

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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May 2021 Single-Family Sales Report

Pioneer Valley sales down 1.4% · Median price up 16.0%

PIONEER VALLEY

Sales down 1.4%	Median Price up 16.0%	
	2020	2021
Closed Sales (units)	443	437
Median Sales (price)	\$245,750	\$285,000

FRANKLIN COUNTY

Sales up 48.4%	Median Price up 1.9%	
	2020	2021
Closed Sales (units)	31	46
Median Sales (price)	\$263,000	\$268,000

HAMPDEN COUNTY

Sales down 5.1%	Median Price up 16.1%	
	2020	2021
Closed Sales (units)	314	298
Median Sales (price)	\$224,000	\$260,000

HAMPSHIRE COUNTY

Sales up 1.0%	Median Price up 19.3%	
	2020	2021
Closed Sales (units)	97	98
Median Sales (price)	\$305,000	\$364,000

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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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May 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 1.4 percent from 443 in May 2020 to 437 in May 2021.
- **Median Price** - up 16.0 percent from \$245,750 in May 2020 to \$285,000 in May 2021.
- **Inventory of Available Property** - down 57.9 percent from 1,088 homes for sale in May 2020 to 458 homes for sale in May 2021.
- **Days on the Market** – down 42.1 percent from 60 average number of days on the market in May 2020 to 35 average number of days on the market in May 2021.
- **Pending Sales (under agreement to sell)** - up 11.5 percent from 582 listings pending sale in May 2020 to 649 listings pending sale in May 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.96 percent with an average 0.7 points for the week ending 05/31/2021. Last year at this time the 30-year FRM averaged 3.23 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 – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 1.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.0%

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

- 57.9%

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

Single-Family Properties

	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	582	649	+ 11.5%	2,261	2,474	+ 9.4%
Closed Sales	443	437	- 1.4%	1,862	2,028	+ 8.9%
Median Sales Price*	\$245,750	\$285,000	+ 16.0%	\$229,900	\$265,000	+ 15.3%
Inventory of Homes for Sale	1,088	458	- 57.9%	--	--	--
Months Supply of Inventory	2.2	0.9	- 60.6%	--	--	--
Cumulative Days on Market Until Sale	60	35	- 42.1%	70	44	- 37.5%
Percent of Original List Price Received*	98.4%	103.4%	+ 5.1%	96.5%	100.9%	+ 4.6%
New Listings	654	678	+ 3.7%	2,663	2,616	- 1.8%

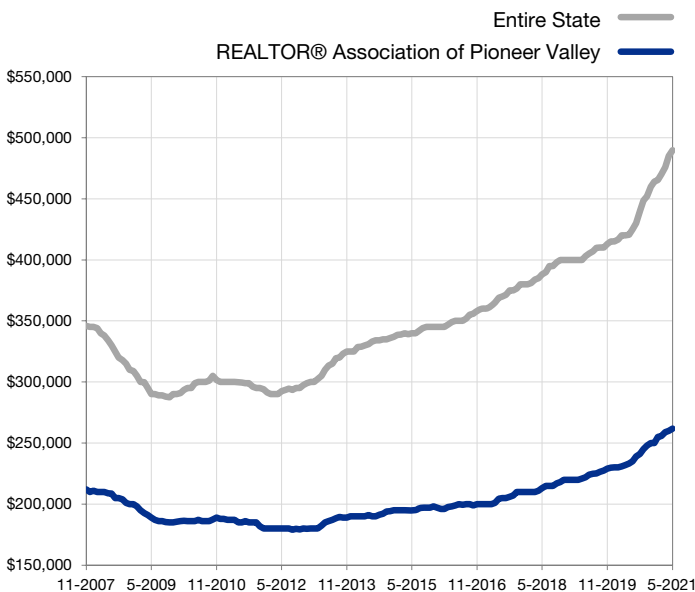
Condominium Properties

	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	79	115	+ 45.6%	291	405	+ 39.2%
Closed Sales	49	64	+ 30.6%	240	311	+ 29.6%
Median Sales Price*	\$165,000	\$201,000	+ 21.8%	\$160,000	\$184,900	+ 15.6%
Inventory of Homes for Sale	170	72	- 57.6%	--	--	--
Months Supply of Inventory	2.5	1.0	- 59.8%	--	--	--
Cumulative Days on Market Until Sale	56	44	- 21.3%	63	44	- 30.1%
Percent of Original List Price Received*	98.9%	102.4%	+ 3.5%	97.3%	99.9%	+ 2.7%
New Listings	76	100	+ 31.6%	345	411	+ 19.1%

