

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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February 2021 Single-Family Sales Report Pioneer Valley sales up 26.4% · Median price up 18.9%

PIONEER VALLEY

Sales up 26.4%	Median Price up 18.9%	
	2020	2021
Closed Sales (units)	273	345
Median Sales (price)	\$214,500	\$255,000

FRANKLIN COUNTY

Sales up 51.9%	Median Price up 51.4%	
	2020	2021
Closed Sales (units)	27	41
Median Sales (price)	\$185,000	\$280,000

HAMPDEN COUNTY

Sales up 22.7%	Median Price up 16.4%	
	2020	2021
Closed Sales (units)	194	238
Median Sales (price)	\$205,000	\$238,700

HAMPSHIRE COUNTY

Sales up 35.3%	Median Price up 10.2%	
	2020	2021
Closed Sales (units)	51	69
Median Sales (price)	\$295,000	\$325,000

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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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February 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 26.4 percent from 273 in February 2020 to 345 in February 2021.
- **Median Price** - up 18.9 percent from \$214,500 in February 2020 to \$255,000 in February 2021.
- **Inventory of Available Property** - down 65.4 percent from 1,117 homes for sale in February 2020 to 386 homes for sale in February 2021.
- **Days on the Market** – down 38.6 percent from 83 average number of days on the market in February 2020 to 51 average number of days on the market in February 2021.
- **Pending Sales (under agreement to sell)** - down 8.6 percent from 443 listings pending sale in February 2020 to 405 listings pending sale in February 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.81 percent with an average 0.7 points for the week ending 02/28/2021. Last year at this time the 30-year FRM averaged 3.47 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 – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 27.8%

+ 17.4%

- 63.9%

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

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	443	405	- 8.6%	790	815	+ 3.2%
Closed Sales	273	345	+ 26.4%	645	753	+ 16.7%
Median Sales Price*	\$214,500	\$255,000	+ 18.9%	\$216,000	\$255,000	+ 18.1%
Inventory of Homes for Sale	1,117	386	- 65.4%	--	--	--
Months Supply of Inventory	2.2	0.7	- 66.5%	--	--	--
Cumulative Days on Market Until Sale	83	51	- 38.6%	78	50	- 35.4%
Percent of Original List Price Received*	94.8%	99.0%	+ 4.4%	94.8%	99.0%	+ 4.5%
New Listings	507	357	- 29.6%	943	743	- 21.2%

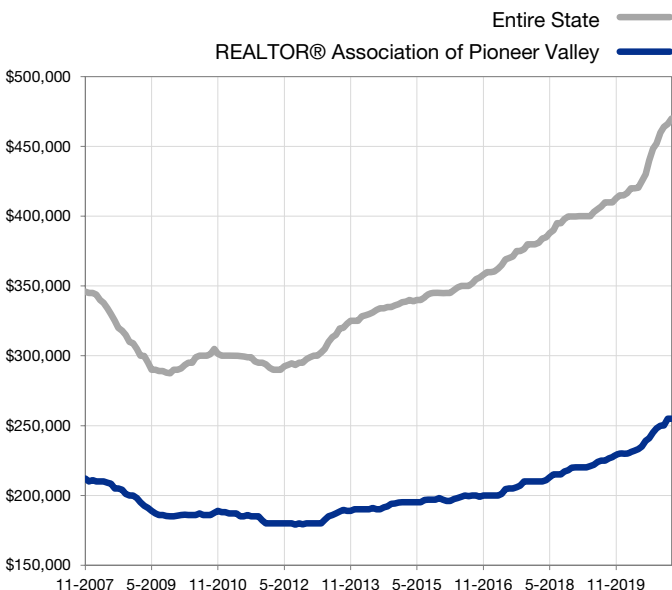
Condominium Properties

	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	59	69	+ 16.9%	108	134	+ 24.1%
Closed Sales	43	59	+ 37.2%	84	112	+ 33.3%
Median Sales Price*	\$143,500	\$184,900	+ 28.9%	\$147,850	\$172,375	+ 16.6%
Inventory of Homes for Sale	192	86	- 55.2%	--	--	--
Months Supply of Inventory	2.6	1.3	- 51.2%	--	--	--
Cumulative Days on Market Until Sale	55	51	- 7.5%	56	47	- 15.5%
Percent of Original List Price Received*	96.5%	97.6%	+ 1.1%	95.9%	98.1%	+ 2.3%
New Listings	79	61	- 22.8%	148	137	- 7.4%

