

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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November 2022 Single-Family Sales Report Pioneer Valley sales down 22.0% · Median price up 9.4%

PIONEER VALLEY

Sales down 22.0%	Median Price up 9.4%	
	2021	2022
Closed Sales (units)	563	439
Median Sales (price)	\$288,000	\$315,000

FRANKLIN COUNTY

Sales down 3.5%	Median Price up 12.7%	
	2021	2022
Closed Sales (units)	57	55
Median Sales (price)	\$275,000	\$310,000

HAMPDEN COUNTY

Sales down 25.5%	Median Price up 7.4%	
	2021	2022
Closed Sales (units)	385	287
Median Sales (price)	\$270,000	\$290,000

HAMPSHIRE COUNTY

Sales down 12.5%	Median Price up 17.6%	
	2021	2022
Closed Sales (units)	120	105
Median Sales (price)	\$370,000	\$435,000

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 22.0 percent from 563 in November 2021 to 439 in November 2022.
- **Median Price** - up 9.4 percent from \$288,000 in November 2021 to \$315,000 in November 2022.
- **Inventory of Available Property** - down 21.2 percent from 772 homes for sale in November 2021 to 608 homes for sale in November 2022.
- **Days on the Market** – up 7.7 percent from 34 average number of days on the market in November 2021 to 37 average number of days on the market in November 2022.
- **Pending Sales (under agreement to sell)** – down 15.0 percent from 500 listings pending sale in November 2021 to 425 listings pending sale in November 2022.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 23.5%

+ 11.4%

- 21.3%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	500	425	- 15.0%	5,793	5,030	- 13.2%
Closed Sales	563	439	- 22.0%	5,606	5,014	- 10.6%
Median Sales Price*	\$288,000	\$315,000	+ 9.4%	\$285,000	\$312,000	+ 9.5%
Inventory of Homes for Sale	772	608	- 21.2%	--	--	--
Months Supply of Inventory	1.5	1.3	- 12.1%	--	--	--
Cumulative Days on Market Until Sale	34	37	+ 7.7%	35	32	- 7.3%
Percent of Original List Price Received*	101.2%	98.8%	- 2.3%	102.3%	102.2%	- 0.1%
New Listings	415	355	- 14.5%	6,531	5,888	- 9.8%

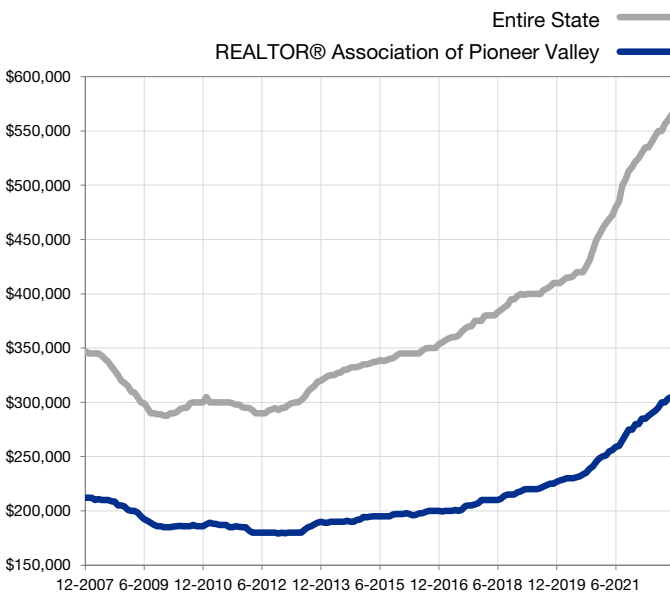
Condominium Properties

	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	74	82	+ 10.8%	947	830	- 12.4%
Closed Sales	93	63	- 32.3%	909	820	- 9.8%
Median Sales Price*	\$195,000	\$240,000	+ 23.1%	\$195,000	\$225,000	+ 15.4%
Inventory of Homes for Sale	112	88	- 21.4%	--	--	--
Months Supply of Inventory	1.4	1.2	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	30	27	- 11.1%	40	28	- 28.8%
Percent of Original List Price Received*	100.6%	100.3%	- 0.3%	101.2%	103.1%	+ 1.9%
New Listings	74	73	- 1.4%	1,022	938	- 8.2%

