

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

225 Park Avenue · West Springfield, MA 01089

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[rapv.com](http://rapv.com)



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## January 2026 Single-Family Sales Report Pioneer Valley sales down 15.3% · Median price up 2.9%

### PIONEER VALLEY

Sales down 15.3%

Median Price up 2.9%

	2025	2026
Closed Sales (units)	295	250
Median Sales (price)	\$340,000	\$350,000

### FRANKLIN COUNTY

Sales down 29.7%

Median Price down 1.4%

	2025	2026
Closed Sales (units)	37	26
Median Sales (price)	\$345,000	\$340,000

### HAMPDEN COUNTY

Sales down 13.2%

Median Price up 4.6%

	2025	2026
Closed Sales (units)	197	171
Median Sales (price)	\$325,000	\$340,000

### HAMPSHIRE COUNTY

Sales down 10.9%

Median Price up 13.7%

	2025	2026
Closed Sales (units)	64	57
Median Sales (price)	\$394,000	\$448,000

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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 2026 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down -15.3% percent from 295 in January 2025 to 250 in January 2026.
- **Median Price** – up 2.9% percent from \$340,000 in January 2025 to \$350,000 in January 2026.
- **Inventory of Available Property** – down -18.4% percent from 625 homes for sale in January 2025 to 510 homes for sale in January 2026.
- **Days on the Market** – up 23.7% percent from 48 average number of days on the market in January 2025 to 60 average number of days on the market in January 2026.
- **Pending Sales (under agreement to sell)** – up 7.4% percent from 272 listings pending sale in January 2025 to 292 listings pending sale in January 2026.

*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 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 18.3%**

**+ 3.3%**

**- 19.7%**

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		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	272	<b>292</b>	+ 7.4%	272	<b>292</b>	+ 7.4%
Closed Sales	295	<b>250</b>	- 15.3%	295	<b>250</b>	- 15.3%
Median Sales Price*	\$340,000	<b>\$350,000</b>	+ 2.9%	\$340,000	<b>\$350,000</b>	+ 2.9%
Inventory of Homes for Sale	625	<b>510</b>	- 18.4%	--	--	--
Months Supply of Inventory	1.7	<b>1.4</b>	- 18.7%	--	--	--
Cumulative Days on Market Until Sale	48	<b>60</b>	+ 23.7%	48	<b>60</b>	+ 23.7%
Percent of Original List Price Received*	98.0%	<b>97.2%</b>	- 0.8%	98.0%	<b>97.2%</b>	- 0.8%
New Listings	302	<b>279</b>	- 7.6%	302	<b>279</b>	- 7.6%

