

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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March 2025 Single-Family Sales Report

Pioneer Valley sales up 0.4% · Median price up 1.5%

PIONEER VALLEY

Sales up 0.4%

Median Price up 1.5%

	2024	2025
Closed Sales (units)	274	275
Median Sales (price)	\$335,000	\$340,000

FRANKLIN COUNTY

Sales down 3.2%

Median Price up 10.8%

	2024	2025
Closed Sales (units)	31	30
Median Sales (price)	\$335,000	\$371,150

HAMPDEN COUNTY

Sales up 2.1%

Median Price up 4.9%

	2024	2025
Closed Sales (units)	190	194
Median Sales (price)	\$309,950	\$325,000

HAMPSHIRE COUNTY

Sales 0.0%

Median Price down 2.4%

	2024	2025
Closed Sales (units)	58	58
Median Sales (price)	\$420,000	\$410,000

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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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March 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 0.4 percent from 274 in March 2024 to 275 in March 2025.
- **Median Price** – up 1.5 percent from \$335,000 in March 2024 to \$340,000 in March 2025.
- **Inventory of Available Property** – down 8.8 percent from 512 homes for sale in March 2024 to 467 homes for sale in March 2025.
- **Days on the Market** – up 9.9 percent from 45 average number of days on the market in March 2024 to 50 average number of days on the market in March 2025.
- **Pending Sales (under agreement to sell)** – up 17.3 percent from 336 listings pending sale in March 2024 to 394 listings pending sale in March 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 – March 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 3.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.1%

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

- 3.7%

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

Single-Family Properties

	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	336	394	+ 17.3%	861	927	+ 7.7%
Closed Sales	274	275	+ 0.4%	808	819	+ 1.4%
Median Sales Price*	\$335,000	\$340,000	+ 1.5%	\$325,000	\$340,000	+ 4.6%
Inventory of Homes for Sale	512	467	- 8.8%	--	--	--
Months Supply of Inventory	1.4	1.3	- 9.4%	--	--	--
Cumulative Days on Market Until Sale	45	50	+ 9.9%	46	50	+ 7.8%
Percent of Original List Price Received*	99.3%	98.9%	- 0.4%	99.1%	98.2%	- 0.9%
New Listings	352	404	+ 14.8%	954	977	+ 2.4%

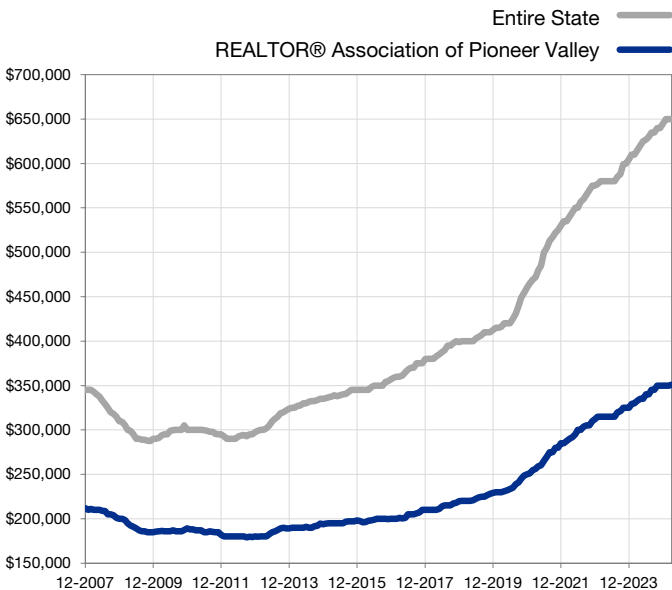
Condominium Properties

	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	57	88	+ 54.4%	140	190	+ 35.7%
Closed Sales	47	58	+ 23.4%	124	161	+ 29.8%
Median Sales Price*	\$250,000	\$261,500	+ 4.6%	\$243,250	\$254,900	+ 4.8%
Inventory of Homes for Sale	86	109	+ 26.7%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.9%	--	--	--
Cumulative Days on Market Until Sale	41	50	+ 23.8%	46	54	+ 17.3%
Percent of Original List Price Received*	99.9%	98.6%	- 1.2%	99.4%	99.0%	- 0.4%
New Listings	63	77	+ 22.2%	161	190	+ 18.0%

