

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125
rapv.com



Brendan Bailey, RCE, CIPS
Chief Executive Officer
brendan@rapv.com

Elias Acuna
President
hesellshouses@yahoo.com

Ayca Yavuz
Director of Communications & Marketing
ayca@rapv.com

December 2020 Single-Family Sales Report Pioneer Valley sales up 29.2% · Median price up 10.1%

PIONEER VALLEY

Sales up 29.2%	Median Price up 10.1%	
	2019	2020
Closed Sales (units)	496	641
Median Sales (price)	\$232,750	\$256,250

FRANKLIN COUNTY

Sales up 26.0%	Median Price up 10.6%	
	2019	2020
Closed Sales (units)	50	63
Median Sales (price)	\$226,000	\$250,000

HAMPDEN COUNTY

Sales up 32.0%	Median Price up 11.5%	
	2019	2020
Closed Sales (units)	350	462
Median Sales (price)	\$217,000	\$242,000

HAMPSHIRE COUNTY

Sales up 20.4%	Median Price up 9.1%	
	2019	2020
Closed Sales (units)	103	124
Median Sales (price)	\$290,000	\$316,250

Media Contact:

Ayca Yavuz
Ayca@rapv.com

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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December 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 29.2 percent from 496 in December 2019 to 641 in December 2020.
- **Median Price** - up 10.1 percent from \$232,750 in December 2019 to \$256,250 in December 2020.
- **Inventory of Available Property** - down 58.8 percent from 1,235 homes for sale in December 2019 to 509 homes for sale in December 2020.
- **Days on the Market** – down 34.3 percent from 66 average number of days on the market in December 2019 to 43 average number of days on the market in December 2020.
- **Pending Sales (under agreement to sell)** - up 41.7 percent from 302 listings pending sale in December 2019 to 428 listings pending sale in December 2020.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.68 percent with an average 0.7 points for the week ending 12/30/2020. Last year at this time the 30-year FRM averaged 3.72 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 – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 22.3%

+ 11.1%

- 57.7%

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

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	302	428	+ 41.7%	6,068	6,408	+ 5.6%
Closed Sales	496	641	+ 29.2%	6,037	6,100	+ 1.0%
Median Sales Price*	\$232,750	\$256,250	+ 10.1%	\$229,000	\$250,000	+ 9.2%
Inventory of Homes for Sale	1,235	509	- 58.8%	--	--	--
Months Supply of Inventory	2.5	1.0	- 59.2%	--	--	--
Cumulative Days on Market Until Sale	66	43	- 34.3%	66	52	- 21.1%
Percent of Original List Price Received*	95.7%	99.9%	+ 4.4%	96.3%	98.6%	+ 2.4%
New Listings	268	348	+ 29.9%	7,673	6,998	- 8.8%

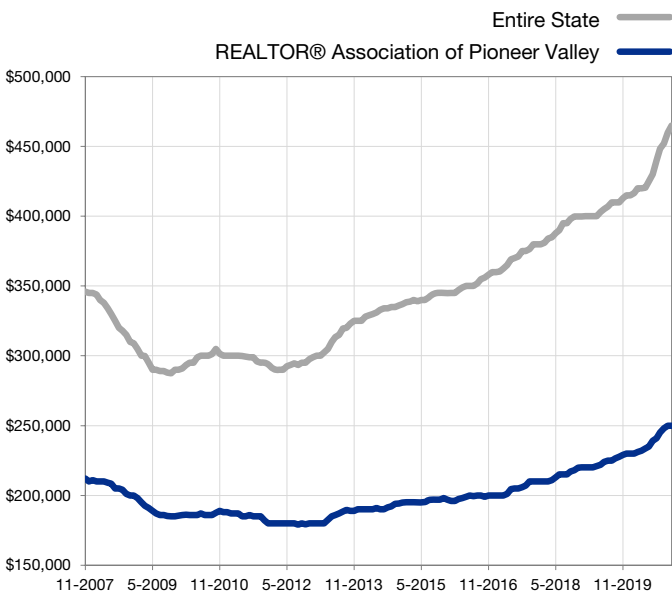
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	38	53	+ 39.5%	875	819	- 6.4%
Closed Sales	86	71	- 17.4%	894	776	- 13.2%
Median Sales Price*	\$155,300	\$170,000	+ 9.5%	\$165,000	\$172,000	+ 4.2%
Inventory of Homes for Sale	182	91	- 50.0%	--	--	--
Months Supply of Inventory	2.4	1.4	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	51	42	- 17.9%	67	55	- 17.3%
Percent of Original List Price Received*	96.7%	98.6%	+ 2.0%	96.9%	98.0%	+ 1.1%
New Listings	40	55	+ 37.5%	1,022	891	- 12.8%

