

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104

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April 2024 Single-Family Sales Report

Pioneer Valley sales up 1.9% · Median price up 7.5%

PIONEER VALLEY

Sales up 1.9%	Median Price up 7.5%	
	2023	2024
Closed Sales (units)	314	320
Median Sales (price)	\$311,750	\$335,050

FRANKLIN COUNTY

Sales up 6.1%	Median Price up 11.0%	
	2023	2024
Closed Sales (units)	33	35
Median Sales (price)	\$302,000	\$335,100

HAMPDEN COUNTY

Sales up 2.6%	Median Price up 6.7%	
	2023	2024
Closed Sales (units)	232	238
Median Sales (price)	\$300,000	\$320,000

HAMPSHIRE COUNTY

Sales down 1.9%	Median Price down 1.1%	
	2023	2024
Closed Sales (units)	53	52
Median Sales (price)	\$425,000	\$420,500

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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 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 1.9 percent from 314 in April 2023 to 320 in April 2024.
- **Median Price** - up 7.5 percent from \$311,750 in April 2023 to \$335,050 in April 2024.
- **Inventory of Available Property** - down 24.4 percent from 606 homes for sale in April 2023 to 458 homes for sale in April 2024.
- **Days on the Market** – down 27.0 percent from 50 average number of days on the market in April 2023 to 36 average number of days on the market in April 2024.
- **Pending Sales (under agreement to sell)** – up 13.6 percent from 397 listings pending sale in April 2023 to 451 listings pending sale in April 2024.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 25.7%

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

Single-Family Properties

	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	397	451	+ 13.6%	1,236	1,329	+ 7.5%
Closed Sales	314	320	+ 1.9%	1,102	1,127	+ 2.3%
Median Sales Price*	\$311,750	\$335,050	+ 7.5%	\$300,000	\$330,000	+ 10.0%
Inventory of Homes for Sale	606	458	- 24.4%	--	--	--
Months Supply of Inventory	1.4	1.2	- 13.4%	--	--	--
Cumulative Days on Market Until Sale	50	36	- 27.0%	51	43	- 14.8%
Percent of Original List Price Received*	100.1%	101.8%	+ 1.7%	98.1%	99.9%	+ 1.8%
New Listings	472	517	+ 9.5%	1,440	1,473	+ 2.3%

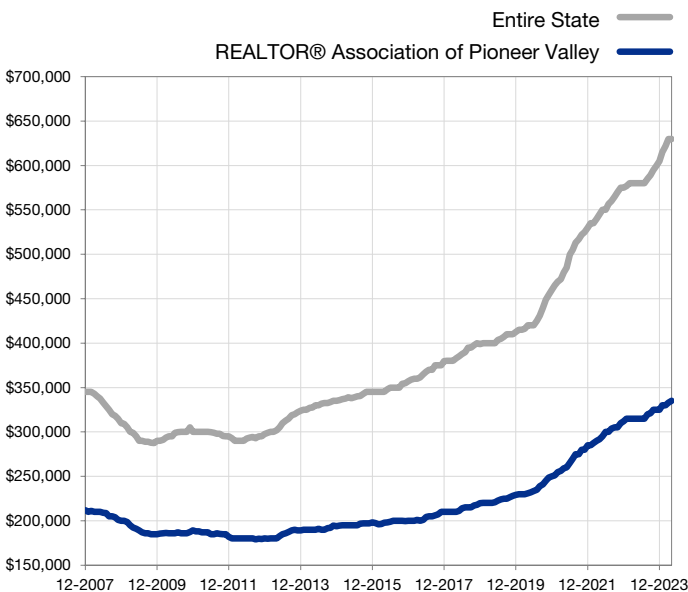
Condominium Properties

	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	56	77	+ 37.5%	218	216	- 0.9%
Closed Sales	50	51	+ 2.0%	191	175	- 8.4%
Median Sales Price*	\$253,185	\$255,000	+ 0.7%	\$225,000	\$249,900	+ 11.1%
Inventory of Homes for Sale	97	64	- 34.0%	--	--	--
Months Supply of Inventory	1.5	1.1	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	40	28	- 28.7%	41	41	+ 0.2%
Percent of Original List Price Received*	102.8%	101.7%	- 1.1%	100.9%	100.1%	- 0.8%
New Listings	64	73	+ 14.1%	225	234	+ 4.0%

