

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## April 2020 Single-Family Sales Report Pioneer Valley sales down 24.0% · Median price up 8.9%

### PIONEER VALLEY

Sales down 24.0%      Median Price up 8.9%

	2019	2020
Closed Sales (units)	471	358
Median Sales (price)	\$224,000	\$243,920

### FRANKLIN COUNTY

Sales down 28.3%      Median Price down 1.1%

	2019	2020
Closed Sales (units)	46	33
Median Sales (price)	\$232,000	\$229,500

### HAMPDEN COUNTY

Sales down 28.2%      Median Price up 11.2%

	2019	2020
Closed Sales (units)	340	244
Median Sales (price)	\$206,750	\$230,000

### HAMPSHIRE COUNTY

Sales down 6.7%      Median Price up 16.3%

	2019	2020
Closed Sales (units)	89	83
Median Sales (price)	\$279,500	\$325,000

#### For editorial comment:

Sue Drumm, *President*, 413-636-6945

Kelly Page, *Immediate Past President*, 413-695-1448

Franklin County: Kelly Page, *Immediate Past President*, 413-695-1448

Hampden County: Sue Drumm, *President*, 413-636-6945, or Elias Acuna, *President Elect*, 413-626-4097

Hampshire County: Richard Sawicki, *2017 Past President*, 413-549-2600

#### 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 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 24.0 percent from 471 in April 2019 to 358 in April 2020.
- **Median Price** - up 8.9 percent from \$224,000 in April 2019 to \$243,920 in April 2020.
- **Inventory of Available Property** - down 38.5 percent from 1,442 homes for sale in April 2019 to 887 homes for sale in April 2020.
- **Supply** - down 38.1 percent from 2.9 months of supply at the current rate of sale by the end of April 2019 to 1.8 months of supply at the current rate of sale by the end of April 2020.
- **Days on the Market** – down 29.4 percent from 85 average number of days on the market in April 2019 to 60 average number of days on the market in April 2020.
- **Pending Sales (under agreement to sell)** - down 23.1 percent from 568 listings pending sale in April 2019 to 437 listings pending sale in April 2020.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 3.31 percent with an average 0.7 points for the week ending 04/30/2020. Last year at this time the 30-year FRM averaged 4.14 percent with an average 0.5 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®.*

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# Local Market Update – April 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 22.1%**

**+ 4.8%**

**- 36.5%**

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		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	568	<b>437</b>	- 23.1%	1,865	<b>1,755</b>	- 5.9%
Closed Sales	471	<b>358</b>	- 24.0%	1,466	<b>1,398</b>	- 4.6%
Median Sales Price*	\$224,000	<b>\$243,920</b>	+ 8.9%	\$210,000	<b>\$225,000</b>	+ 7.1%
Inventory of Homes for Sale	1,442	<b>887</b>	- 38.5%	--	--	--
Months Supply of Inventory	2.9	<b>1.8</b>	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	85	<b>60</b>	- 29.4%	88	<b>74</b>	- 15.8%
Percent of Original List Price Received*	95.8%	<b>98.3%</b>	+ 2.6%	94.6%	<b>95.8%</b>	+ 1.3%
New Listings	772	<b>447</b>	- 42.1%	2,355	<b>2,010</b>	- 14.6%

