

Key Metrics	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	194	255	-23.9%	1,273	1,376	-7.5%
New Listing Volume	\$87,758,242	\$117,939,536	-25.6%	\$643,469,388	\$582,752,966	+10.4%
Active Listing Count	400	566	-29.3%	N/A	N/A	
Active Listing Volume	\$329,321,946	\$390,328,778	-15.6%	N/A	N/A	
Median Listing Price	\$489,500	\$445,000	+10%	\$499,696	\$390,049	+28.1%
Months of Inventory	2.9	2.9	-1.9%	2.7	5.4	-50.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	164	269	-39%	1,173	1,381	-15.1%
New Pending Sales Volume	\$74,851,488	\$103,393,622	-27.6%	\$514,821,487	\$493,782,410	+4.3%
Pending Sales Count	261	353	-26.1%	N/A	N/A	
Pending Sales Volume	\$117,474,986	\$146,930,954	-20%	N/A	N/A	
Closed Sales Count	132	214	-38.3%	924	944	-2.1%
Closed Sales Volume	\$55,518,498	\$74,835,750	-25.8%	\$392,614,203	\$310,400,570	+26.5%
Median Sales Price	\$283,750	\$280,000	+1.3%	\$297,586	\$251,308	+18.4%
<b>Distressed Charts Metrics</b>						
Distressed Listing Count	-	-	-	N/A	N/A	

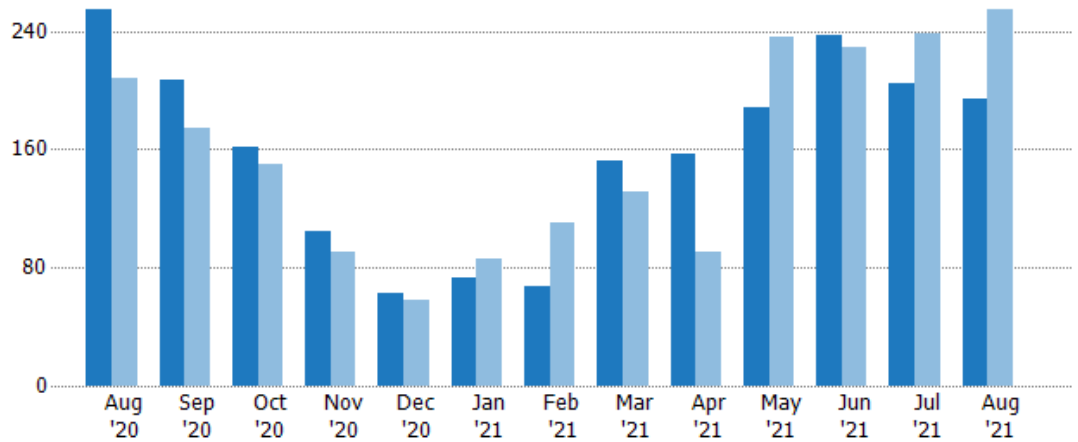
### New Listings

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

#### Filters Used

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

Month/Year	Count	% Chg.
Aug '21	194	-23.9%
Aug '20	255	22.6%
Aug '19	208	5.8%



Current Year	255	207	162	104	63	73	67	152	157	188	237	205	194
Prior Year	208	174	150	90	58	86	110	131	91	236	229	238	255
Percent Change from Prior Year	23%	19%	8%	16%	9%	-15%	-39%	16%	73%	-20%	3%	-14%	-24%

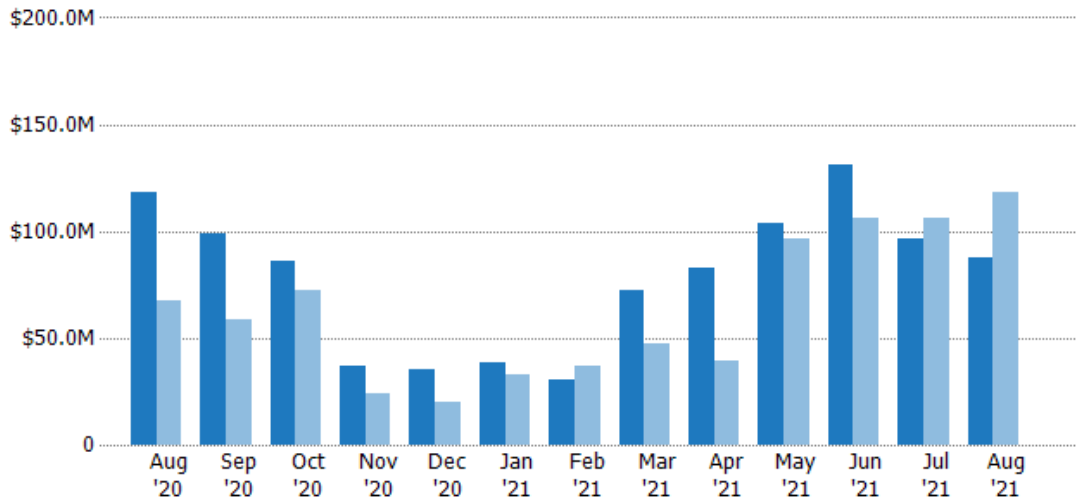
### New Listing Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$87.8M	-25.6%
Aug '20	\$118M	75.5%
Aug '19	\$67.2M	25.7%



Current Year	\$118M	\$99.1M	\$86.3M	\$37.3M	\$35.5M	\$38.3M	\$30.7M	\$72.4M	\$83M	\$104M	\$131M	\$96.5M	\$87.8M
Prior Year	\$67.2M	\$58.7M	\$72.2M	\$24.1M	\$19.8M	\$32.6M	\$36.5M	\$47.6M	\$39.2M	\$96.3M	\$106M	\$106M	\$118M
Percent Change from Prior Year	75%	69%	20%	54%	80%	17%	-16%	52%	112%	8%	23%	-9%	-26%