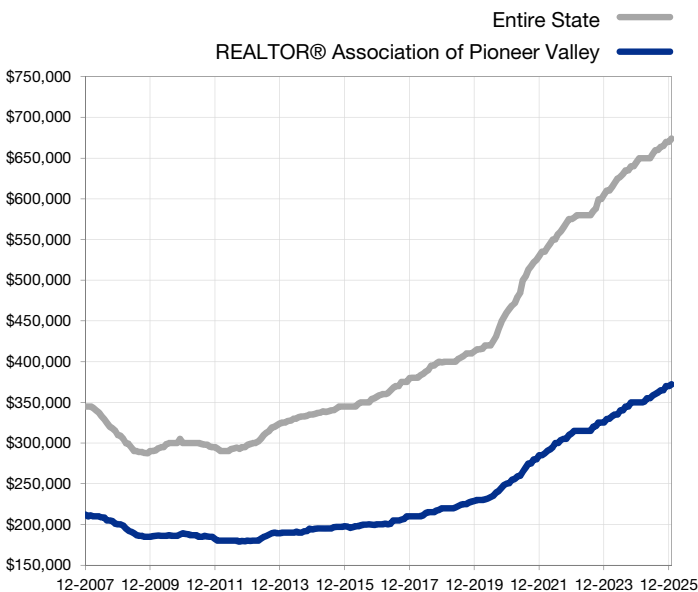
### Condominium Properties

	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	39	<b>56</b>	+ 43.6%	39	<b>56</b>	+ 43.6%
Closed Sales	60	<b>40</b>	- 33.3%	60	<b>40</b>	- 33.3%
Median Sales Price*	\$236,125	<b>\$242,250</b>	+ 2.6%	\$236,125	<b>\$242,250</b>	+ 2.6%
Inventory of Homes for Sale	151	<b>113</b>	- 25.2%	--	--	--
Months Supply of Inventory	2.5	<b>1.8</b>	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	53	<b>55</b>	+ 5.3%	53	<b>55</b>	+ 5.3%
Percent of Original List Price Received*	98.0%	<b>98.0%</b>	+ 0.0%	98.0%	<b>98.0%</b>	+ 0.0%
New Listings	61	<b>61</b>	0.0%	61	<b>61</b>	0.0%

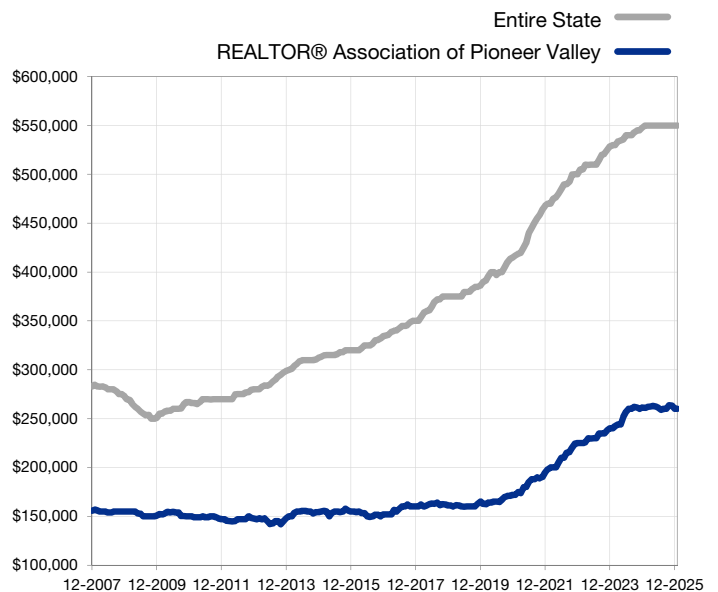
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	40	35	- 12.5%	40	35	- 12.5%
Closed Sales	37	26	- 29.7%	37	26	- 29.7%
Median Sales Price*	\$345,000	\$340,000	- 1.4%	\$345,000	\$340,000	- 1.4%
Inventory of Homes for Sale	74	55	- 25.7%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	44	58	+ 31.8%	44	58	+ 31.8%
Percent of Original List Price Received*	97.7%	96.0%	- 1.7%	97.7%	96.0%	- 1.7%
New Listings	26	28	+ 7.7%	26	28	+ 7.7%

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

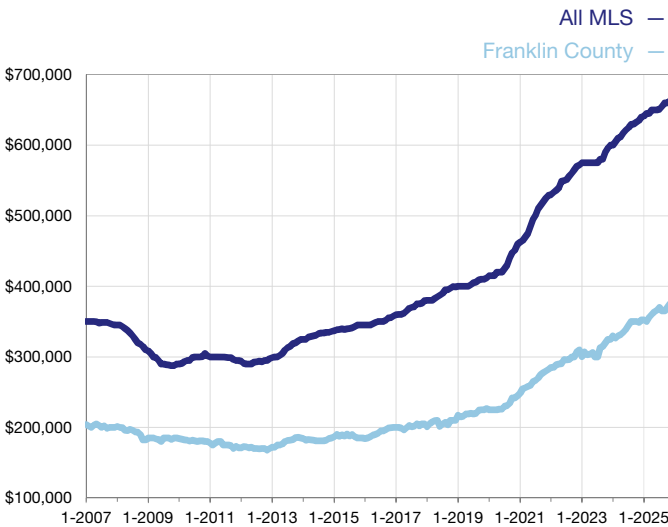
### Condominium Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	3	0	- 100.0%	3	0	- 100.0%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Median Sales Price*	\$236,000	\$212,450	- 10.0%	\$236,000	\$212,450	- 10.0%
Inventory of Homes for Sale	7	7	0.0%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	18	9	- 50.0%	18	9	- 50.0%
Percent of Original List Price Received*	97.1%	98.0%	+ 0.9%	97.1%	98.0%	+ 0.9%
New Listings	3	2	- 33.3%	3	2	- 33.3%

