

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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July 2022 Single-Family Sales Report Pioneer Valley sales down 16.1% · Median price up 6.6%

PIONEER VALLEY

Sales down 16.1%	Median Price up 6.6%	
	2021	2022
Closed Sales (units)	598	502
Median Sales (price)	\$305,000	\$325,000

FRANKLIN COUNTY

Sales down 15.9%	Median Price down 1.8%	
	2021	2022
Closed Sales (units)	69	58
Median Sales (price)	\$305,000	\$299,663

HAMPDEN COUNTY

Sales down 16.5%	Median Price up 7.1%	
	2021	2022
Closed Sales (units)	411	343
Median Sales (price)	\$280,000	\$300,000

HAMPSHIRE COUNTY

Sales down 13.0%	Median Price down 2.2%	
	2021	2022
Closed Sales (units)	123	107
Median Sales (price)	\$409,000	\$400,000

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 16.1 percent from 598 in July 2021 to 502 in July 2022.
- **Median Price** - up 6.6 percent from \$305,000 in July 2021 to \$325,000 in July 2022.
- **Inventory of Available Property** - down 9.8 percent from 787 homes for sale in July 2021 to 710 homes for sale in July 2022.
- **Days on the Market** – down 10.3 percent from 28 average number of days on the market in July 2021 to 25 average number of days on the market in July 2022.
- **Pending Sales (under agreement to sell)** – up 1.0 percent from 526 listings pending sale in July 2021 to 531 listings pending sale in July 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 5.41 percent with an average 0.8 points for the week ending 7/30/2022. Last year at this time the 30-year FRM averaged 2.87 percent with an average 0.7 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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 2.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 15.3%

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

Single-Family Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	526	531	+ 1.0%	3,557	3,243	- 8.8%
Closed Sales	598	502	- 16.1%	3,252	2,992	- 8.0%
Median Sales Price*	\$305,000	\$325,000	+ 6.6%	\$279,000	\$310,000	+ 11.1%
Inventory of Homes for Sale	787	710	- 9.8%	--	--	--
Months Supply of Inventory	1.5	1.4	- 3.5%	--	--	--
Cumulative Days on Market Until Sale	28	25	- 10.3%	38	32	- 16.3%
Percent of Original List Price Received*	104.3%	104.0%	- 0.3%	102.3%	103.4%	+ 1.0%
New Listings	693	661	- 4.6%	4,067	3,897	- 4.2%

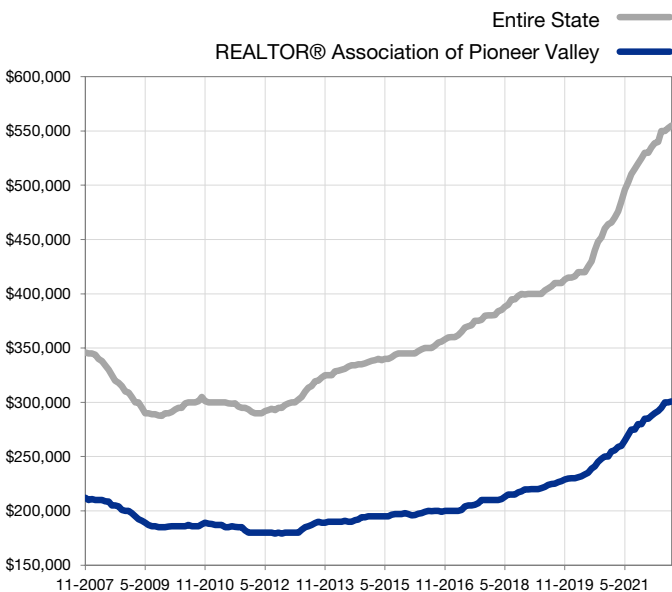
Condominium Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	88	83	- 5.7%	558	547	- 2.0%
Closed Sales	89	63	- 29.2%	478	516	+ 7.9%
Median Sales Price*	\$217,000	\$225,000	+ 3.7%	\$194,400	\$220,000	+ 13.2%
Inventory of Homes for Sale	104	115	+ 10.6%	--	--	--
Months Supply of Inventory	1.5	1.3	- 7.6%	--	--	--
Cumulative Days on Market Until Sale	39	35	- 9.6%	41	29	- 30.9%
Percent of Original List Price Received*	102.1%	105.2%	+ 3.1%	100.8%	103.8%	+ 3.0%
New Listings	99	89	- 10.1%	611	629	+ 2.9%

