14%	-46%	38%	190%	154%	153%	212%	167%	165%	106%	225%

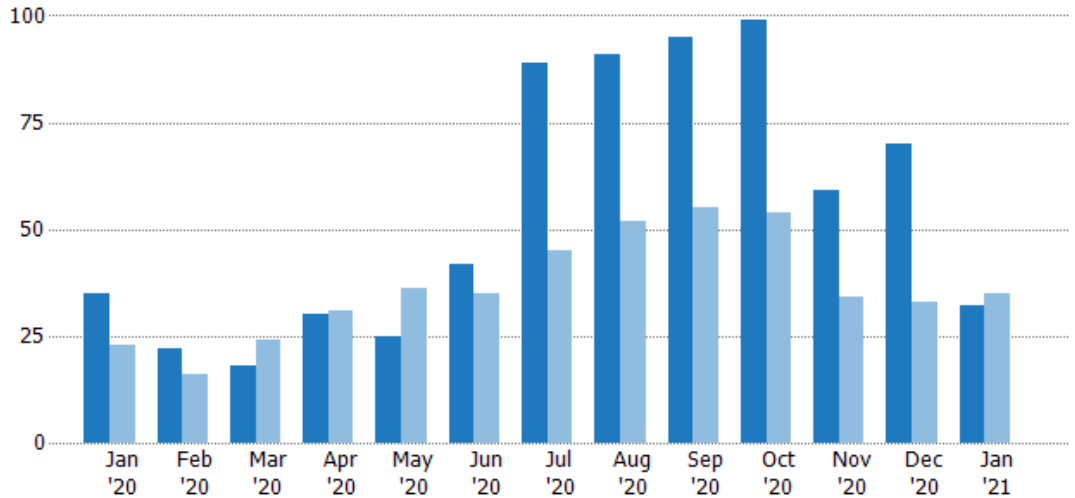
Closed Sales

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.
Jan '21	32	-8.6%
Jan '20	35	52.2%
Jan '19	23	-4.3%



Current Year	35	22	18	30	25	42	89	91	95	99	59	70	32
Prior Year	23	16	24	31	36	35	45	52	55	54	34	33	35
Percent Change from Prior Year	52%	38%	-25%	-3%	-31%	20%	98%	75%	73%	83%	74%	112%	-9%