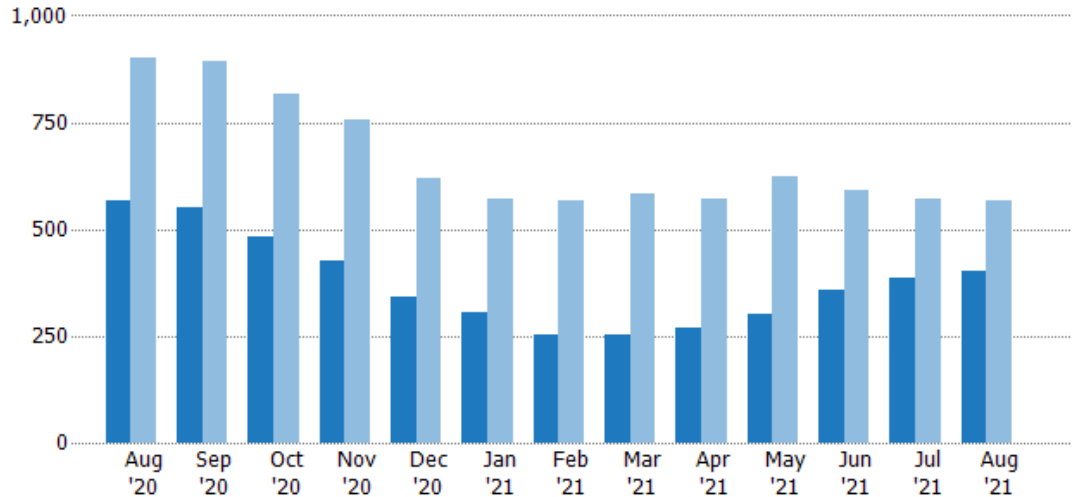
### Active Listings

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

Month/Year	Count	% Chg.
Aug '21	400	-29.3%
Aug '20	566	-37.3%
Aug '19	902	-3.1%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	566	552	483	428	340	307	252	252	271	301	359	385	400
Prior Year	902	891	818	755	619	572	566	585	570	624	593	570	566
Percent Change from Prior Year	-37%	-38%	-41%	-43%	-45%	-46%	-55%	-57%	-52%	-52%	-39%	-32%	-29%

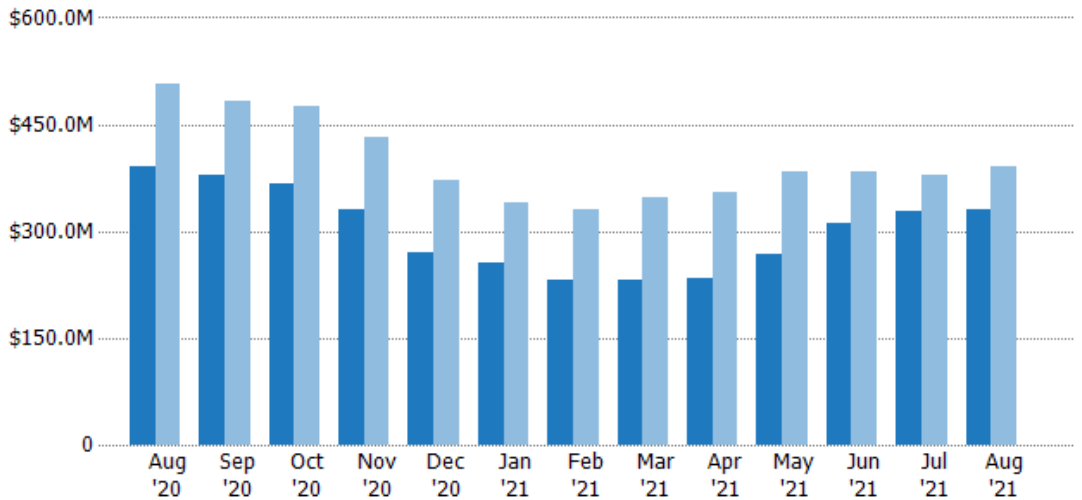
### Active Listing Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$329M	-15.6%
Aug '20	\$390M	-23%
Aug '19	\$507M	-13.6%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$390M	\$379M	\$366M	\$330M	\$271M	\$256M	\$232M	\$232M	\$234M	\$268M	\$311M	\$329M	\$329M
Prior Year	\$507M	\$484M	\$476M	\$432M	\$372M	\$340M	\$331M	\$348M	\$354M	\$384M	\$384M	\$379M	\$390M
Percent Change from Prior Year	-23%	-22%	-23%	-24%	-27%	-25%	-30%	-33%	-34%	-30%	-19%	-13%	-16%

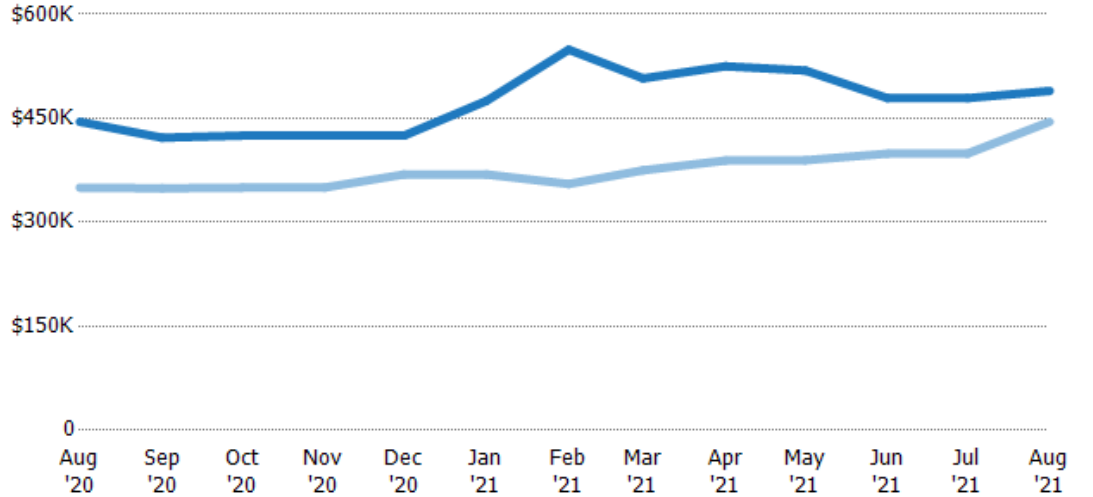
### Median Listing Price

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

Month/Year	Price	% Chg.
Aug '21	\$490K	10%
Aug '20	\$445K	27.1%
Aug '19	\$350K	-5.9%



