

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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June 2021 Single-Family Sales Report Pioneer Valley sales up 20.7% · Median price up 20.4%

PIONEER VALLEY

Sales up 20.7%	Median Price up 20.4%	
	2020	2021
Closed Sales (units)	503	607
Median Sales (price)	\$254,950	\$307,000

FRANKLIN COUNTY

Sales down 10.0%	Median Price up 23.0%	
	2020	2021
Closed Sales (units)	60	54
Median Sales (price)	\$236,750	\$291,096

HAMPDEN COUNTY

Sales up 20.9%	Median Price up 19.1%	
	2020	2021
Closed Sales (units)	345	417
Median Sales (price)	\$235,000	\$280,000

HAMPSHIRE COUNTY

Sales up 36.4%	Median Price up 23.9%	
	2020	2021
Closed Sales (units)	99	135
Median Sales (price)	\$327,000	\$405,000

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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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June 2021 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 20.7 percent from 503 in June 2020 to 607 in June 2021.
- **Median Price** - up 20.4 percent from \$254,950 in June 2020 to \$307,000 in June 2021.
- **Inventory of Available Property** - down 47.4 percent from 996 homes for sale in June 2020 to 524 homes for sale in June 2021.
- **Days on the Market** – down 50.4 percent from 55 average number of days on the market in June 2020 to 27 average number of days on the market in June 2021.
- **Pending Sales (under agreement to sell)** - down 3.8 percent from 702 listings pending sale in June 2020 to 675 listings pending sale in June 2021.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 2.98 percent with an average 0.7 points for the week ending 06/30/2021. Last year at this time the 30-year FRM averaged 3.16 percent with an average 0.8 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 – June 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 18.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 24.2%

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

- 48.0%

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

Single-Family Properties

	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	702	675	- 3.8%	2,962	3,112	+ 5.1%
Closed Sales	503	607	+ 20.7%	2,365	2,642	+ 11.7%
Median Sales Price*	\$254,950	\$307,000	+ 20.4%	\$232,500	\$275,000	+ 18.3%
Inventory of Homes for Sale	996	524	- 47.4%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.5%	--	--	--
Cumulative Days on Market Until Sale	55	27	- 50.4%	67	40	- 40.2%
Percent of Original List Price Received*	98.4%	105.0%	+ 6.7%	96.9%	101.8%	+ 5.1%
New Listings	712	770	+ 8.1%	3,375	3,388	+ 0.4%

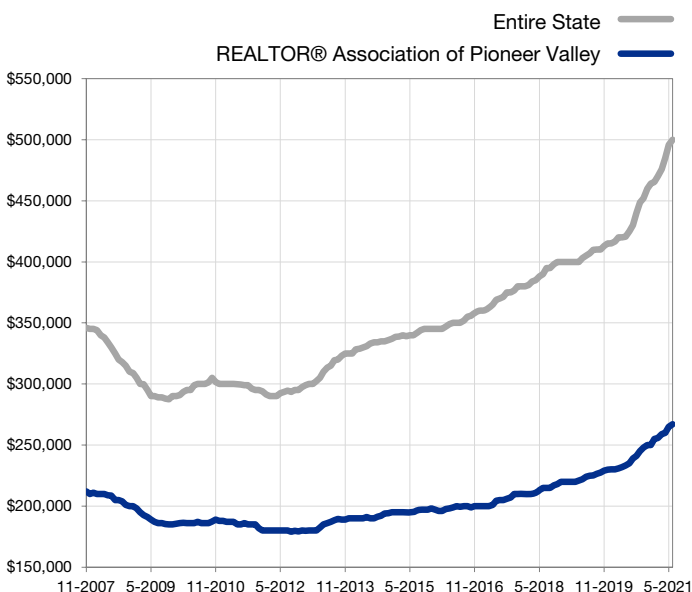
Condominium Properties

	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	82	90	+ 9.8%	373	488	+ 30.8%
Closed Sales	72	76	+ 5.6%	312	388	+ 24.4%
Median Sales Price*	\$175,000	\$207,500	+ 18.6%	\$161,000	\$190,000	+ 18.0%
Inventory of Homes for Sale	168	81	- 51.8%	--	--	--
Months Supply of Inventory	2.5	1.1	- 55.3%	--	--	--
Cumulative Days on Market Until Sale	57	35	- 38.0%	61	42	- 31.5%
Percent of Original List Price Received*	97.2%	102.7%	+ 5.7%	97.3%	100.5%	+ 3.3%
New Listings	91	99	+ 8.8%	436	510	+ 17.0%

