

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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November 2024 Single-Family Sales Report Pioneer Valley sales down 2.5% · Median price up 4.4%

PIONEER VALLEY

Sales down 2.5%

Median Price up 4.4%

	2023	2024
Closed Sales (units)	405	395
Median Sales (price)	\$335,000	\$349,744

FRANKLIN COUNTY

Sales down 23.1%

Median Price down 5.6%

	2023	2024
Closed Sales (units)	52	40
Median Sales (price)	\$350,500	\$331,000

HAMPDEN COUNTY

Sales up 5.9%

Median Price up 7.7%

	2023	2024
Closed Sales (units)	271	287
Median Sales (price)	\$310,000	\$334,000

HAMPSHIRE COUNTY

Sales down 26.7%

Median Price down 2.4%

	2023	2024
Closed Sales (units)	86	63
Median Sales (price)	\$410,000	\$400,000

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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 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 2.5 percent from 405 in November 2023 to 395 in November 2024.
- **Median Price** – up 4.4 percent from \$335,000 in November 2023 to \$349,744 in November 2024.
- **Inventory of Available Property** – down 14.2 percent from 754 homes for sale in November 2023 to 647 homes for sale in November 2024.
- **Days on the Market** – up 19.9 percent from 33 average number of days on the market in November 2023 to 40 average number of days on the market in November 2024.
- **Pending Sales (under agreement to sell)** – up 35.6 percent from 323 listings pending sale in November 2023 to 438 listings pending sale in November 2024.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 0.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.1%

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

- 11.0%

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

Single-Family Properties

	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	323	438	+ 35.6%	4,087	4,239	+ 3.7%
Closed Sales	405	395	- 2.5%	4,047	4,006	- 1.0%
Median Sales Price*	\$335,000	\$349,744	+ 4.4%	\$326,250	\$350,000	+ 7.3%
Inventory of Homes for Sale	754	647	- 14.2%	--	--	--
Months Supply of Inventory	2.0	1.8	- 12.7%	--	--	--
Cumulative Days on Market Until Sale	33	40	+ 19.9%	37	36	- 2.0%
Percent of Original List Price Received*	100.4%	98.7%	- 1.8%	101.2%	101.1%	- 0.1%
New Listings	369	344	- 6.8%	4,878	5,030	+ 3.1%

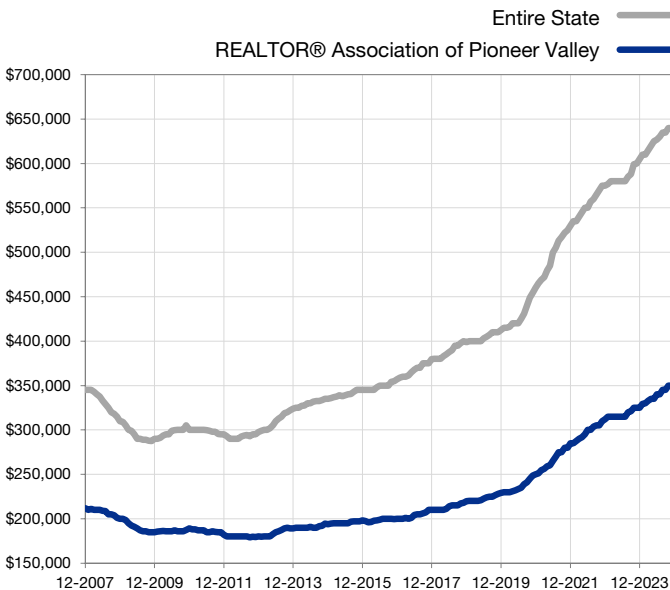
Condominium Properties

	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	52	70	+ 34.6%	638	708	+ 11.0%
Closed Sales	57	66	+ 15.8%	641	644	+ 0.5%
Median Sales Price*	\$279,900	\$263,500	- 5.9%	\$240,000	\$261,150	+ 8.8%
Inventory of Homes for Sale	110	122	+ 10.9%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 12.8%	--	--	--
Cumulative Days on Market Until Sale	22	32	+ 46.8%	37	35	- 7.5%
Percent of Original List Price Received*	102.5%	100.0%	- 2.5%	102.6%	100.7%	- 1.8%
New Listings	61	56	- 8.2%	708	837	+ 18.2%

