

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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August 2025 Single-Family Sales Report

Pioneer Valley sales down 6.1% · Median price up 0.3%

PIONEER VALLEY

Sales down 6.1%

Median Price up 0.3%

	2024	2025
Closed Sales (units)	488	458
Median Sales (price)	\$380,000	\$381,000

FRANKLIN COUNTY

Sales down 9.1%

Median Price down 11.7%

	2024	2025
Closed Sales (units)	66	60
Median Sales (price)	\$415,500	\$367,000

HAMPDEN COUNTY

Sales down 5.6%

Median Price up 9.2%

	2024	2025
Closed Sales (units)	322	304
Median Sales (price)	\$336,250	\$367,250

HAMPSHIRE COUNTY

Sales down 9.6%

Median Price down 6.6%

	2024	2025
Closed Sales (units)	104	94
Median Sales (price)	\$492,450	\$460,000

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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 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 6.1 percent from 488 in August 2024 to 458 in August 2025.
- **Median Price** – up 0.3 percent from \$380,000 in August 2024 to \$381,000 in August 2025.
- **Inventory of Available Property** – up 2.3 percent from 726 homes for sale in August 2024 to 743 homes for sale in August 2025.
- **Days on the Market** – up 3.4 percent from 32 average number of days on the market in August 2024 to 33 average number of days on the market in August 2025.
- **Pending Sales (under agreement to sell)** – up 32.3 percent from 372 listings pending sale in August 2024 to 492 listings pending sale in August 2025.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 3.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.1%

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

- 1.0%

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

Single-Family Properties

	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	372	492	+ 32.3%	2,946	3,142	+ 6.7%
Closed Sales	488	458	- 6.1%	2,873	2,900	+ 0.9%
Median Sales Price*	\$380,000	\$381,000	+ 0.3%	\$350,000	\$370,000	+ 5.7%
Inventory of Homes for Sale	726	743	+ 2.3%	--	--	--
Months Supply of Inventory	2.0	2.0	+ 1.1%	--	--	--
Cumulative Days on Market Until Sale	32	33	+ 3.4%	36	39	+ 8.3%
Percent of Original List Price Received*	101.6%	100.5%	- 1.1%	101.5%	100.6%	- 0.9%
New Listings	438	496	+ 13.2%	3,540	3,804	+ 7.5%

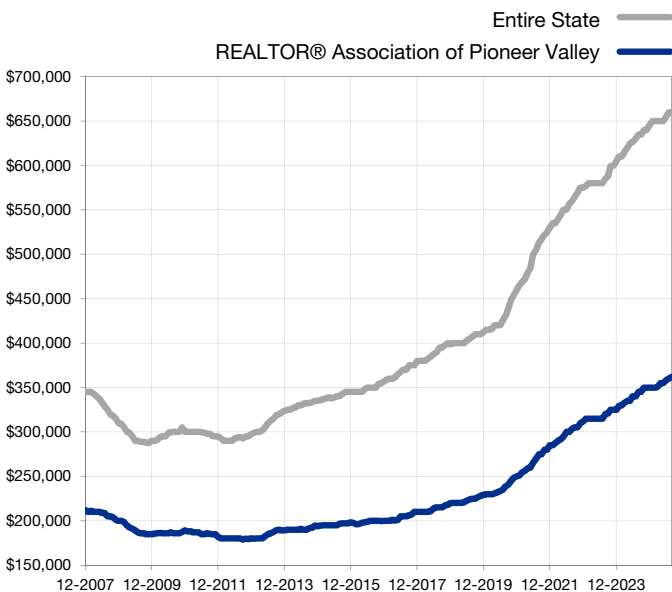
Condominium Properties

	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	56	85	+ 51.8%	465	537	+ 15.5%
Closed Sales	56	67	+ 19.6%	436	505	+ 15.8%
Median Sales Price*	\$259,500	\$278,000	+ 7.1%	\$264,750	\$260,000	- 1.8%
Inventory of Homes for Sale	145	119	- 17.9%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	22	34	+ 49.8%	34	44	+ 28.4%
Percent of Original List Price Received*	100.7%	99.4%	- 1.3%	101.2%	99.8%	- 1.4%
New Listings	74	74	0.0%	585	571	- 2.4%

