

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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September 2022 Single-Family Sales Report Pioneer Valley sales down 11.4% · Median price up 5.1%

PIONEER VALLEY

Sales down 11.4%

Median Price up 5.1%

	2021	2022
Closed Sales (units)	595	527
Median Sales (price)	\$295,070	\$310,000

FRANKLIN COUNTY

Sales down 13.1%

Median Price up 11.7%

	2021	2022
Closed Sales (units)	61	53
Median Sales (price)	\$282,000	\$315,000

HAMPDEN COUNTY

Sales down 11.8%

Median Price up 3.6%

	2021	2022
Closed Sales (units)	399	352
Median Sales (price)	\$275,000	\$285,000

HAMPSHIRE COUNTY

Sales down 9.6%

Median Price up 1.5%

	2021	2022
Closed Sales (units)	136	123
Median Sales (price)	\$351,000	\$356,250

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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 2022 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 11.4 percent from 595 in September 2021 to 527 in September 2022.
- **Median Price** - up 5.1 percent from \$295,070 in September 2021 to \$310,000 in September 2022.
- **Inventory of Available Property** - down 26.6 percent from 1,006 homes for sale in September 2021 to 738 homes for sale in September 2022.
- **Days on the Market** – up 10.8 percent from 29 average number of days on the market in September 2021 to 32 average number of days on the market in September 2022.
- **Pending Sales (under agreement to sell)** – down 3.6 percent from 582 listings pending sale in September 2021 to 561 listings pending sale in September 2022.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 6.11 percent with an average 0.8 points for the week ending 9/30/2022. Last year at this time the 30-year FRM averaged 2.90 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 – September 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 16.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 25.3%

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

Single-Family Properties

	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	582	561	- 3.6%	4,696	4,273	- 9.0%
Closed Sales	595	527	- 11.4%	4,462	4,096	- 8.2%
Median Sales Price*	\$295,070	\$310,000	+ 5.1%	\$282,000	\$310,500	+ 10.1%
Inventory of Homes for Sale	1,006	738	- 26.6%	--	--	--
Months Supply of Inventory	1.9	1.5	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	29	32	+ 10.8%	36	31	- 12.2%
Percent of Original List Price Received*	102.7%	100.7%	- 1.9%	102.5%	102.8%	+ 0.3%
New Listings	662	544	- 17.8%	5,502	5,078	- 7.7%

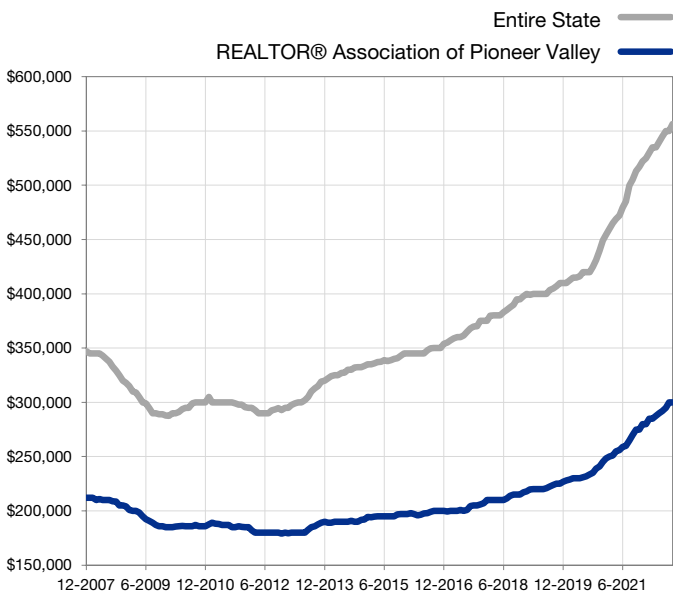
Condominium Properties

	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	130	80	- 38.5%	787	692	- 12.1%
Closed Sales	107	62	- 42.1%	701	675	- 3.7%
Median Sales Price*	\$202,500	\$229,950	+ 13.6%	\$195,000	\$224,900	+ 15.3%
Inventory of Homes for Sale	125	107	- 14.4%	--	--	--
Months Supply of Inventory	1.7	1.3	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	36	32	- 9.0%	41	28	- 32.6%
Percent of Original List Price Received*	102.1%	102.2%	+ 0.1%	101.1%	103.6%	+ 2.4%
New Listings	117	84	- 28.2%	862	795	- 7.8%

