

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## January 2020 Single-Family Sales Report Pioneer Valley sales up 4.3% · Median price up 10.0%

### PIONEER VALLEY

Sales up 4.3%	Median Price up 10.0%	
	2019	2020
Closed Sales (units)	349	364
Median Sales (price)	\$200,000	\$220,000

### FRANKLIN COUNTY

Sales down 5.3%	Median Price down 9.1%	
	2019	2020
Closed Sales (units)	38	36
Median Sales (price)	\$220,000	\$200,000

### HAMPDEN COUNTY

Sales down 0.4%	Median Price up 10.5%	
	2019	2020
Closed Sales (units)	255	254
Median Sales (price)	\$190,000	\$210,000

### HAMPSHIRE COUNTY

Sales up 32.8%	Median Price up 7.3%	
	2019	2020
Closed Sales (units)	58	77
Median Sales (price)	\$246,950	\$265,000

#### For editorial comment:

Sue Drumm, *President*, 413-636-6945

Kelly Page, *Immediate Past President*, 413-695-1448

Franklin County: Kelly Page, *Immediate Past President*, 413-695-1448

Hampden County: Kelly Page, *Immediate Past President*, 413-695-1448 or Elias Acuna, *President Elect*, 413-626-4097

Hampshire County: Richard Sawicki, *2017 Past President*, 413-549-2600

#### 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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## January 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 4.3 percent from 349 in January 2019 to 364 in January 2020.
- **Median Price** - up 10.0 percent from \$200,000 in January 2019 to \$220,000 in January 2020.
- **Inventory of Available Property** - down 31.8 percent from 1,411 homes for sale in January 2019 to 962 homes for sale in January 2020.
- **Supply** - down 33.3 percent from 2.9 months of supply at the current rate of sale by the end of January 2019 to 1.9 months of supply at the current rate of sale by the end of January 2020.
- **Days on the Market** – down 19.3 percent from 92 average number of days on the market in January 2019 to 74 average number of days on the market in January 2020.
- **Pending Sales (under agreement to sell)** - up 7.5 percent from 360 listings pending sale in January 2019 to 387 listings pending sale in January 2020.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 3.62 percent with an average 0.7 points for the week ending 01/31/2020. Last year at this time the 30-year FRM averaged 4.46 percent with an average 0.5 points. (Source: [www.FreddieMac.com](http://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 – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 2.0%**

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

**+ 7.5%**

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

**- 30.6%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	360	<b>387</b>	+ 7.5%	360	<b>387</b>	+ 7.5%
Closed Sales	349	<b>364</b>	+ 4.3%	349	<b>364</b>	+ 4.3%
Median Sales Price*	\$200,000	<b>\$220,000</b>	+ 10.0%	\$200,000	<b>\$220,000</b>	+ 10.0%
Inventory of Homes for Sale	1,411	<b>962</b>	- 31.8%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	92	<b>74</b>	- 19.3%	92	<b>74</b>	- 19.3%
Percent of Original List Price Received*	93.6%	<b>94.7%</b>	+ 1.2%	93.6%	<b>94.7%</b>	+ 1.2%
New Listings	446	<b>435</b>	- 2.5%	446	<b>435</b>	- 2.5%

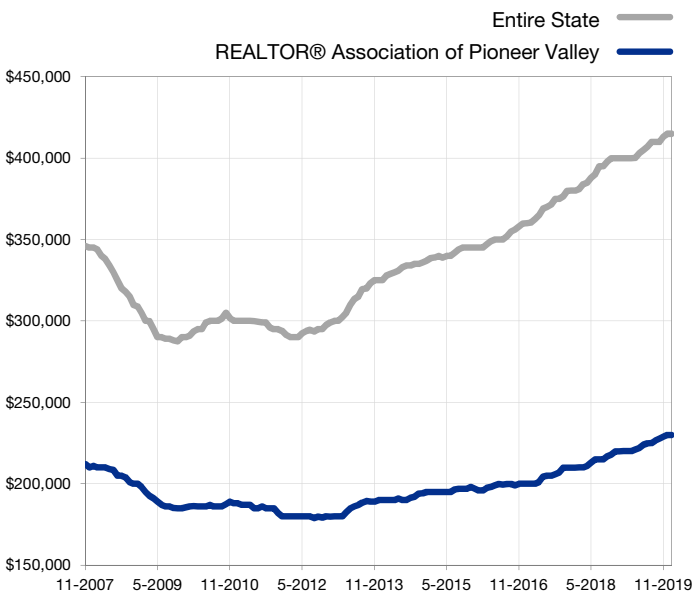
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	75	<b>57</b>	- 24.0%	75	<b>57</b>	- 24.0%
Closed Sales	48	<b>41</b>	- 14.6%	48	<b>41</b>	- 14.6%
Median Sales Price*	\$170,500	<b>\$149,500</b>	- 12.3%	\$170,500	<b>\$149,500</b>	- 12.3%
Inventory of Homes for Sale	184	<b>145</b>	- 21.2%	--	--	--
Months Supply of Inventory	2.5	<b>2.0</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	82	<b>57</b>	- 30.1%	82	<b>57</b>	- 30.1%
Percent of Original List Price Received*	97.0%	<b>95.2%</b>	- 1.9%	97.0%	<b>95.2%</b>	- 1.9%
New Listings	71	<b>69</b>	- 2.8%	71	<b>69</b>	- 2.8%

