

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## December 2022 Single-Family Sales Report Pioneer Valley sales down 36.8% · Median price up 11.9%

### PIONEER VALLEY

Sales down 36.8%	Median Price up 11.9%	
	2021	2022
Closed Sales (units)	601	380
Median Sales (price)	\$279,950	\$313,250

### FRANKLIN COUNTY

Sales down 52.3%	Median Price up 2.5%	
	2021	2022
Closed Sales (units)	65	31
Median Sales (price)	\$282,900	\$290,000

### HAMPDEN COUNTY

Sales down 37.4%	Median Price up 10.2%	
	2021	2022
Closed Sales (units)	439	275
Median Sales (price)	\$267,600	\$295,000

### HAMPSHIRE COUNTY

Sales down 25.5%	Median Price up 6.4%	
	2021	2022
Closed Sales (units)	98	73
Median Sales (price)	\$338,500	\$360,000

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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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## December 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 36.8 percent from 601 in December 2021 to 380 in December 2022.
- **Median Price** - up 11.9 percent from \$279,950 in December 2021 to \$313,250 in December 2022.
- **Inventory of Available Property** - down 19.1 percent from 592 homes for sale in December 2021 to 479 homes for sale in December 2022.
- **Days on the Market** – up 14.2 percent from 37 average number of days on the market in December 2021 to 42 average number of days on the market in December 2022.
- **Pending Sales (under agreement to sell)** – down 6.7 percent from 360 listings pending sale in December 2021 to 336 listings pending sale in December 2022.

*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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 34.1%**

**+ 8.3%**

**- 17.8%**

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	360	<b>336</b>	- 6.7%	6,155	<b>5,281</b>	- 14.2%
Closed Sales	601	<b>380</b>	- 36.8%	6,207	<b>5,404</b>	- 12.9%
Median Sales Price*	\$279,950	<b>\$313,250</b>	+ 11.9%	\$285,000	<b>\$312,000</b>	+ 9.5%
Inventory of Homes for Sale	592	<b>479</b>	- 19.1%	--	--	--
Months Supply of Inventory	1.1	<b>1.1</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	37	<b>42</b>	+ 14.2%	35	<b>33</b>	- 5.2%
Percent of Original List Price Received*	100.9%	<b>98.4%</b>	- 2.5%	102.2%	<b>101.9%</b>	- 0.3%
New Listings	296	<b>220</b>	- 25.7%	6,829	<b>6,105</b>	- 10.6%

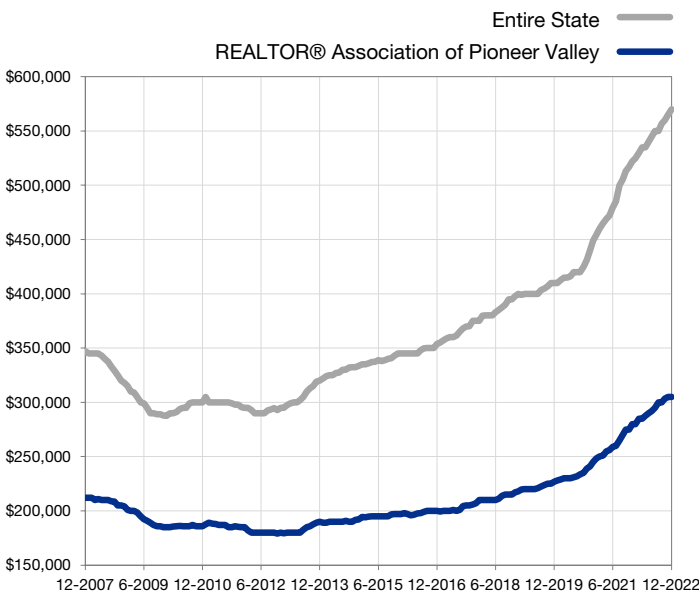
### Condominium Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	60	<b>44</b>	- 26.7%	1,007	<b>864</b>	- 14.2%
Closed Sales	76	<b>66</b>	- 13.2%	985	<b>886</b>	- 10.1%
Median Sales Price*	\$208,000	<b>\$216,500</b>	+ 4.1%	\$195,000	<b>\$225,000</b>	+ 15.4%
Inventory of Homes for Sale	99	<b>89</b>	- 10.1%	--	--	--
Months Supply of Inventory	1.2	<b>1.2</b>	- 0.1%	--	--	--
Cumulative Days on Market Until Sale	35	<b>24</b>	- 30.3%	39	<b>28</b>	- 28.9%
Percent of Original List Price Received*	100.8%	<b>101.4%</b>	+ 0.6%	101.1%	<b>103.0%</b>	+ 1.8%
New Listings	58	<b>40</b>	- 31.0%	1,080	<b>980</b>	- 9.3%