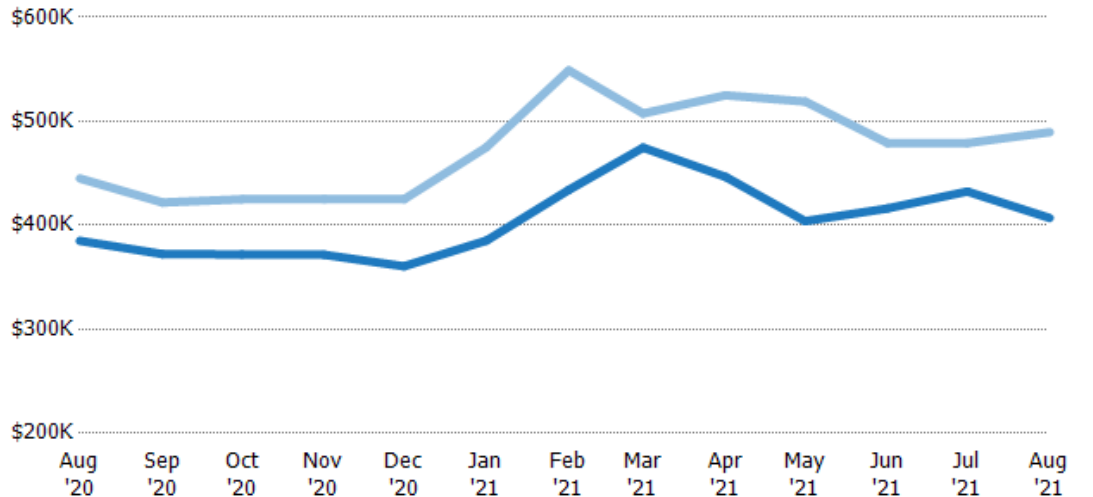
Current Year	\$445K	\$422K	\$425K	\$425K	\$425K	\$475K	\$549K	\$507K	\$525K	\$519K	\$479K	\$479K	\$490K
Prior Year	\$350K	\$349K	\$350K	\$350K	\$369K	\$369K	\$355K	\$375K	\$389K	\$389K	\$399K	\$399K	\$445K
Percent Change from Prior Year	27%	21%	21%	21%	15%	29%	55%	35%	35%	33%	20%	20%	10%

### 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



Median Est Value	\$385K	\$372K	\$372K	\$372K	\$361K	\$385K	\$434K	\$475K	\$447K	\$404K	\$416K	\$432K	\$407K
Median Listing Price	\$445K	\$422K	\$425K	\$425K	\$425K	\$475K	\$549K	\$507K	\$525K	\$519K	\$479K	\$479K	\$490K
Med Listing Price as a % of Med Est Value	116%	113%	114%	114%	118%	123%	126%	107%	118%	128%	115%	111%	120%

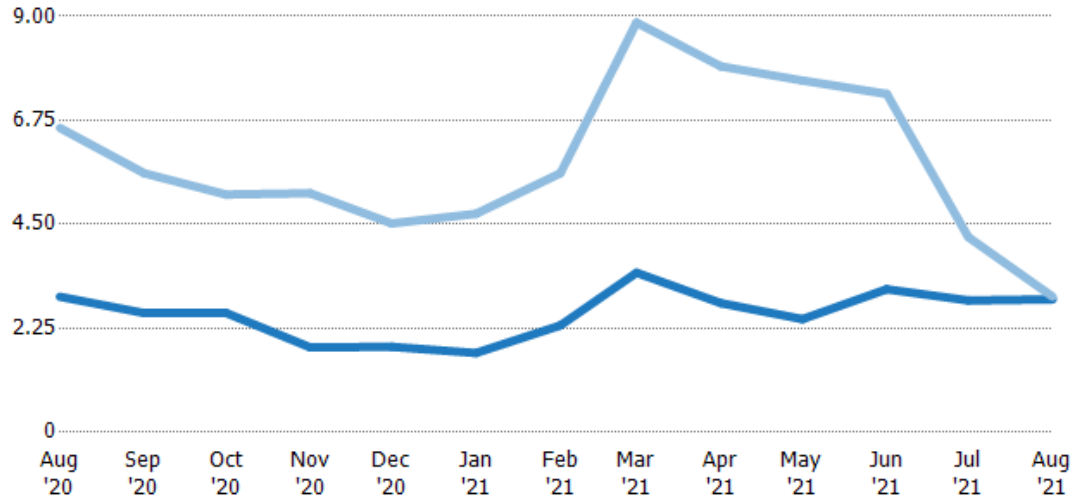
### Months of Inventory

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

Month/Year	Months	% Chg.
Aug '21	2.88	-1.9%
Aug '20	2.93	-55.5%
Aug '19	6.58	-1.7%