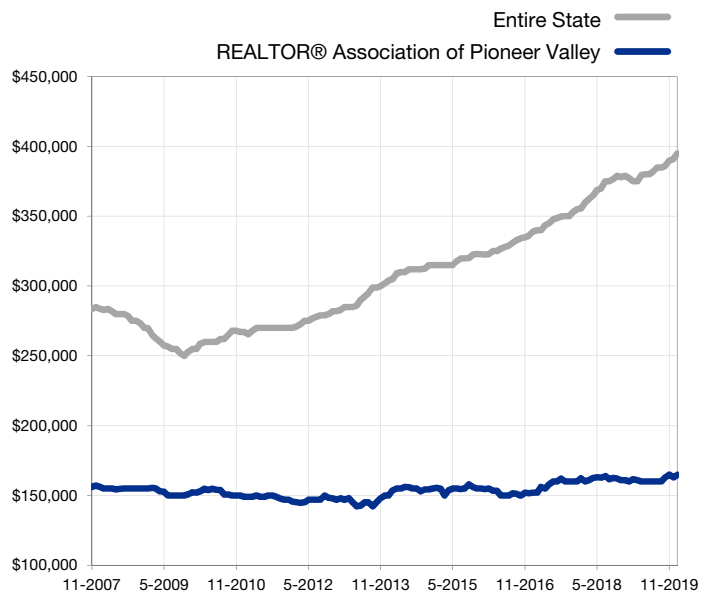
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	30	<b>31</b>	+ 3.3%	30	<b>31</b>	+ 3.3%
Closed Sales	38	<b>36</b>	- 5.3%	38	<b>36</b>	- 5.3%
Median Sales Price*	\$220,000	<b>\$200,000</b>	- 9.1%	\$220,000	<b>\$200,000</b>	- 9.1%
Inventory of Homes for Sale	186	<b>134</b>	- 28.0%	--	--	--
Months Supply of Inventory	3.9	<b>2.7</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	132	<b>69</b>	- 47.7%	132	<b>69</b>	- 47.7%
Percent of Original List Price Received*	92.6%	<b>91.3%</b>	- 1.4%	92.6%	<b>91.3%</b>	- 1.4%
New Listings	37	<b>32</b>	- 13.5%	37	<b>32</b>	- 13.5%

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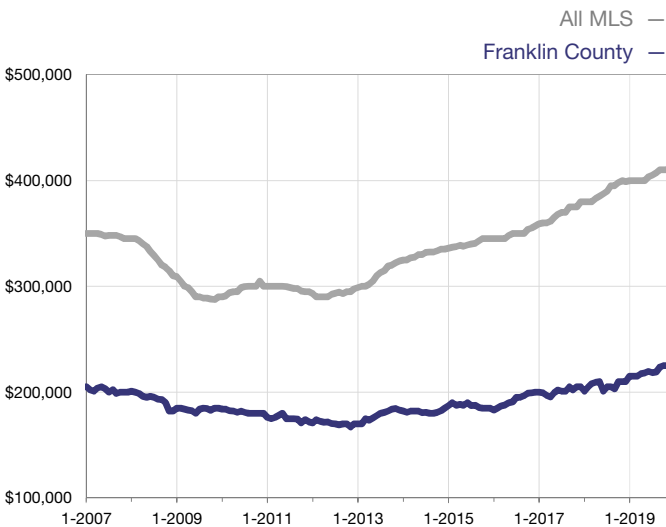
### Condominium Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	4	<b>2</b>	- 50.0%	4	<b>2</b>	- 50.0%
Closed Sales	2	<b>2</b>	0.0%	2	<b>2</b>	0.0%
Median Sales Price*	\$118,000	<b>\$163,250</b>	+ 38.3%	\$118,000	<b>\$163,250</b>	+ 38.3%
Inventory of Homes for Sale	9	<b>9</b>	0.0%	--	--	--
Months Supply of Inventory	2.4	<b>2.7</b>	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	28	<b>43</b>	+ 53.6%	28	<b>43</b>	+ 53.6%
Percent of Original List Price Received*	96.3%	<b>100.1%</b>	+ 3.9%	96.3%	<b>100.1%</b>	+ 3.9%
New Listings	1	<b>2</b>	+ 100.0%	1	<b>2</b>	+ 100.0%

