

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## August 2021 Single-Family Sales Report Pioneer Valley sales down 4.5% · Median price up 15.4%

### PIONEER VALLEY

Sales down 4.5%	Median Price up 15.4%	
	2020	2021
Closed Sales (units)	618	590
Median Sales (price)	\$255,650	\$295,000

### FRANKLIN COUNTY

Sales down 22.1%	Median Price up 17.5%	
	2020	2021
Closed Sales (units)	77	60
Median Sales (price)	\$249,000	\$292,500

### HAMPDEN COUNTY

Sales down 4.2%	Median Price up 12.2%	
	2020	2021
Closed Sales (units)	428	410
Median Sales (price)	\$245,000	\$275,000

### HAMPSHIRE COUNTY

Sales up 5.9%	Median Price up 14.5%	
	2020	2021
Closed Sales (units)	118	125
Median Sales (price)	\$327,500	\$375,000

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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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## August 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 4.5 percent from 618 in August 2020 to 590 in August 2021.
- **Median Price** - up 15.4 percent from \$255,650 in August 2020 to \$295,000 in August 2021.
- **Inventory of Available Property** - down 34.0 percent from 961 homes for sale in August 2020 to 634 homes for sale in August 2021.
- **Days on the Market** – down 41.2 percent from 48 average number of days on the market in August 2020 to 28 average number of days on the market in August 2021.
- **Pending Sales (under agreement to sell)** - up 8.6 percent from 616 listings pending sale in August 2020 to 669 listings pending sale in August 2021.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 2.84 percent with an average 0.7 points for the week ending 08/31/2021. Last year at this time the 30-year FRM averaged 2.94 percent with an average 0.8 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 – August 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 0.7%**

**+ 12.5%**

**- 33.3%**

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

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	616	<b>669</b>	+ 8.6%	4,222	<b>4,274</b>	+ 1.2%
Closed Sales	618	<b>590</b>	- 4.5%	3,659	<b>3,840</b>	+ 4.9%
Median Sales Price*	\$255,650	<b>\$295,000</b>	+ 15.4%	\$242,000	<b>\$280,000</b>	+ 15.7%
Inventory of Homes for Sale	961	<b>634</b>	- 34.0%	--	--	--
Months Supply of Inventory	2.0	<b>1.2</b>	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	48	<b>28</b>	- 41.2%	60	<b>36</b>	- 39.7%
Percent of Original List Price Received*	99.4%	<b>103.7%</b>	+ 4.3%	97.7%	<b>102.5%</b>	+ 4.9%
New Listings	682	<b>714</b>	+ 4.7%	4,770	<b>4,784</b>	+ 0.3%

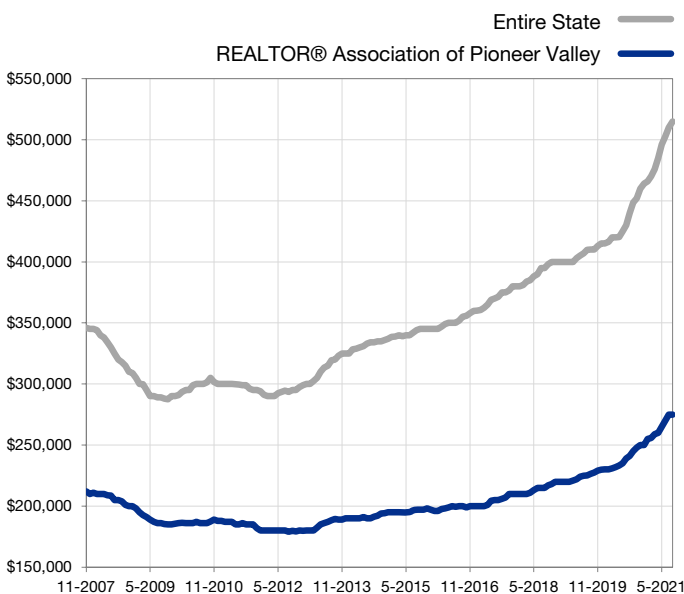
### Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	73	<b>119</b>	+ 63.0%	555	<b>686</b>	+ 23.6%
Closed Sales	91	<b>114</b>	+ 25.3%	493	<b>592</b>	+ 20.1%
Median Sales Price*	\$215,000	<b>\$197,500</b>	- 8.1%	\$169,000	<b>\$195,000</b>	+ 15.4%
Inventory of Homes for Sale	139	<b>100</b>	- 28.1%	--	--	--
Months Supply of Inventory	2.1	<b>1.4</b>	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	67	<b>47</b>	- 29.8%	63	<b>42</b>	- 32.6%
Percent of Original List Price Received*	98.5%	<b>101.8%</b>	+ 3.3%	97.5%	<b>101.0%</b>	+ 3.5%
New Listings	93	<b>132</b>	+ 41.9%	614	<b>743</b>	+ 21.0%

