

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



Brendan Bailey, RCE, CIPS
Chief Executive Officer
brendan@rapv.com

Lori Beth Chase
President
lchase@laerrealty.com

Ayca Yavuz
Director of Marketing & Communications
ayca@rapv.com

April 2023 Single-Family Sales Report Pioneer Valley sales down 24.2% · Median price up 2.0%

PIONEER VALLEY

Sales down 24.2%	Median Price up 2.0%	
	2022	2023
Closed Sales (units)	405	307
Median Sales (price)	\$300,000	\$306,000

FRANKLIN COUNTY

Sales down 24.4%	Median Price up 0.8%	
	2022	2023
Closed Sales (units)	41	31
Median Sales (price)	\$297,450	\$299,900

HAMPDEN COUNTY

Sales down 16.6%	Median Price up 7.1%	
	2022	2023
Closed Sales (units)	271	226
Median Sales (price)	\$280,000	\$300,000

HAMPSHIRE COUNTY

Sales down 44.7%	Median Price up 6.5%	
	2022	2023
Closed Sales (units)	94	52
Median Sales (price)	\$393,000	\$418,500

Media Contact:

Ayca Yavuz

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.

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April 2023 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 24.2 percent from 405 in April 2022 to 307 in April 2023.
- **Median Price** – up 2.0 percent from \$300,000 in April 2022 to \$306,000 in April 2023.
- **Inventory of Available Property** - down 29.8 percent from 650 homes for sale in April 2022 to 456 homes for sale in April 2023.
- **Days on the Market** – up 43.0 percent from 34 average number of days on the market in April 2022 to 49 average number of days on the market in April 2023.
- **Pending Sales (under agreement to sell)** – down 0.6 percent from 468 listings pending sale in April 2022 to 465 listings pending sale in April 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 – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 28.6%

+ 4.2%

- 31.3%

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

	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	468	465	- 0.6%	1,565	1,320	- 15.7%
Closed Sales	405	307	- 24.2%	1,454	1,095	- 24.7%
Median Sales Price*	\$300,000	\$306,000	+ 2.0%	\$290,000	\$299,900	+ 3.4%
Inventory of Homes for Sale	650	456	- 29.8%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.9%	--	--	--
Cumulative Days on Market Until Sale	34	49	+ 43.0%	38	51	+ 34.6%
Percent of Original List Price Received*	103.6%	100.2%	- 3.3%	101.9%	98.1%	- 3.7%
New Listings	600	469	- 21.8%	1,855	1,434	- 22.7%

