

NEWS RELEASE

REALTOR® Association of Pioneer Valley

225 Park Avenue · West Springfield, MA 01089

Phone: 413-785-1328

rapv.com



Judy Nevarez

President

jnevarez2121@gmail.com

David Belew, RCE

Chief Executive Officer

david@rapv.com

Ayca Yavuz, RCE

Director of Marketing & Communications

ayca@rapv.com

December 2025 Single-Family Sales Report

Pioneer Valley sales down 4.8% · Median price up 7.7%

PIONEER VALLEY

Sales down 4.8%

Median Price up 7.7%

	2024	2025
Closed Sales (units)	414	394
Median Sales (price)	\$348,000	\$374,950

FRANKLIN COUNTY

Sales down 24.5%

Median Price up 1.4%

	2024	2025
Closed Sales (units)	49	37
Median Sales (price)	\$365,000	\$370,000

HAMPDEN COUNTY

Sales down 1.5%

Median Price up 4.6%

	2024	2025
Closed Sales (units)	274	270
Median Sales (price)	\$325,000	\$340,000

HAMPSHIRE COUNTY

Sales down 1.1%

Median Price up 17.3%

	2024	2025
Closed Sales (units)	87	86
Median Sales (price)	\$425,000	\$498,500

Media Contact:

Ayca Yavuz

[Ayca@rapv.com](mailto: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 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down -4.8% percent from 414 in December 2024 to 394 in December 2025.
- **Median Price** – up 7.7% percent from \$348,000 in December 2024 to \$374,950 in December 2025.
- **Inventory of Available Property** – down -14.0% percent from 657 homes for sale in December 2024 to 565 homes for sale in December 2025.
- **Days on the Market** – up 8.9% percent from 39 average number of days on the market in December 2024 to 42 average number of days on the market in December 2025.
- **Pending Sales (under agreement to sell)** – up 8.5% percent from 281 listings pending sale in December 2024 to 305 listings pending sale in December 2025.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.6%

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

- 13.8%

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

Single-Family Properties

	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	281	305	+ 8.5%	4,428	4,563	+ 3.0%
Closed Sales	414	394	- 4.8%	4,436	4,511	+ 1.7%
Median Sales Price*	\$348,000	\$374,950	+ 7.7%	\$350,000	\$370,000	+ 5.7%
Inventory of Homes for Sale	657	565	- 14.0%	--	--	--
Months Supply of Inventory	1.8	1.5	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	39	42	+ 8.9%	36	40	+ 9.4%
Percent of Original List Price Received*	98.8%	99.7%	+ 0.9%	100.9%	100.1%	- 0.8%
New Listings	230	220	- 4.3%	5,257	5,414	+ 3.0%