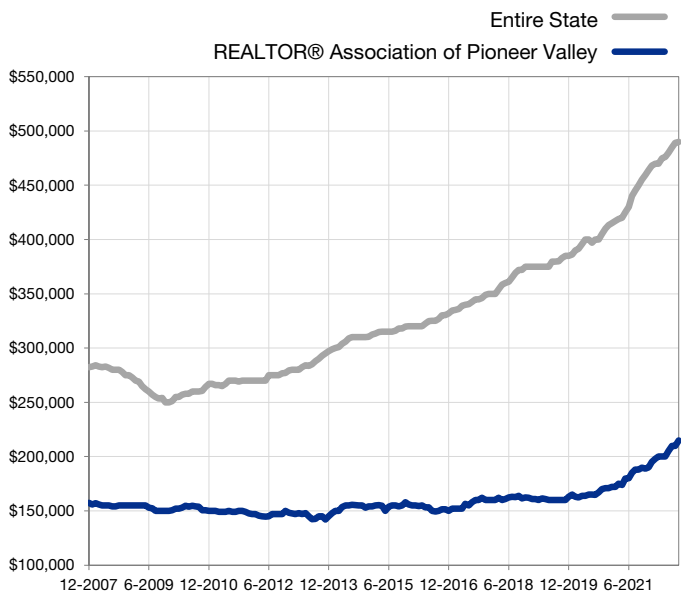
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	125	131	+ 4.8%	972	932	- 4.1%
Closed Sales	136	123	- 9.6%	932	885	- 5.0%
Median Sales Price*	\$351,000	\$356,250	+ 1.5%	\$366,500	\$400,000	+ 9.1%
Inventory of Homes for Sale	210	167	- 20.5%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--
Cumulative Days on Market Until Sale	32	35	+ 9.4%	42	33	- 21.4%
Percent of Original List Price Received*	102.5%	100.6%	- 1.9%	102.3%	104.1%	+ 1.8%
New Listings	132	125	- 5.3%	1,128	1,106	- 2.0%

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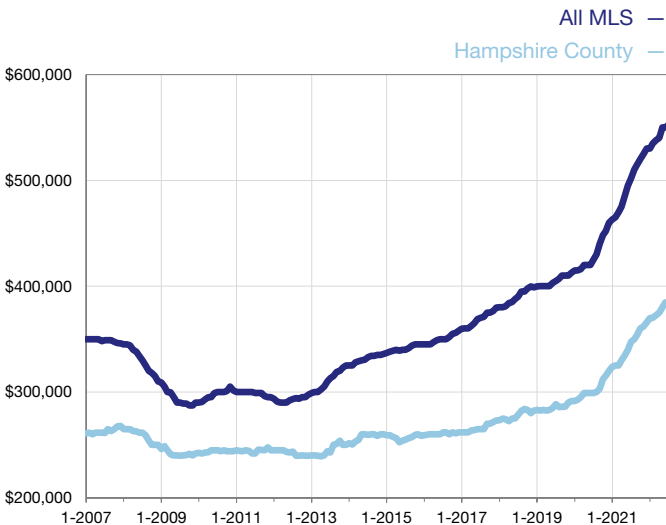
Condominium Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	31	26	- 16.1%	267	206	- 22.8%
Closed Sales	40	22	- 45.0%	249	196	- 21.3%
Median Sales Price*	\$249,900	\$277,850	+ 11.2%	\$245,000	\$280,050	+ 14.3%
Inventory of Homes for Sale	52	43	- 17.3%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	55	42	- 23.6%	58	35	- 39.7%
Percent of Original List Price Received*	101.9%	103.2%	+ 1.3%	100.6%	105.9%	+ 5.3%
New Listings	41	28	- 31.7%	303	250	- 17.5%

