

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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July 2021 Single-Family Sales Report Pioneer Valley sales down 13.0% · Median price up 19.3%

PIONEER VALLEY

Sales down 13.0%	Median Price up 19.3%	
	2020	2021
Closed Sales (units)	676	588
Median Sales (price)	\$255,750	\$305,000

FRANKLIN COUNTY

Sales down 9.2%	Median Price up 16.1%	
	2020	2021
Closed Sales (units)	76	69
Median Sales (price)	\$262,750	\$305,000

HAMPDEN COUNTY

Sales down 9.2%	Median Price up 18.2%	
	2020	2021
Closed Sales (units)	444	403
Median Sales (price)	\$238,500	\$282,000

HAMPSHIRE COUNTY

Sales down 24.4%	Median Price up 22.5%	
	2020	2021
Closed Sales (units)	160	121
Median Sales (price)	\$334,000	\$409,000

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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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July 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 13.0 percent from 676 in July 2020 to 588 in July 2021.
- **Median Price** - up 19.3 percent from \$255,750 in July 2020 to \$305,000 in July 2021.
- **Inventory of Available Property** - down 38.9 percent from 990 homes for sale in July 2020 to 605 homes for sale in July 2021.
- **Days on the Market** – down 41.8 percent from 48 average number of days on the market in July 2020 to 28 average number of days on the market in July 2021.
- **Pending Sales (under agreement to sell)** - down 10.1 percent from 644 listings pending sale in July 2020 to 579 listings pending sale in July 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.87 percent with an average 0.7 points for the week ending 07/31/2021. Last year at this time the 30-year FRM averaged 3.02 percent with an average 0.8 points. (Source: 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 – July 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 11.6%

+ 18.6%

- 39.0%

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

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	644	579	- 10.1%	3,606	3,650	+ 1.2%
Closed Sales	676	588	- 13.0%	3,041	3,242	+ 6.6%
Median Sales Price*	\$255,750	\$305,000	+ 19.3%	\$239,000	\$279,000	+ 16.7%
Inventory of Homes for Sale	990	605	- 38.9%	--	--	--
Months Supply of Inventory	2.0	1.1	- 43.9%	--	--	--
Cumulative Days on Market Until Sale	48	28	- 41.8%	63	38	- 39.8%
Percent of Original List Price Received*	99.1%	104.3%	+ 5.3%	97.4%	102.3%	+ 5.1%
New Listings	715	696	- 2.7%	4,088	4,080	- 0.2%

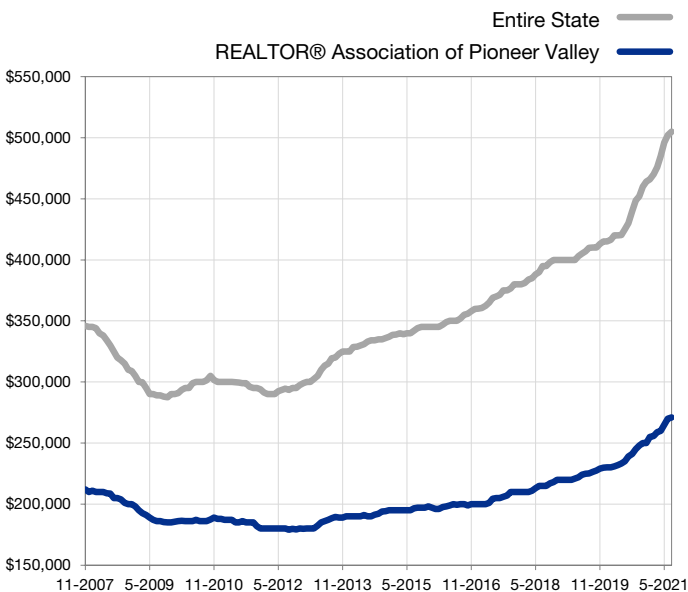
Condominium Properties

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	109	94	- 13.8%	482	576	+ 19.5%
Closed Sales	90	89	- 1.1%	402	478	+ 18.9%
Median Sales Price*	\$169,000	\$217,000	+ 28.4%	\$164,400	\$194,400	+ 18.2%
Inventory of Homes for Sale	135	81	- 40.0%	--	--	--
Months Supply of Inventory	2.0	1.1	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	65	39	- 39.9%	62	41	- 33.4%
Percent of Original List Price Received*	97.3%	102.1%	+ 4.8%	97.3%	100.8%	+ 3.6%
New Listings	85	99	+ 16.5%	521	610	+ 17.1%

