

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## September 2023 Single-Family Sales Report Pioneer Valley sales down 22.8% · Median price up 8.1%

### PIONEER VALLEY

Sales down 22.8%	Median Price up 8.1%	
	2022	2023
Closed Sales (units)	535	413
Median Sales (price)	\$310,000	\$335,000

### FRANKLIN COUNTY

Sales down 10.9%	Median Price up 3.1%	
	2022	2023
Closed Sales (units)	55	49
Median Sales (price)	\$320,000	\$330,000

### HAMPDEN COUNTY

Sales down 20.6%	Median Price up 9.8%	
	2022	2023
Closed Sales (units)	359	285
Median Sales (price)	\$285,000	\$313,000

### HAMPSHIRE COUNTY

Sales down 32.0%	Median Price up 18.3%	
	2022	2023
Closed Sales (units)	125	85
Median Sales (price)	\$356,250	\$421,323

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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 2023 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 22.8 percent from 535 in September 2022 to 413 in September 2023.
- **Median Price** – up 8.1 percent from \$310,000 in September 2022 to \$335,000 in September 2023.
- **Inventory of Available Property** - down 36.1 percent from 979 homes for sale in September 2022 to 626 homes for sale in September 2023.
- **Days on the Market** – down 8.8 percent from 32 average number of days on the market in September 2022 to 29 average number of days on the market in September 2023.
- **Pending Sales (under agreement to sell)** – down 2.0 percent from 448 listings pending sale in September 2022 to 439 listings pending sale in September 2023.

*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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 20.3%**

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

**+ 8.3%**

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

**- 37.3%**

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

### Single-Family Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	448	439	- 2.0%	4,139	3,464	- 16.3%
Closed Sales	535	413	- 22.8%	4,112	3,263	- 20.6%
Median Sales Price*	\$310,000	<b>\$335,000</b>	+ 8.1%	\$310,000	<b>\$325,000</b>	+ 4.8%
Inventory of Homes for Sale	979	626	- 36.1%	--	--	--
Months Supply of Inventory	2.0	1.6	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	32	29	- 8.8%	32	38	+ 18.8%
Percent of Original List Price Received*	100.7%	102.0%	+ 1.3%	102.8%	101.3%	- 1.5%
New Listings	542	470	- 13.3%	5,076	4,052	- 20.2%

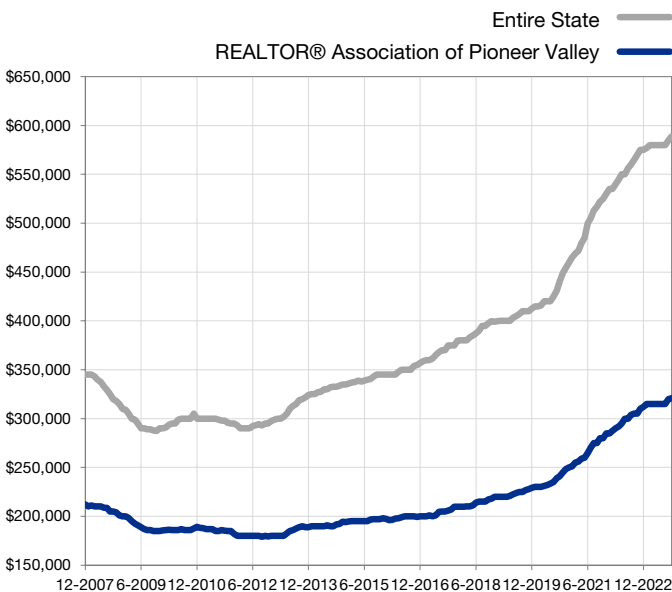
### Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	67	55	- 17.9%	669	546	- 18.4%
Closed Sales	62	63	+ 1.6%	675	531	- 21.3%
Median Sales Price*	\$229,950	<b>\$227,000</b>	- 1.3%	\$224,900	<b>\$235,000</b>	+ 4.5%
Inventory of Homes for Sale	141	76	- 46.1%	--	--	--
Months Supply of Inventory	1.8	1.2	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	32	29	- 9.7%	28	40	+ 45.1%
Percent of Original List Price Received*	102.2%	104.5%	+ 2.2%	103.6%	102.5%	- 1.0%
New Listings	84	69	- 17.9%	795	581	- 26.9%