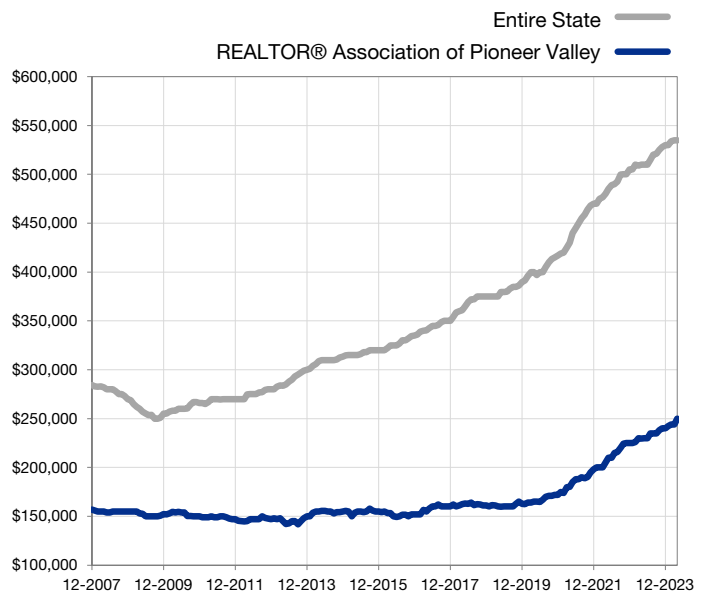
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	37	33	- 10.8%	118	138	+ 16.9%
Closed Sales	33	35	+ 6.1%	113	126	+ 11.5%
Median Sales Price*	\$302,000	\$335,100	+ 11.0%	\$287,500	\$323,000	+ 12.3%
Inventory of Homes for Sale	59	63	+ 6.8%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	61	40	- 34.4%	65	53	- 18.5%
Percent of Original List Price Received*	98.0%	96.6%	- 1.4%	96.0%	96.4%	+ 0.4%
New Listings	43	46	+ 7.0%	110	143	+ 30.0%

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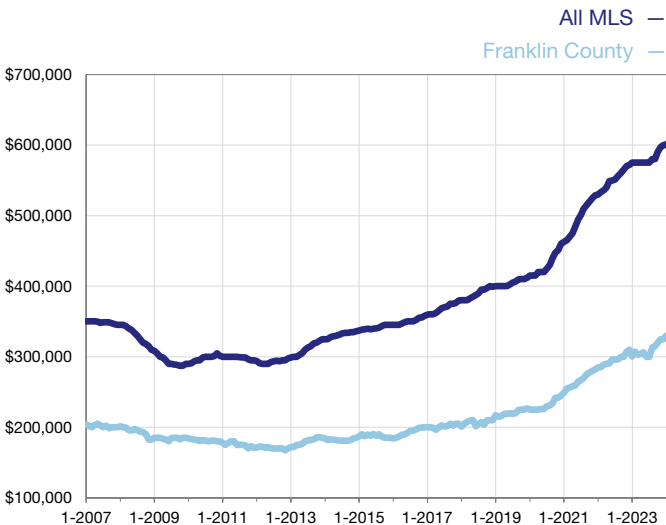
Condominium Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	4	6	+ 50.0%	7	13	+ 85.7%
Closed Sales	2	4	+ 100.0%	5	8	+ 60.0%
Median Sales Price*	\$272,500	\$237,500	- 12.8%	\$265,000	\$276,350	+ 4.3%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--
Months Supply of Inventory	1.2	2.8	+ 133.3%	--	--	--
Cumulative Days on Market Until Sale	21	34	+ 61.9%	18	27	+ 50.0%
Percent of Original List Price Received*	108.0%	100.1%	- 7.3%	103.2%	102.2%	- 1.0%
New Listings	1	7	+ 600.0%	8	19	+ 137.5%