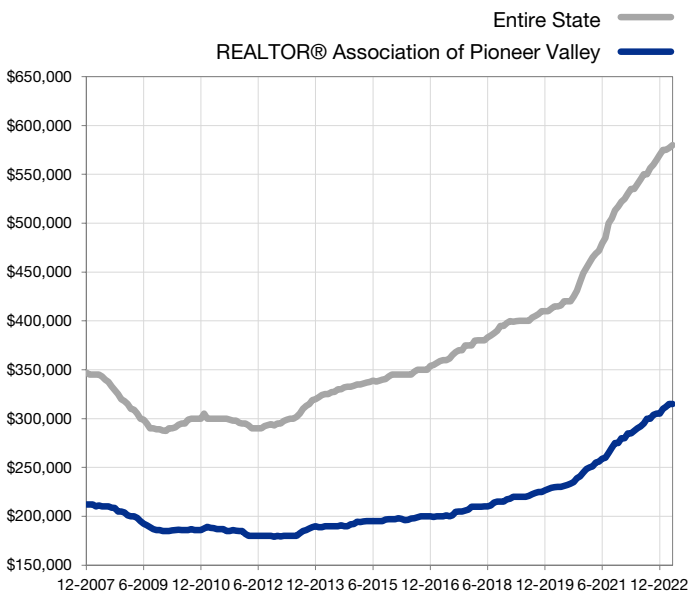
Condominium Properties

	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	88	65	- 26.1%	290	229	- 21.0%
Closed Sales	95	50	- 47.4%	289	191	- 33.9%
Median Sales Price*	\$201,000	\$253,185	+ 26.0%	\$205,000	\$225,000	+ 9.8%
Inventory of Homes for Sale	117	71	- 39.3%	--	--	--
Months Supply of Inventory	1.4	1.1	- 20.9%	--	--	--
Cumulative Days on Market Until Sale	23	40	+ 74.3%	30	41	+ 34.6%
Percent of Original List Price Received*	103.7%	103.0%	- 0.7%	102.7%	101.0%	- 1.7%
New Listings	94	64	- 31.9%	334	226	- 32.3%

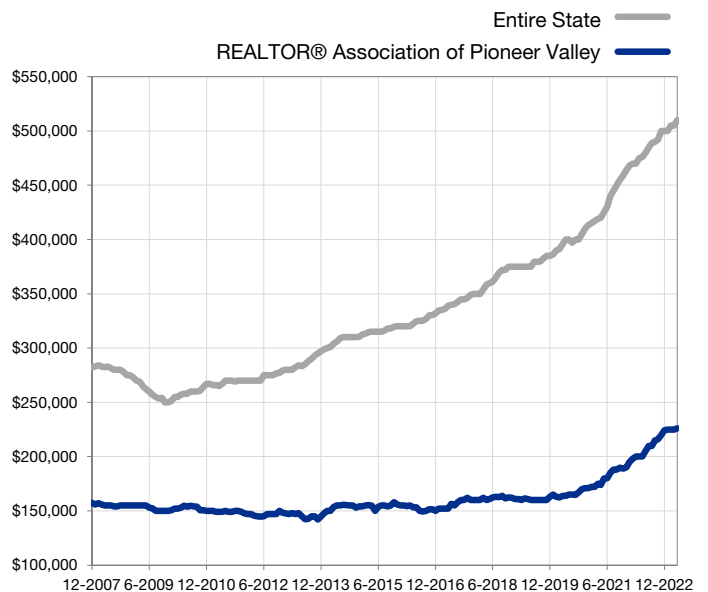
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	106	105	- 0.9%	327	259	- 20.8%
Closed Sales	94	52	- 44.7%	302	203	- 32.8%
Median Sales Price*	\$393,000	\$418,500	+ 6.5%	\$375,000	\$380,000	+ 1.3%
Inventory of Homes for Sale	149	113	- 24.2%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	31	57	+ 83.9%	42	50	+ 19.0%
Percent of Original List Price Received*	104.8%	99.1%	- 5.4%	102.0%	98.3%	- 3.6%
New Listings	137	107	- 21.9%	406	300	- 26.1%

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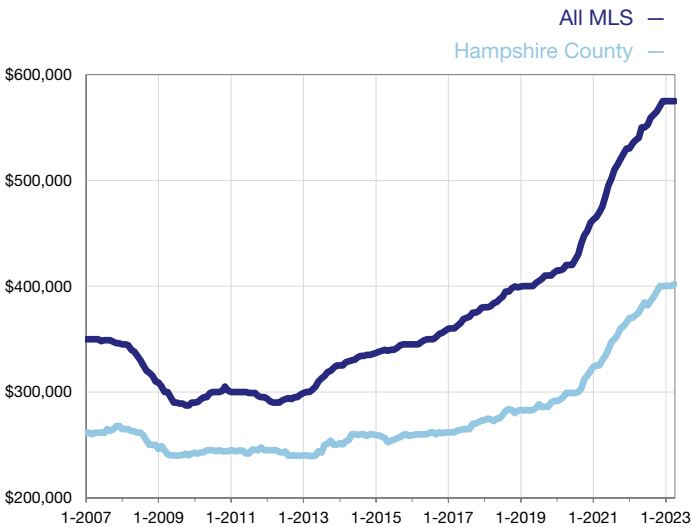
Condominium Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	30	23	- 23.3%	80	81	+ 1.3%
Closed Sales	24	16	- 33.3%	74	58	- 21.6%
Median Sales Price*	\$299,000	\$336,750	+ 12.6%	\$271,000	\$307,500	+ 13.5%
Inventory of Homes for Sale	56	31	- 44.6%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	28	32	+ 14.3%	45	47	+ 4.4%
Percent of Original List Price Received*	107.5%	107.3%	- 0.2%	104.8%	102.7%	- 2.0%
New Listings	35	19	- 45.7%	109	74	- 32.1%

