



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	53	57	-7%	682	663	+2.9%
New Listing Volume	\$55,636,999	\$50,955,415	+9.2%	\$435,256,935	\$364,673,000	+19.4%
Active Listing Count	204	436	-53.2%	N/A	N/A	
Active Listing Volume	\$210,335,625	\$326,020,379	-35.5%	N/A	N/A	
Median Listing Price	\$625,000	\$450,000	+38.9%	\$527,934	\$450,058	+17.3%
Months of Inventory	2.3	8.1	-71.6%	8	12.1	-33.7%
Sales Activity Charts Metrics						
New Pending Sales Count	74	56	+32.1%	683	456	+49.8%
New Pending Sales Volume	\$40,746,189	\$23,814,300	+71.1%	\$369,774,222	\$197,529,198	+87.2%
Pending Sales Count	115	62	+85.5%	N/A	N/A	
Pending Sales Volume	\$71,157,889	\$25,065,200	+183.9%	N/A	N/A	
Closed Sales Count	82	55	+49.1%	522	366	+42.6%
Closed Sales Volume	\$44,875,125	\$19,945,500	+125%	\$261,815,325	\$151,346,799	+73%
Median Sales Price	\$380,000	\$315,000	+20.6%	\$383,343	\$330,123	+16.1%
Distressed Charts Metrics						
Distressed Listing Count	—	2	—	NA	NA	

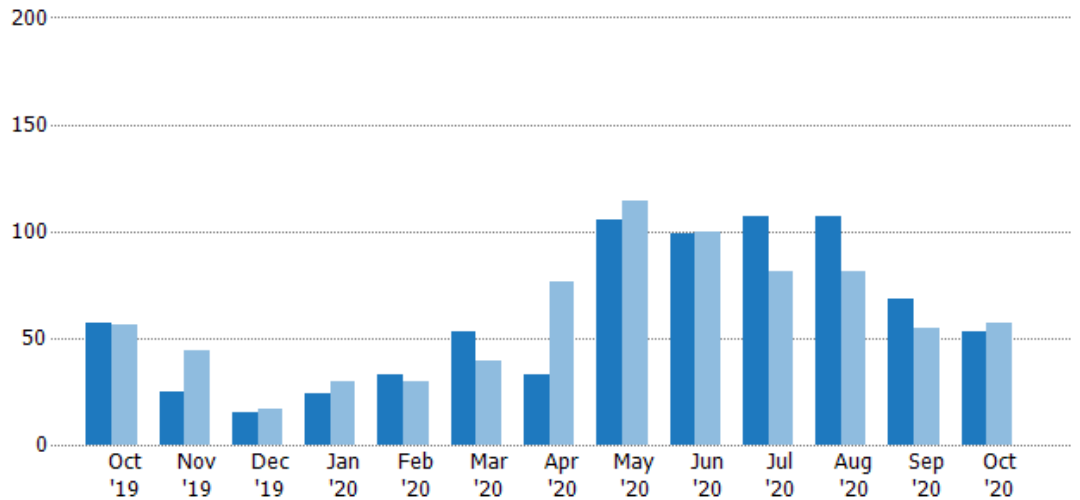
New Listings

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

Month/ Year	Count	% Chg.
Oct '20	53	-7%
Oct '19	57	1.8%
Oct '18	56	-7.1%



Current Year	57	25	15	24	33	53	33	105	99	107	107	68	53
Prior Year	56	44	17	30	30	39	76	114	100	81	81	55	57
Percent Change from Prior Year	2%	-43%	-12%	-20%	10%	36%	-57%	-8%	-1%	32%	32%	24%	-7%

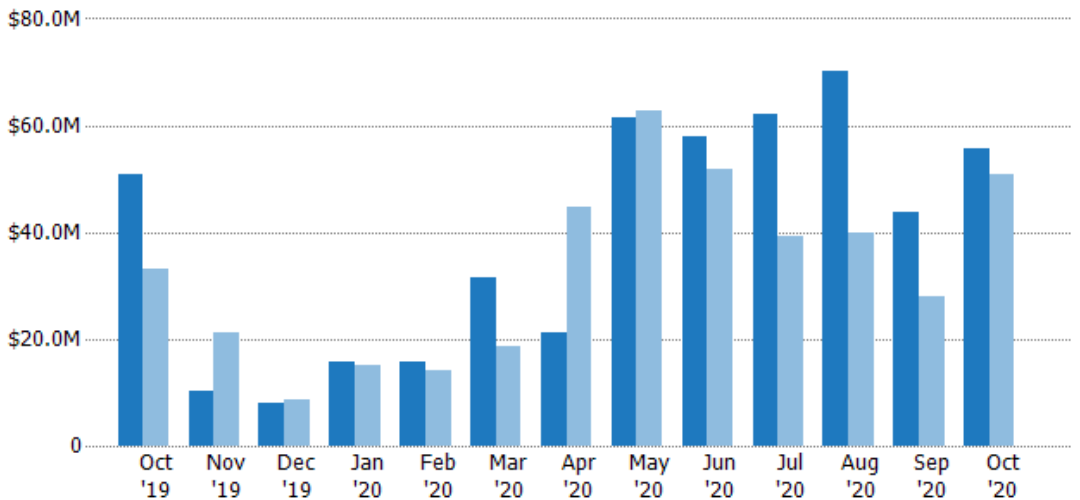
New Listing Volume

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

Month/ Year	Volume	% Chg.
Oct '20	\$55.6M	9.2%
Oct '19	\$51M	53.4%
Oct '18	\$33.2M	-20.6%



