

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## September 2021 Single-Family Sales Report Pioneer Valley sales down 4.1% · Median price up 12.3%

### PIONEER VALLEY

Sales down 4.1%	Median Price up 12.3%	
	2020	2021
Closed Sales (units)	605	580
Median Sales (price)	\$265,000	\$297,485

### FRANKLIN COUNTY

Sales down 7.6%	Median Price up 15.8%	
	2020	2021
Closed Sales (units)	66	61
Median Sales (price)	\$243,500	\$282,000

### HAMPDEN COUNTY

Sales down 3.0%	Median Price up 10.4%	
	2020	2021
Closed Sales (units)	403	391
Median Sales (price)	\$249,000	\$275,000

### HAMPSHIRE COUNTY

Sales down 2.9%	Median Price up 4.5%	
	2020	2021
Closed Sales (units)	136	132
Median Sales (price)	\$335,000	\$350,000

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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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## September 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 4.1 percent from 605 in September 2020 to 580 in September 2021.
- **Median Price** - up 12.3 percent from \$265,000 in September 2020 to \$297,485 in September 2021.
- **Inventory of Available Property** - down 35.5 percent from 974 homes for sale in September 2020 to 628 homes for sale in September 2021.
- **Days on the Market** – down 26.0 percent from 38 average number of days on the market in September 2020 to 28 average number of days on the market in September 2021.
- **Pending Sales (under agreement to sell)** – remained the same as in September 2020.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 2.90 percent with an average 0.7 points for the week ending 09/30/2021. Last year at this time the 30-year FRM averaged 2.89 percent with an average 0.8 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 – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**0.0%**

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

**+ 11.8%**

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

**- 37.2%**

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

### Single-Family Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	627	<b>627</b>	0.0%	4,848	<b>4,837</b>	- 0.2%
Closed Sales	605	<b>580</b>	- 4.1%	4,264	<b>4,425</b>	+ 3.8%
Median Sales Price*	\$265,000	<b>\$297,485</b>	+ 12.3%	\$245,000	<b>\$282,000</b>	+ 15.1%
Inventory of Homes for Sale	974	<b>628</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.2</b>	- 40.2%	--	--	--
Cumulative Days on Market Until Sale	38	<b>28</b>	- 26.0%	57	<b>35</b>	- 38.3%
Percent of Original List Price Received*	99.7%	<b>102.8%</b>	+ 3.2%	98.0%	<b>102.6%</b>	+ 4.6%
New Listings	733	<b>659</b>	- 10.1%	5,504	<b>5,442</b>	- 1.1%

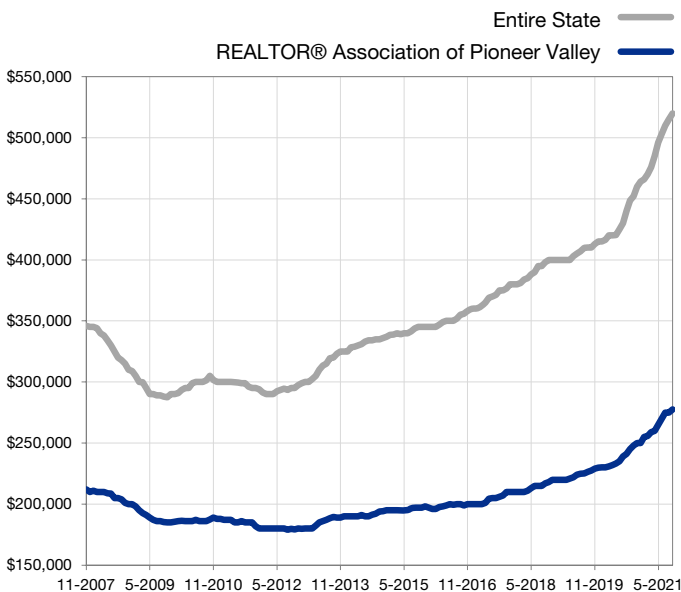
### Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	75	<b>133</b>	+ 77.3%	630	<b>816</b>	+ 29.5%
Closed Sales	80	<b>105</b>	+ 31.3%	573	<b>699</b>	+ 22.0%
Median Sales Price*	\$181,500	<b>\$202,500</b>	+ 11.6%	\$170,000	<b>\$195,000</b>	+ 14.7%
Inventory of Homes for Sale	144	<b>74</b>	- 48.6%	--	--	--
Months Supply of Inventory	2.2	<b>1.0</b>	- 55.1%	--	--	--
Cumulative Days on Market Until Sale	43	<b>36</b>	- 16.8%	60	<b>41</b>	- 31.3%
Percent of Original List Price Received*	99.2%	<b>102.1%</b>	+ 2.9%	97.7%	<b>101.1%</b>	+ 3.5%
New Listings	85	<b>115</b>	+ 35.3%	699	<b>859</b>	+ 22.9%

