

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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July 2025 Single-Family Sales Report

Pioneer Valley sales up 8.6% · Median price up 7.8%

PIONEER VALLEY

Sales up 8.6%

Median Price up 7.8%

	2024	2025
Closed Sales (units)	443	481
Median Sales (price)	\$371,000	\$400,000

FRANKLIN COUNTY

Sales up 8.0%

Median Price up 5.9%

	2024	2025
Closed Sales (units)	50	54
Median Sales (price)	\$374,500	\$396,500

HAMPDEN COUNTY

Sales up 6.0%

Median Price up 7.2%

	2024	2025
Closed Sales (units)	299	317
Median Sales (price)	\$345,000	\$370,000

HAMPSHIRE COUNTY

Sales up 18.9%

Median Price up 2.9%

	2024	2025
Closed Sales (units)	95	113
Median Sales (price)	\$475,000	\$489,000

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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 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 8.6 percent from 443 in July 2024 to 481 in July 2025.
- **Median Price** – up 7.8 percent from \$371,000 in July 2024 to \$400,000 in July 2025.
- **Inventory of Available Property** – up 0.4 percent from 723 homes for sale in July 2024 to 726 homes for sale in July 2025.
- **Days on the Market** – down 7.6 percent from 31 average number of days on the market in July 2024 to 29 average number of days on the market in July 2025.
- **Pending Sales (under agreement to sell)** – up 18.4 percent from 463 listings pending sale in July 2024 to 548 listings pending sale in July 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 – July 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 4.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 1.9%

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

Single-Family Properties

	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	463	548	+ 18.4%	2,574	2,744	+ 6.6%
Closed Sales	443	481	+ 8.6%	2,385	2,435	+ 2.1%
Median Sales Price*	\$371,000	\$400,000	+ 7.8%	\$349,900	\$365,000	+ 4.3%
Inventory of Homes for Sale	723	726	+ 0.4%	--	--	--
Months Supply of Inventory	2.0	1.9	- 1.8%	--	--	--
Cumulative Days on Market Until Sale	31	29	- 7.6%	37	40	+ 8.4%
Percent of Original List Price Received*	102.6%	102.3%	- 0.3%	101.5%	100.6%	- 0.8%
New Listings	507	534	+ 5.3%	3,102	3,305	+ 6.5%

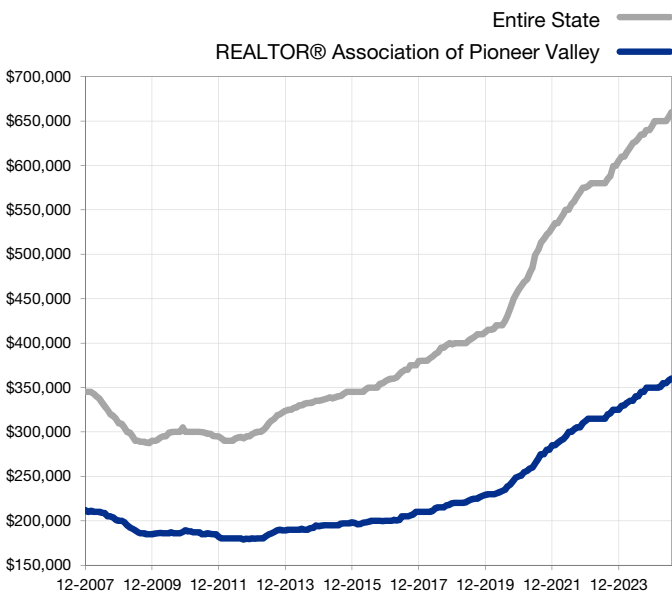
Condominium Properties

	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	72	69	- 4.2%	409	464	+ 13.4%
Closed Sales	81	66	- 18.5%	380	436	+ 14.7%
Median Sales Price*	\$273,000	\$250,000	- 8.4%	\$265,000	\$259,450	- 2.1%
Inventory of Homes for Sale	137	118	- 13.9%	--	--	--
Months Supply of Inventory	2.4	1.8	- 24.8%	--	--	--
Cumulative Days on Market Until Sale	30	50	+ 69.4%	36	46	+ 27.0%
Percent of Original List Price Received*	102.6%	100.9%	- 1.7%	101.3%	99.8%	- 1.4%
New Listings	76	84	+ 10.5%	511	493	- 3.5%

