

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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September 2024 Single-Family Sales Report Pioneer Valley sales down 12.1% · Median price up 4.5%

PIONEER VALLEY

Sales down 12.1%

Median Price up 4.5%

	2023	2024
Closed Sales (units)	420	369
Median Sales (price)	\$335,000	\$350,000

FRANKLIN COUNTY

Sales down 18.0%

Median Price up 5.0%

	2023	2024
Closed Sales (units)	50	41
Median Sales (price)	\$332,500	\$349,000

HAMPDEN COUNTY

Sales down 10.3%

Median Price up 5.4%

	2023	2024
Closed Sales (units)	291	261
Median Sales (price)	\$313,000	\$330,000

HAMPSHIRE COUNTY

Sales down 14.1%

Median Price up 13.9%

	2023	2024
Closed Sales (units)	85	73
Median Sales (price)	\$421,323	\$479,900

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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 2024 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 12.1 percent from 420 in September 2023 to 369 in September 2024.
- **Median Price** – up 4.5 percent from \$335,000 in September 2023 to \$350,000 in September 2024.
- **Inventory of Available Property** – down 13.2 percent from 795 homes for sale in September 2023 to 690 homes for sale in September 2024.
- **Days on the Market** – up 7.5 percent from 29 average number of days on the market in September 2023 to 31 average number of days on the market in September 2024.
- **Pending Sales (under agreement to sell)** – up 31.8 percent from 362 listings pending sale in September 2023 to 477 listings pending sale in September 2024.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 10.6%

+ 3.1%

- 8.5%

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

	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	362	477	+ 31.8%	3,357	3,447	+ 2.7%
Closed Sales	420	369	- 12.1%	3,276	3,236	- 1.2%
Median Sales Price*	\$335,000	\$350,000	+ 4.5%	\$325,000	\$350,000	+ 7.7%
Inventory of Homes for Sale	795	690	- 13.2%	--	--	--
Months Supply of Inventory	2.1	1.9	- 8.8%	--	--	--
Cumulative Days on Market Until Sale	29	31	+ 7.5%	37	35	- 5.8%
Percent of Original List Price Received*	102.0%	101.3%	- 0.6%	101.2%	101.5%	+ 0.3%
New Listings	467	561	+ 20.1%	4,049	4,104	+ 1.4%

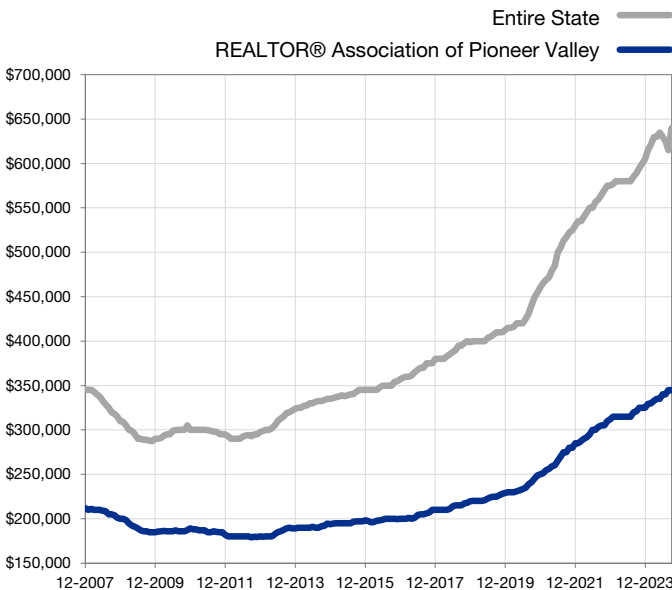
Condominium Properties

	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	44	88	+ 100.0%	533	560	+ 5.1%
Closed Sales	63	63	0.0%	531	499	- 6.0%
Median Sales Price*	\$227,000	\$250,000	+ 10.1%	\$235,000	\$262,000	+ 11.5%
Inventory of Homes for Sale	99	128	+ 29.3%	--	--	--
Months Supply of Inventory	1.6	2.3	+ 45.4%	--	--	--
Cumulative Days on Market Until Sale	29	30	+ 1.2%	40	34	- 16.9%
Percent of Original List Price Received*	104.5%	101.5%	- 2.9%	102.5%	101.2%	- 1.2%
New Listings	69	90	+ 30.4%	582	675	+ 16.0%