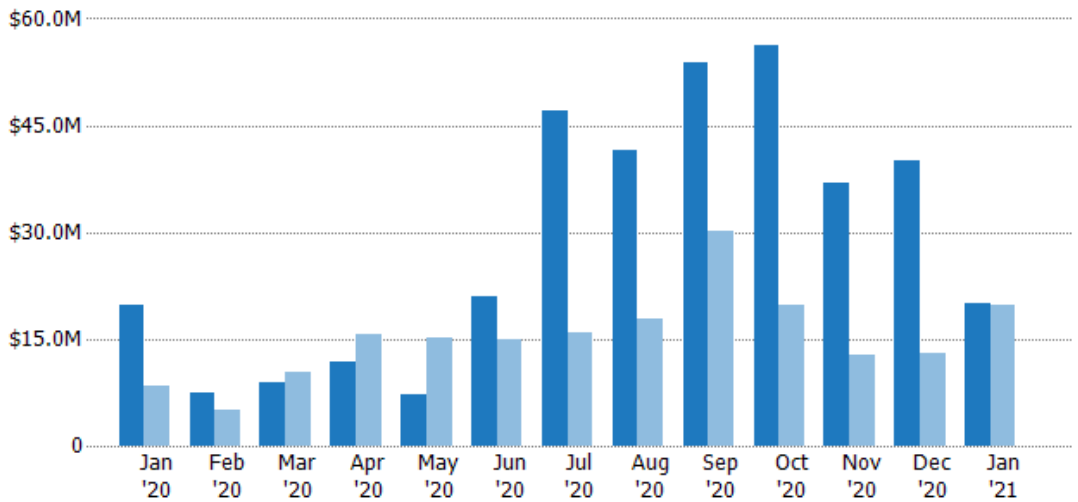
Closed Sales Volume

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

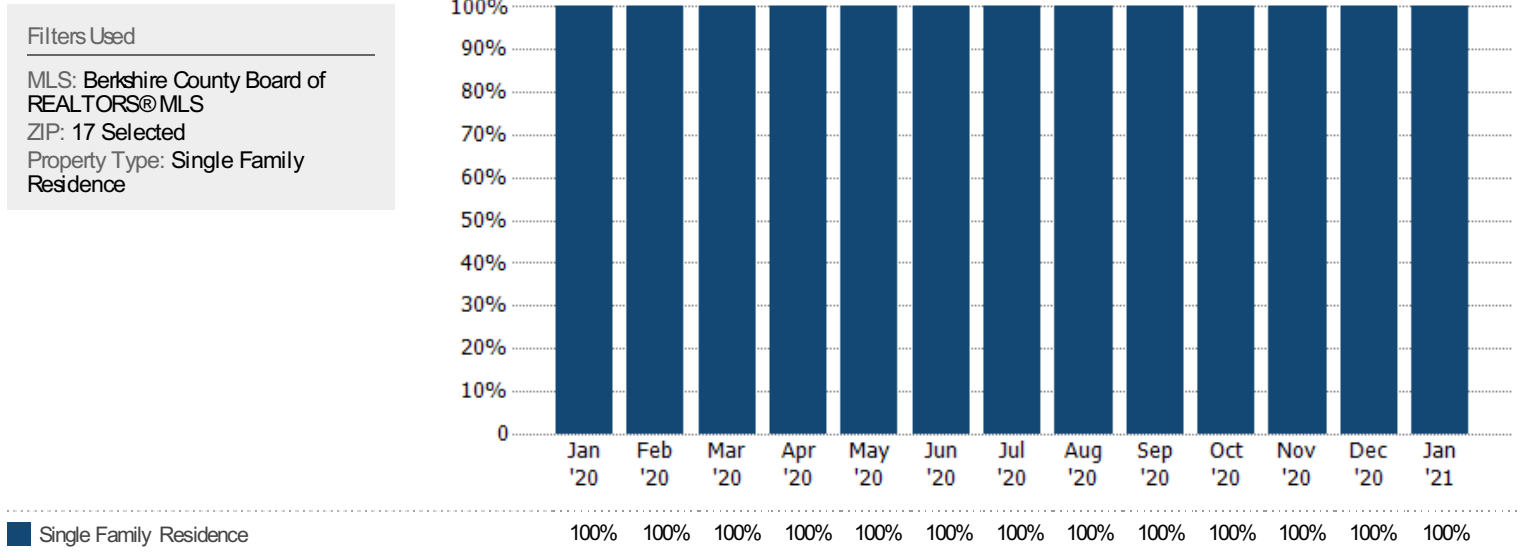
Month/Year	Volume	% Chg.
Jan '21	\$19.9M	0.2%
Jan '20	\$19.9M	137.2%
Jan '19	\$8.37M	-15.3%



Current Year	\$19.9M	\$7.54M	\$8.9M	\$11.7M	\$7.27M	\$21.1M	\$47.1M	\$41.4M	\$53.9M	\$56.2M	\$37M	\$40M	\$19.9M
Prior Year	\$8.37M	\$5.11M	\$10.3M	\$15.7M	\$15.2M	\$15M	\$16M	\$17.9M	\$30M	\$19.7M	\$12.7M	\$12.9M	\$19.9M
Percent Change from Prior Year	137%	48%	-14%	-26%	-52%	41%	195%	132%	79%	185%	192%	209%	0%

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.

