

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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April 2021 Single-Family Sales Report Pioneer Valley sales up 9.1% · Median price up 11.8%

PIONEER VALLEY

Sales up 9.1%	Median Price up 11.8%	
	2020	2021
Closed Sales (units)	373	407
Median Sales (price)	\$243,300	\$272,000

FRANKLIN COUNTY

Sales down 25.0%	Median Price up 12.7%	
	2020	2021
Closed Sales (units)	36	27
Median Sales (price)	\$230,750	\$260,000

HAMPDEN COUNTY

Sales up 20.2%	Median Price up 10.0%	
	2020	2021
Closed Sales (units)	253	304
Median Sales (price)	\$230,000	\$253,000

HAMPSHIRE COUNTY

Sales down 9.3%	Median Price up 17.7%	
	2020	2021
Closed Sales (units)	86	78
Median Sales (price)	\$322,500	\$379,500

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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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April 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 9.1 percent from 373 in April 2020 to 407 in April 2021.
- **Median Price** - up 11.8 percent from \$243,300 in April 2020 to \$272,000 in April 2021.
- **Inventory of Available Property** - down 58.8 percent from 1,100 homes for sale in April 2020 to 453 homes for sale in April 2021.
- **Days on the Market** – down 34.8 percent from 61 average number of days on the market in April 2020 to 40 average number of days on the market in April 2021.
- **Pending Sales (under agreement to sell)** - up 40.8 percent from 400 listings pending sale in April 2020 to 563 listings pending sale in April 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.06 percent with an average 0.7 points for the week ending 04/30/2021. Last year at this time the 30-year FRM averaged 3.31 percent with an average 0.7 points. (Source: www.FreddieMac.com)

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 – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 10.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 58.6%

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

Single-Family Properties

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	400	563	+ 40.8%	1,679	1,857	+ 10.6%
Closed Sales	373	407	+ 9.1%	1,419	1,584	+ 11.6%
Median Sales Price*	\$243,300	\$272,000	+ 11.8%	\$225,000	\$260,000	+ 15.6%
Inventory of Homes for Sale	1,100	453	- 58.8%	--	--	--
Months Supply of Inventory	2.2	0.9	- 60.7%	--	--	--
Cumulative Days on Market Until Sale	61	40	- 34.8%	74	47	- 36.7%
Percent of Original List Price Received*	98.4%	102.3%	+ 4.0%	95.9%	100.2%	+ 4.5%
New Listings	445	671	+ 50.8%	2,007	1,940	- 3.3%

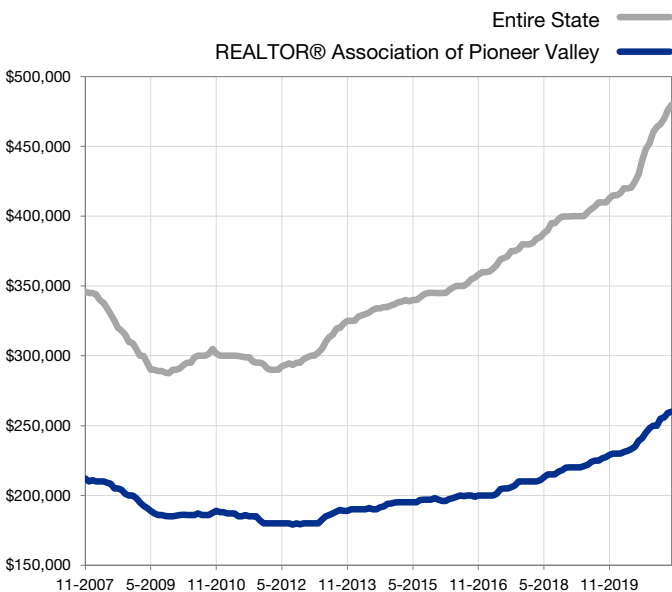
Condominium Properties

	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	45	72	+ 60.0%	212	294	+ 38.7%
Closed Sales	66	76	+ 15.2%	191	244	+ 27.7%
Median Sales Price*	\$159,500	\$204,000	+ 27.9%	\$157,000	\$182,000	+ 15.9%
Inventory of Homes for Sale	189	81	- 57.1%	--	--	--
Months Supply of Inventory	2.7	1.2	- 56.7%	--	--	--
Cumulative Days on Market Until Sale	62	42	- 31.4%	64	44	- 32.0%
Percent of Original List Price Received*	98.8%	100.6%	+ 1.8%	96.9%	99.3%	+ 2.5%
New Listings	45	88	+ 95.6%	270	311	+ 15.2%

