

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## January 2021 Single-Family Sales Report Pioneer Valley sales up 7.3% · Median price up 17.3%

### PIONEER VALLEY

Sales up 7.3%	Median Price up 17.3%	
	2020	2021
Closed Sales (units)	372	399
Median Sales (price)	\$219,500	\$257,500

### FRANKLIN COUNTY

Sales up 33.3%	Median Price up 34.4%	
	2020	2021
Closed Sales (units)	36	48
Median Sales (price)	\$200,000	\$268,500

### HAMPDEN COUNTY

Sales up 3.8%	Median Price up 17.1%	
	2020	2021
Closed Sales (units)	261	271
Median Sales (price)	\$205,000	\$240,000

### HAMPSHIRE COUNTY

Sales up 2.6%	Median Price up 25.6%	
	2020	2021
Closed Sales (units)	78	80
Median Sales (price)	\$267,500	\$336,000

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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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## January 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 7.3 percent from 372 in January 2020 to 399 in January 2021.
- **Median Price** - up 17.3 percent from \$219,500 in January 2020 to \$257,500 in January 2021.
- **Inventory of Available Property** - down 61.6 percent from 1,168 homes for sale in January 2020 to 448 homes for sale in January 2021.
- **Days on the Market** – down 34.6 percent from 73 average number of days on the market in January 2020 to 48 average number of days on the market in January 2021.
- **Pending Sales (under agreement to sell)** - up 24.5 percent from 347 listings pending sale in January 2020 to 432 listings pending sale in January 2021.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 2.74 percent with an average 0.7 points for the week ending 01/30/2021. Last year at this time the 30-year FRM averaged 3.62 percent with an average 0.7 points. (Source: [www.FreddieMac.com](http://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 – January 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 9.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 16.3%**

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

**- 59.6%**

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

### Single-Family Properties

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	347	<b>432</b>	+ 24.5%	347	<b>432</b>	+ 24.5%
Closed Sales	372	<b>399</b>	+ 7.3%	372	<b>399</b>	+ 7.3%
Median Sales Price*	\$219,500	<b>\$257,500</b>	+ 17.3%	\$219,500	<b>\$257,500</b>	+ 17.3%
Inventory of Homes for Sale	1,168	<b>448</b>	- 61.6%	--	--	--
Months Supply of Inventory	2.3	<b>0.9</b>	- 62.1%	--	--	--
Cumulative Days on Market Until Sale	73	<b>48</b>	- 34.6%	73	<b>48</b>	- 34.6%
Percent of Original List Price Received*	94.7%	<b>98.9%</b>	+ 4.4%	94.7%	<b>98.9%</b>	+ 4.4%
New Listings	436	<b>389</b>	- 10.8%	436	<b>389</b>	- 10.8%

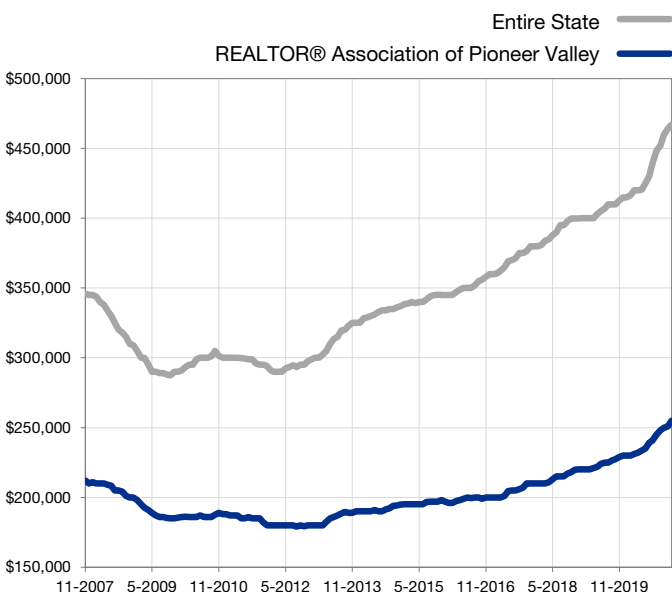
### Condominium Properties

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	49	<b>68</b>	+ 38.8%	49	<b>68</b>	+ 38.8%
Closed Sales	41	<b>51</b>	+ 24.4%	41	<b>51</b>	+ 24.4%
Median Sales Price*	\$149,500	<b>\$159,900</b>	+ 7.0%	\$149,500	<b>\$159,900</b>	+ 7.0%
Inventory of Homes for Sale	178	<b>96</b>	- 46.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.5</b>	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	57	<b>44</b>	- 22.6%	57	<b>44</b>	- 22.6%
Percent of Original List Price Received*	95.2%	<b>98.6%</b>	+ 3.5%	95.2%	<b>98.6%</b>	+ 3.5%
New Listings	69	<b>76</b>	+ 10.1%	69	<b>76</b>	+ 10.1%