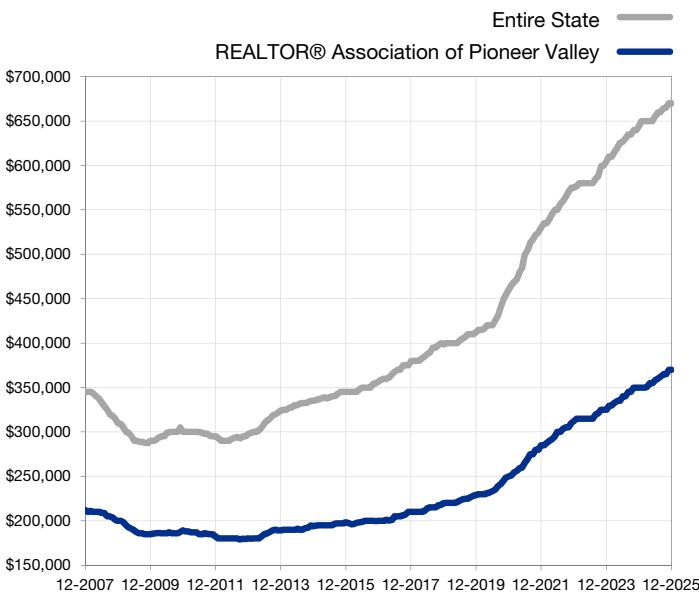
Condominium Properties

	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	52	46	- 11.5%	739	763	+ 3.2%
Closed Sales	69	56	- 18.8%	715	775	+ 8.4%
Median Sales Price*	\$264,900	\$235,000	- 11.3%	\$261,500	\$260,000	- 0.6%
Inventory of Homes for Sale	132	115	- 12.9%	--	--	--
Months Supply of Inventory	2.2	1.8	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	40	52	+ 30.4%	35	44	+ 26.8%
Percent of Original List Price Received*	99.0%	98.2%	- 0.8%	100.6%	99.6%	- 0.9%
New Listings	39	45	+ 15.4%	876	843	- 3.8%

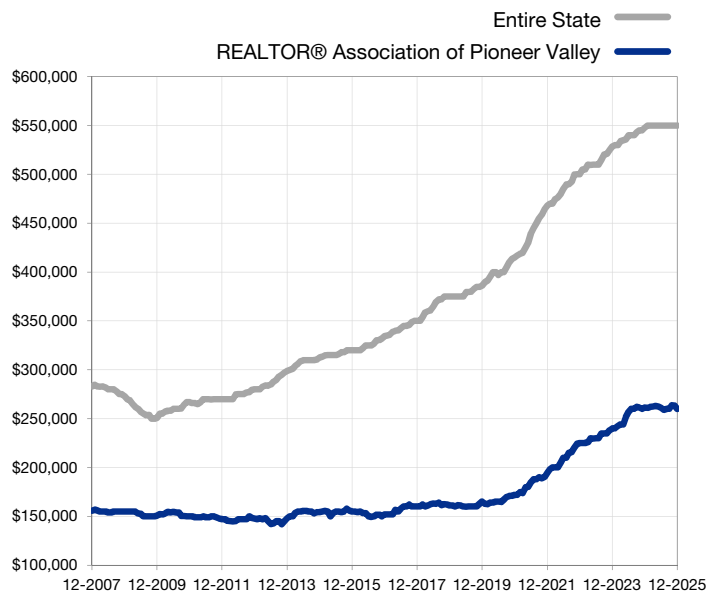
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	28	30	+ 7.1%	484	514	+ 6.2%
Closed Sales	49	37	- 24.5%	484	510	+ 5.4%
Median Sales Price*	\$365,000	\$370,000	+ 1.4%	\$352,500	\$375,000	+ 6.4%
Inventory of Homes for Sale	100	63	- 37.0%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	36	46	+ 27.8%	41	48	+ 17.1%
Percent of Original List Price Received*	98.7%	98.8%	+ 0.1%	98.6%	97.8%	- 0.8%
New Listings	23	15	- 34.8%	568	584	+ 2.8%

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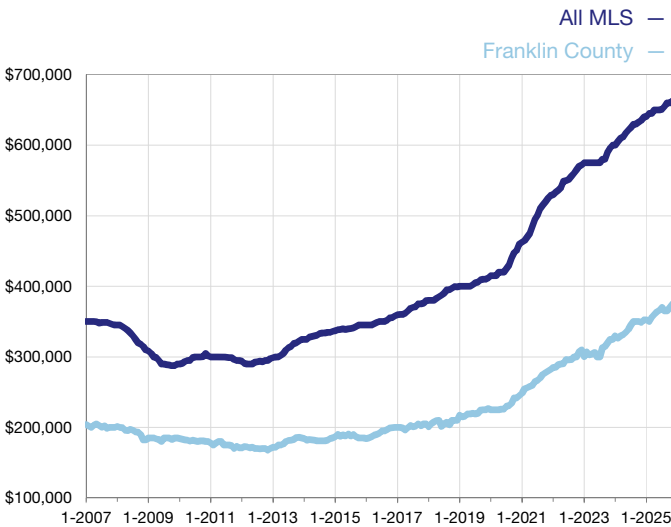
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	2	1	- 50.0%	40	48	+ 20.0%
Closed Sales	2	2	0.0%	39	47	+ 20.5%
Median Sales Price*	\$203,559	\$245,375	+ 20.5%	\$248,000	\$260,000	+ 4.8%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	53	49	- 7.5%	38	37	- 2.6%
Percent of Original List Price Received*	93.1%	96.1%	+ 3.2%	101.2%	99.4%	- 1.8%
New Listings	3	0	- 100.0%	44	48	+ 9.1%