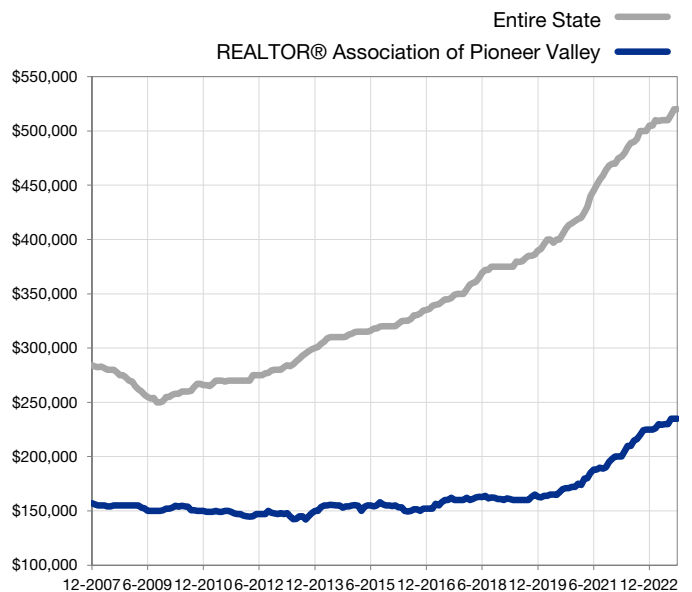
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	43	<b>49</b>	+ 14.0%	395	<b>376</b>	- 4.8%
Closed Sales	55	<b>49</b>	- 10.9%	410	<b>364</b>	- 11.2%
Median Sales Price*	\$320,000	<b>\$330,000</b>	+ 3.1%	\$310,000	<b>\$320,000</b>	+ 3.2%
Inventory of Homes for Sale	126	<b>81</b>	- 35.7%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	30	<b>34</b>	+ 13.3%	37	<b>47</b>	+ 27.0%
Percent of Original List Price Received*	102.5%	<b>102.7%</b>	+ 0.2%	102.4%	<b>99.7%</b>	- 2.6%
New Listings	60	<b>45</b>	- 25.0%	507	<b>422</b>	- 16.8%

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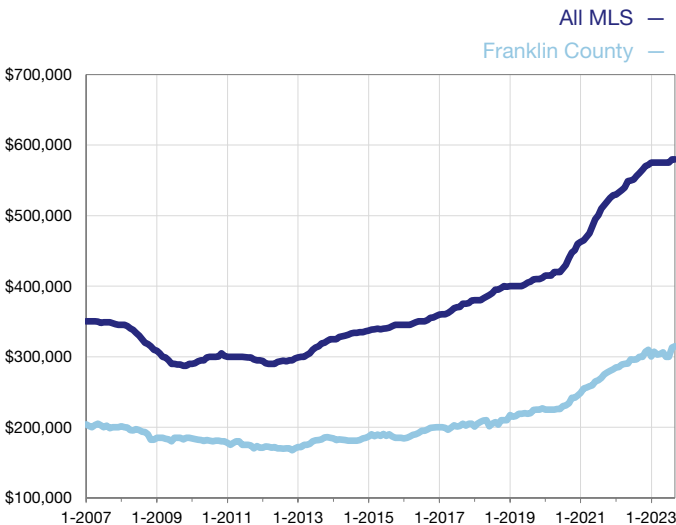
### Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	<b>4</b>	+ 33.3%	29	<b>24</b>	- 17.2%
Closed Sales	4	<b>6</b>	+ 50.0%	31	<b>20</b>	- 35.5%
Median Sales Price*	\$301,000	<b>\$280,000</b>	- 7.0%	\$240,000	<b>\$272,500</b>	+ 13.5%
Inventory of Homes for Sale	15	<b>1</b>	- 93.3%	--	--	--
Months Supply of Inventory	4.4	<b>0.3</b>	- 93.2%	--	--	--
Cumulative Days on Market Until Sale	14	<b>19</b>	+ 35.7%	24	<b>18</b>	- 25.0%
Percent of Original List Price Received*	104.7%	<b>103.2%</b>	- 1.4%	105.2%	<b>103.6%</b>	- 1.5%
New Listings	11	<b>3</b>	- 72.7%	43	<b>26</b>	- 39.5%