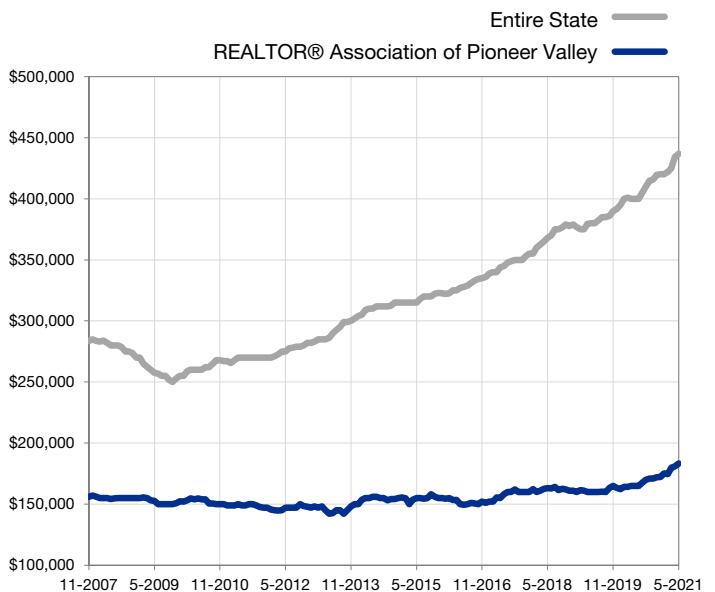
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	72	59	- 18.1%	215	221	+ 2.8%
Closed Sales	31	46	+ 48.4%	167	186	+ 11.4%
Median Sales Price*	\$263,000	\$268,000	+ 1.9%	\$210,000	\$265,000	+ 26.2%
Inventory of Homes for Sale	148	61	- 58.8%	--	--	--
Months Supply of Inventory	3.1	1.1	- 64.5%	--	--	--
Cumulative Days on Market Until Sale	105	46	- 56.2%	87	49	- 43.7%
Percent of Original List Price Received*	94.9%	103.1%	+ 8.6%	92.6%	99.3%	+ 7.2%
New Listings	76	73	- 3.9%	254	238	- 6.3%

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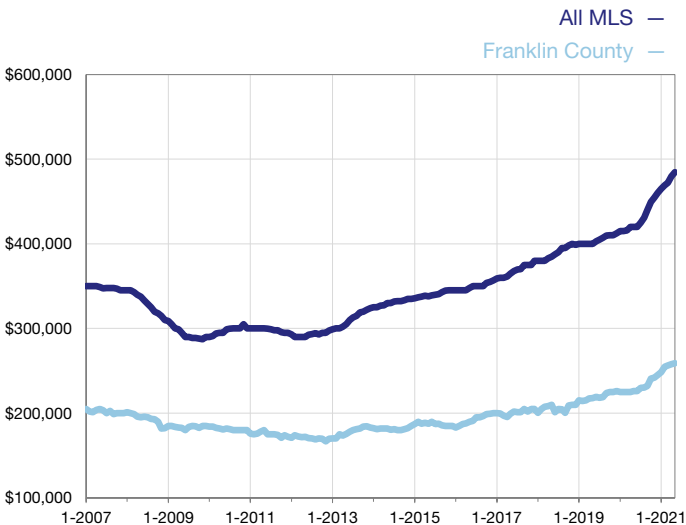
Condominium Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	6	1	- 83.3%	15	9	- 40.0%
Closed Sales	3	3	0.0%	11	8	- 27.3%
Median Sales Price*	\$150,000	\$146,000	- 2.7%	\$165,500	\$182,500	+ 10.3%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	2.1	0.3	- 85.7%	--	--	--
Cumulative Days on Market Until Sale	87	11	- 87.4%	106	35	- 67.0%
Percent of Original List Price Received*	94.3%	108.3%	+ 14.8%	94.2%	99.6%	+ 5.7%
New Listings	7	1	- 85.7%	18	8	- 55.6%