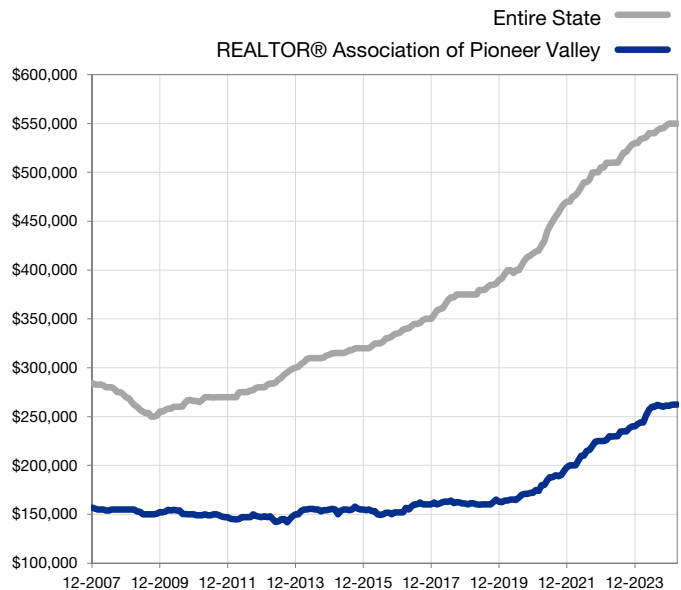
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	35	32	- 8.6%	103	94	- 8.7%
Closed Sales	31	30	- 3.2%	91	94	+ 3.3%
Median Sales Price*	\$335,000	\$371,150	+ 10.8%	\$320,000	\$344,500	+ 7.7%
Inventory of Homes for Sale	63	72	+ 14.3%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	53	91	+ 71.7%	58	60	+ 3.4%
Percent of Original List Price Received*	97.7%	96.3%	- 1.4%	96.3%	97.5%	+ 1.2%
New Listings	38	45	+ 18.4%	97	98	+ 1.0%

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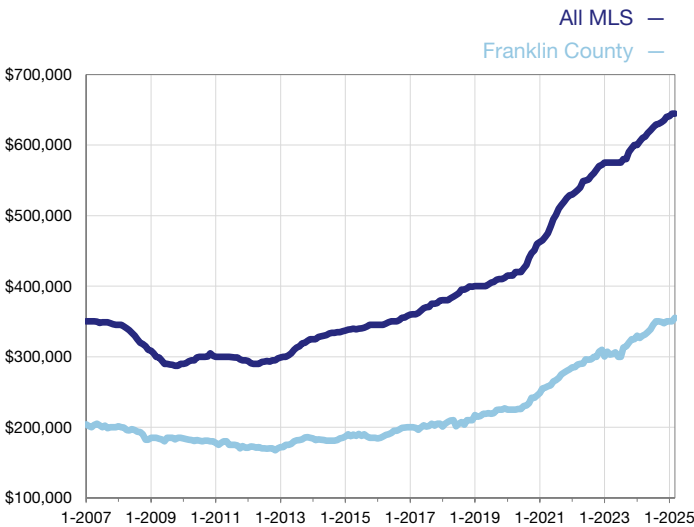
Condominium Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	4	5	+ 25.0%	7	11	+ 57.1%
Closed Sales	1	6	+ 500.0%	4	10	+ 150.0%
Median Sales Price*	\$335,000	\$317,500	- 5.2%	\$323,850	\$317,500	- 2.0%
Inventory of Homes for Sale	10	6	- 40.0%	--	--	--
Months Supply of Inventory	3.8	1.6	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	22	43	+ 95.5%	21	42	+ 100.0%
Percent of Original List Price Received*	97.1%	99.7%	+ 2.7%	104.3%	98.7%	- 5.4%
New Listings	4	5	+ 25.0%	12	10	- 16.7%