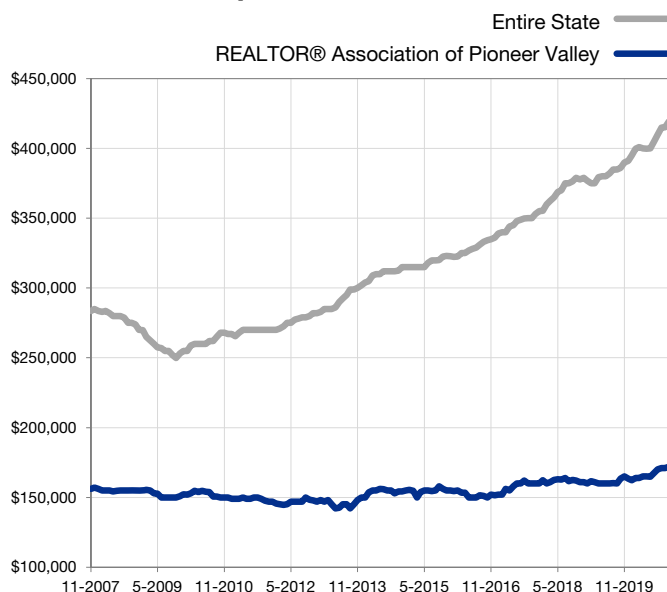
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – January 2021

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## Franklin County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	27	39	+ 44.4%	27	39	+ 44.4%
Closed Sales	36	48	+ 33.3%	36	48	+ 33.3%
Median Sales Price*	\$200,000	<b>\$268,500</b>	+ 34.3%	\$200,000	<b>\$268,500</b>	+ 34.3%
Inventory of Homes for Sale	164	63	- 61.6%	--	--	--
Months Supply of Inventory	3.2	1.1	- 65.6%	--	--	--
Cumulative Days on Market Until Sale	69	47	- 31.9%	69	47	- 31.9%
Percent of Original List Price Received*	91.3%	<b>96.9%</b>	+ 6.1%	91.3%	<b>96.9%</b>	+ 6.1%
New Listings	32	37	+ 15.6%	32	37	+ 15.6%

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

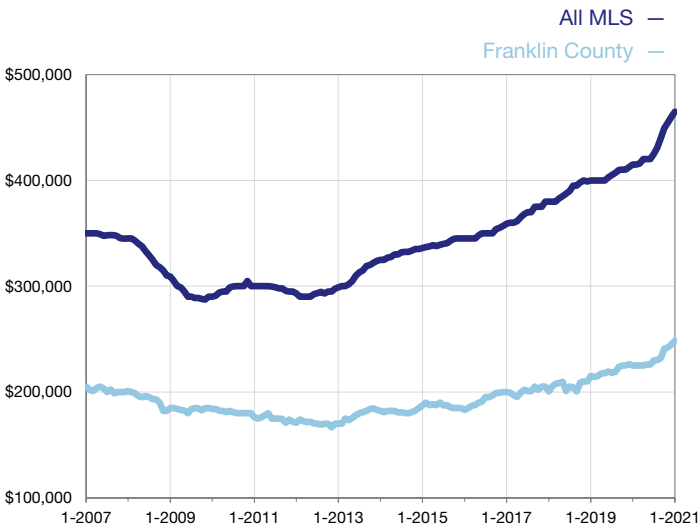
### Condominium Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	2	0	- 100.0%	2	0	- 100.0%
Median Sales Price*	\$163,250	<b>\$0</b>	- 100.0%	\$163,250	<b>\$0</b>	- 100.0%
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	43	0	- 100.0%	43	0	- 100.0%
Percent of Original List Price Received*	100.1%	<b>0.0%</b>	- 100.0%	100.1%	<b>0.0%</b>	- 100.0%
New Listings	2	1	- 50.0%	2	1	- 50.0%