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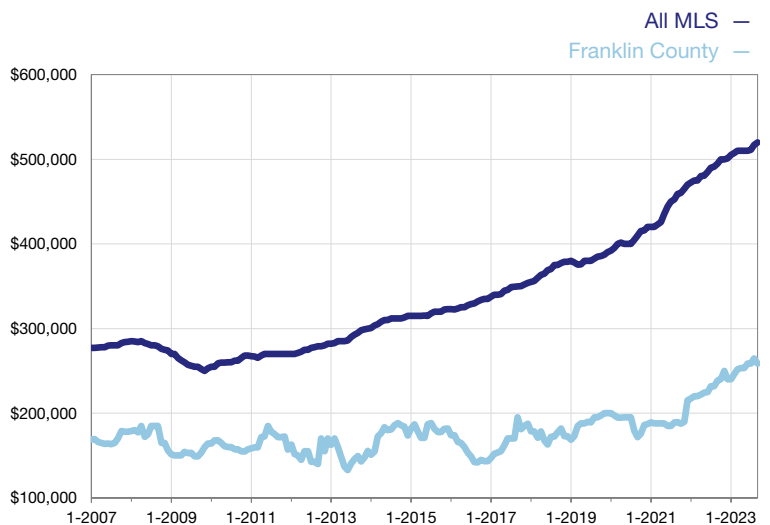
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2023

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## Hampden County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	306	<b>304</b>	- 0.7%	2,856	<b>2,399</b>	- 16.0%
Closed Sales	359	<b>285</b>	- 20.6%	2,831	<b>2,249</b>	- 20.6%
Median Sales Price*	\$285,000	<b>\$313,000</b>	+ 9.8%	\$290,000	<b>\$305,000</b>	+ 5.2%
Inventory of Homes for Sale	639	<b>393</b>	- 38.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.5</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	30	<b>26</b>	- 13.3%	30	<b>36</b>	+ 20.0%
Percent of Original List Price Received*	100.4%	<b>102.5%</b>	+ 2.1%	102.5%	<b>101.1%</b>	- 1.4%
New Listings	360	<b>314</b>	- 12.8%	3,427	<b>2,749</b>	- 19.8%

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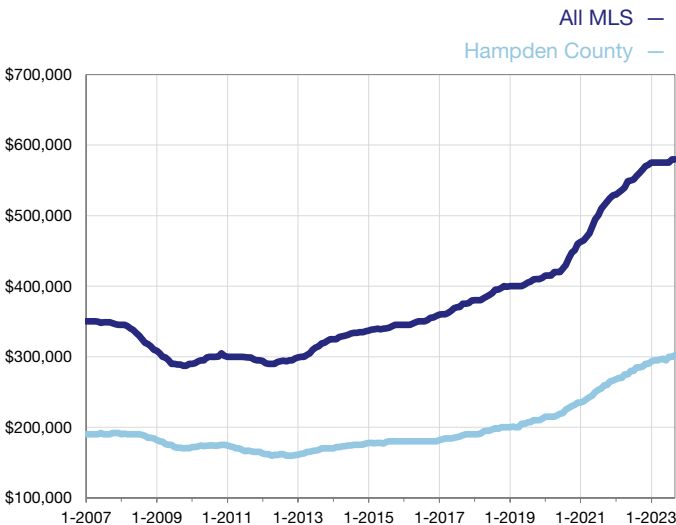
### Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	41	<b>32</b>	- 22.0%	449	<b>324</b>	- 27.8%
Closed Sales	36	<b>38</b>	+ 5.6%	453	<b>326</b>	- 28.0%
Median Sales Price*	\$193,500	<b>\$205,000</b>	+ 5.9%	\$200,000	<b>\$216,500</b>	+ 8.3%
Inventory of Homes for Sale	66	<b>41</b>	- 37.9%	--	--	--
Months Supply of Inventory	1.4	<b>1.1</b>	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	29	<b>20</b>	- 31.0%	25	<b>36</b>	+ 44.0%
Percent of Original List Price Received*	101.4%	<b>103.8%</b>	+ 2.4%	102.5%	<b>101.5%</b>	- 1.0%
New Listings	44	<b>39</b>	- 11.4%	498	<b>345</b>	- 30.7%

