

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104  
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125  
[rapv.com](http://rapv.com)



Peter Ruffini  
President  
[peterruffini@peterruffini.com](mailto:peterruffini@peterruffini.com)

David Belew, RCE  
Chief Executive Officer  
[david@rapv.com](mailto:david@rapv.com)

Ayca Yavuz, RCE  
Director of Marketing & Communications  
[ayca@rapv.com](mailto:ayca@rapv.com)

## March 2024 Single-Family Sales Report Pioneer Valley sales down 12.0% · Median price up 13.6%

### PIONEER VALLEY

Sales down 12.0%	Median Price up 13.6%	
	2023	2024
Closed Sales (units)	309	272
Median Sales (price)	\$295,000	\$335,000

### FRANKLIN COUNTY

Sales up 10.7%	Median Price up 21.8%	
	2023	2024
Closed Sales (units)	28	31
Median Sales (price)	\$275,000	\$335,000

### HAMPDEN COUNTY

Sales down 15.3%	Median Price up 11.5%	
	2023	2024
Closed Sales (units)	222	188
Median Sales (price)	\$278,000	\$309,950

### HAMPSHIRE COUNTY

Sales down 6.5%	Median Price up 7.4%	
	2023	2024
Closed Sales (units)	62	58
Median Sales (price)	\$391,000	\$420,000

Media Contact:  
Ayca Yavuz  
[Ayca@rapv.com](mailto:ayca@rapv.com)

#### 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.

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104  
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125  
[rapv.com](http://rapv.com)



Peter Ruffini  
President  
[peterruffini@peterruffini.com](mailto:peterruffini@peterruffini.com)

David Belew, RCE  
Chief Executive Officer  
[david@rapv.com](mailto:david@rapv.com)

Ayca Yavuz, RCE  
Director of Marketing & Communications  
[ayca@rapv.com](mailto:ayca@rapv.com)

---

## March 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 12.0 percent from 309 in March 2023 to 272 in March 2024.
- **Median Price** - up 13.6 percent from \$295,000 in March 2023 to \$335,000 in March 2024.
- **Inventory of Available Property** - down 38.1 percent from 583 homes for sale in March 2023 to 361 homes for sale in March 2024.
- **Days on the Market** – down 15.3 percent from 53 average number of days on the market in March 2023 to 45 average number of days on the market in March 2024.
- **Pending Sales (under agreement to sell)** – up 19.3 percent from 336 listings pending sale in March 2023 to 401 listings pending sale in March 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®.*

### 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.

# Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 13.4%**

**+ 12.7%**

**- 37.5%**

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

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	336	401	+ 19.3%	839	940	+ 12.0%
Closed Sales	309	272	- 12.0%	788	805	+ 2.2%
Median Sales Price*	\$295,000	<b>\$335,000</b>	+ 13.6%	\$290,575	<b>\$325,000</b>	+ 11.8%
Inventory of Homes for Sale	583	361	- 38.1%	--	--	--
Months Supply of Inventory	1.4	1.0	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	53	45	- 15.3%	51	46	- 10.7%
Percent of Original List Price Received*	97.8%	99.3%	+ 1.5%	97.3%	99.2%	+ 1.9%
New Listings	376	351	- 6.6%	968	956	- 1.2%

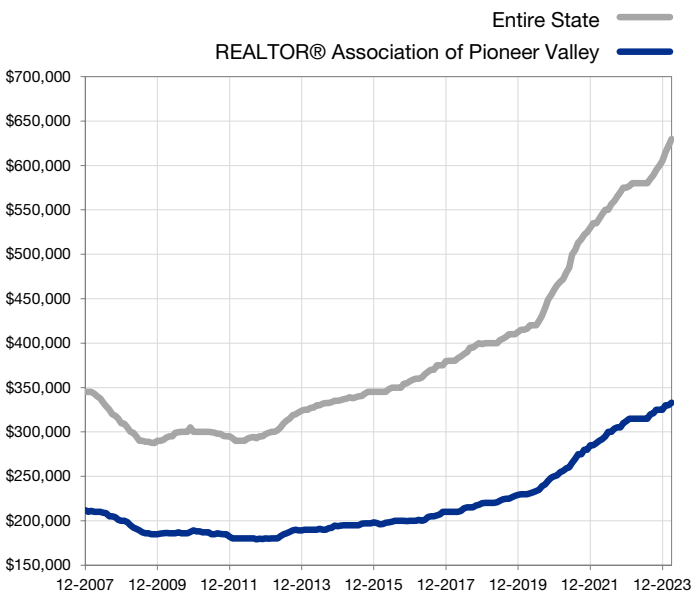
### Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	56	67	+ 19.6%	162	151	- 6.8%
Closed Sales	58	46	- 20.7%	141	123	- 12.8%
Median Sales Price*	\$223,500	<b>\$249,950</b>	+ 11.8%	\$219,000	<b>\$242,500</b>	+ 10.7%
Inventory of Homes for Sale	95	63	- 33.7%	--	--	--
Months Supply of Inventory	1.4	1.1	- 18.0%	--	--	--
Cumulative Days on Market Until Sale	54	41	- 23.4%	41	46	+ 12.7%
Percent of Original List Price Received*	101.7%	99.9%	- 1.8%	100.3%	99.4%	- 0.8%
New Listings	64	63	- 1.6%	161	161	0.0%

