

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## May 2025 Single-Family Sales Report

### Pioneer Valley sales down 6.2% · Median price up 5.1%

#### PIONEER VALLEY

Sales down 6.2%

Median Price up 5.1%

	2024	2025
Closed Sales (units)	387	363
Median Sales (price)	\$352,000	\$370,000

#### FRANKLIN COUNTY

Sales up 36.1%

Median Price up 8.8%

	2024	2025
Closed Sales (units)	36	49
Median Sales (price)	\$340,000	\$370,000

#### HAMPDEN COUNTY

Sales down 10.4%

Median Price up 6.9%

	2024	2025
Closed Sales (units)	268	240
Median Sales (price)	\$327,500	\$350,000

#### HAMPSHIRE COUNTY

Sales down 4.8%

Median Price up 35.5%

	2024	2025
Closed Sales (units)	84	80
Median Sales (price)	\$480,000	\$494,500

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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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## May 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 6.2 percent from 387 in May 2024 to 363 in May 2025.
- **Median Price** – up 5.1 percent from \$352,000 in May 2024 to \$370,000 in May 2025.
- **Inventory of Available Property** – down 5.9 percent from 726 homes for sale in May 2024 to 683 homes for sale in May 2025.
- **Days on the Market** – up 10.2 percent from 33 average number of days on the market in May 2024 to 36 average number of days on the market in May 2025.
- **Pending Sales (under agreement to sell)** – up 26.7 percent from 427 listings pending sale in May 2024 to 541 listings pending sale in May 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 – May 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 3.3%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.8%**

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

**- 8.1%**

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

### Single-Family Properties

	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	427	<b>541</b>	+ 26.7%	1,657	<b>1,796</b>	+ 8.4%
Closed Sales	387	<b>363</b>	- 6.2%	1,520	<b>1,487</b>	- 2.2%
Median Sales Price*	\$352,000	<b>\$370,000</b>	+ 5.1%	\$335,000	<b>\$350,000</b>	+ 4.5%
Inventory of Homes for Sale	726	<b>683</b>	- 5.9%	--	--	--
Months Supply of Inventory	2.0	<b>1.9</b>	- 5.1%	--	--	--
Cumulative Days on Market Until Sale	33	<b>36</b>	+ 10.2%	41	<b>46</b>	+ 12.4%
Percent of Original List Price Received*	102.6%	<b>101.6%</b>	- 1.0%	100.6%	<b>99.4%</b>	- 1.1%
New Listings	592	<b>612</b>	+ 3.4%	2,060	<b>2,167</b>	+ 5.2%

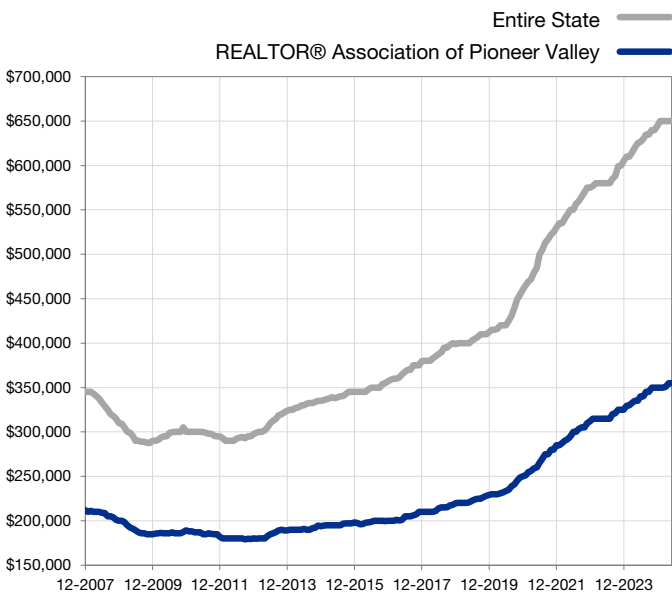
### Condominium Properties

	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	60	<b>96</b>	+ 60.0%	267	<b>329</b>	+ 23.2%
Closed Sales	61	<b>70</b>	+ 14.8%	236	<b>291</b>	+ 23.3%
Median Sales Price*	\$265,000	<b>\$261,300</b>	- 1.4%	\$255,000	<b>\$258,000</b>	+ 1.2%
Inventory of Homes for Sale	130	<b>104</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 29.9%	--	--	--
Cumulative Days on Market Until Sale	39	<b>37</b>	- 3.7%	40	<b>48</b>	+ 18.7%
Percent of Original List Price Received*	102.2%	<b>99.2%</b>	- 2.9%	100.6%	<b>99.4%</b>	- 1.2%
New Listings	114	<b>79</b>	- 30.7%	348	<b>335</b>	- 3.7%