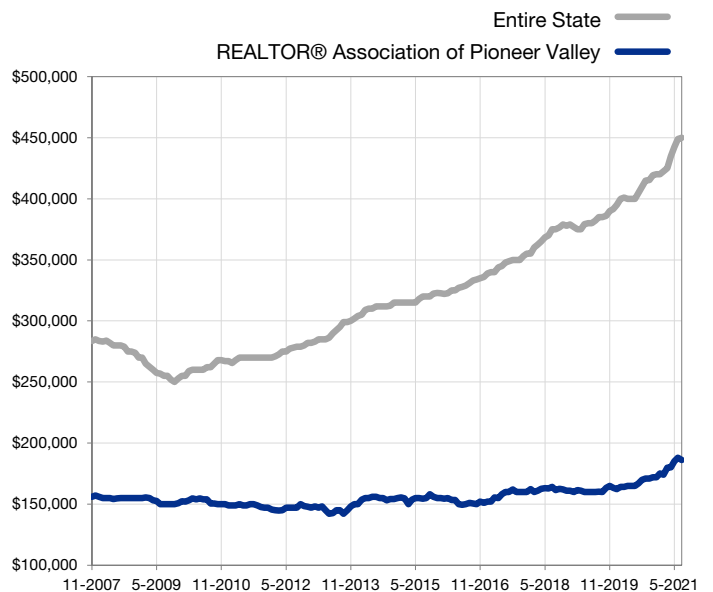
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	77	64	- 16.9%	379	356	- 6.1%
Closed Sales	76	69	- 9.2%	303	310	+ 2.3%
Median Sales Price*	\$262,750	\$305,000	+ 16.1%	\$229,500	\$280,000	+ 22.0%
Inventory of Homes for Sale	123	75	- 39.0%	--	--	--
Months Supply of Inventory	2.5	1.4	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	76	36	- 52.6%	86	43	- 50.0%
Percent of Original List Price Received*	98.1%	105.4%	+ 7.4%	94.4%	101.8%	+ 7.8%
New Listings	71	77	+ 8.5%	416	409	- 1.7%

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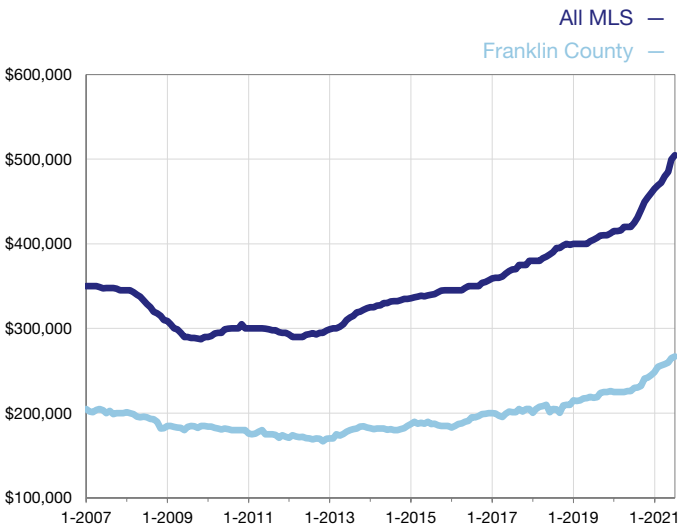
Condominium Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	7	5	- 28.6%	26	15	- 42.3%
Closed Sales	7	1	- 85.7%	20	10	- 50.0%
Median Sales Price*	\$203,500	\$185,000	- 9.1%	\$180,000	\$182,500	+ 1.4%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.6	0.3	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	72	75	+ 4.2%	90	37	- 58.9%
Percent of Original List Price Received*	96.8%	100.0%	+ 3.3%	95.5%	100.8%	+ 5.5%
New Listings	1	2	+ 100.0%	27	14	- 48.1%

