

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## October 2022 Single-Family Sales Report Pioneer Valley sales down 20.5% · Median price up 5.2%

### PIONEER VALLEY

Sales down 20.5%	Median Price up 5.2%	
	2021	2022
Closed Sales (units)	581	462
Median Sales (price)	\$299,500	\$315,000

### FRANKLIN COUNTY

Sales down 34.9%	Median Price up 3.1%	
	2021	2022
Closed Sales (units)	63	41
Median Sales (price)	\$290,000	\$299,000

### HAMPDEN COUNTY

Sales down 18.8%	Median Price up 4.5%	
	2021	2022
Closed Sales (units)	398	323
Median Sales (price)	\$284,250	\$297,000

### HAMPSHIRE COUNTY

Sales down 17.4%	Median Price up 1.6%	
	2021	2022
Closed Sales (units)	121	100
Median Sales (price)	\$369,000	\$375,000

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 20.5 percent from 581 in October 2021 to 462 in October 2022.
- **Median Price** - up 5.2 percent from \$299,500 in October 2021 to \$315,000 in October 2022.
- **Inventory of Available Property** - down 29.1 percent from 939 homes for sale in October 2021 to 666 homes for sale in October 2022.
- **Days on the Market** – up 25.7 percent from 30 average number of days on the market in October 2021 to 37 average number of days on the market in October 2022.
- **Pending Sales (under agreement to sell)** – down 10.4 percent from 597 listings pending sale in October 2021 to 535 listings pending sale in October 2022.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 6.90 percent with an average 0.8 points for the week ending 10/31/2022. Last year at this time the 30-year FRM averaged 3.07 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 – October 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 21.8%**

**+ 7.3%**

**- 28.0%**

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	597	<b>535</b>	- 10.4%	5,293	<b>4,701</b>	- 11.2%
Closed Sales	581	<b>462</b>	- 20.5%	5,043	<b>4,569</b>	- 9.4%
Median Sales Price*	\$299,500	<b>\$315,000</b>	+ 5.2%	\$285,000	<b>\$311,000</b>	+ 9.1%
Inventory of Homes for Sale	939	<b>666</b>	- 29.1%	--	--	--
Months Supply of Inventory	1.8	<b>1.4</b>	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	30	<b>37</b>	+ 25.7%	35	<b>32</b>	- 8.7%
Percent of Original List Price Received*	101.8%	<b>99.9%</b>	- 1.8%	102.4%	<b>102.5%</b>	+ 0.1%
New Listings	614	<b>455</b>	- 25.9%	6,116	<b>5,531</b>	- 9.6%

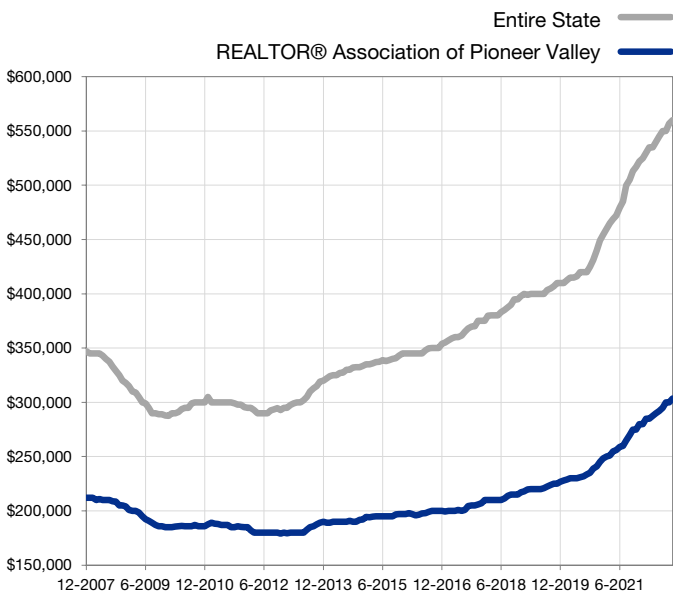
### Condominium Properties

	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	87	<b>88</b>	+ 1.1%	873	<b>763</b>	- 12.6%
Closed Sales	115	<b>82</b>	- 28.7%	816	<b>757</b>	- 7.2%
Median Sales Price*	\$190,500	<b>\$228,950</b>	+ 20.2%	\$195,000	<b>\$225,000</b>	+ 15.4%
Inventory of Homes for Sale	119	<b>96</b>	- 19.3%	--	--	--
Months Supply of Inventory	1.5	<b>1.2</b>	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	36	<b>31</b>	- 12.6%	41	<b>28</b>	- 30.4%
Percent of Original List Price Received*	101.8%	<b>101.6%</b>	- 0.2%	101.2%	<b>103.4%</b>	+ 2.1%
New Listings	86	<b>70</b>	- 18.6%	948	<b>865</b>	- 8.8%