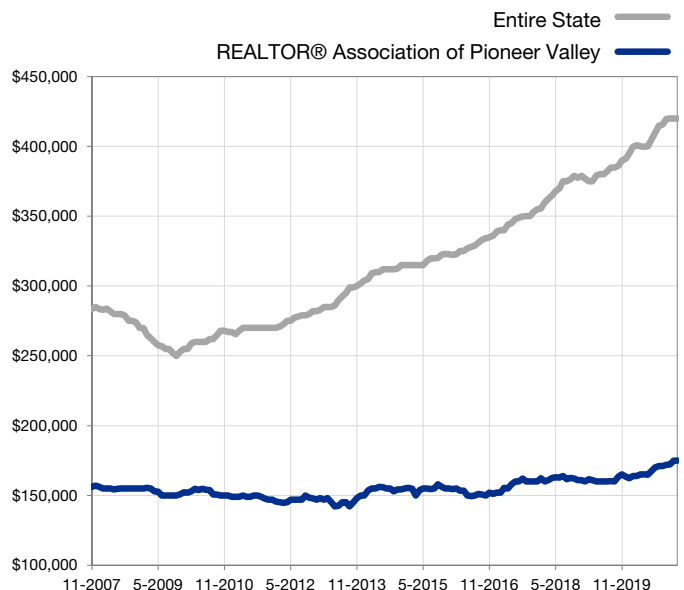
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – February 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	41	37	- 9.8%	68	73	+ 7.4%
Closed Sales	27	41	+ 51.9%	63	89	+ 41.3%
Median Sales Price*	\$185,000	\$280,000	+ 51.4%	\$192,000	\$275,000	+ 43.2%
Inventory of Homes for Sale	148	50	- 66.2%	--	--	--
Months Supply of Inventory	3.0	0.9	- 70.0%	--	--	--
Cumulative Days on Market Until Sale	85	51	- 40.0%	76	49	- 35.5%
Percent of Original List Price Received*	91.8%	97.2%	+ 5.9%	91.5%	97.1%	+ 6.1%
New Listings	40	23	- 42.5%	72	61	- 15.3%

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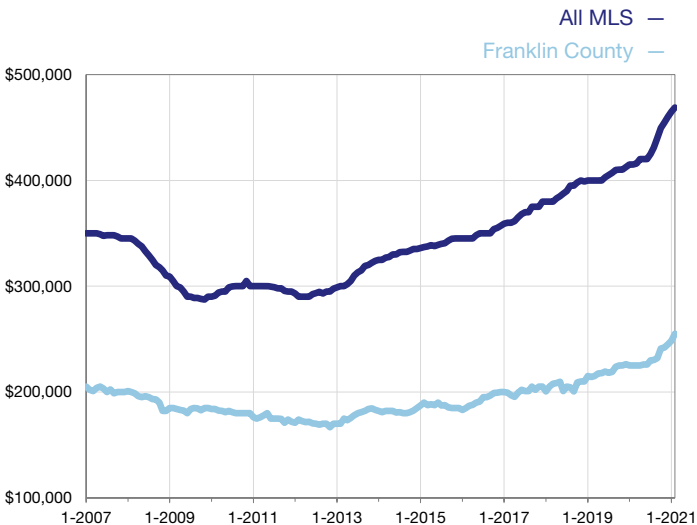
Condominium Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	4	1	- 75.0%	5	2	- 60.0%
Closed Sales	1	2	+ 100.0%	3	2	- 33.3%
Median Sales Price*	\$153,000	\$158,750	+ 3.8%	\$161,000	\$158,750	- 1.4%
Inventory of Homes for Sale	10	2	- 80.0%	--	--	--
Months Supply of Inventory	3.0	0.6	- 80.0%	--	--	--
Cumulative Days on Market Until Sale	31	34	+ 9.7%	39	34	- 12.8%
Percent of Original List Price Received*	100.0%	88.9%	- 11.1%	100.1%	88.9%	- 11.2%
New Listings	5	1	- 80.0%	7	2	- 71.4%