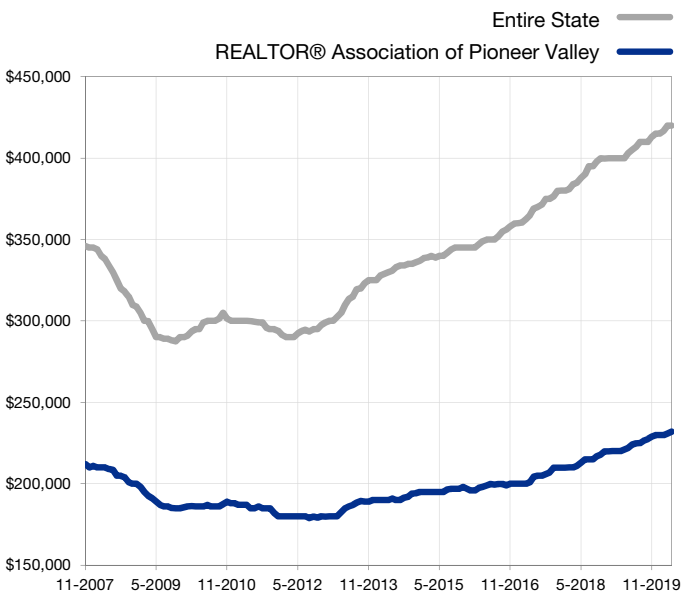
### Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	89	<b>47</b>	- 47.2%	306	<b>217</b>	- 29.1%
Closed Sales	73	<b>66</b>	- 9.6%	247	<b>191</b>	- 22.7%
Median Sales Price*	\$154,900	<b>\$159,500</b>	+ 3.0%	\$156,500	<b>\$157,000</b>	+ 0.3%
Inventory of Homes for Sale	204	<b>159</b>	- 22.1%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	80	<b>62</b>	- 22.9%	93	<b>64</b>	- 30.7%
Percent of Original List Price Received*	95.7%	<b>98.9%</b>	+ 3.3%	95.8%	<b>96.9%</b>	+ 1.1%
New Listings	112	<b>45</b>	- 59.8%	354	<b>270</b>	- 23.7%

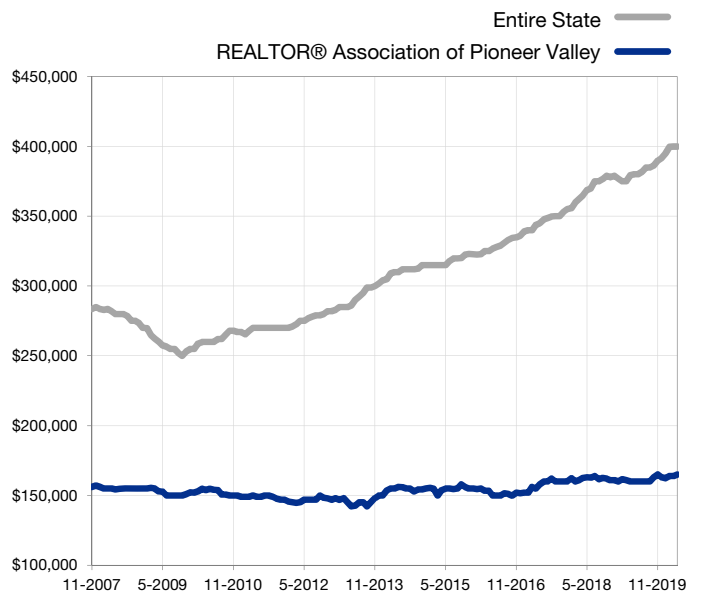
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	407	<b>311</b>	- 23.6%	1,336	<b>1,245</b>	- 6.8%
Closed Sales	340	<b>244</b>	- 28.2%	1,073	<b>977</b>	- 8.9%
Median Sales Price*	\$206,750	<b>\$230,000</b>	+ 11.2%	\$195,000	<b>\$214,500</b>	+ 10.0%
Inventory of Homes for Sale	895	<b>516</b>	- 42.3%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	74	<b>53</b>	- 28.4%	78	<b>67</b>	- 14.1%
Percent of Original List Price Received*	96.3%	<b>99.1%</b>	+ 2.9%	95.0%	<b>96.4%</b>	+ 1.5%
New Listings	527	<b>316</b>	- 40.0%	1,652	<b>1,416</b>	- 14.3%