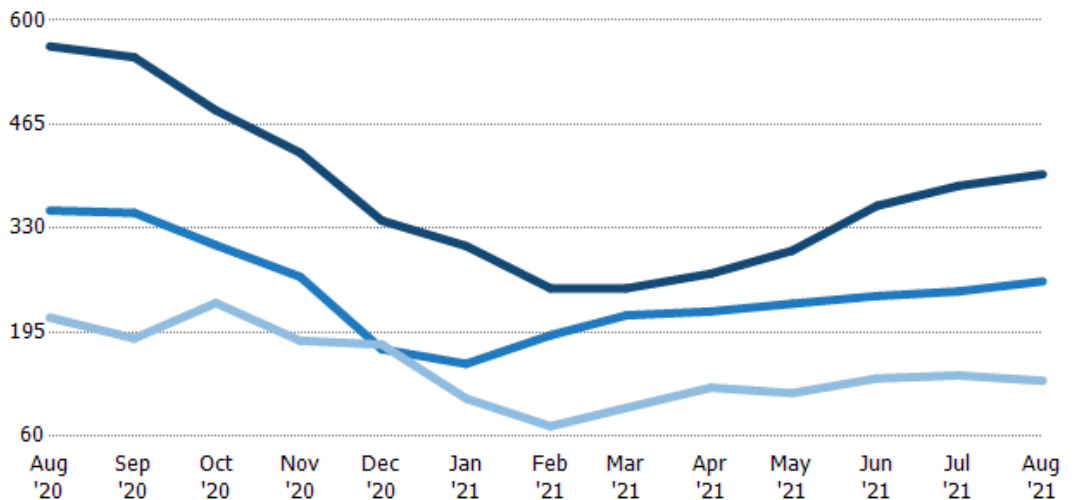
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	2.93	2.58	2.58	1.84	1.85	1.72	2.31	3.45	2.79	2.45	3.09	2.85	2.88
Prior Year	6.58	5.6	5.14	5.17	4.52	4.73	5.6	8.86	7.92	7.61	7.32	4.22	2.93
Percent Change from Prior Year	-55%	-54%	-50%	-64%	-59%	-64%	-59%	-61%	-65%	-68%	-58%	-32%	-2%

### 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Active	566	552	483	428	340	307	252	252	271	301	359	385	400
Pending	353	350	308	267	173	154	191	217	222	232	242	248	261
Sold	214	187	233	184	179	109	73	97	123	116	135	139	132

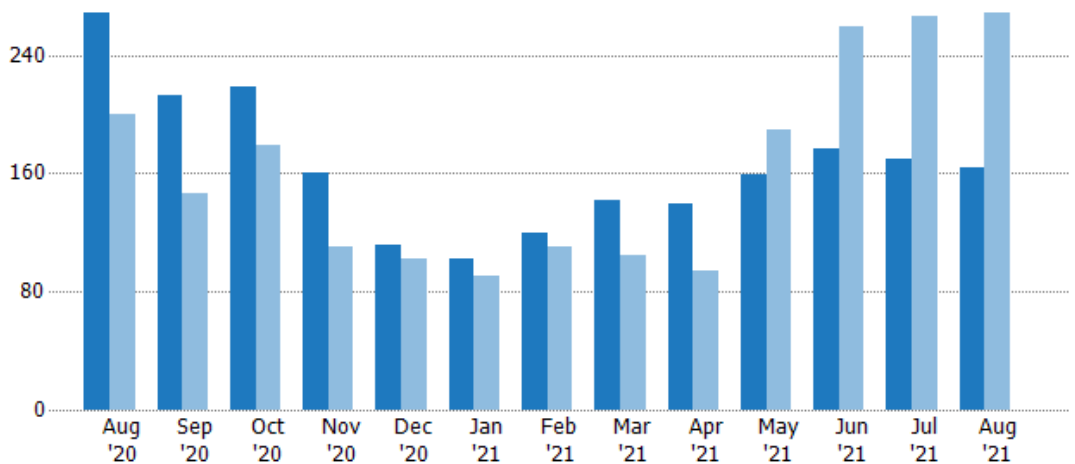
### New Pending Sales

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

Month/Year	Count	% Chg.
Aug '21	164	-39%
Aug '20	269	34.5%
Aug '19	200	-25%



Current Year	269	213	219	160	111	102	120	142	139	159	177	170	164
Prior Year	200	146	179	110	102	90	110	104	94	189	259	266	269
Percent Change from Prior Year	35%	46%	22%	45%	9%	13%	9%	37%	48%	-16%	-32%	-36%	-39%

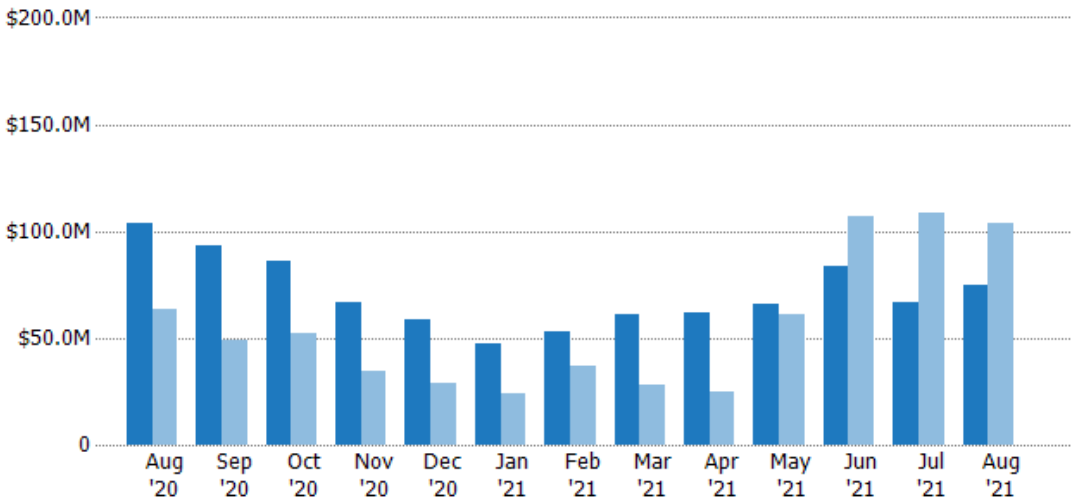
### New Pending Sales Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$74.9M	-27.6%
Aug '20	\$103M	62.2%
Aug '19	\$63.7M	-25.3%



Current Year	\$103M	\$93.3M	\$85.9M	\$66.8M	\$59M	\$47.1M	\$53M	\$61.1M	\$61.7M	\$66.3M	\$83.8M	\$67M	\$74.9M
Prior Year	\$63.7M	\$49M	\$51.9M	\$34.9M	\$29.1M	\$23.9M	\$36.9M	\$27.9M	\$24.8M	\$61.2M	\$107M	\$109M	\$103M
Percent Change from Prior Year	62%	90%	66%	92%	103%	97%	44%	119%	149%	8%	-22%	-38%	-28%