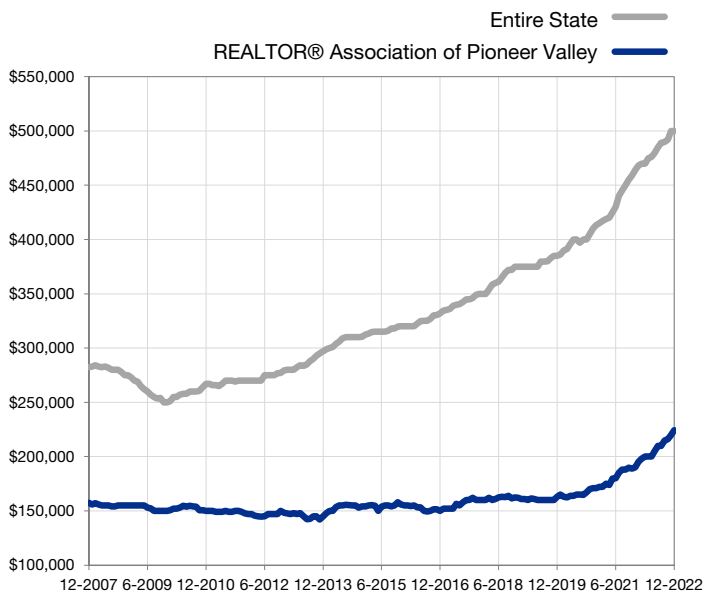
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	71	58	- 18.3%	1,252	1,127	- 10.0%
Closed Sales	98	73	- 25.5%	1,271	1,167	- 8.2%
Median Sales Price*	\$338,500	\$360,000	+ 6.4%	\$365,777	\$400,000	+ 9.4%
Inventory of Homes for Sale	118	106	- 10.2%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	31	40	+ 29.0%	40	34	- 15.0%
Percent of Original List Price Received*	103.0%	99.9%	- 3.0%	102.2%	102.9%	+ 0.7%
New Listings	45	37	- 17.8%	1,381	1,303	- 5.6%

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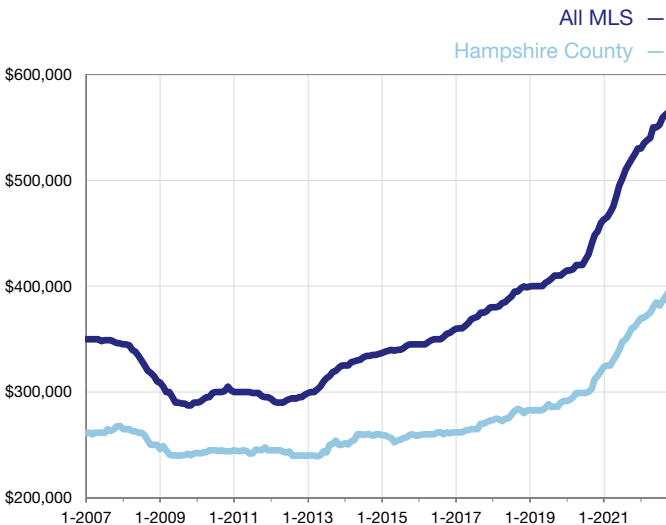
### Condominium Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	19	11	- 42.1%	339	252	- 25.7%
Closed Sales	23	19	- 17.4%	339	257	- 24.2%
Median Sales Price*	\$230,000	\$270,000	+ 17.4%	\$245,000	\$281,800	+ 15.0%
Inventory of Homes for Sale	37	42	+ 13.5%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--
Cumulative Days on Market Until Sale	47	19	- 59.6%	55	32	- 41.8%
Percent of Original List Price Received*	100.5%	103.8%	+ 3.3%	100.9%	105.1%	+ 4.2%
New Listings	13	15	+ 15.4%	372	312	- 16.1%