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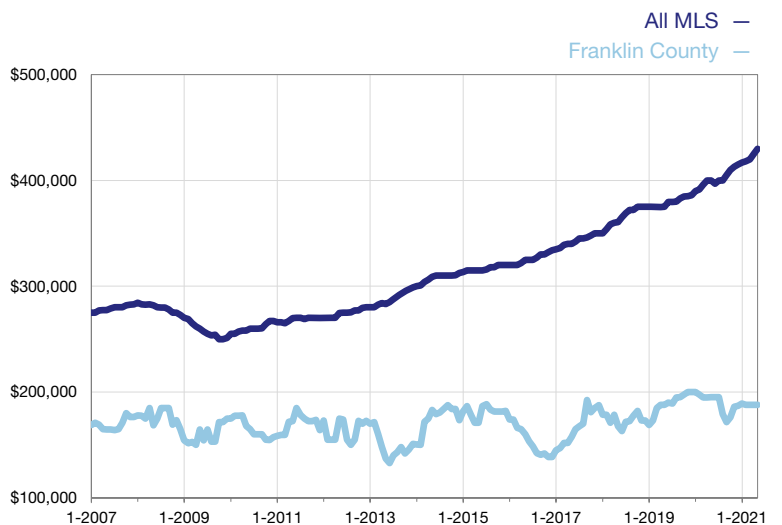
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	389	474	+ 21.9%	1,577	1,778	+ 12.7%
Closed Sales	314	298	- 5.1%	1,301	1,443	+ 10.9%
Median Sales Price*	\$224,000	\$260,000	+ 16.1%	\$215,000	\$250,000	+ 16.3%
Inventory of Homes for Sale	643	278	- 56.8%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	49	32	- 34.7%	62	39	- 37.1%
Percent of Original List Price Received*	99.3%	103.3%	+ 4.0%	97.1%	101.2%	+ 4.2%
New Listings	423	481	+ 13.7%	1,835	1,874	+ 2.1%

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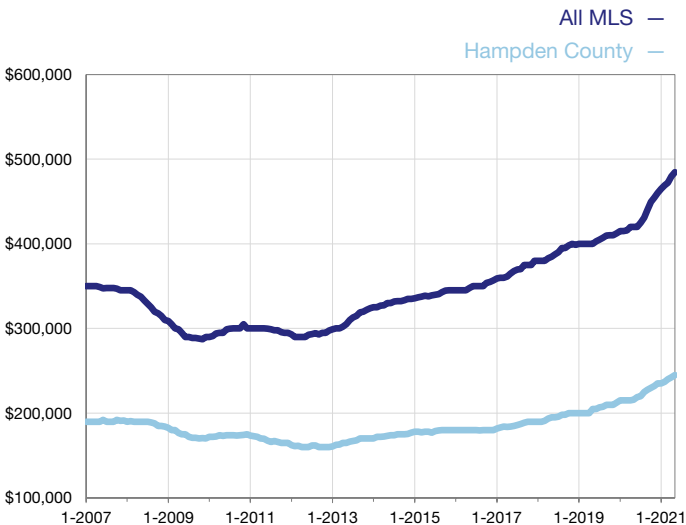
Condominium Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	58	76	+ 31.0%	198	260	+ 31.3%
Closed Sales	30	40	+ 33.3%	159	205	+ 28.9%
Median Sales Price*	\$174,750	\$193,375	+ 10.7%	\$147,500	\$165,000	+ 11.9%
Inventory of Homes for Sale	92	30	- 67.4%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	70	36	- 48.6%	59	36	- 39.0%
Percent of Original List Price Received*	98.7%	102.4%	+ 3.7%	97.3%	100.3%	+ 3.1%
New Listings	41	67	+ 63.4%	223	257	+ 15.2%