Current Year	\$51M	\$10.4M	\$8.13M	\$15.7M	\$15.8M	\$31.6M	\$21.1M	\$61.6M	\$57.9M	\$62M	\$70.1M	\$43.9M	\$55.6M
Prior Year	\$33.2M	\$21.2M	\$8.76M	\$15.2M	\$14M	\$18.5M	\$44.6M	\$62.8M	\$51.7M	\$39.1M	\$39.8M	\$28M	\$51M
Percent Change from Prior Year	53%	-51%	-7%	3%	13%	71%	-53%	-2%	12%	59%	76%	57%	9%

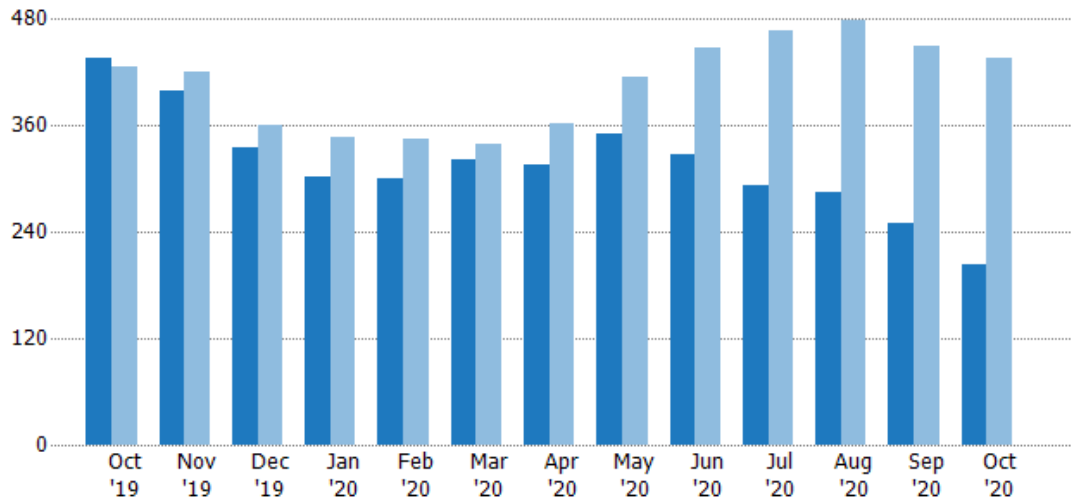
Active Listings

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.
Oct '20	204	-53.2%
Oct '19	436	2.1%
Oct '18	427	-5.6%



Current Year	436	400	335	302	300	322	315	350	327	293	284	249	204
Prior Year	427	420	360	347	345	340	363	415	448	468	479	450	436
Percent Change from Prior Year	2%	-5%	-7%	-13%	-13%	-5%	-13%	-16%	-27%	-37%	-41%	-45%	-53%

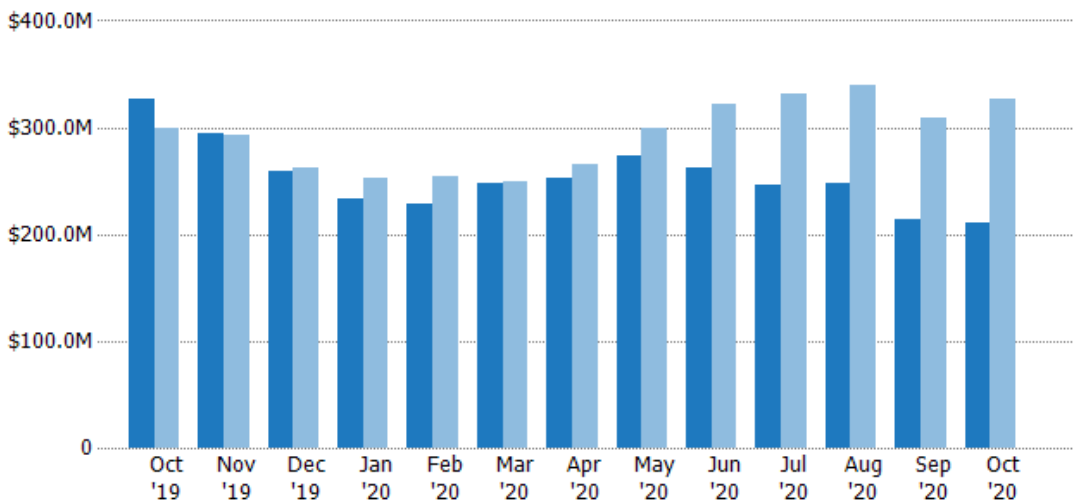
Active Listing Volume

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.
Oct '20	\$210M	-35.5%
Oct '19	\$326M	8.9%
Oct '18	\$300M	-12.4%



Current Year	\$326M	\$294M	\$259M	\$234M	\$228M	\$248M	\$252M	\$274M	\$263M	\$246M	\$247M	\$215M	\$210M
Prior Year	\$300M	\$293M	\$263M	\$252M	\$253M	\$249M	\$266M	\$299M	\$321M	\$331M	\$339M	\$309M	\$326M
Percent Change from Prior Year	9%	0%	-1%	-7%	-10%	0%	-5%	-9%	-18%	-26%	-27%	-30%	-35%