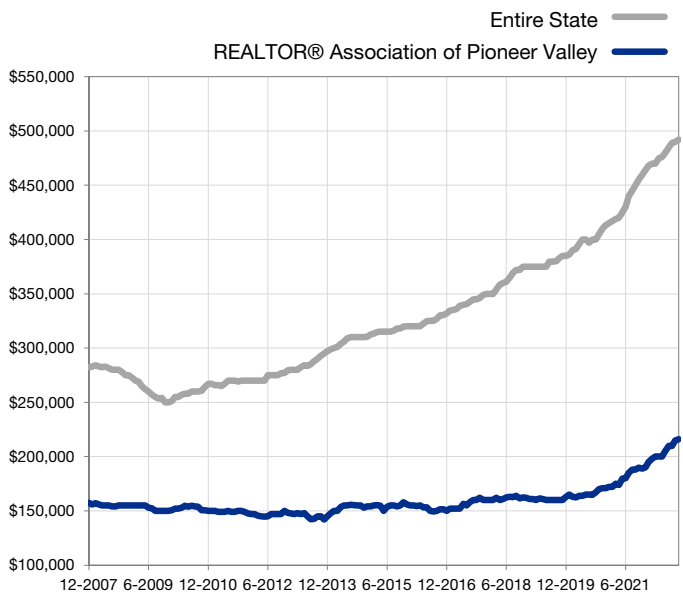
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – October 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	61	60	- 1.6%	517	454	- 12.2%
Closed Sales	63	41	- 34.9%	495	449	- 9.3%
Median Sales Price*	\$290,000	<b>\$299,000</b>	+ 3.1%	\$282,500	<b>\$310,000</b>	+ 9.7%
Inventory of Homes for Sale	118	104	- 11.9%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	32	38	+ 18.8%	39	37	- 5.1%
Percent of Original List Price Received*	102.1%	96.2%	- 5.8%	102.2%	101.9%	- 0.3%
New Listings	64	63	- 1.6%	632	575	- 9.0%

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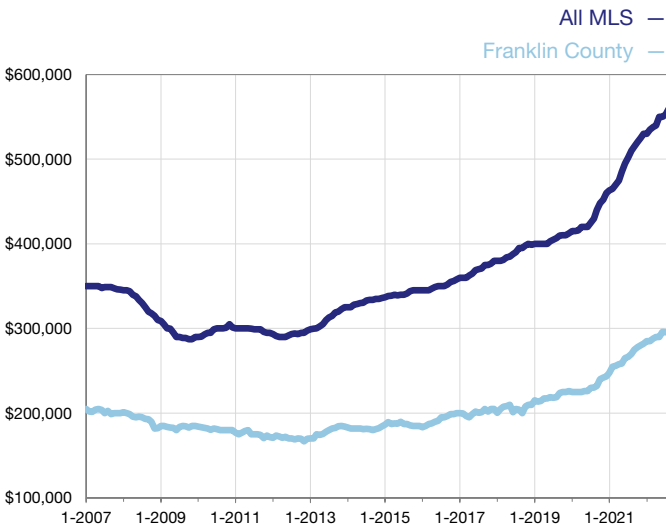
### Condominium Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	5	9	+ 80.0%	28	38	+ 35.7%
Closed Sales	4	4	0.0%	21	35	+ 66.7%
Median Sales Price*	\$185,500	<b>\$161,000</b>	- 13.2%	\$185,000	<b>\$225,000</b>	+ 21.6%
Inventory of Homes for Sale	4	8	+ 100.0%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	18	27	+ 50.0%	26	25	- 3.8%
Percent of Original List Price Received*	98.9%	102.3%	+ 3.4%	101.0%	104.8%	+ 3.8%
New Listings	4	3	- 25.0%	29	47	+ 62.1%