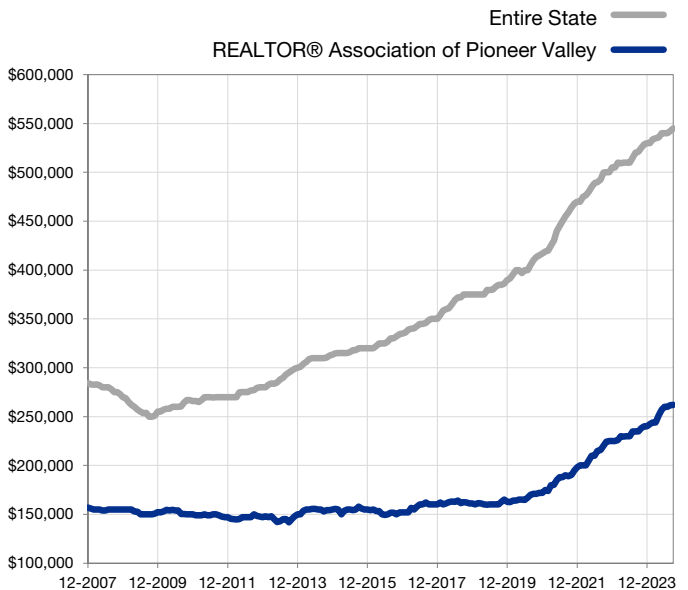
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	41	51	+ 24.4%	363	381	+ 5.0%
Closed Sales	50	41	- 18.0%	365	356	- 2.5%
Median Sales Price*	\$332,500	\$349,000	+ 5.0%	\$320,000	\$356,950	+ 11.5%
Inventory of Homes for Sale	101	92	- 8.9%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--
Cumulative Days on Market Until Sale	33	47	+ 42.4%	47	43	- 8.5%
Percent of Original List Price Received*	102.7%	97.4%	- 5.2%	99.7%	98.9%	- 0.8%
New Listings	46	65	+ 41.3%	420	440	+ 4.8%

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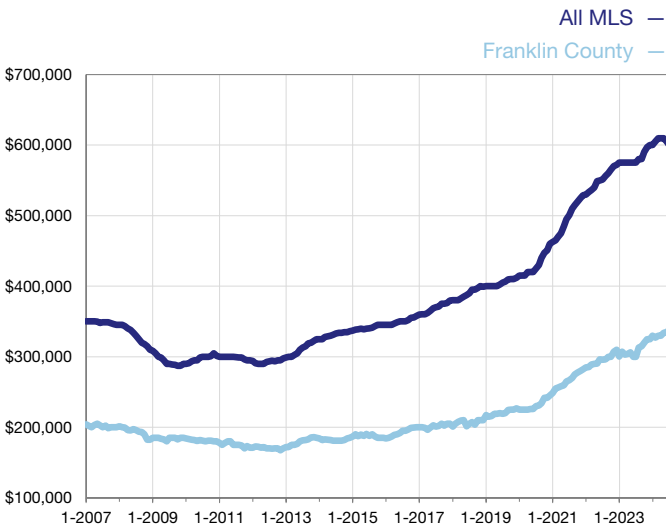
Condominium Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	3	8	+ 166.7%	23	35	+ 52.2%
Closed Sales	6	5	- 16.7%	20	29	+ 45.0%
Median Sales Price*	\$280,000	\$315,000	+ 12.5%	\$272,500	\$310,000	+ 13.8%
Inventory of Homes for Sale	2	5	+ 150.0%	--	--	--
Months Supply of Inventory	0.6	1.5	+ 150.0%	--	--	--
Cumulative Days on Market Until Sale	19	79	+ 315.8%	18	40	+ 122.2%
Percent of Original List Price Received*	103.2%	99.2%	- 3.9%	103.6%	101.4%	- 2.1%
New Listings	3	7	+ 133.3%	26	37	+ 42.3%