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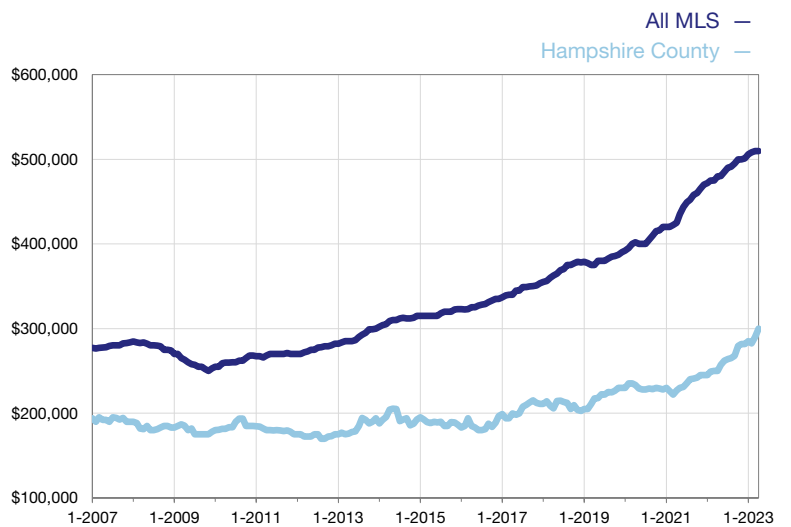
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	314	319	+ 1.6%	1,102	955	- 13.3%
Closed Sales	271	226	- 16.6%	1,010	795	- 21.3%
Median Sales Price*	\$280,000	\$300,000	+ 7.1%	\$270,000	\$282,250	+ 4.5%
Inventory of Homes for Sale	435	296	- 32.0%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	32	45	+ 40.6%	34	48	+ 41.2%
Percent of Original List Price Received*	103.8%	100.6%	- 3.1%	102.1%	98.3%	- 3.7%
New Listings	405	326	- 19.5%	1,295	1,043	- 19.5%

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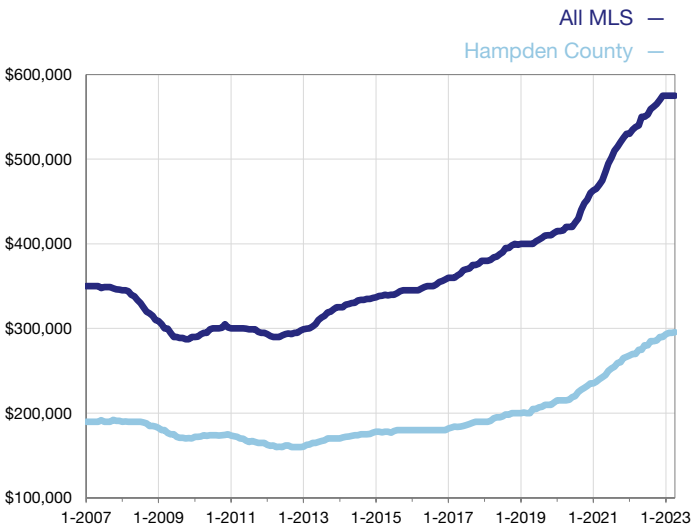
Condominium Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	58	39	- 32.8%	200	140	- 30.0%
Closed Sales	66	30	- 54.5%	201	126	- 37.3%
Median Sales Price*	\$189,500	\$216,000	+ 14.0%	\$182,500	\$209,950	+ 15.0%
Inventory of Homes for Sale	55	39	- 29.1%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	22	43	+ 95.5%	26	38	+ 46.2%
Percent of Original List Price Received*	101.9%	101.0%	- 0.9%	101.7%	100.2%	- 1.5%
New Listings	57	44	- 22.8%	210	143	- 31.9%

