

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## November 2021 Single-Family Sales Report Pioneer Valley sales down 0.4% · Median price up 9.4%

### PIONEER VALLEY

Sales down 0.4%	Median Price up 9.4%	
	2020	2021
Closed Sales (units)	548	546
Median Sales (price)	\$262,000	\$286,750

### FRANKLIN COUNTY

Sales down 8.1%	Median Price up 12.2%	
	2020	2021
Closed Sales (units)	62	57
Median Sales (price)	\$249,500	\$279,990

### HAMPDEN COUNTY

Sales down 2.3%	Median Price up 10.5%	
	2020	2021
Closed Sales (units)	383	374
Median Sales (price)	\$242,500	\$268,000

### HAMPSHIRE COUNTY

Sales up 7.2%	Median Price up 5.3%	
	2020	2021
Closed Sales (units)	111	119
Median Sales (price)	\$351,500	\$370,000

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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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## November 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 0.4 percent from 548 in November 2020 to 546 in November 2021.
- **Median Price** - up 9.4 percent from \$262,000 in November 2020 to \$286,750 in November 2021.
- **Inventory of Available Property** - down 44.1 percent from 854 homes for sale in November 2020 to 477 homes for sale in November 2021.
- **Days on the Market** – down 13.3 percent from 38 average number of days on the market in November 2020 to 33 average number of days on the market in November 2021.
- **Pending Sales (under agreement to sell)** – up 3.7 percent from 492 listings pending sale in November 2020 to 510 listings pending sale in November 2021.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 3.07 percent with an average 0.7 points for the week ending 11/30/2021. Last year at this time the 30-year FRM averaged 2.77 percent with an average 0.7 points. (Source: [www.FreddieMac.com](http://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 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 4.6%**

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

**+ 9.6%**

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

**- 44.2%**

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

### Single-Family Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	492	<b>510</b>	+ 3.7%	5,936	<b>5,861</b>	- 1.3%
Closed Sales	548	<b>546</b>	- 0.4%	5,464	<b>5,564</b>	+ 1.8%
Median Sales Price*	\$262,000	<b>\$286,750</b>	+ 9.4%	\$249,900	<b>\$285,000</b>	+ 14.0%
Inventory of Homes for Sale	854	<b>477</b>	- 44.1%	--	--	--
Months Supply of Inventory	1.7	<b>0.9</b>	- 46.5%	--	--	--
Cumulative Days on Market Until Sale	38	<b>33</b>	- 13.3%	53	<b>34</b>	- 35.5%
Percent of Original List Price Received*	100.4%	<b>101.3%</b>	+ 0.9%	98.4%	<b>102.3%</b>	+ 4.0%
New Listings	466	<b>414</b>	- 11.2%	6,648	<b>6,464</b>	- 2.8%

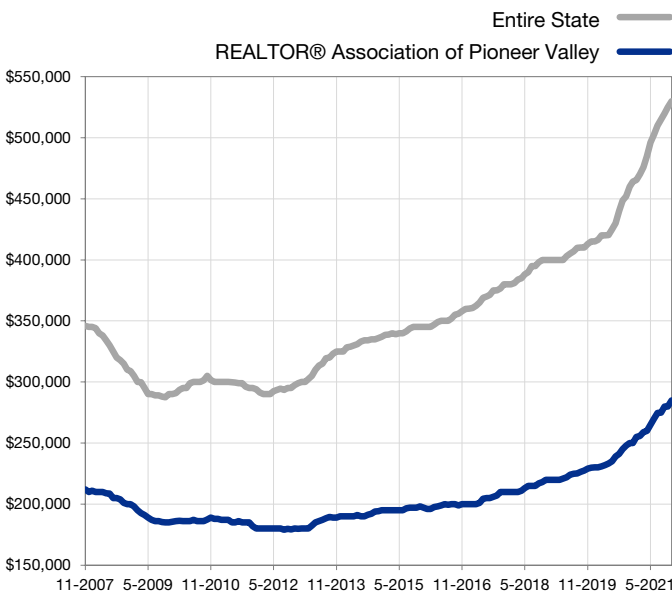
### Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	58	<b>85</b>	+ 46.6%	765	<b>971</b>	+ 26.9%
Closed Sales	62	<b>92</b>	+ 48.4%	706	<b>908</b>	+ 28.6%
Median Sales Price*	\$170,400	<b>\$196,500</b>	+ 15.3%	\$172,000	<b>\$195,000</b>	+ 13.4%
Inventory of Homes for Sale	123	<b>68</b>	- 44.7%	--	--	--
Months Supply of Inventory	1.9	<b>0.8</b>	- 55.4%	--	--	--
Cumulative Days on Market Until Sale	41	<b>30</b>	- 26.5%	57	<b>40</b>	- 30.2%
Percent of Original List Price Received*	97.9%	<b>100.7%</b>	+ 2.9%	97.9%	<b>101.2%</b>	+ 3.4%
New Listings	53	<b>74</b>	+ 39.6%	837	<b>1,019</b>	+ 21.7%

