

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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December 2023 Single-Family Sales Report Pioneer Valley sales down 10.2% · Median price up 0.6%

PIONEER VALLEY

Sales down 10.2%	Median Price up 0.6%	
	2022	2023
Closed Sales (units)	384	345
Median Sales (price)	\$313,250	\$315,000

FRANKLIN COUNTY

Sales up 37.5%	Median Price up 14.9%	
	2022	2023
Closed Sales (units)	32	44
Median Sales (price)	\$292,500	\$336,000

HAMPDEN COUNTY

Sales down 12.5%	Median Price up 2.4%	
	2022	2023
Closed Sales (units)	279	244
Median Sales (price)	\$293,000	\$300,000

HAMPSHIRE COUNTY

Sales down 16.4%	Median Price up 8.3%	
	2022	2023
Closed Sales (units)	73	61
Median Sales (price)	\$360,000	\$390,000

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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 2023 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 10.2 percent from 384 in December 2022 to 345 in December 2023.
- **Median Price** – up 0.6 percent from \$313,250 in December 2022 to \$315,000 in December 2023.
- **Inventory of Available Property** - down 30.8 percent from 629 homes for sale in December 2022 to 435 homes for sale in December 2023.
- **Days on the Market** – up 0.2 percent from 42 average number of days on the market in December 2022 to 42 average number of days on the market in December 2023.
- **Pending Sales (under agreement to sell)** – up 19.6 percent from 291 listings pending sale in December 2022 to 348 listings pending sale in December 2023.

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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.0%

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

- 32.0%

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

Single-Family Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	291	348	+ 19.6%	5,218	4,467	- 14.4%
Closed Sales	384	345	- 10.2%	5,413	4,382	- 19.0%
Median Sales Price*	\$313,250	\$315,000	+ 0.6%	\$312,000	\$325,000	+ 4.2%
Inventory of Homes for Sale	629	435	- 30.8%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.6%	--	--	--
Cumulative Days on Market Until Sale	42	42	+ 0.2%	33	37	+ 11.0%
Percent of Original List Price Received*	98.4%	98.4%	- 0.0%	101.9%	101.0%	- 0.9%
New Listings	222	222	0.0%	6,111	5,104	- 16.5%

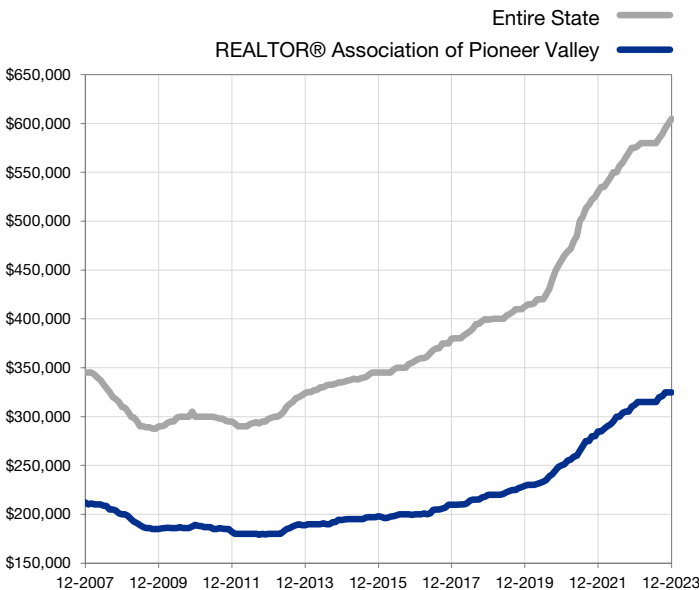
Condominium Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	39	49	+ 25.6%	851	690	- 18.9%
Closed Sales	66	51	- 22.7%	886	691	- 22.0%
Median Sales Price*	\$216,500	\$235,000	+ 8.5%	\$225,000	\$239,999	+ 6.7%
Inventory of Homes for Sale	112	69	- 38.4%	--	--	--
Months Supply of Inventory	1.5	1.2	- 21.0%	--	--	--
Cumulative Days on Market Until Sale	24	26	+ 6.0%	28	36	+ 31.0%
Percent of Original List Price Received*	101.4%	101.8%	+ 0.4%	103.0%	102.5%	- 0.5%
New Listings	39	27	- 30.8%	979	735	- 24.9%

