

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104  
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125  
[rapv.com](http://rapv.com)



**Brendan Bailey**, RCE, CIPS  
Chief Executive Officer  
[brendan@rapv.com](mailto:brendan@rapv.com)

**Cheryl Malandrinos**  
President  
[cmalandrinos.realtor@gmail.com](mailto:cmalandrinos.realtor@gmail.com)

**Ayca Yavuz**  
Director of Communications & Marketing  
[ayca@rapv.com](mailto:ayca@rapv.com)

## April 2022 Single-Family Sales Report Pioneer Valley sales down 4.8% · Median price up 11.1%

### PIONEER VALLEY

Sales down 4.8%

Median Price up 11.1%

	2021	2022
Closed Sales (units)	415	395
Median Sales (price)	\$270,000	\$300,000

### FRANKLIN COUNTY

Sales up 51.9%

Median Price up 14.4%

	2021	2022
Closed Sales (units)	27	41
Median Sales (price)	\$260,000	\$297,450

### HAMPDEN COUNTY

Sales down -14.5%

Median Price up 10.7%

	2021	2022
Closed Sales (units)	310	265
Median Sales (price)	\$253,000	\$280,000

### HAMPSHIRE COUNTY

Sales up 16.5%

Median Price up 6.2%

	2021	2022
Closed Sales (units)	79	92
Median Sales (price)	\$370,000	\$393,000

#### Media Contact:

Ayca Yavuz

[Ayca@rapv.com](mailto:ayca@rapv.com)

#### 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.

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104  
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125  
[rapv.com](http://rapv.com)



**Brendan Bailey**, RCE, CIPS  
Chief Executive Officer  
[brendan@rapv.com](mailto:brendan@rapv.com)

**Cheryl Malandrinos**  
President  
[cmalandrinos.realtor@gmail.com](mailto:cmalandrinos.realtor@gmail.com)

**Ayca Yavuz**  
Director of Communications & Marketing  
[ayca@rapv.com](mailto:ayca@rapv.com)

---

## April 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 4.8 percent from 415 in April 2021 to 395 in April 2022.
- **Median Price** - up 11.1 percent from \$270,000 in April 2021 to \$300,000 in April 2022.
- **Inventory of Available Property** - down 33.2 percent from 597 homes for sale in April 2021 to 399 homes for sale in April 2022.
- **Days on the Market** – down 14.3 percent from 40 average number of days on the market in April 2021 to 34 average number of days on the market in April 2022.
- **Pending Sales (under agreement to sell)** – down 3.2 percent from 531 listings pending sale in April 2021 to 514 listings pending sale in April 2022.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 4.98 percent with an average 0.8 points for the week ending 4/30/2022. Last year at this time the 30-year FRM averaged 3.06 percent with an average 0.7 points. (Source: [www.FreddieMac.com](http://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®.*

### 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.

# Local Market Update – April 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 4.8%**

**+ 11.1%**

**- 33.2%**

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

	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	531	<b>514</b>	- 3.2%	1,798	<b>1,683</b>	- 6.4%
Closed Sales	415	<b>395</b>	- 4.8%	1,592	<b>1,434</b>	- 9.9%
Median Sales Price*	\$270,000	<b>\$300,000</b>	+ 11.1%	\$260,000	<b>\$290,000</b>	+ 11.5%
Inventory of Homes for Sale	597	<b>399</b>	- 33.2%	--	--	--
Months Supply of Inventory	1.1	<b>0.8</b>	- 30.1%	--	--	--
Cumulative Days on Market Until Sale	40	<b>34</b>	- 14.3%	47	<b>37</b>	- 20.5%
Percent of Original List Price Received*	102.3%	<b>103.7%</b>	+ 1.4%	100.2%	<b>101.9%</b>	+ 1.7%
New Listings	669	<b>590</b>	- 11.8%	1,937	<b>1,833</b>	- 5.4%