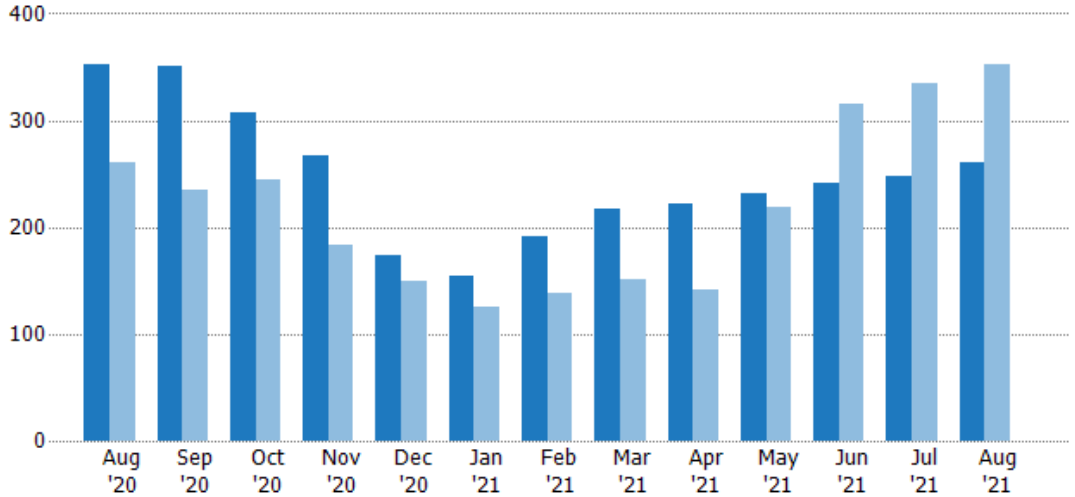
### Pending Sales

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

Month/Year	Count	% Chg.
Aug '21	261	-26.1%
Aug '20	353	35.2%
Aug '19	261	-13.4%



Current Year	353	350	308	267	173	154	191	217	222	232	242	248	261
Prior Year	261	235	245	184	150	125	138	151	142	219	316	334	353
Percent Change from Prior Year	35%	49%	26%	45%	15%	23%	38%	44%	56%	6%	-23%	-26%	-26%

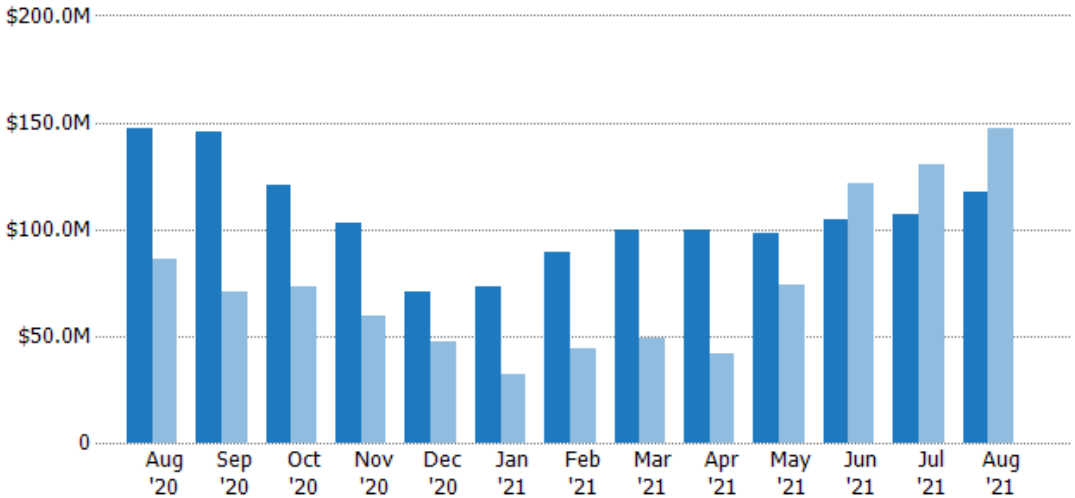
### Pending Sales Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$117M	-20%
Aug '20	\$147M	70.9%
Aug '19	\$86M	-19.5%



Current Year	\$147M	\$146M	\$120M	\$103M	\$70.8M	\$73.3M	\$89.3M	\$100M	\$99.4M	\$97.8M	\$105M	\$107M	\$117M
Prior Year	\$86M	\$70.6M	\$73.5M	\$59.1M	\$47.7M	\$32M	\$43.8M	\$49.3M	\$41.4M	\$73.8M	\$122M	\$130M	\$147M
Percent Change from Prior Year	71%	106%	64%	74%	48%	129%	104%	103%	140%	32%	-14%	-18%	-20%

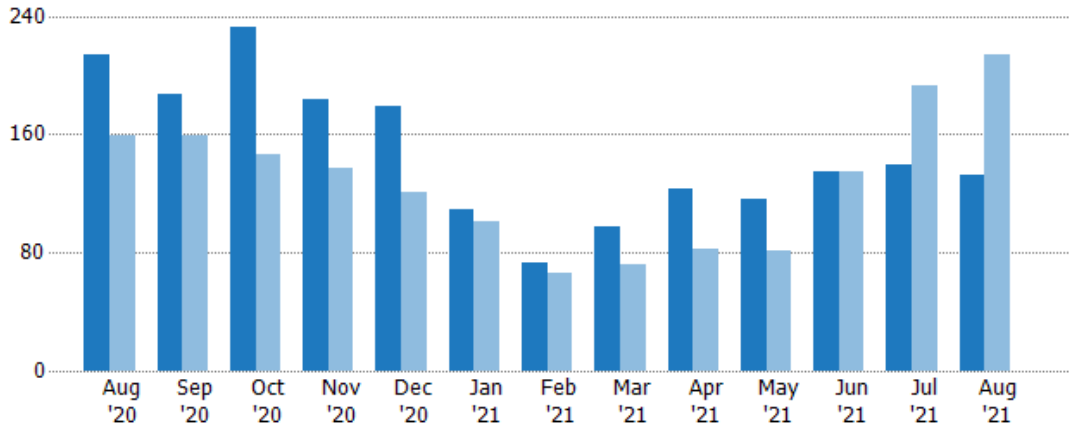
### Closed Sales

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

Month/Year	Count	% Chg.
Aug '21	132	-38.3%
Aug '20	214	34.6%
Aug '19	159	9.4%



Current Year	214	187	233	184	179	109	73	97	123	116	135	139	132
Prior Year	159	159	146	137	121	101	66	72	82	81	135	193	214
Percent Change from Prior Year	35%	18%	60%	34%	48%	8%	11%	35%	50%	43%	0%	-28%	-38%