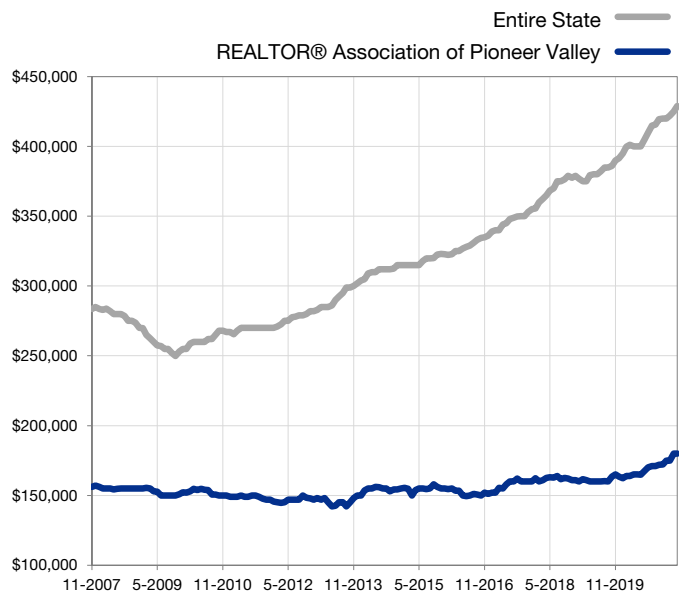
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	32	62	+ 93.8%	143	169	+ 18.2%
Closed Sales	36	27	- 25.0%	136	140	+ 2.9%
Median Sales Price*	\$230,750	\$260,000	+ 12.7%	\$208,250	\$265,000	+ 27.3%
Inventory of Homes for Sale	150	43	- 71.3%	--	--	--
Months Supply of Inventory	3.0	0.8	- 73.3%	--	--	--
Cumulative Days on Market Until Sale	79	69	- 12.7%	83	50	- 39.8%
Percent of Original List Price Received*	93.7%	99.4%	+ 6.1%	92.1%	98.0%	+ 6.4%
New Listings	43	62	+ 44.2%	178	165	- 7.3%

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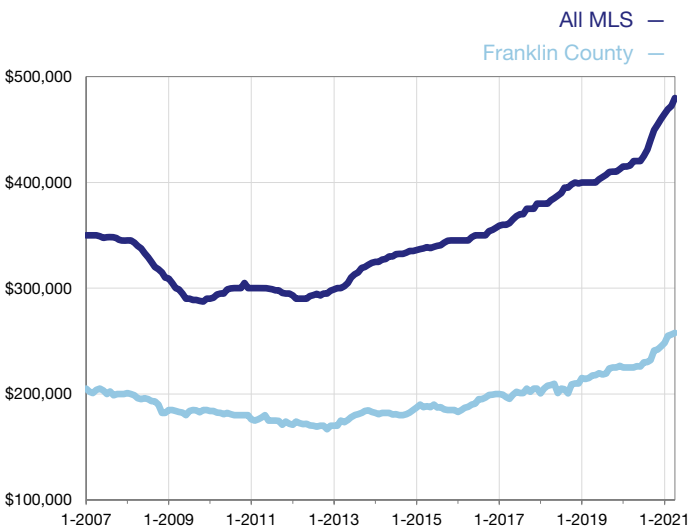
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	2	2	0.0%	9	8	- 11.1%
Closed Sales	3	3	0.0%	8	5	- 37.5%
Median Sales Price*	\$219,000	\$206,000	- 5.9%	\$169,250	\$185,000	+ 9.3%
Inventory of Homes for Sale	8	0	- 100.0%	--	--	--
Months Supply of Inventory	2.5	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	149	59	- 60.4%	113	53	- 53.1%
Percent of Original List Price Received*	94.9%	98.2%	+ 3.5%	94.2%	94.5%	+ 0.3%
New Listings	1	2	+ 100.0%	11	7	- 36.4%