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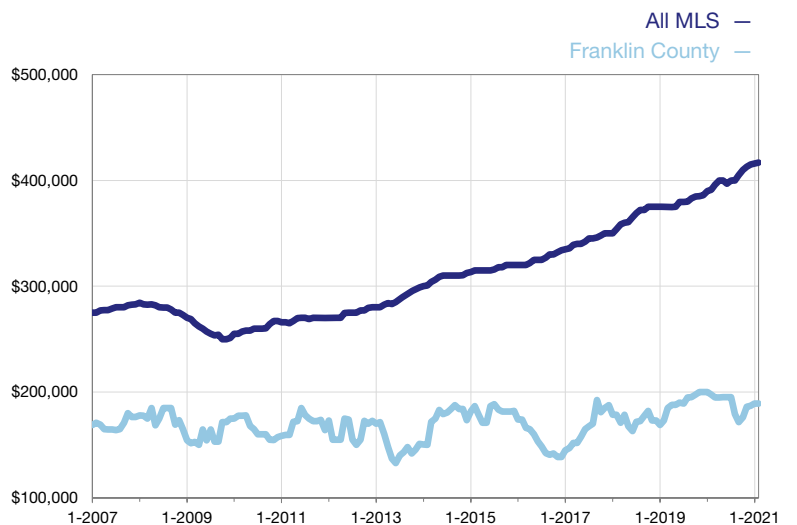
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2021

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Hampden County

Single-Family Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	309	295	- 4.5%	558	598	+ 7.2%
Closed Sales	194	238	+ 22.7%	454	518	+ 14.1%
Median Sales Price*	\$205,000	\$238,700	+ 16.4%	\$205,000	\$239,900	+ 17.0%
Inventory of Homes for Sale	681	236	- 65.3%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--
Cumulative Days on Market Until Sale	73	44	- 39.7%	73	45	- 38.4%
Percent of Original List Price Received*	95.9%	99.5%	+ 3.8%	95.4%	99.5%	+ 4.3%
New Listings	360	273	- 24.2%	685	553	- 19.3%

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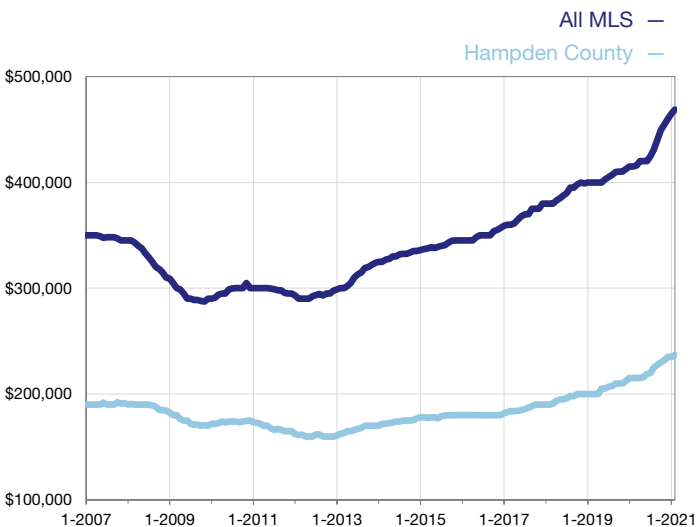
Condominium Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	39	42	+ 7.7%	71	88	+ 23.9%
Closed Sales	27	38	+ 40.7%	55	76	+ 38.2%
Median Sales Price*	\$119,000	\$162,500	+ 36.6%	\$125,000	\$149,900	+ 19.9%
Inventory of Homes for Sale	121	45	- 62.8%	--	--	--
Months Supply of Inventory	2.6	1.0	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	62	31	- 50.0%	59	34	- 42.4%
Percent of Original List Price Received*	95.3%	98.6%	+ 3.5%	95.2%	98.7%	+ 3.7%
New Listings	53	37	- 30.2%	100	87	- 13.0%