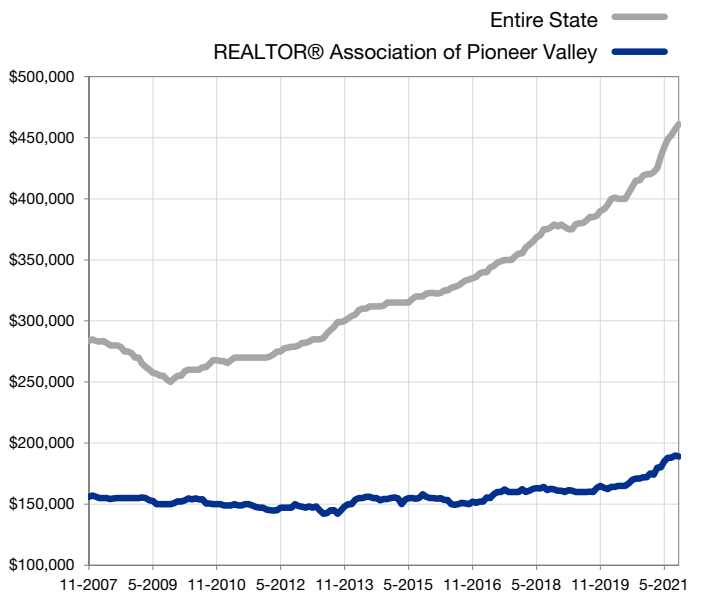
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	71	67	- 5.6%	509	471	- 7.5%
Closed Sales	66	61	- 7.6%	446	431	- 3.4%
Median Sales Price*	\$243,500	<b>\$282,000</b>	+ 15.8%	\$235,500	<b>\$282,000</b>	+ 19.7%
Inventory of Homes for Sale	121	91	- 24.8%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--
Cumulative Days on Market Until Sale	60	31	- 48.3%	77	40	- 48.1%
Percent of Original List Price Received*	98.0%	103.5%	+ 5.6%	95.4%	102.2%	+ 7.1%
New Listings	69	73	+ 5.8%	568	560	- 1.4%

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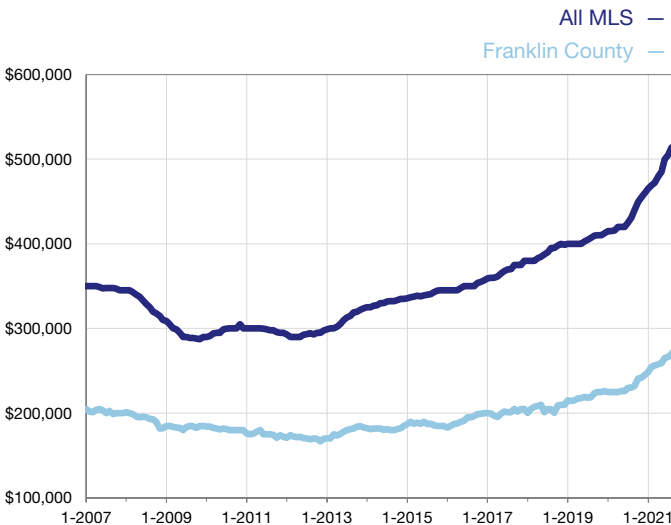
### Condominium Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	6	4	- 33.3%	32	24	- 25.0%
Closed Sales	2	3	+ 50.0%	26	17	- 34.6%
Median Sales Price*	\$272,700	<b>\$329,900</b>	+ 21.0%	\$179,000	<b>\$185,000</b>	+ 3.4%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	30	21	- 30.0%	79	29	- 63.3%
Percent of Original List Price Received*	100.1%	99.5%	- 0.6%	96.7%	101.4%	+ 4.9%
New Listings	4	7	+ 75.0%	36	25	- 30.6%

