

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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May 2022 Single-Family Sales Report Pioneer Valley sales down 5.8% · Median price up 10.9%

PIONEER VALLEY

Sales down 5.8%	Median Price up 10.9%	
	2021	2022
Closed Sales (units)	445	419
Median Sales (price)	\$285,000	\$316,000

FRANKLIN COUNTY

Sales down 28.9%	Median Price up 12.8%	
	2021	2022
Closed Sales (units)	45	32
Median Sales (price)	\$266,000	\$300,000

HAMPDEN COUNTY

Sales down -0.3%	Median Price up 16.9%	
	2021	2022
Closed Sales (units)	305	304
Median Sales (price)	\$260,000	\$304,000

HAMPSHIRE COUNTY

Sales down 15.2%	Median Price up 19.7%	
	2021	2022
Closed Sales (units)	99	84
Median Sales (price)	\$360,000	\$431,000

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 5.8 percent from 445 in May 2021 to 419 in May 2022.
- **Median Price** - up 10.9 percent from \$285,000 in May 2021 to \$316,000 in May 2022.
- **Inventory of Available Property** - down 23.0 percent from 599 homes for sale in May 2021 to 461 homes for sale in May 2022.
- **Days on the Market** – down 16.9 percent from 35 average number of days on the market in May 2021 to 29 average number of days on the market in May 2022.
- **Pending Sales (under agreement to sell)** – down 1.8 percent from 617 listings pending sale in May 2021 to 606 listings pending sale in May 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 5.23 percent with an average 0.9 points for the week ending 5/31/2022. Last year at this time the 30-year FRM averaged 2.96 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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 3.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 30.0%

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

Single-Family Properties

	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	617	606	- 1.8%	2,414	2,255	- 6.6%
Closed Sales	445	419	- 5.8%	2,037	1,861	- 8.6%
Median Sales Price*	\$285,000	\$316,000	+ 10.9%	\$265,000	\$300,000	+ 13.2%
Inventory of Homes for Sale	599	461	- 23.0%	--	--	--
Months Supply of Inventory	1.1	0.9	- 19.3%	--	--	--
Cumulative Days on Market Until Sale	35	29	- 16.9%	44	36	- 20.0%
Percent of Original List Price Received*	103.4%	104.8%	+ 1.3%	100.9%	102.5%	+ 1.6%
New Listings	673	687	+ 2.1%	2,610	2,515	- 3.6%

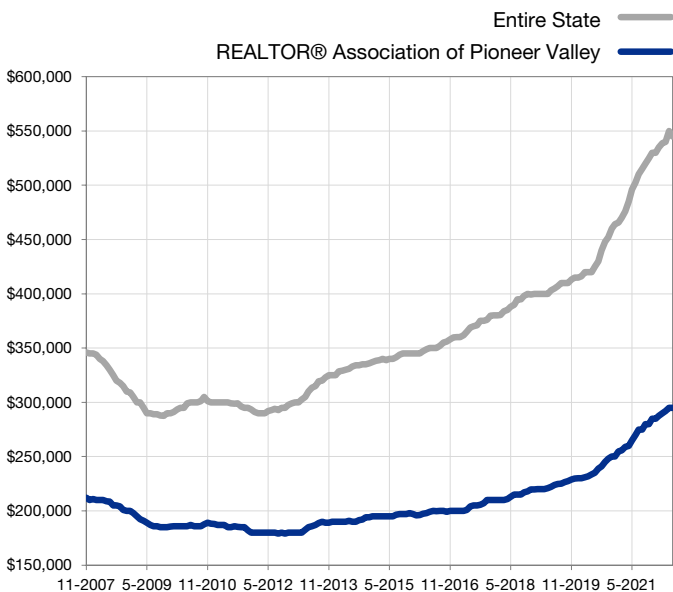
Condominium Properties

	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	103	88	- 14.6%	386	394	+ 2.1%
Closed Sales	65	73	+ 12.3%	312	361	+ 15.7%
Median Sales Price*	\$200,000	\$241,000	+ 20.5%	\$184,450	\$212,000	+ 14.9%
Inventory of Homes for Sale	102	70	- 31.4%	--	--	--
Months Supply of Inventory	1.4	0.8	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	44	26	- 41.3%	44	29	- 32.9%
Percent of Original List Price Received*	102.3%	105.3%	+ 2.9%	99.9%	103.2%	+ 3.3%
New Listings	102	96	- 5.9%	413	425	+ 2.9%