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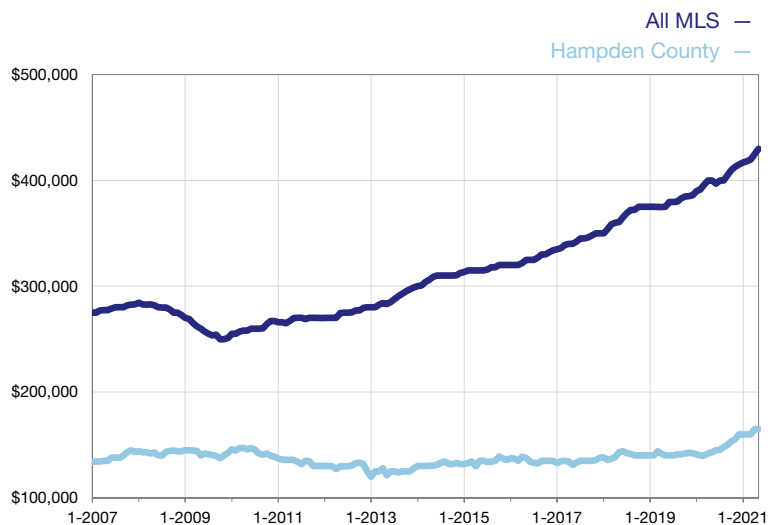
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – May 2021

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Hampshire County

Single-Family Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	128	121	- 5.5%	477	491	+ 2.9%
Closed Sales	97	98	+ 1.0%	393	411	+ 4.6%
Median Sales Price*	\$305,000	\$364,000	+ 19.3%	\$295,000	\$340,800	+ 15.5%
Inventory of Homes for Sale	286	119	- 58.4%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	82	40	- 51.2%	87	57	- 34.5%
Percent of Original List Price Received*	96.8%	103.6%	+ 7.0%	95.8%	100.7%	+ 5.1%
New Listings	156	131	- 16.0%	584	522	- 10.6%

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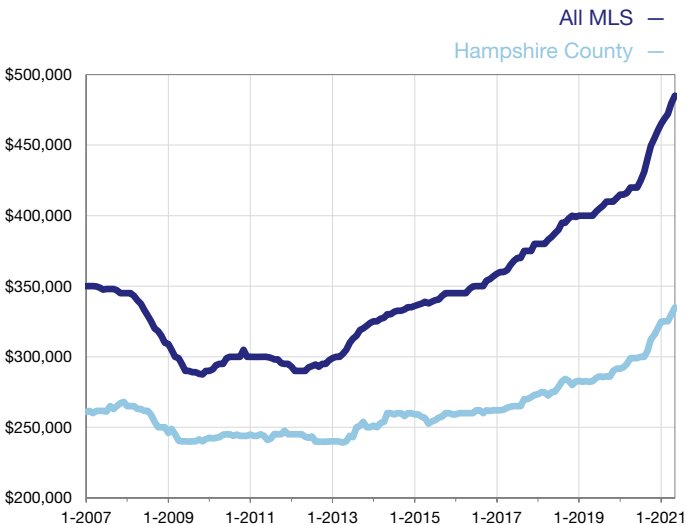
Condominium Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	15	38	+ 153.3%	78	138	+ 76.9%
Closed Sales	16	23	+ 43.8%	70	100	+ 42.9%
Median Sales Price*	\$168,500	\$224,000	+ 32.9%	\$219,250	\$228,000	+ 4.0%
Inventory of Homes for Sale	72	41	- 43.1%	--	--	--
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	25	60	+ 140.0%	63	60	- 4.8%
Percent of Original List Price Received*	100.0%	102.4%	+ 2.4%	97.7%	99.5%	+ 1.8%
New Listings	28	32	+ 14.3%	104	148	+ 42.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

