

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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June 2024 Single-Family Sales Report

Pioneer Valley sales down 10.3% · Median price up 8.8%

PIONEER VALLEY

Sales down 10.3%

Median Price up 8.8%

	2023	2024
Closed Sales (units)	465	417
Median Sales (price)	\$340,000	\$369,900

FRANKLIN COUNTY

Sales down 27.8%

Median Price up 16.1%

	2023	2024
Closed Sales (units)	54	39
Median Sales (price)	\$310,000	\$360,000

HAMPDEN COUNTY

Sales down 5.9%

Median Price up 7.9%

	2023	2024
Closed Sales (units)	303	285
Median Sales (price)	\$315,000	\$340,000

HAMPSHIRE COUNTY

Sales down 17.1%

Median Price up 24.3%

	2023	2024
Closed Sales (units)	117	97
Median Sales (price)	\$400,000	\$497,000

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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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June 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 10.3 percent from 465 in June 2023 to 417 in June 2024.
- **Median Price** - up 8.8 percent from \$340,000 in June 2023 to \$369,900 in June 2024.
- **Inventory of Available Property** - down 18.2 percent from 708 homes for sale in June 2023 to 579 homes for sale in June 2024.
- **Days on the Market** – down 8.5 percent from 32 average number of days on the market in June 2023 to 29 average number of days on the market in June 2024.
- **Pending Sales (under agreement to sell)** – up 24.9 percent from 450 listings pending sale in June 2023 to 562 listings pending sale in June 2024.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.8%

+ 6.9%

- 13.0%

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

	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	450	562	+ 24.9%	2,155	2,241	+ 4.0%
Closed Sales	465	417	- 10.3%	1,940	1,934	- 0.3%
Median Sales Price*	\$340,000	\$369,900	+ 8.8%	\$311,822	\$340,000	+ 9.0%
Inventory of Homes for Sale	708	579	- 18.2%	--	--	--
Months Supply of Inventory	1.8	1.6	- 9.8%	--	--	--
Cumulative Days on Market Until Sale	32	29	- 8.5%	44	38	- 12.9%
Percent of Original List Price Received*	103.3%	103.6%	+ 0.2%	100.2%	101.2%	+ 1.0%
New Listings	542	536	- 1.1%	2,570	2,605	+ 1.4%

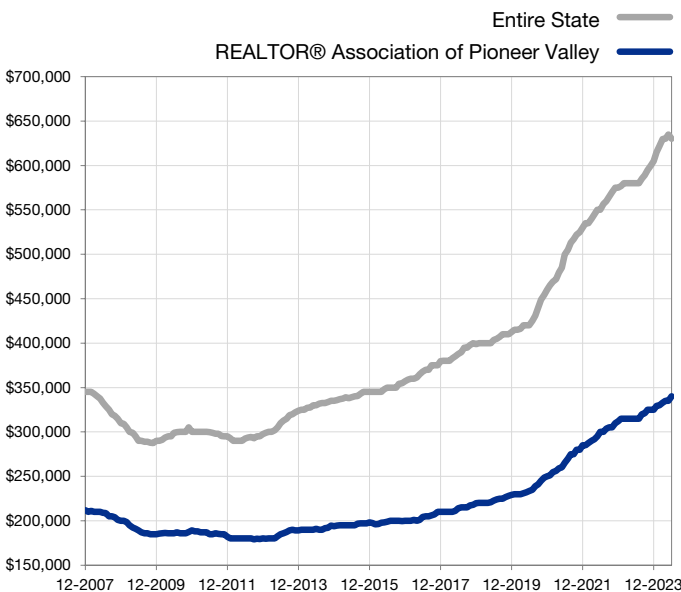
Condominium Properties

	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	69	88	+ 27.5%	355	356	+ 0.3%
Closed Sales	84	62	- 26.2%	338	298	- 11.8%
Median Sales Price*	\$284,900	\$310,000	+ 8.8%	\$231,450	\$261,500	+ 13.0%
Inventory of Homes for Sale	85	111	+ 30.6%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 54.4%	--	--	--
Cumulative Days on Market Until Sale	47	28	- 41.1%	41	38	- 7.6%
Percent of Original List Price Received*	102.4%	101.9%	- 0.5%	101.6%	100.9%	- 0.7%
New Listings	71	87	+ 22.5%	376	435	+ 15.7%