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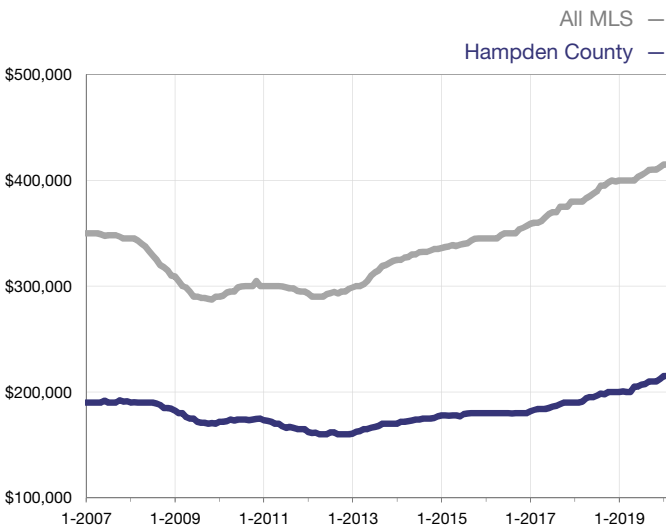
### Condominium Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	52	<b>34</b>	- 34.6%	192	<b>144</b>	- 25.0%
Closed Sales	48	<b>45</b>	- 6.3%	171	<b>129</b>	- 24.6%
Median Sales Price*	\$137,350	<b>\$149,900</b>	+ 9.1%	\$142,550	<b>\$140,000</b>	- 1.8%
Inventory of Homes for Sale	118	<b>106</b>	- 10.2%	--	--	--
Months Supply of Inventory	2.5	<b>2.4</b>	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	93	<b>51</b>	- 45.2%	90	<b>57</b>	- 36.7%
Percent of Original List Price Received*	95.1%	<b>98.9%</b>	+ 4.0%	95.4%	<b>97.0%</b>	+ 1.7%
New Listings	65	<b>36</b>	- 44.6%	221	<b>182</b>	- 17.6%

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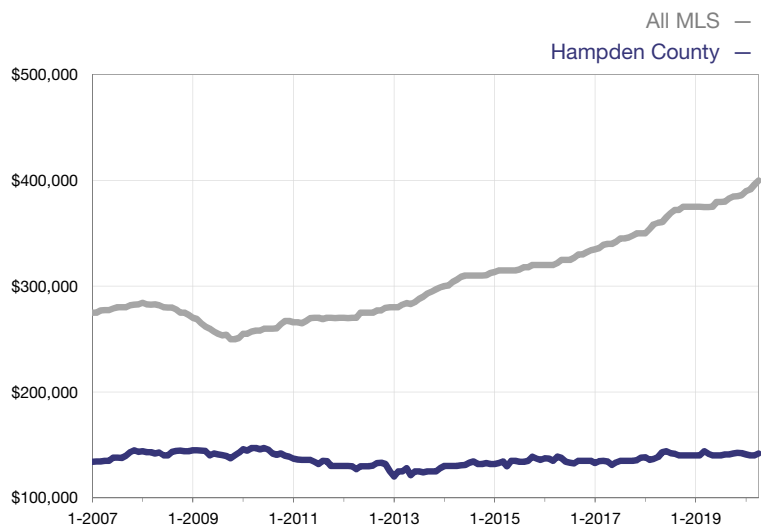
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – April 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	114	<b>94</b>	- 17.5%	371	<b>368</b>	- 0.8%
Closed Sales	89	<b>83</b>	- 6.7%	264	<b>292</b>	+ 10.6%
Median Sales Price*	\$279,500	<b>\$325,000</b>	+ 16.3%	\$267,000	<b>\$292,725</b>	+ 9.6%
Inventory of Homes for Sale	339	<b>240</b>	- 29.2%	--	--	--
Months Supply of Inventory	3.2	<b>2.3</b>	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	111	<b>76</b>	- 31.5%	109	<b>88</b>	- 19.3%
Percent of Original List Price Received*	95.0%	<b>97.7%</b>	+ 2.8%	93.9%	<b>95.4%</b>	+ 1.6%
New Listings	163	<b>93</b>	- 42.9%	478	<b>428</b>	- 10.5%