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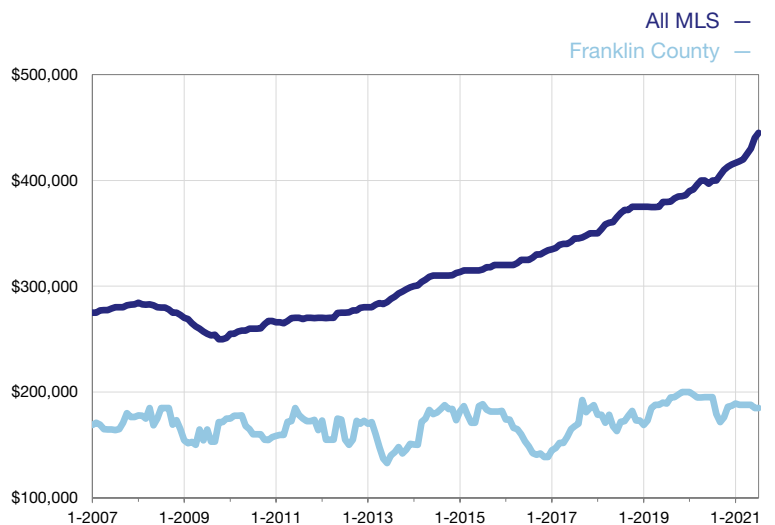
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	439	394	- 10.3%	2,473	2,573	+ 4.0%
Closed Sales	444	403	- 9.2%	2,090	2,282	+ 9.2%
Median Sales Price*	\$238,500	\$282,000	+ 18.2%	\$224,500	\$260,000	+ 15.8%
Inventory of Homes for Sale	601	382	- 36.4%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	40	27	- 32.5%	55	35	- 36.4%
Percent of Original List Price Received*	99.9%	104.3%	+ 4.4%	98.0%	102.4%	+ 4.5%
New Listings	485	480	- 1.0%	2,803	2,867	+ 2.3%

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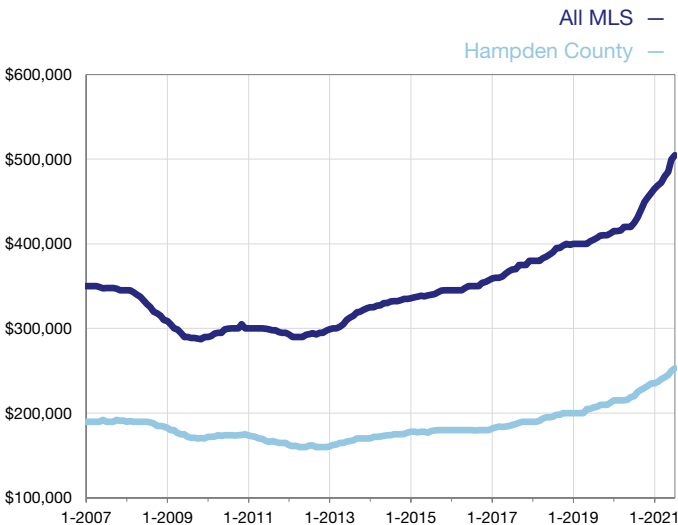
Condominium Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	64	55	- 14.1%	314	354	+ 12.7%
Closed Sales	55	53	- 3.6%	270	307	+ 13.7%
Median Sales Price*	\$149,900	\$175,000	+ 16.7%	\$149,700	\$170,750	+ 14.1%
Inventory of Homes for Sale	69	44	- 36.2%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	50	21	- 58.0%	57	33	- 42.1%
Percent of Original List Price Received*	97.4%	103.3%	+ 6.1%	97.2%	101.1%	+ 4.0%
New Listings	55	63	+ 14.5%	326	373	+ 14.4%

