

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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August 2022 Single-Family Sales Report Pioneer Valley sales down 8.8% · Median price up 9.3%

PIONEER VALLEY

Sales down 8.8%	Median Price up 9.3%	
	2021	2022
Closed Sales (units)	603	550
Median Sales (price)	\$294,000	\$321,250

FRANKLIN COUNTY

Sales down 3.2%	Median Price down 0.2%	
	2021	2022
Closed Sales (units)	62	60
Median Sales (price)	\$300,000	\$299,400

HAMPDEN COUNTY

Sales down 11.8%	Median Price up 9.1%	
	2021	2022
Closed Sales (units)	414	365
Median Sales (price)	\$275,000	\$300,000

HAMPSHIRE COUNTY

Sales down 2.4%	Median Price up 9.3%	
	2021	2022
Closed Sales (units)	125	122
Median Sales (price)	\$375,000	\$410,000

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 8.8 percent from 603 in August 2021 to 550 in August 2022.
- **Median Price** - up 9.3 percent from \$294,000 in August 2021 to \$321,250 in August 2022.
- **Inventory of Available Property** - down 29.7 percent from 1,019 homes for sale in August 2021 to 716 homes for sale in August 2022.
- **Days on the Market** – down 8.7 percent from 29 average number of days on the market in August 2021 to 26 average number of days on the market in August 2022.
- **Pending Sales (under agreement to sell)** – up 9.9 percent from 614 listings pending sale in August 2021 to 675 listings pending sale in August 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 5.22 percent with an average 0.8 points for the week ending 8/31/2022. Last year at this time the 30-year FRM averaged 2.84 percent with an average 0.7 points. (Source: 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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 10.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.9%

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

- 29.7%

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

Single-Family Properties

	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	614	675	+ 9.9%	4,116	3,830	- 6.9%
Closed Sales	603	550	- 8.8%	3,867	3,560	- 7.9%
Median Sales Price*	\$294,000	\$321,250	+ 9.3%	\$280,000	\$311,500	+ 11.3%
Inventory of Homes for Sale	1,019	716	- 29.7%	--	--	--
Months Supply of Inventory	1.9	1.5	- 24.5%	--	--	--
Cumulative Days on Market Until Sale	29	26	- 8.7%	37	31	- 15.0%
Percent of Original List Price Received*	103.6%	101.9%	- 1.6%	102.5%	103.1%	+ 0.6%
New Listings	727	591	- 18.7%	4,840	4,533	- 6.3%