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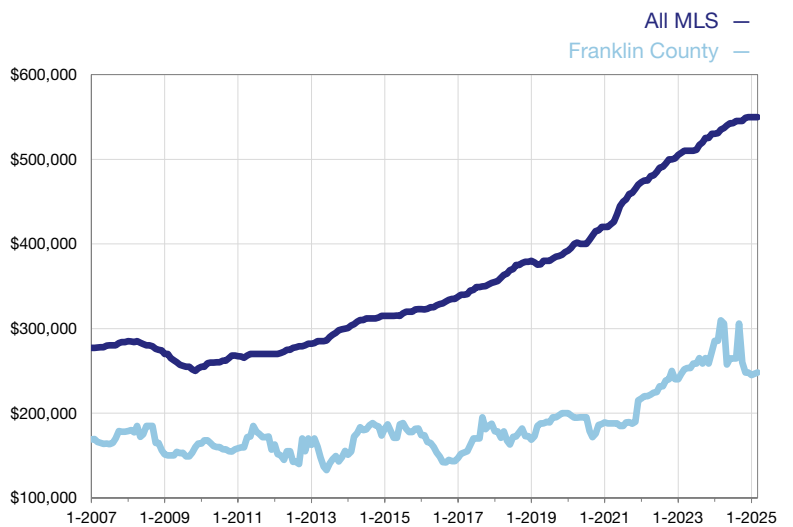
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – March 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	240	282	+ 17.5%	613	657	+ 7.2%
Closed Sales	190	194	+ 2.1%	582	563	- 3.3%
Median Sales Price*	\$309,950	\$325,000	+ 4.9%	\$303,500	\$325,000	+ 7.1%
Inventory of Homes for Sale	335	290	- 13.4%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	42	42	0.0%	42	46	+ 9.5%
Percent of Original List Price Received*	99.7%	99.4%	- 0.3%	99.6%	98.4%	- 1.2%
New Listings	250	279	+ 11.6%	684	684	0.0%

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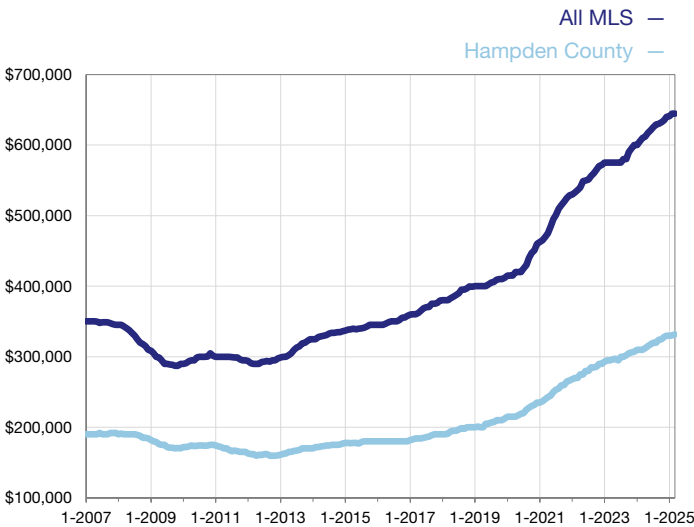
Condominium Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	38	48	+ 26.3%	94	114	+ 21.3%
Closed Sales	34	35	+ 2.9%	78	101	+ 29.5%
Median Sales Price*	\$211,000	\$244,900	+ 16.1%	\$220,000	\$225,000	+ 2.3%
Inventory of Homes for Sale	47	70	+ 48.9%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--
Cumulative Days on Market Until Sale	25	43	+ 72.0%	36	56	+ 55.6%
Percent of Original List Price Received*	99.7%	99.2%	- 0.5%	99.7%	98.9%	- 0.8%
New Listings	37	40	+ 8.1%	103	111	+ 7.8%