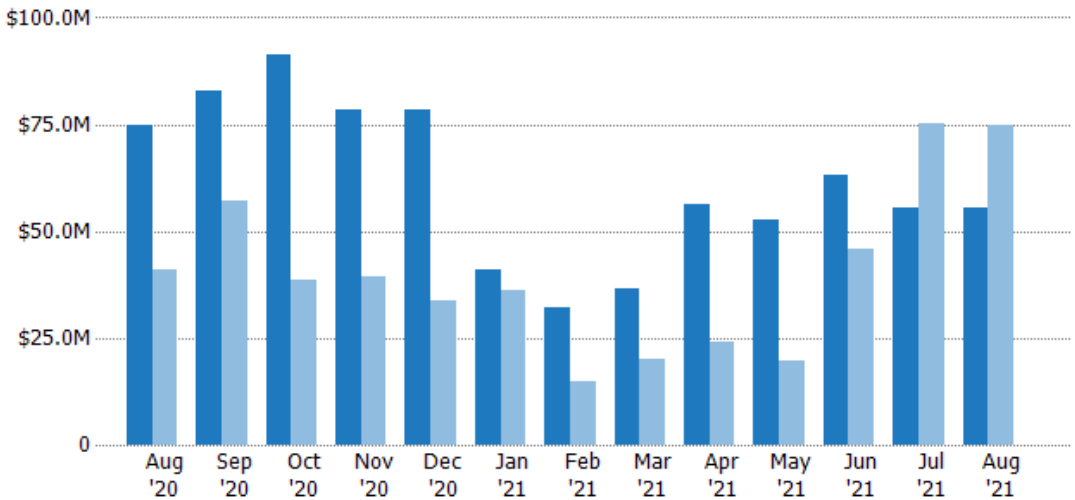
### Closed Sales Volume

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

Month/Year	Volume	% Chg.
Aug '21	\$55.5M	-25.8%
Aug '20	\$74.8M	82.4%
Aug '19	\$41M	21.6%



Current Year	\$74.8M	\$82.7M	\$91.2M	\$78.5M	\$78.5M	\$40.9M	\$32.3M	\$36.5M	\$56.3M	\$52.6M	\$63.1M	\$55.5M	\$55.5M
Prior Year	\$41M	\$57.2M	\$38.7M	\$39.4M	\$33.8M	\$36M	\$14.7M	\$20.2M	\$24M	\$19.5M	\$45.9M	\$75.3M	\$74.8M
Percent Change from Prior Year	82%	45%	136%	99%	133%	14%	119%	81%	135%	170%	37%	-26%	-26%

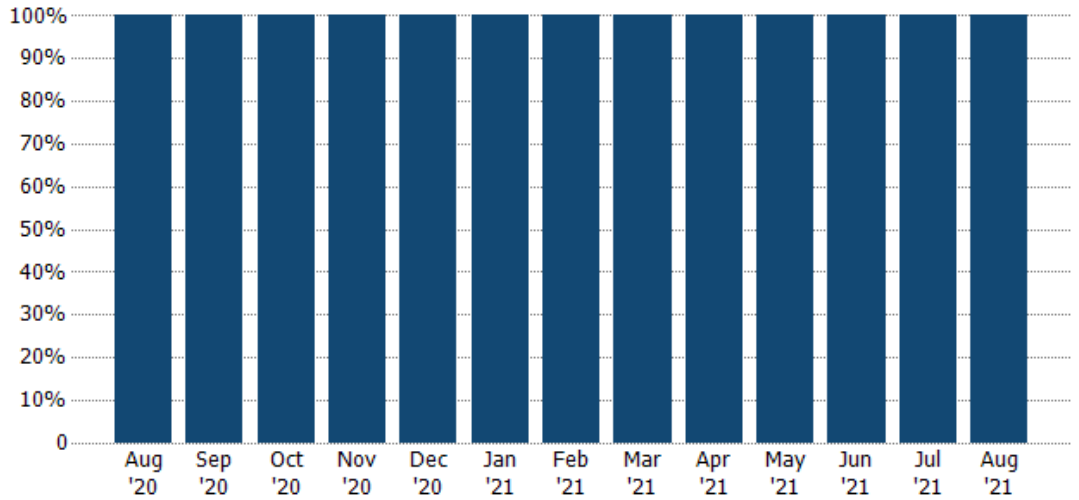


## Closed Sales by Property Type

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

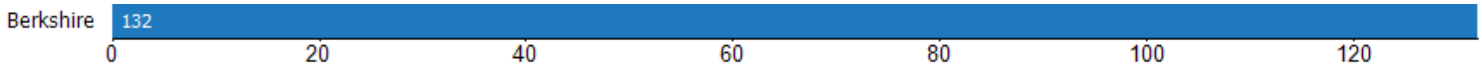


Property Type	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## Closed Sales (By County)