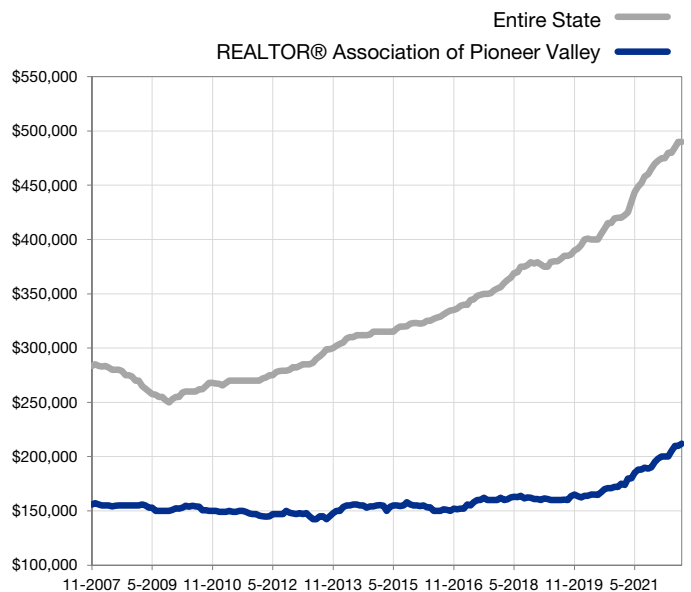
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	56	53	- 5.4%	341	303	- 11.1%
Closed Sales	69	58	- 15.9%	308	294	- 4.5%
Median Sales Price*	\$305,000	\$299,663	- 1.8%	\$280,000	\$310,000	+ 10.7%
Inventory of Homes for Sale	96	92	- 4.2%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--
Cumulative Days on Market Until Sale	36	41	+ 13.9%	43	41	- 4.7%
Percent of Original List Price Received*	105.4%	105.0%	- 0.4%	101.9%	102.8%	+ 0.9%
New Listings	77	62	- 19.5%	405	391	- 3.5%

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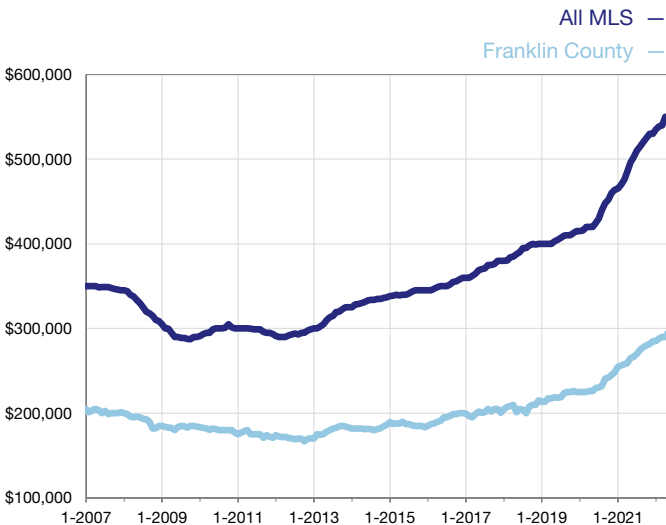
Condominium Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	5	2	- 60.0%	15	23	+ 53.3%
Closed Sales	1	0	- 100.0%	10	21	+ 110.0%
Median Sales Price*	\$185,000	\$0	- 100.0%	\$182,500	\$225,000	+ 23.3%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.8	0.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	75	0	- 100.0%	37	28	- 24.3%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	100.8%	105.0%	+ 4.2%
New Listings	2	1	- 50.0%	14	25	+ 78.6%