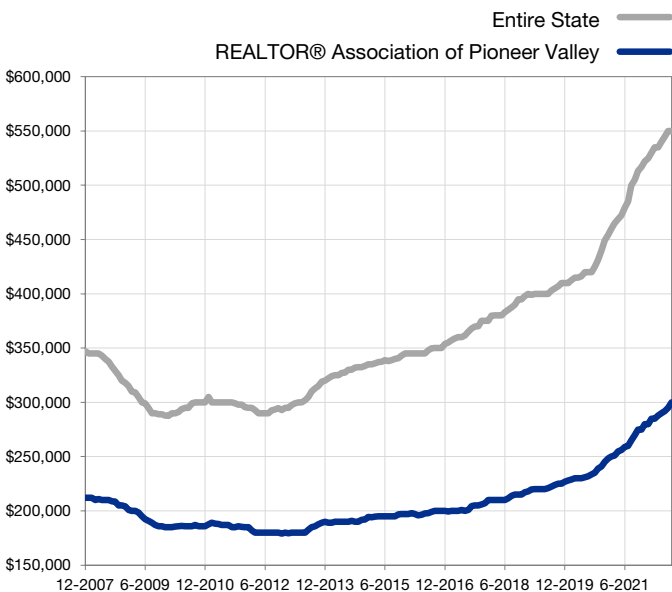
Condominium Properties

	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	115	93	- 19.1%	657	628	- 4.4%
Closed Sales	77	91	+ 18.2%	389	453	+ 16.5%
Median Sales Price*	\$197,500	\$225,000	+ 13.9%	\$195,000	\$223,722	+ 14.7%
Inventory of Homes for Sale	146	103	- 29.5%	--	--	--
Months Supply of Inventory	1.8	1.7	- 7.6%	--	--	--
Cumulative Days on Market Until Sale	46	21	- 54.5%	42	27	- 35.2%
Percent of Original List Price Received*	102.6%	104.6%	+ 1.9%	100.5%	103.5%	+ 3.0%
New Listings	133	79	- 40.6%	745	711	- 4.6%

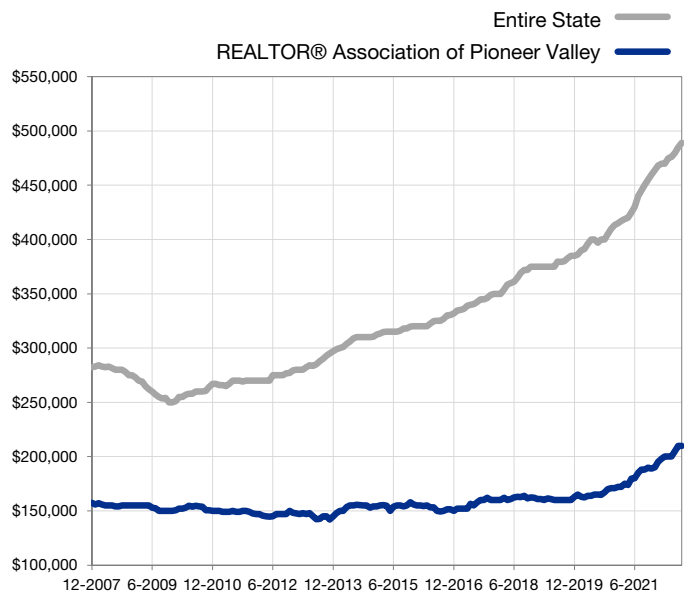
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	69	69	0.0%	394	370	- 6.1%
Closed Sales	62	60	- 3.2%	371	354	- 4.6%
Median Sales Price*	\$300,000	\$299,400	- 0.2%	\$282,500	\$310,000	+ 9.7%
Inventory of Homes for Sale	132	90	- 31.8%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	34	26	- 23.5%	41	38	- 7.3%
Percent of Original List Price Received*	102.4%	101.0%	- 1.4%	101.9%	102.5%	+ 0.6%
New Listings	83	63	- 24.1%	494	454	- 8.1%

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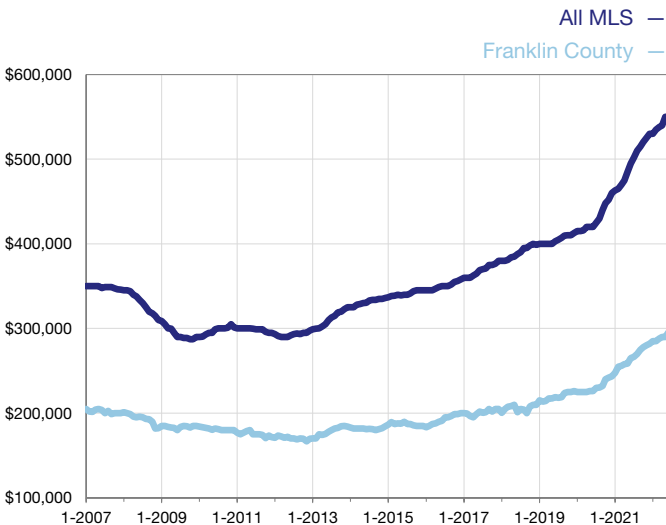
Condominium Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	4	4	0.0%	19	27	+ 42.1%
Closed Sales	4	6	+ 50.0%	14	27	+ 92.9%
Median Sales Price*	\$165,000	\$207,500	+ 25.8%	\$182,500	\$223,722	+ 22.6%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	15	19	+ 26.7%	30	26	- 13.3%
Percent of Original List Price Received*	104.6%	105.9%	+ 1.2%	101.9%	105.2%	+ 3.2%
New Listings	4	6	+ 50.0%	18	32	+ 77.8%