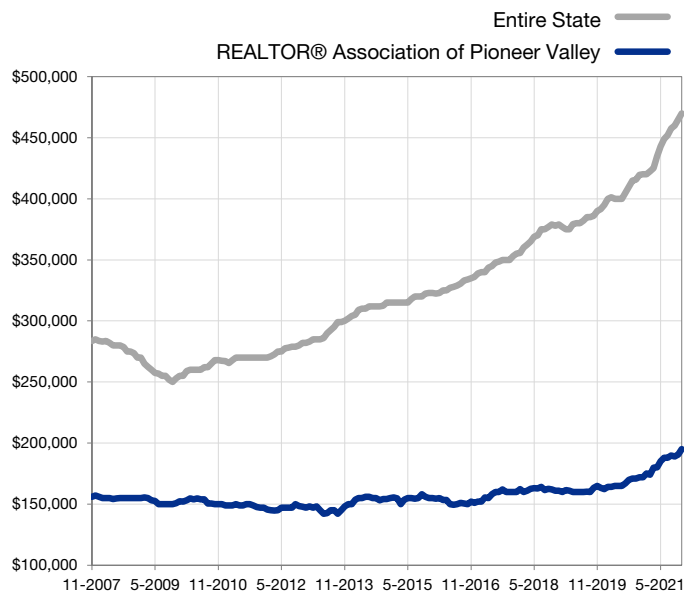
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	58	55	- 5.2%	642	587	- 8.6%
Closed Sales	62	57	- 8.1%	587	551	- 6.1%
Median Sales Price*	\$249,500	<b>\$279,990</b>	+ 12.2%	\$243,000	<b>\$280,000</b>	+ 15.2%
Inventory of Homes for Sale	105	71	- 32.4%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	43	39	- 9.3%	69	39	- 43.5%
Percent of Original List Price Received*	99.1%	100.5%	+ 1.4%	96.1%	102.0%	+ 6.1%
New Listings	52	51	- 1.9%	703	674	- 4.1%

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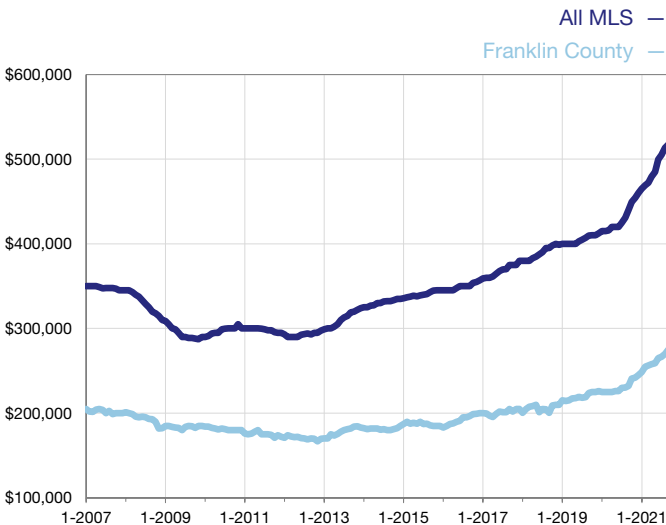
### Condominium Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	2	4	+ 100.0%	36	32	- 11.1%
Closed Sales	3	6	+ 100.0%	35	27	- 22.9%
Median Sales Price*	\$204,000	<b>\$244,250</b>	+ 19.7%	\$187,000	<b>\$190,000</b>	+ 1.6%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	16	25	+ 56.3%	66	26	- 60.6%
Percent of Original List Price Received*	99.5%	100.7%	+ 1.2%	97.7%	100.9%	+ 3.3%
New Listings	3	3	0.0%	40	32	- 20.0%

