

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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December 2021 Single-Family Sales Report Pioneer Valley sales down 10.5% · Median price up 9.4%

PIONEER VALLEY

Sales down 10.5%	Median Price up 9.4%	
	2020	2021
Closed Sales (units)	656	587
Median Sales (price)	\$256,000	\$280,000

FRANKLIN COUNTY

Sales up 3.2%	Median Price up 10.4%	
	2020	2021
Closed Sales (units)	62	64
Median Sales (price)	\$256,000	\$282,700

HAMPDEN COUNTY

Sales down 9.5%	Median Price up 12.5%	
	2020	2021
Closed Sales (units)	474	429
Median Sales (price)	\$240,000	\$270,000

HAMPSHIRE COUNTY

Sales down 22.8%	Median Price up 6.6%	
	2020	2021
Closed Sales (units)	127	98
Median Sales (price)	\$317,500	\$338,500

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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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December 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 10.5 percent from 656 in December 2020 to 587 in December 2021.
- **Median Price** - up 9.4 percent from \$256,000 in December 2020 to \$280,000 in December 2021.
- **Inventory of Available Property** - down 46.1 percent from 692 homes for sale in December 2020 to 373 homes for sale in December 2021.
- **Days on the Market** – down 17.8 percent from 44 average number of days on the market in December 2020 to 36 average number of days on the market in December 2021.
- **Pending Sales (under agreement to sell)** – down 8.0 percent from 389 listings pending sale in December 2020 to 358 listings pending sale in December 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.10 percent with an average 0.6 points for the week ending 12/31/2021. Last year at this time the 30-year FRM averaged 2.68 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 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 9.3%

+ 10.0%

- 46.0%

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		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	389	358	- 8.0%	6,325	6,174	- 2.4%
Closed Sales	656	587	- 10.5%	6,120	6,163	+ 0.7%
Median Sales Price*	\$256,000	\$280,000	+ 9.4%	\$250,000	\$285,000	+ 14.0%
Inventory of Homes for Sale	692	373	- 46.1%	--	--	--
Months Supply of Inventory	1.4	0.7	- 46.5%	--	--	--
Cumulative Days on Market Until Sale	44	36	- 17.8%	52	35	- 33.9%
Percent of Original List Price Received*	99.8%	101.0%	+ 1.2%	98.6%	102.2%	+ 3.7%
New Listings	350	296	- 15.4%	6,998	6,763	- 3.4%