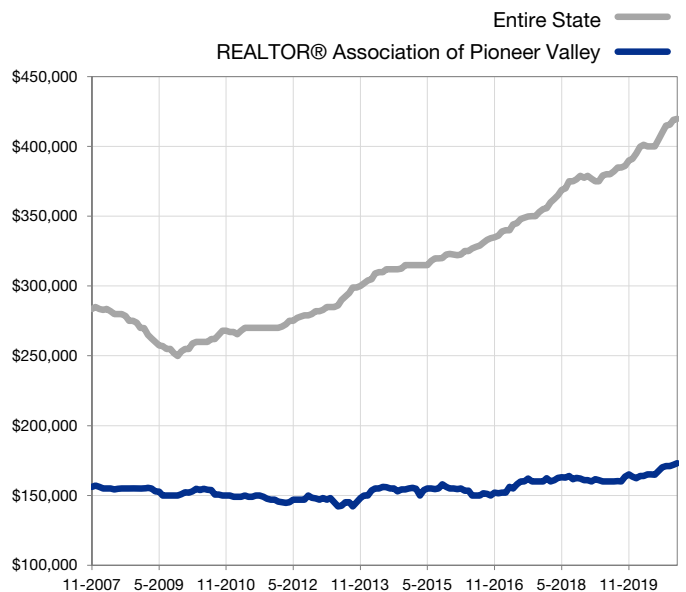
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	31	26	- 16.1%	607	671	+ 10.5%
Closed Sales	50	63	+ 26.0%	607	650	+ 7.1%
Median Sales Price*	\$226,000	\$250,000	+ 10.6%	\$226,500	\$245,000	+ 8.2%
Inventory of Homes for Sale	172	72	- 58.1%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--
Cumulative Days on Market Until Sale	77	54	- 29.9%	88	67	- 23.9%
Percent of Original List Price Received*	95.7%	97.2%	+ 1.6%	94.4%	96.2%	+ 1.9%
New Listings	19	23	+ 21.1%	788	726	- 7.9%

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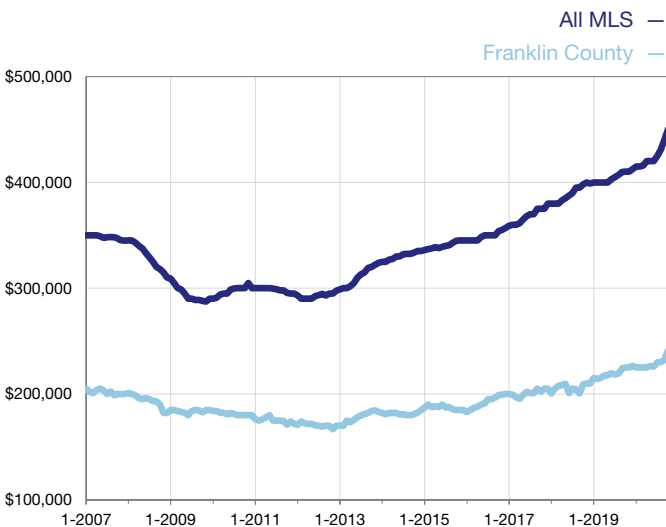
Condominium Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	2	1	- 50.0%	41	37	- 9.8%
Closed Sales	1	3	+ 200.0%	40	38	- 5.0%
Median Sales Price*	\$132,000	\$140,000	+ 6.1%	\$200,000	\$186,000	- 7.0%
Inventory of Homes for Sale	11	3	- 72.7%	--	--	--
Months Supply of Inventory	3.3	0.9	- 72.7%	--	--	--
Cumulative Days on Market Until Sale	59	29	- 50.8%	85	63	- 25.9%
Percent of Original List Price Received*	94.4%	101.3%	+ 7.3%	95.8%	98.0%	+ 2.3%
New Listings	1	1	0.0%	46	41	- 10.9%

