

# Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 12.3%**

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

**+ 7.5%**

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

**- 31.4%**

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

### Single-Family Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	349	<b>404</b>	+ 15.8%	4,927	<b>4,195</b>	- 14.9%
Closed Sales	449	<b>393</b>	- 12.5%	5,029	<b>4,027</b>	- 19.9%
Median Sales Price*	\$315,000	<b>\$335,000</b>	+ 6.3%	\$312,000	<b>\$327,000</b>	+ 4.8%
Inventory of Homes for Sale	820	<b>563</b>	- 31.3%	--	--	--
Months Supply of Inventory	1.7	<b>1.5</b>	- 12.4%	--	--	--
Cumulative Days on Market Until Sale	38	<b>33</b>	- 11.6%	33	<b>37</b>	+ 12.1%
Percent of Original List Price Received*	98.7%	<b>100.3%</b>	+ 1.7%	102.2%	<b>101.2%</b>	- 1.0%
New Listings	356	<b>368</b>	+ 3.4%	5,888	<b>4,886</b>	- 17.0%

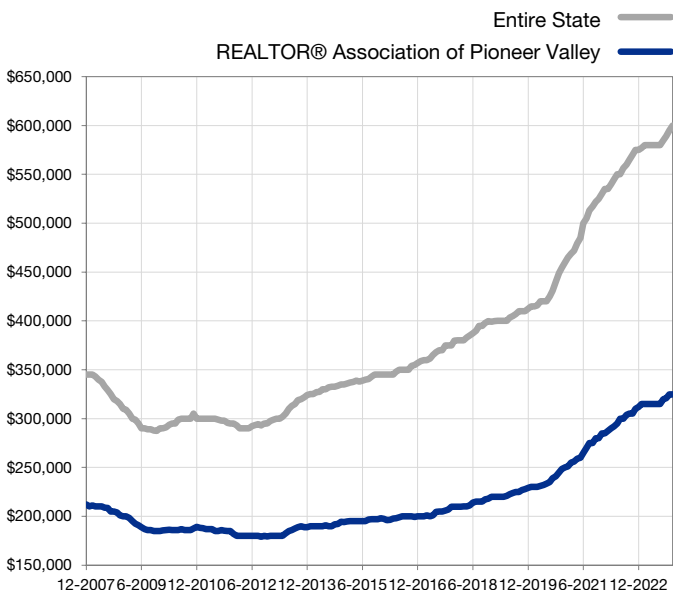
### Condominium Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	70	<b>64</b>	- 8.6%	812	<b>653</b>	- 19.6%
Closed Sales	63	<b>56</b>	- 11.1%	820	<b>639</b>	- 22.1%
Median Sales Price*	\$240,000	<b>\$277,450</b>	+ 15.6%	\$225,000	<b>\$239,999</b>	+ 6.7%
Inventory of Homes for Sale	123	<b>84</b>	- 31.7%	--	--	--
Months Supply of Inventory	1.6	<b>1.4</b>	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	27	<b>22</b>	- 18.3%	28	<b>37</b>	+ 32.9%
Percent of Original List Price Received*	100.3%	<b>102.3%</b>	+ 2.0%	103.1%	<b>102.6%</b>	- 0.6%
New Listings	75	<b>61</b>	- 18.7%	940	<b>707</b>	- 24.8%

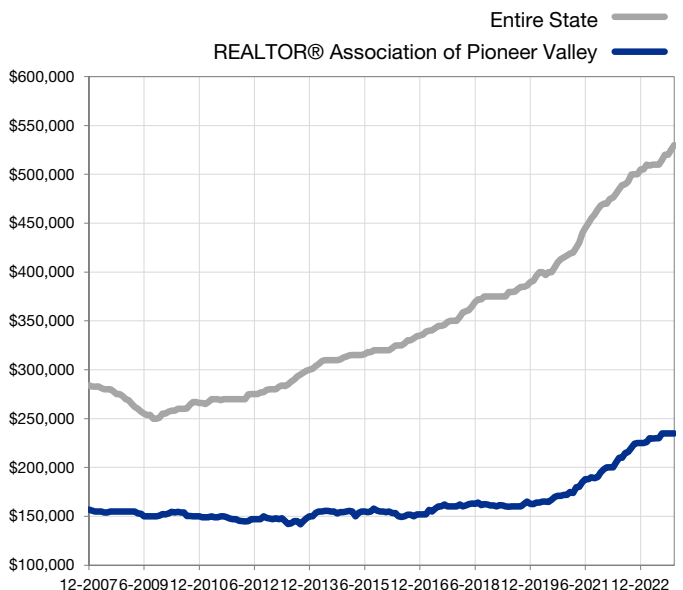
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

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## Franklin County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	36	53	+ 47.2%	477	464	- 2.7%
Closed Sales	55	52	- 5.5%	508	446	- 12.2%
Median Sales Price*	\$310,000	\$350,500	+ 13.1%	\$310,000	\$325,000	+ 4.8%
Inventory of Homes for Sale	123	79	- 35.8%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	43	41	- 4.7%	38	47	+ 23.7%
Percent of Original List Price Received*	97.6%	98.4%	+ 0.8%	101.4%	99.6%	- 1.8%
New Listings	35	34	- 2.9%	604	523	- 13.4%