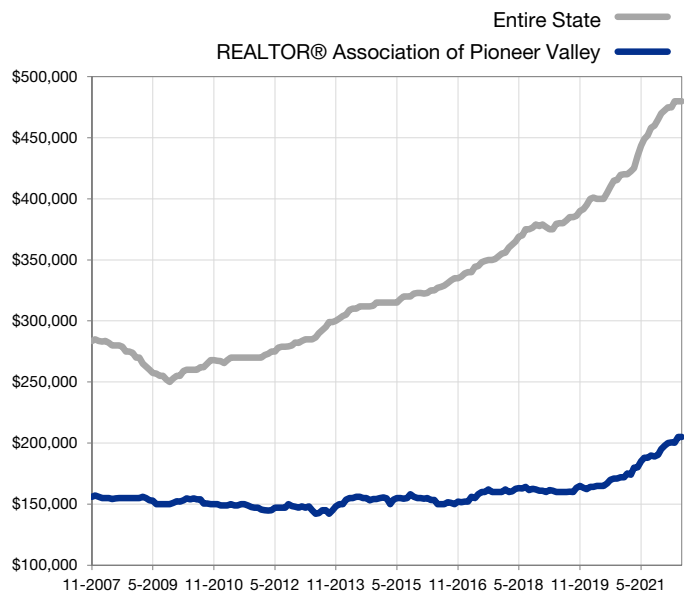
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	55	52	- 5.5%	212	197	- 7.1%
Closed Sales	45	32	- 28.9%	185	176	- 4.9%
Median Sales Price*	\$266,000	\$300,000	+ 12.8%	\$265,000	\$305,000	+ 15.1%
Inventory of Homes for Sale	76	53	- 30.3%	--	--	--
Months Supply of Inventory	1.4	1.1	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	47	30	- 36.2%	50	44	- 12.0%
Percent of Original List Price Received*	103.2%	102.6%	- 0.6%	99.3%	101.4%	+ 2.1%
New Listings	73	69	- 5.5%	239	232	- 2.9%

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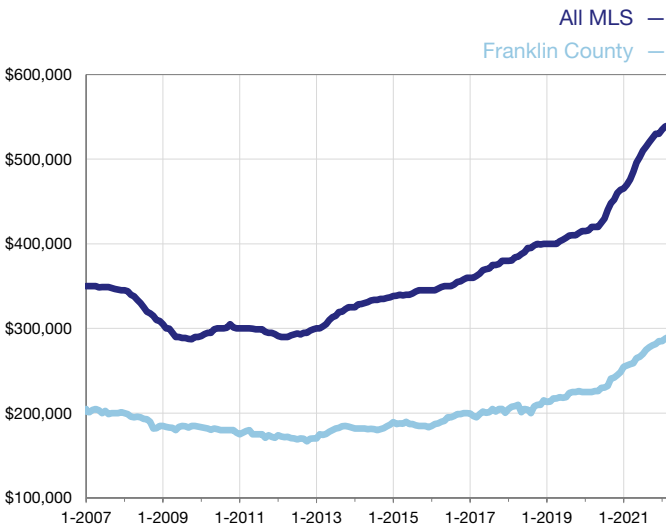
Condominium Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	1	5	+ 400.0%	9	18	+ 100.0%
Closed Sales	3	3	0.0%	8	17	+ 112.5%
Median Sales Price*	\$146,000	\$313,000	+ 114.4%	\$182,500	\$225,000	+ 23.3%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	11	26	+ 136.4%	35	20	- 42.9%
Percent of Original List Price Received*	108.3%	103.2%	- 4.7%	99.6%	104.5%	+ 4.9%
New Listings	1	4	+ 300.0%	8	21	+ 162.5%