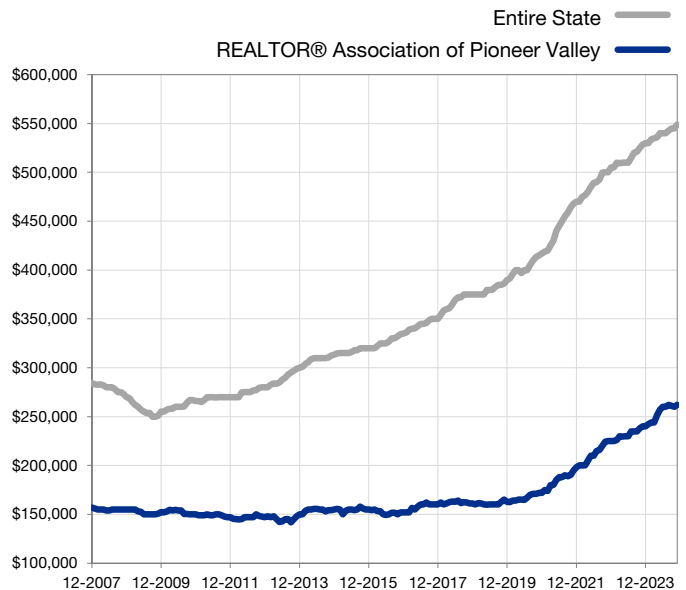
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	44	55	+ 25.0%	451	467	+ 3.5%
Closed Sales	52	40	- 23.1%	447	434	- 2.9%
Median Sales Price*	\$350,500	\$331,000	- 5.6%	\$325,000	\$350,000	+ 7.7%
Inventory of Homes for Sale	105	94	- 10.5%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--
Cumulative Days on Market Until Sale	41	41	0.0%	47	42	- 10.6%
Percent of Original List Price Received*	98.4%	96.2%	- 2.2%	99.6%	98.6%	- 1.0%
New Listings	34	42	+ 23.5%	520	545	+ 4.8%

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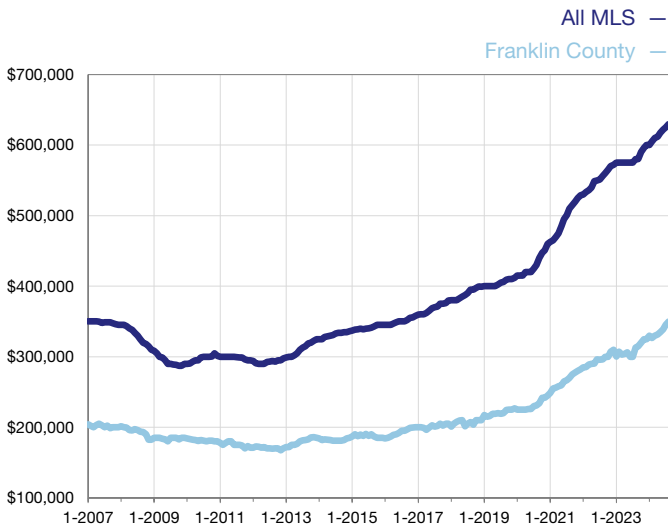
Condominium Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	3	1	- 66.7%	27	38	+ 40.7%
Closed Sales	3	1	- 66.7%	24	37	+ 54.2%
Median Sales Price*	\$410,000	\$245,000	- 40.2%	\$295,000	\$250,000	- 15.3%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	23	15	- 34.8%	19	37	+ 94.7%
Percent of Original List Price Received*	103.0%	101.2%	- 1.7%	103.3%	101.7%	- 1.5%
New Listings	3	2	- 33.3%	33	41	+ 24.2%