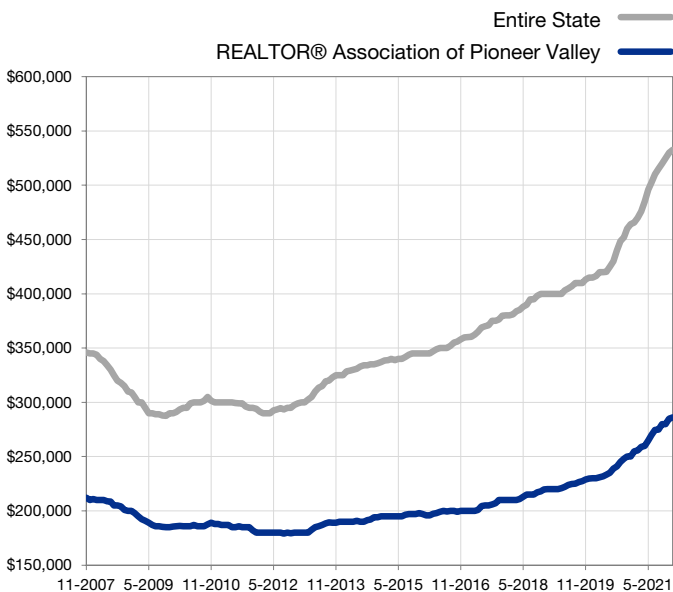
Condominium Properties

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	47	63	+ 34.0%	812	1,027	+ 26.5%
Closed Sales	73	74	+ 1.4%	779	982	+ 26.1%
Median Sales Price*	\$172,500	\$208,000	+ 20.6%	\$172,000	\$195,000	+ 13.4%
Inventory of Homes for Sale	112	61	- 45.5%	--	--	--
Months Supply of Inventory	1.7	0.7	- 56.8%	--	--	--
Cumulative Days on Market Until Sale	42	34	- 18.3%	55	39	- 29.2%
Percent of Original List Price Received*	98.5%	101.1%	+ 2.6%	97.9%	101.2%	+ 3.3%
New Listings	55	59	+ 7.3%	892	1,077	+ 20.7%

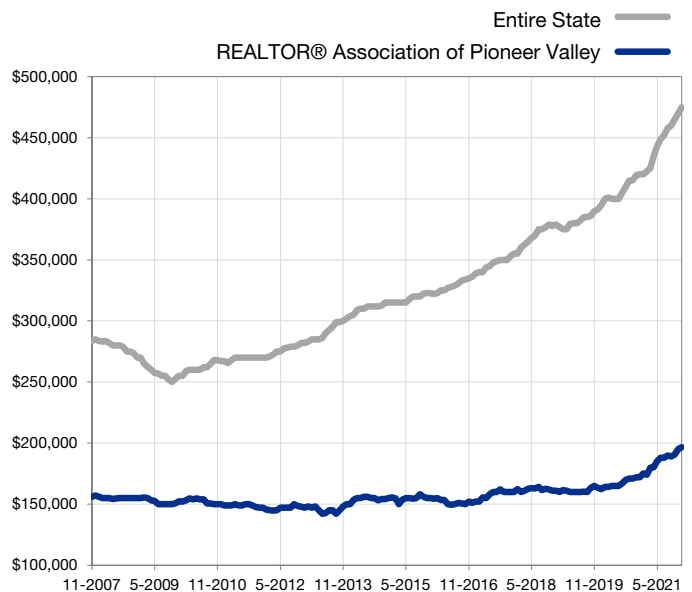
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	25	44	+ 76.0%	667	629	- 5.7%
Closed Sales	62	64	+ 3.2%	649	616	- 5.1%
Median Sales Price*	\$256,000	\$282,700	+ 10.4%	\$245,000	\$281,500	+ 14.9%
Inventory of Homes for Sale	87	46	- 47.1%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	53	41	- 22.6%	67	39	- 41.8%
Percent of Original List Price Received*	97.2%	99.7%	+ 2.6%	96.2%	101.7%	+ 5.7%
New Listings	23	28	+ 21.7%	727	704	- 3.2%

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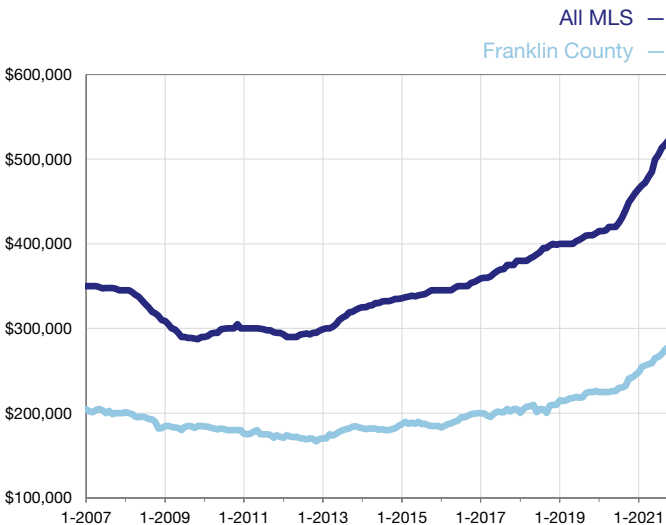
Condominium Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	3	+ 200.0%	37	35	- 5.4%
Closed Sales	4	4	0.0%	39	31	- 20.5%
Median Sales Price*	\$180,000	\$247,500	+ 37.5%	\$187,000	\$215,000	+ 15.0%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	27	14	- 48.1%	62	24	- 61.3%
Percent of Original List Price Received*	100.3%	102.8%	+ 2.5%	97.9%	101.1%	+ 3.3%
New Listings	1	3	+ 200.0%	41	35	- 14.6%