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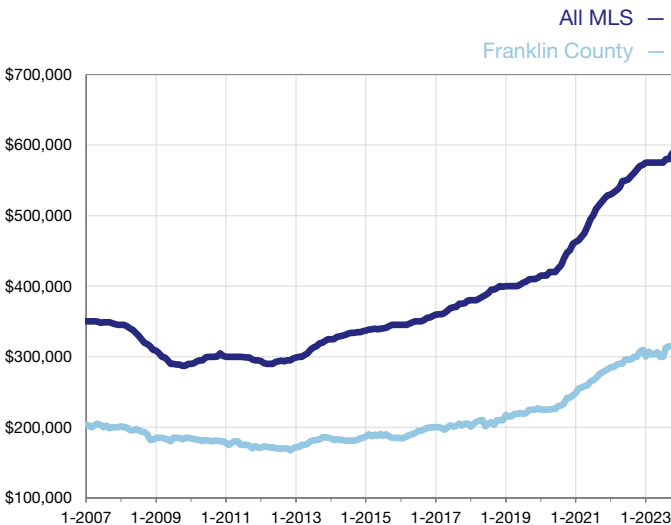
### Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	3	- 25.0%	41	27	- 34.1%
Closed Sales	6	3	- 50.0%	41	24	- 41.5%
Median Sales Price*	\$283,000	\$410,000	+ 44.9%	\$249,900	\$295,000	+ 18.0%
Inventory of Homes for Sale	8	5	- 37.5%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	24	23	- 4.2%	25	19	- 24.0%
Percent of Original List Price Received*	103.1%	103.0%	- 0.1%	104.6%	103.3%	- 1.2%
New Listings	2	3	+ 50.0%	48	33	- 31.3%

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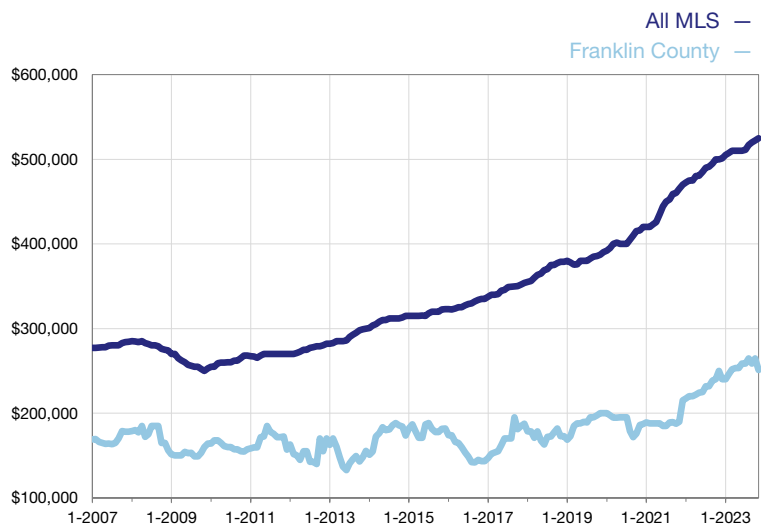
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Hampden County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	247	<b>286</b>	+ 15.8%	3,400	<b>2,905</b>	- 14.6%
Closed Sales	293	<b>260</b>	- 11.3%	3,449	<b>2,787</b>	- 19.2%
Median Sales Price*	\$289,999	<b>\$310,000</b>	+ 6.9%	\$290,000	<b>\$309,900</b>	+ 6.9%
Inventory of Homes for Sale	525	<b>357</b>	- 32.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.4</b>	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	36	<b>31</b>	- 13.9%	31	<b>35</b>	+ 12.9%
Percent of Original List Price Received*	98.7%	<b>100.3%</b>	+ 1.6%	102.0%	<b>101.1%</b>	- 0.9%
New Listings	247	<b>274</b>	+ 10.9%	3,972	<b>3,318</b>	- 16.5%

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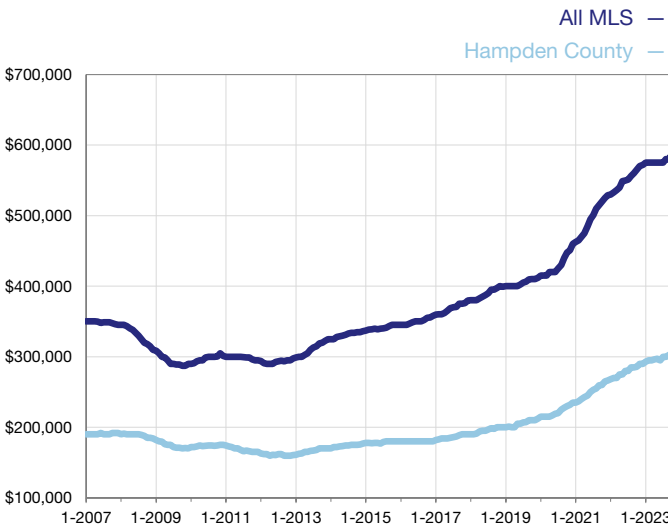
### Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	44	<b>48</b>	+ 9.1%	538	<b>398</b>	- 26.0%
Closed Sales	40	<b>35</b>	- 12.5%	546	<b>390</b>	- 28.6%
Median Sales Price*	\$192,500	<b>\$243,900</b>	+ 26.7%	\$200,000	<b>\$220,000</b>	+ 10.0%
Inventory of Homes for Sale	62	<b>46</b>	- 25.8%	--	--	--
Months Supply of Inventory	1.3	<b>1.3</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	29	<b>23</b>	- 20.7%	26	<b>33</b>	+ 26.9%
Percent of Original List Price Received*	99.6%	<b>101.1%</b>	+ 1.5%	102.1%	<b>101.6%</b>	- 0.5%
New Listings	44	<b>48</b>	+ 9.1%	590	<b>429</b>	- 27.3%