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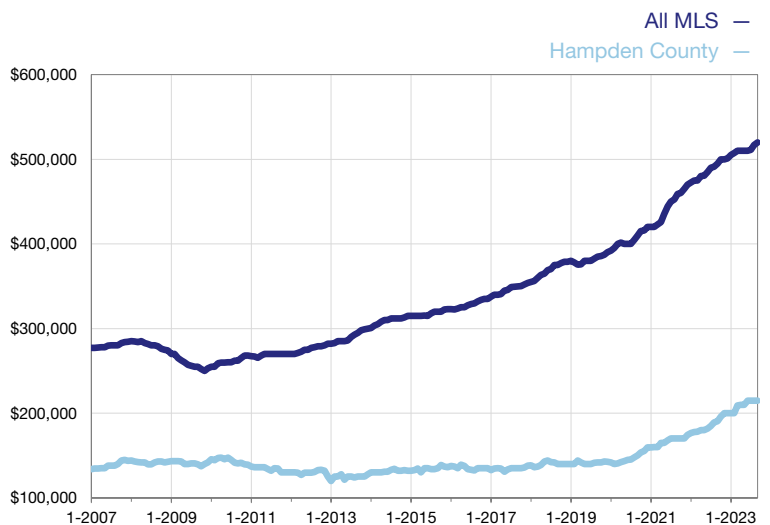
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2023

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## Hampshire County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	104	88	- 15.4%	904	729	- 19.4%
Closed Sales	125	85	- 32.0%	890	693	- 22.1%
Median Sales Price*	\$356,250	<b>\$421,323</b>	+ 18.3%	\$401,000	<b>\$410,000</b>	+ 2.2%
Inventory of Homes for Sale	200	135	- 32.5%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	35	30	- 14.3%	33	37	+ 12.1%
Percent of Original List Price Received*	100.5%	101.1%	+ 0.6%	104.0%	102.5%	- 1.4%
New Listings	118	103	- 12.7%	1,072	833	- 22.3%

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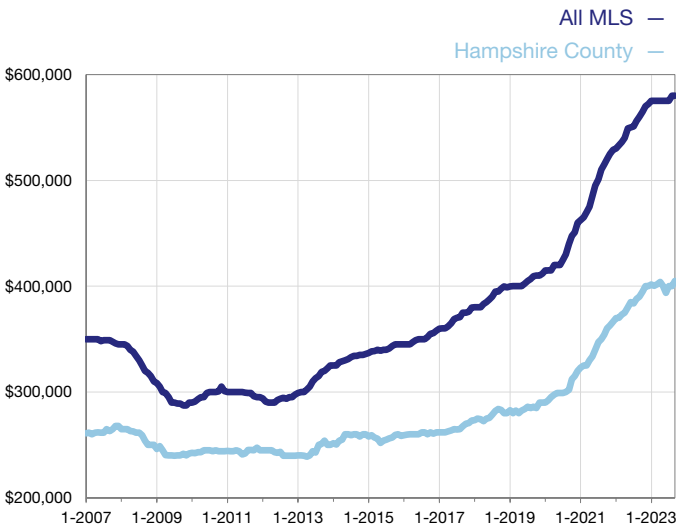
### Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	23	19	- 17.4%	195	199	+ 2.1%
Closed Sales	22	20	- 9.1%	195	185	- 5.1%
Median Sales Price*	\$277,850	<b>\$265,000</b>	- 4.6%	\$280,000	<b>\$320,000</b>	+ 14.3%
Inventory of Homes for Sale	57	33	- 42.1%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	42	49	+ 16.7%	34	50	+ 47.1%
Percent of Original List Price Received*	103.2%	106.1%	+ 2.8%	106.0%	104.0%	- 1.9%
New Listings	28	26	- 7.1%	245	204	- 16.7%

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### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