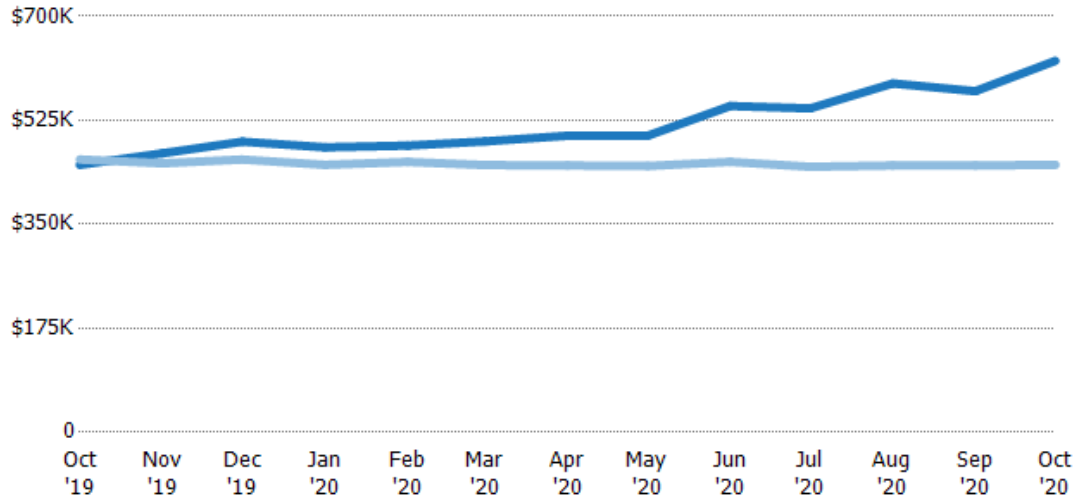
Median Listing Price

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.
Oct '20	\$625K	38.9%
Oct '19	\$450K	-2%
Oct '18	\$459K	-6.5%



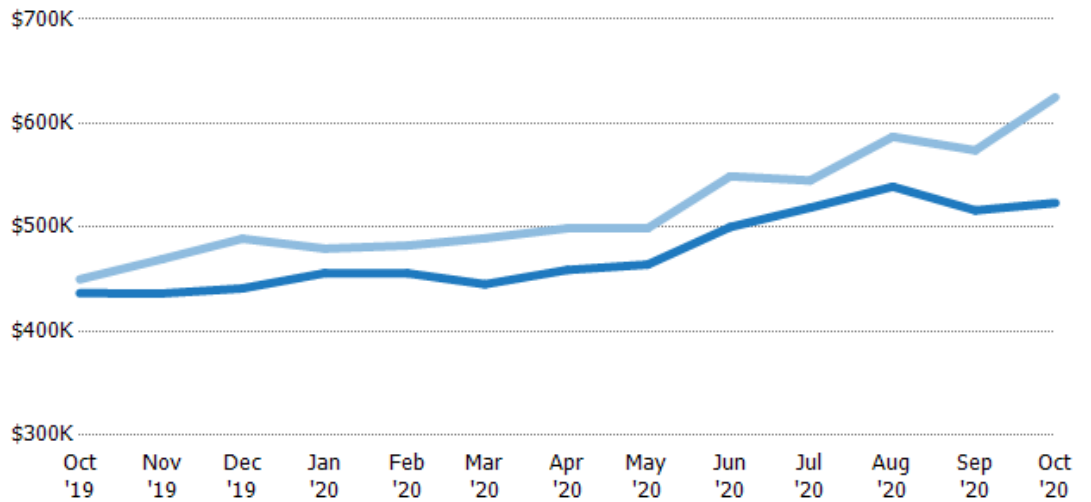
Current Year	\$450K	\$469K	\$489K	\$479K	\$482K	\$489K	\$499K	\$499K	\$549K	\$545K	\$587K	\$574K	\$625K
Prior Year	\$459K	\$453K	\$459K	\$450K	\$455K	\$450K	\$449K	\$448K	\$455K	\$447K	\$449K	\$449K	\$450K
Percent Change from Prior Year	-2%	4%	7%	7%	6%	9%	11%	11%	21%	22%	31%	28%	39%

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
ZIP: 17 Selected
Property Type: Single Family Residence



Median Est Value	\$437K	\$436K	\$441K	\$456K	\$456K	\$445K	\$459K	\$464K	\$500K	\$519K	\$539K	\$516K	\$523K
Median Listing Price	\$450K	\$469K	\$489K	\$479K	\$482K	\$489K	\$499K	\$499K	\$549K	\$545K	\$587K	\$574K	\$625K
Med Listing Price as a % of Med Est Value	103%	108%	111%	105%	106%	110%	109%	108%	110%	105%	109%	111%	119%

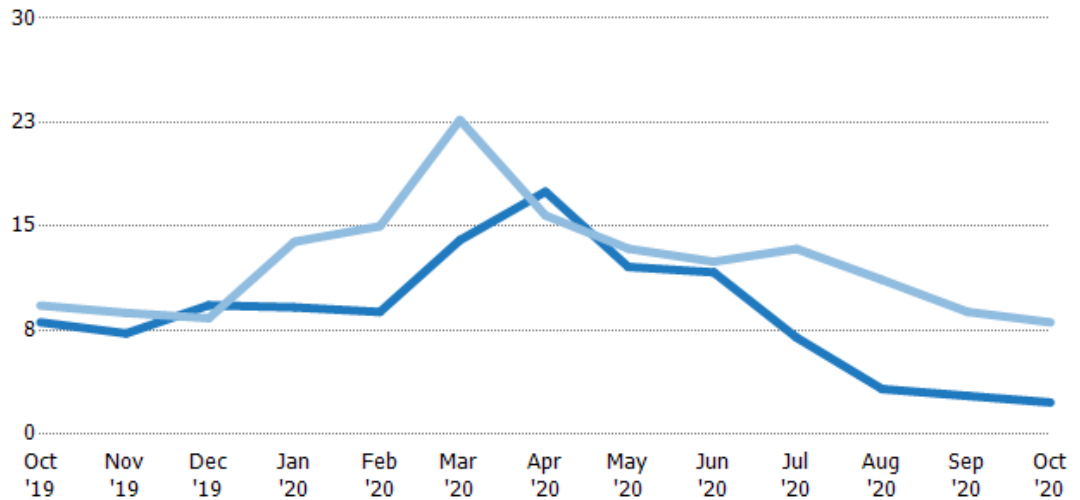
Months of Inventory

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: 17 Selected
Property Type: Single Family Residence

Month/ Year	Months	% Chg.
Oct '20	2.29	-71.6%
Oct '19	8.07	-13%
Oct '18	9.28	14.2%



