

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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January 2025 Single-Family Sales Report

Pioneer Valley sales up 3.9% · Median price up 7.1%

PIONEER VALLEY

Sales up 3.9%

Median Price up 7.1%

	2024	2025
Closed Sales (units)	279	290
Median Sales (price)	\$315,000	\$337,500

FRANKLIN COUNTY

Sales up 16.1%

Median Price up 9.4%

	2024	2025
Closed Sales (units)	31	36
Median Sales (price)	\$315,000	\$344,500

HAMPDEN COUNTY

Sales down 3.5%

Median Price up 7.5%

	2024	2025
Closed Sales (units)	201	194
Median Sales (price)	\$300,000	\$322,500

HAMPSHIRE COUNTY

Sales up 23.5%

Median Price down 3.3%

	2024	2025
Closed Sales (units)	51	63
Median Sales (price)	\$404,500	\$391,000

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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 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 3.9 percent from 279 in January 2024 to 290 in January 2024.
- **Median Price** – up 7.1 percent from \$315,000 in January 2024 to \$337,500 in January 2024.
- **Inventory of Available Property** – down 15.6 percent from 572 homes for sale in January 2024 to 483 homes for sale in January 2024.
- **Days on the Market** – up 8.0 percent from 45 average number of days on the market in January 2024 to 49 average number of days on the market in January 2024.
- **Pending Sales (under agreement to sell)** – up 30.9 percent from 249 listings pending sale in January 2024 to 326 listings pending sale in January 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 – January 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 9.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 6.7%

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

Single-Family Properties

	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	249	326	+ 30.9%	249	326	+ 30.9%
Closed Sales	279	290	+ 3.9%	279	290	+ 3.9%
Median Sales Price*	\$315,000	\$337,500	+ 7.1%	\$315,000	\$337,500	+ 7.1%
Inventory of Homes for Sale	572	483	- 15.6%	--	--	--
Months Supply of Inventory	1.6	1.3	- 16.1%	--	--	--
Cumulative Days on Market Until Sale	45	49	+ 8.0%	45	49	+ 8.0%
Percent of Original List Price Received*	98.8%	97.9%	- 0.9%	98.8%	97.9%	- 0.9%
New Listings	300	301	+ 0.3%	300	301	+ 0.3%

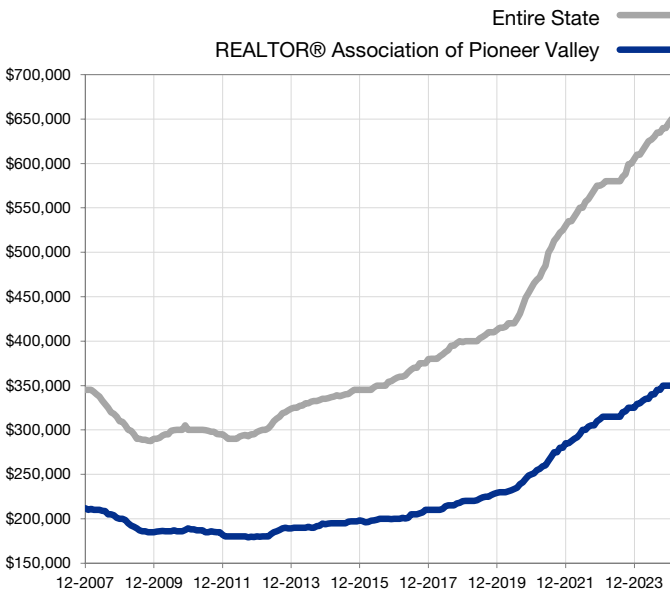
Condominium Properties

	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	39	46	+ 17.9%	39	46	+ 17.9%
Closed Sales	39	59	+ 51.3%	39	59	+ 51.3%
Median Sales Price*	\$230,500	\$236,250	+ 2.5%	\$230,500	\$236,250	+ 2.5%
Inventory of Homes for Sale	83	128	+ 54.2%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 44.6%	--	--	--
Cumulative Days on Market Until Sale	42	52	+ 25.7%	42	52	+ 25.7%
Percent of Original List Price Received*	99.7%	98.2%	- 1.6%	99.7%	98.2%	- 1.6%
New Listings	47	61	+ 29.8%	47	61	+ 29.8%

