

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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June 2023 Single-Family Sales Report Pioneer Valley sales down 27.3% · Median price down 2.9%

PIONEER VALLEY

Sales down 27.3%	Median Price down 2.9%	
	2022	2023
Closed Sales (units)	630	458
Median Sales (price)	\$350,000	\$340,000

FRANKLIN COUNTY

Sales down 11.7%	Median Price down 14.9%	
	2022	2023
Closed Sales (units)	60	53
Median Sales (price)	\$370,000	\$315,000

HAMPDEN COUNTY

Sales down 30.4%	Median Price down 1.8%	
	2022	2023
Closed Sales (units)	428	298
Median Sales (price)	\$320,750	\$315,000

HAMPSHIRE COUNTY

Sales down 20.0%	Median Price down 7.0%	
	2022	2023
Closed Sales (units)	145	116
Median Sales (price)	\$438,875	\$408,250

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About the REALTOR® Association of Pioneer Valley:

Organized in 1915, the REALTOR® Association of Pioneer Valley is a professional trade organization with more than 1,800 members. The term REALTOR® is registered as the exclusive designation of members of the National Association of REALTORS® who subscribe to a strict code of ethics and enjoy continuing education programs.

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June 2023 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 27.3 percent from 630 in June 2022 to 458 in June 2023.
- **Median Price** – down 2.9 percent from \$350,000 in June 2022 to \$340,000 in June 2023.
- **Inventory of Available Property** - down 41.0 percent from 882 homes for sale in June 2022 to 520 homes for sale in June 2023.
- **Days on the Market** – up 16.2 percent from 27 average number of days on the market in June 2022 to 31 average number of days on the market in June 2023.
- **Pending Sales (under agreement to sell)** – up 4.6 percent from 526 listings pending sale in June 2022 to 550 listings pending sale in June 2023.

Editors and reporters: Please note that the term Realtor® is properly spelled with an initial capital “R”, per the Associated Press Stylebook, or spelled in all capital letters and is a registered trademark of the National Association of REALTORS®.

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Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 25.4%

+ 0.8%

- 44.3%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	526	550	+ 4.6%	2,632	2,277	- 13.5%
Closed Sales	630	458	- 27.3%	2,514	1,929	- 23.3%
Median Sales Price*	\$350,000	\$340,000	- 2.9%	\$309,000	\$311,661	+ 0.9%
Inventory of Homes for Sale	882	520	- 41.0%	--	--	--
Months Supply of Inventory	1.7	1.3	- 26.0%	--	--	--
Cumulative Days on Market Until Sale	27	31	+ 16.2%	34	43	+ 28.7%
Percent of Original List Price Received*	105.3%	103.4%	- 1.8%	103.2%	100.3%	- 2.9%
New Listings	726	541	- 25.5%	3,273	2,562	- 21.7%

