

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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November 2020 Single-Family Sales Report Pioneer Valley sales up 11.3% · Median price up 13.5%

PIONEER VALLEY

Sales up 11.3%	Median Price up 13.5%	
	2019	2020
Closed Sales (units)	488	543
Median Sales (price)	\$230,000	\$261,000

FRANKLIN COUNTY

Sales up 37.8%	Median Price up 0.2%	
	2019	2020
Closed Sales (units)	45	62
Median Sales (price)	\$248,950	\$249,500

HAMPDEN COUNTY

Sales up 6.1%	Median Price up 11.0%	
	2019	2020
Closed Sales (units)	358	380
Median Sales (price)	\$218,500	\$242,500

HAMPSHIRE COUNTY

Sales up 25.3%	Median Price up 17.7%	
	2019	2020
Closed Sales (units)	87	109
Median Sales (price)	\$300,000	\$353,000

For editorial comment:

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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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November 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 11.3 percent from 488 in November 2019 to 543 in November 2020.
- **Median Price** - up 13.5 percent from \$230,000 in November 2019 to \$261,000 in November 2020.
- **Inventory of Available Property** - down 58.8 percent from 1,542 homes for sale in November 2019 to 636 homes for sale in November 2020.
- **Days on the Market** – down 45.1 percent from 70 average number of days on the market in November 2019 to 38 average number of days on the market in November 2020.
- **Pending Sales (under agreement to sell)** - up 31.7 percent from 416 listings pending sale in November 2019 to 548 listings pending sale in November 2020.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.77 percent with an average 0.7 points for the week ending 11/30/2020. Last year at this time the 30-year FRM averaged 3.70 percent with an average 0.6 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 – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 11.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.1%

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

- 57.8%

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

Single-Family Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	416	548	+ 31.7%	5,766	6,040	+ 4.8%
Closed Sales	488	543	+ 11.3%	5,541	5,451	- 1.6%
Median Sales Price*	\$230,000	\$261,000	+ 13.5%	\$228,900	\$249,900	+ 9.2%
Inventory of Homes for Sale	1,542	636	- 58.8%	--	--	--
Months Supply of Inventory	3.1	1.3	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	70	38	- 45.1%	66	53	- 19.5%
Percent of Original List Price Received*	95.5%	100.3%	+ 5.1%	96.3%	98.4%	+ 2.2%
New Listings	427	470	+ 10.1%	7,407	6,656	- 10.1%

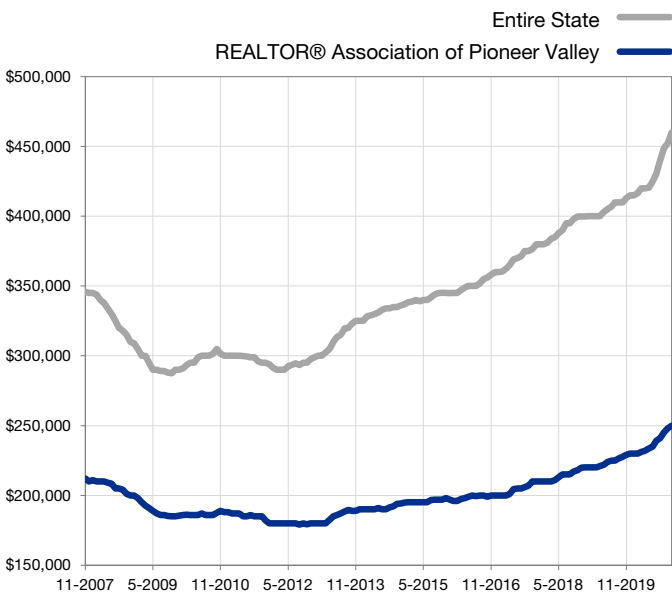
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	62	60	- 3.2%	837	773	- 7.6%
Closed Sales	56	61	+ 8.9%	808	704	- 12.9%
Median Sales Price*	\$173,500	\$170,000	- 2.0%	\$165,000	\$172,000	+ 4.2%
Inventory of Homes for Sale	204	101	- 50.5%	--	--	--
Months Supply of Inventory	2.8	1.5	- 45.4%	--	--	--
Cumulative Days on Market Until Sale	49	41	- 15.7%	69	57	- 17.2%
Percent of Original List Price Received*	98.2%	97.9%	- 0.3%	97.0%	97.9%	+ 1.0%
New Listings	70	53	- 24.3%	982	836	- 14.9%

