

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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October 2021 Single-Family Sales Report Pioneer Valley sales down 12.1% · Median price up 15.2%

PIONEER VALLEY

Sales down 12.1%	Median Price up 15.2%	
	2020	2021
Closed Sales (units)	652	573
Median Sales (price)	\$260,000	\$299,500

FRANKLIN COUNTY

Sales down 21.5%	Median Price up 9.4%	
	2020	2021
Closed Sales (units)	79	62
Median Sales (price)	\$265,000	\$290,000

HAMPDEN COUNTY

Sales down 10.2%	Median Price up 14.3%	
	2020	2021
Closed Sales (units)	443	398
Median Sales (price)	\$249,000	\$284,700

HAMPSHIRE COUNTY

Sales down 7.0%	Median Price up 20.0%	
	2020	2021
Closed Sales (units)	128	119
Median Sales (price)	\$307,500	\$369,000

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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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October 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 12.1 percent from 652 in October 2020 to 573 in October 2021.
- **Median Price** - up 15.2 percent from \$260,000 in October 2020 to \$299,500 in October 2021.
- **Inventory of Available Property** - down 36.4 percent from 962 homes for sale in October 2020 to 612 homes for sale in October 2021.
- **Days on the Market** – down 28.9 percent from 41 average number of days on the market in October 2020 to 29 average number of days on the market in October 2021.
- **Pending Sales (under agreement to sell)** – up 1.5 percent from 596 listings pending sale in October 2020 to 605 listings pending sale in October 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.07 percent with an average 0.7 points for the week ending 10/31/2021. Last year at this time the 30-year FRM averaged 2.83 percent with an average 0.7 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 – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 4.8%

+ 10.6%

- 37.6%

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

	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	596	605	+ 1.5%	5,444	5,390	- 1.0%
Closed Sales	652	573	- 12.1%	4,916	5,011	+ 1.9%
Median Sales Price*	\$260,000	\$299,500	+ 15.2%	\$248,000	\$285,000	+ 14.9%
Inventory of Homes for Sale	962	612	- 36.4%	--	--	--
Months Supply of Inventory	2.0	1.2	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	41	29	- 28.9%	55	35	- 37.2%
Percent of Original List Price Received*	99.7%	101.7%	+ 2.0%	98.2%	102.4%	+ 4.3%
New Listings	679	609	- 10.3%	6,181	6,052	- 2.1%

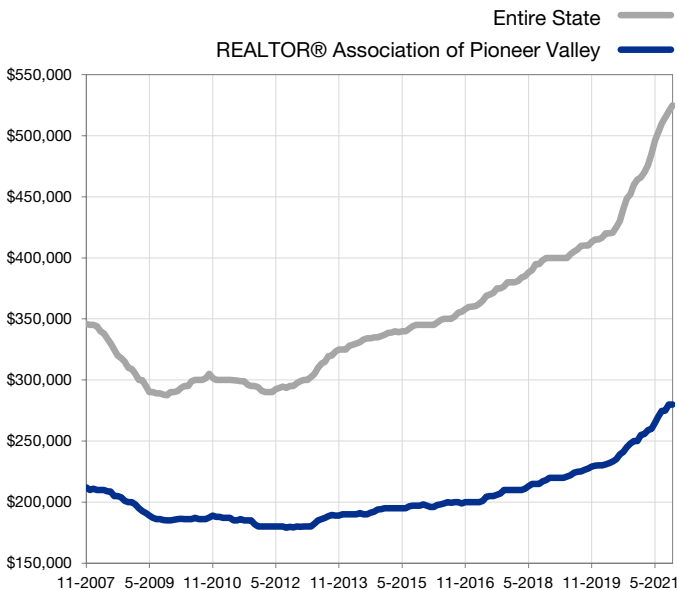
Condominium Properties

	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	77	88	+ 14.3%	707	897	+ 26.9%
Closed Sales	71	115	+ 62.0%	644	816	+ 26.7%
Median Sales Price*	\$204,000	\$190,500	- 6.6%	\$172,200	\$195,000	+ 13.2%
Inventory of Homes for Sale	143	78	- 45.5%	--	--	--
Months Supply of Inventory	2.2	1.0	- 54.9%	--	--	--
Cumulative Days on Market Until Sale	40	36	- 11.2%	58	41	- 30.2%
Percent of Original List Price Received*	99.1%	101.8%	+ 2.7%	97.9%	101.2%	+ 3.4%
New Listings	84	86	+ 2.4%	783	944	+ 20.6%