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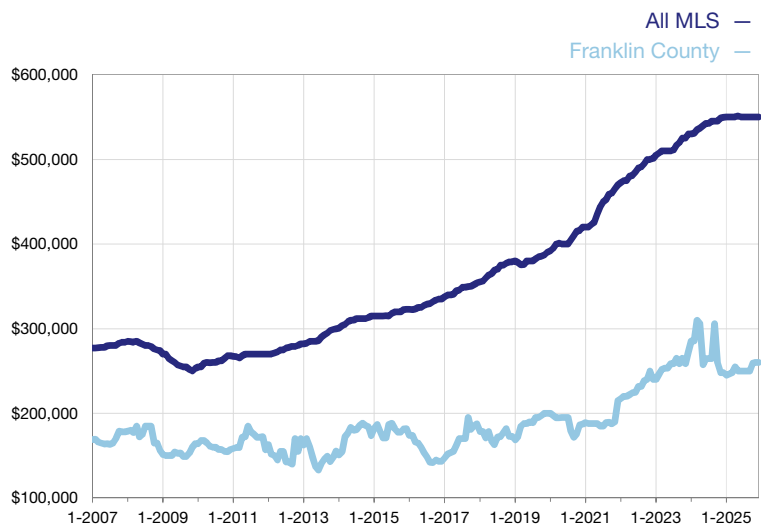
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	200	229	+ 14.5%	3,089	3,105	+ 0.5%
Closed Sales	274	270	- 1.5%	3,106	3,046	- 1.9%
Median Sales Price*	\$325,000	\$340,000	+ 4.6%	\$330,000	\$349,900	+ 6.0%
Inventory of Homes for Sale	415	359	- 13.5%	--	--	--
Months Supply of Inventory	1.6	1.4	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	36	42	+ 16.7%	34	37	+ 8.8%
Percent of Original List Price Received*	98.6%	99.3%	+ 0.7%	101.2%	100.4%	- 0.8%
New Listings	161	166	+ 3.1%	3,577	3,582	+ 0.1%

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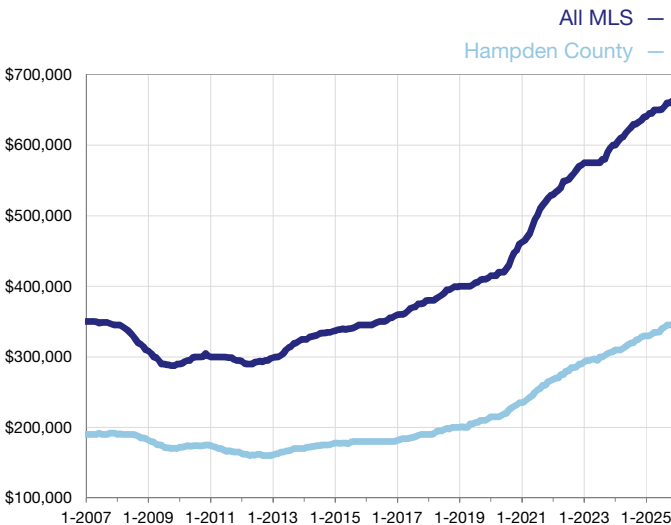
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	36	33	- 8.3%	461	478	+ 3.7%
Closed Sales	39	36	- 7.7%	439	484	+ 10.3%
Median Sales Price*	\$232,000	\$215,000	- 7.3%	\$235,000	\$230,000	- 2.1%
Inventory of Homes for Sale	88	72	- 18.2%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	43	55	+ 27.9%	31	45	+ 45.2%
Percent of Original List Price Received*	98.8%	98.8%	0.0%	100.5%	99.7%	- 0.8%
New Listings	25	38	+ 52.0%	547	523	- 4.4%