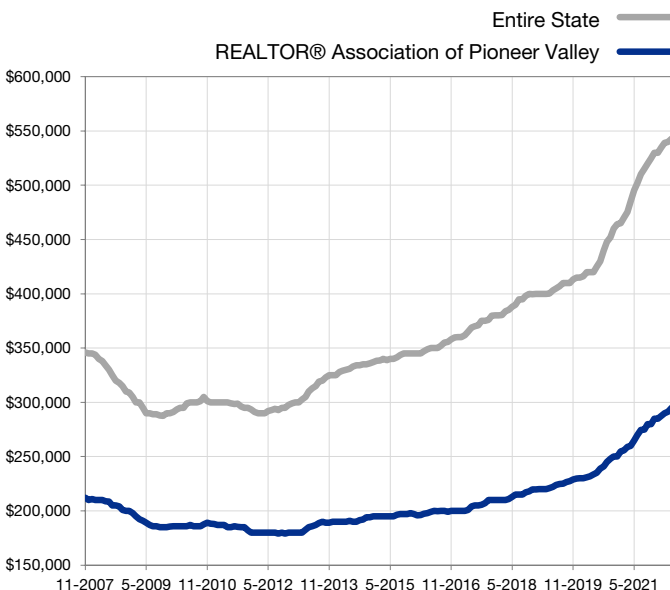
### Condominium Properties

	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	65	<b>89</b>	+ 36.9%	283	<b>308</b>	+ 8.8%
Closed Sales	78	<b>94</b>	+ 20.5%	247	<b>287</b>	+ 16.2%
Median Sales Price*	\$204,000	<b>\$200,500</b>	- 1.7%	\$182,000	<b>\$205,000</b>	+ 12.6%
Inventory of Homes for Sale	108	<b>69</b>	- 36.1%	--	--	--
Months Supply of Inventory	1.6	<b>0.8</b>	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	42	<b>23</b>	- 46.0%	44	<b>30</b>	- 30.6%
Percent of Original List Price Received*	100.7%	<b>103.6%</b>	+ 2.9%	99.3%	<b>102.7%</b>	+ 3.4%
New Listings	88	<b>91</b>	+ 3.4%	311	<b>328</b>	+ 5.5%

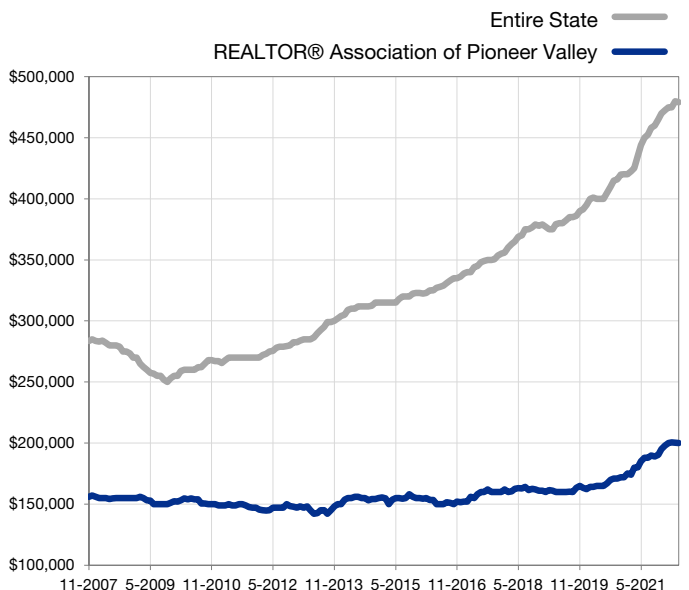
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	54	<b>52</b>	- 3.7%	157	<b>146</b>	- 7.0%
Closed Sales	27	<b>41</b>	+ 51.9%	140	<b>144</b>	+ 2.9%
Median Sales Price*	\$260,000	<b>\$297,450</b>	+ 14.4%	\$265,000	<b>\$307,000</b>	+ 15.8%
Inventory of Homes for Sale	64	<b>42</b>	- 34.4%	--	--	--
Months Supply of Inventory	1.1	<b>0.8</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	69	<b>60</b>	- 13.0%	50	<b>47</b>	- 6.0%
Percent of Original List Price Received*	99.4%	<b>100.8%</b>	+ 1.4%	98.0%	<b>101.1%</b>	+ 3.2%
New Listings	62	<b>60</b>	- 3.2%	166	<b>164</b>	- 1.2%

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

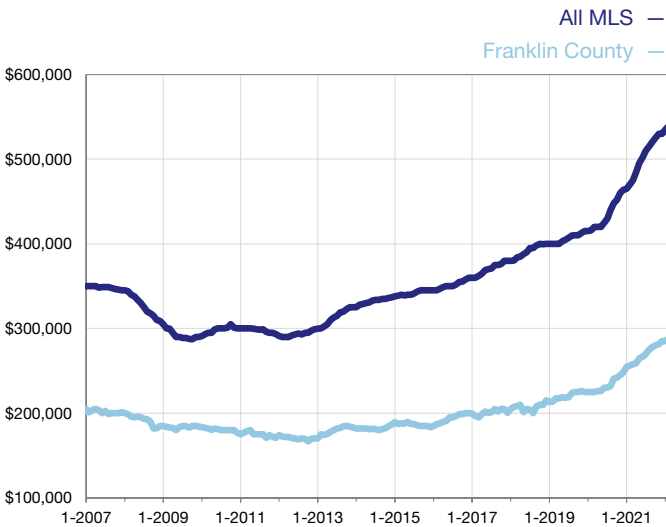
### Condominium Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	2	<b>1</b>	- 50.0%	8	<b>13</b>	+ 62.5%
Closed Sales	3	<b>4</b>	+ 33.3%	5	<b>13</b>	+ 160.0%
Median Sales Price*	\$206,000	<b>\$212,361</b>	+ 3.1%	\$185,000	<b>\$223,722</b>	+ 20.9%
Inventory of Homes for Sale	2	<b>4</b>	+ 100.0%	--	--	--
Months Supply of Inventory	0.6	<b>1.2</b>	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	59	<b>17</b>	- 71.2%	53	<b>20</b>	- 62.3%
Percent of Original List Price Received*	98.2%	<b>109.4%</b>	+ 11.4%	94.5%	<b>104.7%</b>	+ 10.8%
New Listings	2	<b>1</b>	- 50.0%	7	<b>16</b>	+ 128.6%

