

NEWS RELEASE

REALTOR® Association of Pioneer Valley

225 Park Avenue · West Springfield, MA 01089

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March 2026 Single-Family Sales Report

Pioneer Valley sales down 8.6% · Median price up 8.8%

PIONEER VALLEY

Sales down 8.6%

Median Price up 8.8%

	2025	2026
Closed Sales (units)	279	255
Median Sales (price)	\$340,000	\$370,000

FRANKLIN COUNTY

Sales down 13.3%

Median Price up 2.7%

	2025	2026
Closed Sales (units)	30	26
Median Sales (price)	\$371,150	\$381,000

HAMPDEN COUNTY

Sales down 6.1%

Median Price up 9.5%

	2025	2026
Closed Sales (units)	198	186
Median Sales (price)	\$325,000	\$356,000

HAMPSHIRE COUNTY

Sales down 27.6%

Median Price up 28.4%

	2025	2026
Closed Sales (units)	58	42
Median Sales (price)	\$410,000	\$526,500

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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 2026 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down -8.6% percent from 279 in March 2025 to 255 in March 2026.
- **Median Price** – up 8.8% percent from \$340,000 in March 2025 to \$370,000 in March 2026.
- **Inventory of Available Property** – down -23.0% percent from 612 homes for sale in March 2025 to 471 homes for sale in March 2026.
- **Days on the Market** – up 16.5% percent from 51 average number of days on the market in March 2025 to 59 average number of days on the market in March 2026.
- **Pending Sales (under agreement to sell)** – up 24.0% percent from 329 listings pending sale in March 2025 to 408 listings pending sale in March 2026.

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 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 9.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.1%

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

- 24.0%

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

Single-Family Properties

	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	329	408	+ 24.0%	856	908	+ 6.1%
Closed Sales	279	255	- 8.6%	825	758	- 8.1%
Median Sales Price*	\$340,000	\$370,000	+ 8.8%	\$339,900	\$360,000	+ 5.9%
Inventory of Homes for Sale	612	471	- 23.0%	--	--	--
Months Supply of Inventory	1.6	1.3	- 23.0%	--	--	--
Cumulative Days on Market Until Sale	51	59	+ 16.5%	50	58	+ 16.5%
Percent of Original List Price Received*	98.9%	98.7%	- 0.2%	98.2%	98.1%	- 0.1%
New Listings	405	448	+ 10.6%	979	971	- 0.8%

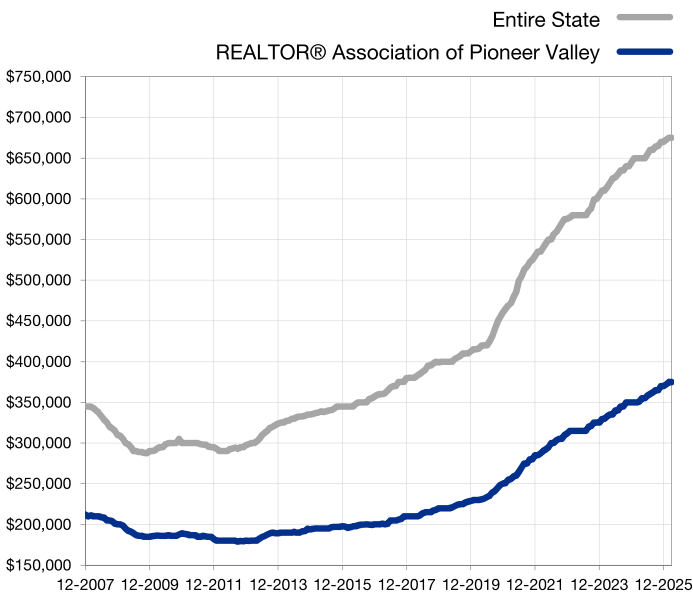
Condominium Properties

	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	66	78	+ 18.2%	166	171	+ 3.0%
Closed Sales	59	51	- 13.6%	162	132	- 18.5%
Median Sales Price*	\$260,000	\$250,000	- 3.8%	\$252,950	\$251,250	- 0.7%
Inventory of Homes for Sale	142	102	- 28.2%	--	--	--
Months Supply of Inventory	2.3	1.6	- 27.4%	--	--	--
Cumulative Days on Market Until Sale	52	56	+ 7.0%	54	67	+ 23.2%
Percent of Original List Price Received*	98.4%	97.8%	- 0.6%	98.9%	97.7%	- 1.3%
New Listings	77	75	- 2.6%	190	179	- 5.8%