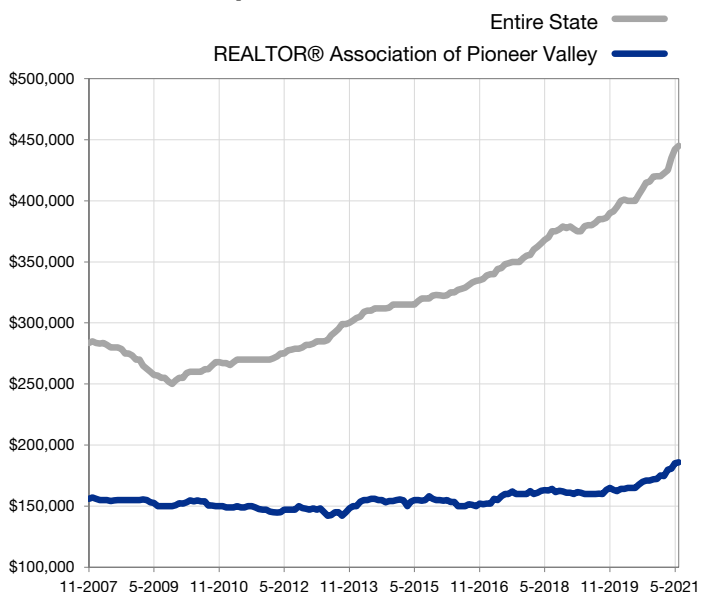
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – June 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	87	78	- 10.3%	302	294	- 2.6%
Closed Sales	60	54	- 10.0%	227	239	+ 5.3%
Median Sales Price*	\$236,750	\$291,096	+ 23.0%	\$225,000	\$270,000	+ 20.0%
Inventory of Homes for Sale	140	66	- 52.9%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--
Cumulative Days on Market Until Sale	95	29	- 69.5%	89	45	- 49.4%
Percent of Original List Price Received*	94.4%	106.3%	+ 12.6%	93.1%	100.8%	+ 8.3%
New Listings	92	91	- 1.1%	345	328	- 4.9%

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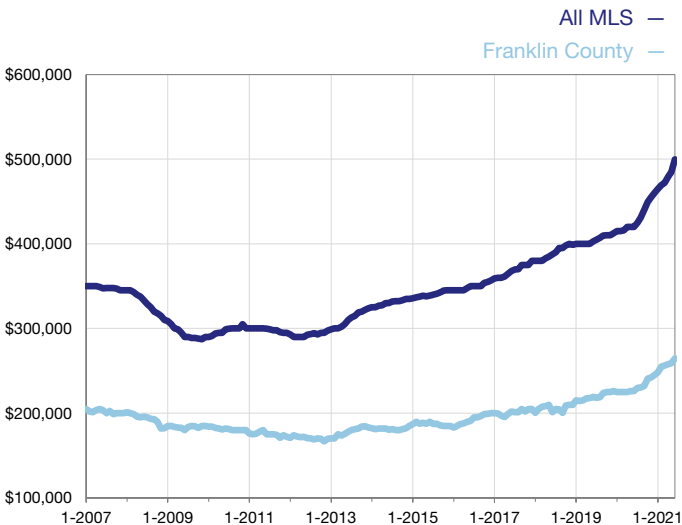
Condominium Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	4	1	- 75.0%	19	10	- 47.4%
Closed Sales	2	1	- 50.0%	13	9	- 30.8%
Median Sales Price*	\$211,500	\$109,000	- 48.5%	\$173,000	\$180,000	+ 4.0%
Inventory of Homes for Sale	9	4	- 55.6%	--	--	--
Months Supply of Inventory	3.4	1.1	- 67.6%	--	--	--
Cumulative Days on Market Until Sale	61	16	- 73.8%	99	32	- 67.7%
Percent of Original List Price Received*	97.5%	110.7%	+ 13.5%	94.7%	100.9%	+ 6.5%
New Listings	8	4	- 50.0%	26	12	- 53.8%