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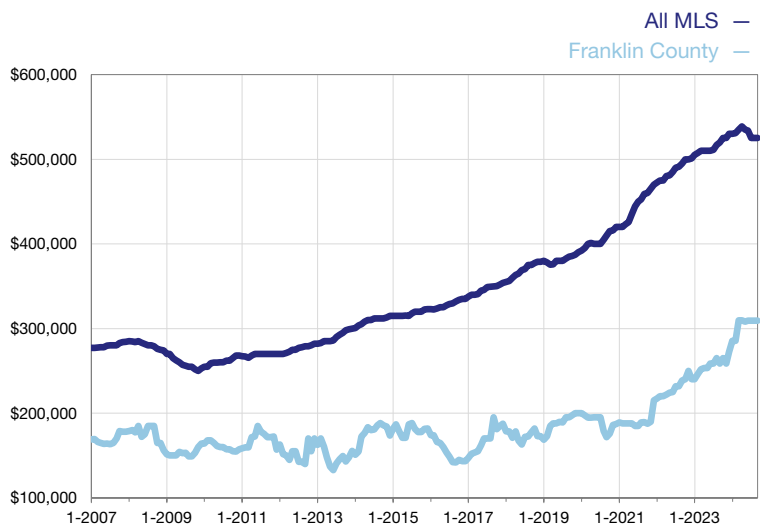
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – September 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	262	341	+ 30.2%	2,336	2,410	+ 3.2%
Closed Sales	291	261	- 10.3%	2,259	2,257	- 0.1%
Median Sales Price*	\$313,000	\$330,000	+ 5.4%	\$305,000	\$327,500	+ 7.4%
Inventory of Homes for Sale	496	426	- 14.1%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	26	27	+ 3.8%	36	33	- 8.3%
Percent of Original List Price Received*	102.4%	102.1%	- 0.3%	101.1%	101.8%	+ 0.7%
New Listings	312	385	+ 23.4%	2,744	2,799	+ 2.0%

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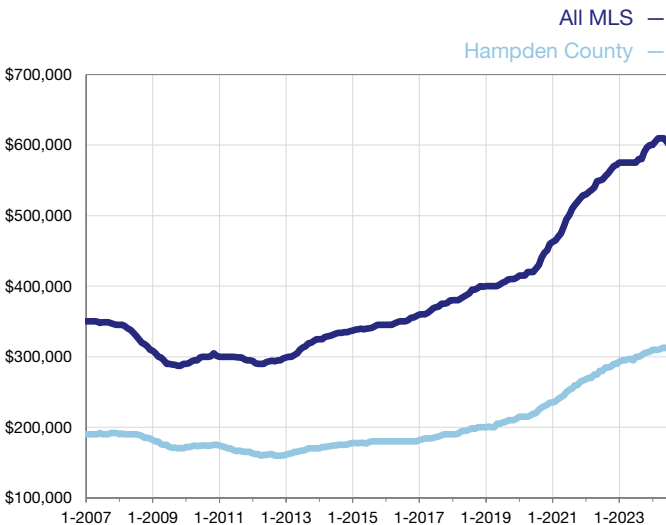
Condominium Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	25	55	+ 120.0%	317	350	+ 10.4%
Closed Sales	38	41	+ 7.9%	326	308	- 5.5%
Median Sales Price*	\$205,000	\$235,000	+ 14.6%	\$216,500	\$230,000	+ 6.2%
Inventory of Homes for Sale	53	84	+ 58.5%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--
Cumulative Days on Market Until Sale	20	24	+ 20.0%	36	29	- 19.4%
Percent of Original List Price Received*	103.8%	103.1%	- 0.7%	101.5%	101.3%	- 0.2%
New Listings	39	58	+ 48.7%	345	420	+ 21.7%