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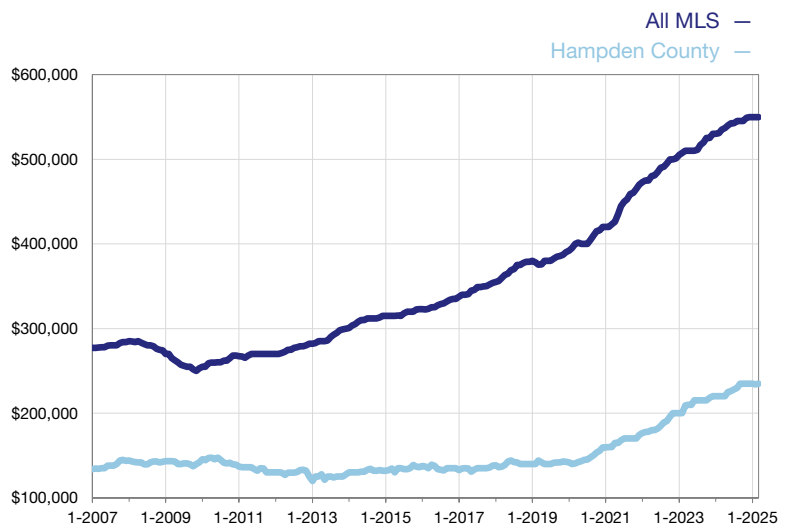
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – March 2025

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Hampshire County

Single-Family Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	61	84	+ 37.7%	156	186	+ 19.2%
Closed Sales	58	58	0.0%	150	173	+ 15.3%
Median Sales Price*	\$420,000	\$410,000	- 2.4%	\$415,500	\$410,000	- 1.3%
Inventory of Homes for Sale	105	97	- 7.6%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	45	59	+ 31.1%	54	59	+ 9.3%
Percent of Original List Price Received*	99.1%	98.0%	- 1.1%	99.1%	98.3%	- 0.8%
New Listings	64	83	+ 29.7%	176	183	+ 4.0%

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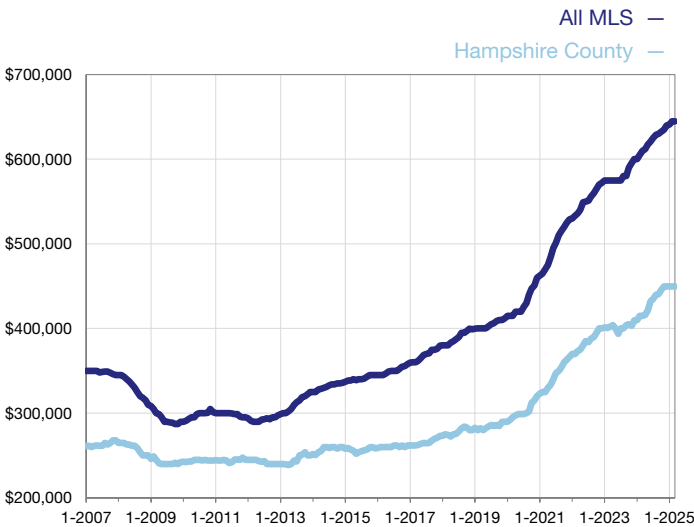
Condominium Properties

Key Metrics	March			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	15	35	+ 133.3%	40	65	+ 62.5%
Closed Sales	13	17	+ 30.8%	42	50	+ 19.0%
Median Sales Price*	\$320,000	\$315,000	- 1.6%	\$306,250	\$314,250	+ 2.6%
Inventory of Homes for Sale	24	31	+ 29.2%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--
Cumulative Days on Market Until Sale	81	68	- 16.0%	67	53	- 20.9%
Percent of Original List Price Received*	100.3%	97.0%	- 3.3%	98.2%	99.1%	+ 0.9%
New Listings	20	32	+ 60.0%	45	67	+ 48.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

