

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104

Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125

rapv.com



Brendan Bailey, RCE, CIPS

Chief Executive Officer

brendan@rapv.com

Cheryl Malandrinos

President

cmalandrinos.realtor@gmail.com

Ayca Yavuz

Director of Communications & Marketing

ayca@rapv.com

February 2022 Single-Family Sales Report Pioneer Valley sales down 16.0% · Median price up 11.8%

PIONEER VALLEY

Sales down 16.0%

Median Price up 11.8%

	2021	2022
Closed Sales (units)	350	294
Median Sales (price)	\$255,000	\$285,000

FRANKLIN COUNTY

Sales down 17.1%

Median Price down 0.9%

	2021	2022
Closed Sales (units)	41	34
Median Sales (price)	\$280,000	\$277,500

HAMPDEN COUNTY

Sales down 14.0%

Median Price up 12.5%

	2021	2022
Closed Sales (units)	242	208
Median Sales (price)	\$239,900	\$270,000

HAMPSHIRE COUNTY

Sales down 24.3%

Median Price up 5.8%

	2021	2022
Closed Sales (units)	70	53
Median Sales (price)	\$327,0500	\$346,500

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.

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104

Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125

rapv.com



Brendan Bailey, RCE, CIPS

Chief Executive Officer

brendan@rapv.com

Cheryl Malandrinos

President

cmalandrinos.realtor@gmail.com

Ayca Yavuz

Director of Communications & Marketing

ayca@rapv.com

February 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 16.0 percent from 350 in February 2021 to 294 in February 2022.
- **Median Price** - up 11.8 percent from \$255,000 in February 2021 to \$285,000 in February 2022.
- **Inventory of Available Property** - down 41.7 percent from 525 homes for sale in February 2021 to 306 homes for sale in February 2022.
- **Days on the Market** – down 15.1 percent from 51 average number of days on the market in February 2021 to 43 average number of days on the market in February 2022.
- **Pending Sales (under agreement to sell)** – up 5.3 percent from 374 listings pending sale in February 2021 to 394 listings pending sale in February 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.76 percent with an average 0.8 points for the week ending 2/28/2022. Last year at this time the 30-year FRM averaged 2.81 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®.

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.

Local Market Update – February 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 15.2%

+ 14.2%

- 42.4%

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	374	394	+ 5.3%	773	726	- 6.1%
Closed Sales	350	294	- 16.0%	759	667	- 12.1%
Median Sales Price*	\$255,000	\$285,000	+ 11.8%	\$255,000	\$281,000	+ 10.2%
Inventory of Homes for Sale	525	306	- 41.7%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	51	43	- 15.1%	50	39	- 22.3%
Percent of Original List Price Received*	99.0%	100.5%	+ 1.5%	99.0%	100.7%	+ 1.8%
New Listings	356	389	+ 9.3%	742	715	- 3.6%