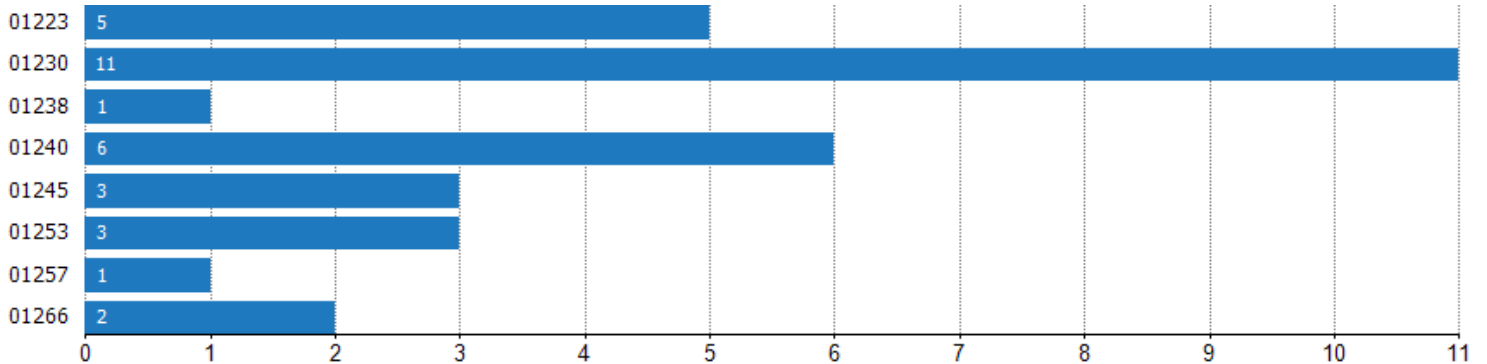
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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: 17 Selected; Property Type: Single Family Residence



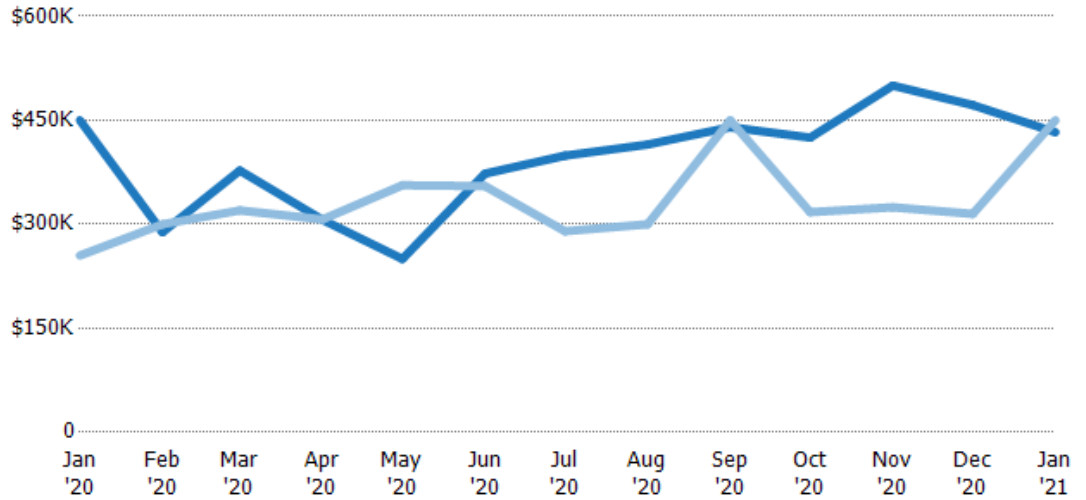
Median Sales Price

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

Filters Used

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

Month/Year	Price	% Chg.
Jan '21	\$433K	-3.9%
Jan '20	\$450K	76.5%
Jan '19	\$255K	15.7%