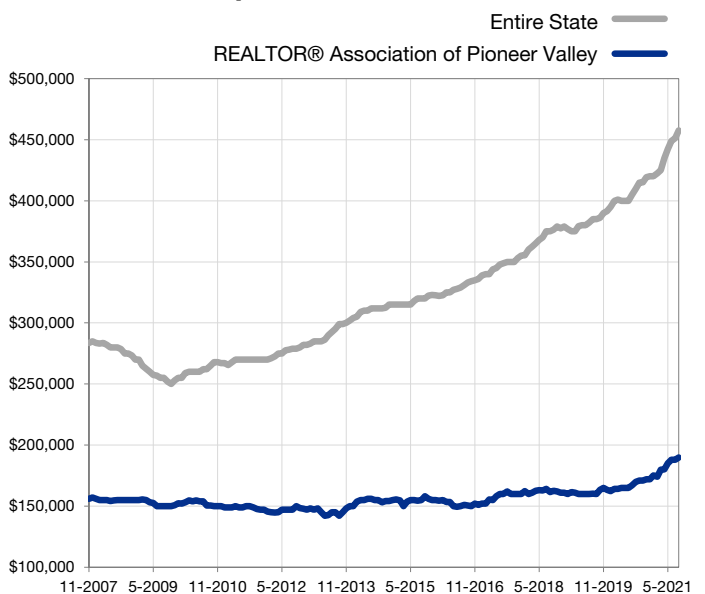
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – August 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	59	<b>69</b>	+ 16.9%	438	<b>417</b>	- 4.8%
Closed Sales	77	<b>60</b>	- 22.1%	380	<b>369</b>	- 2.9%
Median Sales Price*	\$249,000	<b>\$292,500</b>	+ 17.5%	\$231,250	<b>\$280,000</b>	+ 21.1%
Inventory of Homes for Sale	139	<b>89</b>	- 36.0%	--	--	--
Months Supply of Inventory	2.8	<b>1.7</b>	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>35</b>	- 40.7%	80	<b>42</b>	- 47.5%
Percent of Original List Price Received*	97.3%	<b>102.4%</b>	+ 5.2%	95.0%	<b>101.9%</b>	+ 7.3%
New Listings	83	<b>81</b>	- 2.4%	500	<b>486</b>	- 2.8%

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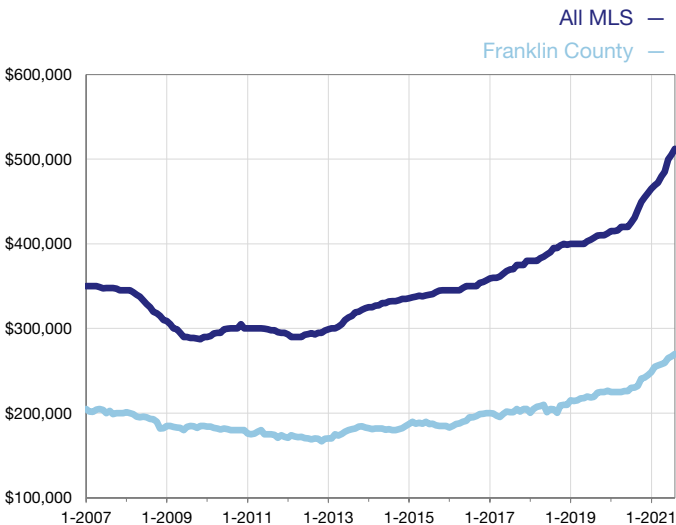
### Condominium Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	0	<b>5</b>	--	26	<b>20</b>	- 23.1%
Closed Sales	4	<b>4</b>	0.0%	24	<b>14</b>	- 41.7%
Median Sales Price*	\$167,450	<b>\$165,000</b>	- 1.5%	\$171,500	<b>\$182,500</b>	+ 6.4%
Inventory of Homes for Sale	7	<b>0</b>	- 100.0%	--	--	--
Months Supply of Inventory	2.3	<b>0.0</b>	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	23	<b>15</b>	- 34.8%	84	<b>30</b>	- 64.3%
Percent of Original List Price Received*	101.2%	<b>104.6%</b>	+ 3.4%	96.4%	<b>101.9%</b>	+ 5.7%
New Listings	5	<b>4</b>	- 20.0%	32	<b>18</b>	- 43.8%