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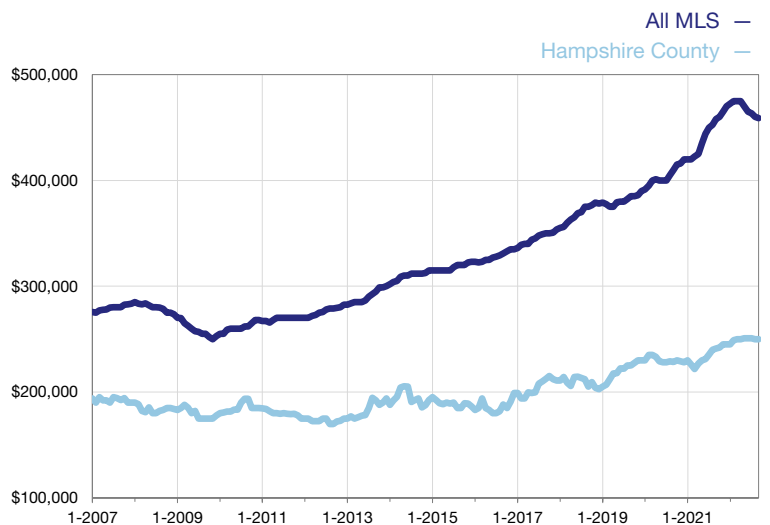
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – September 2022

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Hampden County

Single-Family Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	396	383	- 3.3%	3,276	2,943	- 10.2%
Closed Sales	399	352	- 11.8%	3,102	2,811	- 9.4%
Median Sales Price*	\$275,000	\$285,000	+ 3.6%	\$264,900	\$290,000	+ 9.5%
Inventory of Homes for Sale	661	467	- 29.3%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	27	30	+ 11.1%	32	29	- 9.4%
Percent of Original List Price Received*	102.6%	100.4%	- 2.1%	102.7%	102.6%	- 0.1%
New Listings	460	363	- 21.1%	3,814	3,474	- 8.9%

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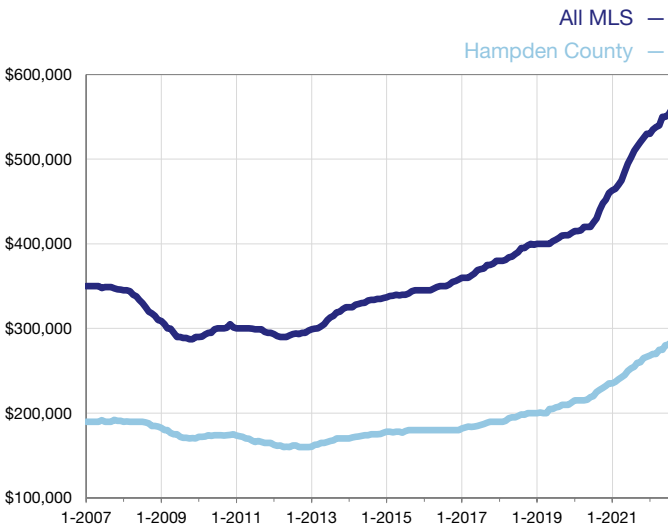
Condominium Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	95	49	- 48.4%	500	460	- 8.0%
Closed Sales	64	36	- 43.8%	438	453	+ 3.4%
Median Sales Price*	\$169,950	\$193,500	+ 13.9%	\$171,875	\$200,000	+ 16.4%
Inventory of Homes for Sale	68	53	- 22.1%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	25	29	+ 16.0%	32	25	- 21.9%
Percent of Original List Price Received*	102.3%	101.4%	- 0.9%	101.5%	102.5%	+ 1.0%
New Listings	69	46	- 33.3%	537	507	- 5.6%