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

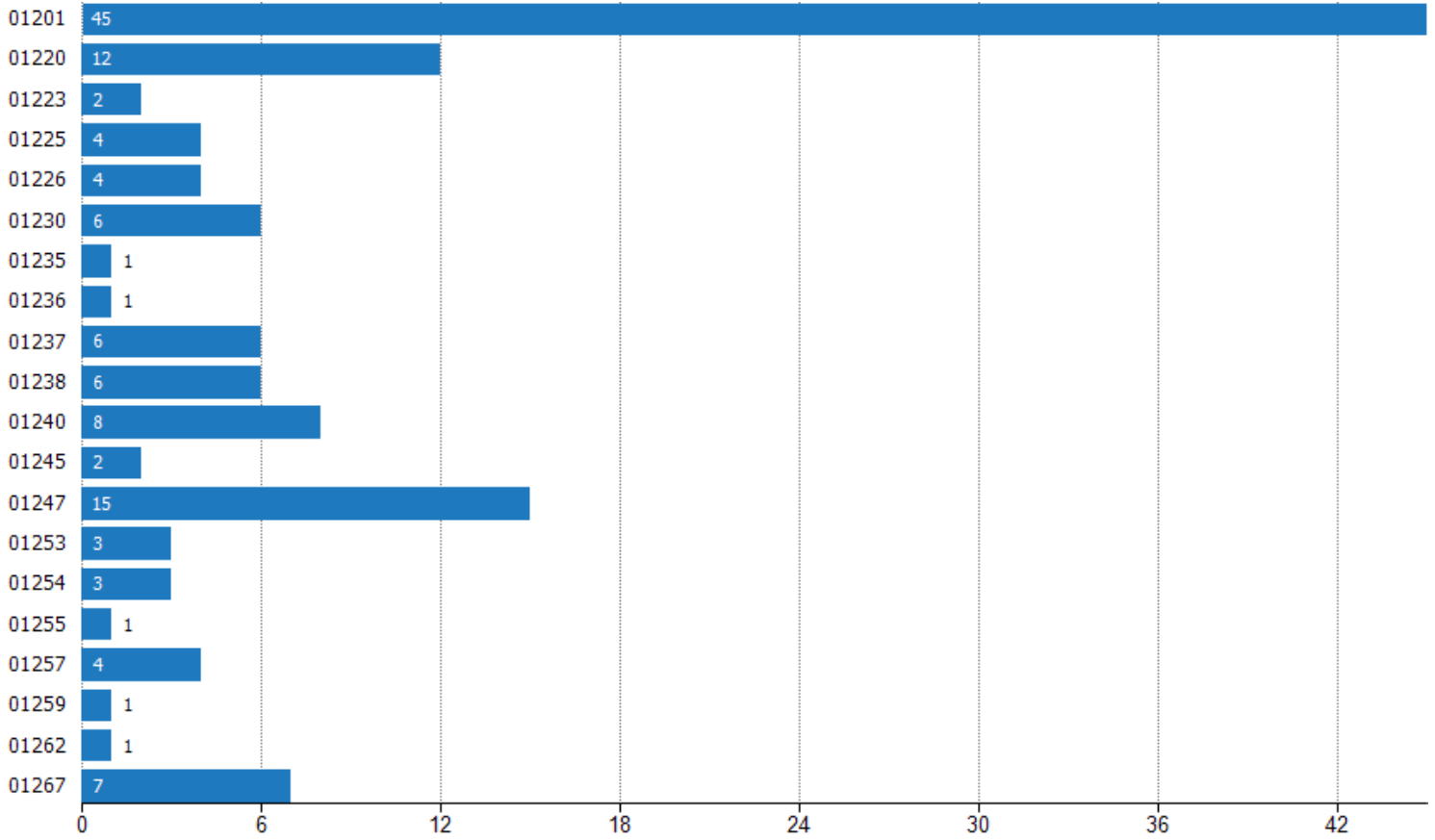
Filters Used: MLS: Berkshire County Board of REALTORS®MLS; State: MA; County: Berkshire County, Massachusetts; Property Type: Single Family



## 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



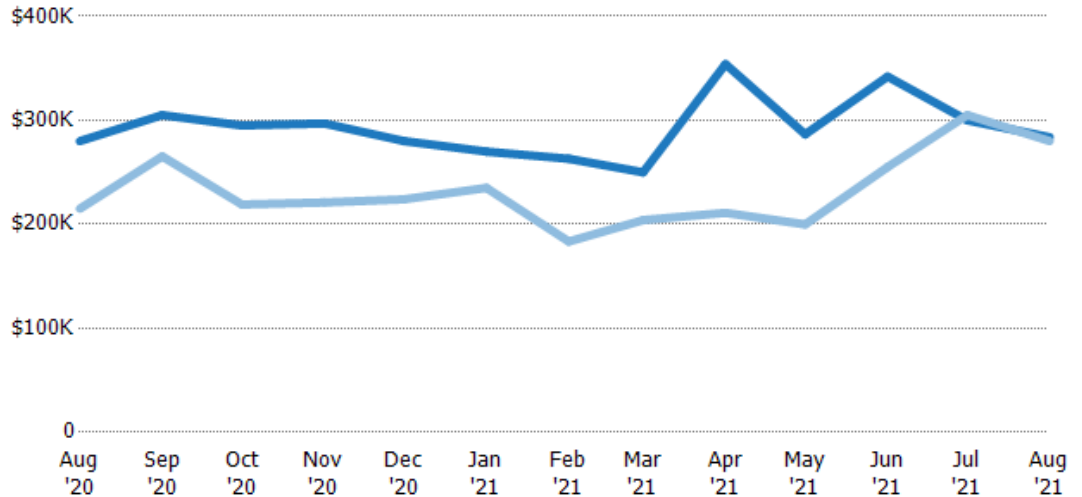
### Median Sales Price

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

Month/Year	Price	% Chg.
Aug '21	\$284K	1.3%
Aug '20	\$280K	30.2%
Aug '19	\$215K	3.7%