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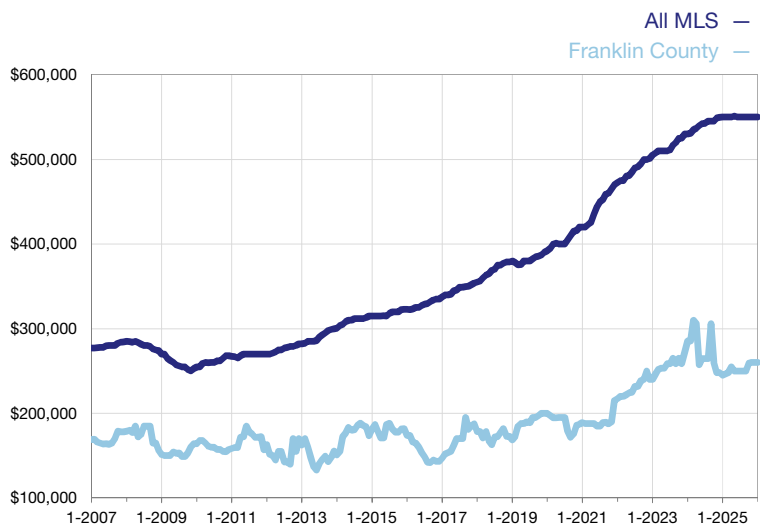
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – January 2026

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## Hampden County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	186	<b>213</b>	+ 14.5%	186	<b>213</b>	+ 14.5%
Closed Sales	197	<b>171</b>	- 13.2%	197	<b>171</b>	- 13.2%
Median Sales Price*	\$325,000	<b>\$340,000</b>	+ 4.6%	\$325,000	<b>\$340,000</b>	+ 4.6%
Inventory of Homes for Sale	409	<b>328</b>	- 19.8%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	45	<b>56</b>	+ 24.4%	45	<b>56</b>	+ 24.4%
Percent of Original List Price Received*	97.8%	<b>97.7%</b>	- 0.1%	97.8%	<b>97.7%</b>	- 0.1%
New Listings	217	<b>208</b>	- 4.1%	217	<b>208</b>	- 4.1%

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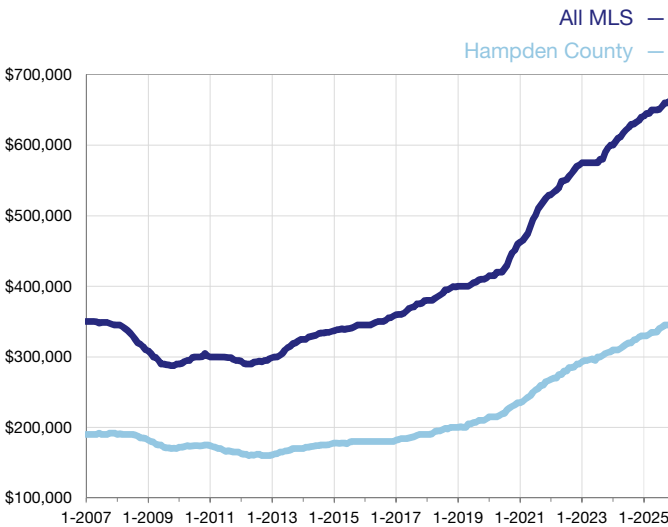
### Condominium Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	19	<b>42</b>	+ 121.1%	19	<b>42</b>	+ 121.1%
Closed Sales	41	<b>30</b>	- 26.8%	41	<b>30</b>	- 26.8%
Median Sales Price*	\$200,000	<b>\$232,500</b>	+ 16.3%	\$200,000	<b>\$232,500</b>	+ 16.3%
Inventory of Homes for Sale	104	<b>58</b>	- 44.2%	--	--	--
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	--	--
Cumulative Days on Market Until Sale	53	<b>59</b>	+ 11.3%	53	<b>59</b>	+ 11.3%
Percent of Original List Price Received*	97.9%	<b>98.2%</b>	+ 0.3%	97.9%	<b>98.2%</b>	+ 0.3%
New Listings	37	<b>27</b>	- 27.0%	37	<b>27</b>	- 27.0%