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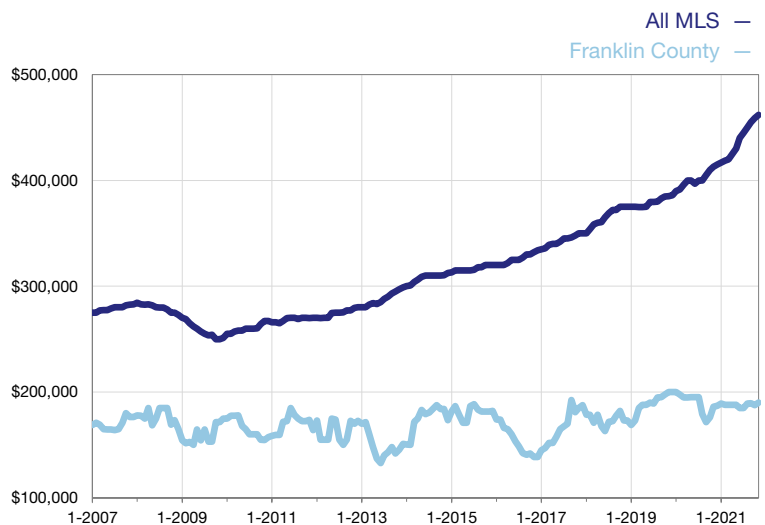
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	351	<b>354</b>	+ 0.9%	4,094	<b>4,114</b>	+ 0.5%
Closed Sales	383	<b>374</b>	- 2.3%	3,747	<b>3,875</b>	+ 3.4%
Median Sales Price*	\$242,500	<b>\$268,000</b>	+ 10.5%	\$233,500	<b>\$265,000</b>	+ 13.5%
Inventory of Homes for Sale	530	<b>295</b>	- 44.3%	--	--	--
Months Supply of Inventory	1.6	<b>0.8</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	32	<b>29</b>	- 9.4%	47	<b>32</b>	- 31.9%
Percent of Original List Price Received*	101.3%	<b>101.6%</b>	+ 0.3%	99.1%	<b>102.5%</b>	+ 3.4%
New Listings	325	<b>290</b>	- 10.8%	4,594	<b>4,530</b>	- 1.4%

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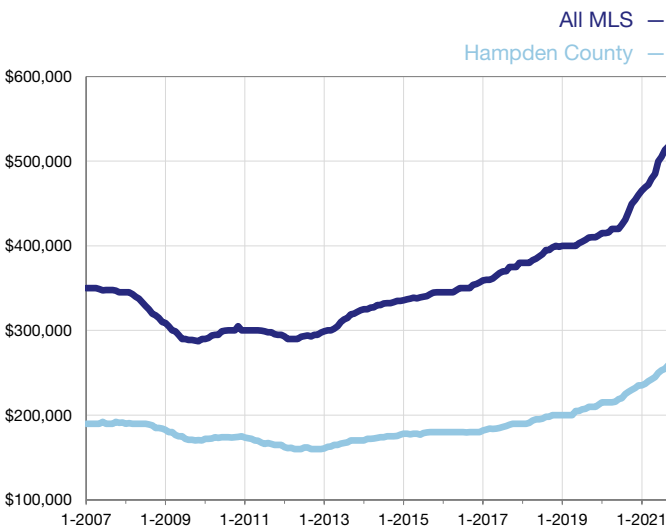
### Condominium Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	37	<b>53</b>	+ 43.2%	488	<b>604</b>	+ 23.8%
Closed Sales	34	<b>59</b>	+ 73.5%	456	<b>568</b>	+ 24.6%
Median Sales Price*	\$165,900	<b>\$175,000</b>	+ 5.5%	\$157,500	<b>\$172,500</b>	+ 9.5%
Inventory of Homes for Sale	68	<b>41</b>	- 39.7%	--	--	--
Months Supply of Inventory	1.6	<b>0.8</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	46	<b>27</b>	- 41.3%	55	<b>31</b>	- 43.6%
Percent of Original List Price Received*	97.8%	<b>100.6%</b>	+ 2.9%	97.9%	<b>101.4%</b>	+ 3.6%
New Listings	39	<b>48</b>	+ 23.1%	521	<b>631</b>	+ 21.1%

