

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104

Tel | 413-785-1328

rapv.com



Sue Drumm

President

sue.drumm@nemoves.com

David Belew, RCE

Chief Executive Officer

david@rapv.com

Ayca Yavuz, RCE

Director of Marketing & Communications

ayca@rapv.com

February 2025 Single-Family Sales Report Pioneer Valley sales down 3.5% · Median price up 3.7%

PIONEER VALLEY

Sales down 3.5%

Median Price up 3.7%

	2024	2025
Closed Sales (units)	255	246
Median Sales (price)	\$325,000	\$337,023

FRANKLIN COUNTY

Sales down 6.9%

Median Price up 0.3%

	2024	2025
Closed Sales (units)	29	27
Median Sales (price)	\$320,000	\$321,000

HAMPDEN COUNTY

Sales down 12.0%

Median Price up 5.4%

	2024	2025
Closed Sales (units)	191	168
Median Sales (price)	\$306,000	\$322,500

HAMPSHIRE COUNTY

Sales up 26.8%

Median Price up 5.7%

	2024	2025
Closed Sales (units)	41	52
Median Sales (price)	\$416,300	\$440,000

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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February 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 3.5 percent from 255 in February 2024 to 246 in February 2025.
- **Median Price** – up 3.7 percent from \$325,000 in February 2024 to \$337,023 in February 2025.
- **Inventory of Available Property** – down 17.5 percent from 553 homes for sale in February 2024 to 456 homes for sale in February 2025.
- **Days on the Market** – up 8.5 percent from 48 average number of days on the market in February 2024 to 52 average number of days on the market in February 2025.
- **Pending Sales (under agreement to sell)** – up 9.8 percent from 276 listings pending sale in February 2024 to 303 listings pending sale in February 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 – February 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 1.7%

+ 3.6%

- 11.5%

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		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	276	303	+ 9.8%	525	580	+ 10.5%
Closed Sales	255	246	- 3.5%	534	538	+ 0.7%
Median Sales Price*	\$325,000	\$337,023	+ 3.7%	\$320,000	\$339,500	+ 6.1%
Inventory of Homes for Sale	553	456	- 17.5%	--	--	--
Months Supply of Inventory	1.5	1.2	- 17.3%	--	--	--
Cumulative Days on Market Until Sale	48	52	+ 8.5%	46	50	+ 8.1%
Percent of Original List Price Received*	99.4%	97.7%	- 1.7%	99.1%	97.8%	- 1.3%
New Listings	302	272	- 9.9%	602	573	- 4.8%

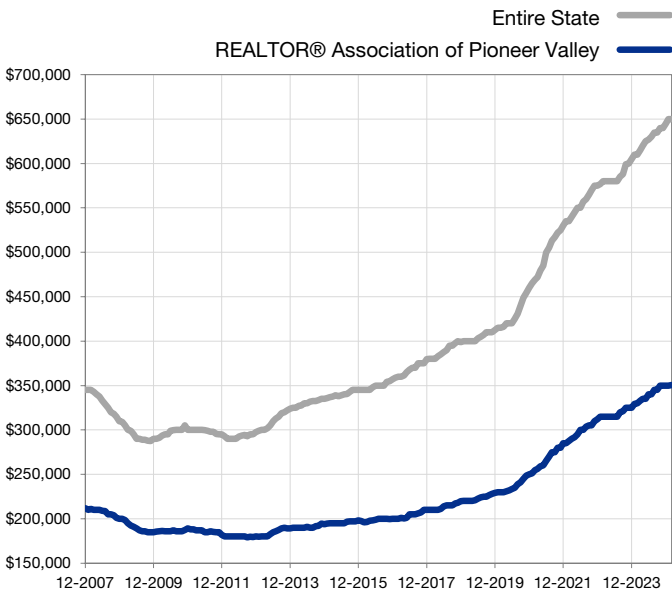
Condominium Properties

	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	44	75	+ 70.5%	83	115	+ 38.6%
Closed Sales	38	42	+ 10.5%	77	102	+ 32.5%
Median Sales Price*	\$241,250	\$277,500	+ 15.0%	\$240,000	\$250,500	+ 4.4%
Inventory of Homes for Sale	81	105	+ 29.6%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 20.3%	--	--	--
Cumulative Days on Market Until Sale	57	62	+ 8.5%	49	56	+ 14.6%
Percent of Original List Price Received*	98.5%	100.7%	+ 2.2%	99.2%	99.1%	- 0.0%
New Listings	51	50	- 2.0%	98	111	+ 13.3%