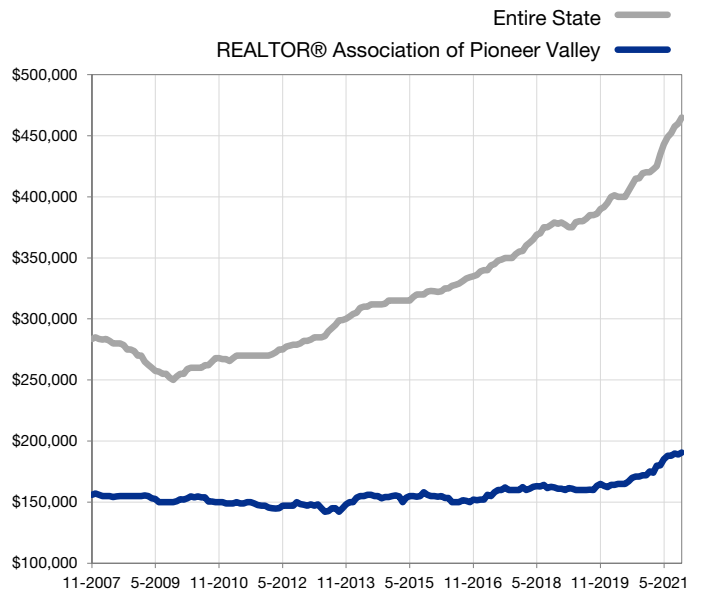
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	75	70	- 6.7%	584	536	- 8.2%
Closed Sales	79	62	- 21.5%	525	493	- 6.1%
Median Sales Price*	\$265,000	\$290,000	+ 9.4%	\$242,000	\$282,500	+ 16.7%
Inventory of Homes for Sale	118	78	- 33.9%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	42	33	- 21.4%	72	39	- 45.8%
Percent of Original List Price Received*	97.2%	102.0%	+ 4.9%	95.7%	102.1%	+ 6.7%
New Listings	83	64	- 22.9%	651	623	- 4.3%

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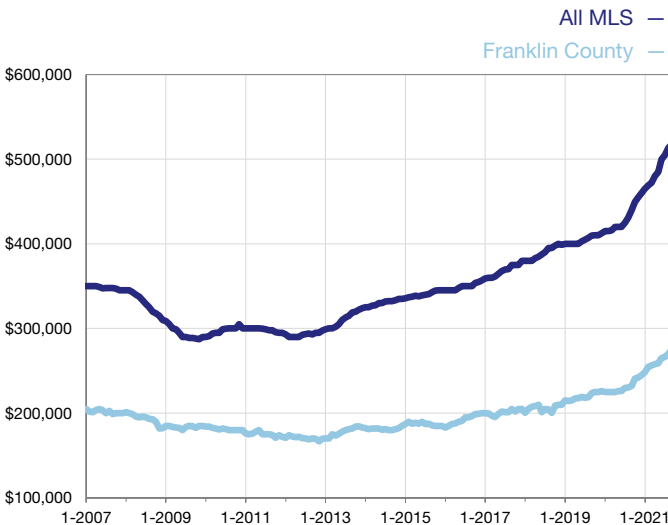
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	2	4	+ 100.0%	34	28	- 17.6%
Closed Sales	6	4	- 33.3%	32	21	- 34.4%
Median Sales Price*	\$209,450	\$185,500	- 11.4%	\$182,000	\$185,000	+ 1.6%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.7	1.1	+ 57.1%	--	--	--
Cumulative Days on Market Until Sale	38	18	- 52.6%	71	26	- 63.4%
Percent of Original List Price Received*	101.0%	98.9%	- 2.1%	97.5%	101.0%	+ 3.6%
New Listings	1	4	+ 300.0%	37	29	- 21.6%