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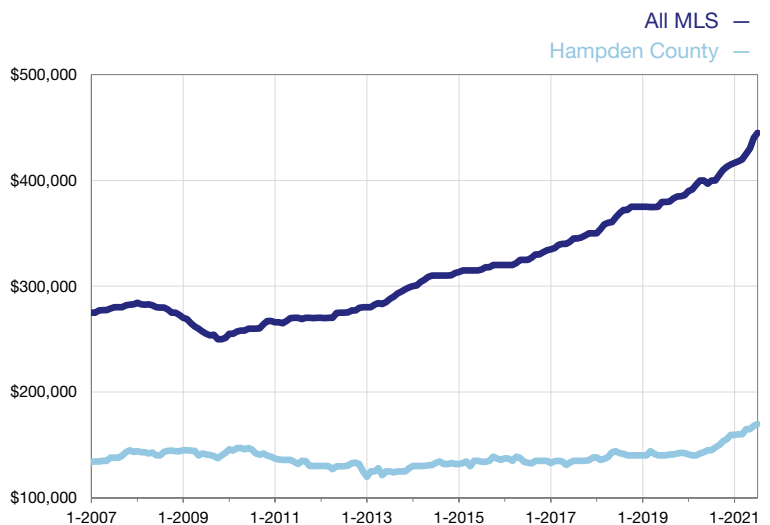
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2021

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Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	129	127	- 1.6%	766	750	- 2.1%
Closed Sales	160	121	- 24.4%	652	667	+ 2.3%
Median Sales Price*	\$334,000	\$409,000	+ 22.5%	\$306,125	\$371,047	+ 21.2%
Inventory of Homes for Sale	254	149	- 41.3%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	56	26	- 53.6%	74	46	- 37.8%
Percent of Original List Price Received*	97.7%	104.0%	+ 6.4%	96.7%	102.2%	+ 5.7%
New Listings	153	146	- 4.6%	881	839	- 4.8%

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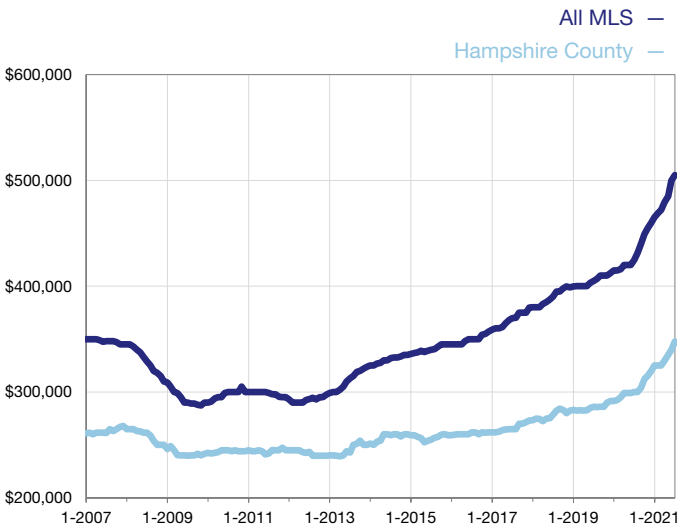
Condominium Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	38	35	- 7.9%	142	210	+ 47.9%
Closed Sales	28	35	+ 25.0%	112	163	+ 45.5%
Median Sales Price*	\$215,000	\$256,000	+ 19.1%	\$224,300	\$240,000	+ 7.0%
Inventory of Homes for Sale	64	36	- 43.8%	--	--	--
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	94	66	- 29.8%	69	58	- 15.9%
Percent of Original List Price Received*	97.3%	100.3%	+ 3.1%	97.8%	100.2%	+ 2.5%
New Listings	29	34	+ 17.2%	169	226	+ 33.7%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