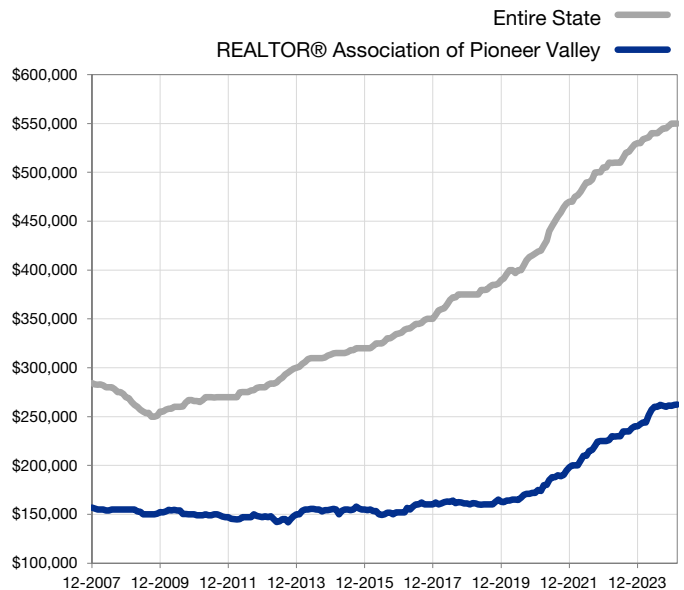
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	34	27	- 20.6%	68	68	0.0%
Closed Sales	29	27	- 6.9%	60	64	+ 6.7%
Median Sales Price*	\$320,000	\$321,000	+ 0.3%	\$317,500	\$327,500	+ 3.1%
Inventory of Homes for Sale	63	59	- 6.3%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	88	46	- 47.7%	61	45	- 26.2%
Percent of Original List Price Received*	94.6%	98.5%	+ 4.1%	95.6%	98.1%	+ 2.6%
New Listings	31	27	- 12.9%	59	52	- 11.9%

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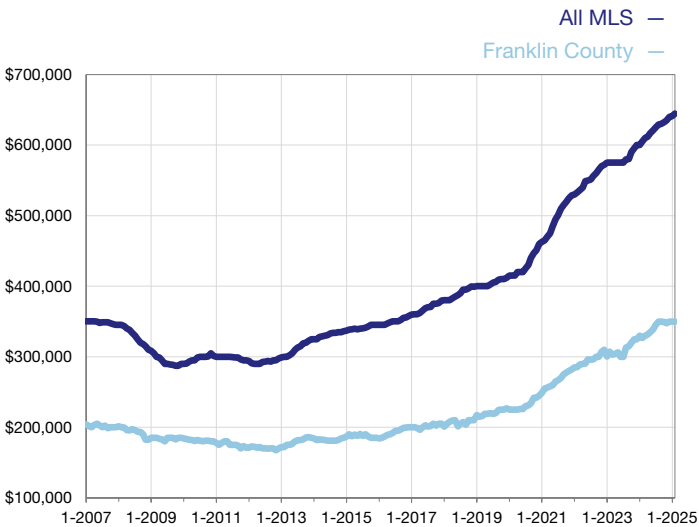
Condominium Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	2	4	+ 100.0%	3	7	+ 133.3%
Closed Sales	2	1	- 50.0%	3	4	+ 33.3%
Median Sales Price*	\$236,350	\$500,000	+ 111.6%	\$312,700	\$353,000	+ 12.9%
Inventory of Homes for Sale	10	5	- 50.0%	--	--	--
Months Supply of Inventory	4.1	1.4	- 65.9%	--	--	--
Cumulative Days on Market Until Sale	12	105	+ 775.0%	20	40	+ 100.0%
Percent of Original List Price Received*	111.2%	97.1%	- 12.7%	106.7%	97.1%	- 9.0%
New Listings	5	2	- 60.0%	8	5	- 37.5%