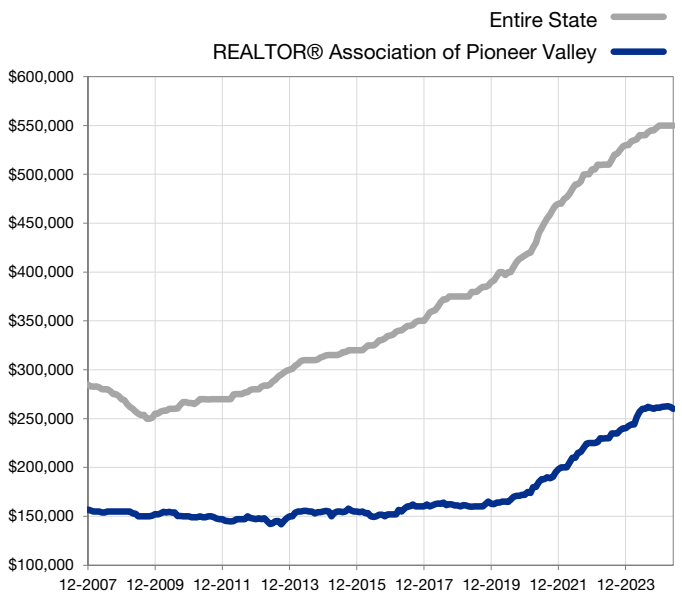
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	41	62	+ 51.2%	172	200	+ 16.3%
Closed Sales	36	49	+ 36.1%	162	171	+ 5.6%
Median Sales Price*	\$340,000	\$370,000	+ 8.8%	\$328,000	\$359,000	+ 9.5%
Inventory of Homes for Sale	94	95	+ 1.1%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	41	53	+ 29.3%	51	62	+ 21.6%
Percent of Original List Price Received*	98.7%	98.8%	+ 0.1%	96.9%	97.8%	+ 0.9%
New Listings	69	73	+ 5.8%	209	234	+ 12.0%

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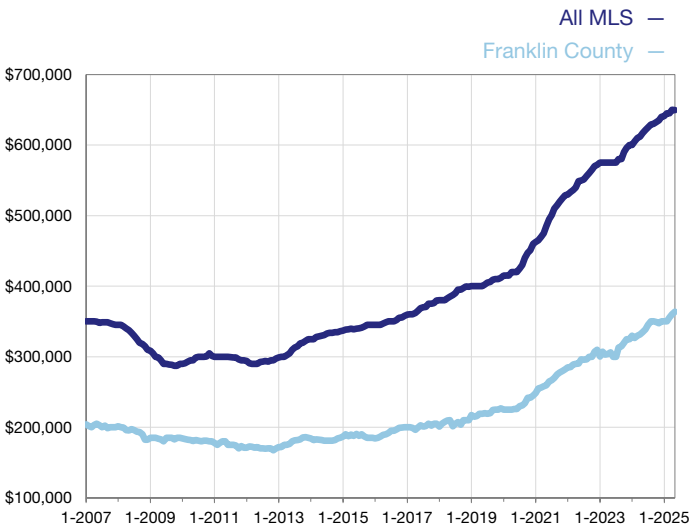
### Condominium Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	5	6	+ 20.0%	18	20	+ 11.1%
Closed Sales	6	5	- 16.7%	14	18	+ 28.6%
Median Sales Price*	\$230,000	\$195,000	- 15.2%	\$252,500	\$267,450	+ 5.9%
Inventory of Homes for Sale	7	11	+ 57.1%	--	--	--
Months Supply of Inventory	2.4	3.1	+ 29.2%	--	--	--
Cumulative Days on Market Until Sale	19	24	+ 26.3%	24	37	+ 54.2%
Percent of Original List Price Received*	102.6%	100.5%	- 2.0%	102.4%	100.0%	- 2.3%
New Listings	1	8	+ 700.0%	20	24	+ 20.0%