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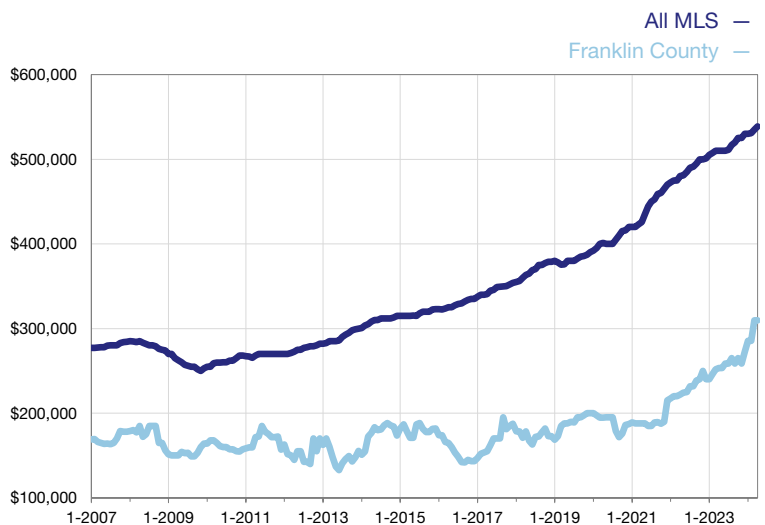
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	278	332	+ 19.4%	902	959	+ 6.3%
Closed Sales	232	238	+ 2.6%	801	819	+ 2.2%
Median Sales Price*	\$300,000	\$320,000	+ 6.7%	\$283,000	\$310,000	+ 9.5%
Inventory of Homes for Sale	385	270	- 29.9%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	46	34	- 26.1%	48	39	- 18.8%
Percent of Original List Price Received*	100.5%	102.5%	+ 2.0%	98.3%	100.5%	+ 2.2%
New Listings	324	349	+ 7.7%	1,029	1,033	+ 0.4%

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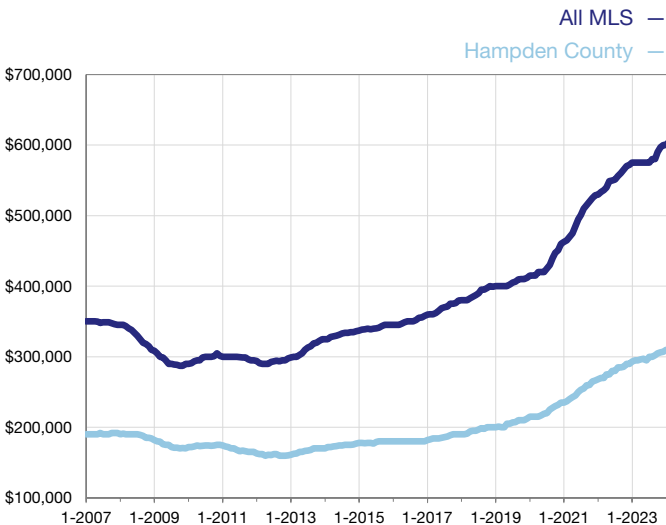
Condominium Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	35	47	+ 34.3%	137	141	+ 2.9%
Closed Sales	31	29	- 6.5%	127	107	- 15.7%
Median Sales Price*	\$218,000	\$220,000	+ 0.9%	\$210,000	\$220,000	+ 4.8%
Inventory of Homes for Sale	47	36	- 23.4%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	43	29	- 32.6%	38	34	- 10.5%
Percent of Original List Price Received*	100.5%	101.1%	+ 0.6%	100.1%	100.1%	0.0%
New Listings	44	42	- 4.5%	142	145	+ 2.1%