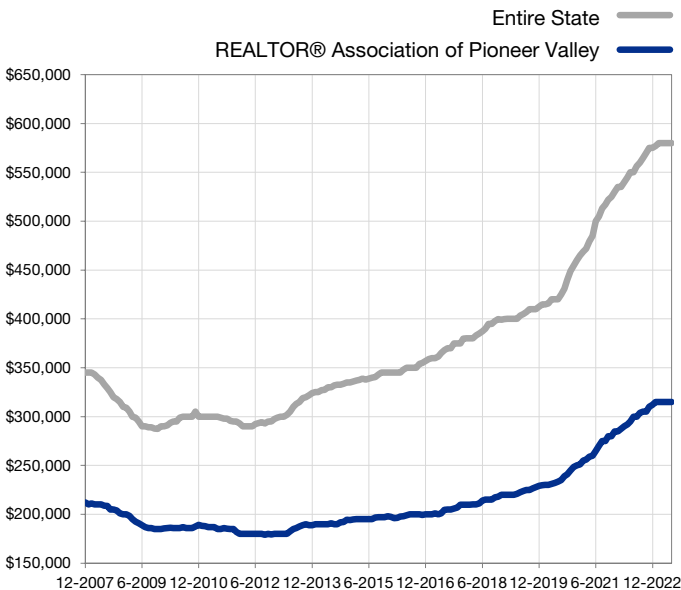
Condominium Properties

	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	60	84	+ 40.0%	438	372	- 15.1%
Closed Sales	91	80	- 12.1%	453	334	- 26.3%
Median Sales Price*	\$241,000	\$301,000	+ 24.9%	\$220,000	\$235,000	+ 6.8%
Inventory of Homes for Sale	152	56	- 63.2%	--	--	--
Months Supply of Inventory	1.7	0.9	- 49.6%	--	--	--
Cumulative Days on Market Until Sale	21	49	+ 130.9%	28	41	+ 48.6%
Percent of Original List Price Received*	104.6%	102.2%	- 2.3%	103.5%	101.6%	- 1.8%
New Listings	112	71	- 36.6%	543	376	- 30.8%

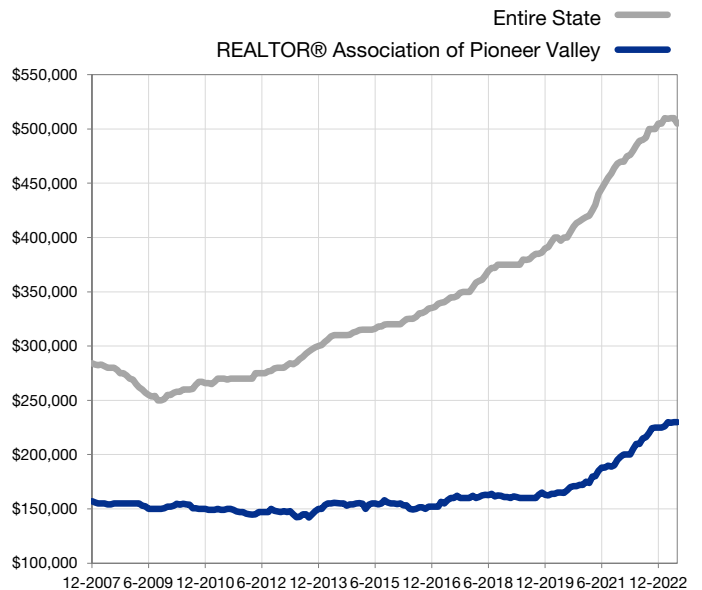
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	62	71	+ 14.5%	243	242	- 0.4%
Closed Sales	60	53	- 11.7%	237	206	- 13.1%
Median Sales Price*	\$370,000	\$315,000	- 14.9%	\$315,000	\$295,000	- 6.3%
Inventory of Homes for Sale	111	71	- 36.0%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	31	41	+ 32.3%	41	58	+ 41.5%
Percent of Original List Price Received*	104.7%	102.6%	- 2.0%	102.2%	98.9%	- 3.2%
New Listings	94	68	- 27.7%	323	261	- 19.2%

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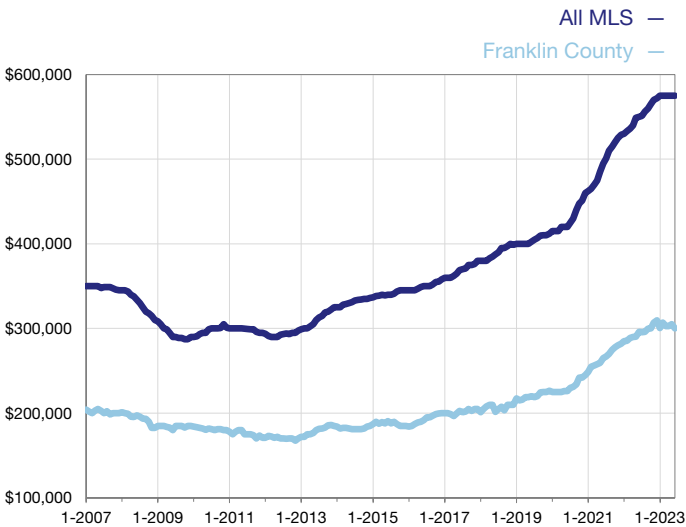
Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	1	- 50.0%	19	12	- 36.8%
Closed Sales	4	6	+ 50.0%	21	12	- 42.9%
Median Sales Price*	\$232,500	\$268,500	+ 15.5%	\$225,000	\$272,500	+ 21.1%
Inventory of Homes for Sale	8	0	- 100.0%	--	--	--
Months Supply of Inventory	2.2	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	61	14	- 77.0%	28	17	- 39.3%
Percent of Original List Price Received*	107.1%	104.1%	- 2.8%	105.0%	102.8%	- 2.1%
New Listings	4	0	- 100.0%	25	13	- 48.0%