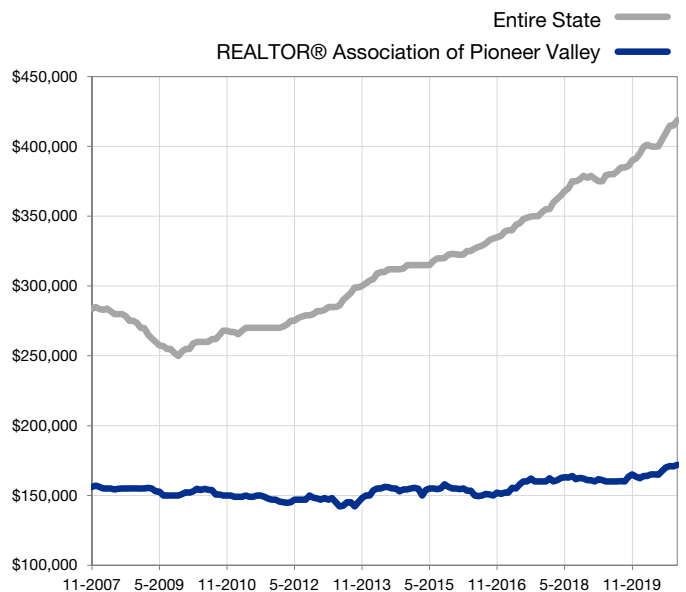
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	41	63	+ 53.7%	576	655	+ 13.7%
Closed Sales	45	62	+ 37.8%	557	587	+ 5.4%
Median Sales Price*	\$248,950	\$249,500	+ 0.2%	\$226,750	\$243,000	+ 7.2%
Inventory of Homes for Sale	222	81	- 63.5%	--	--	--
Months Supply of Inventory	4.5	1.5	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	108	43	- 60.2%	89	69	- 22.5%
Percent of Original List Price Received*	95.4%	99.1%	+ 3.9%	94.3%	96.1%	+ 1.9%
New Listings	41	53	+ 29.3%	772	706	- 8.5%

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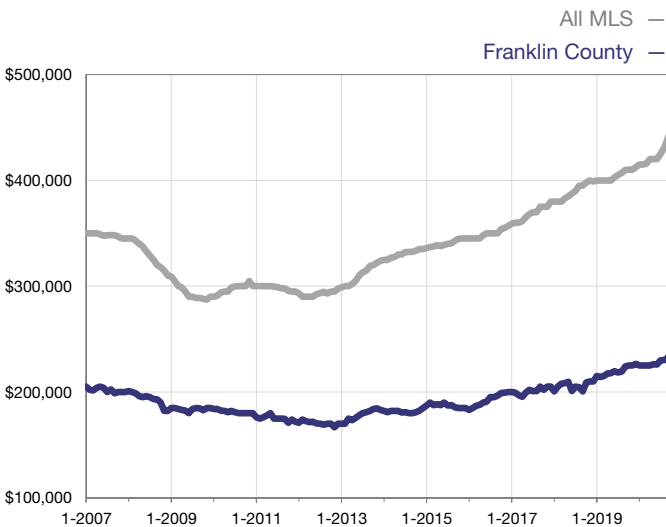
Condominium Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	2	2	0.0%	39	36	- 7.7%
Closed Sales	3	3	0.0%	39	35	- 10.3%
Median Sales Price*	\$112,000	\$204,000	+ 82.1%	\$200,000	\$187,000	- 6.5%
Inventory of Homes for Sale	14	3	- 78.6%	--	--	--
Months Supply of Inventory	4.0	1.0	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	24	16	- 33.3%	85	66	- 22.4%
Percent of Original List Price Received*	94.5%	99.5%	+ 5.3%	95.9%	97.7%	+ 1.9%
New Listings	3	3	0.0%	45	40	- 11.1%