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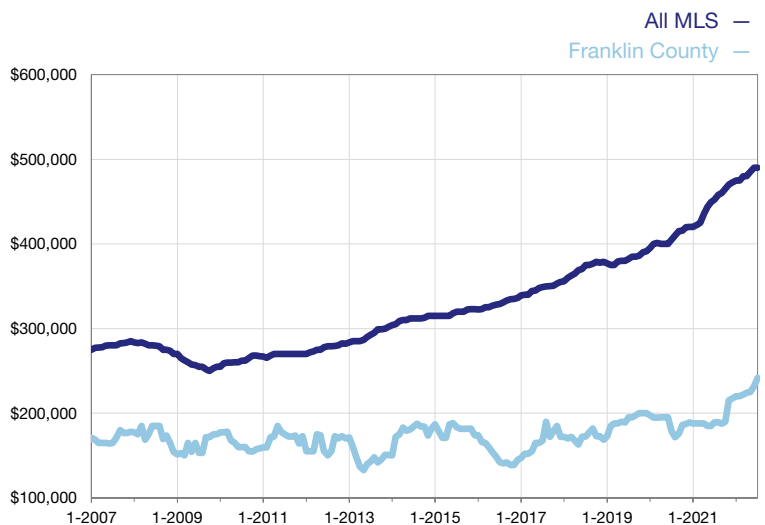
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2022

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Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	361	366	+ 1.4%	2,508	2,250	- 10.3%
Closed Sales	411	343	- 16.5%	2,289	2,082	- 9.0%
Median Sales Price*	\$280,000	\$300,000	+ 7.1%	\$260,000	\$290,000	+ 11.5%
Inventory of Homes for Sale	506	475	- 6.1%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	27	24	- 11.1%	35	30	- 14.3%
Percent of Original List Price Received*	104.2%	102.7%	- 1.4%	102.4%	103.0%	+ 0.6%
New Listings	477	469	- 1.7%	2,858	2,704	- 5.4%

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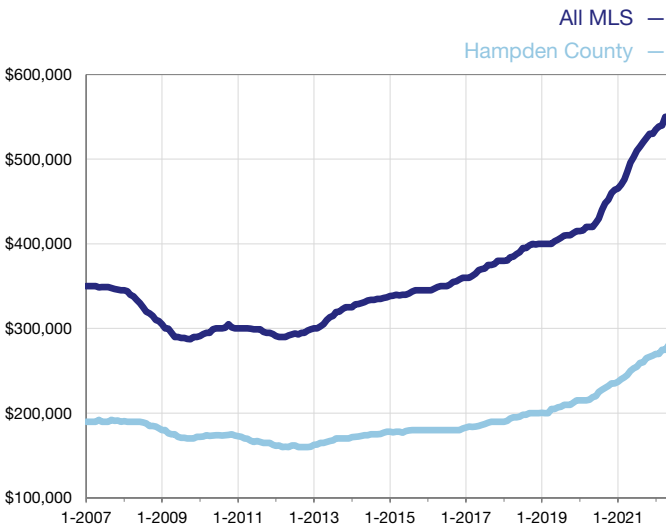
Condominium Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	51	51	0.0%	347	362	+ 4.3%
Closed Sales	53	42	- 20.8%	307	351	+ 14.3%
Median Sales Price*	\$175,000	\$212,500	+ 21.4%	\$170,750	\$195,000	+ 14.2%
Inventory of Homes for Sale	56	63	+ 12.5%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	21	40	+ 90.5%	33	26	- 21.2%
Percent of Original List Price Received*	103.3%	104.5%	+ 1.2%	101.1%	102.8%	+ 1.7%
New Listings	63	60	- 4.8%	373	408	+ 9.4%