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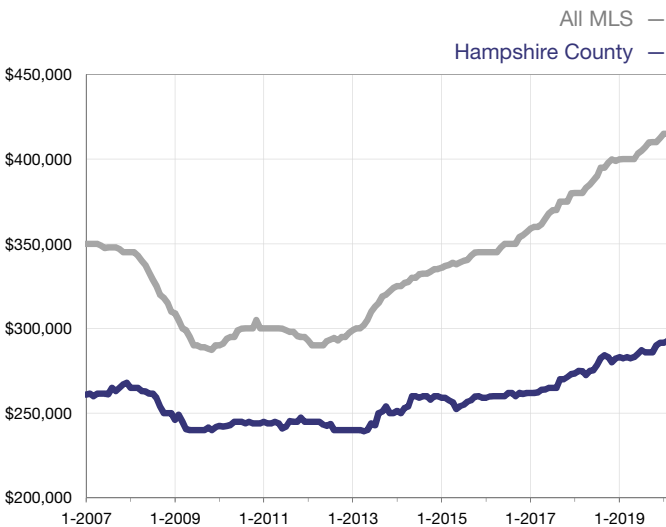
### Condominium Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	34	<b>11</b>	- 67.6%	98	<b>64</b>	- 34.7%
Closed Sales	23	<b>18</b>	- 21.7%	64	<b>54</b>	- 15.6%
Median Sales Price*	\$227,500	<b>\$210,000</b>	- 7.7%	\$225,200	<b>\$234,000</b>	+ 3.9%
Inventory of Homes for Sale	76	<b>45</b>	- 40.8%	--	--	--
Months Supply of Inventory	3.1	<b>2.0</b>	- 35.5%	--	--	--
Cumulative Days on Market Until Sale	48	<b>74</b>	+ 54.2%	78	<b>75</b>	- 3.8%
Percent of Original List Price Received*	97.1%	<b>99.5%</b>	+ 2.5%	96.9%	<b>97.1%</b>	+ 0.2%
New Listings	43	<b>8</b>	- 81.4%	121	<b>77</b>	- 36.4%

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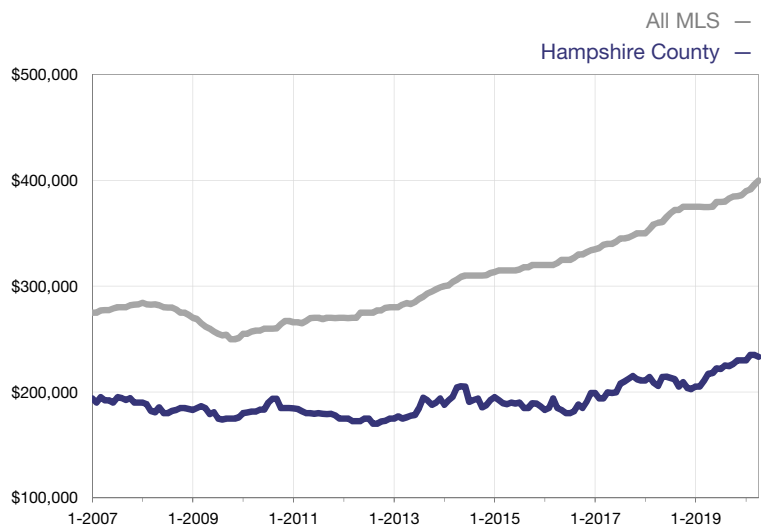
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – April 2020