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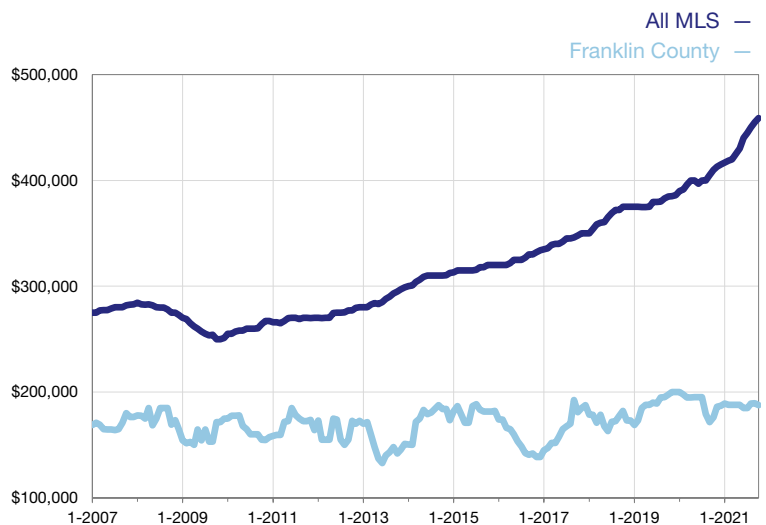
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	404	430	+ 6.4%	3,744	3,786	+ 1.1%
Closed Sales	443	398	- 10.2%	3,364	3,499	+ 4.0%
Median Sales Price*	\$249,000	\$284,700	+ 14.3%	\$232,000	\$265,000	+ 14.2%
Inventory of Homes for Sale	610	391	- 35.9%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	37	29	- 21.6%	49	32	- 34.7%
Percent of Original List Price Received*	100.5%	101.6%	+ 1.1%	98.9%	102.6%	+ 3.7%
New Listings	489	425	- 13.1%	4,270	4,243	- 0.6%

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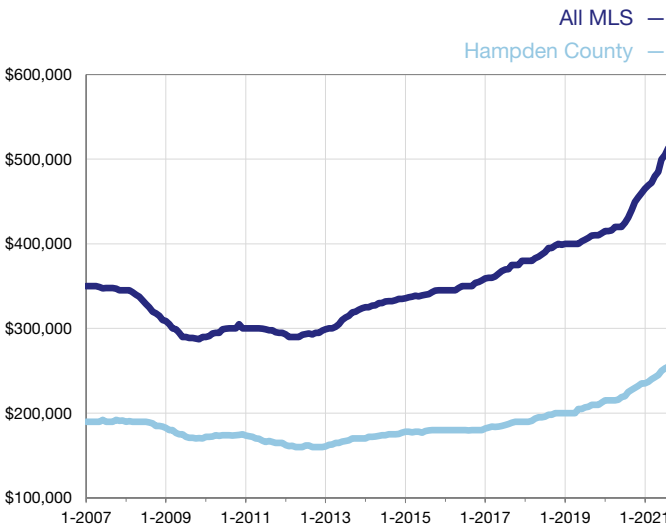
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	43	53	+ 23.3%	451	557	+ 23.5%
Closed Sales	46	71	+ 54.3%	422	509	+ 20.6%
Median Sales Price*	\$177,250	\$172,000	- 3.0%	\$156,750	\$172,000	+ 9.7%
Inventory of Homes for Sale	80	44	- 45.0%	--	--	--
Months Supply of Inventory	1.9	0.9	- 52.6%	--	--	--
Cumulative Days on Market Until Sale	38	28	- 26.3%	56	32	- 42.9%
Percent of Original List Price Received*	99.7%	101.6%	+ 1.9%	97.9%	101.5%	+ 3.7%
New Listings	44	50	+ 13.6%	482	583	+ 21.0%