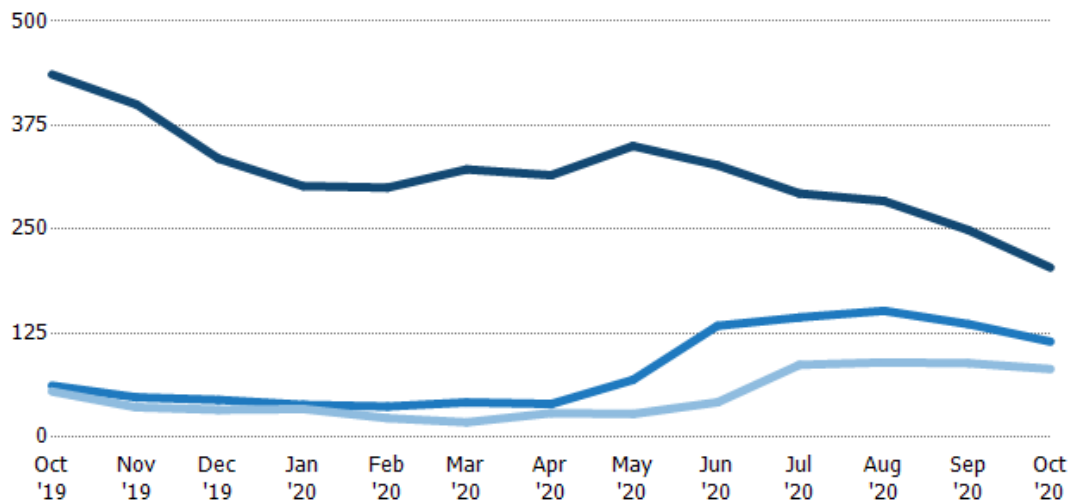
Current Year	8.07	7.27	9.31	9.15	8.82	14	17.5	12.1	11.7	6.98	3.26	2.77	2.29
Prior Year	9.28	8.75	8.37	13.9	15	22.7	15.8	13.4	12.4	13.4	11.1	8.82	8.07
Percent Change from Prior Year	-13%	-17%	11%	-34%	-41%	-38%	11%	-10%	-6%	-48%	-71%	-69%	-72%

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
ZIP: 17 Selected
Property Type: Single Family Residence



Active	436	400	335	302	300	322	315	350	327	293	284	249	204
Pending	62	48	45	39	37	42	40	69	134	144	152	136	115
Sold	55	36	33	34	23	18	29	28	42	87	90	89	82

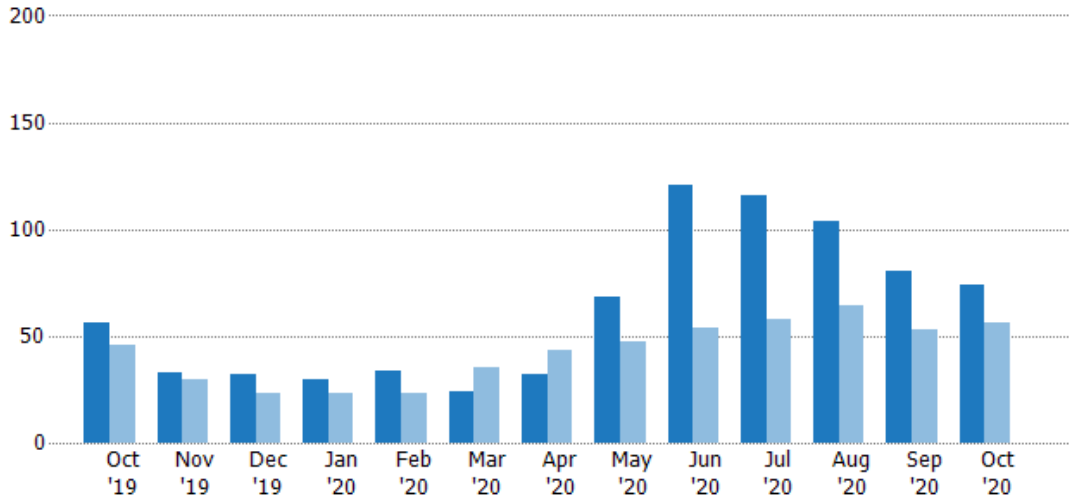
New Pending Sales

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

Month/ Year	Count	% Chg.
Oct '20	74	32.1%
Oct '19	56	21.7%
Oct '18	46	8.7%



Current Year	56	33	32	30	34	24	32	68	121	116	104	80	74
Prior Year	46	30	23	23	23	35	43	47	54	58	64	53	56
Percent Change from Prior Year	22%	10%	39%	30%	48%	-31%	-26%	45%	124%	100%	63%	51%	32%

