

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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January 2023 Single-Family Sales Report Pioneer Valley sales down 32.5% · Median price up 3.6%

PIONEER VALLEY

Sales down 32.5%	Median Price up 3.6%	
	2022	2023
Closed Sales (units)	375	253
Median Sales (price)	\$280,000	\$290,000

FRANKLIN COUNTY

Sales down 12.2%	Median Price down 22.8%	
	2022	2023
Closed Sales (units)	41	36
Median Sales (price)	\$349,900	\$269,950

HAMPDEN COUNTY

Sales down 29.8%	Median Price up 6.8%	
	2022	2023
Closed Sales (units)	248	174
Median Sales (price)	\$255,000	\$272,250

HAMPSHIRE COUNTY

Sales down 49.4%	Median Price up 7.3%	
	2022	2023
Closed Sales (units)	87	44
Median Sales (price)	\$365,000	\$391,500

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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 2023 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 32.5 percent from 375 in January 2022 to 253 in January 2023.
- **Median Price** - up 3.6 percent from \$280,000 in January 2022 to \$290,000 in January 2023.
- **Inventory of Available Property** - down 15.7 percent from 543 homes for sale in January 2022 to 458 homes for sale in January 2023.
- **Days on the Market** – up 36.2 percent from 36 average number of days on the market in January 2022 to 49 average number of days on the market in January 2023.
- **Pending Sales (under agreement to sell)** – up 1.3 percent from 305 listings pending sale in January 2022 to 309 listings pending sale in January 2023.

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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 33.3%

+ 1.5%

- 15.6%

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

	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	305	309	+ 1.3%	305	309	+ 1.3%
Closed Sales	375	253	- 32.5%	375	253	- 32.5%
Median Sales Price*	\$280,000	\$290,000	+ 3.6%	\$280,000	\$290,000	+ 3.6%
Inventory of Homes for Sale	543	458	- 15.7%	--	--	--
Months Supply of Inventory	1.1	1.0	- 1.6%	--	--	--
Cumulative Days on Market Until Sale	36	49	+ 36.2%	36	49	+ 36.2%
Percent of Original List Price Received*	100.9%	97.3%	- 3.6%	100.9%	97.3%	- 3.6%
New Listings	326	302	- 7.4%	326	302	- 7.4%

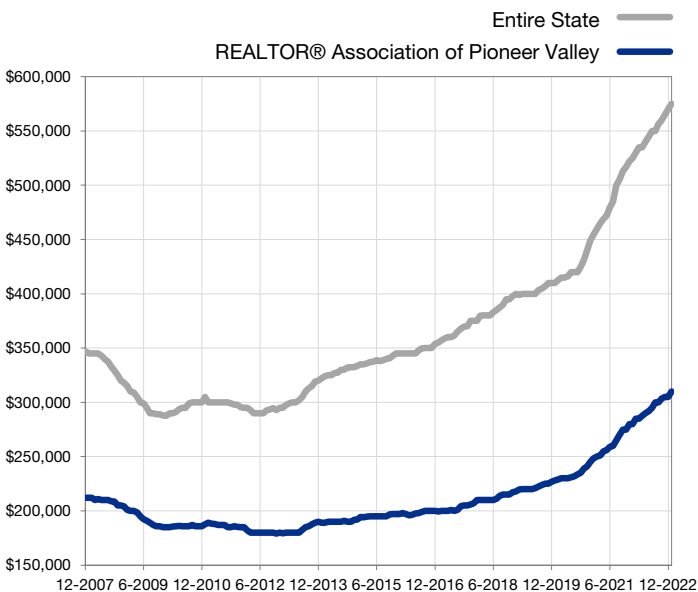
Condominium Properties

	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	51	57	+ 11.8%	51	57	+ 11.8%
Closed Sales	67	42	- 37.3%	67	42	- 37.3%
Median Sales Price*	\$225,000	\$217,000	- 3.6%	\$225,000	\$217,000	- 3.6%
Inventory of Homes for Sale	100	85	- 15.0%	--	--	--
Months Supply of Inventory	1.2	1.2	- 1.4%	--	--	--
Cumulative Days on Market Until Sale	33	32	- 1.4%	33	32	- 1.4%
Percent of Original List Price Received*	101.8%	99.2%	- 2.5%	101.8%	99.2%	- 2.5%
New Listings	59	51	- 13.6%	59	51	- 13.6%