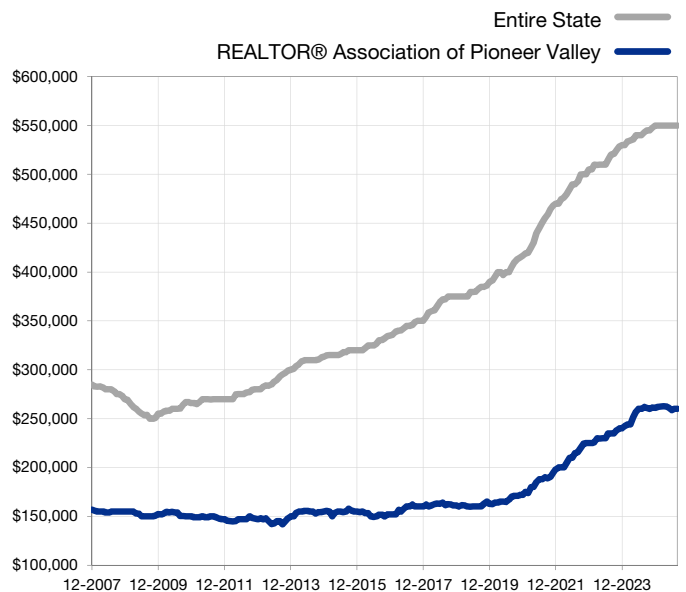
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	41	54	+ 31.7%	330	360	+ 9.1%
Closed Sales	66	60	- 9.1%	317	336	+ 6.0%
Median Sales Price*	\$415,500	\$367,000	- 11.7%	\$358,000	\$372,500	+ 4.1%
Inventory of Homes for Sale	89	105	+ 18.0%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--
Cumulative Days on Market Until Sale	38	31	- 18.4%	43	49	+ 14.0%
Percent of Original List Price Received*	99.9%	98.0%	- 1.9%	99.1%	98.6%	- 0.5%
New Listings	46	50	+ 8.7%	371	421	+ 13.5%

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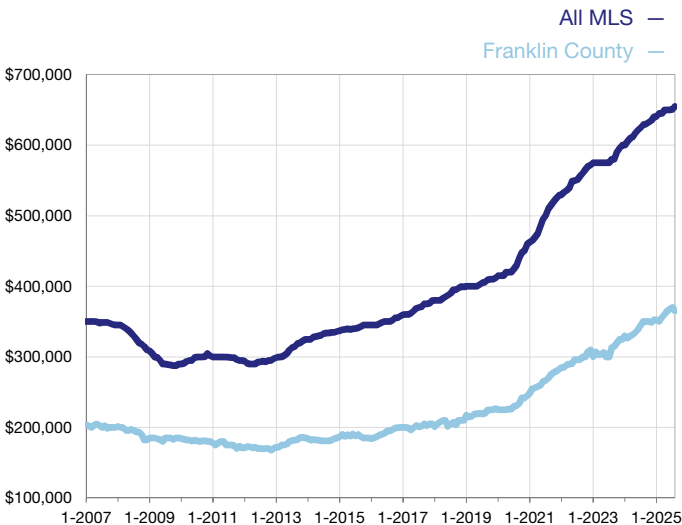
Condominium Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	2	3	+ 50.0%	27	34	+ 25.9%
Closed Sales	4	3	- 25.0%	24	32	+ 33.3%
Median Sales Price*	\$286,500	\$280,000	- 2.3%	\$264,750	\$265,000	+ 0.1%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	16	47	+ 193.8%	31	39	+ 25.8%
Percent of Original List Price Received*	103.7%	95.3%	- 8.1%	101.8%	99.8%	- 2.0%
New Listings	2	4	+ 100.0%	30	35	+ 16.7%

