

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## September 2025 Single-Family Sales Report Pioneer Valley sales up 5.1% · Median price up 7.1%

### PIONEER VALLEY

Sales up 5.1%

Median Price up 7.1%

	2024	2025
Closed Sales (units)	375	394
Median Sales (price)	\$350,000	\$375,000

### FRANKLIN COUNTY

Sales up 4.9%

Median Price up 2.9%

	2024	2025
Closed Sales (units)	41	43
Median Sales (price)	\$349,000	\$359,000

### HAMPDEN COUNTY

Sales up 3.0%

Median Price up 7.6%

	2024	2025
Closed Sales (units)	264	272
Median Sales (price)	\$330,000	\$355,000

### HAMPSHIRE COUNTY

Sales up 6.8%

Median Price down 6.1%

	2024	2025
Closed Sales (units)	74	79
Median Sales (price)	\$479,200	\$450,000

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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 2025 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 5.1% percent from 375 in September 2024 to 394 in September 2025.
- **Median Price** – up 7.1% percent from \$350,000 in September 2024 to \$375,000 in September 2025.
- **Inventory of Available Property** – down -13.9% percent from 861 homes for sale in September 2024 to 741 homes for sale in September 2025.
- **Days on the Market** – up 13.7% percent from 31 average number of days on the market in September 2024 to 36 average number of days on the market in September 2025.
- **Pending Sales (under agreement to sell)** – up 34.6% percent from 382 listings pending sale in September 2024 to 514 listings pending sale in September 2025.

*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 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	32	62	+ 93.8%	362	411	+ 13.5%
Closed Sales	41	43	+ 4.9%	358	379	+ 5.9%
Median Sales Price*	\$349,000	\$359,000	+ 2.9%	\$356,950	\$370,000	+ 3.7%
Inventory of Homes for Sale	118	105	- 11.0%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	47	40	- 14.9%	43	48	+ 11.6%
Percent of Original List Price Received*	97.4%	95.9%	- 1.5%	98.9%	98.3%	- 0.6%
New Listings	63	61	- 3.2%	434	479	+ 10.4%

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

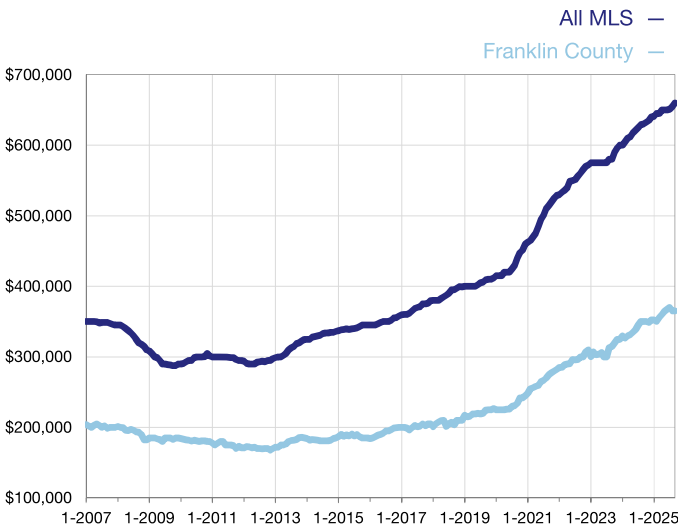
### Condominium Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	7	6	- 14.3%	34	40	+ 17.6%
Closed Sales	5	4	- 20.0%	29	36	+ 24.1%
Median Sales Price*	\$315,000	\$255,000	- 19.0%	\$310,000	\$260,000	- 16.1%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	79	34	- 57.0%	40	38	- 5.0%
Percent of Original List Price Received*	99.2%	101.8%	+ 2.6%	101.4%	100.0%	- 1.4%
New Listings	7	5	- 28.6%	37	40	+ 8.1%

