

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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June 2022 Single-Family Sales Report Pioneer Valley sales down 2.2% · Median price up 13.0%

PIONEER VALLEY

Sales down 2.2%	Median Price up 13.0%	
	2021	2022
Closed Sales (units)	617	610
Median Sales (price)	\$305,000	\$350,000

FRANKLIN COUNTY

Sales up 11.1%	Median Price up 27.1%	
	2021	2022
Closed Sales (units)	54	60
Median Sales (price)	\$291,096	\$370,000

HAMPDEN COUNTY

Sales down 3.3%	Median Price up 15.7%	
	2021	2022
Closed Sales (units)	427	413
Median Sales (price)	\$280,000	\$324,000

HAMPSHIRE COUNTY

Sales up 4.4%	Median Price up 8.4%	
	2021	2022
Closed Sales (units)	135	141
Median Sales (price)	\$405,000	\$438,875

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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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June 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 2.2 percent from 617 in June 2021 to 610 in June 2022.
- **Median Price** - up 13.0 percent from \$305,000 in June 2021 to \$350,000 in June 2022.
- **Inventory of Available Property** - down 12.7 percent from 678 homes for sale in June 2021 to 592 homes for sale in June 2022.
- **Days on the Market** – down 2.0 percent from 28 average number of days on the market in June 2021 to 27 average number of days on the market in June 2022.
- **Pending Sales (under agreement to sell)** – down 8.8 percent from 617 listings pending sale in June 2021 to 563 listings pending sale in June 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 5.70 percent with an average 0.9 points for the week ending 6/30/2022. Last year at this time the 30-year FRM averaged 2.98 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 – June 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 2.2%

+ 13.0%

- 19.8%

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

	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	617	563	- 8.8%	3,031	2,766	- 8.7%
Closed Sales	617	610	- 1.1%	2,654	2,477	- 6.7%
Median Sales Price*	\$305,000	\$350,000	+ 14.8%	\$275,000	\$309,000	+ 12.4%
Inventory of Homes for Sale	678	592	- 12.7%	--	--	--
Months Supply of Inventory	1.3	1.2	- 6.8%	--	--	--
Cumulative Days on Market Until Sale	28	27	- 2.0%	40	33	- 17.3%
Percent of Original List Price Received*	105.0%	105.4%	+ 0.4%	101.9%	103.2%	+ 1.4%
New Listings	764	725	- 5.1%	3,374	3,239	- 4.0%

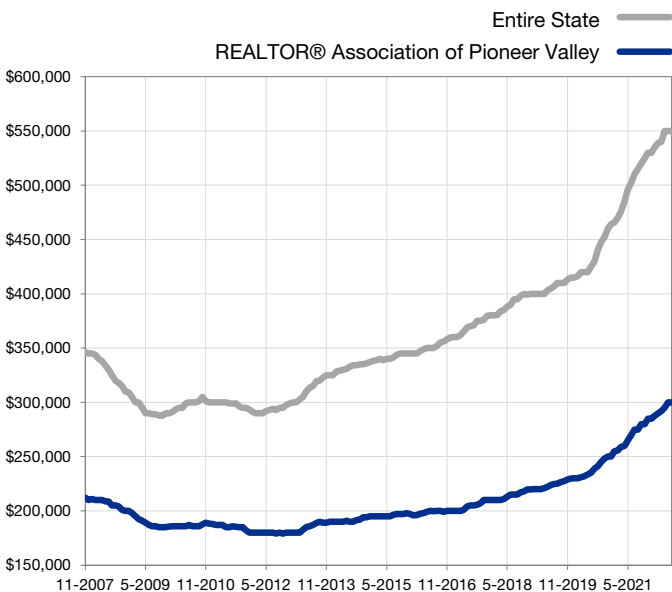
Condominium Properties

	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	84	80	- 4.8%	470	472	+ 0.4%
Closed Sales	77	89	+ 15.6%	389	451	+ 15.9%
Median Sales Price*	\$205,000	\$241,000	+ 17.6%	\$190,000	\$220,000	+ 15.8%
Inventory of Homes for Sale	104	104	0.0%	--	--	--
Months Supply of Inventory	1.5	1.2	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	35	21	- 39.3%	42	28	- 33.9%
Percent of Original List Price Received*	102.6%	105.2%	+ 2.5%	100.5%	103.6%	+ 3.1%
New Listings	99	113	+ 14.1%	512	540	+ 5.5%