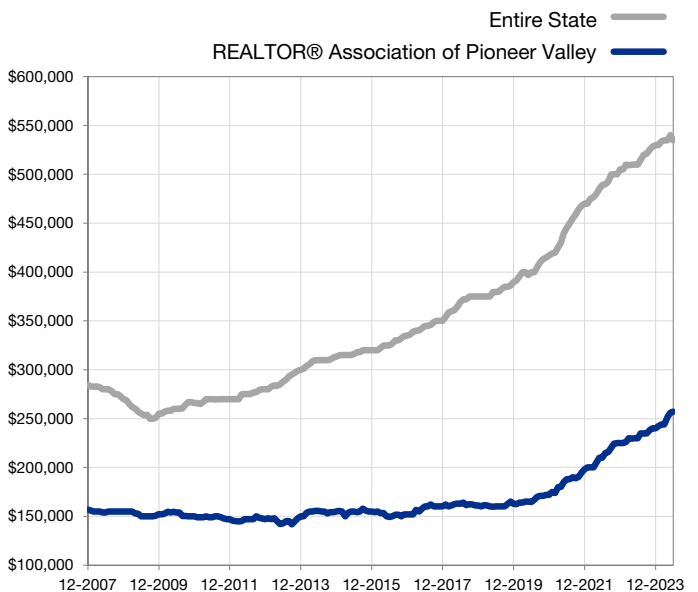
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	65	69	+ 6.2%	236	247	+ 4.7%
Closed Sales	54	39	- 27.8%	208	201	- 3.4%
Median Sales Price*	\$310,000	\$360,000	+ 16.1%	\$295,000	\$335,000	+ 13.6%
Inventory of Homes for Sale	88	80	- 9.1%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	41	25	- 39.0%	58	46	- 20.7%
Percent of Original List Price Received*	102.5%	103.3%	+ 0.8%	98.8%	98.2%	- 0.6%
New Listings	70	63	- 10.0%	264	275	+ 4.2%

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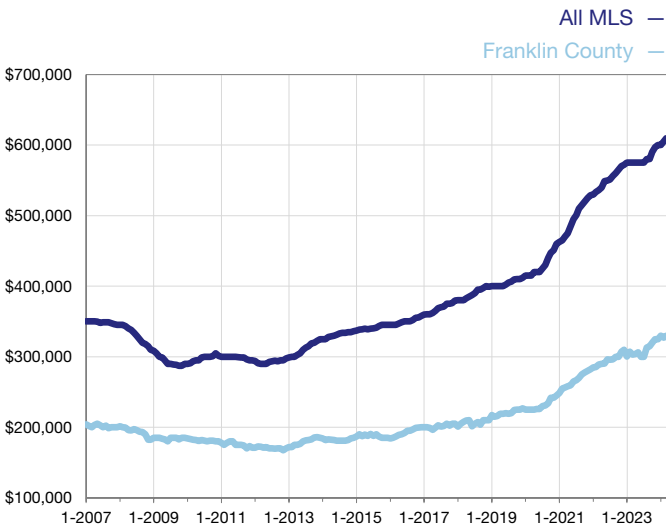
Condominium Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	1	5	+ 400.0%	12	23	+ 91.7%
Closed Sales	6	3	- 50.0%	12	17	+ 41.7%
Median Sales Price*	\$268,500	\$264,500	- 1.5%	\$272,500	\$264,500	- 2.9%
Inventory of Homes for Sale	0	5	--	--	--	--
Months Supply of Inventory	0.0	1.5	--	--	--	--
Cumulative Days on Market Until Sale	14	28	+ 100.0%	17	24	+ 41.2%
Percent of Original List Price Received*	104.1%	100.2%	- 3.7%	102.8%	102.0%	- 0.8%
New Listings	0	5	--	13	25	+ 92.3%