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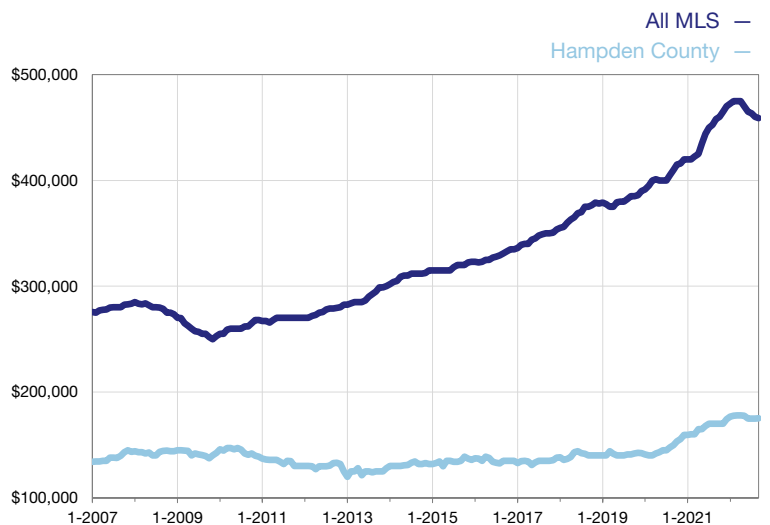
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – September 2022

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Franklin County

Single-Family Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	62	51	- 17.7%	456	403	- 11.6%
Closed Sales	61	53	- 13.1%	432	407	- 5.8%
Median Sales Price*	\$282,000	\$315,000	+ 11.7%	\$282,250	\$310,000	+ 9.8%
Inventory of Homes for Sale	127	105	- 17.3%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	31	30	- 3.2%	40	37	- 7.5%
Percent of Original List Price Received*	103.6%	103.0%	- 0.6%	102.2%	102.5%	+ 0.3%
New Listings	74	60	- 18.9%	568	513	- 9.7%

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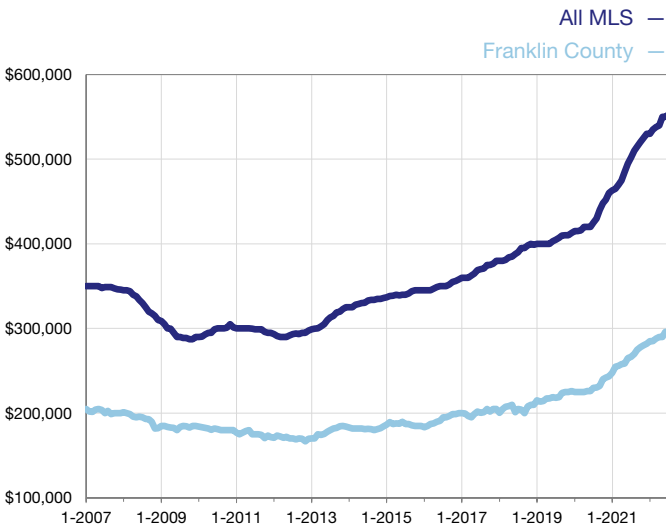
Condominium Properties

Key Metrics	September			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	4	5	+ 25.0%	23	31	+ 34.8%
Closed Sales	3	4	+ 33.3%	17	31	+ 82.4%
Median Sales Price*	\$329,900	\$301,000	- 8.8%	\$185,000	\$240,000	+ 29.7%
Inventory of Homes for Sale	5	12	+ 140.0%	--	--	--
Months Supply of Inventory	2.0	3.3	+ 65.0%	--	--	--
Cumulative Days on Market Until Sale	21	14	- 33.3%	29	24	- 17.2%
Percent of Original List Price Received*	99.5%	104.7%	+ 5.2%	101.4%	105.2%	+ 3.7%
New Listings	7	12	+ 71.4%	25	44	+ 76.0%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