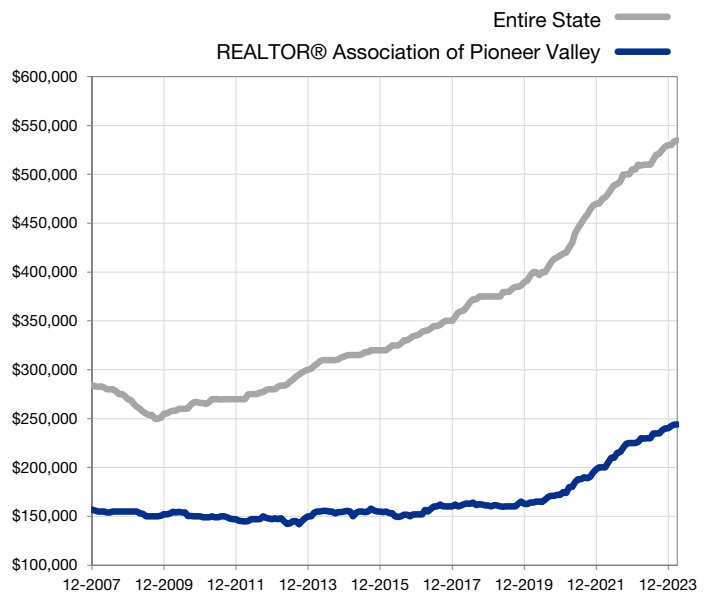
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	30	<b>38</b>	+ 26.7%	81	<b>107</b>	+ 32.1%
Closed Sales	28	<b>31</b>	+ 10.7%	80	<b>90</b>	+ 12.5%
Median Sales Price*	\$275,000	<b>\$335,000</b>	+ 21.8%	\$280,000	<b>\$323,000</b>	+ 15.4%
Inventory of Homes for Sale	60	<b>49</b>	- 18.3%	--	--	--
Months Supply of Inventory	1.4	<b>1.2</b>	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>53</b>	- 8.6%	67	<b>58</b>	- 13.4%
Percent of Original List Price Received*	96.7%	<b>97.7%</b>	+ 1.0%	95.1%	<b>96.3%</b>	+ 1.3%
New Listings	27	<b>37</b>	+ 37.0%	67	<b>96</b>	+ 43.3%

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

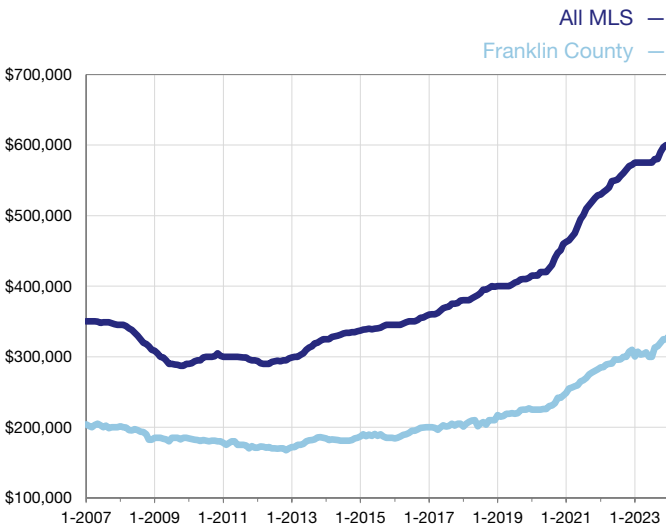
### Condominium Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	1	<b>4</b>	+ 300.0%	3	<b>7</b>	+ 133.3%
Closed Sales	2	<b>1</b>	- 50.0%	3	<b>4</b>	+ 33.3%
Median Sales Price*	\$205,000	<b>\$335,000</b>	+ 63.4%	\$265,000	<b>\$323,850</b>	+ 22.2%
Inventory of Homes for Sale	8	<b>7</b>	- 12.5%	--	--	--
Months Supply of Inventory	2.5	<b>2.6</b>	+ 4.0%	--	--	--
Cumulative Days on Market Until Sale	7	<b>22</b>	+ 214.3%	16	<b>21</b>	+ 31.3%
Percent of Original List Price Received*	101.7%	<b>97.1%</b>	- 4.5%	100.0%	<b>104.3%</b>	+ 4.3%
New Listings	4	<b>4</b>	0.0%	7	<b>12</b>	+ 71.4%