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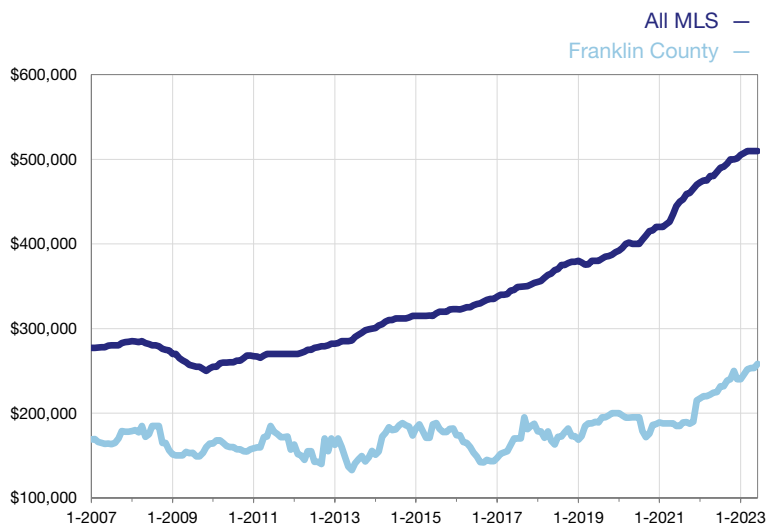
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	344	340	- 1.2%	1,823	1,568	- 14.0%
Closed Sales	428	298	- 30.4%	1,752	1,361	- 22.3%
Median Sales Price*	\$320,750	\$315,000	- 1.8%	\$287,900	\$296,000	+ 2.8%
Inventory of Homes for Sale	569	314	- 44.8%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	24	30	+ 25.0%	31	41	+ 32.3%
Percent of Original List Price Received*	104.6%	103.2%	- 1.3%	103.1%	100.3%	- 2.7%
New Listings	459	342	- 25.5%	2,206	1,732	- 21.5%

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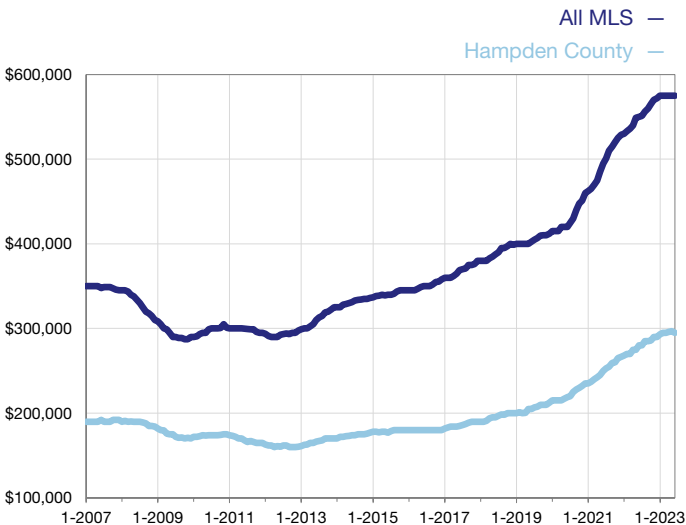
Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	42	49	+ 16.7%	298	231	- 22.5%
Closed Sales	54	43	- 20.4%	309	213	- 31.1%
Median Sales Price*	\$220,000	\$243,000	+ 10.5%	\$195,000	\$219,000	+ 12.3%
Inventory of Homes for Sale	77	29	- 62.3%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	16	48	+ 200.0%	24	38	+ 58.3%
Percent of Original List Price Received*	102.9%	100.1%	- 2.7%	102.4%	100.6%	- 1.8%
New Listings	66	42	- 36.4%	343	233	- 32.1%