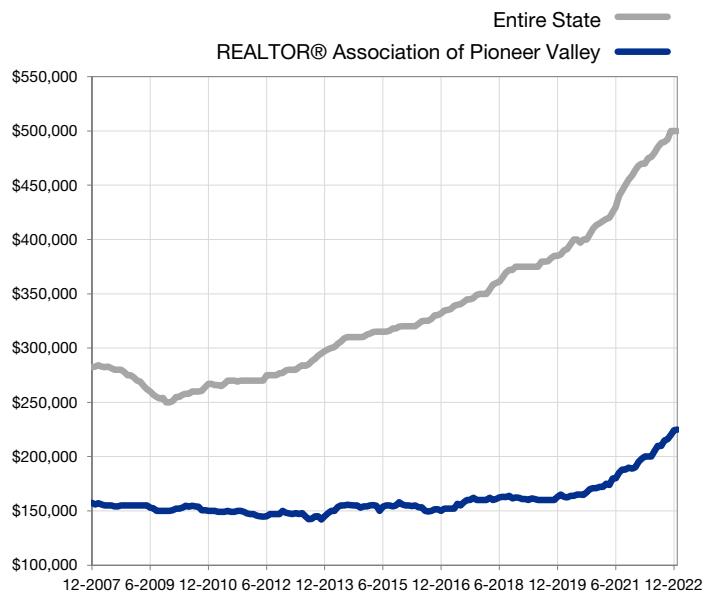
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	61	52	- 14.8%	61	52	- 14.8%
Closed Sales	87	44	- 49.4%	87	44	- 49.4%
Median Sales Price*	\$365,000	\$391,500	+ 7.3%	\$365,000	\$391,500	+ 7.3%
Inventory of Homes for Sale	104	102	- 1.9%	--	--	--
Months Supply of Inventory	1.0	1.1	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	42	48	+ 14.3%	42	48	+ 14.3%
Percent of Original List Price Received*	101.8%	97.4%	- 4.3%	101.8%	97.4%	- 4.3%
New Listings	66	50	- 24.2%	66	50	- 24.2%

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

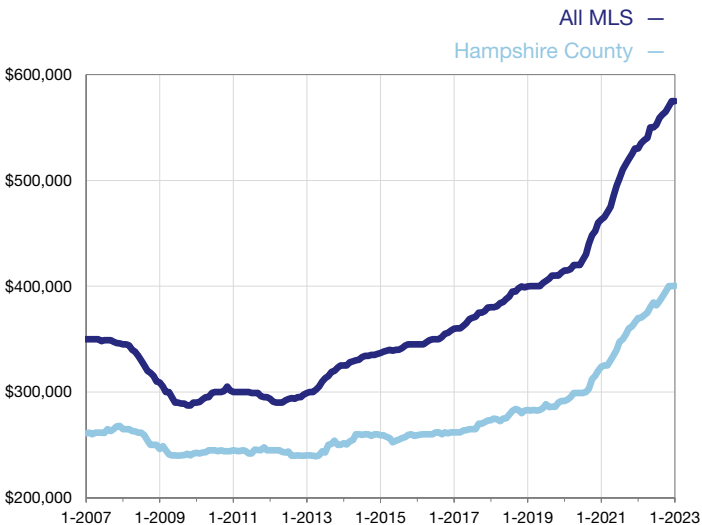
Condominium Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	8	23	+ 187.5%	8	23	+ 187.5%
Closed Sales	17	11	- 35.3%	17	11	- 35.3%
Median Sales Price*	\$271,000	\$300,000	+ 10.7%	\$271,000	\$300,000	+ 10.7%
Inventory of Homes for Sale	37	33	- 10.8%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	68	35	- 48.5%	68	35	- 48.5%
Percent of Original List Price Received*	101.4%	98.9%	- 2.5%	101.4%	98.9%	- 2.5%
New Listings	13	14	+ 7.7%	13	14	+ 7.7%