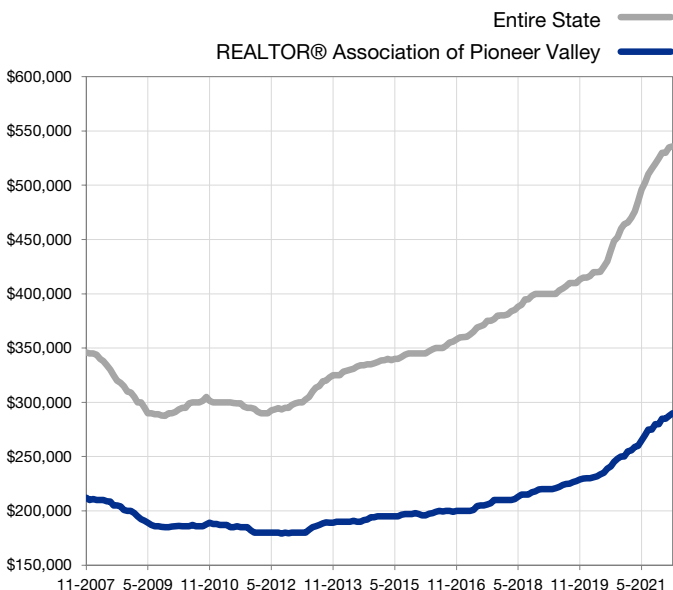
Condominium Properties

	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	65	67	+ 3.1%	127	126	- 0.8%
Closed Sales	59	53	- 10.2%	112	120	+ 7.1%
Median Sales Price*	\$184,900	\$209,900	+ 13.5%	\$172,375	\$211,500	+ 22.7%
Inventory of Homes for Sale	107	58	- 45.8%	--	--	--
Months Supply of Inventory	1.6	0.7	- 55.9%	--	--	--
Cumulative Days on Market Until Sale	51	28	- 44.2%	47	31	- 34.7%
Percent of Original List Price Received*	97.6%	101.0%	+ 3.4%	98.1%	101.4%	+ 3.4%
New Listings	61	71	+ 16.4%	137	130	- 5.1%

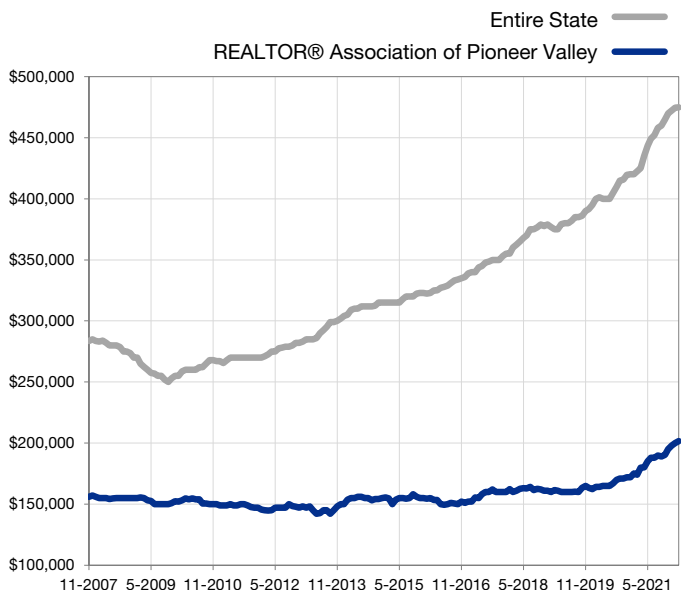
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	31	31	0.0%	62	55	- 11.3%
Closed Sales	41	34	- 17.1%	89	75	- 15.7%
Median Sales Price*	\$280,000	\$277,500	- 0.9%	\$275,000	\$330,000	+ 20.0%
Inventory of Homes for Sale	62	36	- 41.9%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	51	41	- 19.6%	49	42	- 14.3%
Percent of Original List Price Received*	97.2%	100.5%	+ 3.4%	97.1%	101.0%	+ 4.0%
New Listings	22	25	+ 13.6%	58	55	- 5.2%

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

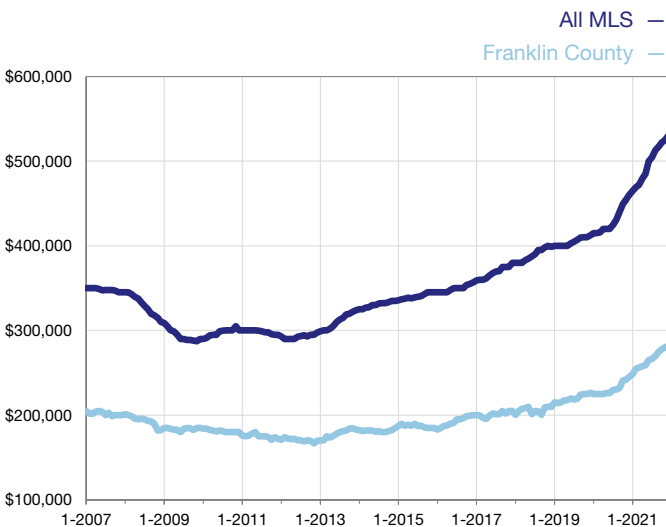
Condominium Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	1	5	+ 400.0%	2	7	+ 250.0%
Closed Sales	2	1	- 50.0%	2	4	+ 100.0%
Median Sales Price*	\$158,750	\$213,000	+ 34.2%	\$158,750	\$231,450	+ 45.8%
Inventory of Homes for Sale	3	6	+ 100.0%	--	--	--
Months Supply of Inventory	0.9	2.0	+ 122.2%	--	--	--
Cumulative Days on Market Until Sale	34	18	- 47.1%	34	24	- 29.4%
Percent of Original List Price Received*	88.9%	107.8%	+ 21.3%	88.9%	101.0%	+ 13.6%
New Listings	1	7	+ 600.0%	2	11	+ 450.0%