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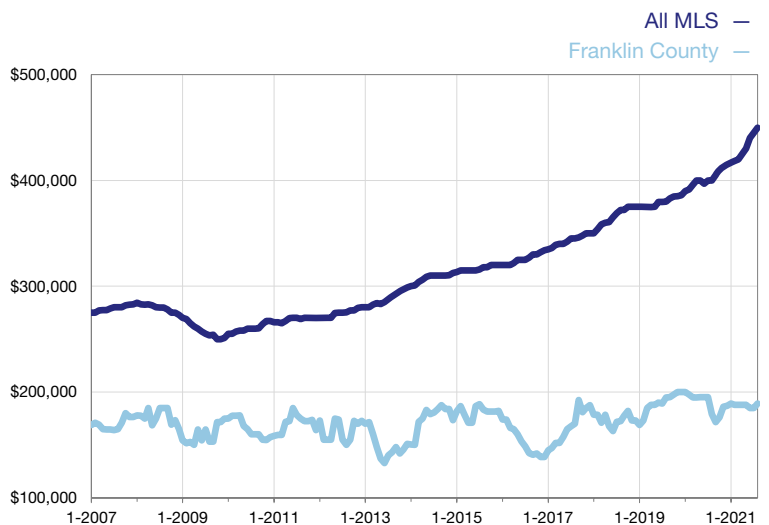
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – August 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	438	<b>467</b>	+ 6.6%	2,911	<b>3,014</b>	+ 3.5%
Closed Sales	428	<b>410</b>	- 4.2%	2,518	<b>2,699</b>	+ 7.2%
Median Sales Price*	\$245,000	<b>\$275,000</b>	+ 12.2%	\$228,000	<b>\$262,500</b>	+ 15.1%
Inventory of Homes for Sale	557	<b>403</b>	- 27.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	42	<b>25</b>	- 40.5%	53	<b>33</b>	- 37.7%
Percent of Original List Price Received*	99.9%	<b>104.2%</b>	+ 4.3%	98.3%	<b>102.7%</b>	+ 4.5%
New Listings	455	<b>497</b>	+ 9.2%	3,258	<b>3,362</b>	+ 3.2%

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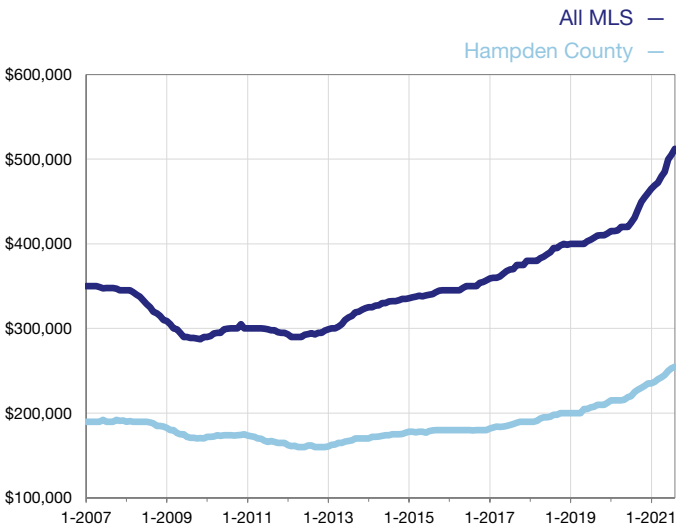
### Condominium Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	51	<b>68</b>	+ 33.3%	365	<b>417</b>	+ 14.2%
Closed Sales	52	<b>66</b>	+ 26.9%	322	<b>373</b>	+ 15.8%
Median Sales Price*	\$175,450	<b>\$177,450</b>	+ 1.1%	\$153,000	<b>\$173,000</b>	+ 13.1%
Inventory of Homes for Sale	67	<b>72</b>	+ 7.5%	--	--	--
Months Supply of Inventory	1.5	<b>1.6</b>	+ 6.7%	--	--	--
Cumulative Days on Market Until Sale	79	<b>36</b>	- 54.4%	61	<b>33</b>	- 45.9%
Percent of Original List Price Received*	98.6%	<b>102.0%</b>	+ 3.4%	97.4%	<b>101.3%</b>	+ 4.0%
New Listings	54	<b>93</b>	+ 72.2%	380	<b>466</b>	+ 22.6%