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

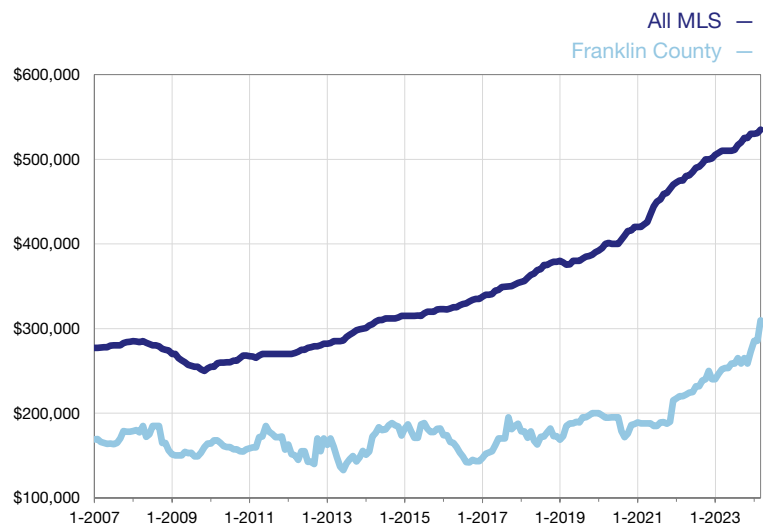
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	247	<b>292</b>	+ 18.2%	624	<b>676</b>	+ 8.3%
Closed Sales	222	<b>188</b>	- 15.3%	569	<b>579</b>	+ 1.8%
Median Sales Price*	\$278,000	<b>\$309,950</b>	+ 11.5%	\$275,000	<b>\$303,000</b>	+ 10.2%
Inventory of Homes for Sale	374	<b>224</b>	- 40.1%	--	--	--
Months Supply of Inventory	1.3	<b>0.9</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	53	<b>41</b>	- 22.6%	50	<b>41</b>	- 18.0%
Percent of Original List Price Received*	97.9%	<b>99.8%</b>	+ 1.9%	97.4%	<b>99.6%</b>	+ 2.3%
New Listings	259	<b>252</b>	- 2.7%	705	<b>686</b>	- 2.7%

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

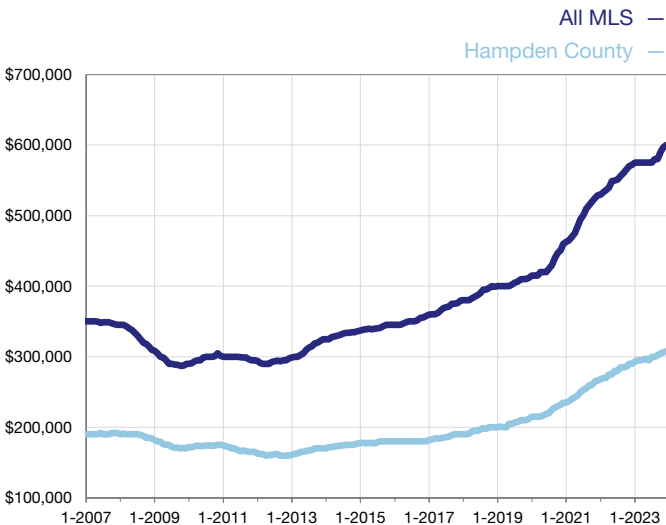
### Condominium Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	30	<b>44</b>	+ 46.7%	102	<b>102</b>	0.0%
Closed Sales	35	<b>34</b>	- 2.9%	96	<b>78</b>	- 18.8%
Median Sales Price*	\$189,000	<b>\$211,000</b>	+ 11.6%	\$199,950	<b>\$220,000</b>	+ 10.0%
Inventory of Homes for Sale	41	<b>36</b>	- 12.2%	--	--	--
Months Supply of Inventory	0.9	<b>1.1</b>	+ 22.2%	--	--	--
Cumulative Days on Market Until Sale	45	<b>25</b>	- 44.4%	37	<b>36</b>	- 2.7%
Percent of Original List Price Received*	101.4%	<b>99.7%</b>	- 1.7%	100.0%	<b>99.7%</b>	- 0.3%
New Listings	34	<b>38</b>	+ 11.8%	98	<b>104</b>	+ 6.1%

