

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## December 2024 Single-Family Sales Report Pioneer Valley sales up 18.7% · Median price up 10.8%

### PIONEER VALLEY

Sales up 18.7%

Median Price up 10.8%

	2023	2024
Closed Sales (units)	348	413
Median Sales (price)	\$315,000	\$349,000

### FRANKLIN COUNTY

Sales up 11.4%

Median Price up 8.6%

	2023	2024
Closed Sales (units)	44	49
Median Sales (price)	\$336,000	\$365,000

### HAMPDEN COUNTY

Sales up 10.1%

Median Price up 8.3%

	2023	2024
Closed Sales (units)	248	273
Median Sales (price)	\$300,000	\$325,000

### HAMPSHIRE COUNTY

Sales up 40.3%

Median Price up 11.0%

	2023	2024
Closed Sales (units)	62	87
Median Sales (price)	\$383,000	\$425,000

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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 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 18.7 percent from 348 in December 2023 to 413 in December 2024.
- **Median Price** – up 10.8 percent from \$315,000 in December 2023 to \$349,000 in December 2024.
- **Inventory of Available Property** – down 11.7 percent from 579 homes for sale in December 2023 to 511 homes for sale in December 2024.
- **Days on the Market** – down 6.8 percent from 42 average number of days on the market in December 2023 to 39 average number of days on the market in December 2024.
- **Pending Sales (under agreement to sell)** – up 5.6 percent from 305 listings pending sale in December 2023 to 322 listings pending sale in December 2024.

*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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 20.6%**

**+ 11.1%**

**- 6.9%**

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		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	305	<b>322</b>	+ 5.6%	4,391	<b>4,492</b>	+ 2.3%
Closed Sales	348	<b>413</b>	+ 18.7%	4,395	<b>4,428</b>	+ 0.8%
Median Sales Price*	\$315,000	<b>\$349,000</b>	+ 10.8%	\$325,000	<b>\$350,000</b>	+ 7.7%
Inventory of Homes for Sale	579	<b>511</b>	- 11.7%	--	--	--
Months Supply of Inventory	1.6	<b>1.4</b>	- 12.4%	--	--	--
Cumulative Days on Market Until Sale	42	<b>39</b>	- 6.8%	37	<b>36</b>	- 2.2%
Percent of Original List Price Received*	98.3%	<b>98.7%</b>	+ 0.4%	101.0%	<b>100.9%</b>	- 0.1%
New Listings	223	<b>232</b>	+ 4.0%	5,101	<b>5,262</b>	+ 3.2%