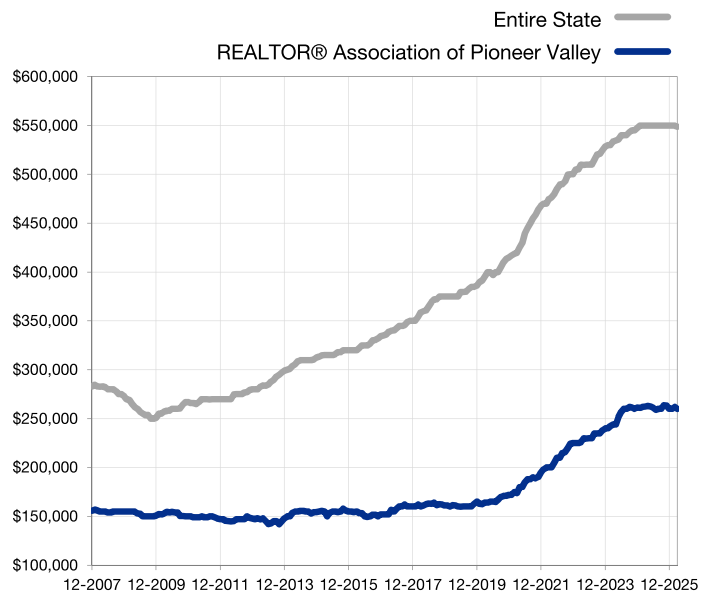
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	26	46	+ 76.9%	88	94	+ 6.8%
Closed Sales	30	26	- 13.3%	94	77	- 18.1%
Median Sales Price*	\$371,150	\$381,000	+ 2.7%	\$344,500	\$358,000	+ 3.9%
Inventory of Homes for Sale	87	54	- 37.9%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	91	81	- 11.0%	60	65	+ 8.3%
Percent of Original List Price Received*	96.3%	96.2%	- 0.1%	97.5%	96.9%	- 0.6%
New Listings	45	42	- 6.7%	99	95	- 4.0%

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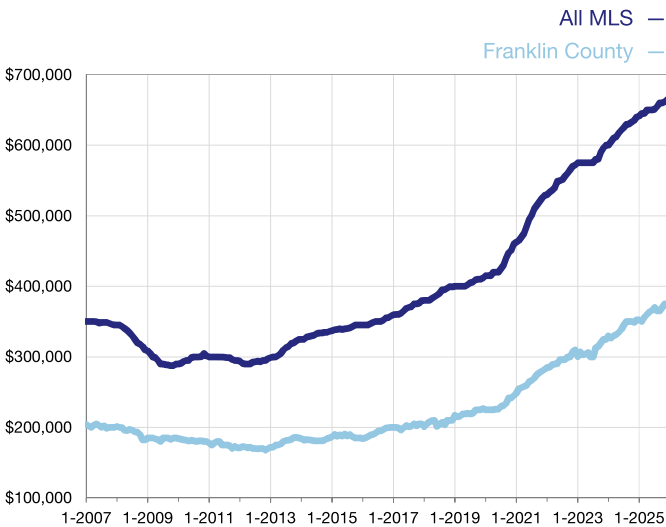
Condominium Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	5	2	- 60.0%	11	3	- 72.7%
Closed Sales	6	1	- 83.3%	10	3	- 70.0%
Median Sales Price*	\$317,500	\$336,000	+ 5.8%	\$317,500	\$259,900	- 18.1%
Inventory of Homes for Sale	6	7	+ 16.7%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	43	6	- 86.0%	42	8	- 81.0%
Percent of Original List Price Received*	99.7%	103.4%	+ 3.7%	98.7%	99.8%	+ 1.1%
New Listings	5	3	- 40.0%	10	5	- 50.0%