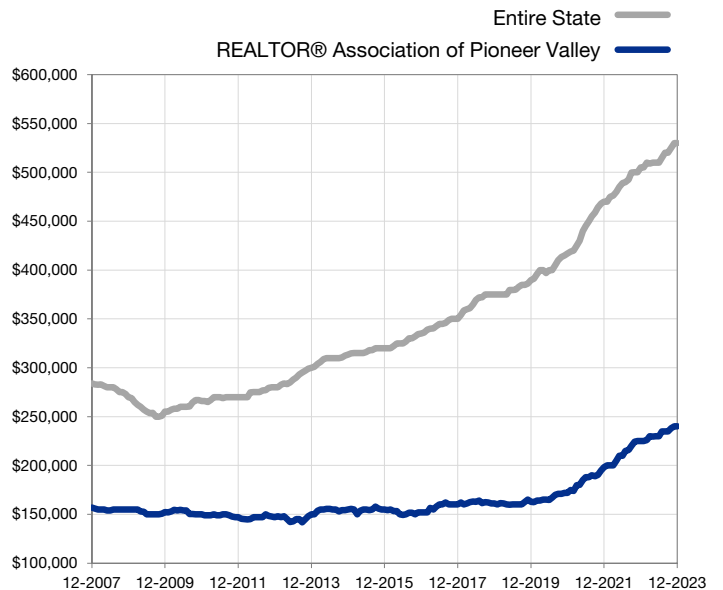
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	38	36	- 5.3%	515	492	- 4.5%
Closed Sales	32	44	+ 37.5%	540	491	- 9.1%
Median Sales Price*	\$292,500	\$336,000	+ 14.9%	\$310,000	\$325,000	+ 4.8%
Inventory of Homes for Sale	93	67	- 28.0%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	42	43	+ 2.4%	38	47	+ 23.7%
Percent of Original List Price Received*	98.2%	97.6%	- 0.6%	101.2%	99.4%	- 1.8%
New Listings	29	25	- 13.8%	632	548	- 13.3%

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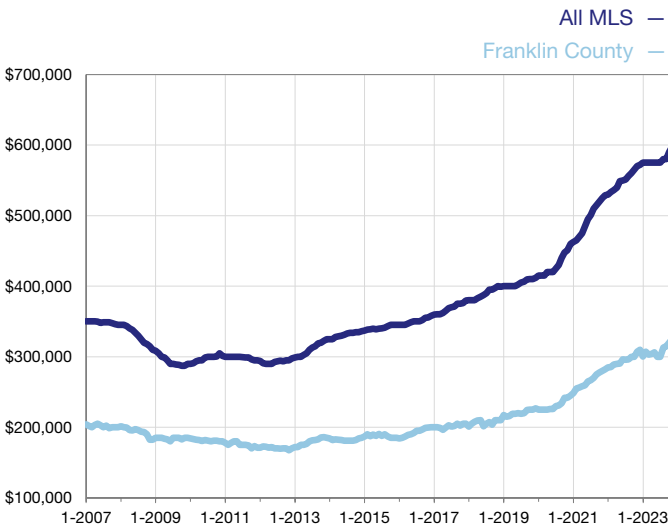
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	2	0.0%	43	29	- 32.6%
Closed Sales	6	4	- 33.3%	47	28	- 40.4%
Median Sales Price*	\$217,500	\$212,500	- 2.3%	\$240,000	\$272,500	+ 13.5%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--
Cumulative Days on Market Until Sale	33	12	- 63.6%	26	18	- 30.8%
Percent of Original List Price Received*	97.8%	104.5%	+ 6.9%	103.7%	103.5%	- 0.2%
New Listings	1	1	0.0%	49	34	- 30.6%

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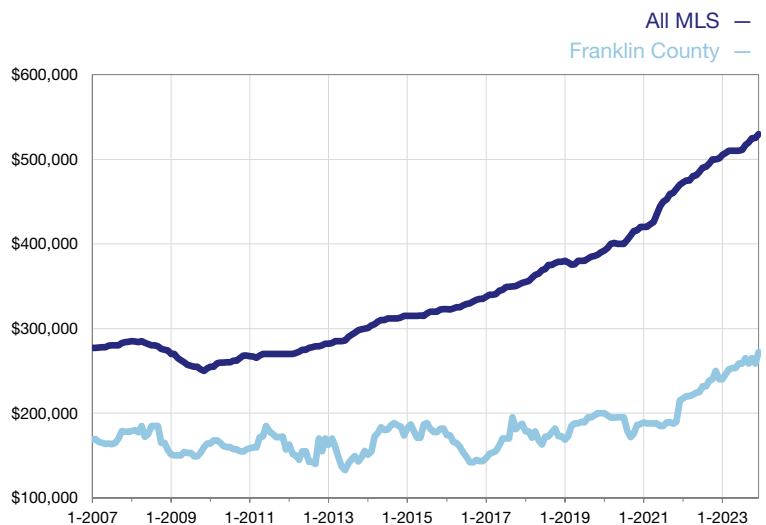
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	203	251	+ 23.6%	3,603	3,104	- 13.8%
Closed Sales	279	244	- 12.5%	3,728	3,040	- 18.5%
Median Sales Price*	\$293,000	\$300,000	+ 2.4%	\$290,000	\$307,000	+ 5.9%
Inventory of Homes for Sale	401	274	- 31.7%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	42	42	0.0%	32	35	+ 9.4%
Percent of Original List Price Received*	98.1%	98.0%	- 0.1%	101.7%	100.8%	- 0.9%
New Listings	156	160	+ 2.6%	4,128	3,475	- 15.8%