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

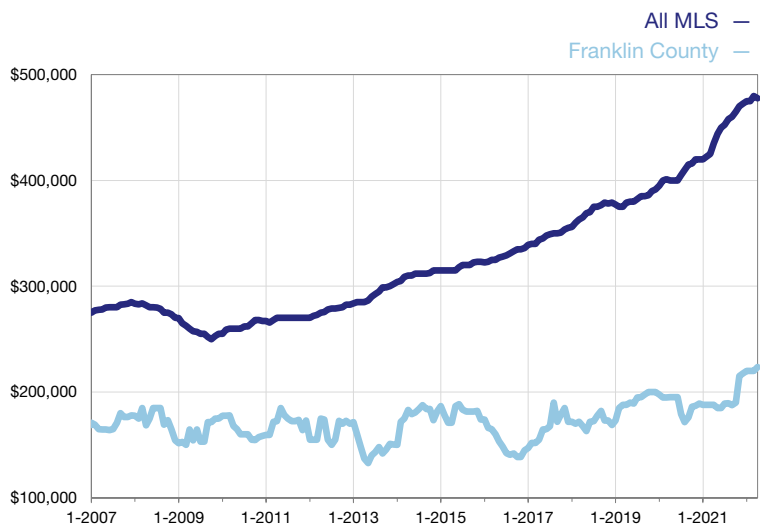
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – April 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	364	<b>353</b>	- 3.0%	1,284	<b>1,193</b>	- 7.1%
Closed Sales	310	<b>265</b>	- 14.5%	1,146	<b>999</b>	- 12.8%
Median Sales Price*	\$253,000	<b>\$280,000</b>	+ 10.7%	\$245,000	<b>\$270,000</b>	+ 10.2%
Inventory of Homes for Sale	388	<b>265</b>	- 31.7%	--	--	--
Months Supply of Inventory	1.0	<b>0.8</b>	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	35	<b>31</b>	- 11.4%	41	<b>34</b>	- 17.1%
Percent of Original List Price Received*	102.5%	<b>103.9%</b>	+ 1.4%	100.6%	<b>102.1%</b>	+ 1.5%
New Listings	459	<b>405</b>	- 11.8%	1,389	<b>1,293</b>	- 6.9%

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

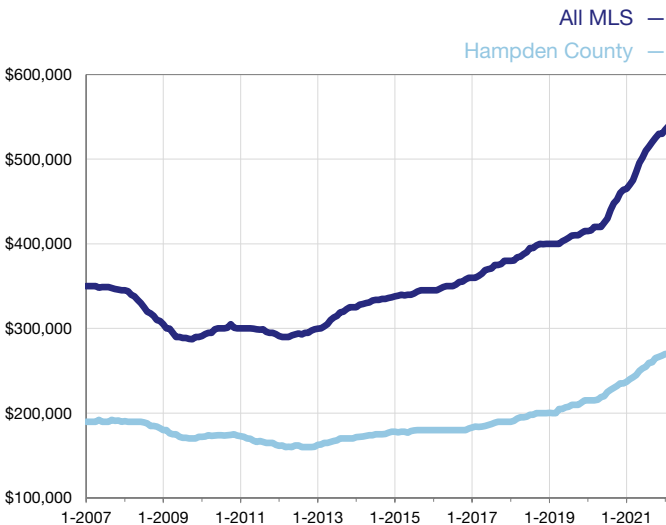
### Condominium Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	38	<b>57</b>	+ 50.0%	182	<b>210</b>	+ 15.4%
Closed Sales	49	<b>66</b>	+ 34.7%	165	<b>200</b>	+ 21.2%
Median Sales Price*	\$180,000	<b>\$189,500</b>	+ 5.3%	\$160,000	<b>\$182,750</b>	+ 14.2%
Inventory of Homes for Sale	52	<b>32</b>	- 38.5%	--	--	--
Months Supply of Inventory	1.1	<b>0.6</b>	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	38	<b>22</b>	- 42.1%	36	<b>26</b>	- 27.8%
Percent of Original List Price Received*	100.9%	<b>101.8%</b>	+ 0.9%	99.8%	<b>101.7%</b>	+ 1.9%
New Listings	57	<b>56</b>	- 1.8%	190	<b>209</b>	+ 10.0%