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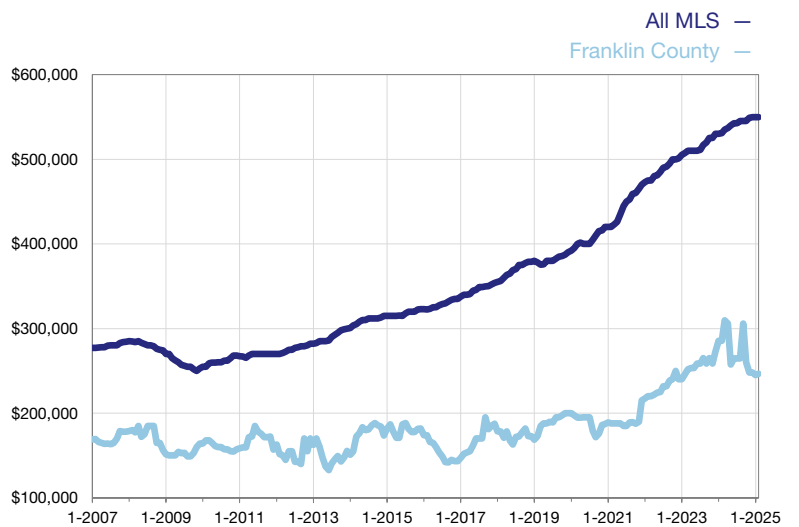
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	191	217	+ 13.6%	373	407	+ 9.1%
Closed Sales	191	168	- 12.0%	392	363	- 7.4%
Median Sales Price*	\$306,000	\$322,500	+ 5.4%	\$300,000	\$325,000	+ 8.3%
Inventory of Homes for Sale	364	292	- 19.8%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	38	50	+ 31.6%	41	48	+ 17.1%
Percent of Original List Price Received*	100.0%	98.0%	- 2.0%	99.6%	97.8%	- 1.8%
New Listings	221	191	- 13.6%	434	405	- 6.7%

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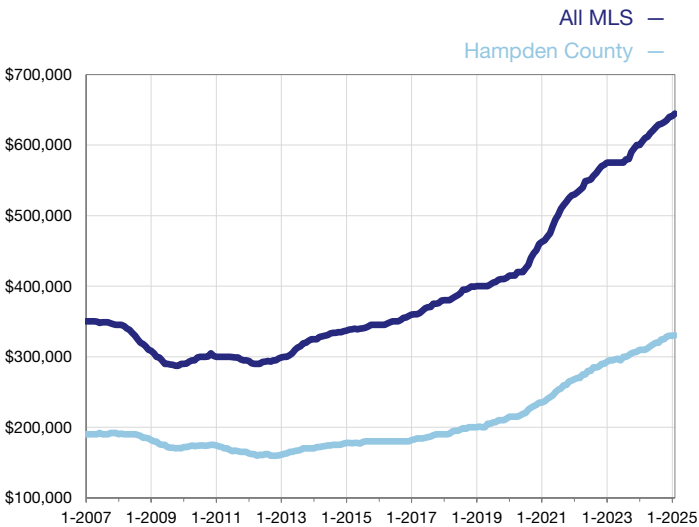
Condominium Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	31	53	+ 71.0%	56	73	+ 30.4%
Closed Sales	19	25	+ 31.6%	44	66	+ 50.0%
Median Sales Price*	\$230,000	\$225,000	- 2.2%	\$220,000	\$222,500	+ 1.1%
Inventory of Homes for Sale	49	69	+ 40.8%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	47	78	+ 66.0%	44	62	+ 40.9%
Percent of Original List Price Received*	98.4%	100.2%	+ 1.8%	99.7%	98.8%	- 0.9%
New Listings	34	33	- 2.9%	66	70	+ 6.1%