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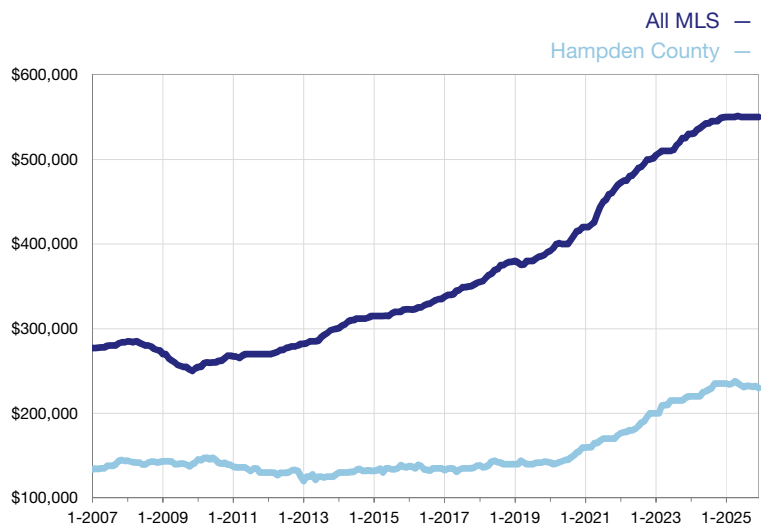
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2025

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	55	62	+ 12.7%	879	974	+ 10.8%
Closed Sales	87	86	- 1.1%	873	970	+ 11.1%
Median Sales Price*	\$425,000	\$498,500	+ 17.3%	\$450,000	\$455,000	+ 1.1%
Inventory of Homes for Sale	138	114	- 17.4%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	43	42	- 2.3%	40	40	0.0%
Percent of Original List Price Received*	99.4%	101.5%	+ 2.1%	101.0%	100.7%	- 0.3%
New Listings	52	38	- 26.9%	1,045	1,132	+ 8.3%

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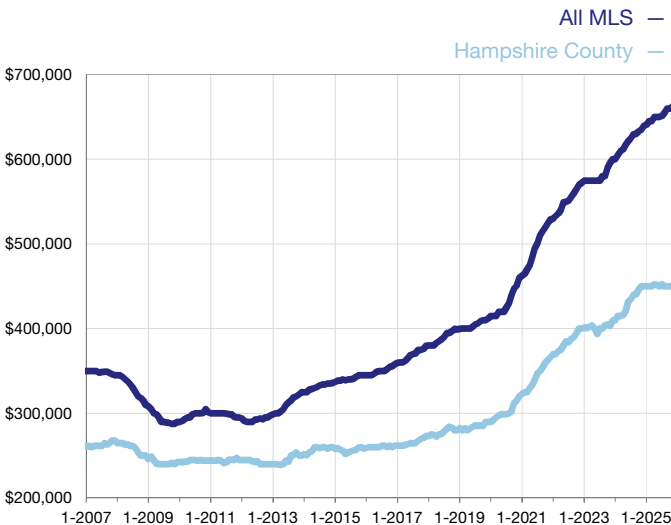
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	14	12	- 14.3%	242	240	- 0.8%
Closed Sales	28	18	- 35.7%	240	248	+ 3.3%
Median Sales Price*	\$305,000	\$323,250	+ 6.0%	\$326,000	\$339,950	+ 4.3%
Inventory of Homes for Sale	34	38	+ 11.8%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.8%	--	--	--
Cumulative Days on Market Until Sale	35	46	+ 31.4%	41	45	+ 9.8%
Percent of Original List Price Received*	99.7%	97.1%	- 2.6%	100.6%	99.7%	- 0.9%
New Listings	11	7	- 36.4%	276	270	- 2.2%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