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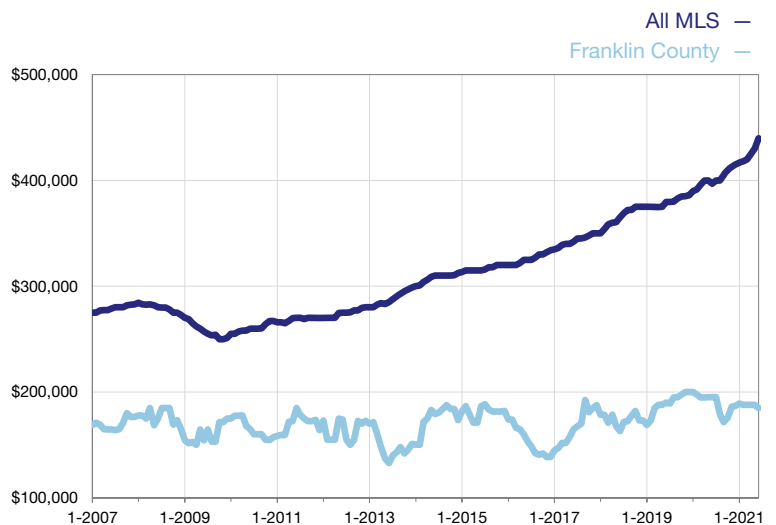
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	458	457	- 0.2%	2,034	2,204	+ 8.4%
Closed Sales	345	417	+ 20.9%	1,646	1,867	+ 13.4%
Median Sales Price*	\$235,000	\$280,000	+ 19.1%	\$220,000	\$255,000	+ 15.9%
Inventory of Homes for Sale	600	320	- 46.7%	--	--	--
Months Supply of Inventory	1.8	0.9	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	48	26	- 45.8%	59	36	- 39.0%
Percent of Original List Price Received*	99.1%	104.8%	+ 5.8%	97.5%	102.0%	+ 4.6%
New Listings	483	514	+ 6.4%	2,318	2,391	+ 3.1%

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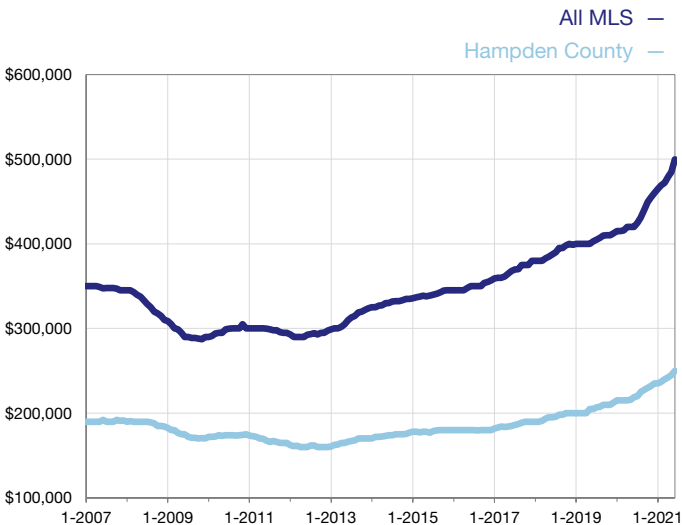
Condominium Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	52	51	- 1.9%	250	305	+ 22.0%
Closed Sales	56	47	- 16.1%	215	253	+ 17.7%
Median Sales Price*	\$162,450	\$199,900	+ 23.1%	\$149,500	\$170,100	+ 13.8%
Inventory of Homes for Sale	83	34	- 59.0%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	60	35	- 41.7%	59	35	- 40.7%
Percent of Original List Price Received*	96.6%	102.7%	+ 6.3%	97.1%	100.7%	+ 3.7%
New Listings	48	53	+ 10.4%	271	310	+ 14.4%