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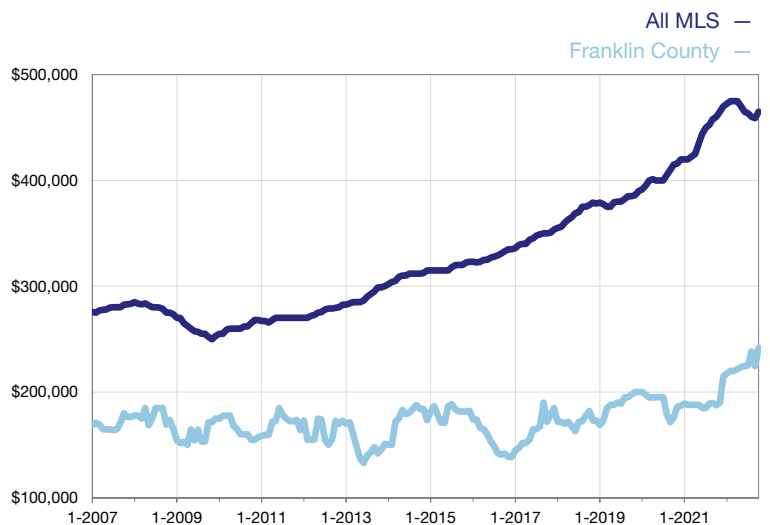
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – October 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	428	<b>366</b>	- 14.5%	3,704	<b>3,235</b>	- 12.7%
Closed Sales	398	<b>323</b>	- 18.8%	3,500	<b>3,142</b>	- 10.2%
Median Sales Price*	\$284,250	<b>\$297,000</b>	+ 4.5%	\$265,000	<b>\$290,000</b>	+ 9.4%
Inventory of Homes for Sale	599	<b>412</b>	- 31.2%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	29	<b>39</b>	+ 34.5%	32	<b>30</b>	- 6.3%
Percent of Original List Price Received*	101.7%	<b>100.4%</b>	- 1.3%	102.6%	<b>102.3%</b>	- 0.3%
New Listings	424	<b>301</b>	- 29.0%	4,237	<b>3,775</b>	- 10.9%

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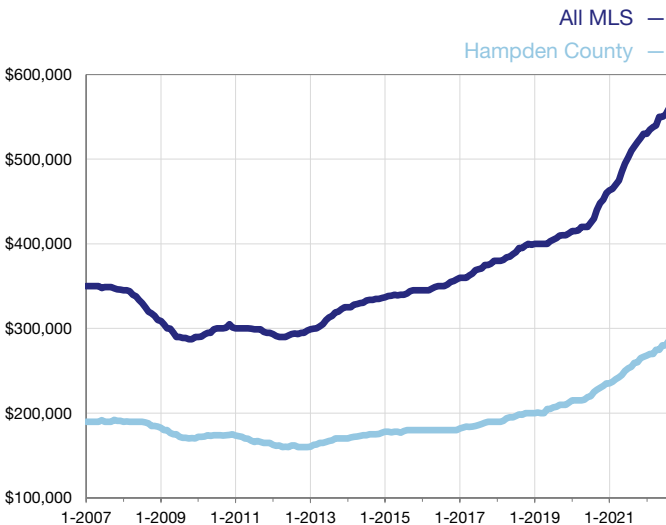
### Condominium Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	48	<b>58</b>	+ 20.8%	548	<b>508</b>	- 7.3%
Closed Sales	71	<b>53</b>	- 25.4%	509	<b>506</b>	- 0.6%
Median Sales Price*	\$172,000	<b>\$215,000</b>	+ 25.0%	\$172,000	<b>\$200,000</b>	+ 16.3%
Inventory of Homes for Sale	68	<b>51</b>	- 25.0%	--	--	--
Months Supply of Inventory	1.3	<b>1.0</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	28	<b>34</b>	+ 21.4%	32	<b>26</b>	- 18.8%
Percent of Original List Price Received*	101.6%	<b>101.1%</b>	- 0.5%	101.5%	<b>102.3%</b>	+ 0.8%
New Listings	50	<b>49</b>	- 2.0%	587	<b>556</b>	- 5.3%