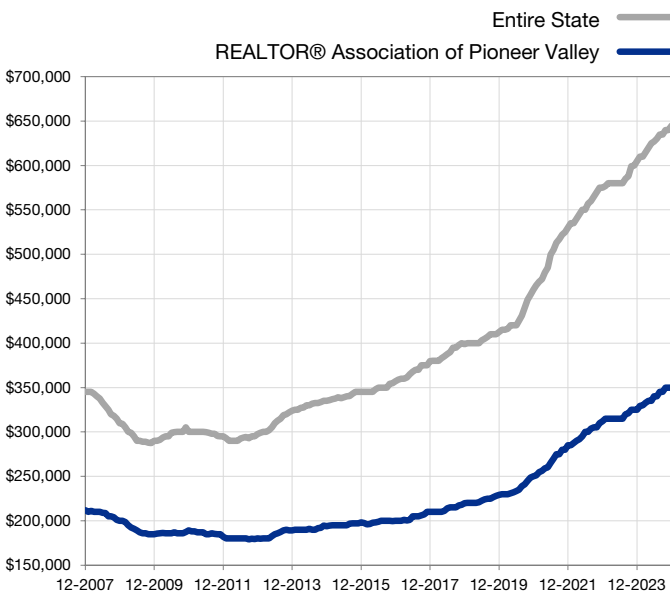
### Condominium Properties

	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	39	<b>56</b>	+ 43.6%	677	<b>751</b>	+ 10.9%
Closed Sales	51	<b>68</b>	+ 33.3%	692	<b>713</b>	+ 3.0%
Median Sales Price*	\$235,000	<b>\$266,200</b>	+ 13.3%	\$240,000	<b>\$261,500</b>	+ 9.0%
Inventory of Homes for Sale	87	<b>109</b>	+ 25.3%	--	--	--
Months Supply of Inventory	1.5	<b>1.8</b>	+ 21.6%	--	--	--
Cumulative Days on Market Until Sale	26	<b>40</b>	+ 55.8%	36	<b>35</b>	- 3.9%
Percent of Original List Price Received*	101.8%	<b>99.0%</b>	- 2.7%	102.5%	<b>100.6%</b>	- 1.9%
New Listings	27	<b>39</b>	+ 44.4%	735	<b>876</b>	+ 19.2%

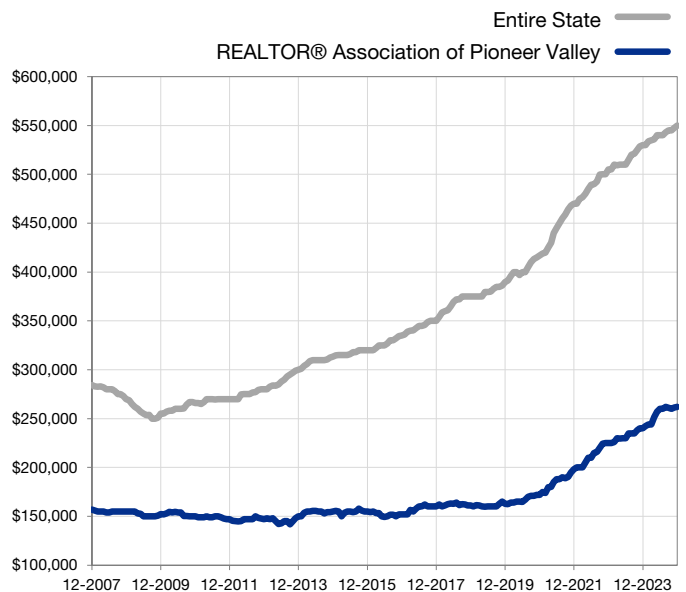
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2024

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## Franklin County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	32	30	- 6.3%	483	487	+ 0.8%
Closed Sales	44	49	+ 11.4%	491	484	- 1.4%
Median Sales Price*	\$336,000	\$365,000	+ 8.6%	\$325,000	\$350,000	+ 7.7%
Inventory of Homes for Sale	85	83	- 2.4%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	43	36	- 16.3%	47	41	- 12.8%
Percent of Original List Price Received*	97.6%	98.7%	+ 1.1%	99.4%	98.6%	- 0.8%
New Listings	25	23	- 8.0%	545	567	+ 4.0%

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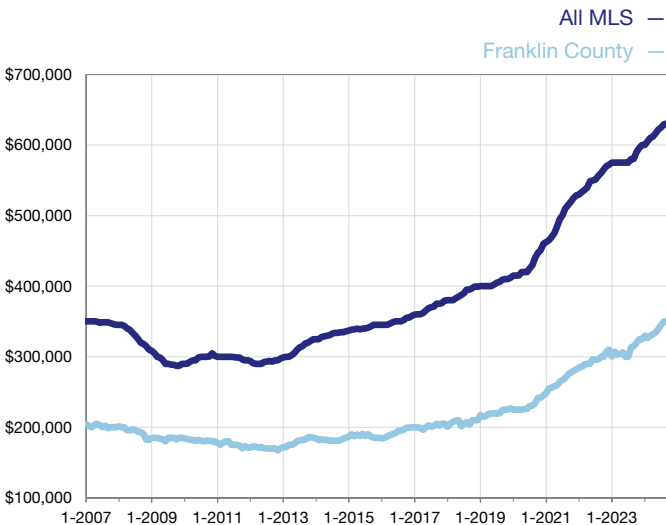
### Condominium Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	1	3	+ 200.0%	28	41	+ 46.4%
Closed Sales	4	2	- 50.0%	28	39	+ 39.3%
Median Sales Price*	\$212,500	\$203,559	- 4.2%	\$272,500	\$248,000	- 9.0%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	12	53	+ 341.7%	18	38	+ 111.1%
Percent of Original List Price Received*	104.5%	93.1%	- 10.9%	103.5%	101.2%	- 2.2%
New Listings	1	3	+ 200.0%	34	44	+ 29.4%