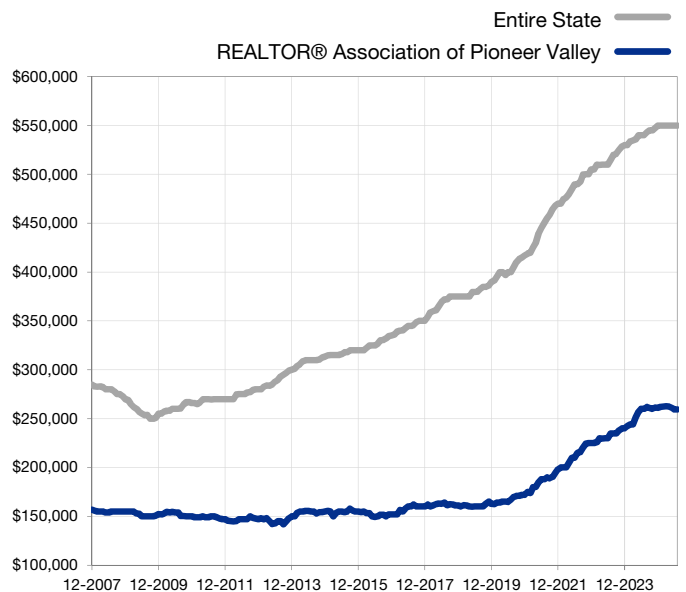
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	64	75	+ 17.2%	289	318	+ 10.0%
Closed Sales	50	54	+ 8.0%	251	276	+ 10.0%
Median Sales Price*	\$374,500	\$396,500	+ 5.9%	\$339,000	\$376,550	+ 11.1%
Inventory of Homes for Sale	87	104	+ 19.5%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	35	29	- 17.1%	44	53	+ 20.5%
Percent of Original List Price Received*	101.8%	100.0%	- 1.8%	98.9%	98.7%	- 0.2%
New Listings	55	57	+ 3.6%	325	373	+ 14.8%

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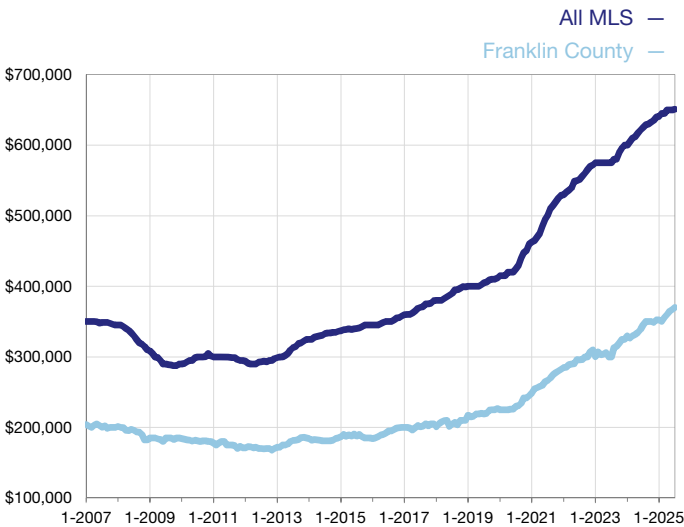
Condominium Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	3	2	- 33.3%	25	31	+ 24.0%
Closed Sales	3	6	+ 100.0%	20	29	+ 45.0%
Median Sales Price*	\$329,000	\$264,500	- 19.6%	\$264,750	\$259,000	- 2.2%
Inventory of Homes for Sale	7	6	- 14.3%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	92	32	- 65.2%	35	38	+ 8.6%
Percent of Original List Price Received*	98.4%	104.3%	+ 6.0%	101.4%	100.3%	- 1.1%
New Listings	3	3	0.0%	28	31	+ 10.7%