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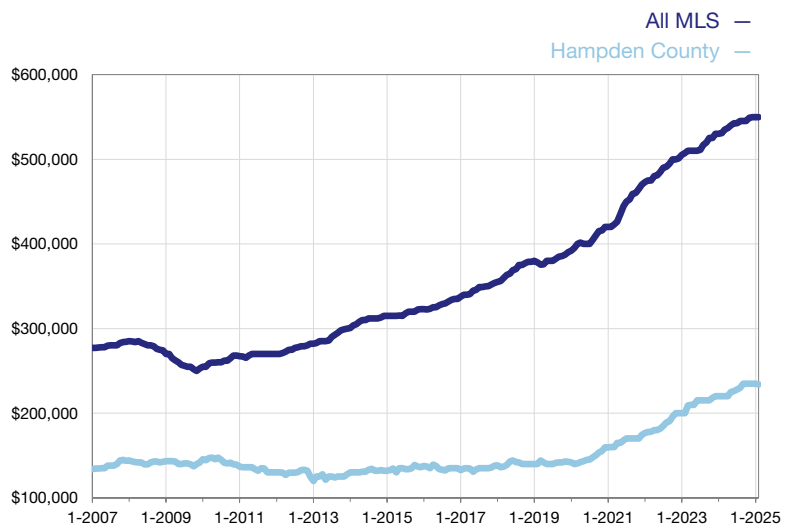
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – February 2025

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Hampshire County

Single-Family Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	57	59	+ 3.5%	95	113	+ 18.9%
Closed Sales	41	52	+ 26.8%	92	115	+ 25.0%
Median Sales Price*	\$416,300	\$440,000	+ 5.7%	\$411,000	\$410,000	- 0.2%
Inventory of Homes for Sale	107	97	- 9.3%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	61	57	- 6.6%	59	59	0.0%
Percent of Original List Price Received*	100.4%	97.4%	- 3.0%	99.1%	98.5%	- 0.6%
New Listings	50	48	- 4.0%	112	102	- 8.9%

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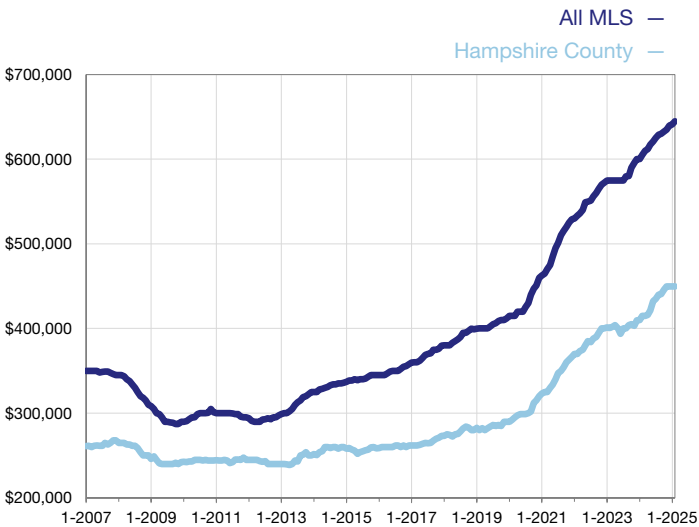
Condominium Properties

Key Metrics	February			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	12	18	+ 50.0%	25	35	+ 40.0%
Closed Sales	17	16	- 5.9%	29	32	+ 10.3%
Median Sales Price*	\$295,000	\$326,750	+ 10.8%	\$295,000	\$322,000	+ 9.2%
Inventory of Homes for Sale	19	29	+ 52.6%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	74	34	- 54.1%	60	46	- 23.3%
Percent of Original List Price Received*	97.2%	101.7%	+ 4.6%	97.3%	100.1%	+ 2.9%
New Listings	13	15	+ 15.4%	25	36	+ 44.0%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