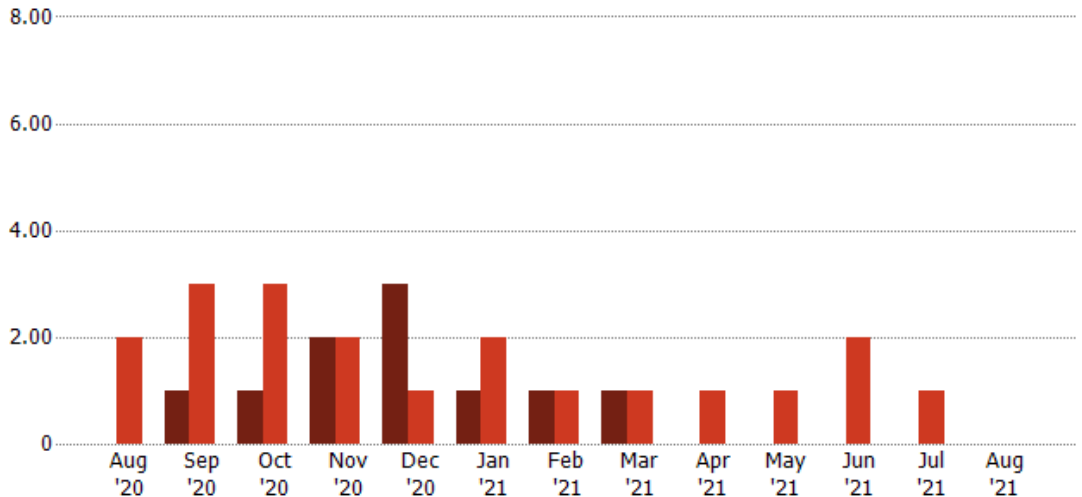
Current Year	\$280K	\$305K	\$295K	\$297K	\$280K	\$270K	\$263K	\$250K	\$354K	\$287K	\$342K	\$300K	\$284K
Prior Year	\$215K	\$265K	\$219K	\$221K	\$224K	\$235K	\$183K	\$204K	\$211K	\$200K	\$255K	\$305K	\$280K
Percent Change from Prior Year	30%	15%	35%	34%	25%	15%	43%	23%	68%	43%	34%	-2%	1%

### 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



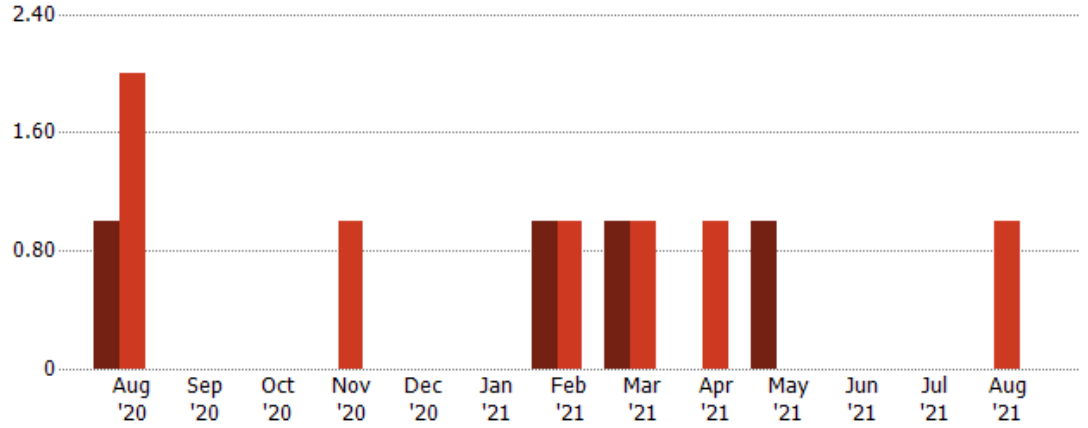
Current Year	-	1	1	2	3	1	1	1	-	-	-	-	-
Prior Year	2	3	3	2	1	2	1	1	1	1	2	1	-
Percent Change from Prior Year	-100%	-67%	-67%	0%	200%	-50%	0%	0%	-100%	-100%	-100%	-100%	-

## 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



Current Year	1	-	-	-	-	-	1	1	-	1	-	-	-
Prior Year	2	-	-	1	-	-	1	1	1	-	-	-	1
Percent Change from Prior Year	-50%	-	-	-100%	-	-	0%	0%	-100%	100%	-	-	-100%

## Sales Activity by ZIP

Aug 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	66	\$18,609,899	45	\$15,391,249	\$342,028	\$269,900	\$179	\$180	16
01220	15	\$3,724,999	12	\$2,680,600	\$223,383	\$226,000	\$153	\$135	16
01223	9	\$3,645,500	2	\$652,000	\$326,000	\$326,000	\$204	\$204	34
01225	9	\$3,834,400	4	\$987,507	\$246,877	\$138,750	\$131	\$112	22
01226	12	\$4,179,300	4	\$818,400	\$204,600	\$205,000	\$181	\$180	31
01230	23	\$15,097,900	6	\$4,309,500	\$718,250	\$654,500	\$289	\$303	34
01235	4	\$1,484,700	1	\$1,350,000	\$1,350,000	\$1,350,000	\$257	\$257	33
01236			1	\$270,000	\$270,000	\$270,000	\$114	\$114	75
01237	7	\$1,983,800	6	\$2,929,000	\$488,167	\$451,000	\$211	\$159	30
01238	16	\$6,811,800	6	\$1,952,000	\$325,333	\$261,500	\$194	\$209	38
01240	10	\$6,501,800	8	\$7,104,000	\$888,000	\$742,500	\$324	\$273	18
01245	3	\$5,985,000	2	\$2,014,000	\$1,007,000	\$1,007,000	\$281	\$281	9
01247	30	\$6,221,488	15	\$3,067,842	\$204,523	\$215,000	\$135	\$128	15
01253	6	\$2,803,300	3	\$895,000	\$298,333	\$320,000	\$204	\$197	53
01254	6	\$4,493,700	3	\$1,637,900	\$545,967	\$599,900	\$274	\$220	23
01255	4	\$1,023,400	1	\$185,000	\$185,000	\$185,000	\$132	\$132	48
01257	2	\$970,000	4	\$2,167,500	\$541,875	\$608,750	\$323	\$291	63
01259	1	\$1,999,000	1	\$808,000	\$808,000	\$808,000	\$235	\$235	45
01262	10	\$9,786,000	1	\$1,875,000	\$1,875,000	\$1,875,000	\$488	\$488	17
01267	17	\$7,455,100	7	\$4,424,000	\$632,000	\$615,000	\$235	\$220	53