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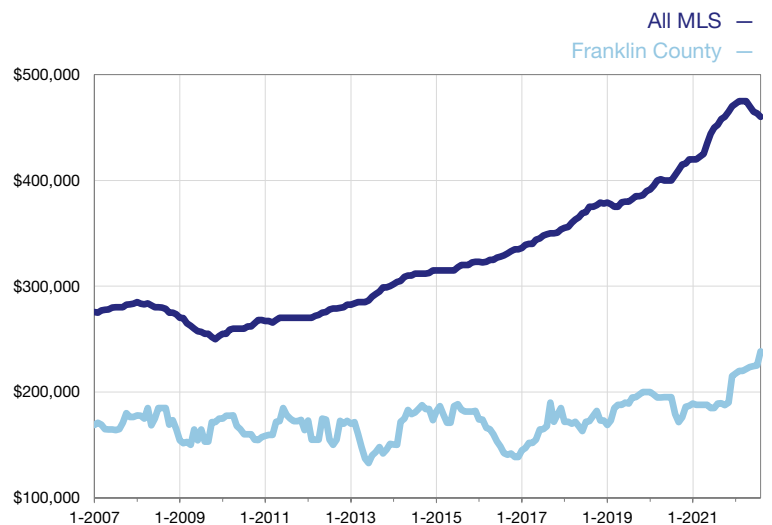
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – August 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	417	472	+ 13.2%	2,882	2,641	- 8.4%
Closed Sales	414	365	- 11.8%	2,703	2,452	- 9.3%
Median Sales Price*	\$275,000	\$300,000	+ 9.1%	\$262,000	\$291,000	+ 11.1%
Inventory of Homes for Sale	655	467	- 28.7%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	25	26	+ 4.0%	33	29	- 12.1%
Percent of Original List Price Received*	104.2%	101.7%	- 2.4%	102.7%	102.8%	+ 0.1%
New Listings	493	406	- 17.6%	3,354	3,114	- 7.2%

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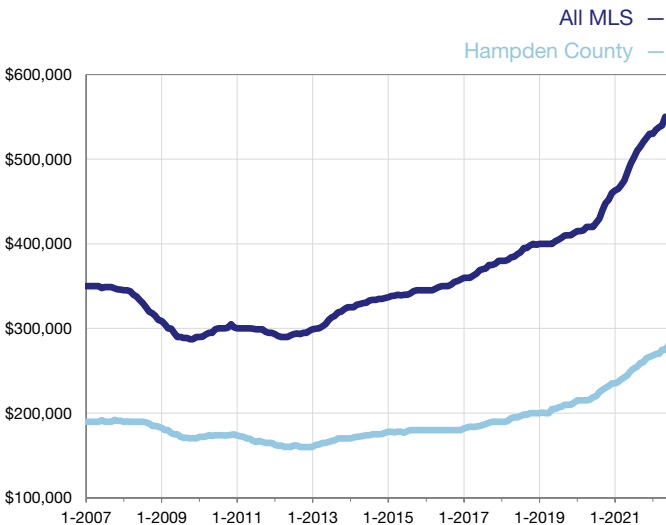
Condominium Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	63	62	- 1.6%	405	421	+ 4.0%
Closed Sales	67	65	- 3.0%	374	416	+ 11.2%
Median Sales Price*	\$179,900	\$215,000	+ 19.5%	\$173,000	\$200,000	+ 15.6%
Inventory of Homes for Sale	100	52	- 48.0%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	36	19	- 47.2%	33	25	- 24.2%
Percent of Original List Price Received*	102.1%	102.9%	+ 0.8%	101.3%	102.7%	+ 1.4%
New Listings	93	53	- 43.0%	468	461	- 1.5%