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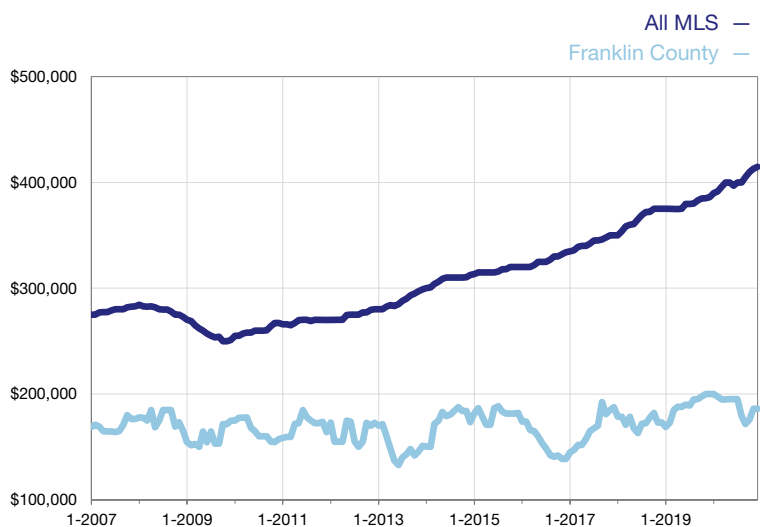
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	208	301	+ 44.7%	4,222	4,428	+ 4.9%
Closed Sales	350	462	+ 32.0%	4,229	4,209	- 0.5%
Median Sales Price*	\$217,000	\$242,000	+ 11.5%	\$212,500	\$235,000	+ 10.6%
Inventory of Homes for Sale	744	312	- 58.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	60	39	- 35.0%	60	46	- 23.3%
Percent of Original List Price Received*	95.7%	100.5%	+ 5.0%	96.7%	99.3%	+ 2.7%
New Listings	188	256	+ 36.2%	5,256	4,856	- 7.6%

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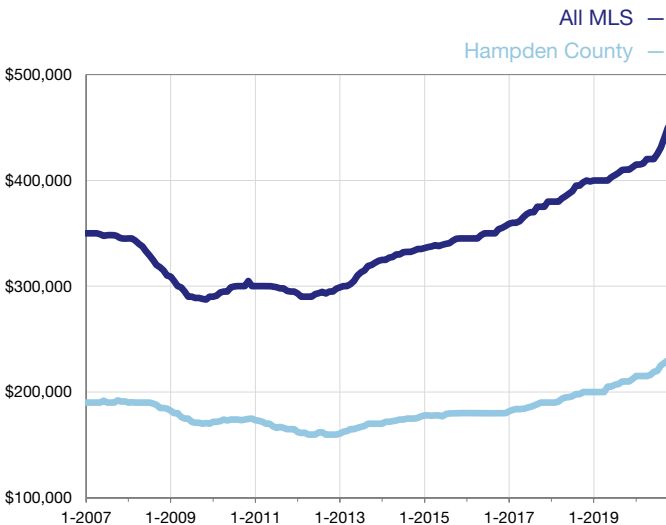
Condominium Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	24	38	+ 58.3%	564	527	- 6.6%
Closed Sales	63	44	- 30.2%	581	499	- 14.1%
Median Sales Price*	\$130,000	\$168,950	+ 30.0%	\$142,250	\$160,000	+ 12.5%
Inventory of Homes for Sale	107	47	- 56.1%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	51	37	- 27.5%	66	54	- 18.2%
Percent of Original List Price Received*	96.0%	99.2%	+ 3.3%	96.5%	98.1%	+ 1.7%
New Listings	22	33	+ 50.0%	669	554	- 17.2%