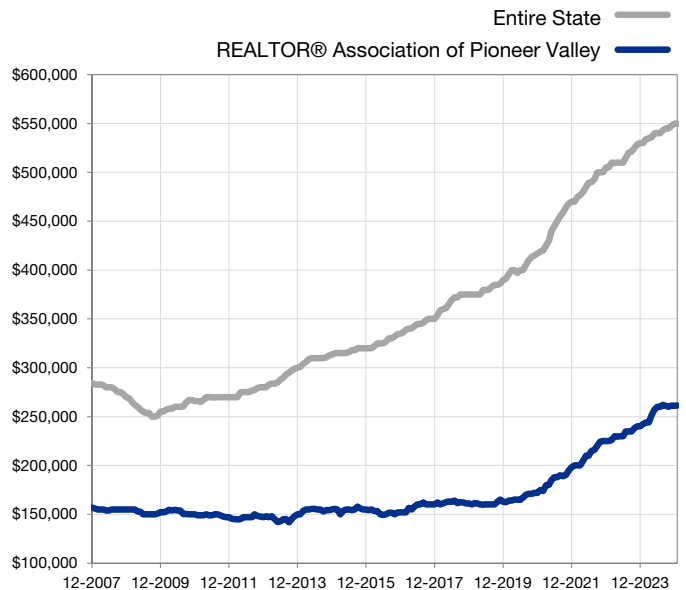
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	34	44	+ 29.4%	34	44	+ 29.4%
Closed Sales	31	36	+ 16.1%	31	36	+ 16.1%
Median Sales Price*	\$315,000	\$344,500	+ 9.4%	\$315,000	\$344,500	+ 9.4%
Inventory of Homes for Sale	70	58	- 17.1%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	36	44	+ 22.2%	36	44	+ 22.2%
Percent of Original List Price Received*	96.5%	97.9%	+ 1.5%	96.5%	97.9%	+ 1.5%
New Listings	28	25	- 10.7%	28	25	- 10.7%

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

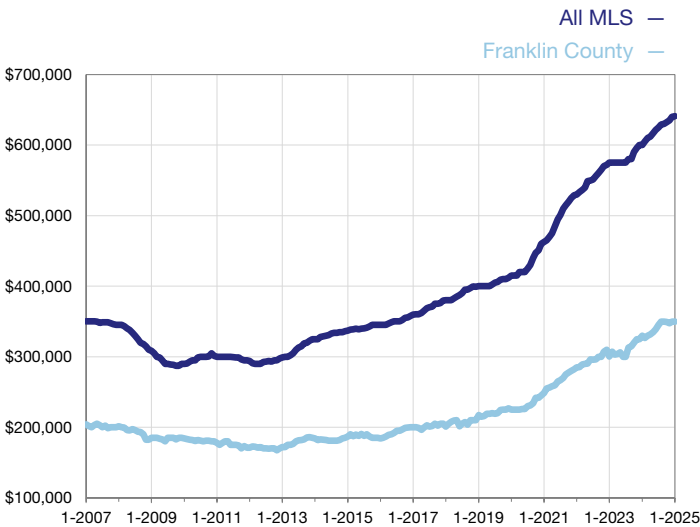
Condominium Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Median Sales Price*	\$522,500	\$236,000	- 54.8%	\$522,500	\$236,000	- 54.8%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	37	18	- 51.4%	37	18	- 51.4%
Percent of Original List Price Received*	97.7%	97.1%	- 0.6%	97.7%	97.1%	- 0.6%
New Listings	3	3	0.0%	3	3	0.0%

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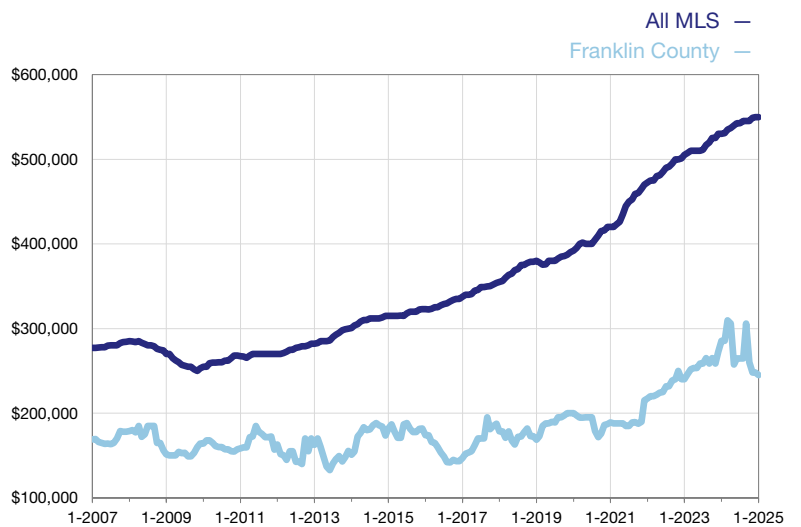
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	182	227	+ 24.7%	182	227	+ 24.7%
Closed Sales	201	194	- 3.5%	201	194	- 3.5%
Median Sales Price*	\$300,000	\$322,500	+ 7.5%	\$300,000	\$322,500	+ 7.5%
Inventory of Homes for Sale	365	321	- 12.1%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	42	45	+ 7.1%	42	45	+ 7.1%
Percent of Original List Price Received*	99.1%	97.5%	- 1.6%	99.1%	97.5%	- 1.6%
New Listings	213	220	+ 3.3%	213	220	+ 3.3%