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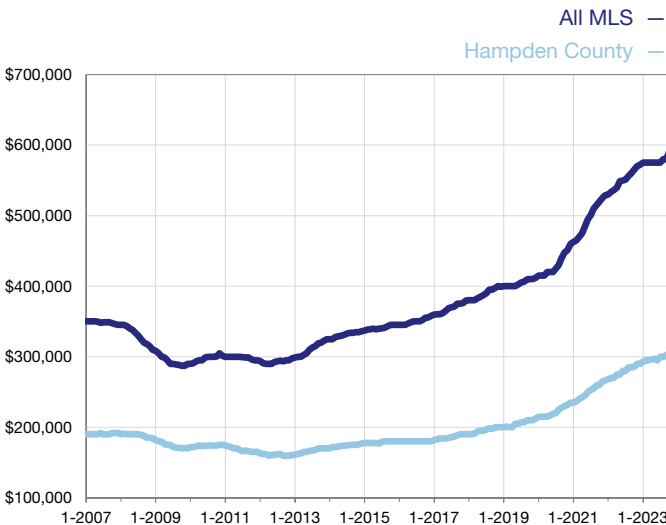
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	28	28	0.0%	566	418	- 26.1%
Closed Sales	41	37	- 9.8%	587	427	- 27.3%
Median Sales Price*	\$190,000	\$230,000	+ 21.1%	\$200,000	\$220,000	+ 10.0%
Inventory of Homes for Sale	54	38	- 29.6%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	25	26	+ 4.0%	26	32	+ 23.1%
Percent of Original List Price Received*	100.8%	101.2%	+ 0.4%	102.0%	101.5%	- 0.5%
New Listings	23	15	- 34.8%	613	445	- 27.4%

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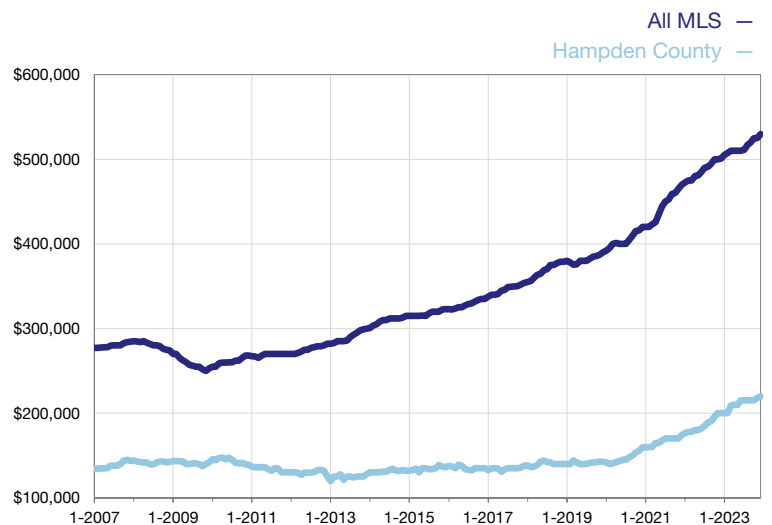
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2023

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	52	68	+ 30.8%	1,122	925	- 17.6%
Closed Sales	73	61	- 16.4%	1,172	903	- 23.0%
Median Sales Price*	\$360,000	\$390,000	+ 8.3%	\$400,000	\$410,000	+ 2.5%
Inventory of Homes for Sale	124	81	- 34.7%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	40	38	- 5.0%	34	36	+ 5.9%
Percent of Original List Price Received*	99.9%	100.6%	+ 0.7%	102.9%	102.2%	- 0.7%
New Listings	36	37	+ 2.8%	1,264	1,016	- 19.6%

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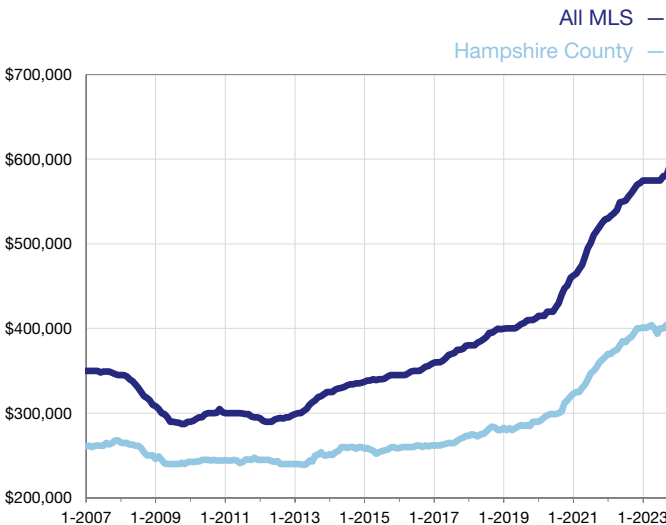
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	9	18	+ 100.0%	245	243	- 0.8%
Closed Sales	19	10	- 47.4%	256	236	- 7.8%
Median Sales Price*	\$270,000	\$300,500	+ 11.3%	\$280,950	\$320,000	+ 13.9%
Inventory of Homes for Sale	53	24	- 54.7%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	19	31	+ 63.2%	31	45	+ 45.2%
Percent of Original List Price Received*	103.8%	102.7%	- 1.1%	105.2%	104.0%	- 1.1%
New Listings	14	9	- 35.7%	306	247	- 19.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