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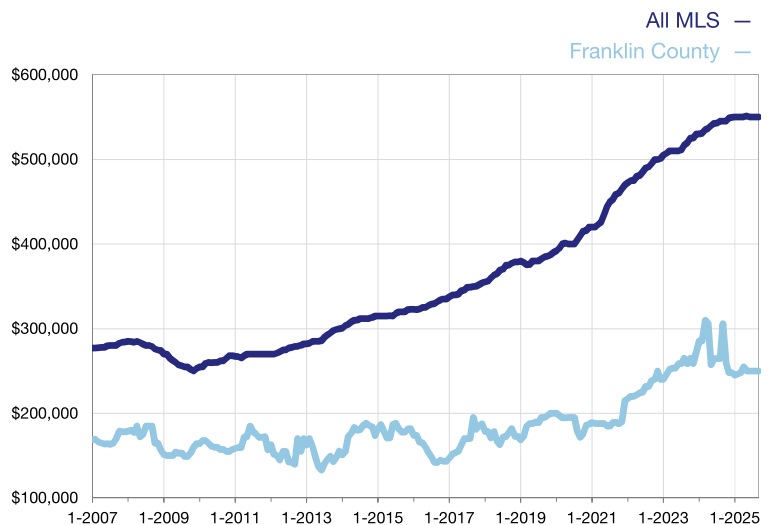
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	282	<b>351</b>	+ 24.5%	2,333	<b>2,428</b>	+ 4.1%
Closed Sales	264	<b>272</b>	+ 3.0%	2,265	<b>2,240</b>	- 1.1%
Median Sales Price*	\$330,000	<b>\$355,000</b>	+ 7.6%	\$326,000	<b>\$350,000</b>	+ 7.4%
Inventory of Homes for Sale	528	<b>458</b>	- 13.3%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	27	<b>33</b>	+ 22.2%	33	<b>37</b>	+ 12.1%
Percent of Original List Price Received*	102.1%	<b>100.5%</b>	- 1.6%	101.8%	<b>100.7%</b>	- 1.1%
New Listings	379	<b>343</b>	- 9.5%	2,791	<b>2,841</b>	+ 1.8%

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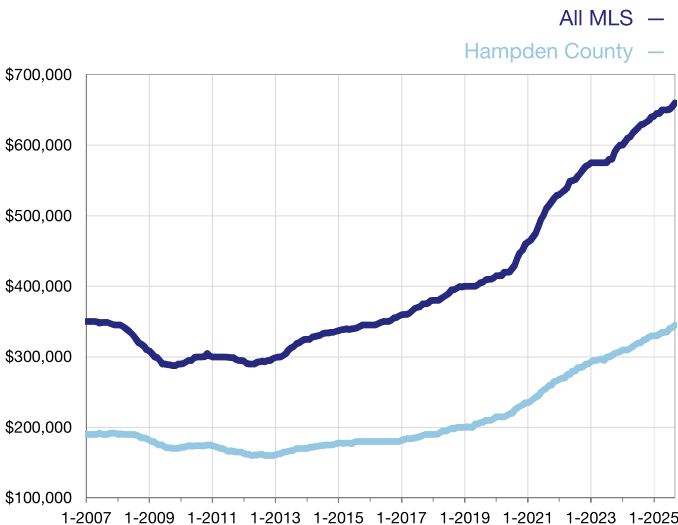
### Condominium Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	48	<b>62</b>	+ 29.2%	338	<b>384</b>	+ 13.6%
Closed Sales	42	<b>52</b>	+ 23.8%	309	<b>362</b>	+ 17.2%
Median Sales Price*	\$238,000	<b>\$232,500</b>	- 2.3%	\$230,000	<b>\$230,000</b>	0.0%
Inventory of Homes for Sale	100	<b>61</b>	- 39.0%	--	--	--
Months Supply of Inventory	2.8	<b>1.4</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	26	<b>38</b>	+ 46.2%	29	<b>44</b>	+ 51.7%
Percent of Original List Price Received*	102.9%	<b>100.8%</b>	- 2.0%	101.3%	<b>99.8%</b>	- 1.5%
New Listings	58	<b>47</b>	- 19.0%	420	<b>390</b>	- 7.1%

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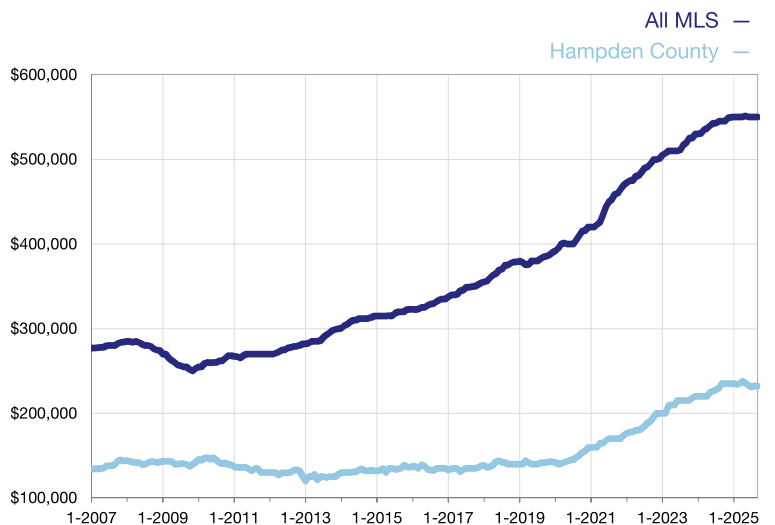
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2025