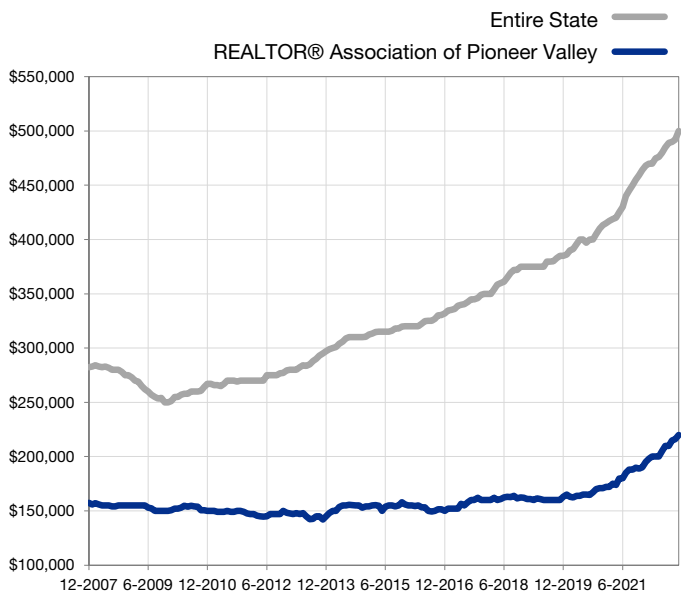
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	95	83	- 12.6%	1,181	1,086	- 8.0%
Closed Sales	120	105	- 12.5%	1,173	1,093	- 6.8%
Median Sales Price*	\$370,000	\$435,000	+ 17.6%	\$368,000	\$402,250	+ 9.3%
Inventory of Homes for Sale	176	128	- 27.3%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	43	39	- 9.3%	41	34	- 17.1%
Percent of Original List Price Received*	101.1%	99.0%	- 2.1%	102.1%	103.1%	+ 1.0%
New Listings	84	68	- 19.0%	1,336	1,267	- 5.2%

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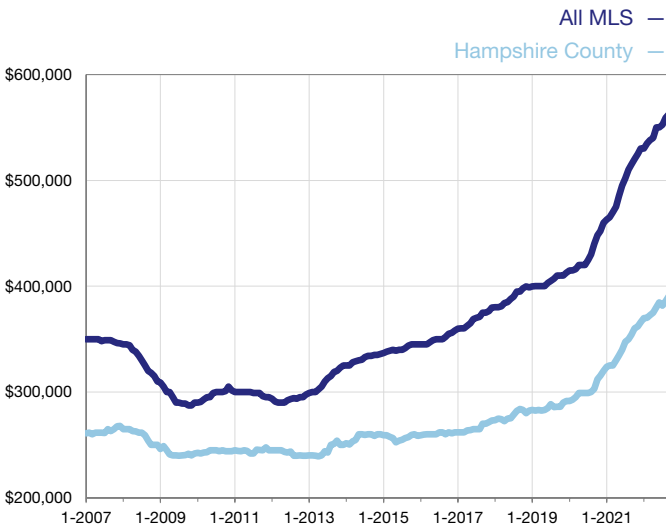
Condominium Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	19	24	+ 26.3%	320	243	- 24.1%
Closed Sales	27	17	- 37.0%	316	238	- 24.7%
Median Sales Price*	\$225,000	\$300,000	+ 33.3%	\$245,000	\$285,000	+ 16.3%
Inventory of Homes for Sale	47	37	- 21.3%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--
Cumulative Days on Market Until Sale	37	23	- 37.8%	56	33	- 41.1%
Percent of Original List Price Received*	101.0%	101.0%	0.0%	100.9%	105.2%	+ 4.3%
New Listings	23	27	+ 17.4%	359	295	- 17.8%