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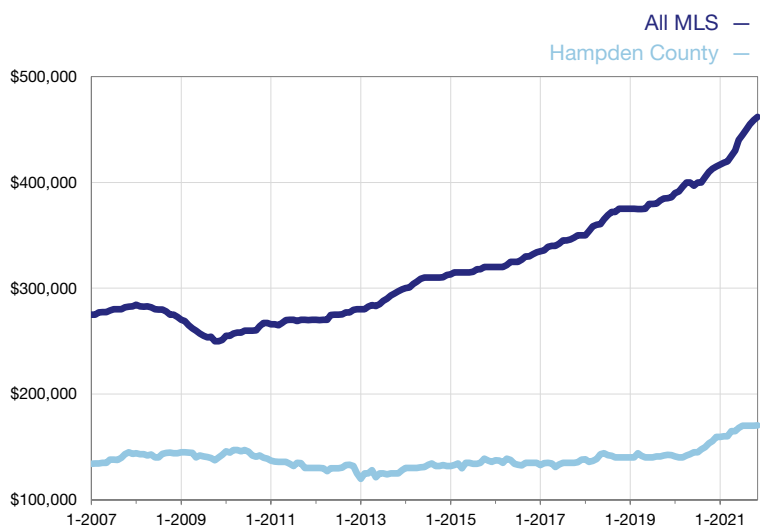
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	85	<b>100</b>	+ 17.6%	1,222	<b>1,197</b>	- 2.0%
Closed Sales	111	<b>119</b>	+ 7.2%	1,145	<b>1,169</b>	+ 2.1%
Median Sales Price*	\$351,500	<b>\$370,000</b>	+ 5.3%	\$320,000	<b>\$369,000</b>	+ 15.3%
Inventory of Homes for Sale	218	<b>118</b>	- 45.9%	--	--	--
Months Supply of Inventory	2.1	<b>1.1</b>	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	56	<b>42</b>	- 25.0%	64	<b>41</b>	- 35.9%
Percent of Original List Price Received*	97.9%	<b>101.2%</b>	+ 3.4%	97.5%	<b>102.1%</b>	+ 4.7%
New Listings	94	<b>82</b>	- 12.8%	1,381	<b>1,316</b>	- 4.7%

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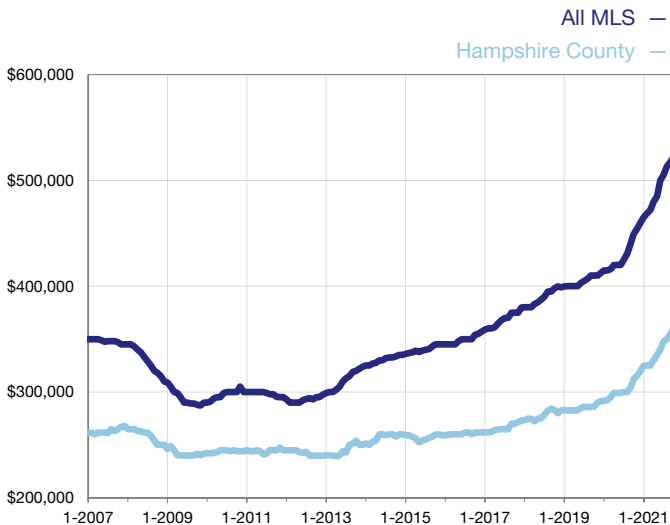
### Condominium Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	19	<b>28</b>	+ 47.4%	242	<b>339</b>	+ 40.1%
Closed Sales	24	<b>27</b>	+ 12.5%	216	<b>316</b>	+ 46.3%
Median Sales Price*	\$183,738	<b>\$225,000</b>	+ 22.5%	\$230,000	<b>\$245,000</b>	+ 6.5%
Inventory of Homes for Sale	52	<b>25</b>	- 51.9%	--	--	--
Months Supply of Inventory	2.6	<b>0.9</b>	- 65.4%	--	--	--
Cumulative Days on Market Until Sale	37	<b>37</b>	0.0%	57	<b>56</b>	- 1.8%
Percent of Original List Price Received*	97.8%	<b>101.0%</b>	+ 3.3%	97.9%	<b>100.9%</b>	+ 3.1%
New Listings	11	<b>23</b>	+ 109.1%	278	<b>360</b>	+ 29.5%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