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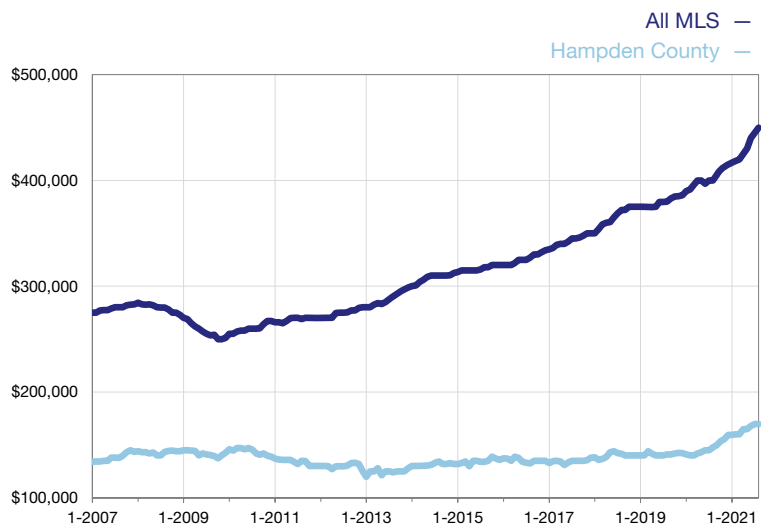
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – August 2021

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## Hampshire County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	115	<b>140</b>	+ 21.7%	881	<b>877</b>	- 0.5%
Closed Sales	118	<b>125</b>	+ 5.9%	770	<b>793</b>	+ 3.0%
Median Sales Price*	\$327,500	<b>\$375,000</b>	+ 14.5%	\$312,154	<b>\$372,000</b>	+ 19.2%
Inventory of Homes for Sale	257	<b>147</b>	- 42.8%	--	--	--
Months Supply of Inventory	2.5	<b>1.4</b>	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	56	<b>34</b>	- 39.3%	71	<b>44</b>	- 38.0%
Percent of Original List Price Received*	99.2%	<b>102.5%</b>	+ 3.3%	97.1%	<b>102.3%</b>	+ 5.4%
New Listings	142	<b>148</b>	+ 4.2%	1,022	<b>980</b>	- 4.1%

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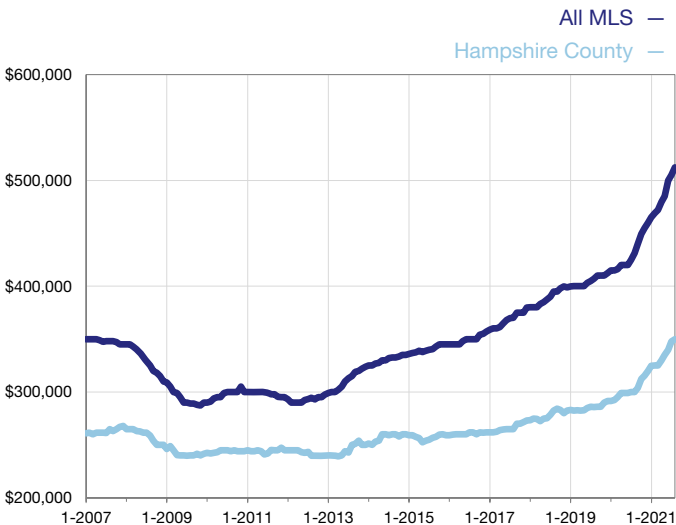
### Condominium Properties

Key Metrics	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	22	<b>46</b>	+ 109.1%	164	<b>252</b>	+ 53.7%
Closed Sales	35	<b>45</b>	+ 28.6%	147	<b>208</b>	+ 41.5%
Median Sales Price*	\$237,000	<b>\$275,000</b>	+ 16.0%	\$230,000	<b>\$244,950</b>	+ 6.5%
Inventory of Homes for Sale	66	<b>28</b>	- 57.6%	--	--	--
Months Supply of Inventory	3.4	<b>1.1</b>	- 67.6%	--	--	--
Cumulative Days on Market Until Sale	51	<b>65</b>	+ 27.5%	65	<b>59</b>	- 9.2%
Percent of Original List Price Received*	98.1%	<b>101.2%</b>	+ 3.2%	97.9%	<b>100.4%</b>	+ 2.6%
New Listings	35	<b>35</b>	0.0%	204	<b>262</b>	+ 28.4%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