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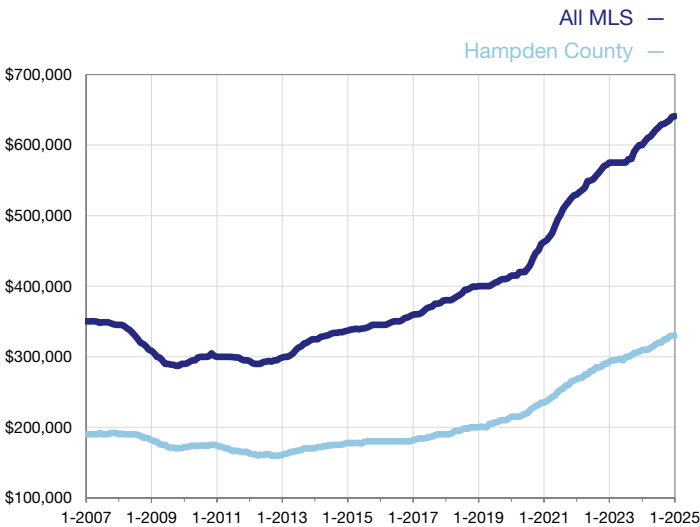
Condominium Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	25	24	- 4.0%	25	24	- 4.0%
Closed Sales	25	40	+ 60.0%	25	40	+ 60.0%
Median Sales Price*	\$213,000	\$209,500	- 1.6%	\$213,000	\$209,500	- 1.6%
Inventory of Homes for Sale	51	88	+ 72.5%	--	--	--
Months Supply of Inventory	1.8	2.6	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	42	53	+ 26.2%	42	53	+ 26.2%
Percent of Original List Price Received*	100.6%	98.1%	- 2.5%	100.6%	98.1%	- 2.5%
New Listings	32	37	+ 15.6%	32	37	+ 15.6%

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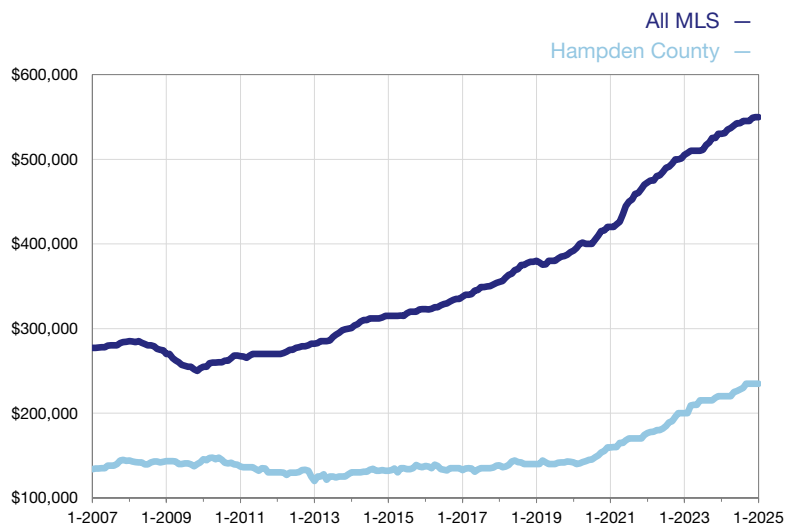
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – January 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	38	64	+ 68.4%	38	64	+ 68.4%
Closed Sales	51	63	+ 23.5%	51	63	+ 23.5%
Median Sales Price*	\$404,500	\$391,000	- 3.3%	\$404,500	\$391,000	- 3.3%
Inventory of Homes for Sale	119	97	- 18.5%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	57	60	+ 5.3%	57	60	+ 5.3%
Percent of Original List Price Received*	98.1%	99.3%	+ 1.2%	98.1%	99.3%	+ 1.2%
New Listings	62	54	- 12.9%	62	54	- 12.9%

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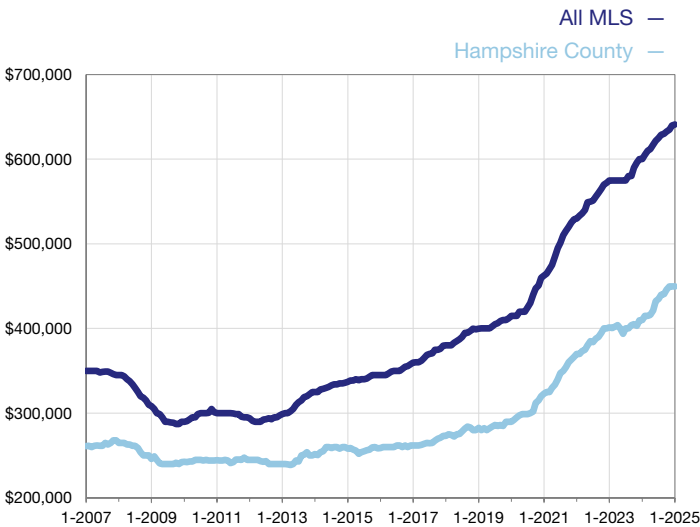
Condominium Properties

Key Metrics	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	13	19	+ 46.2%	13	19	+ 46.2%
Closed Sales	12	16	+ 33.3%	12	16	+ 33.3%
Median Sales Price*	\$303,750	\$315,250	+ 3.8%	\$303,750	\$315,250	+ 3.8%
Inventory of Homes for Sale	22	30	+ 36.4%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	41	58	+ 41.5%	41	58	+ 41.5%
Percent of Original List Price Received*	97.4%	98.5%	+ 1.1%	97.4%	98.5%	+ 1.1%
New Listings	12	21	+ 75.0%	12	21	+ 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