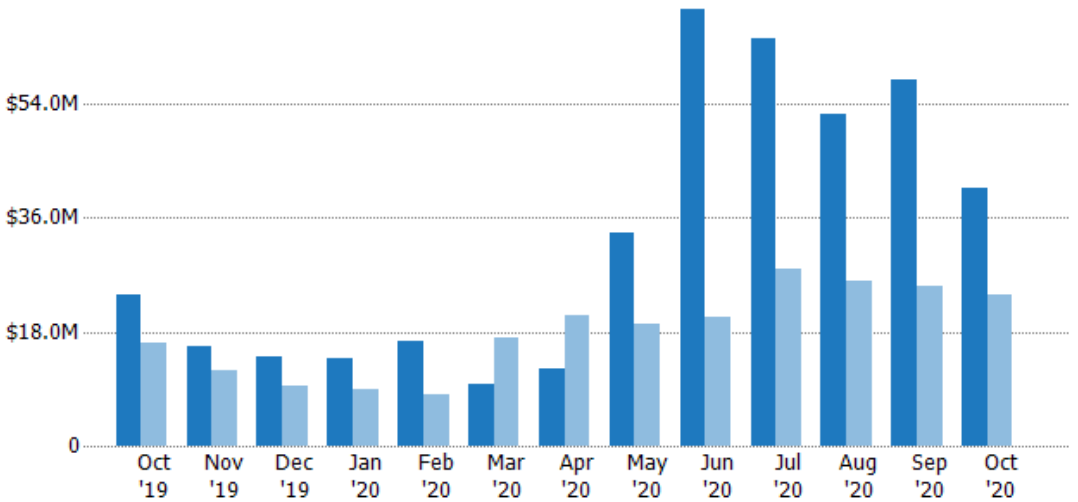
New Pending Sales Volume

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

Month/ Year	Volume	% Chg.
Oct '20	\$40.7M	71.1%
Oct '19	\$23.8M	45.8%
Oct '18	\$16.3M	44.5%



Current Year	\$23.8M	\$15.8M	\$13.9M	\$13.9M	\$16.5M	\$9.62M	\$12.1M	\$33.5M	\$68.8M	\$64.3M	\$52.4M	\$57.8M	\$40.7M
Prior Year	\$16.3M	\$11.8M	\$9.48M	\$8.85M	\$8.07M	\$17.2M	\$20.6M	\$19.3M	\$20.4M	\$28.1M	\$26.1M	\$25.2M	\$23.8M
Percent Change from Prior Year	46%	34%	47%	57%	105%	-44%	-41%	74%	237%	129%	101%	129%	71%

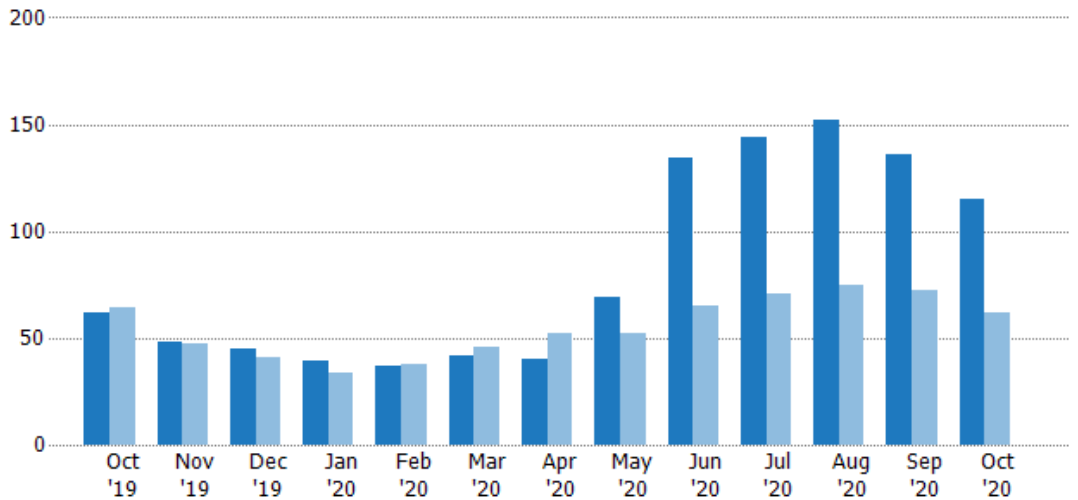
Pending Sales

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.
Oct '20	115	85.5%
Oct '19	62	-3.1%
Oct '18	64	-12.5%



Current Year	62	48	45	39	37	42	40	69	134	144	152	136	115
Prior Year	64	47	41	34	38	46	52	52	65	71	75	72	62
Percent Change from Prior Year	-3%	2%	10%	15%	-3%	-9%	-23%	33%	106%	103%	103%	89%	85%

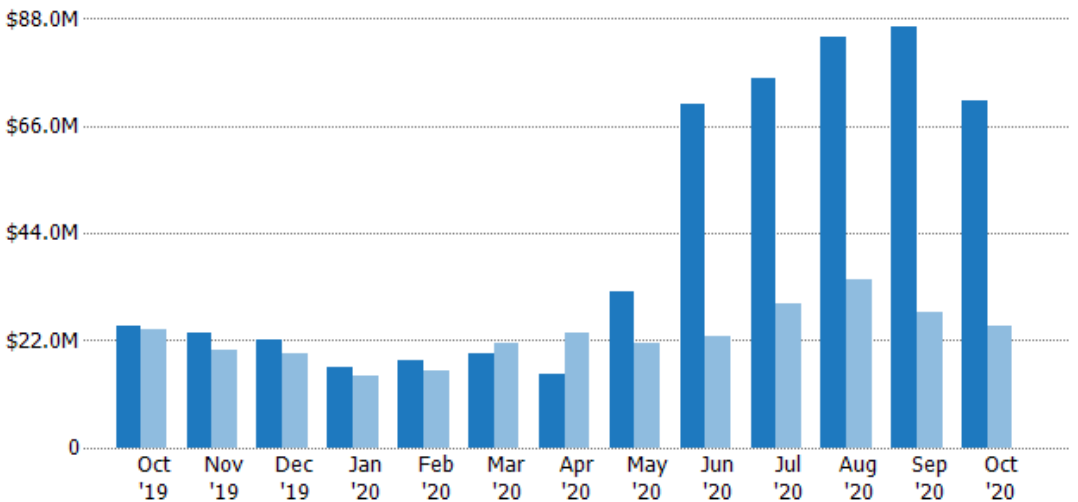
Pending Sales Volume

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.
Oct '20	\$71.2M	183.9%
Oct '19	\$25.1M	2.9%
Oct '18	\$24.4M	23.3%