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## Franklin County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	55	<b>38</b>	- 30.9%	178	<b>149</b>	- 16.3%
Closed Sales	46	<b>33</b>	- 28.3%	145	<b>133</b>	- 8.3%
Median Sales Price*	\$232,000	<b>\$229,500</b>	- 1.1%	\$216,000	<b>\$205,000</b>	- 5.1%
Inventory of Homes for Sale	203	<b>130</b>	- 36.0%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	98	<b>74</b>	- 24.5%	111	<b>82</b>	- 26.1%
Percent of Original List Price Received*	95.4%	<b>93.2%</b>	- 2.3%	93.1%	<b>91.9%</b>	- 1.3%
New Listings	92	<b>44</b>	- 52.2%	242	<b>180</b>	- 25.6%

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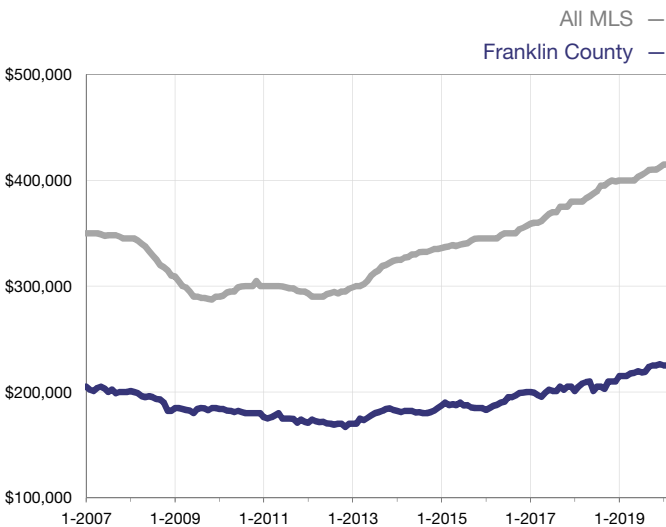
### Condominium Properties

Key Metrics	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	4	<b>2</b>	- 50.0%	15	<b>9</b>	- 40.0%
Closed Sales	2	<b>3</b>	+ 50.0%	10	<b>8</b>	- 20.0%
Median Sales Price*	\$280,000	<b>\$219,000</b>	- 21.8%	\$211,250	<b>\$169,250</b>	- 19.9%
Inventory of Homes for Sale	10	<b>8</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.6	<b>2.5</b>	- 3.8%	--	--	--
Cumulative Days on Market Until Sale	147	<b>149</b>	+ 1.4%	174	<b>113</b>	- 35.1%
Percent of Original List Price Received*	94.5%	<b>94.9%</b>	+ 0.4%	95.8%	<b>94.2%</b>	- 1.7%
New Listings	5	<b>1</b>	- 80.0%	15	<b>11</b>	- 26.7%

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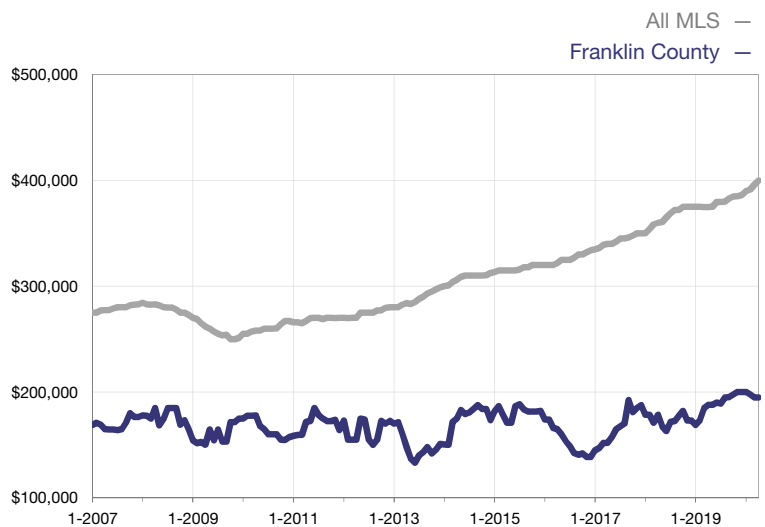
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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