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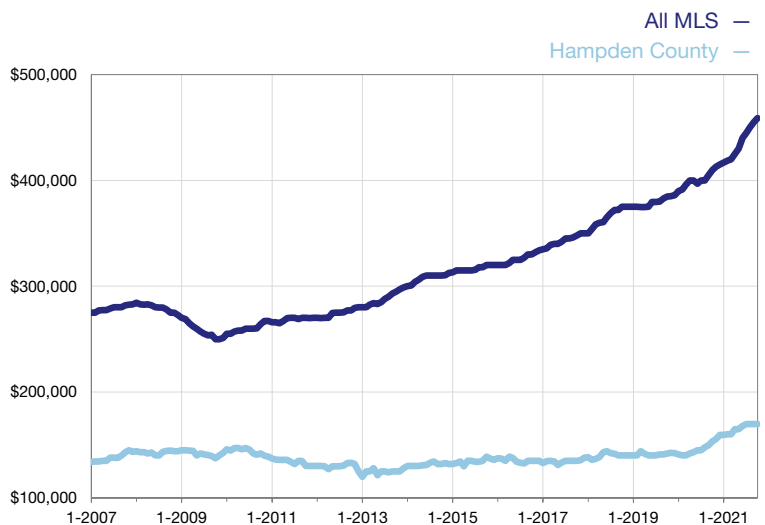
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

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Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	131	111	- 15.3%	1,137	1,107	- 2.6%
Closed Sales	128	119	- 7.0%	1,034	1,047	+ 1.3%
Median Sales Price*	\$307,500	\$369,000	+ 20.0%	\$315,000	\$367,700	+ 16.7%
Inventory of Homes for Sale	227	144	- 36.6%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	51	28	- 45.1%	65	41	- 36.9%
Percent of Original List Price Received*	98.6%	101.8%	+ 3.2%	97.5%	102.2%	+ 4.8%
New Listings	119	123	+ 3.4%	1,286	1,236	- 3.9%

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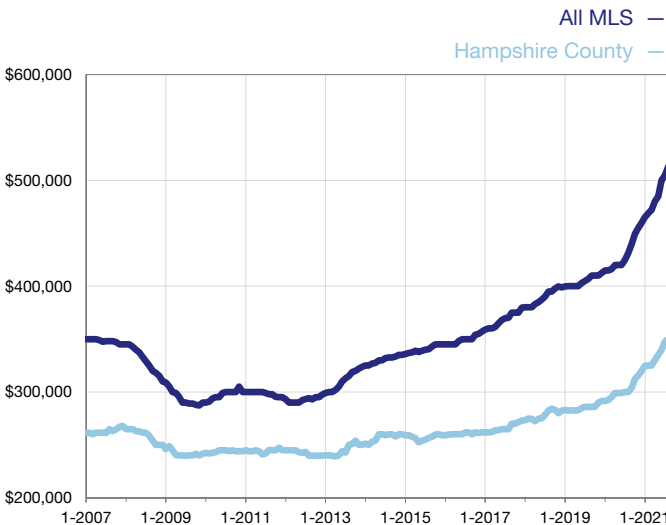
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	31	32	+ 3.2%	223	316	+ 41.7%
Closed Sales	21	40	+ 90.5%	192	289	+ 50.5%
Median Sales Price*	\$285,000	\$248,950	- 12.6%	\$232,500	\$245,000	+ 5.4%
Inventory of Homes for Sale	61	31	- 49.2%	--	--	--
Months Supply of Inventory	3.1	1.1	- 64.5%	--	--	--
Cumulative Days on Market Until Sale	44	51	+ 15.9%	60	57	- 5.0%
Percent of Original List Price Received*	97.6%	102.3%	+ 4.8%	97.9%	100.9%	+ 3.1%
New Listings	39	33	- 15.4%	266	336	+ 26.3%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