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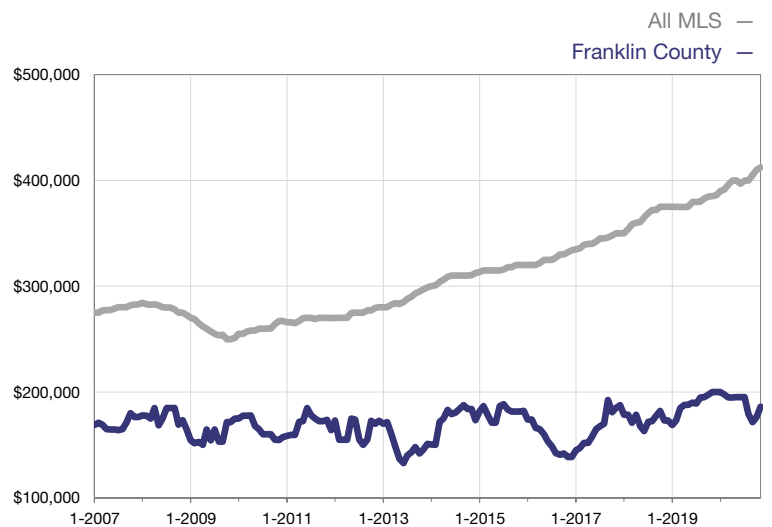
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	307	398	+ 29.6%	4,014	4,172	+ 3.9%
Closed Sales	358	380	+ 6.1%	3,879	3,740	- 3.6%
Median Sales Price*	\$218,500	\$242,500	+ 11.0%	\$212,000	\$234,900	+ 10.8%
Inventory of Homes for Sale	933	373	- 60.0%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	61	32	- 47.5%	59	47	- 20.3%
Percent of Original List Price Received*	95.9%	101.3%	+ 5.6%	96.8%	99.1%	+ 2.4%
New Listings	304	326	+ 7.2%	5,068	4,602	- 9.2%

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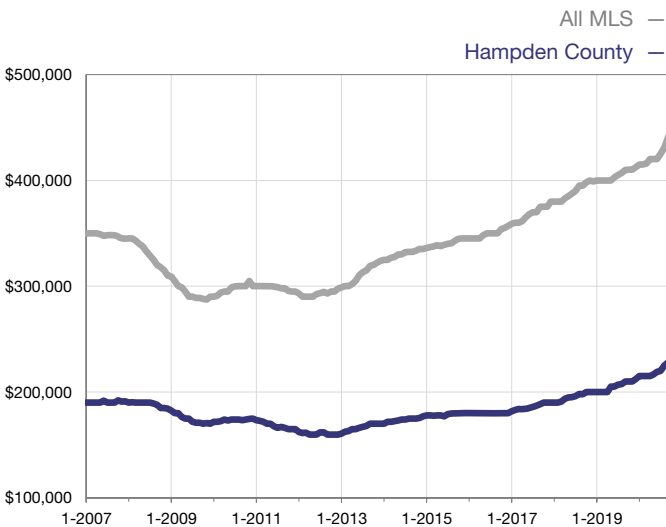
Condominium Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	47	39	- 17.0%	540	494	- 8.5%
Closed Sales	32	34	+ 6.3%	518	455	- 12.2%
Median Sales Price*	\$135,500	\$165,900	+ 22.4%	\$144,000	\$158,000	+ 9.7%
Inventory of Homes for Sale	121	56	- 53.7%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	63	46	- 27.0%	68	55	- 19.1%
Percent of Original List Price Received*	98.3%	97.9%	- 0.4%	96.6%	98.0%	+ 1.4%
New Listings	58	39	- 32.8%	647	521	- 19.5%