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

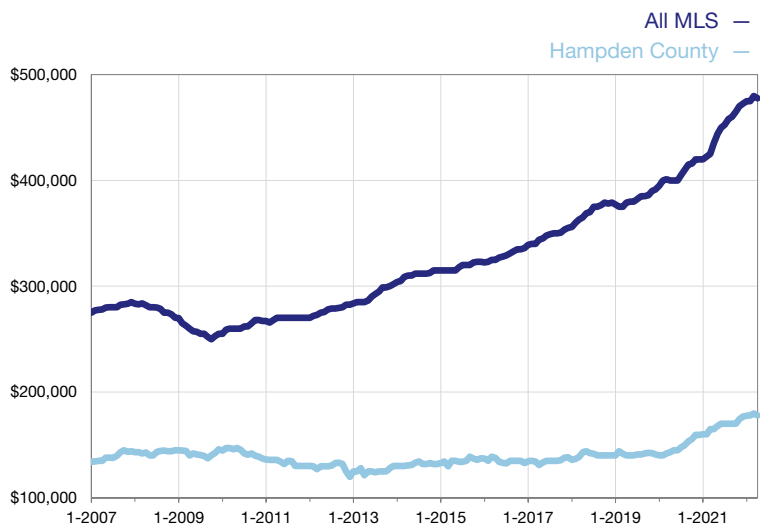
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – April 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	116	<b>112</b>	- 3.4%	366	<b>353</b>	- 3.6%
Closed Sales	79	<b>92</b>	+ 16.5%	313	<b>300</b>	- 4.2%
Median Sales Price*	\$370,000	<b>\$393,000</b>	+ 6.2%	\$339,900	<b>\$375,000</b>	+ 10.3%
Inventory of Homes for Sale	142	<b>97</b>	- 31.7%	--	--	--
Months Supply of Inventory	1.3	<b>0.9</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	47	<b>32</b>	- 31.9%	62	<b>42</b>	- 32.3%
Percent of Original List Price Received*	102.2%	<b>104.7%</b>	+ 2.4%	99.7%	<b>101.9%</b>	+ 2.2%
New Listings	148	<b>133</b>	- 10.1%	391	<b>395</b>	+ 1.0%

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

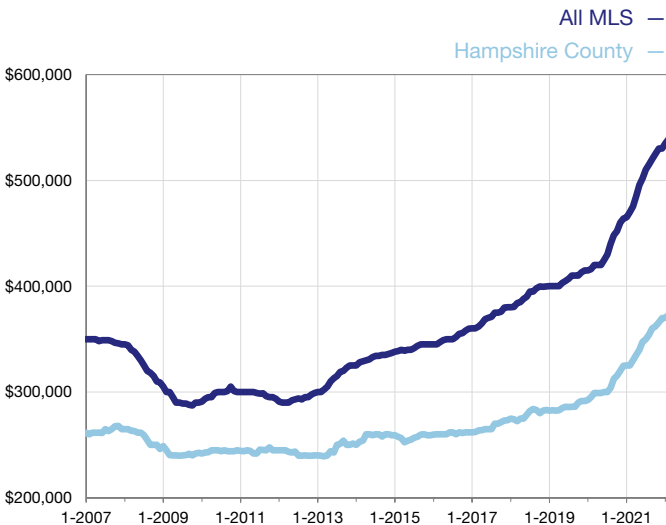
### Condominium Properties

Key Metrics	April			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	25	<b>31</b>	+ 24.0%	95	<b>87</b>	- 8.4%
Closed Sales	26	<b>24</b>	- 7.7%	77	<b>74</b>	- 3.9%
Median Sales Price*	\$245,500	<b>\$299,000</b>	+ 21.8%	\$231,000	<b>\$271,000</b>	+ 17.3%
Inventory of Homes for Sale	54	<b>34</b>	- 37.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.2</b>	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	50	<b>28</b>	- 44.0%	61	<b>45</b>	- 26.2%
Percent of Original List Price Received*	100.5%	<b>107.5%</b>	+ 7.0%	98.6%	<b>104.8%</b>	+ 6.3%
New Listings	29	<b>34</b>	+ 17.2%	116	<b>105</b>	- 9.5%

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

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