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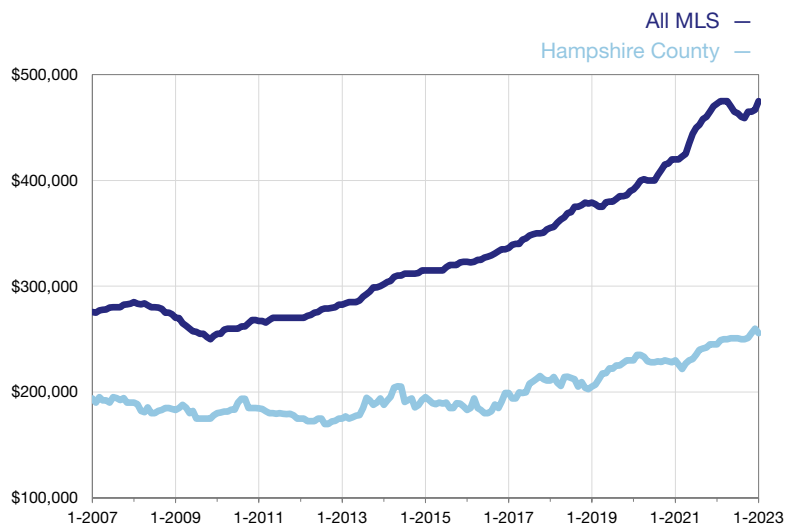
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2023

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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	223	231	+ 3.6%	223	231	+ 3.6%
Closed Sales	248	174	- 29.8%	248	174	- 29.8%
Median Sales Price*	\$255,000	\$272,250	+ 6.8%	\$255,000	\$272,250	+ 6.8%
Inventory of Homes for Sale	367	296	- 19.3%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	32	43	+ 34.4%	32	43	+ 34.4%
Percent of Original List Price Received*	100.7%	97.9%	- 2.8%	100.7%	97.9%	- 2.8%
New Listings	238	239	+ 0.4%	238	239	+ 0.4%

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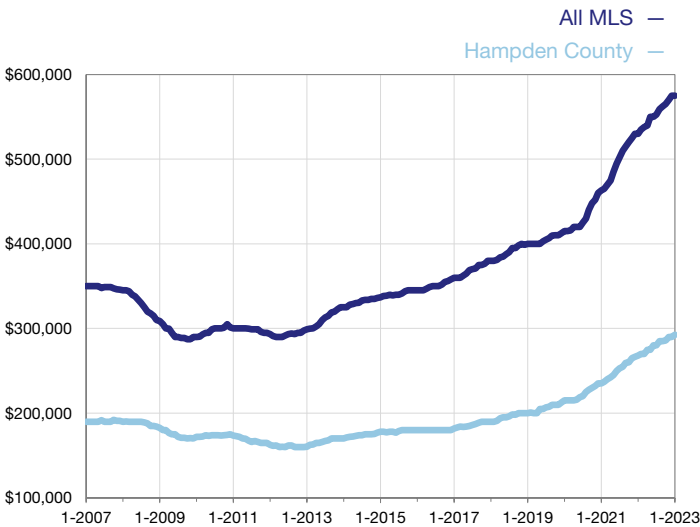
Condominium Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	42	34	- 19.0%	42	34	- 19.0%
Closed Sales	47	30	- 36.2%	47	30	- 36.2%
Median Sales Price*	\$194,000	\$199,950	+ 3.1%	\$194,000	\$199,950	+ 3.1%
Inventory of Homes for Sale	58	49	- 15.5%	--	--	--
Months Supply of Inventory	1.1	1.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	21	31	+ 47.6%	21	31	+ 47.6%
Percent of Original List Price Received*	102.1%	99.4%	- 2.6%	102.1%	99.4%	- 2.6%
New Listings	42	35	- 16.7%	42	35	- 16.7%