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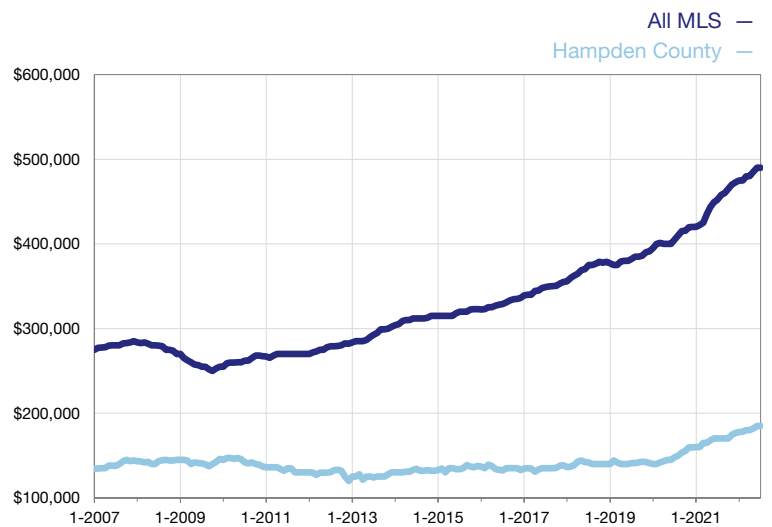
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2022

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Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	113	112	- 0.9%	729	707	- 3.0%
Closed Sales	123	107	- 13.0%	670	637	- 4.9%
Median Sales Price*	\$409,000	\$400,000	- 2.2%	\$370,524	\$402,000	+ 8.5%
Inventory of Homes for Sale	185	155	- 16.2%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	27	21	- 22.2%	46	35	- 23.9%
Percent of Original List Price Received*	104.0%	107.7%	+ 3.6%	102.2%	104.8%	+ 2.5%
New Listings	146	133	- 8.9%	832	839	+ 0.8%

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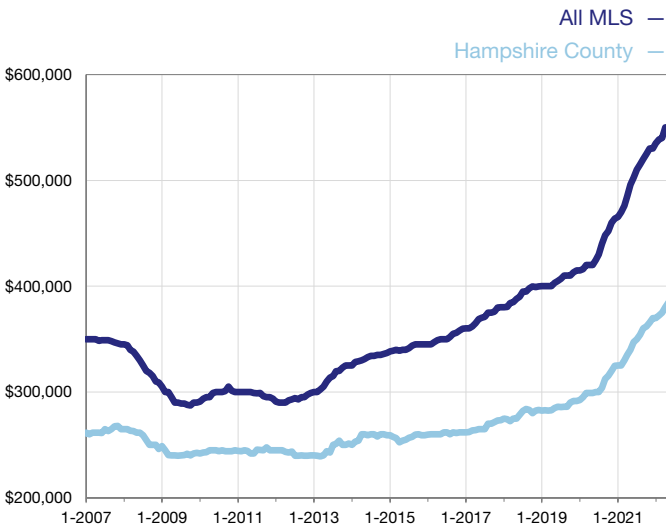
Condominium Properties

Key Metrics	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	33	30	- 9.1%	199	167	- 16.1%
Closed Sales	35	21	- 40.0%	163	147	- 9.8%
Median Sales Price*	\$256,000	\$268,500	+ 4.9%	\$240,000	\$281,800	+ 17.4%
Inventory of Homes for Sale	46	49	+ 6.5%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--
Cumulative Days on Market Until Sale	66	27	- 59.1%	58	36	- 37.9%
Percent of Original List Price Received*	100.3%	106.6%	+ 6.3%	100.2%	105.9%	+ 5.7%
New Listings	34	28	- 17.6%	227	200	- 11.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