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## Hampshire County

### Single-Family Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	74	100	+ 35.1%	662	763	+ 15.3%
Closed Sales	74	79	+ 6.8%	656	714	+ 8.8%
Median Sales Price*	\$479,200	\$450,000	- 6.1%	\$450,000	\$452,500	+ 0.6%
Inventory of Homes for Sale	187	163	- 12.8%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	36	38	+ 5.6%	38	38	0.0%
Percent of Original List Price Received*	100.5%	99.1%	- 1.4%	101.7%	101.1%	- 0.6%
New Listings	109	114	+ 4.6%	825	913	+ 10.7%

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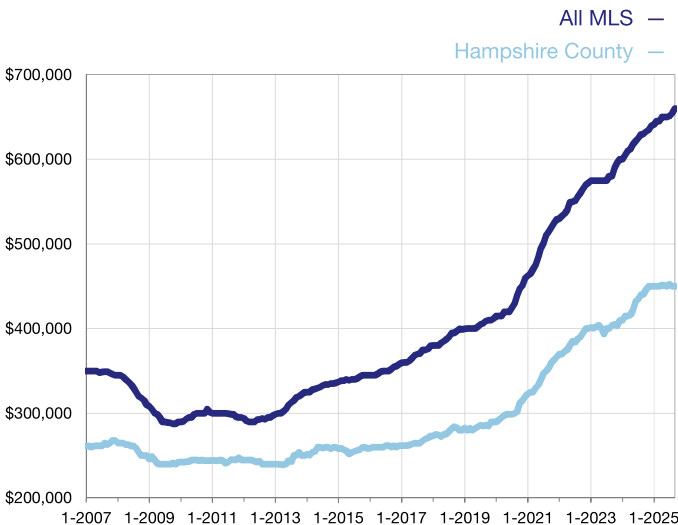
### Condominium Properties

Key Metrics	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	22	24	+ 9.1%	174	196	+ 12.6%
Closed Sales	19	26	+ 36.8%	165	194	+ 17.6%
Median Sales Price*	\$269,000	\$287,500	+ 6.9%	\$327,000	\$343,000	+ 4.9%
Inventory of Homes for Sale	41	46	+ 12.2%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	27	62	+ 129.6%	41	45	+ 9.8%
Percent of Original List Price Received*	99.0%	99.6%	+ 0.6%	101.0%	99.8%	- 1.2%
New Listings	25	31	+ 24.0%	209	223	+ 6.7%

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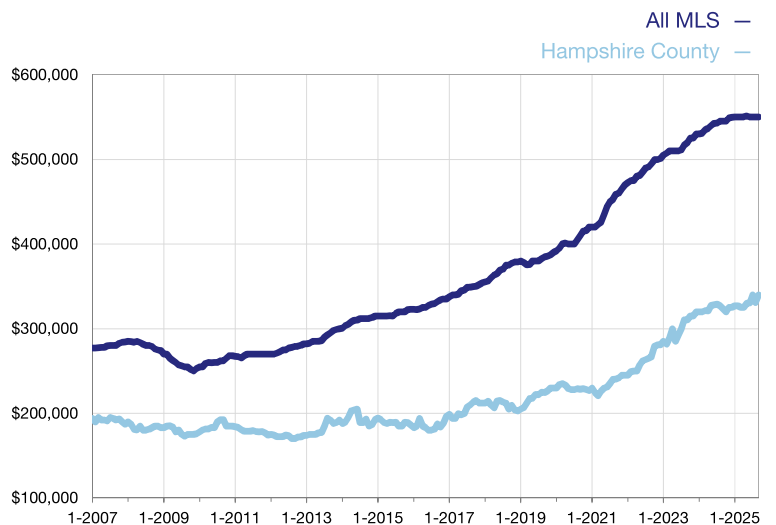
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – September 2025