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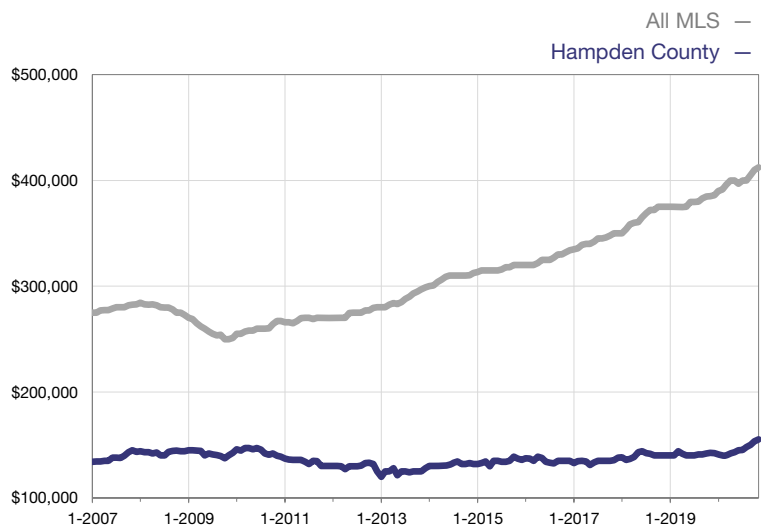
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	73	89	+ 21.9%	1,223	1,242	+ 1.6%
Closed Sales	87	109	+ 25.3%	1,148	1,145	- 0.3%
Median Sales Price*	\$300,000	\$353,000	+ 17.7%	\$291,500	\$319,950	+ 9.8%
Inventory of Homes for Sale	381	182	- 52.2%	--	--	--
Months Supply of Inventory	3.6	1.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	83	56	- 32.5%	77	64	- 16.9%
Percent of Original List Price Received*	94.5%	97.9%	+ 3.6%	95.7%	97.5%	+ 1.9%
New Listings	82	96	+ 17.1%	1,613	1,386	- 14.1%

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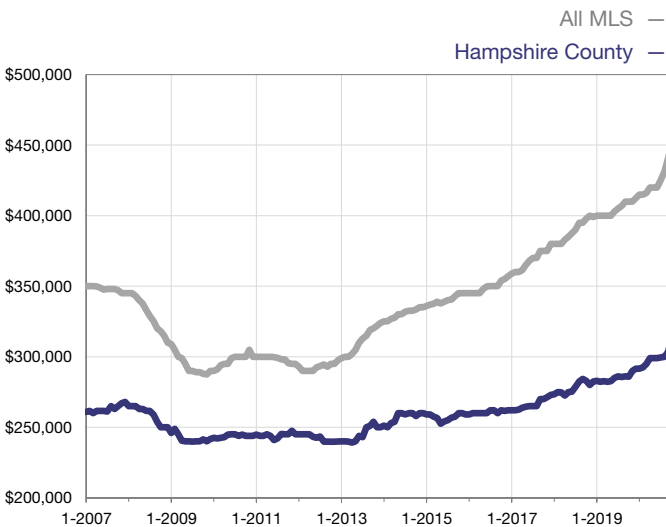
Condominium Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	13	19	+ 46.2%	259	244	- 5.8%
Closed Sales	21	23	+ 9.5%	252	215	- 14.7%
Median Sales Price*	\$223,000	\$182,500	- 18.2%	\$231,650	\$230,000	- 0.7%
Inventory of Homes for Sale	69	42	- 39.1%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	31	38	+ 22.6%	65	58	- 10.8%
Percent of Original List Price Received*	98.7%	97.7%	- 1.0%	97.9%	97.9%	0.0%
New Listings	9	11	+ 22.2%	293	277	- 5.5%

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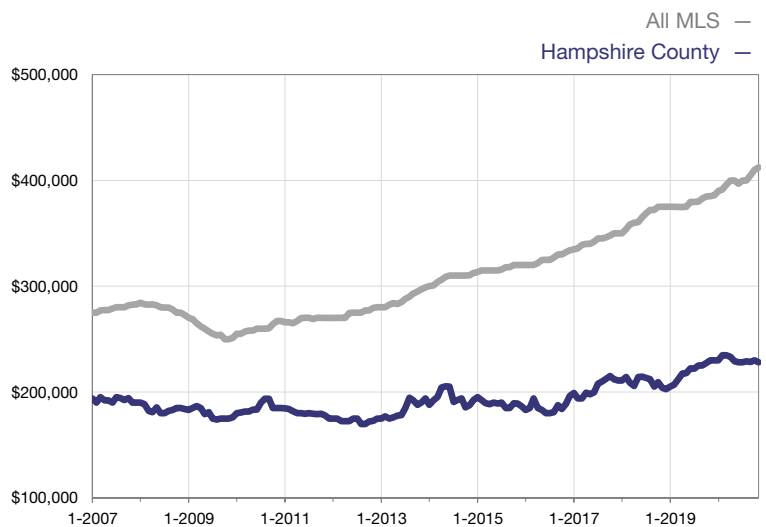
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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