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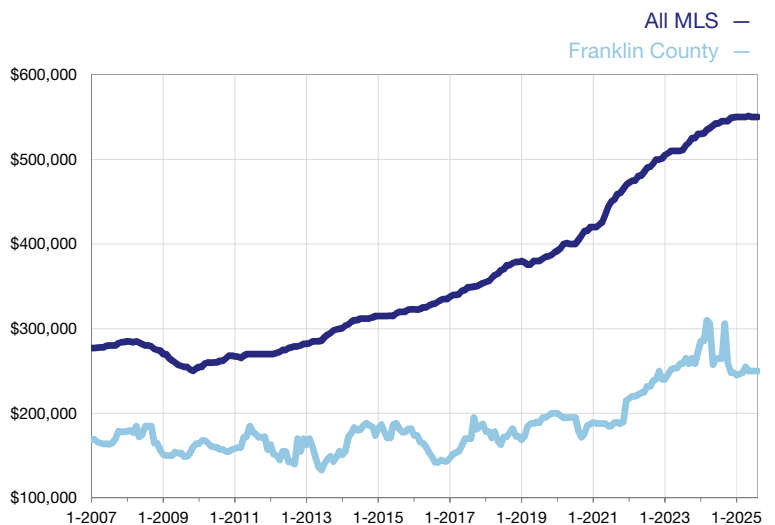
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – August 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	268	334	+ 24.6%	2,052	2,128	+ 3.7%
Closed Sales	322	304	- 5.6%	2,001	1,961	- 2.0%
Median Sales Price*	\$336,250	\$367,250	+ 9.2%	\$325,000	\$349,900	+ 7.7%
Inventory of Homes for Sale	454	450	- 0.9%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--
Cumulative Days on Market Until Sale	29	31	+ 6.9%	33	37	+ 12.1%
Percent of Original List Price Received*	101.9%	101.6%	- 0.3%	101.8%	100.7%	- 1.1%
New Listings	311	359	+ 15.4%	2,413	2,505	+ 3.8%

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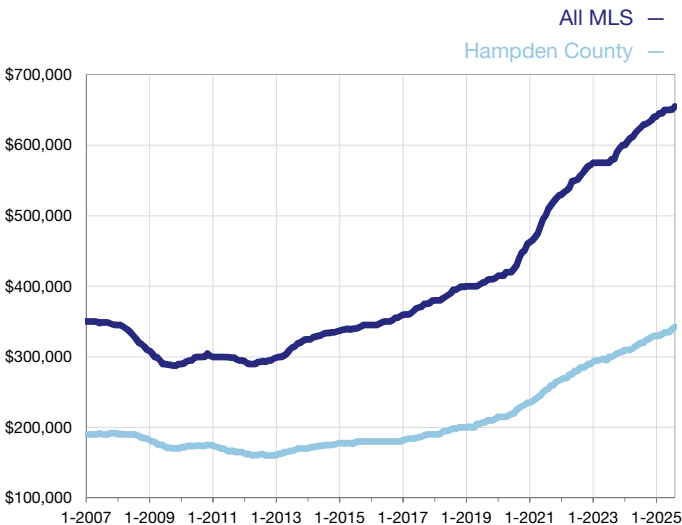
Condominium Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	32	61	+ 90.6%	290	331	+ 14.1%
Closed Sales	35	40	+ 14.3%	267	308	+ 15.4%
Median Sales Price*	\$227,000	\$240,000	+ 5.7%	\$230,000	\$229,750	- 0.1%
Inventory of Homes for Sale	92	72	- 21.7%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	23	30	+ 30.4%	29	45	+ 55.2%
Percent of Original List Price Received*	100.4%	100.2%	- 0.2%	101.1%	99.7%	- 1.4%
New Listings	44	50	+ 13.6%	362	343	- 5.2%