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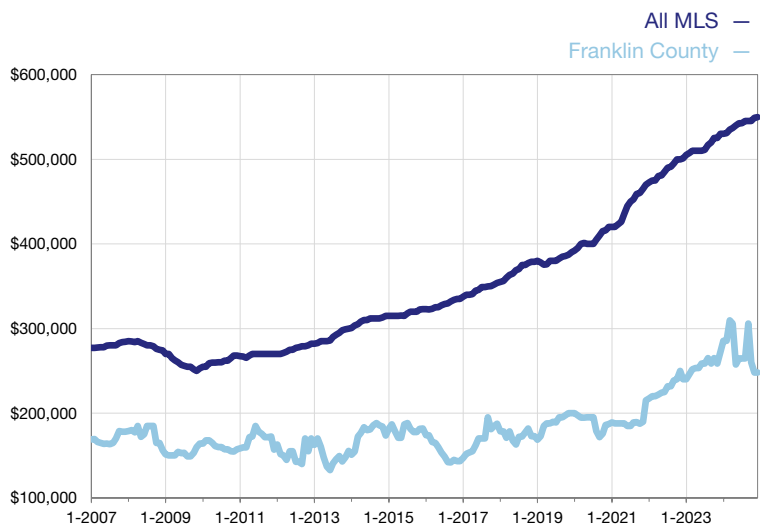
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – December 2024

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## Hampden County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	221	<b>227</b>	+ 2.7%	3,056	<b>3,131</b>	+ 2.5%
Closed Sales	248	<b>273</b>	+ 10.1%	3,053	<b>3,100</b>	+ 1.5%
Median Sales Price*	\$300,000	<b>\$325,000</b>	+ 8.3%	\$307,000	<b>\$330,000</b>	+ 7.5%
Inventory of Homes for Sale	364	<b>324</b>	- 11.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.2</b>	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	42	<b>36</b>	- 14.3%	35	<b>33</b>	- 5.7%
Percent of Original List Price Received*	98.0%	<b>98.6%</b>	+ 0.6%	100.8%	<b>101.2%</b>	+ 0.4%
New Listings	158	<b>162</b>	+ 2.5%	3,475	<b>3,582</b>	+ 3.1%

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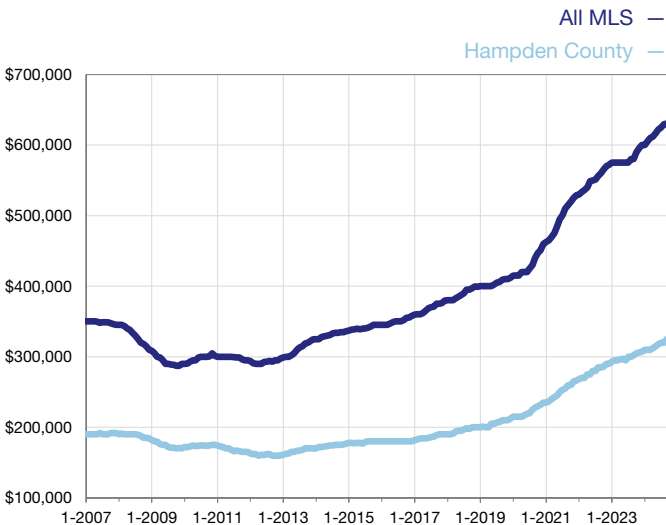
### Condominium Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	21	<b>38</b>	+ 81.0%	410	<b>466</b>	+ 13.7%
Closed Sales	37	<b>39</b>	+ 5.4%	428	<b>439</b>	+ 2.6%
Median Sales Price*	\$230,000	<b>\$232,000</b>	+ 0.9%	\$220,000	<b>\$235,000</b>	+ 6.8%
Inventory of Homes for Sale	48	<b>73</b>	+ 52.1%	--	--	--
Months Supply of Inventory	1.4	<b>1.9</b>	+ 35.7%	--	--	--
Cumulative Days on Market Until Sale	26	<b>43</b>	+ 65.4%	32	<b>31</b>	- 3.1%
Percent of Original List Price Received*	101.2%	<b>98.8%</b>	- 2.4%	101.5%	<b>100.5%</b>	- 1.0%
New Listings	15	<b>25</b>	+ 66.7%	445	<b>547</b>	+ 22.9%