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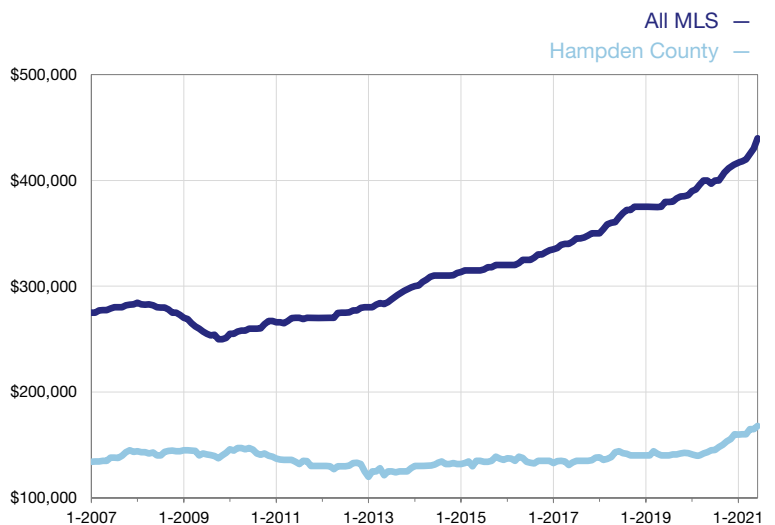
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – June 2021

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Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	160	148	- 7.5%	637	635	- 0.3%
Closed Sales	99	135	+ 36.4%	492	546	+ 11.0%
Median Sales Price*	\$327,000	\$405,000	+ 23.9%	\$300,000	\$365,000	+ 21.7%
Inventory of Homes for Sale	249	138	- 44.6%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	53	29	- 45.3%	80	50	- 37.5%
Percent of Original List Price Received*	98.5%	105.1%	+ 6.7%	96.4%	101.8%	+ 5.6%
New Listings	145	174	+ 20.0%	730	694	- 4.9%

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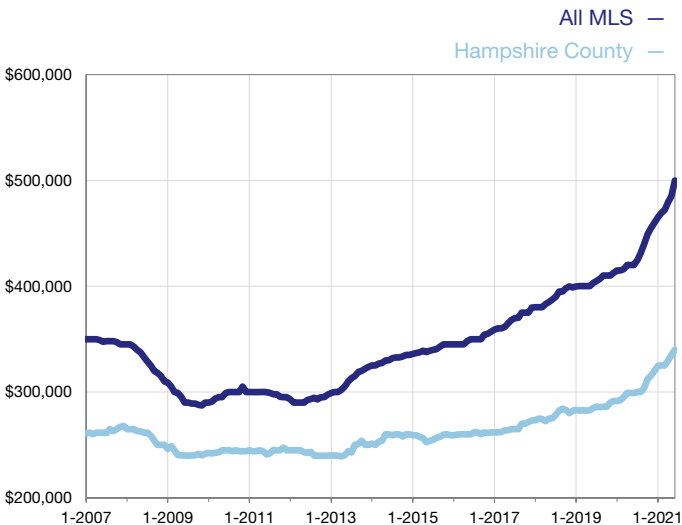
Condominium Properties

Key Metrics	June			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	26	38	+ 46.2%	104	175	+ 68.3%
Closed Sales	14	28	+ 100.0%	84	128	+ 52.4%
Median Sales Price*	\$255,000	\$248,000	- 2.7%	\$227,000	\$237,950	+ 4.8%
Inventory of Homes for Sale	77	44	- 42.9%	--	--	--
Months Supply of Inventory	3.8	1.9	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	46	37	- 19.6%	60	55	- 8.3%
Percent of Original List Price Received*	99.6%	102.4%	+ 2.8%	98.0%	100.1%	+ 2.1%
New Listings	36	43	+ 19.4%	140	191	+ 36.4%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