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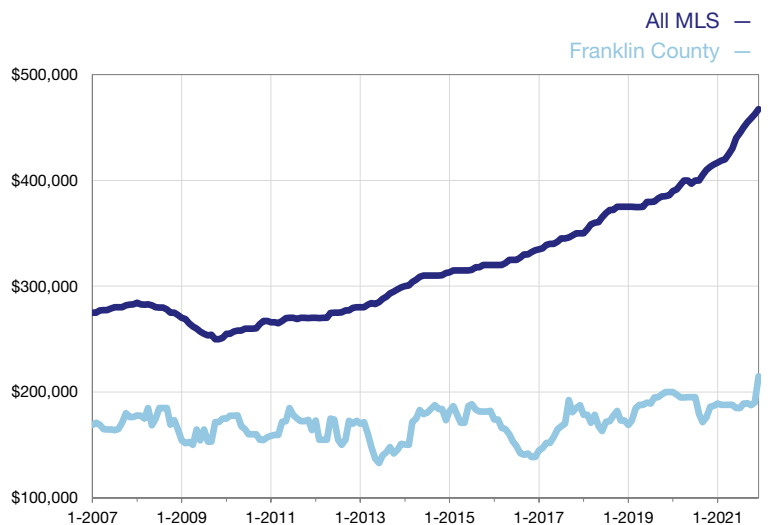
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	271	248	- 8.5%	4,365	4,333	- 0.7%
Closed Sales	474	429	- 9.5%	4,221	4,314	+ 2.2%
Median Sales Price*	\$240,000	\$270,000	+ 12.5%	\$235,000	\$267,000	+ 13.6%
Inventory of Homes for Sale	440	247	- 43.9%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	40	37	- 7.5%	46	32	- 30.4%
Percent of Original List Price Received*	100.5%	100.8%	+ 0.3%	99.3%	102.3%	+ 3.0%
New Listings	256	224	- 12.5%	4,850	4,756	- 1.9%

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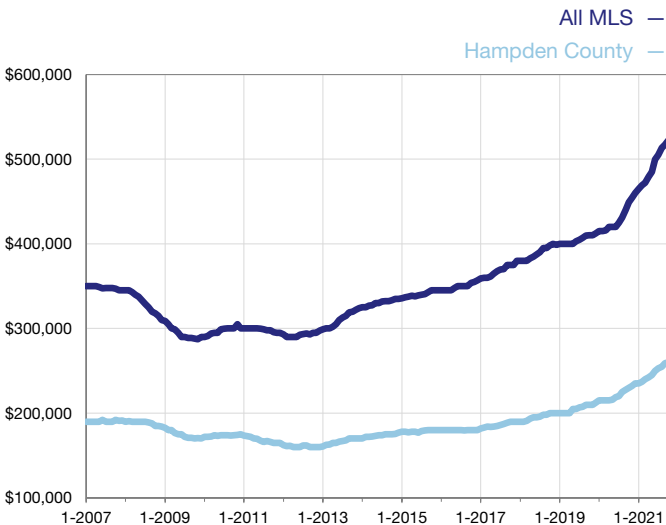
Condominium Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	35	43	+ 22.9%	523	641	+ 22.6%
Closed Sales	44	48	+ 9.1%	500	616	+ 23.2%
Median Sales Price*	\$168,950	\$188,000	+ 11.3%	\$159,500	\$174,700	+ 9.5%
Inventory of Homes for Sale	57	40	- 29.8%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	37	30	- 18.9%	54	31	- 42.6%
Percent of Original List Price Received*	99.2%	101.3%	+ 2.1%	98.0%	101.4%	+ 3.5%
New Listings	33	44	+ 33.3%	554	675	+ 21.8%