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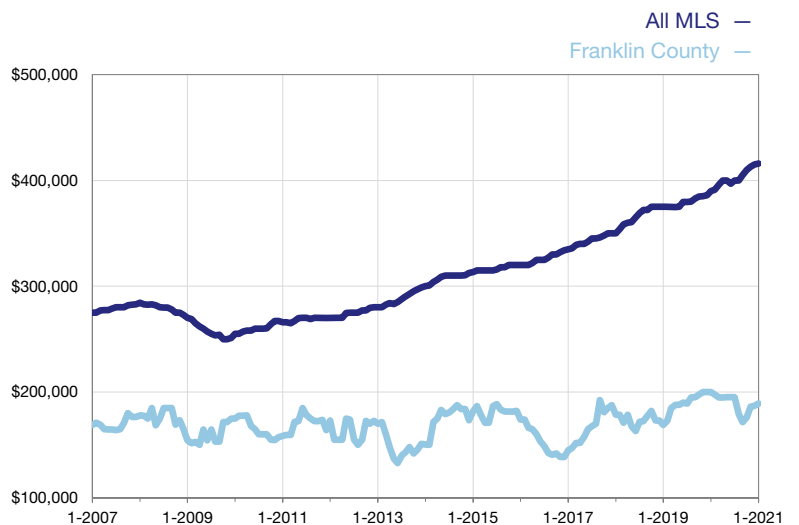
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – January 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	250	<b>317</b>	+ 26.8%	250	<b>317</b>	+ 26.8%
Closed Sales	261	<b>271</b>	+ 3.8%	261	<b>271</b>	+ 3.8%
Median Sales Price*	\$205,000	<b>\$240,000</b>	+ 17.1%	\$205,000	<b>\$240,000</b>	+ 17.1%
Inventory of Homes for Sale	713	<b>269</b>	- 62.3%	--	--	--
Months Supply of Inventory	2.0	<b>0.8</b>	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	73	<b>44</b>	- 39.7%	73	<b>44</b>	- 39.7%
Percent of Original List Price Received*	95.0%	<b>99.5%</b>	+ 4.7%	95.0%	<b>99.5%</b>	+ 4.7%
New Listings	325	<b>281</b>	- 13.5%	325	<b>281</b>	- 13.5%

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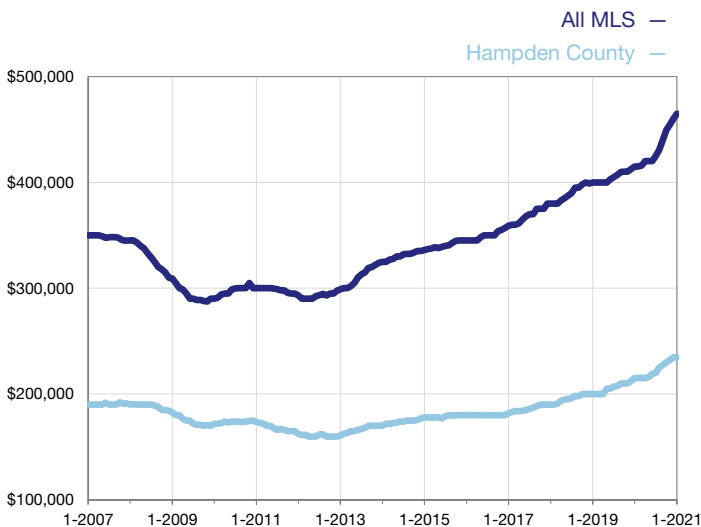
### Condominium Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	32	<b>49</b>	+ 53.1%	32	<b>49</b>	+ 53.1%
Closed Sales	28	<b>37</b>	+ 32.1%	28	<b>37</b>	+ 32.1%
Median Sales Price*	\$126,000	<b>\$141,000</b>	+ 11.9%	\$126,000	<b>\$141,000</b>	+ 11.9%
Inventory of Homes for Sale	110	<b>48</b>	- 56.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.1</b>	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	57	<b>37</b>	- 35.1%	57	<b>37</b>	- 35.1%
Percent of Original List Price Received*	95.0%	<b>98.8%</b>	+ 4.0%	95.0%	<b>98.8%</b>	+ 4.0%
New Listings	47	<b>50</b>	+ 6.4%	47	<b>50</b>	+ 6.4%