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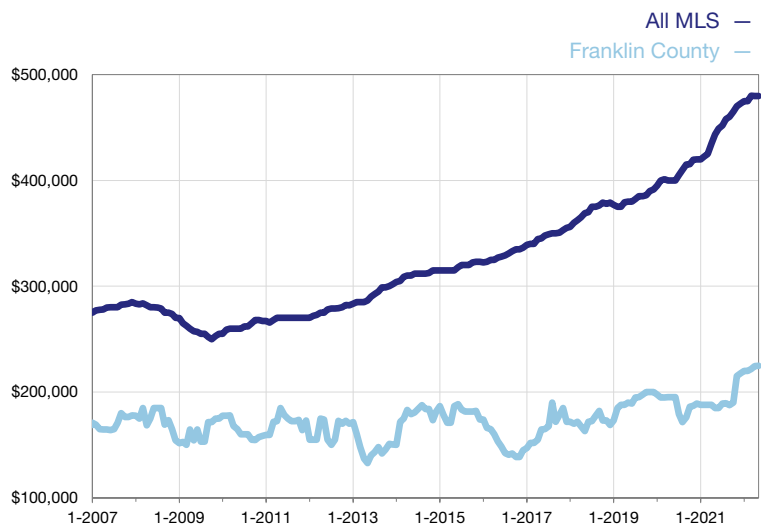
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – May 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	447	421	- 5.8%	1,730	1,588	- 8.2%
Closed Sales	305	304	- 0.3%	1,451	1,309	- 9.8%
Median Sales Price*	\$260,000	\$304,000	+ 16.9%	\$250,000	\$280,000	+ 12.0%
Inventory of Homes for Sale	386	303	- 21.5%	--	--	--
Months Supply of Inventory	1.0	0.9	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	31	27	- 12.9%	39	32	- 17.9%
Percent of Original List Price Received*	103.3%	104.6%	+ 1.3%	101.2%	102.7%	+ 1.5%
New Listings	482	470	- 2.5%	1,871	1,762	- 5.8%

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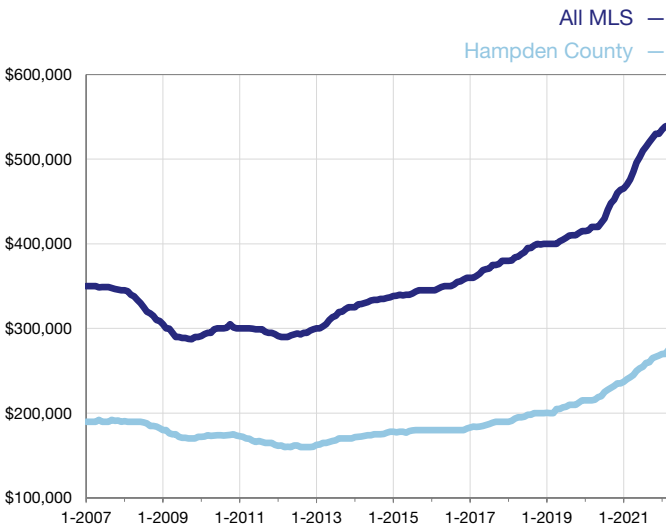
Condominium Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	65	57	- 12.3%	247	264	+ 6.9%
Closed Sales	41	54	+ 31.7%	206	254	+ 23.3%
Median Sales Price*	\$190,000	\$217,500	+ 14.5%	\$164,000	\$190,000	+ 15.9%
Inventory of Homes for Sale	52	38	- 26.9%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	35	27	- 22.9%	36	26	- 27.8%
Percent of Original List Price Received*	102.3%	104.6%	+ 2.2%	100.3%	102.3%	+ 2.0%
New Listings	67	70	+ 4.5%	257	278	+ 8.2%