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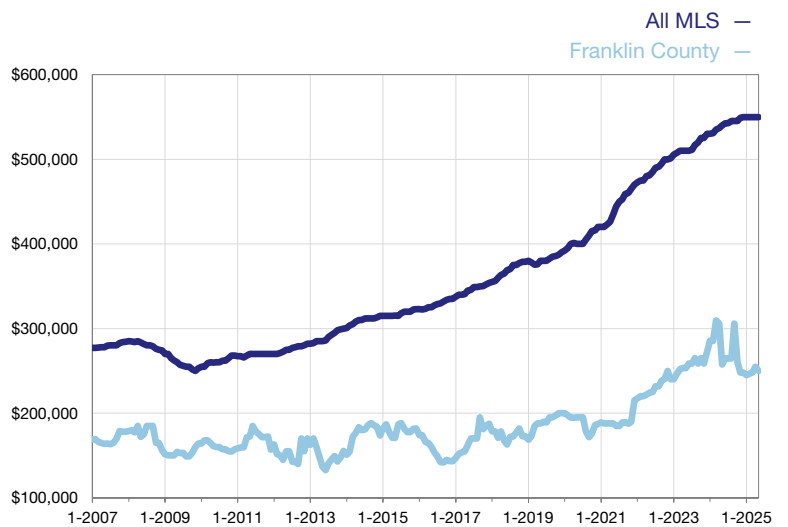
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – May 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	293	<b>357</b>	+ 21.8%	1,174	<b>1,232</b>	+ 4.9%
Closed Sales	268	<b>240</b>	- 10.4%	1,091	<b>1,024</b>	- 6.1%
Median Sales Price*	\$327,500	<b>\$350,000</b>	+ 6.9%	\$313,500	<b>\$330,000</b>	+ 5.3%
Inventory of Homes for Sale	446	<b>401</b>	- 10.1%	--	--	--
Months Supply of Inventory	1.8	<b>1.5</b>	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	30	<b>31</b>	+ 3.3%	37	<b>42</b>	+ 13.5%
Percent of Original List Price Received*	103.0%	<b>101.9%</b>	- 1.1%	101.1%	<b>99.6%</b>	- 1.5%
New Listings	387	<b>385</b>	- 0.5%	1,413	<b>1,427</b>	+ 1.0%

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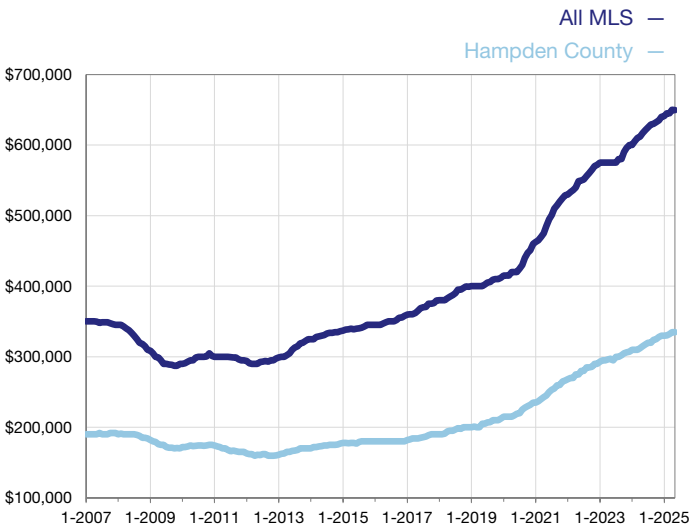
### Condominium Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	36	<b>60</b>	+ 66.7%	171	<b>199</b>	+ 16.4%
Closed Sales	38	<b>40</b>	+ 5.3%	145	<b>178</b>	+ 22.8%
Median Sales Price*	\$249,950	<b>\$224,000</b>	- 10.4%	\$220,000	<b>\$225,000</b>	+ 2.3%
Inventory of Homes for Sale	86	<b>52</b>	- 39.5%	--	--	--
Months Supply of Inventory	2.6	<b>1.3</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	25	<b>37</b>	+ 48.0%	32	<b>48</b>	+ 50.0%
Percent of Original List Price Received*	102.0%	<b>99.0%</b>	- 2.9%	100.6%	<b>99.1%</b>	- 1.5%
New Listings	81	<b>37</b>	- 54.3%	224	<b>184</b>	- 17.9%