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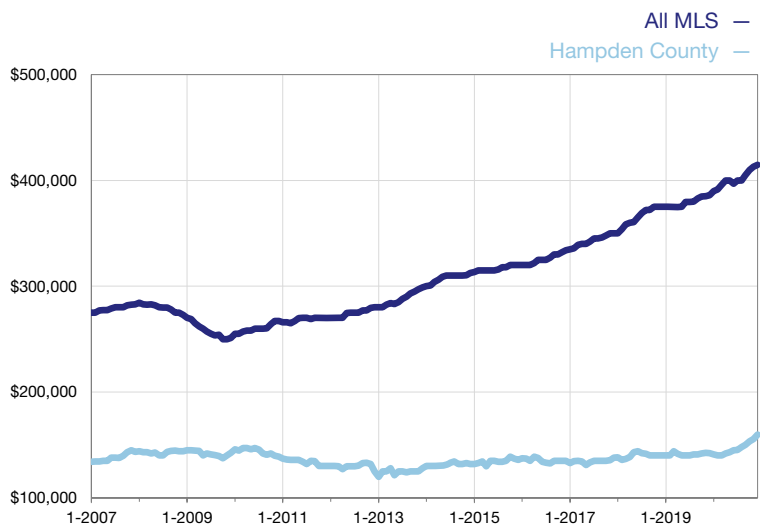
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2020

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	62	100	+ 61.3%	1,285	1,336	+ 4.0%
Closed Sales	103	124	+ 20.4%	1,251	1,269	+ 1.4%
Median Sales Price*	\$290,000	\$316,250	+ 9.1%	\$291,500	\$319,900	+ 9.7%
Inventory of Homes for Sale	314	133	- 57.6%	--	--	--
Months Supply of Inventory	3.0	1.3	- 56.7%	--	--	--
Cumulative Days on Market Until Sale	81	51	- 37.0%	77	63	- 18.2%
Percent of Original List Price Received*	95.7%	99.1%	+ 3.6%	95.7%	97.7%	+ 2.1%
New Listings	60	70	+ 16.7%	1,674	1,455	- 13.1%

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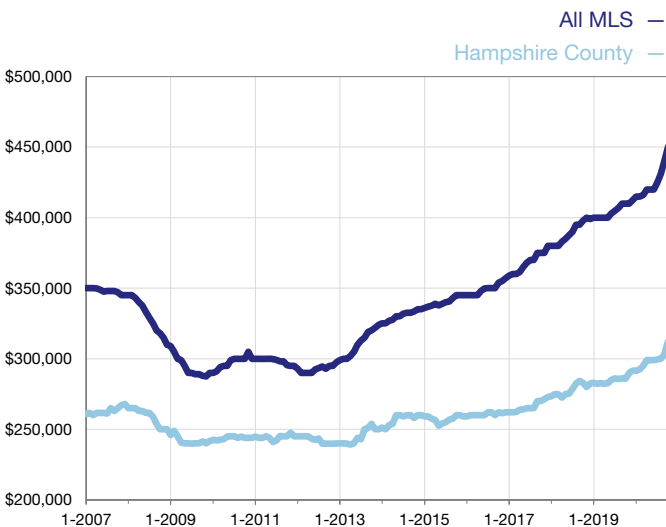
Condominium Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	12	14	+ 16.7%	271	256	- 5.5%
Closed Sales	22	24	+ 9.1%	274	240	- 12.4%
Median Sales Price*	\$214,950	\$179,950	- 16.3%	\$230,000	\$227,000	- 1.3%
Inventory of Homes for Sale	64	41	- 35.9%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	53	53	0.0%	64	57	- 10.9%
Percent of Original List Price Received*	98.8%	97.2%	- 1.6%	98.0%	97.8%	- 0.2%
New Listings	17	21	+ 23.5%	310	298	- 3.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