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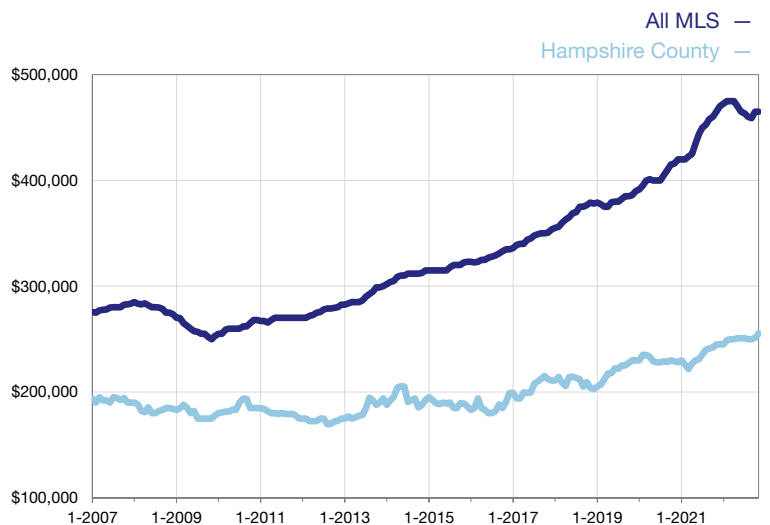
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2022

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Hampden County

Single-Family Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	340	298	- 12.4%	4,044	3,466	- 14.3%
Closed Sales	385	287	- 25.5%	3,885	3,431	- 11.7%
Median Sales Price*	\$270,000	\$290,000	+ 7.4%	\$266,000	\$290,000	+ 9.0%
Inventory of Homes for Sale	496	384	- 22.6%	--	--	--
Months Supply of Inventory	1.4	1.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	30	36	+ 20.0%	32	31	- 3.1%
Percent of Original List Price Received*	101.5%	98.9%	- 2.6%	102.5%	102.0%	- 0.5%
New Listings	288	254	- 11.8%	4,525	4,031	- 10.9%

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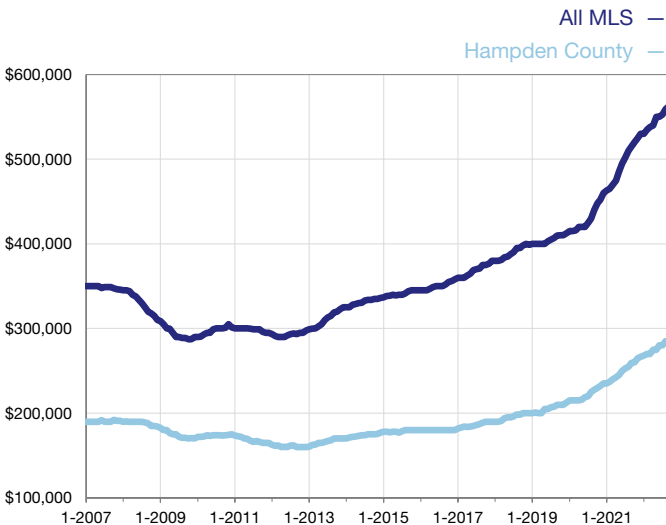
Condominium Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	52	54	+ 3.8%	600	551	- 8.2%
Closed Sales	60	40	- 33.3%	569	546	- 4.0%
Median Sales Price*	\$173,050	\$192,500	+ 11.2%	\$172,000	\$200,000	+ 16.3%
Inventory of Homes for Sale	61	47	- 23.0%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	28	29	+ 3.6%	31	26	- 16.1%
Percent of Original List Price Received*	100.5%	99.6%	- 0.9%	101.4%	102.1%	+ 0.7%
New Listings	48	44	- 8.3%	635	600	- 5.5%