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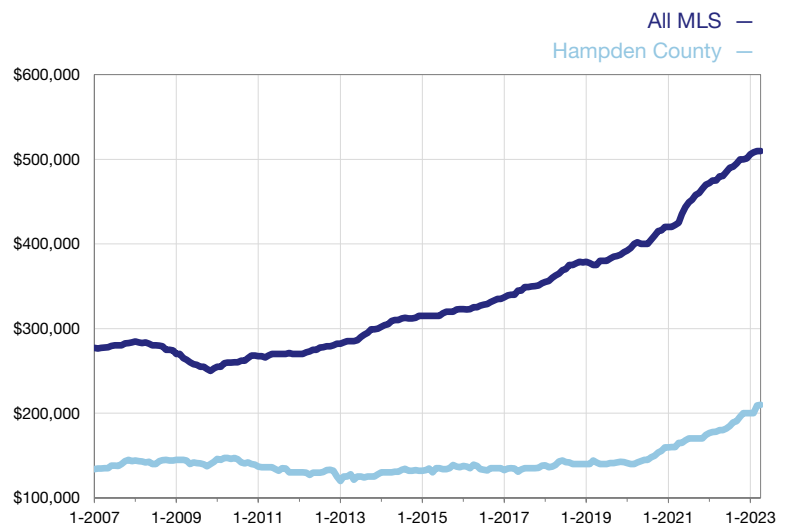
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	46	44	- 4.3%	134	125	- 6.7%
Closed Sales	41	31	- 24.4%	144	109	- 24.3%
Median Sales Price*	\$297,450	\$299,900	+ 0.8%	\$307,000	\$287,000	- 6.5%
Inventory of Homes for Sale	70	48	- 31.4%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	60	59	- 1.7%	47	65	+ 38.3%
Percent of Original List Price Received*	100.8%	98.5%	- 2.3%	101.1%	96.1%	- 4.9%
New Listings	58	43	- 25.9%	162	112	- 30.9%

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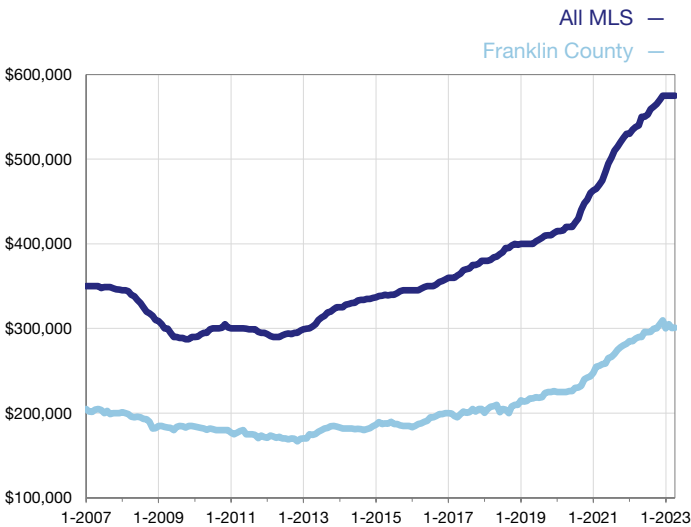
Condominium Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	4	+ 300.0%	12	7	- 41.7%
Closed Sales	5	2	- 60.0%	14	5	- 64.3%
Median Sales Price*	\$223,722	\$272,500	+ 21.8%	\$224,361	\$265,000	+ 18.1%
Inventory of Homes for Sale	7	2	- 71.4%	--	--	--
Months Supply of Inventory	2.1	0.6	- 71.4%	--	--	--
Cumulative Days on Market Until Sale	15	21	+ 40.0%	19	18	- 5.3%
Percent of Original List Price Received*	108.7%	108.0%	- 0.6%	104.8%	103.2%	- 1.5%
New Listings	2	1	- 50.0%	17	8	- 52.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