Current Year	\$25.1M	\$23.6M	\$22.3M	\$16.7M	\$17.9M	\$19.4M	\$15M	\$31.9M	\$70.3M	\$75.9M	\$84.2M	\$86.4M	\$71.2M
Prior Year	\$24.4M	\$20.1M	\$19.2M	\$14.9M	\$15.7M	\$21.4M	\$23.5M	\$21.3M	\$23M	\$29.7M	\$34.5M	\$27.8M	\$25.1M
Percent Change from Prior Year	3%	18%	16%	12%	15%	-9%	-36%	50%	206%	156%	144%	211%	184%

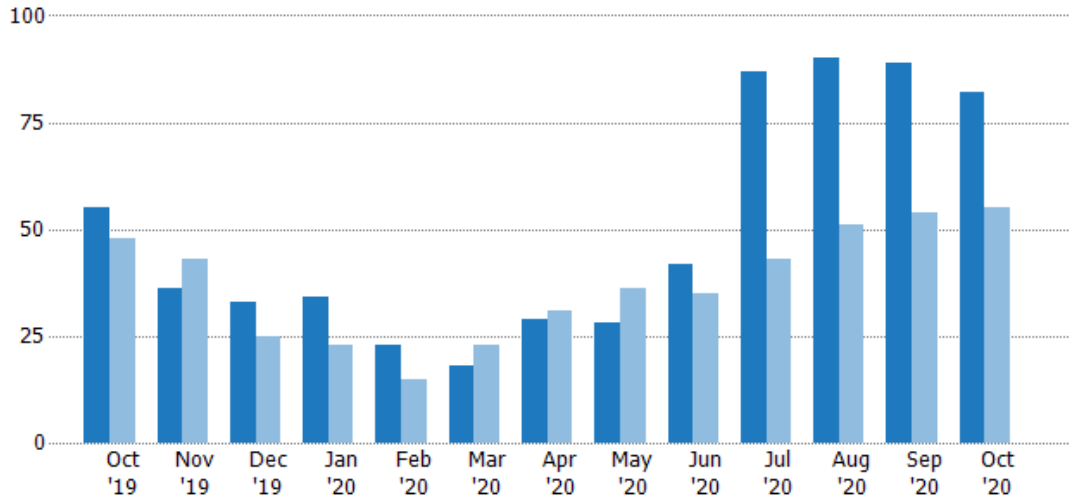
Closed Sales

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.
Oct '20	82	49.1%
Oct '19	55	14.6%
Oct '18	48	-6.3%



Current Year	55	36	33	34	23	18	29	28	42	87	90	89	82
Prior Year	48	43	25	23	15	23	31	36	35	43	51	54	55
Percent Change from Prior Year	15%	-16%	32%	48%	53%	-22%	-6%	-22%	20%	102%	76%	65%	49%

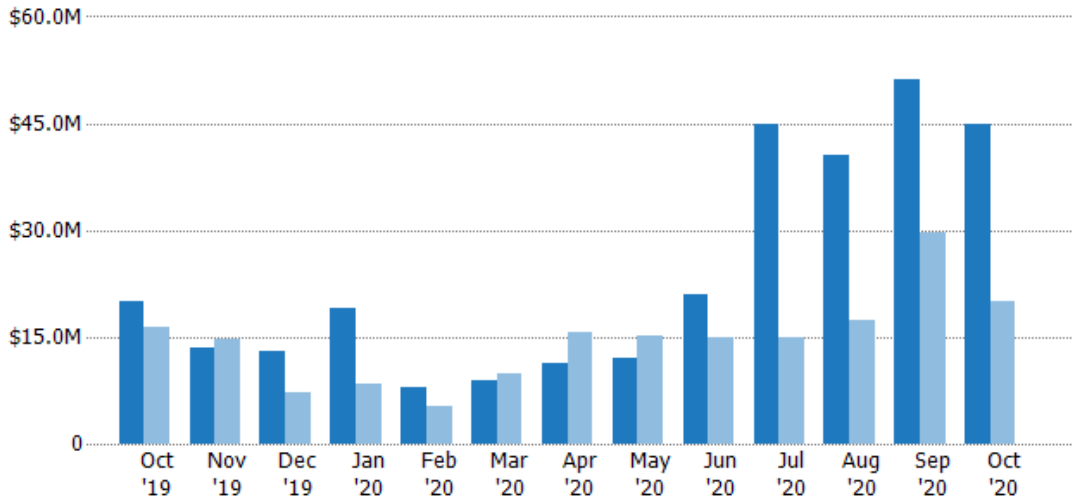
Closed Sales Volume

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.
Oct '20	\$44.9M	125%
Oct '19	\$19.9M	22%
Oct '18	\$16.3M	-1.5%