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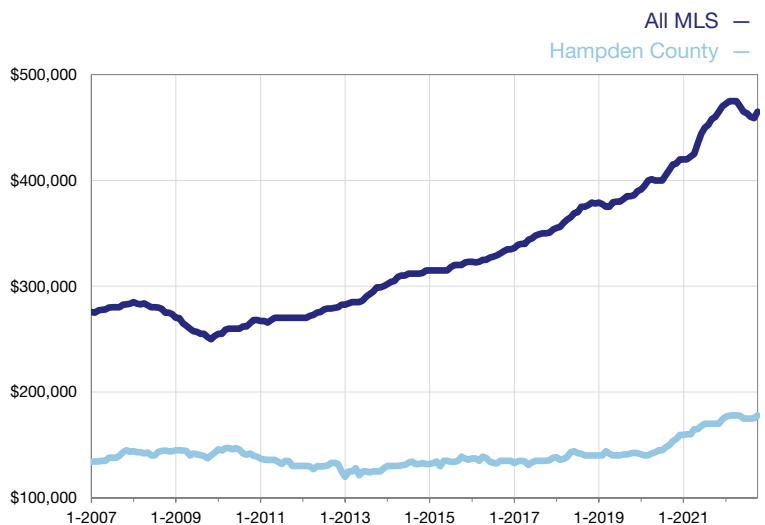
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – October 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	114	<b>116</b>	+ 1.8%	1,086	<b>1,022</b>	- 5.9%
Closed Sales	121	<b>100</b>	- 17.4%	1,053	<b>985</b>	- 6.5%
Median Sales Price*	\$369,000	<b>\$375,000</b>	+ 1.6%	\$367,000	<b>\$400,000</b>	+ 9.0%
Inventory of Homes for Sale	205	<b>144</b>	- 29.8%	--	--	--
Months Supply of Inventory	1.9	<b>1.5</b>	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	28	<b>35</b>	+ 25.0%	41	<b>33</b>	- 19.5%
Percent of Original List Price Received*	101.9%	<b>99.3%</b>	- 2.6%	102.2%	<b>103.6%</b>	+ 1.4%
New Listings	124	<b>91</b>	- 26.6%	1,252	<b>1,198</b>	- 4.3%

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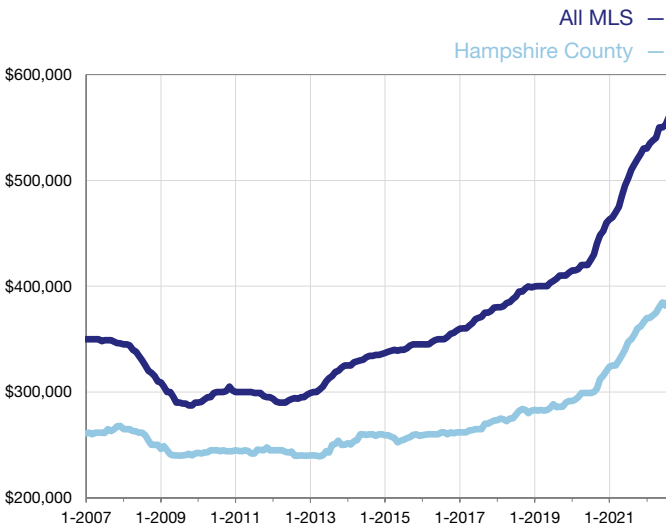
### Condominium Properties

Key Metrics	October			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	35	<b>21</b>	- 40.0%	301	<b>222</b>	- 26.2%
Closed Sales	40	<b>25</b>	- 37.5%	289	<b>221</b>	- 23.5%
Median Sales Price*	\$248,950	<b>\$301,000</b>	+ 20.9%	\$245,000	<b>\$285,000</b>	+ 16.3%
Inventory of Homes for Sale	47	<b>38</b>	- 19.1%	--	--	--
Months Supply of Inventory	1.7	<b>1.8</b>	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	51	<b>27</b>	- 47.1%	57	<b>34</b>	- 40.4%
Percent of Original List Price Received*	102.3%	<b>102.6%</b>	+ 0.3%	100.9%	<b>105.5%</b>	+ 4.6%
New Listings	33	<b>18</b>	- 45.5%	336	<b>268</b>	- 20.2%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