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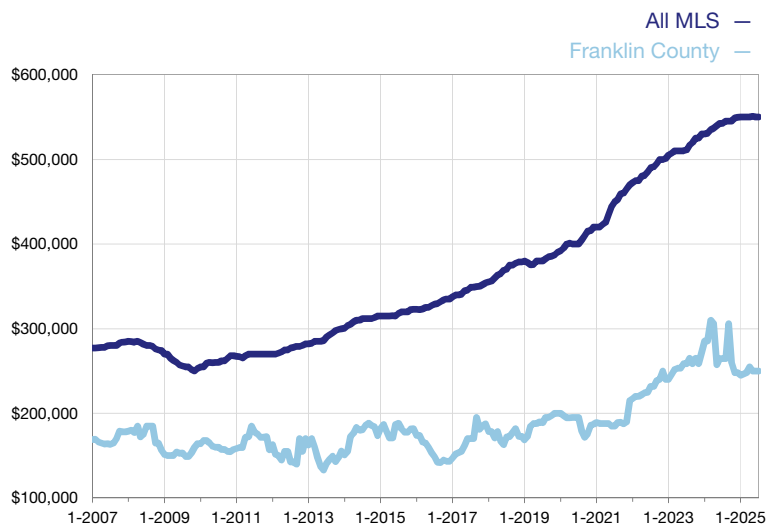
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	305	359	+ 17.7%	1,784	1,855	+ 4.0%
Closed Sales	299	317	+ 6.0%	1,679	1,651	- 1.7%
Median Sales Price*	\$345,000	\$370,000	+ 7.2%	\$325,000	\$343,000	+ 5.5%
Inventory of Homes for Sale	446	416	- 6.7%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--
Cumulative Days on Market Until Sale	29	30	+ 3.4%	34	38	+ 11.8%
Percent of Original List Price Received*	102.8%	101.4%	- 1.4%	101.8%	100.6%	- 1.2%
New Listings	348	347	- 0.3%	2,102	2,151	+ 2.3%

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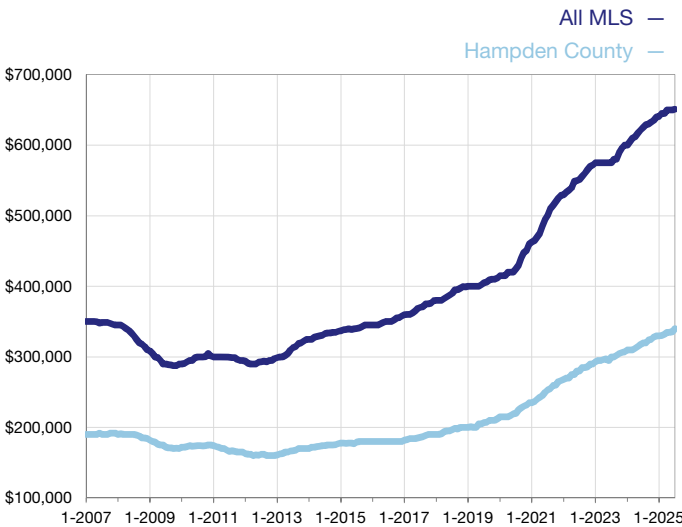
Condominium Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	46	43	- 6.5%	258	279	+ 8.1%
Closed Sales	51	42	- 17.6%	232	266	+ 14.7%
Median Sales Price*	\$240,000	\$228,500	- 4.8%	\$230,000	\$228,250	- 0.8%
Inventory of Homes for Sale	86	73	- 15.1%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	28	59	+ 110.7%	30	48	+ 60.0%
Percent of Original List Price Received*	102.4%	100.9%	- 1.5%	101.1%	99.6%	- 1.5%
New Listings	43	64	+ 48.8%	318	289	- 9.1%