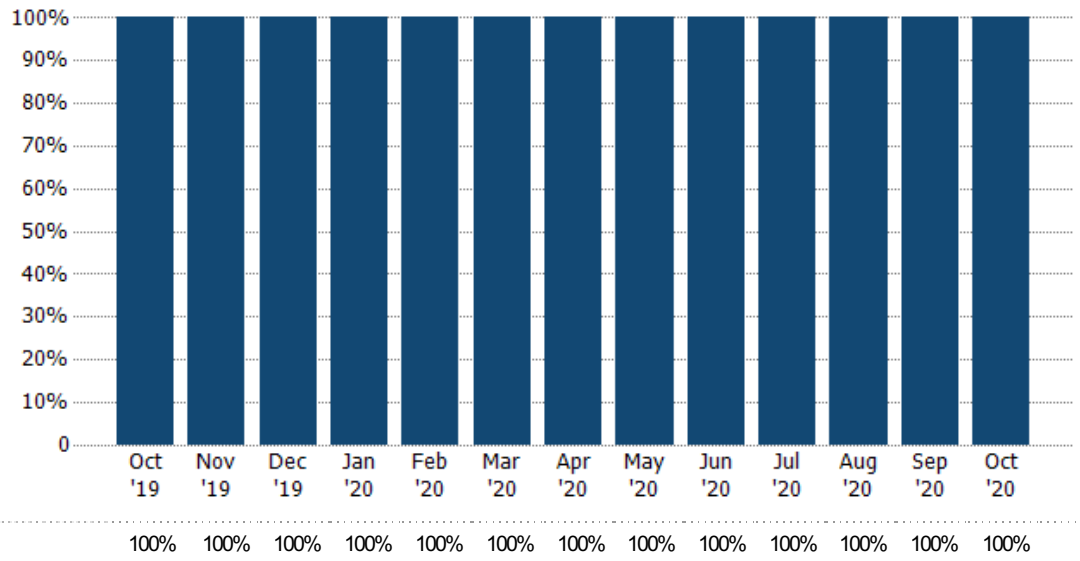
Current Year	\$19.9M	\$13.5M	\$12.9M	\$19.1M	\$7.96M	\$8.9M	\$11.3M	\$12M	\$21.1M	\$44.8M	\$40.6M	\$51.2M	\$44.9M
Prior Year	\$16.3M	\$14.7M	\$7.24M	\$8.37M	\$5.33M	\$9.9M	\$15.7M	\$15.2M	\$15M	\$14.8M	\$17.4M	\$29.6M	\$19.9M
Percent Change from Prior Year	22%	-8%	78%	128%	49%	-10%	-28%	-21%	41%	202%	133%	73%	125%

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
ZIP: 17 Selected
Property Type: Single Family Residence



Closed Sales (By County)

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

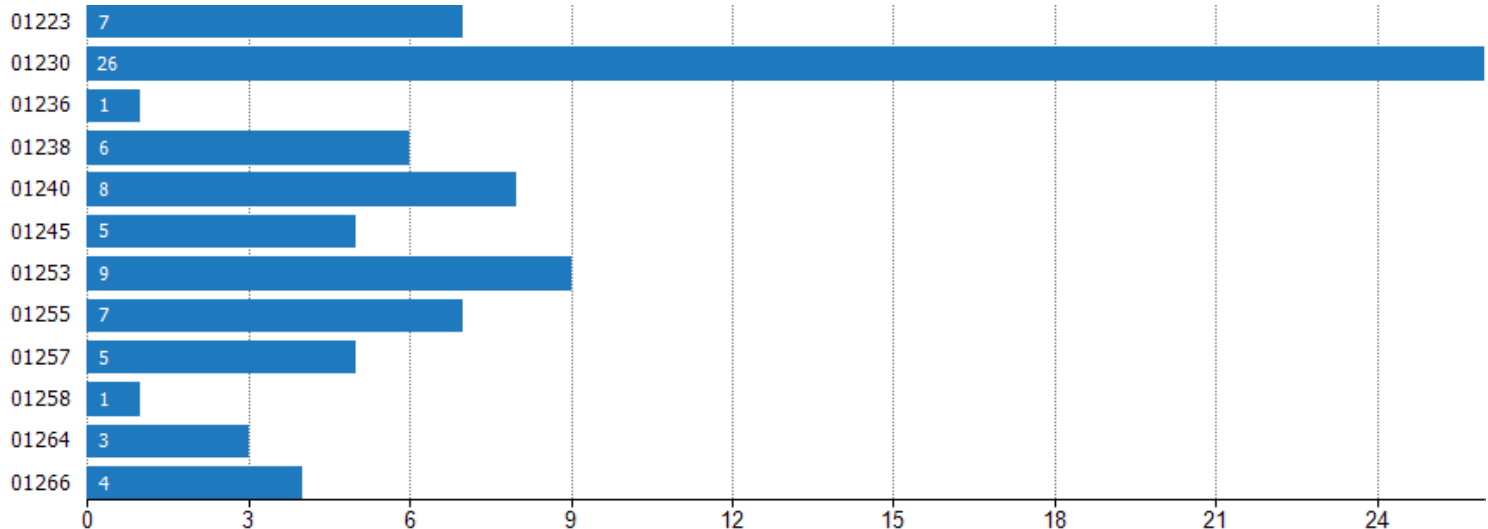
Filters Used: MLS: Berkshire County Board of REALTORS® MLS; ZIP: 17 Selected; Property Type: Single Family Residence



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



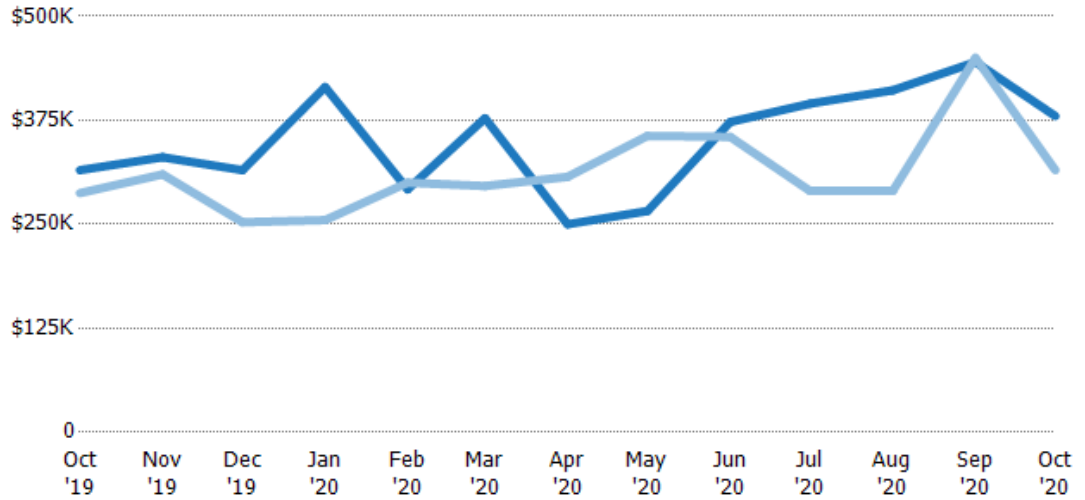
Median Sales Price

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.
Oct '20	\$380K	20.6%
Oct '19	\$315K	9.6%
Oct '18	\$288K	16.5%