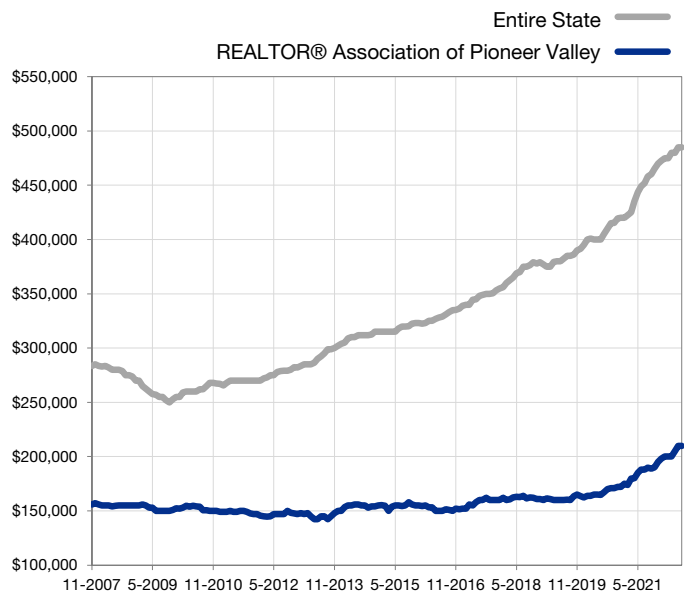
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – June 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	73	64	- 12.3%	285	254	- 10.9%
Closed Sales	54	60	+ 11.1%	239	236	- 1.3%
Median Sales Price*	\$291,096	\$370,000	+ 27.1%	\$270,000	\$315,500	+ 16.9%
Inventory of Homes for Sale	81	85	+ 4.9%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	29	41	+ 41.4%	45	43	- 4.4%
Percent of Original List Price Received*	106.3%	104.7%	- 1.5%	100.8%	102.2%	+ 1.4%
New Listings	89	98	+ 10.1%	328	330	+ 0.6%

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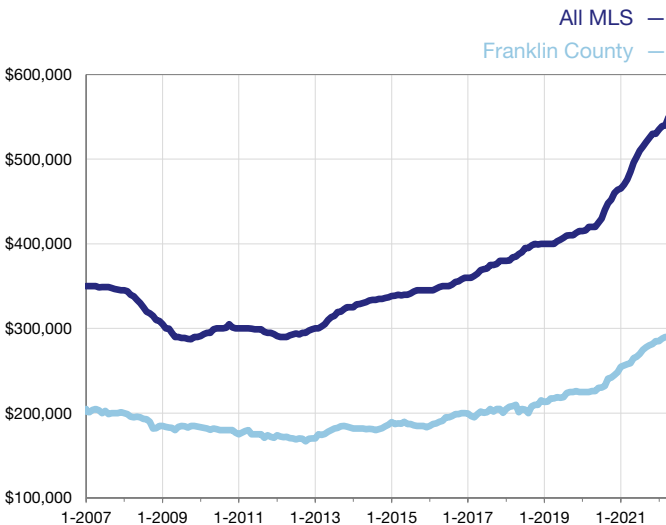
Condominium Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	1	3	+ 200.0%	10	21	+ 110.0%
Closed Sales	1	4	+ 300.0%	9	21	+ 133.3%
Median Sales Price*	\$109,000	\$232,500	+ 113.3%	\$180,000	\$225,000	+ 25.0%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	16	61	+ 281.3%	32	28	- 12.5%
Percent of Original List Price Received*	110.7%	107.1%	- 3.3%	100.9%	105.0%	+ 4.1%
New Listings	4	4	0.0%	12	24	+ 100.0%