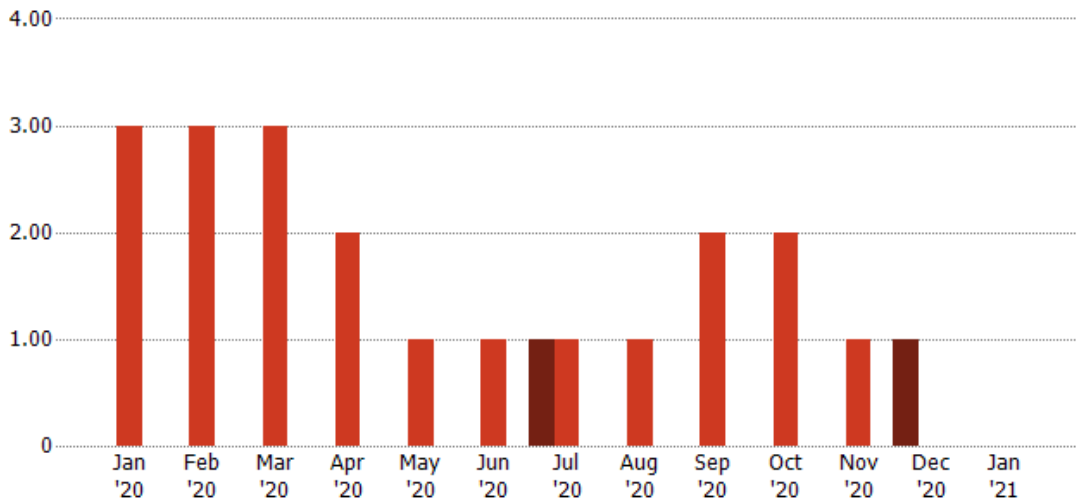
Current Year	\$450K	\$289K	\$378K	\$307K	\$250K	\$373K	\$399K	\$415K	\$440K	\$425K	\$500K	\$472K	\$433K
Prior Year	\$255K	\$300K	\$320K	\$307K	\$356K	\$355K	\$290K	\$300K	\$450K	\$318K	\$325K	\$315K	\$450K
Percent Change from Prior Year	76%	-4%	18%	0%	-30%	5%	38%	38%	-2%	34%	54%	50%	-4%

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: 17 Selected
 Property Type: Single Family Residence



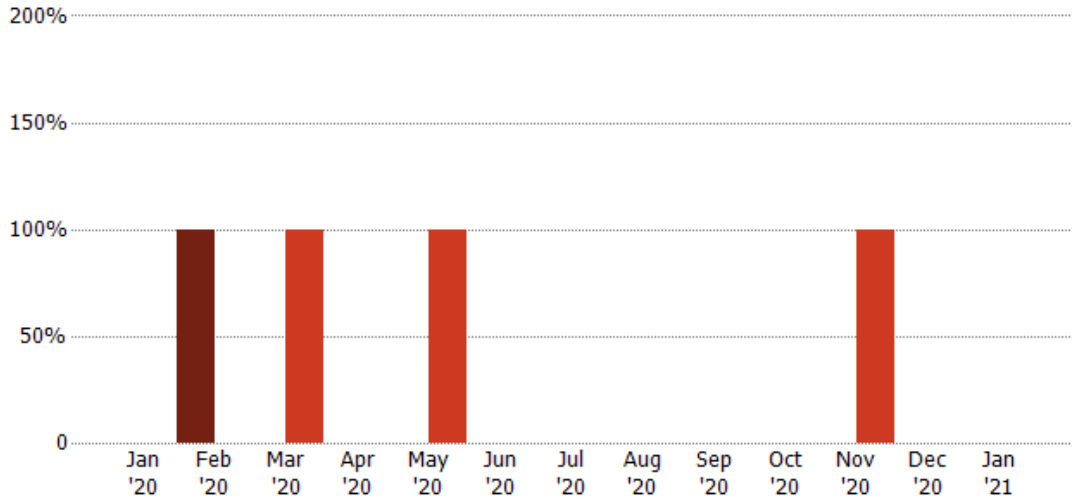
Current Year	-	-	-	-	-	-	1	-	-	-	-	1	-
Prior Year	3	3	3	2	1	1	1	1	2	2	1	-	-
Percent Change from Prior Year	-100%	-100%	-100%	-100%	-100%	-100%	0%	-100%	-100%	-100%	-100%	100%	-

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



Current Year	-	1	-	-	-	-	-	-	-	-	-	-	-
Prior Year	-	-	1	-	1	-	-	-	-	-	1	-	-
Percent Change from Prior Year	-	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
01223	8	\$2,445,900	5	\$2,449,899	\$489,980	\$255,000	\$375	\$179	22
01230	21	\$28,930,700	11	\$5,646,500	\$513,318	\$486,000	\$203	\$204	46
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
01253	5	\$1,767,000	3	\$942,500	\$314,167	\$335,000	\$229	\$239	48
01257	4	\$5,915,000	1	\$445,000	\$445,000	\$445,000	\$220	\$220	27
01266	6	\$2,970,000	2	\$3,370,000	\$1,685,000	\$1,685,000	\$374	\$374	88