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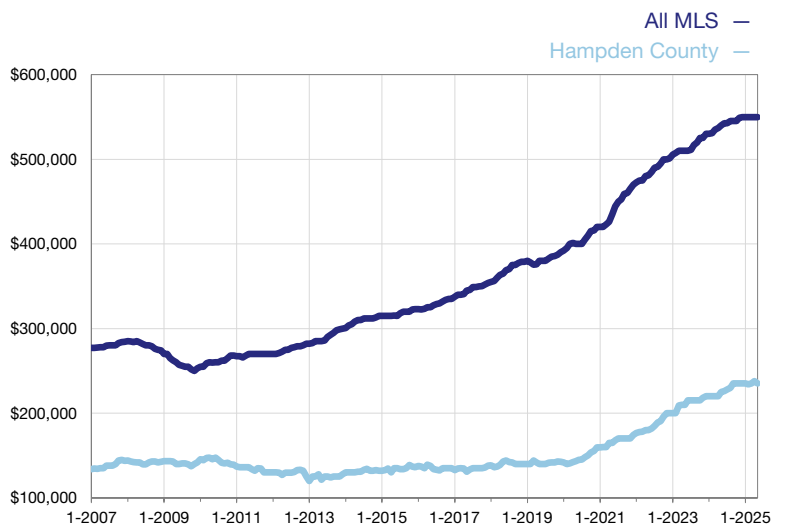
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – May 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	93	<b>126</b>	+ 35.5%	327	<b>385</b>	+ 17.7%
Closed Sales	84	<b>80</b>	- 4.8%	286	<b>313</b>	+ 9.4%
Median Sales Price*	\$480,000	<b>\$494,500</b>	+ 3.0%	\$433,075	<b>\$432,750</b>	- 0.1%
Inventory of Homes for Sale	164	<b>166</b>	+ 1.2%	--	--	--
Months Supply of Inventory	2.2	<b>2.1</b>	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	32	<b>39</b>	+ 21.9%	45	<b>49</b>	+ 8.9%
Percent of Original List Price Received*	103.4%	<b>102.5%</b>	- 0.9%	100.7%	<b>100.2%</b>	- 0.5%
New Listings	130	<b>147</b>	+ 13.1%	419	<b>476</b>	+ 13.6%

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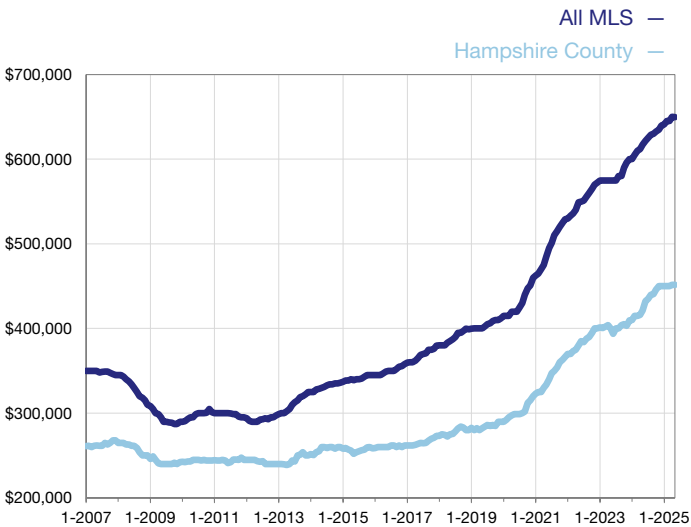
### Condominium Properties

Key Metrics	May			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	19	<b>30</b>	+ 57.9%	79	<b>110</b>	+ 39.2%
Closed Sales	17	<b>25</b>	+ 47.1%	77	<b>95</b>	+ 23.4%
Median Sales Price*	\$350,000	<b>\$365,400</b>	+ 4.4%	\$330,000	<b>\$350,000</b>	+ 6.1%
Inventory of Homes for Sale	35	<b>39</b>	+ 11.4%	--	--	--
Months Supply of Inventory	1.9	<b>1.7</b>	- 10.5%	--	--	--
Cumulative Days on Market Until Sale	76	<b>40</b>	- 47.4%	59	<b>49</b>	- 16.9%
Percent of Original List Price Received*	102.4%	<b>99.3%</b>	- 3.0%	100.3%	<b>99.9%</b>	- 0.4%
New Listings	31	<b>34</b>	+ 9.7%	99	<b>125</b>	+ 26.3%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