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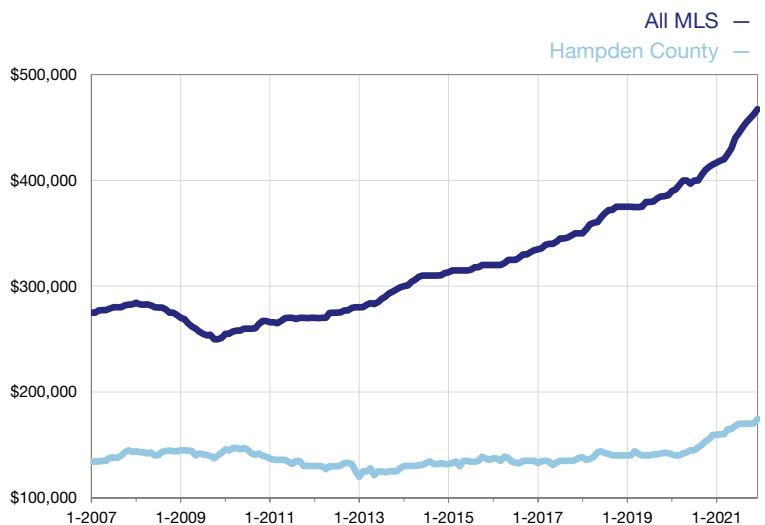
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2021

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	92	71	- 22.8%	1,315	1,258	- 4.3%
Closed Sales	127	98	- 22.8%	1,272	1,269	- 0.2%
Median Sales Price*	\$317,500	\$338,500	+ 6.6%	\$320,000	\$365,777	+ 14.3%
Inventory of Homes for Sale	169	81	- 52.1%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	51	31	- 39.2%	63	40	- 36.5%
Percent of Original List Price Received*	98.9%	103.0%	+ 4.1%	97.7%	102.2%	+ 4.6%
New Listings	70	47	- 32.9%	1,451	1,366	- 5.9%

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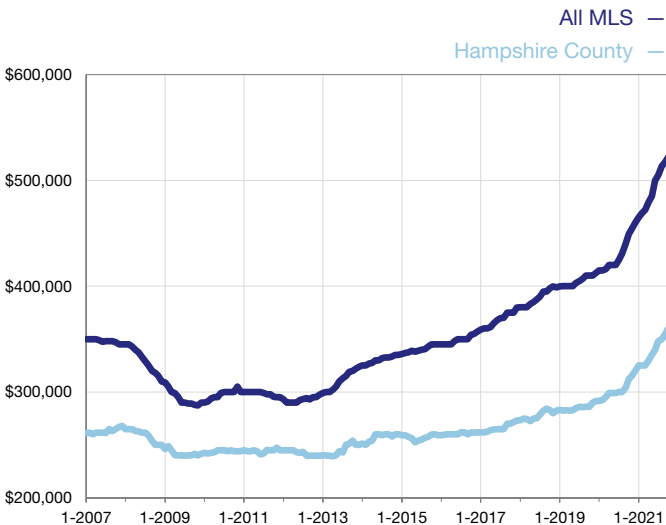
Condominium Properties

Key Metrics	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	11	17	+ 54.5%	253	355	+ 40.3%
Closed Sales	25	23	- 8.0%	241	339	+ 40.7%
Median Sales Price*	\$180,000	\$230,000	+ 27.8%	\$228,000	\$245,000	+ 7.5%
Inventory of Homes for Sale	52	20	- 61.5%	--	--	--
Months Supply of Inventory	2.6	0.7	- 73.1%	--	--	--
Cumulative Days on Market Until Sale	54	47	- 13.0%	57	55	- 3.5%
Percent of Original List Price Received*	96.9%	100.5%	+ 3.7%	97.8%	100.9%	+ 3.2%
New Listings	21	13	- 38.1%	299	372	+ 24.4%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