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

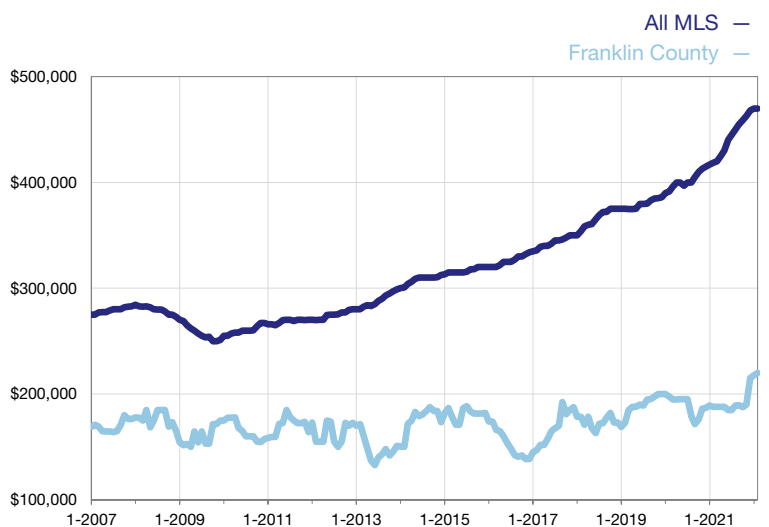
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	273	291	+ 6.6%	571	535	- 6.3%
Closed Sales	242	208	- 14.0%	522	455	- 12.8%
Median Sales Price*	\$239,900	\$270,000	+ 12.5%	\$239,900	\$265,000	+ 10.5%
Inventory of Homes for Sale	328	206	- 37.2%	--	--	--
Months Supply of Inventory	0.9	0.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	44	40	- 9.1%	45	36	- 20.0%
Percent of Original List Price Received*	99.5%	101.1%	+ 1.6%	99.5%	100.9%	+ 1.4%
New Listings	272	287	+ 5.5%	552	524	- 5.1%

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

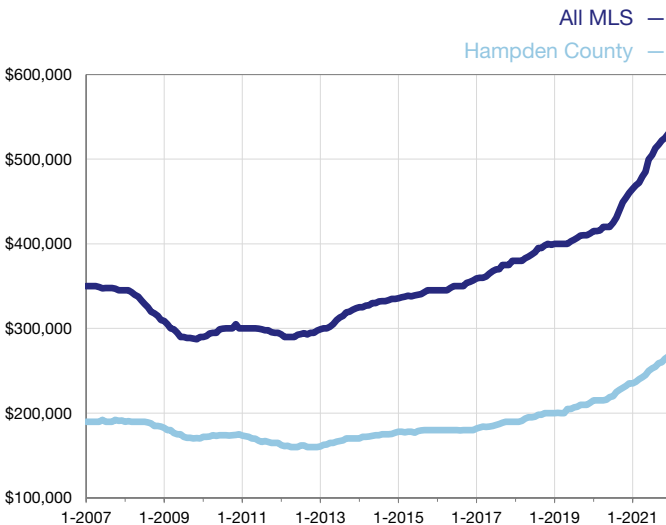
Condominium Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	41	45	+ 9.8%	85	88	+ 3.5%
Closed Sales	38	41	+ 7.9%	76	88	+ 15.8%
Median Sales Price*	\$162,500	\$189,500	+ 16.6%	\$149,900	\$190,250	+ 26.9%
Inventory of Homes for Sale	54	39	- 27.8%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	31	32	+ 3.2%	34	26	- 23.5%
Percent of Original List Price Received*	98.6%	99.6%	+ 1.0%	98.7%	100.9%	+ 2.2%
New Listings	37	48	+ 29.7%	87	90	+ 3.4%