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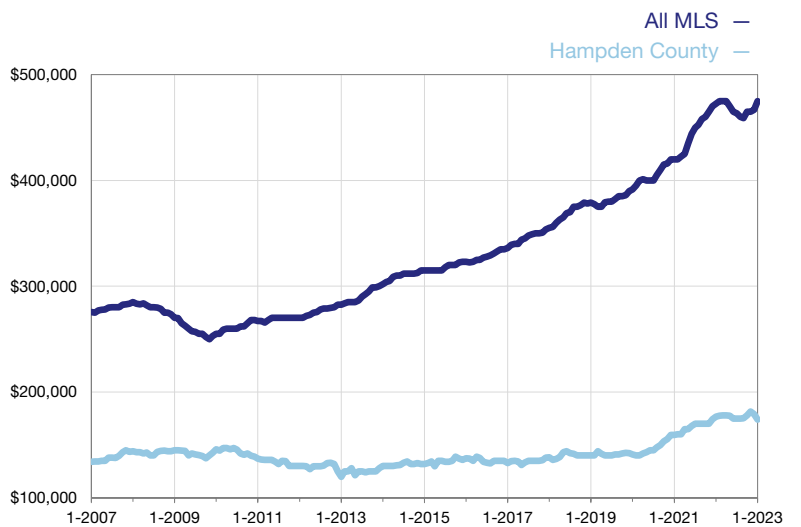
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	25	35	+ 40.0%	25	35	+ 40.0%
Closed Sales	41	36	- 12.2%	41	36	- 12.2%
Median Sales Price*	\$349,900	\$269,950	- 22.8%	\$349,900	\$269,950	- 22.8%
Inventory of Homes for Sale	68	57	- 16.2%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	44	82	+ 86.4%	44	82	+ 86.4%
Percent of Original List Price Received*	101.4%	93.1%	- 8.2%	101.4%	93.1%	- 8.2%
New Listings	29	18	- 37.9%	29	18	- 37.9%

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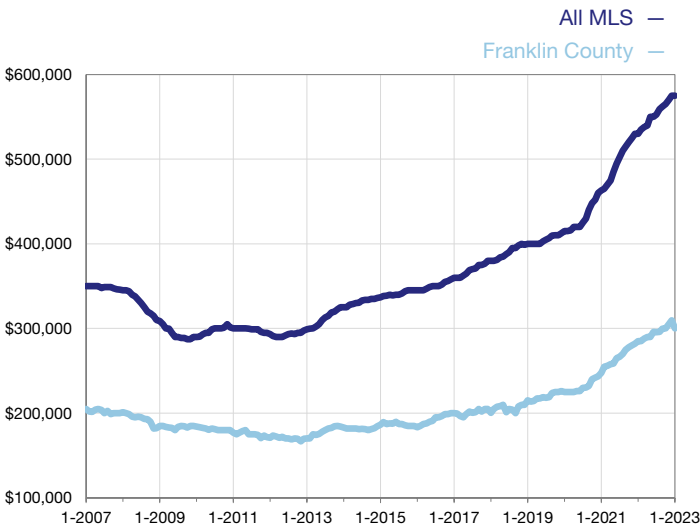
Condominium Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	3	1	- 66.7%	3	1	- 66.7%
Median Sales Price*	\$249,900	\$280,000	+ 12.0%	\$249,900	\$280,000	+ 12.0%
Inventory of Homes for Sale	6	3	- 50.0%	--	--	--
Months Supply of Inventory	2.0	0.8	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	26	34	+ 30.8%	26	34	+ 30.8%
Percent of Original List Price Received*	98.7%	96.6%	- 2.1%	98.7%	96.6%	- 2.1%
New Listings	4	1	- 75.0%	4	1	- 75.0%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