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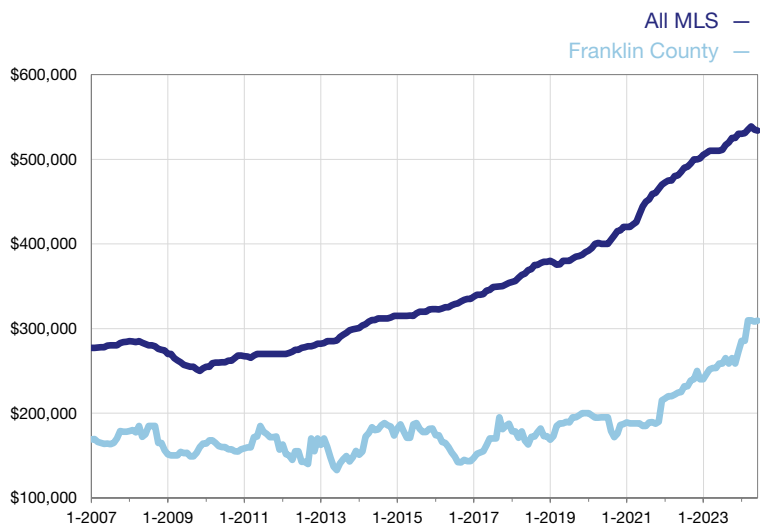
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	272	377	+ 38.6%	1,483	1,563	+ 5.4%
Closed Sales	303	285	- 5.9%	1,368	1,375	+ 0.5%
Median Sales Price*	\$315,000	\$340,000	+ 7.9%	\$296,000	\$320,000	+ 8.1%
Inventory of Homes for Sale	438	332	- 24.2%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	31	29	- 6.5%	41	35	- 14.6%
Percent of Original List Price Received*	103.1%	103.2%	+ 0.1%	100.2%	101.5%	+ 1.3%
New Listings	339	344	+ 1.5%	1,728	1,760	+ 1.9%

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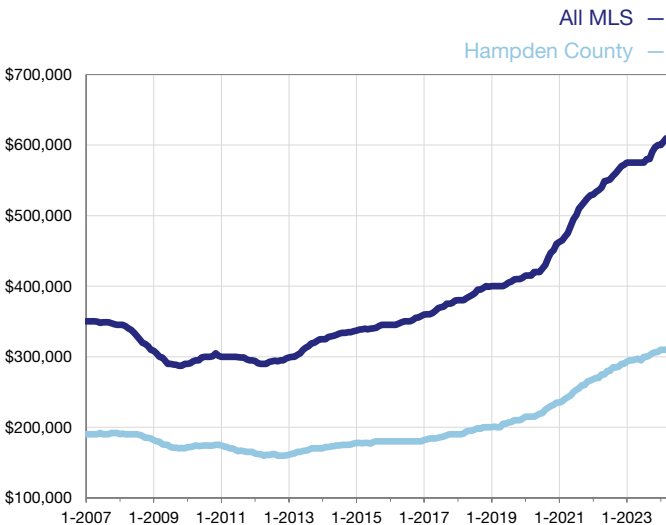
Condominium Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	42	53	+ 26.2%	223	224	+ 0.4%
Closed Sales	47	35	- 25.5%	217	180	- 17.1%
Median Sales Price*	\$232,900	\$265,000	+ 13.8%	\$219,000	\$230,000	+ 5.0%
Inventory of Homes for Sale	43	74	+ 72.1%	--	--	--
Months Supply of Inventory	1.1	2.2	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	45	29	- 35.6%	38	31	- 18.4%
Percent of Original List Price Received*	100.6%	101.6%	+ 1.0%	100.6%	100.8%	+ 0.2%
New Listings	42	51	+ 21.4%	233	275	+ 18.0%