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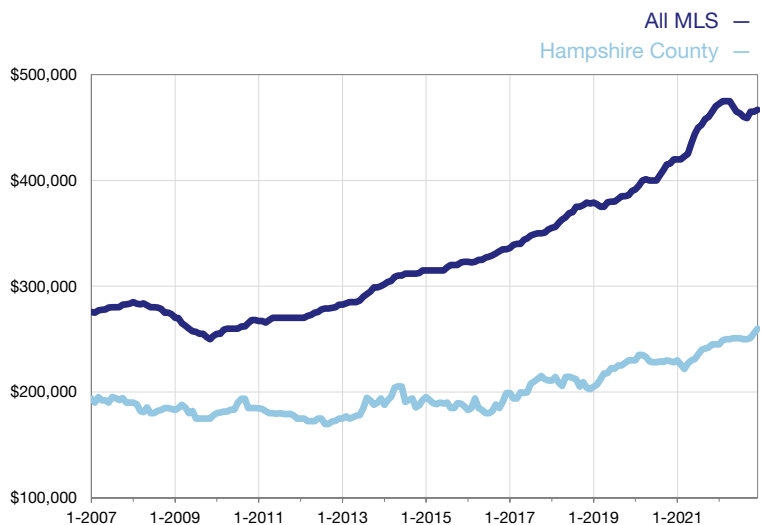
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – December 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	249	<b>239</b>	- 4.0%	4,295	<b>3,649</b>	- 15.0%
Closed Sales	439	<b>275</b>	- 37.4%	4,324	<b>3,714</b>	- 14.1%
Median Sales Price*	\$267,600	<b>\$295,000</b>	+ 10.2%	\$266,395	<b>\$290,000</b>	+ 8.9%
Inventory of Homes for Sale	396	<b>295</b>	- 25.5%	--	--	--
Months Supply of Inventory	1.1	<b>1.0</b>	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	37	<b>42</b>	+ 13.5%	32	<b>32</b>	0.0%
Percent of Original List Price Received*	100.7%	<b>98.1%</b>	- 2.6%	102.3%	<b>101.7%</b>	- 0.6%
New Listings	223	<b>158</b>	- 29.1%	4,750	<b>4,187</b>	- 11.9%

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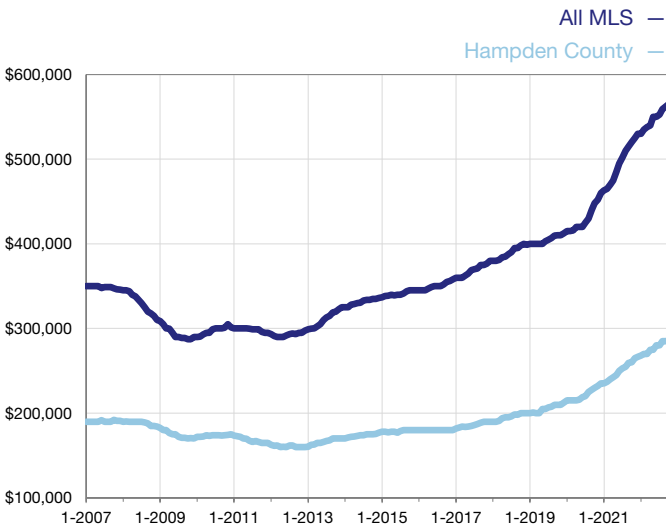
### Condominium Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	37	<b>31</b>	- 16.2%	637	<b>574</b>	- 9.9%
Closed Sales	50	<b>41</b>	- 18.0%	619	<b>587</b>	- 5.2%
Median Sales Price*	\$188,000	<b>\$190,000</b>	+ 1.1%	\$174,400	<b>\$200,000</b>	+ 14.7%
Inventory of Homes for Sale	60	<b>45</b>	- 25.0%	--	--	--
Months Supply of Inventory	1.1	<b>0.9</b>	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	30	<b>25</b>	- 16.7%	31	<b>26</b>	- 16.1%
Percent of Original List Price Received*	100.9%	<b>100.8%</b>	- 0.1%	101.3%	<b>102.0%</b>	+ 0.7%
New Listings	43	<b>24</b>	- 44.2%	678	<b>624</b>	- 8.0%