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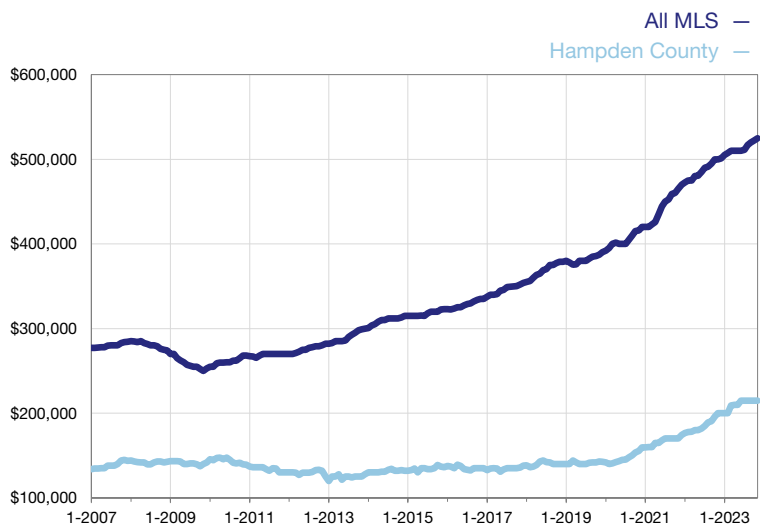
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – November 2023

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## Hampshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	68	<b>69</b>	+ 1.5%	1,070	<b>872</b>	- 18.5%
Closed Sales	106	<b>86</b>	- 18.9%	1,099	<b>842</b>	- 23.4%
Median Sales Price*	\$435,500	<b>\$410,000</b>	- 5.9%	\$404,450	<b>\$410,000</b>	+ 1.4%
Inventory of Homes for Sale	159	<b>112</b>	- 29.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.5</b>	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	40	<b>29</b>	- 27.5%	34	<b>36</b>	+ 5.9%
Percent of Original List Price Received*	98.9%	<b>101.3%</b>	+ 2.4%	103.1%	<b>102.3%</b>	- 0.8%
New Listings	66	<b>64</b>	- 3.0%	1,228	<b>981</b>	- 20.1%

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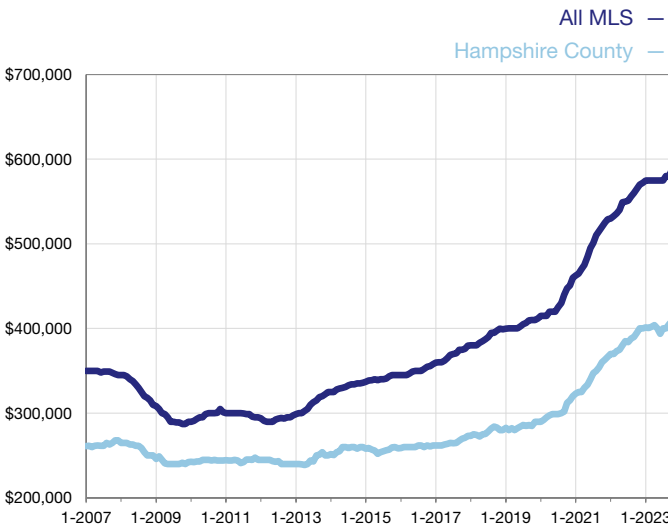
### Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	22	<b>13</b>	- 40.9%	236	<b>229</b>	- 3.0%
Closed Sales	17	<b>18</b>	+ 5.9%	237	<b>225</b>	- 5.1%
Median Sales Price*	\$300,000	<b>\$355,500</b>	+ 18.5%	\$285,000	<b>\$320,000</b>	+ 12.3%
Inventory of Homes for Sale	53	<b>31</b>	- 41.5%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	23	<b>20</b>	- 13.0%	32	<b>46</b>	+ 43.8%
Percent of Original List Price Received*	101.0%	<b>104.4%</b>	+ 3.4%	105.3%	<b>104.0%</b>	- 1.2%
New Listings	29	<b>9</b>	- 69.0%	292	<b>237</b>	- 18.8%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