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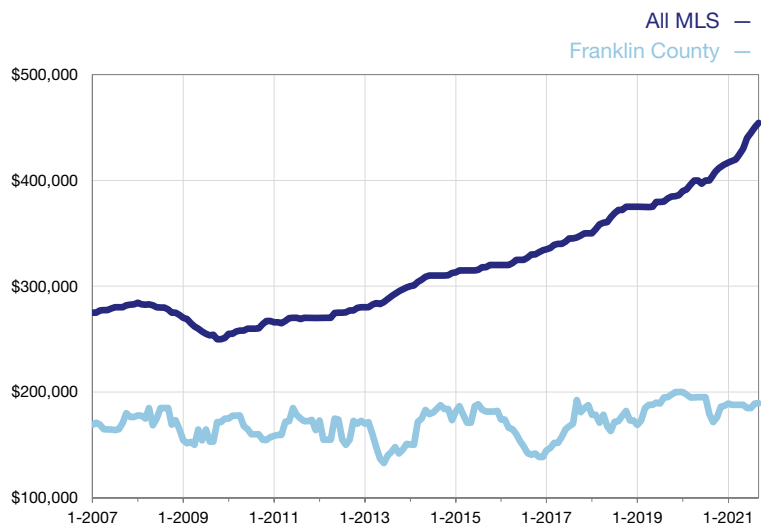
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	429	<b>431</b>	+ 0.5%	3,340	<b>3,393</b>	+ 1.6%
Closed Sales	403	<b>391</b>	- 3.0%	2,921	<b>3,091</b>	+ 5.8%
Median Sales Price*	\$249,000	<b>\$275,000</b>	+ 10.4%	\$230,000	<b>\$265,000</b>	+ 15.2%
Inventory of Homes for Sale	589	<b>405</b>	- 31.2%	--	--	--
Months Supply of Inventory	1.8	<b>1.1</b>	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	33	<b>27</b>	- 18.2%	50	<b>32</b>	- 36.0%
Percent of Original List Price Received*	100.2%	<b>102.7%</b>	+ 2.5%	98.6%	<b>102.7%</b>	+ 4.2%
New Listings	522	<b>459</b>	- 12.1%	3,780	<b>3,817</b>	+ 1.0%

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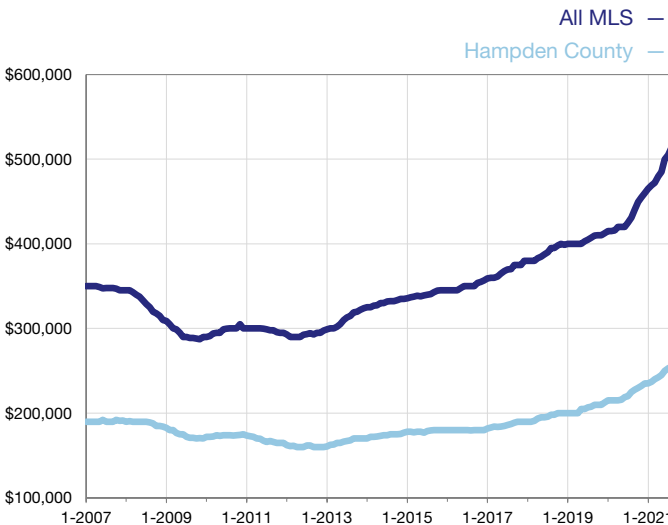
### Condominium Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	43	<b>95</b>	+ 120.9%	408	<b>510</b>	+ 25.0%
Closed Sales	54	<b>62</b>	+ 14.8%	376	<b>436</b>	+ 16.0%
Median Sales Price*	\$163,950	<b>\$169,950</b>	+ 3.7%	\$155,000	<b>\$171,875</b>	+ 10.9%
Inventory of Homes for Sale	80	<b>41</b>	- 48.8%	--	--	--
Months Supply of Inventory	1.8	<b>0.9</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	43	<b>25</b>	- 41.9%	58	<b>32</b>	- 44.8%
Percent of Original List Price Received*	99.5%	<b>102.3%</b>	+ 2.8%	97.7%	<b>101.5%</b>	+ 3.9%
New Listings	58	<b>67</b>	+ 15.5%	438	<b>533</b>	+ 21.7%