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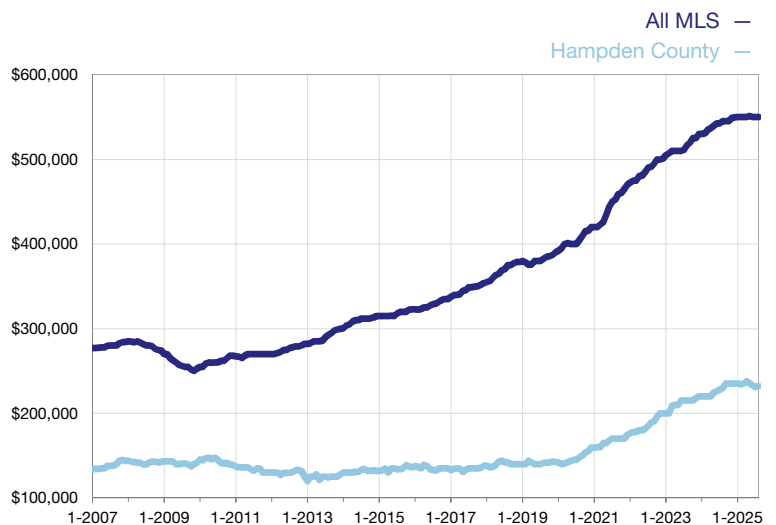
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – August 2025

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Hampshire County

Single-Family Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	67	99	+ 47.8%	588	677	+ 15.1%
Closed Sales	104	94	- 9.6%	582	634	+ 8.9%
Median Sales Price*	\$492,450	\$460,000	- 6.6%	\$450,000	\$455,000	+ 1.1%
Inventory of Homes for Sale	165	160	- 3.0%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	32	35	+ 9.4%	38	38	0.0%
Percent of Original List Price Received*	102.2%	98.8%	- 3.3%	101.9%	101.4%	- 0.5%
New Listings	79	80	+ 1.3%	716	801	+ 11.9%

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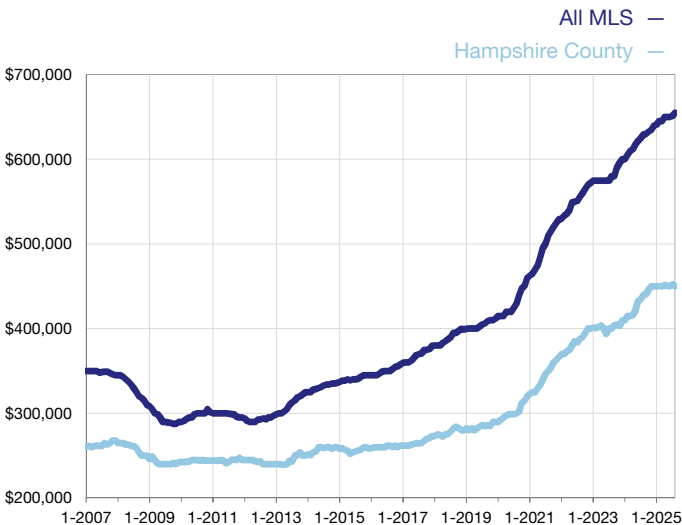
Condominium Properties

Key Metrics	August			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	23	22	- 4.3%	152	175	+ 15.1%
Closed Sales	18	24	+ 33.3%	146	166	+ 13.7%
Median Sales Price*	\$305,500	\$302,000	- 1.1%	\$334,000	\$350,000	+ 4.8%
Inventory of Homes for Sale	41	37	- 9.8%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	23	38	+ 65.2%	43	42	- 2.3%
Percent of Original List Price Received*	100.7%	98.6%	- 2.1%	101.3%	100.0%	- 1.3%
New Listings	26	18	- 30.8%	184	192	+ 4.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