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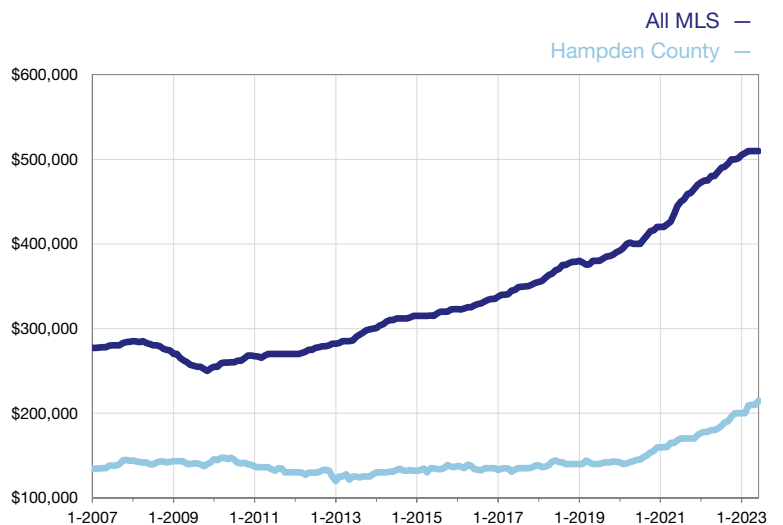
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2023

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Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	124	139	+ 12.1%	574	496	- 13.6%
Closed Sales	145	116	- 20.0%	535	396	- 26.0%
Median Sales Price*	\$438,875	\$408,250	- 7.0%	\$405,000	\$392,000	- 3.2%
Inventory of Homes for Sale	186	120	- 35.5%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	30	31	+ 3.3%	37	44	+ 18.9%
Percent of Original List Price Received*	107.6%	103.9%	- 3.4%	104.3%	100.8%	- 3.4%
New Listings	159	125	- 21.4%	699	548	- 21.6%

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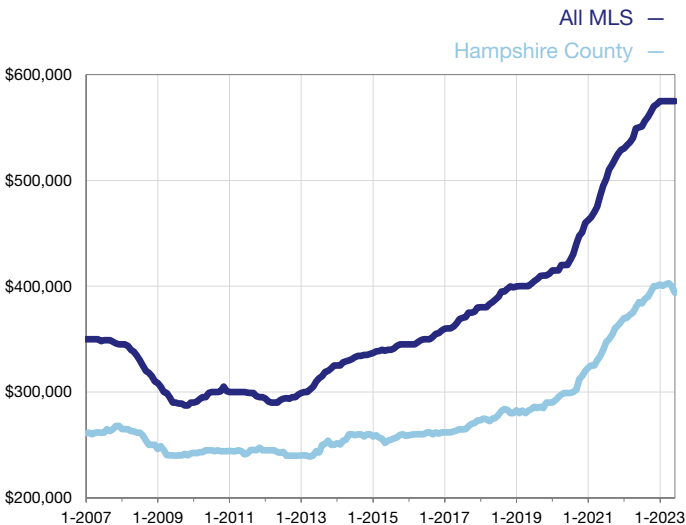
Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	16	33	+ 106.3%	123	129	+ 4.9%
Closed Sales	34	31	- 8.8%	126	109	- 13.5%
Median Sales Price*	\$302,250	\$350,000	+ 15.8%	\$285,000	\$305,000	+ 7.0%
Inventory of Homes for Sale	66	27	- 59.1%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	29	53	+ 82.8%	37	48	+ 29.7%
Percent of Original List Price Received*	106.8%	104.2%	- 2.4%	105.8%	103.2%	- 2.5%
New Listings	44	28	- 36.4%	171	128	- 25.1%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