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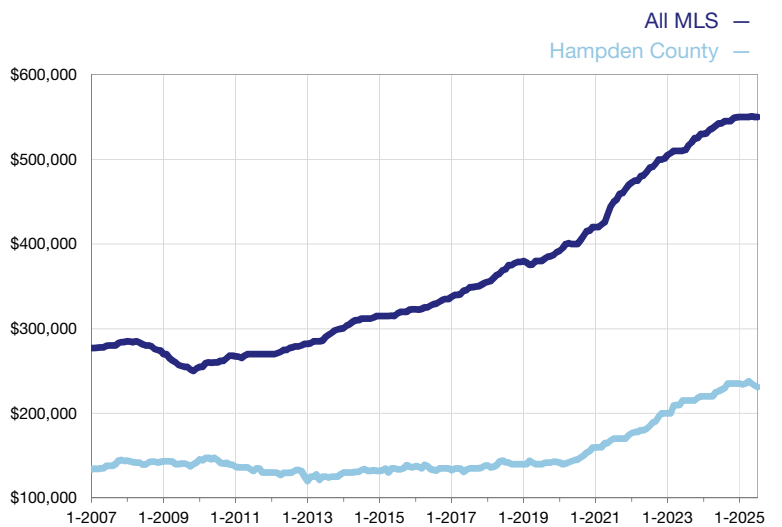
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2025

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Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	94	119	+ 26.6%	521	601	+ 15.4%
Closed Sales	95	113	+ 18.9%	478	539	+ 12.8%
Median Sales Price*	\$475,000	\$489,000	+ 2.9%	\$450,000	\$454,500	+ 1.0%
Inventory of Homes for Sale	170	172	+ 1.2%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	35	23	- 34.3%	40	39	- 2.5%
Percent of Original List Price Received*	102.3%	105.3%	+ 2.9%	101.8%	101.8%	0.0%
New Listings	95	116	+ 22.1%	637	724	+ 13.7%

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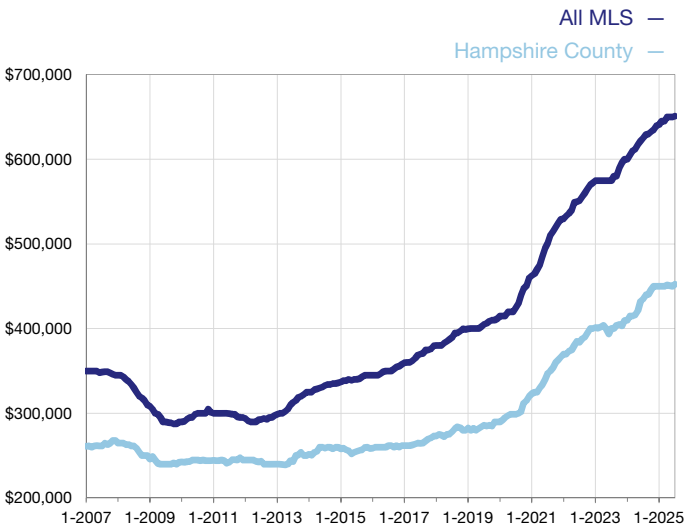
Condominium Properties

Key Metrics	July			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	24	25	+ 4.2%	129	156	+ 20.9%
Closed Sales	27	19	- 29.6%	128	142	+ 10.9%
Median Sales Price*	\$360,000	\$390,000	+ 8.3%	\$338,500	\$359,250	+ 6.1%
Inventory of Homes for Sale	40	37	- 7.5%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	25	33	+ 32.0%	46	43	- 6.5%
Percent of Original List Price Received*	103.5%	99.7%	- 3.7%	101.4%	100.2%	- 1.2%
New Listings	28	16	- 42.9%	158	173	+ 9.5%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