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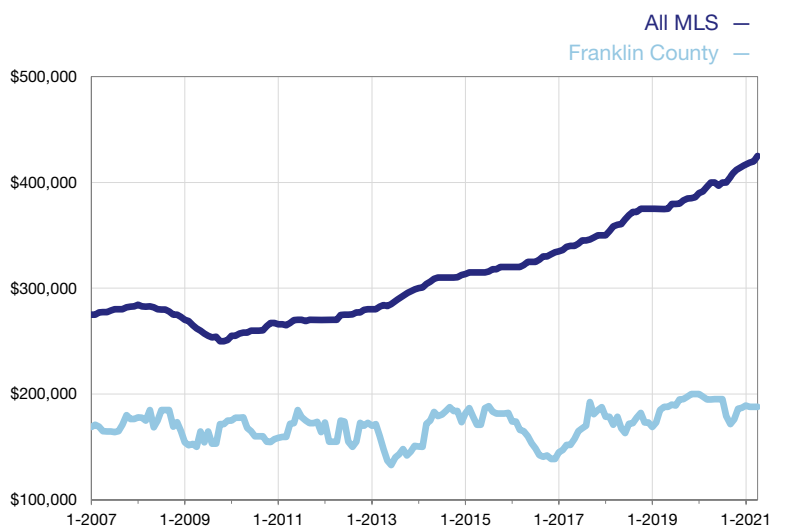
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	286	388	+ 35.7%	1,188	1,328	+ 11.8%
Closed Sales	253	304	+ 20.2%	987	1,140	+ 15.5%
Median Sales Price*	\$230,000	\$253,000	+ 10.0%	\$214,900	\$245,000	+ 14.0%
Inventory of Homes for Sale	662	288	- 56.5%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	53	35	- 34.0%	67	41	- 38.8%
Percent of Original List Price Received*	99.2%	102.6%	+ 3.4%	96.4%	100.6%	+ 4.4%
New Listings	313	462	+ 47.6%	1,412	1,392	- 1.4%

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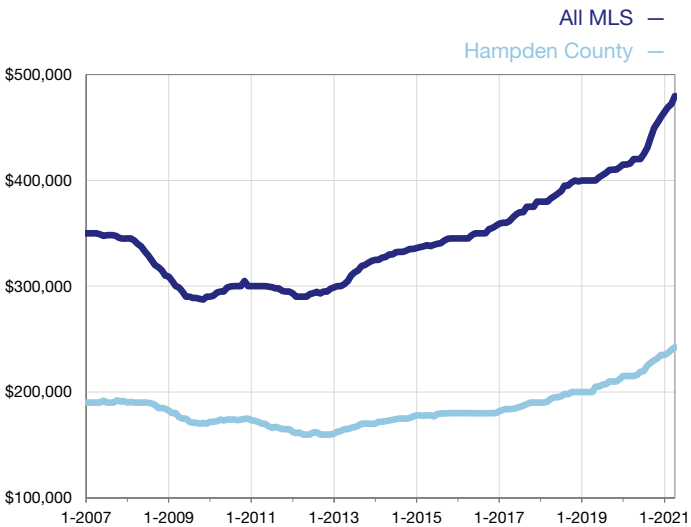
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	32	41	+ 28.1%	140	187	+ 33.6%
Closed Sales	45	47	+ 4.4%	129	162	+ 25.6%
Median Sales Price*	\$149,900	\$180,000	+ 20.1%	\$140,000	\$160,000	+ 14.3%
Inventory of Homes for Sale	119	36	- 69.7%	--	--	--
Months Supply of Inventory	2.6	0.8	- 69.2%	--	--	--
Cumulative Days on Market Until Sale	51	38	- 25.5%	57	36	- 36.8%
Percent of Original List Price Received*	98.8%	100.9%	+ 2.1%	96.9%	99.7%	+ 2.9%
New Listings	36	57	+ 58.3%	182	190	+ 4.4%