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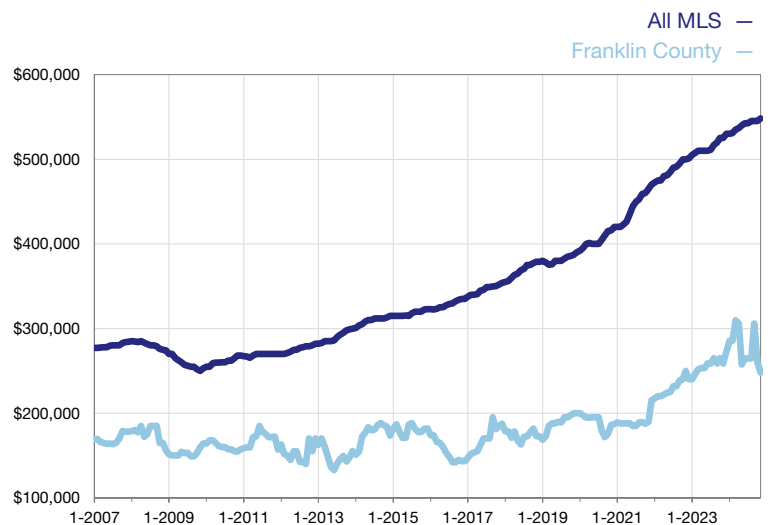
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	230	287	+ 24.8%	2,835	2,954	+ 4.2%
Closed Sales	271	287	+ 5.9%	2,805	2,822	+ 0.6%
Median Sales Price*	\$310,000	\$334,000	+ 7.7%	\$309,000	\$330,000	+ 6.8%
Inventory of Homes for Sale	479	413	- 13.8%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	31	37	+ 19.4%	35	33	- 5.7%
Percent of Original List Price Received*	100.5%	99.4%	- 1.1%	101.1%	101.5%	+ 0.4%
New Listings	272	246	- 9.6%	3,317	3,426	+ 3.3%

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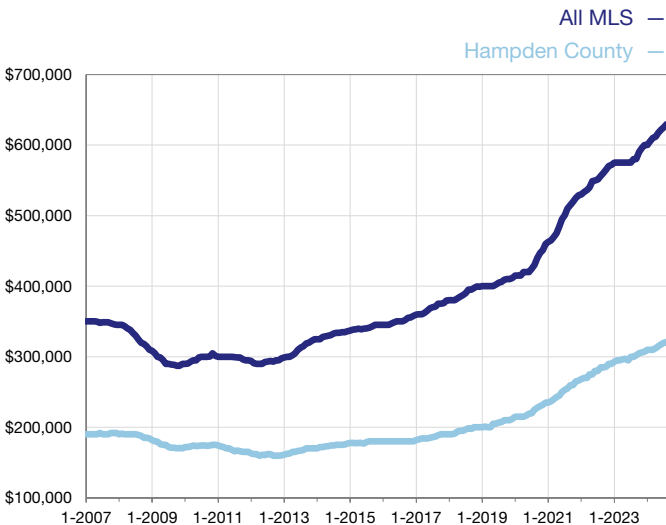
Condominium Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	40	36	- 10.0%	389	438	+ 12.6%
Closed Sales	35	39	+ 11.4%	391	400	+ 2.3%
Median Sales Price*	\$243,900	\$220,000	- 9.8%	\$220,000	\$235,000	+ 6.8%
Inventory of Homes for Sale	61	84	+ 37.7%	--	--	--
Months Supply of Inventory	1.8	2.2	+ 22.2%	--	--	--
Cumulative Days on Market Until Sale	23	28	+ 21.7%	33	30	- 9.1%
Percent of Original List Price Received*	101.1%	99.8%	- 1.3%	101.6%	100.6%	- 1.0%
New Listings	48	32	- 33.3%	430	522	+ 21.4%