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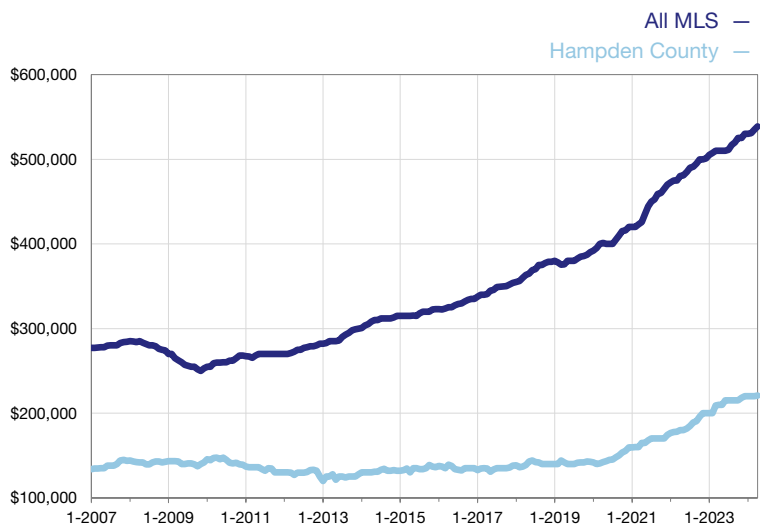
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – April 2024

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Hampshire County

Single-Family Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	87	93	+ 6.9%	239	251	+ 5.0%
Closed Sales	53	52	- 1.9%	204	202	- 1.0%
Median Sales Price*	\$425,000	\$420,500	- 1.1%	\$381,641	\$420,000	+ 10.1%
Inventory of Homes for Sale	143	112	- 21.7%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	58	41	- 29.3%	51	50	- 2.0%
Percent of Original List Price Received*	99.0%	101.1%	+ 2.1%	98.2%	99.6%	+ 1.4%
New Listings	105	117	+ 11.4%	291	294	+ 1.0%

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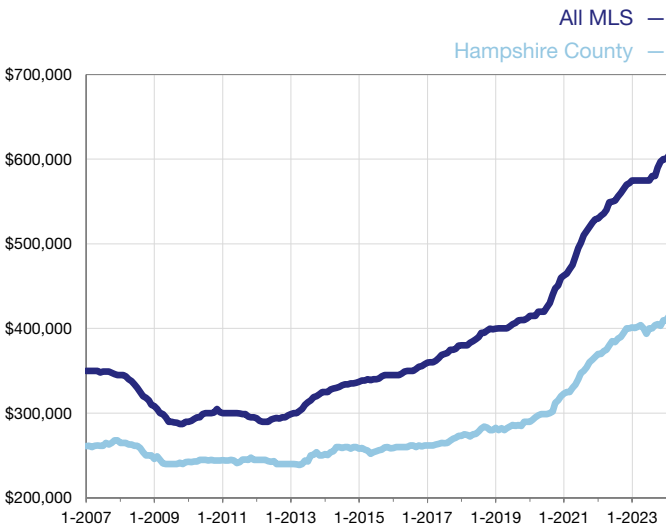
Condominium Properties

Key Metrics	April			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	18	24	+ 33.3%	73	63	- 13.7%
Closed Sales	15	18	+ 20.0%	57	60	+ 5.3%
Median Sales Price*	\$330,000	\$329,000	- 0.3%	\$305,000	\$318,750	+ 4.5%
Inventory of Homes for Sale	47	17	- 63.8%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	33	25	- 24.2%	48	54	+ 12.5%
Percent of Original List Price Received*	107.1%	103.0%	- 3.8%	102.5%	99.7%	- 2.7%
New Listings	19	22	+ 15.8%	73	67	- 8.2%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