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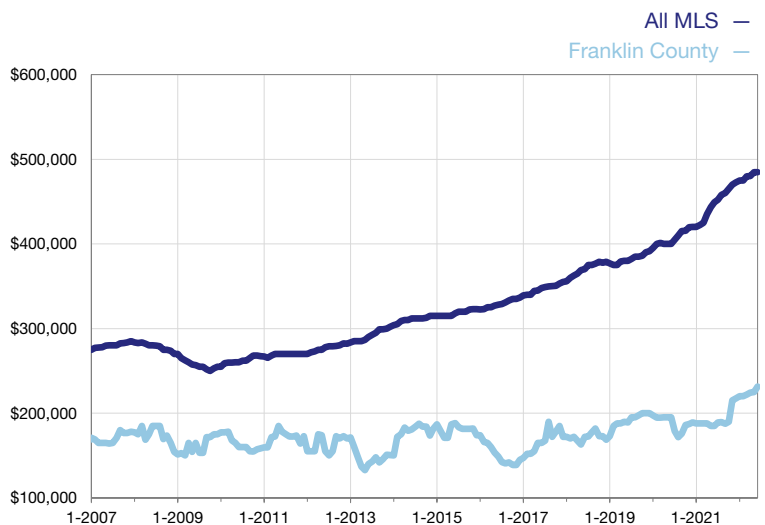
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	417	380	- 8.9%	2,147	1,928	- 10.2%
Closed Sales	427	413	- 3.3%	1,878	1,728	- 8.0%
Median Sales Price*	\$280,000	\$324,000	+ 15.7%	\$255,000	\$289,000	+ 13.3%
Inventory of Homes for Sale	430	380	- 11.6%	--	--	--
Months Supply of Inventory	1.2	1.1	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	26	24	- 7.7%	36	30	- 16.7%
Percent of Original List Price Received*	104.9%	104.7%	- 0.2%	102.0%	103.1%	+ 1.1%
New Listings	510	476	- 6.7%	2,381	2,236	- 6.1%

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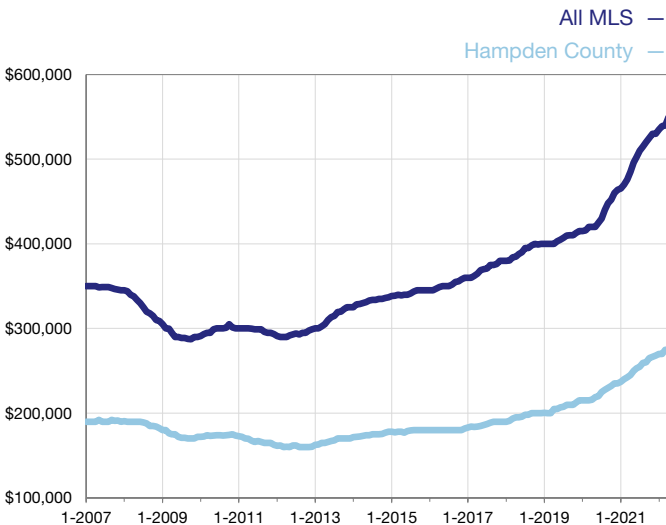
Condominium Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	49	52	+ 6.1%	296	315	+ 6.4%
Closed Sales	48	52	+ 8.3%	254	307	+ 20.9%
Median Sales Price*	\$196,850	\$217,500	+ 10.5%	\$170,050	\$194,000	+ 14.1%
Inventory of Homes for Sale	48	51	+ 6.3%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	34	16	- 52.9%	35	24	- 31.4%
Percent of Original List Price Received*	102.6%	103.8%	+ 1.2%	100.7%	102.6%	+ 1.9%
New Listings	53	68	+ 28.3%	310	348	+ 12.3%