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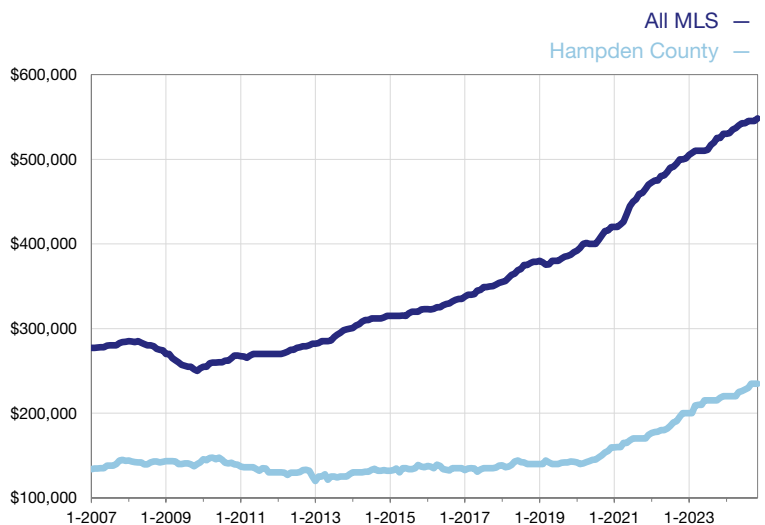
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2024

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Hampshire County

Single-Family Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	53	92	+ 73.6%	849	833	- 1.9%
Closed Sales	86	63	- 26.7%	842	782	- 7.1%
Median Sales Price*	\$410,000	\$400,000	- 2.4%	\$410,000	\$450,000	+ 9.8%
Inventory of Homes for Sale	150	138	- 8.0%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	29	48	+ 65.5%	36	40	+ 11.1%
Percent of Original List Price Received*	101.3%	97.2%	- 4.0%	102.3%	101.2%	- 1.1%
New Listings	64	54	- 15.6%	976	995	+ 1.9%

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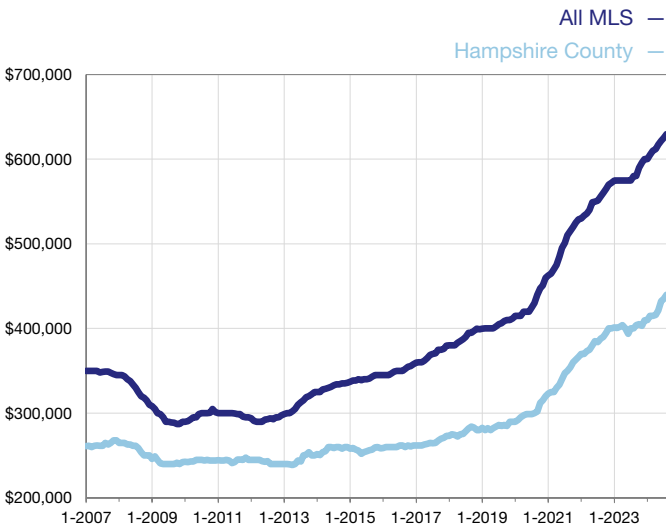
Condominium Properties

Key Metrics	November			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	9	32	+ 255.6%	223	235	+ 5.4%
Closed Sales	19	27	+ 42.1%	226	210	- 7.1%
Median Sales Price*	\$322,000	\$365,000	+ 13.4%	\$320,000	\$327,500	+ 2.3%
Inventory of Homes for Sale	42	30	- 28.6%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	19	38	+ 100.0%	46	42	- 8.7%
Percent of Original List Price Received*	104.9%	100.2%	- 4.5%	104.1%	100.7%	- 3.3%
New Listings	9	21	+ 133.3%	238	264	+ 10.9%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