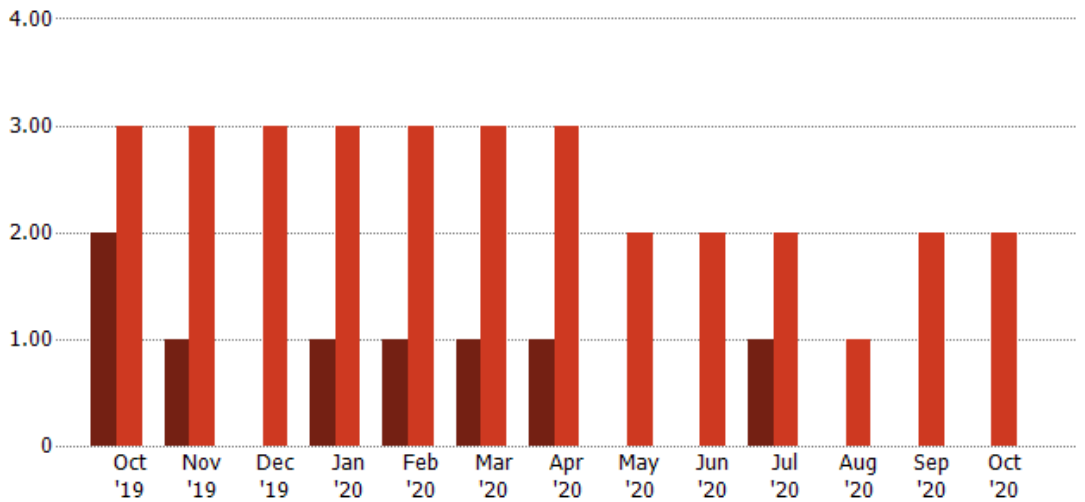
Current Year	\$315K	\$331K	\$315K	\$415K	\$292K	\$378K	\$250K	\$266K	\$373K	\$395K	\$411K	\$445K	\$380K
Prior Year	\$288K	\$310K	\$253K	\$255K	\$300K	\$296K	\$307K	\$356K	\$355K	\$290K	\$290K	\$450K	\$315K
Percent Change from Prior Year	10%	7%	25%	63%	-3%	28%	-19%	-25%	5%	36%	42%	-1%	21%

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: 17 Selected
Property Type: Single Family Residence



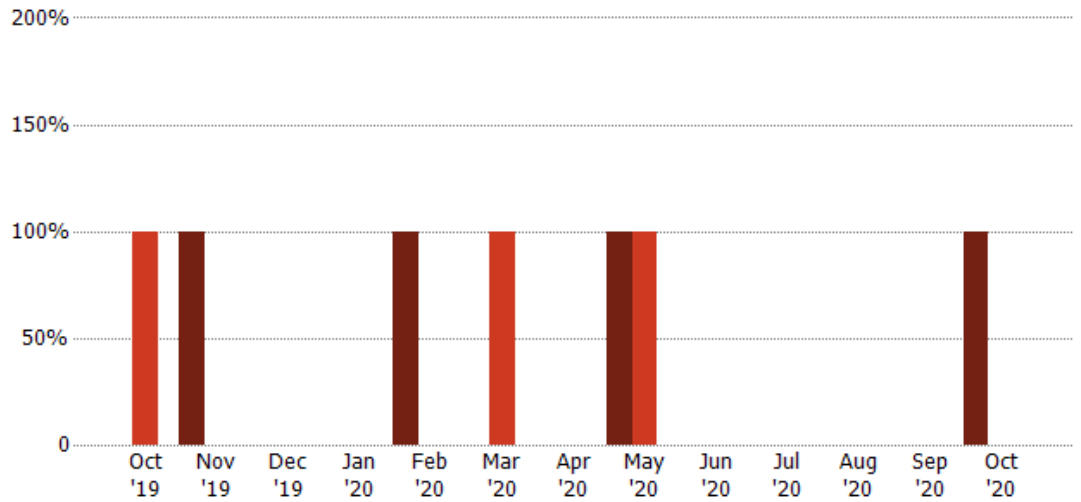
Current Year	2	1	-	1	1	1	1	-	-	1	-	-	-
Prior Year	3	3	3	3	3	3	3	2	2	2	1	2	2
Percent Change from Prior Year	-33%	-67%	-100%	-67%	-67%	-67%	-67%	-100%	-100%	-50%	-100%	-100%	-100%

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	-	-	1	-	-	1	-	-	-	-	1
Prior Year	1	-	-	-	-	1	-	1	-	-	-	-	-
Percent Change from Prior Year	-100%	100%	-	-	100%	-100%	-	0%	-	-	-	-	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
01223	18	\$7,181,700	7	\$2,179,000	\$311,286	\$305,000	\$174	\$153	53
01230	30	\$29,177,689	26	\$17,518,810	\$673,800	\$474,950	\$277	\$272	69
01236	2	\$330,000	1	\$350,000	\$350,000	\$350,000	\$335	\$335	16
01238	12	\$3,268,700	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
01253	7	\$2,982,800	9	\$4,092,315	\$454,702	\$380,000	\$219	\$196	38
01255	2	\$1,234,000	7	\$2,480,000	\$354,286	\$325,000	\$197	\$174	44
01257	8	\$3,937,800	5	\$2,827,000	\$565,400	\$495,000	\$249	\$178	29
01258	2	\$1,174,900	1	\$645,000	\$645,000	\$645,000	\$236	\$236	10
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

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		