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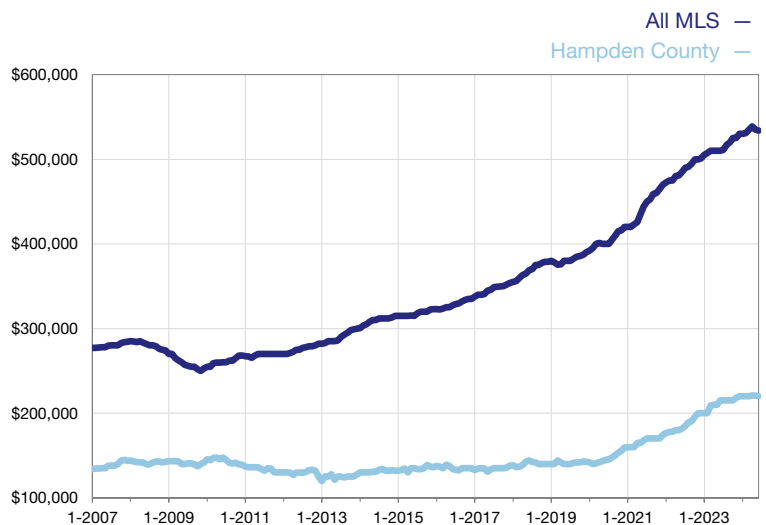
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2024

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Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	115	120	+ 4.3%	469	450	- 4.1%
Closed Sales	117	97	- 17.1%	398	383	- 3.8%
Median Sales Price*	\$400,000	\$497,000	+ 24.3%	\$392,000	\$448,500	+ 14.4%
Inventory of Homes for Sale	145	150	+ 3.4%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--
Cumulative Days on Market Until Sale	30	28	- 6.7%	44	41	- 6.8%
Percent of Original List Price Received*	104.0%	104.8%	+ 0.8%	100.8%	101.7%	+ 0.9%
New Listings	121	125	+ 3.3%	543	546	+ 0.6%

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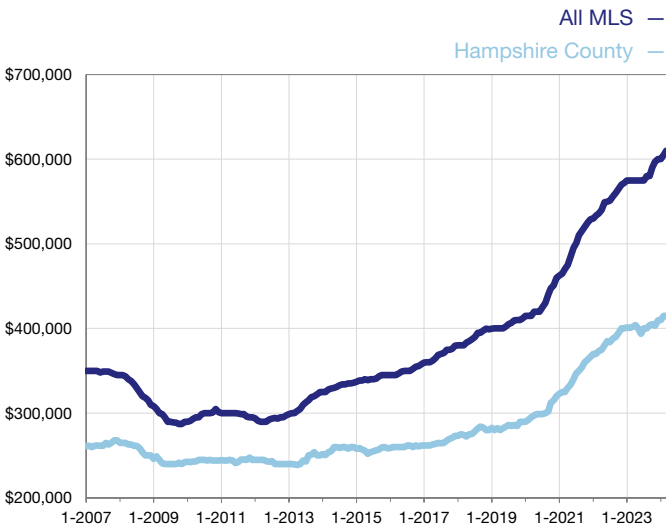
Condominium Properties

Key Metrics	June			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	26	31	+ 19.2%	120	111	- 7.5%
Closed Sales	31	24	- 22.6%	108	101	- 6.5%
Median Sales Price*	\$350,000	\$353,000	+ 0.9%	\$305,000	\$335,000	+ 9.8%
Inventory of Homes for Sale	42	32	- 23.8%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	53	26	- 50.9%	48	51	+ 6.3%
Percent of Original List Price Received*	104.2%	102.5%	- 1.6%	103.1%	100.8%	- 2.2%
New Listings	27	31	+ 14.8%	127	130	+ 2.4%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