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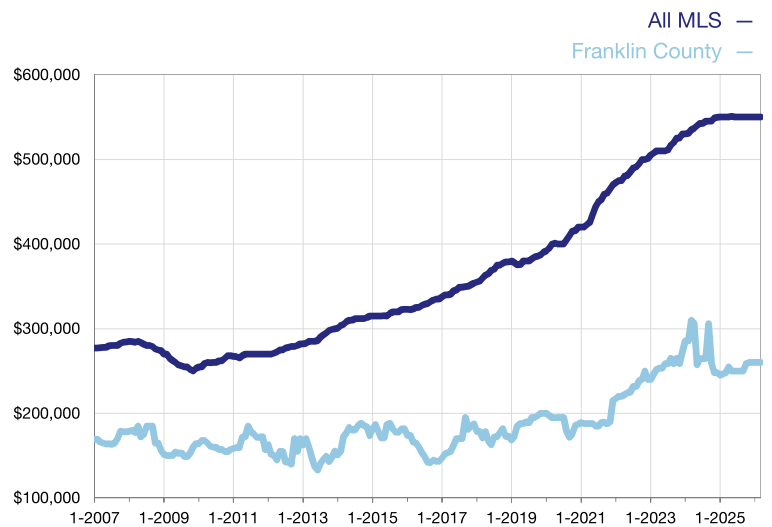
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – March 2026

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	233	274	+ 17.6%	602	653	+ 8.5%
Closed Sales	198	186	- 6.1%	568	543	- 4.4%
Median Sales Price*	\$325,000	\$356,000	+ 9.5%	\$324,750	\$340,000	+ 4.7%
Inventory of Homes for Sale	389	297	- 23.7%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	43	53	+ 23.3%	46	53	+ 15.2%
Percent of Original List Price Received*	99.3%	99.3%	0.0%	98.4%	98.7%	+ 0.3%
New Listings	273	306	+ 12.1%	679	679	0.0%

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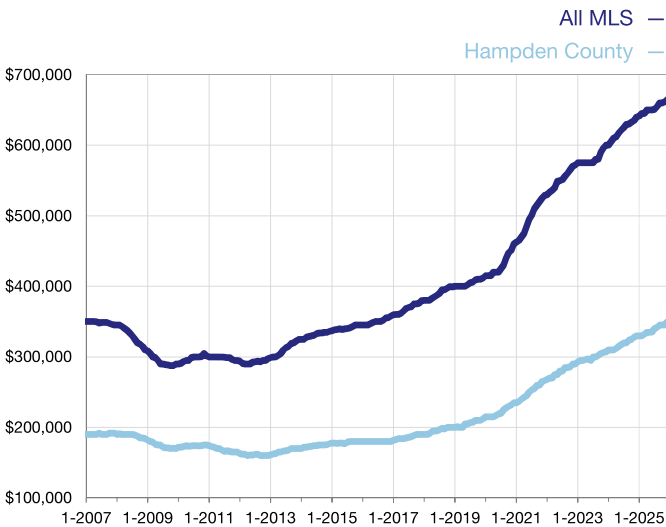
Condominium Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	36	48	+ 33.3%	100	114	+ 14.0%
Closed Sales	36	35	- 2.8%	102	94	- 7.8%
Median Sales Price*	\$237,200	\$215,000	- 9.4%	\$225,000	\$235,000	+ 4.4%
Inventory of Homes for Sale	92	48	- 47.8%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	46	63	+ 37.0%	57	66	+ 15.8%
Percent of Original List Price Received*	98.9%	97.0%	- 1.9%	98.8%	97.4%	- 1.4%
New Listings	40	42	+ 5.0%	111	95	- 14.4%