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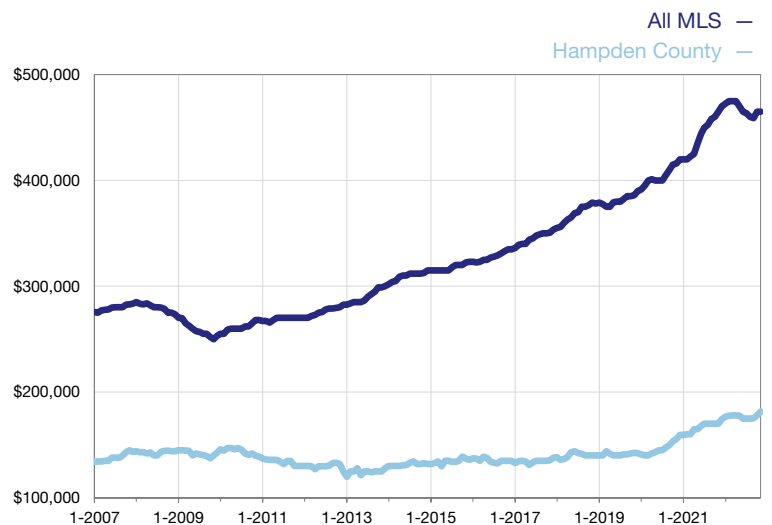
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2022

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Franklin County

Single-Family Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	64	47	- 26.6%	581	491	- 15.5%
Closed Sales	57	55	- 3.5%	552	505	- 8.5%
Median Sales Price*	\$275,000	\$310,000	+ 12.7%	\$280,000	\$310,000	+ 10.7%
Inventory of Homes for Sale	91	93	+ 2.2%	--	--	--
Months Supply of Inventory	1.8	2.1	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	38	43	+ 13.2%	39	38	- 2.6%
Percent of Original List Price Received*	100.1%	97.6%	- 2.5%	101.9%	101.5%	- 0.4%
New Listings	51	36	- 29.4%	683	614	- 10.1%

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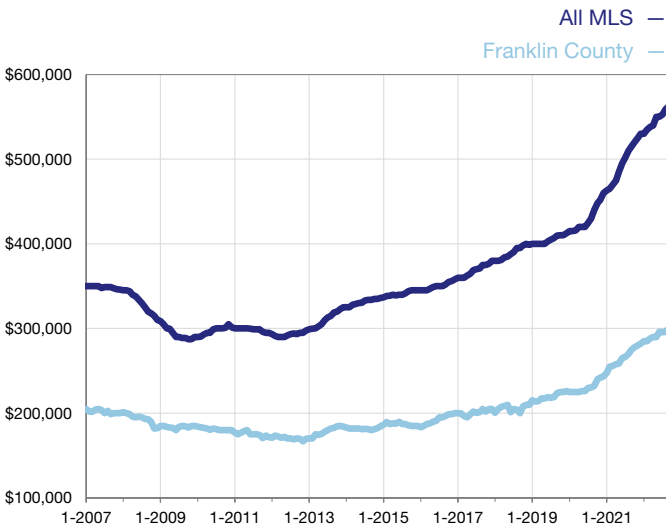
Condominium Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	3	4	+ 33.3%	31	41	+ 32.3%
Closed Sales	6	6	0.0%	27	41	+ 51.9%
Median Sales Price*	\$244,250	\$283,000	+ 15.9%	\$190,000	\$249,900	+ 31.5%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	25	24	- 4.0%	26	25	- 3.8%
Percent of Original List Price Received*	100.7%	103.1%	+ 2.4%	100.9%	104.6%	+ 3.7%
New Listings	3	2	- 33.3%	32	49	+ 53.1%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