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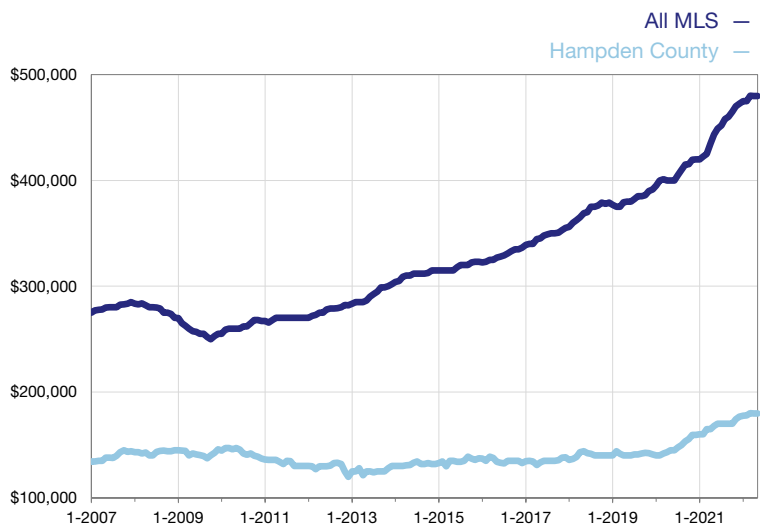
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – May 2022

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Hampshire County

Single-Family Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	116	136	+ 17.2%	482	483	+ 0.2%
Closed Sales	99	84	- 15.2%	412	386	- 6.3%
Median Sales Price*	\$360,000	\$431,000	+ 19.7%	\$340,710	\$390,500	+ 14.6%
Inventory of Homes for Sale	139	107	- 23.0%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	40	35	- 12.5%	57	40	- 29.8%
Percent of Original List Price Received*	103.6%	106.5%	+ 2.8%	100.6%	102.9%	+ 2.3%
New Listings	126	150	+ 19.0%	517	543	+ 5.0%

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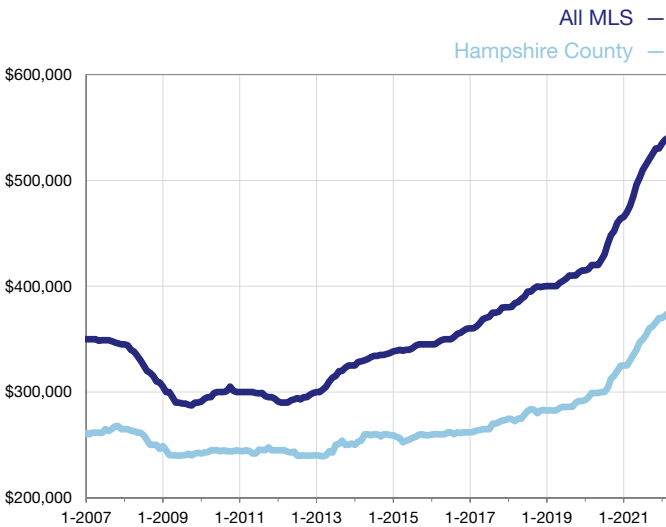
Condominium Properties

Key Metrics	May			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	37	27	- 27.0%	132	115	- 12.9%
Closed Sales	23	18	- 21.7%	100	92	- 8.0%
Median Sales Price*	\$224,000	\$350,000	+ 56.3%	\$228,000	\$279,800	+ 22.7%
Inventory of Homes for Sale	49	29	- 40.8%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--
Cumulative Days on Market Until Sale	60	22	- 63.3%	60	40	- 33.3%
Percent of Original List Price Received*	102.4%	107.7%	+ 5.2%	99.5%	105.4%	+ 5.9%
New Listings	34	22	- 35.3%	150	128	- 14.7%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