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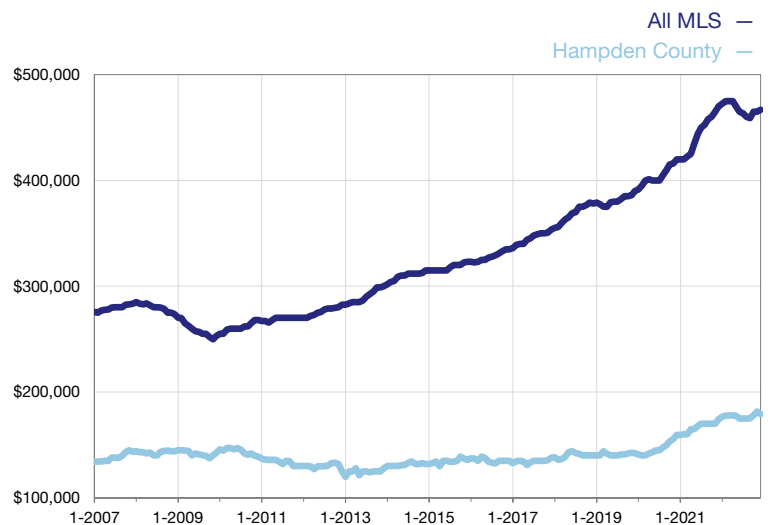
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – December 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	41	42	+ 2.4%	622	516	- 17.0%
Closed Sales	65	31	- 52.3%	617	535	- 13.3%
Median Sales Price*	\$282,900	\$290,000	+ 2.5%	\$282,000	\$310,000	+ 9.9%
Inventory of Homes for Sale	69	75	+ 8.7%	--	--	--
Months Supply of Inventory	1.3	1.7	+ 30.8%	--	--	--
Cumulative Days on Market Until Sale	40	39	- 2.5%	39	38	- 2.6%
Percent of Original List Price Received*	99.7%	98.4%	- 1.3%	101.7%	101.3%	- 0.4%
New Listings	29	28	- 3.4%	712	641	- 10.0%

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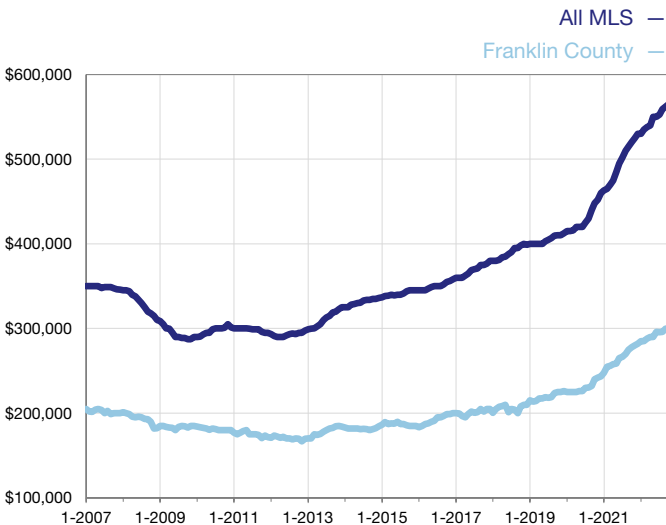
### Condominium Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	4	2	- 50.0%	35	43	+ 22.9%
Closed Sales	4	6	+ 50.0%	31	47	+ 51.6%
Median Sales Price*	\$247,500	\$217,500	- 12.1%	\$215,000	\$240,000	+ 11.6%
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	14	33	+ 135.7%	24	26	+ 8.3%
Percent of Original List Price Received*	102.8%	97.8%	- 4.9%	101.1%	103.7%	+ 2.6%
New Listings	3	1	- 66.7%	35	50	+ 42.9%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