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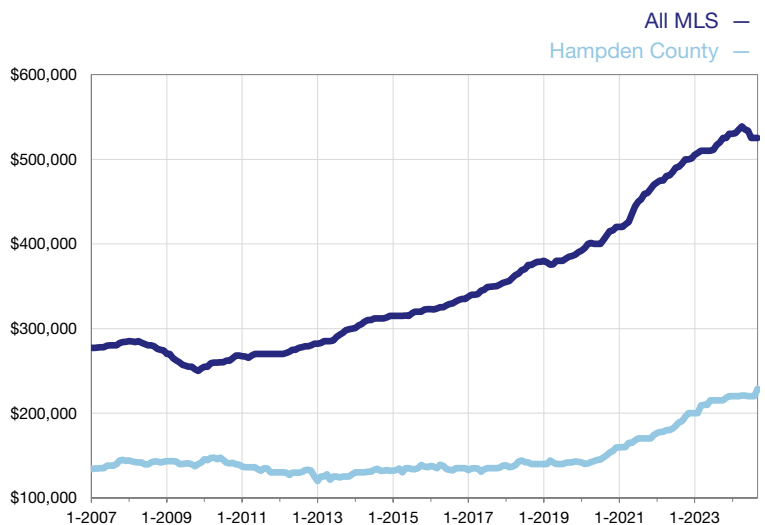
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – September 2024

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Hampshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	65	90	+ 38.5%	701	681	- 2.9%
Closed Sales	85	73	- 14.1%	694	655	- 5.6%
Median Sales Price*	\$421,323	\$479,900	+ 13.9%	\$410,000	\$450,000	+ 9.8%
Inventory of Homes for Sale	165	159	- 3.6%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	30	37	+ 23.3%	37	38	+ 2.7%
Percent of Original List Price Received*	101.1%	100.5%	- 0.6%	102.5%	101.7%	- 0.8%
New Listings	102	109	+ 6.9%	825	829	+ 0.5%

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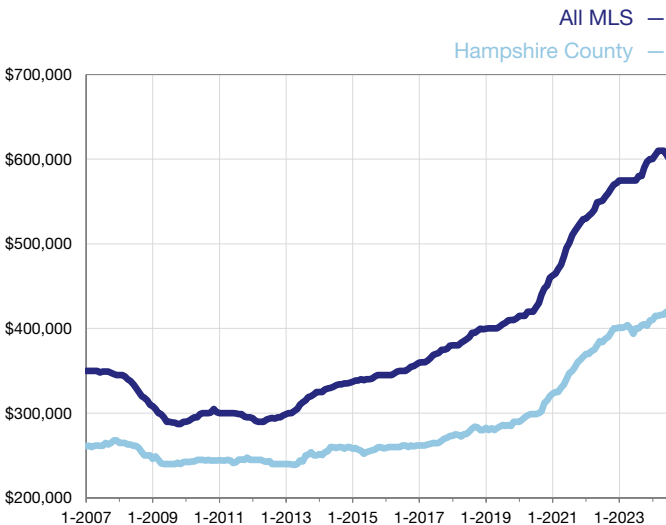
Condominium Properties

Key Metrics	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	16	24	+ 50.0%	194	178	- 8.2%
Closed Sales	20	19	- 5.0%	185	165	- 10.8%
Median Sales Price*	\$265,000	\$269,000	+ 1.5%	\$320,000	\$327,000	+ 2.2%
Inventory of Homes for Sale	43	38	- 11.6%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	49	27	- 44.9%	50	41	- 18.0%
Percent of Original List Price Received*	106.1%	99.0%	- 6.7%	104.0%	101.0%	- 2.9%
New Listings	27	25	- 7.4%	206	209	+ 1.5%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