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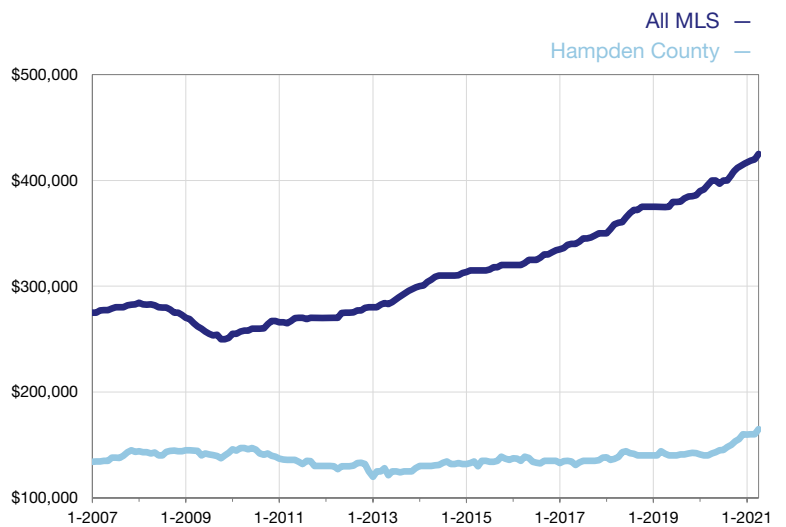
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2021

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Hampshire County

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	84	118	+ 40.5%	349	373	+ 6.9%
Closed Sales	86	78	- 9.3%	296	312	+ 5.4%
Median Sales Price*	\$322,500	\$379,500	+ 17.7%	\$291,225	\$340,000	+ 16.7%
Inventory of Homes for Sale	283	120	- 57.6%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--
Cumulative Days on Market Until Sale	77	48	- 37.7%	88	63	- 28.4%
Percent of Original List Price Received*	97.8%	102.0%	+ 4.3%	95.5%	99.7%	+ 4.4%
New Listings	91	149	+ 63.7%	426	394	- 7.5%

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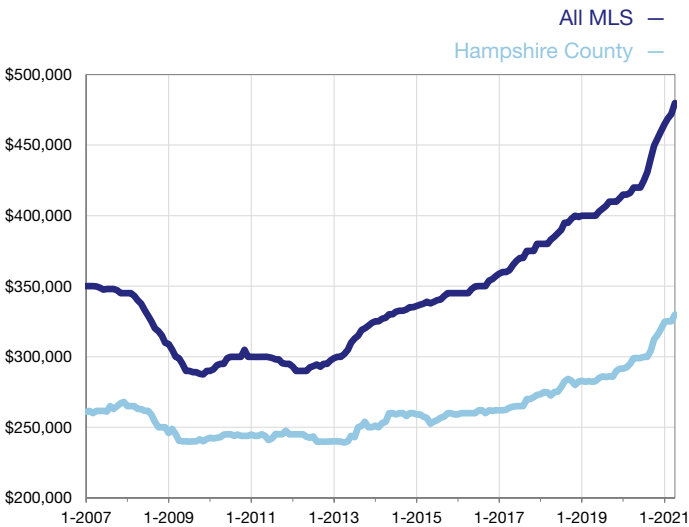
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	11	29	+ 163.6%	63	101	+ 60.3%
Closed Sales	18	26	+ 44.4%	54	77	+ 42.6%
Median Sales Price*	\$210,000	\$245,500	+ 16.9%	\$234,000	\$231,000	- 1.3%
Inventory of Homes for Sale	62	45	- 27.4%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	74	50	- 32.4%	75	61	- 18.7%
Percent of Original List Price Received*	99.5%	100.5%	+ 1.0%	97.1%	98.6%	+ 1.5%
New Listings	8	29	+ 262.5%	77	116	+ 50.6%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