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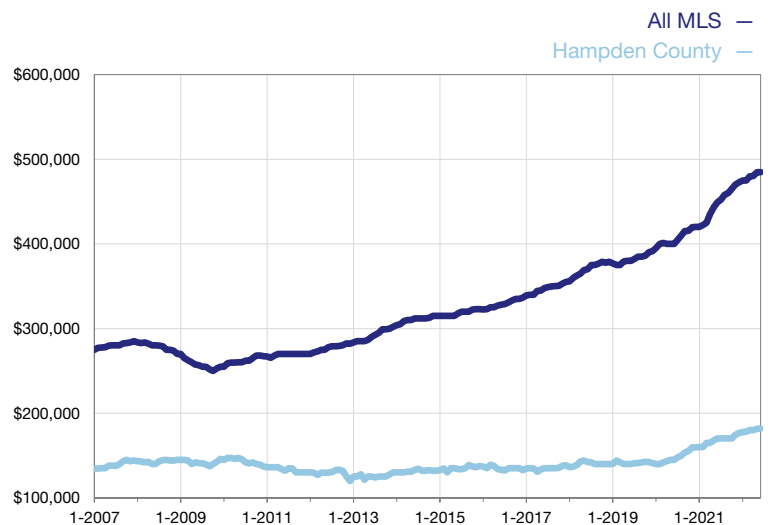
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2022

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Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	134	124	- 7.5%	616	602	- 2.3%
Closed Sales	135	141	+ 4.4%	547	528	- 3.5%
Median Sales Price*	\$405,000	\$438,875	+ 8.4%	\$365,000	\$402,250	+ 10.2%
Inventory of Homes for Sale	165	137	- 17.0%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	29	30	+ 3.4%	50	37	- 26.0%
Percent of Original List Price Received*	105.1%	107.7%	+ 2.5%	101.8%	104.2%	+ 2.4%
New Listings	169	163	- 3.6%	686	707	+ 3.1%

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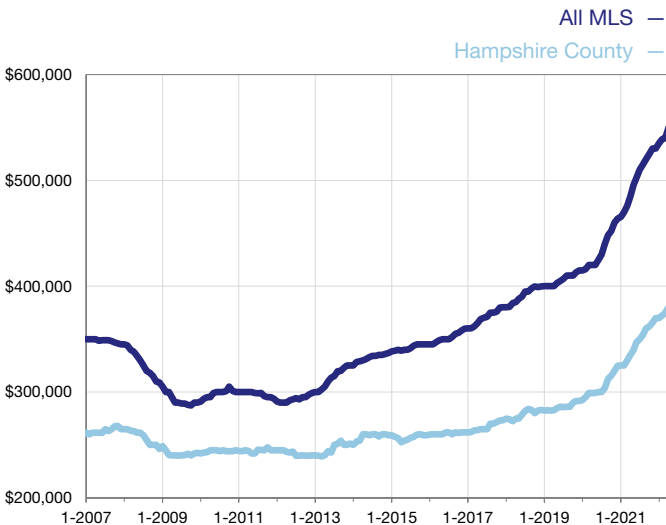
Condominium Properties

Key Metrics	June			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	34	27	- 20.6%	166	141	- 15.1%
Closed Sales	28	34	+ 21.4%	128	126	- 1.6%
Median Sales Price*	\$248,000	\$302,250	+ 21.9%	\$237,950	\$285,000	+ 19.8%
Inventory of Homes for Sale	53	49	- 7.5%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	37	29	- 21.6%	55	37	- 32.7%
Percent of Original List Price Received*	102.4%	106.8%	+ 4.3%	100.1%	105.8%	+ 5.7%
New Listings	43	43	0.0%	193	172	- 10.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