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

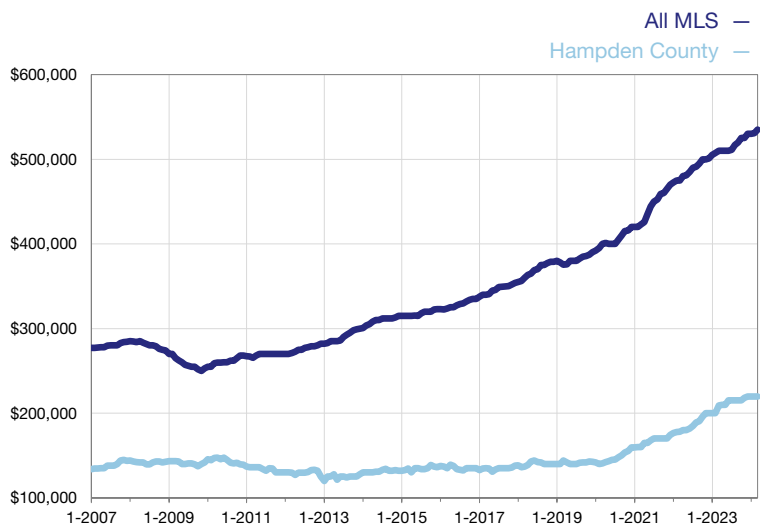
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	65	<b>72</b>	+ 10.8%	152	<b>169</b>	+ 11.2%
Closed Sales	62	<b>58</b>	- 6.5%	151	<b>150</b>	- 0.7%
Median Sales Price*	\$391,000	<b>\$420,000</b>	+ 7.4%	\$371,700	<b>\$415,500</b>	+ 11.8%
Inventory of Homes for Sale	132	<b>84</b>	- 36.4%	--	--	--
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	48	<b>45</b>	- 6.3%	48	<b>54</b>	+ 12.5%
Percent of Original List Price Received*	98.3%	<b>99.1%</b>	+ 0.8%	98.0%	<b>99.1%</b>	+ 1.1%
New Listings	86	<b>65</b>	- 24.4%	186	<b>178</b>	- 4.3%

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

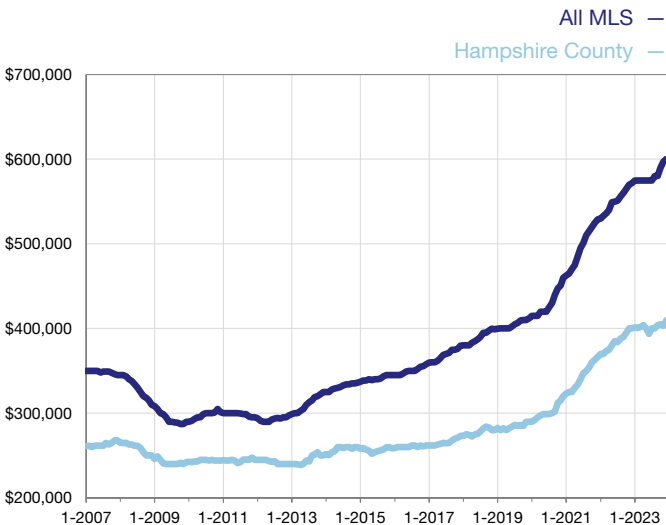
### Condominium Properties

Key Metrics	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	24	<b>19</b>	- 20.8%	55	<b>43</b>	- 21.8%
Closed Sales	21	<b>12</b>	- 42.9%	42	<b>41</b>	- 2.4%
Median Sales Price*	\$304,500	<b>\$335,000</b>	+ 10.0%	\$290,000	<b>\$317,500</b>	+ 9.5%
Inventory of Homes for Sale	48	<b>18</b>	- 62.5%	--	--	--
Months Supply of Inventory	2.3	<b>1.0</b>	- 56.5%	--	--	--
Cumulative Days on Market Until Sale	74	<b>88</b>	+ 18.9%	53	<b>68</b>	+ 28.3%
Percent of Original List Price Received*	102.2%	<b>100.4%</b>	- 1.8%	100.9%	<b>98.2%</b>	- 2.7%
New Listings	26	<b>21</b>	- 19.2%	54	<b>46</b>	- 14.8%

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

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