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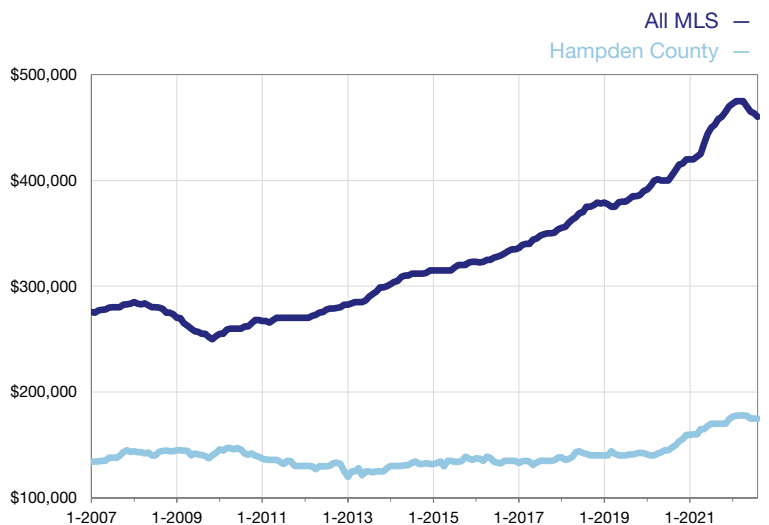
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – August 2022

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Hampshire County

Single-Family Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	131	141	+ 7.6%	847	828	- 2.2%
Closed Sales	125	122	- 2.4%	796	760	- 4.5%
Median Sales Price*	\$375,000	\$410,000	+ 9.3%	\$371,750	\$405,000	+ 8.9%
Inventory of Homes for Sale	223	162	- 27.4%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	34	24	- 29.4%	44	33	- 25.0%
Percent of Original List Price Received*	102.5%	103.6%	+ 1.1%	102.2%	104.6%	+ 2.3%
New Listings	149	128	- 14.1%	996	983	- 1.3%

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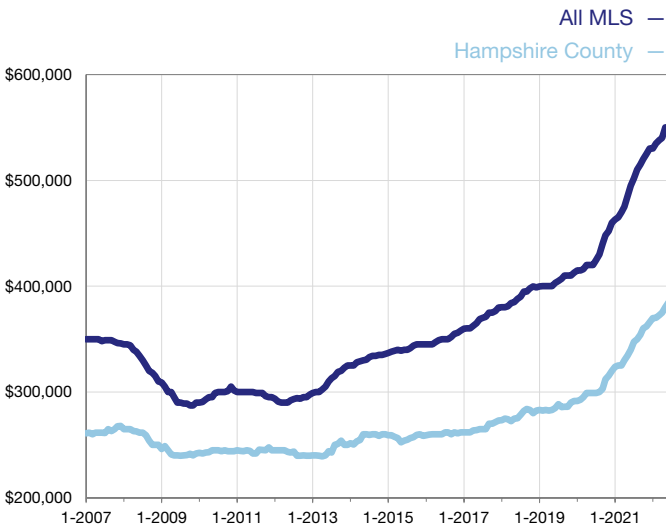
Condominium Properties

Key Metrics	August			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	48	27	- 43.8%	236	185	- 21.6%
Closed Sales	46	26	- 43.5%	209	173	- 17.2%
Median Sales Price*	\$269,500	\$270,250	+ 0.3%	\$244,900	\$280,000	+ 14.3%
Inventory of Homes for Sale	44	46	+ 4.5%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--
Cumulative Days on Market Until Sale	63	26	- 58.7%	59	34	- 42.4%
Percent of Original List Price Received*	101.2%	107.7%	+ 6.4%	100.4%	106.2%	+ 5.8%
New Listings	36	20	- 44.4%	262	222	- 15.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