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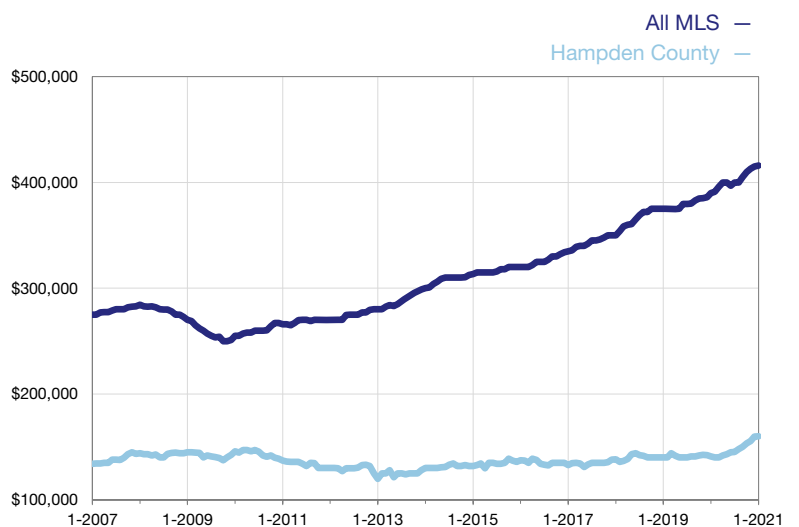
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – January 2021

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## Hampshire County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	72	80	+ 11.1%	72	80	+ 11.1%
Closed Sales	78	80	+ 2.6%	78	80	+ 2.6%
Median Sales Price*	\$267,500	<b>\$336,000</b>	+ 25.6%	\$267,500	<b>\$336,000</b>	+ 25.6%
Inventory of Homes for Sale	289	120	- 58.5%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	77	62	- 19.5%	77	62	- 19.5%
Percent of Original List Price Received*	95.4%	<b>98.4%</b>	+ 3.1%	95.4%	<b>98.4%</b>	+ 3.1%
New Listings	84	75	- 10.7%	84	75	- 10.7%

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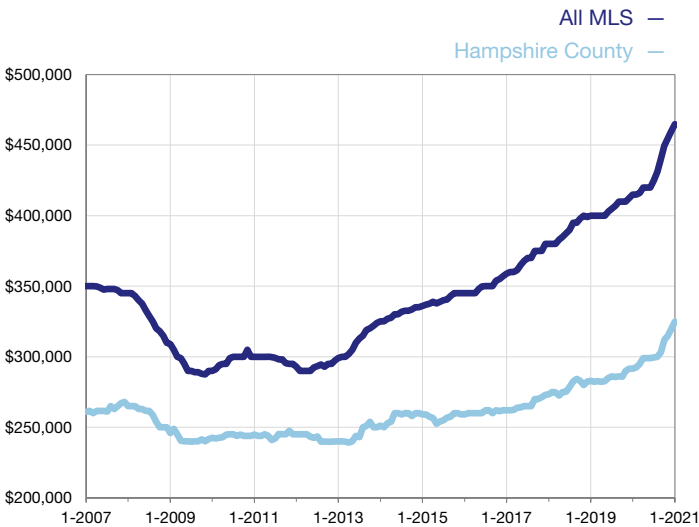
### Condominium Properties

Key Metrics	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	18	+ 12.5%	16	18	+ 12.5%
Closed Sales	11	14	+ 27.3%	11	14	+ 27.3%
Median Sales Price*	\$235,000	<b>\$260,250</b>	+ 10.7%	\$235,000	<b>\$260,250</b>	+ 10.7%
Inventory of Homes for Sale	58	46	- 20.7%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--
Cumulative Days on Market Until Sale	60	62	+ 3.3%	60	62	+ 3.3%
Percent of Original List Price Received*	94.8%	<b>98.1%</b>	+ 3.5%	94.8%	<b>98.1%</b>	+ 3.5%
New Listings	20	25	+ 25.0%	20	25	+ 25.0%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