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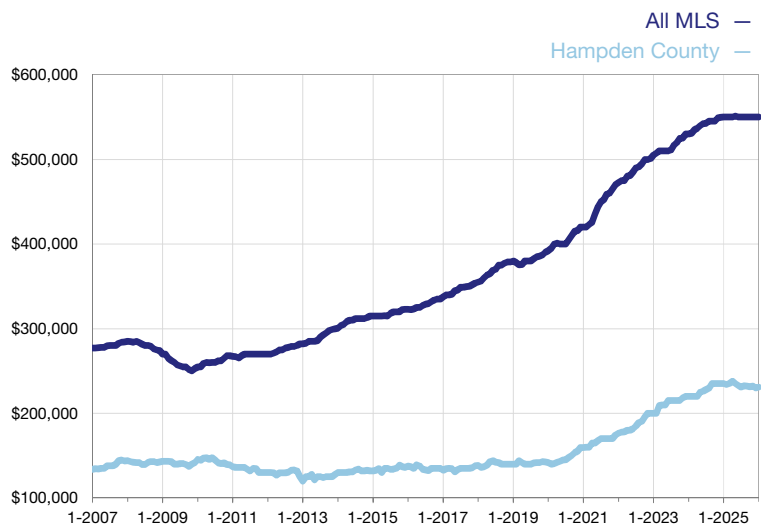
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – January 2026

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## Hampshire County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	54	53	- 1.9%	54	53	- 1.9%
Closed Sales	64	57	- 10.9%	64	57	- 10.9%
Median Sales Price*	\$394,000	<b>\$448,000</b>	+ 13.7%	\$394,000	<b>\$448,000</b>	+ 13.7%
Inventory of Homes for Sale	129	99	- 23.3%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	60	67	+ 11.7%	60	67	+ 11.7%
Percent of Original List Price Received*	99.3%	96.9%	- 2.4%	99.3%	96.9%	- 2.4%
New Listings	54	42	- 22.2%	54	42	- 22.2%

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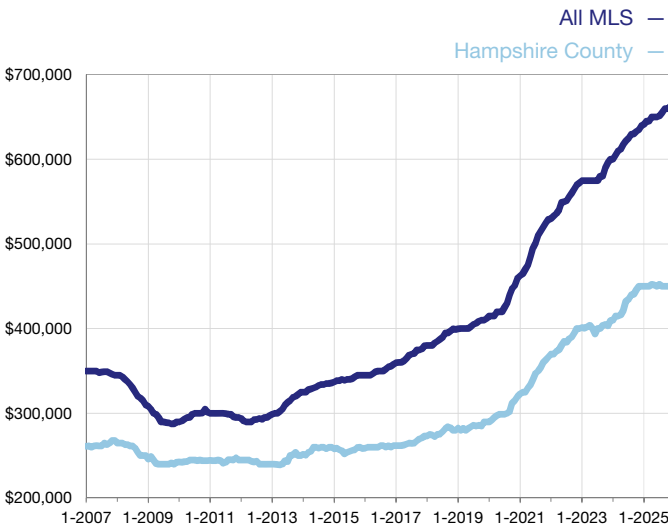
### Condominium Properties

Key Metrics	January			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	17	14	- 17.6%	17	14	- 17.6%
Closed Sales	16	8	- 50.0%	16	8	- 50.0%
Median Sales Price*	\$315,250	<b>\$258,500</b>	- 18.0%	\$315,250	<b>\$258,500</b>	- 18.0%
Inventory of Homes for Sale	37	48	+ 29.7%	--	--	--
Months Supply of Inventory	1.8	2.5	+ 38.9%	--	--	--
Cumulative Days on Market Until Sale	58	54	- 6.9%	58	54	- 6.9%
Percent of Original List Price Received*	98.5%	97.6%	- 0.9%	98.5%	97.6%	- 0.9%
New Listings	21	27	+ 28.6%	21	27	+ 28.6%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