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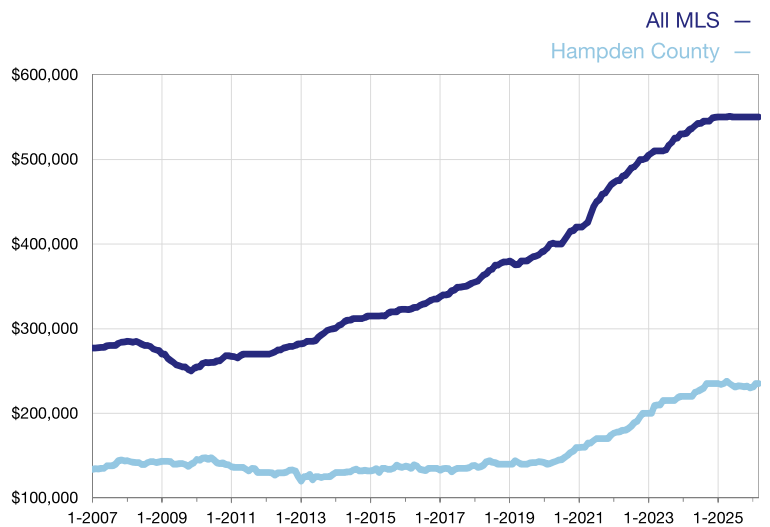
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – March 2026

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Hampshire County

Single-Family Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	71	90	+ 26.8%	173	168	- 2.9%
Closed Sales	58	42	- 27.6%	174	146	- 16.1%
Median Sales Price*	\$410,000	\$526,500	+ 28.4%	\$410,000	\$440,000	+ 7.3%
Inventory of Homes for Sale	122	107	- 12.3%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	59	62	+ 5.1%	59	69	+ 16.9%
Percent of Original List Price Received*	98.0%	98.1%	+ 0.1%	98.3%	97.3%	- 1.0%
New Listings	82	93	+ 13.4%	183	185	+ 1.1%

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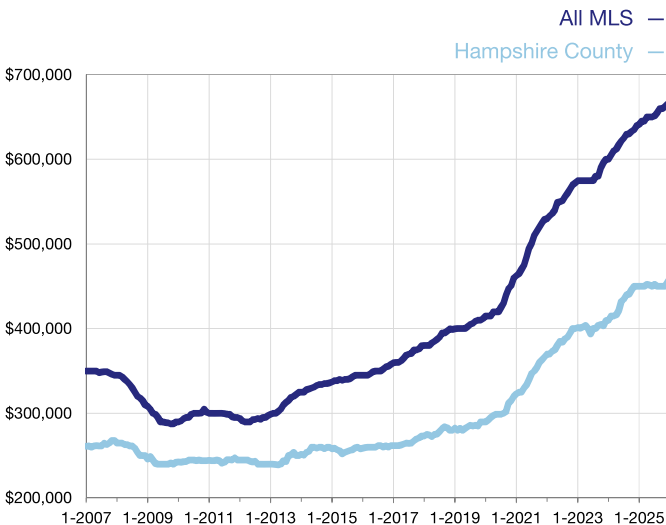
Condominium Properties

Key Metrics	March			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
Pending Sales	25	29	+ 16.0%	55	55	0.0%
Closed Sales	17	15	- 11.8%	50	35	- 30.0%
Median Sales Price*	\$315,000	\$329,900	+ 4.7%	\$314,250	\$325,000	+ 3.4%
Inventory of Homes for Sale	41	46	+ 12.2%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--
Cumulative Days on Market Until Sale	68	40	- 41.2%	53	75	+ 41.5%
Percent of Original List Price Received*	97.0%	99.2%	+ 2.3%	99.1%	98.1%	- 1.0%
New Listings	32	28	- 12.5%	67	71	+ 6.0%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