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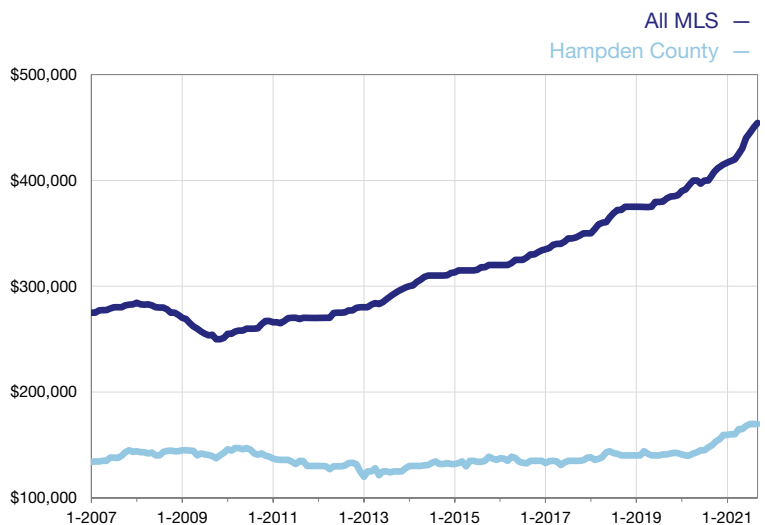
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	126	<b>138</b>	+ 9.5%	1,006	<b>1,008</b>	+ 0.2%
Closed Sales	136	<b>132</b>	- 2.9%	906	<b>926</b>	+ 2.2%
Median Sales Price*	\$335,000	<b>\$350,000</b>	+ 4.5%	\$315,250	<b>\$367,850</b>	+ 16.7%
Inventory of Homes for Sale	259	<b>138</b>	- 46.7%	--	--	--
Months Supply of Inventory	2.5	<b>1.3</b>	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	44	<b>32</b>	- 27.3%	67	<b>42</b>	- 37.3%
Percent of Original List Price Received*	98.8%	<b>102.6%</b>	+ 3.8%	97.3%	<b>102.3%</b>	+ 5.1%
New Listings	145	<b>134</b>	- 7.6%	1,169	<b>1,115</b>	- 4.6%

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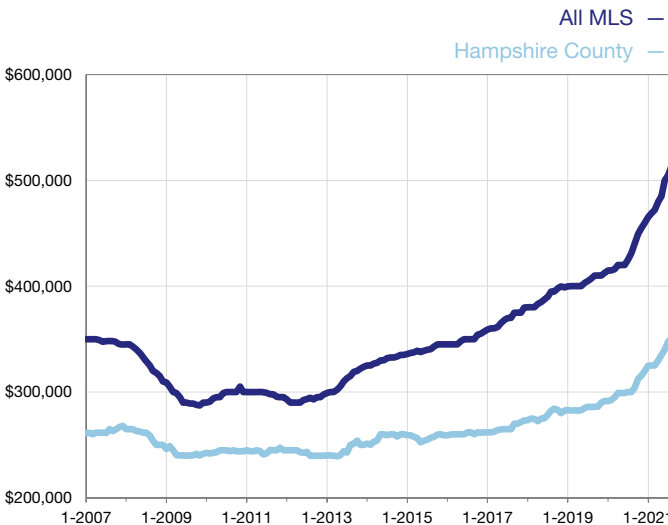
### Condominium Properties

Key Metrics	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	28	<b>34</b>	+ 21.4%	192	<b>285</b>	+ 48.4%
Closed Sales	24	<b>40</b>	+ 66.7%	171	<b>249</b>	+ 45.6%
Median Sales Price*	\$223,500	<b>\$249,900</b>	+ 11.8%	\$230,000	<b>\$245,000</b>	+ 6.5%
Inventory of Homes for Sale	59	<b>31</b>	- 47.5%	--	--	--
Months Supply of Inventory	3.0	<b>1.2</b>	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	45	<b>55</b>	+ 22.2%	62	<b>58</b>	- 6.5%
Percent of Original List Price Received*	98.3%	<b>101.9%</b>	+ 3.7%	98.0%	<b>100.6%</b>	+ 2.7%
New Listings	23	<b>41</b>	+ 78.3%	227	<b>304</b>	+ 33.9%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