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## REALTOR® Association of Pioneer Valley

**+ 8.0%**

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

**+ 4.6%**

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

**- 15.3%**

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

### Single-Family Properties

	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	382	514	+ 34.6%	3,327	3,582	+ 7.7%
Closed Sales	375	394	+ 5.1%	3,248	3,303	+ 1.7%
Median Sales Price*	\$350,000	<b>\$375,000</b>	+ 7.1%	\$350,000	<b>\$370,000</b>	+ 5.7%
Inventory of Homes for Sale	861	741	- 13.9%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.3%	--	--	--
Cumulative Days on Market Until Sale	31	36	+ 13.7%	35	39	+ 8.7%
Percent of Original List Price Received*	101.3%	99.7%	- 1.6%	101.5%	100.5%	- 1.0%
New Listings	564	522	- 7.4%	4,103	4,327	+ 5.5%

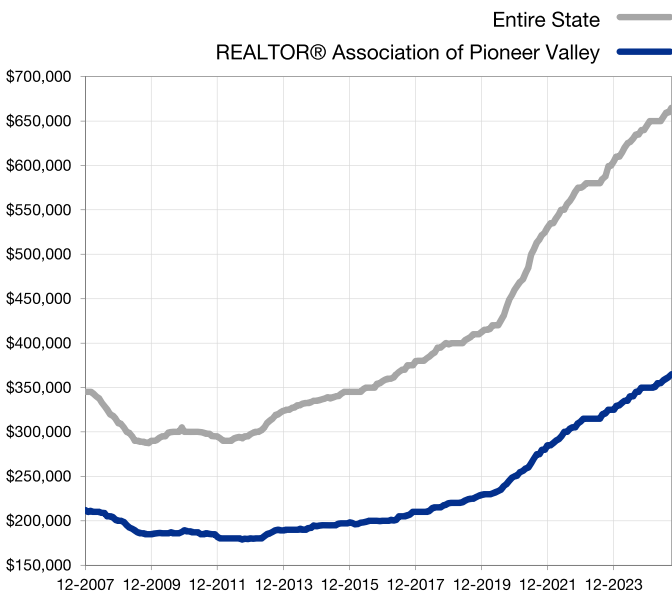
### Condominium Properties

	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	78	92	+ 17.9%	543	617	+ 13.6%
Closed Sales	64	80	+ 25.0%	500	589	+ 17.8%
Median Sales Price*	\$255,000	<b>\$257,000</b>	+ 0.8%	\$262,250	<b>\$260,000</b>	- 0.9%
Inventory of Homes for Sale	149	114	- 23.5%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	30	46	+ 49.5%	34	44	+ 30.9%
Percent of Original List Price Received*	101.4%	100.4%	- 1.0%	101.2%	99.8%	- 1.4%
New Listings	90	81	- 10.0%	675	652	- 3.4%

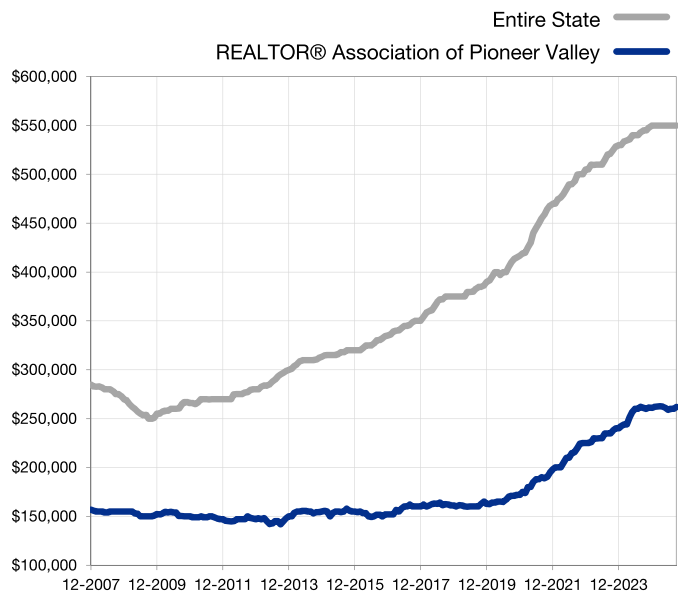
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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.