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

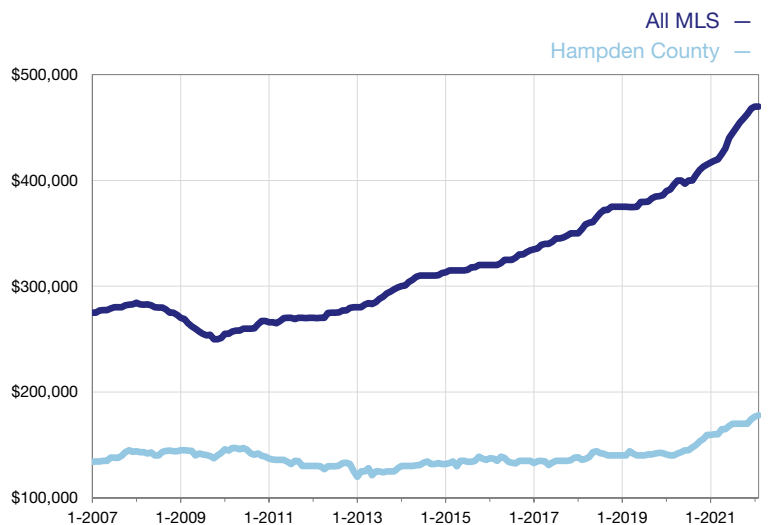
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	76	73	- 3.9%	146	143	- 2.1%
Closed Sales	70	53	- 24.3%	151	140	- 7.3%
Median Sales Price*	\$327,500	\$346,500	+ 5.8%	\$330,000	\$355,000	+ 7.6%
Inventory of Homes for Sale	131	66	- 49.6%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	72	49	- 31.9%	68	45	- 33.8%
Percent of Original List Price Received*	98.5%	98.4%	- 0.1%	98.3%	100.5%	+ 2.2%
New Listings	64	77	+ 20.3%	137	145	+ 5.8%

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

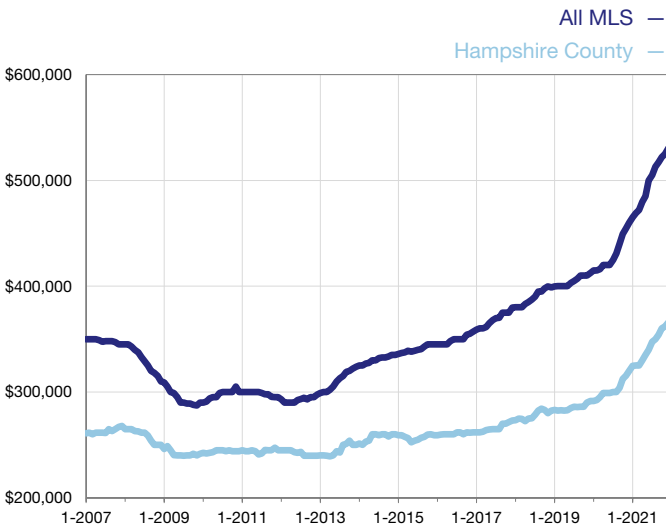
Condominium Properties

Key Metrics	February			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	23	17	- 26.1%	40	31	- 22.5%
Closed Sales	19	11	- 42.1%	34	28	- 17.6%
Median Sales Price*	\$215,000	\$340,000	+ 58.1%	\$225,500	\$278,500	+ 23.5%
Inventory of Homes for Sale	50	14	- 72.0%	--	--	--
Months Supply of Inventory	2.4	0.5	- 79.2%	--	--	--
Cumulative Days on Market Until Sale	91	16	- 82.4%	77	48	- 37.7%
Percent of Original List Price Received*	96.5%	105.5%	+ 9.3%	97.3%	103.0%	+ 5.9%
New Listings	23	16	- 30.4%	48	29	- 39.6%

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

Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