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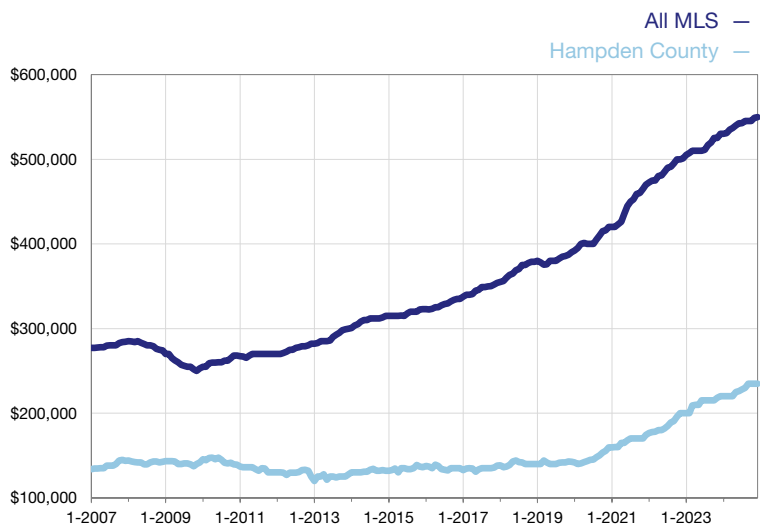
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – December 2024

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## Hampshire County

### Single-Family Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	60	65	+ 8.3%	909	892	- 1.9%
Closed Sales	62	87	+ 40.3%	904	872	- 3.5%
Median Sales Price*	\$383,000	<b>\$425,000</b>	+ 11.0%	\$409,500	<b>\$450,000</b>	+ 9.9%
Inventory of Homes for Sale	108	106	- 1.9%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	38	43	+ 13.2%	36	40	+ 11.1%
Percent of Original List Price Received*	100.5%	99.4%	- 1.1%	102.2%	101.0%	- 1.2%
New Listings	38	52	+ 36.8%	1,014	1,047	+ 3.3%

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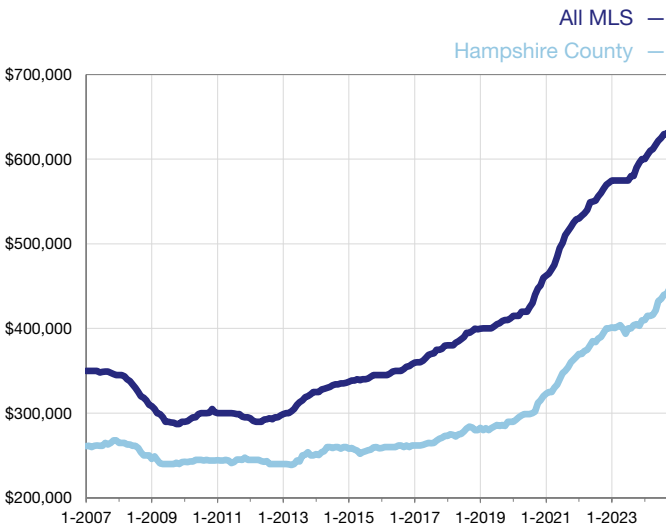
### Condominium Properties

Key Metrics	December			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	16	15	- 6.3%	239	247	+ 3.3%
Closed Sales	10	27	+ 170.0%	236	238	+ 0.8%
Median Sales Price*	\$300,500	<b>\$305,000</b>	+ 1.5%	\$320,000	<b>\$326,000</b>	+ 1.9%
Inventory of Homes for Sale	31	28	- 9.7%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	31	35	+ 12.9%	45	41	- 8.9%
Percent of Original List Price Received*	102.7%	99.8%	- 2.8%	104.0%	100.6%	- 3.3%
New Listings	9	11	+ 22.2%	247	275	+ 11.3%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