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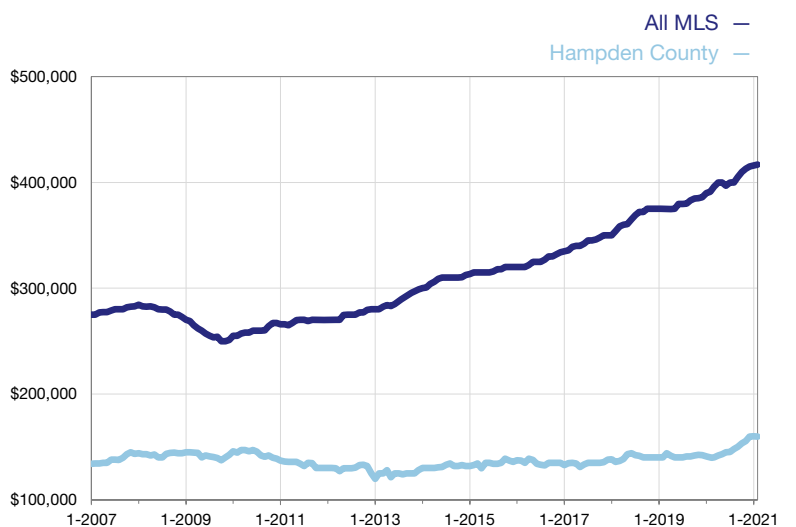
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2021

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Hampshire County

Single-Family Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	92	80	- 13.0%	164	154	- 6.1%
Closed Sales	51	69	+ 35.3%	129	149	+ 15.5%
Median Sales Price*	\$295,000	\$325,000	+ 10.2%	\$280,000	\$330,000	+ 17.9%
Inventory of Homes for Sale	285	102	- 64.2%	--	--	--
Months Supply of Inventory	2.7	0.9	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	115	72	- 37.4%	92	67	- 27.2%
Percent of Original List Price Received*	92.4%	98.4%	+ 6.5%	94.2%	98.4%	+ 4.5%
New Listings	108	63	- 41.7%	192	136	- 29.2%

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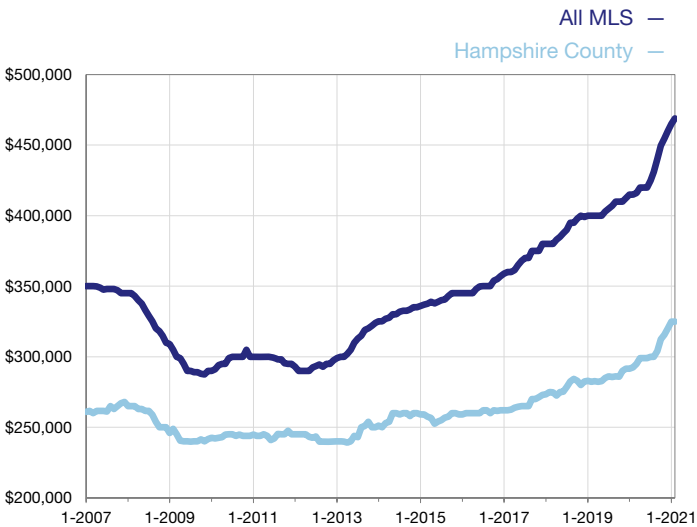
Condominium Properties

Key Metrics	February			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	26	+ 62.5%	32	44	+ 37.5%
Closed Sales	15	19	+ 26.7%	26	34	+ 30.8%
Median Sales Price*	\$252,750	\$215,000	- 14.9%	\$243,875	\$225,500	- 7.5%
Inventory of Homes for Sale	61	39	- 36.1%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	44	91	+ 106.8%	51	77	+ 51.0%
Percent of Original List Price Received*	98.4%	96.5%	- 1.9%	96.9%	97.3%	+ 0.4%
New Listings	21	23	+ 9.5%	41	48	+ 17.1%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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