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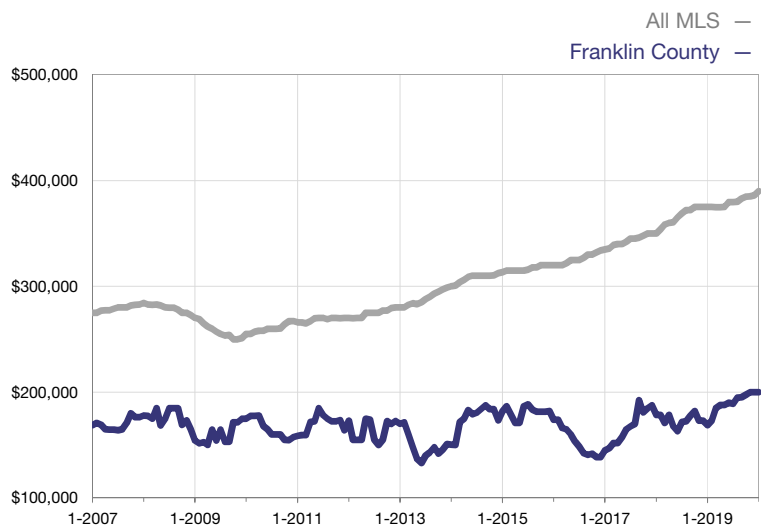
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2020

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## Hampden County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	255	<b>280</b>	+ 9.8%	255	<b>280</b>	+ 9.8%
Closed Sales	255	<b>254</b>	- 0.4%	255	<b>254</b>	- 0.4%
Median Sales Price*	\$190,000	<b>\$210,000</b>	+ 10.5%	\$190,000	<b>\$210,000</b>	+ 10.5%
Inventory of Homes for Sale	911	<b>578</b>	- 36.6%	--	--	--
Months Supply of Inventory	2.6	<b>1.6</b>	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	81	<b>73</b>	- 9.9%	81	<b>73</b>	- 9.9%
Percent of Original List Price Received*	94.1%	<b>94.9%</b>	+ 0.9%	94.1%	<b>94.9%</b>	+ 0.9%
New Listings	330	<b>325</b>	- 1.5%	330	<b>325</b>	- 1.5%

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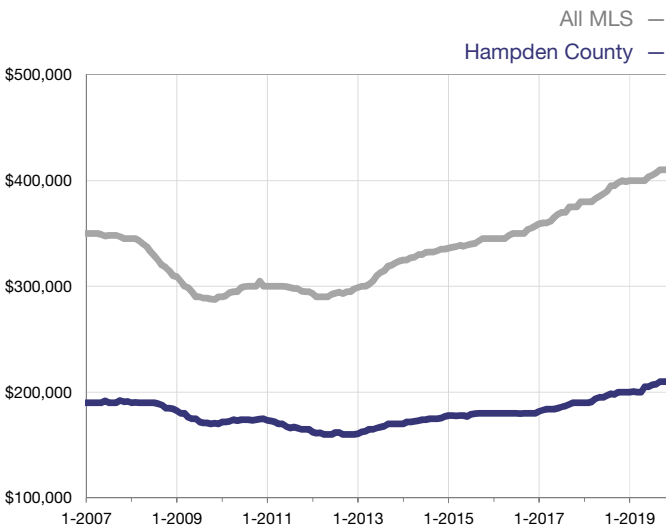
### Condominium Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	45	<b>38</b>	- 15.6%	45	<b>38</b>	- 15.6%
Closed Sales	38	<b>28</b>	- 26.3%	38	<b>28</b>	- 26.3%
Median Sales Price*	\$159,450	<b>\$126,000</b>	- 21.0%	\$159,450	<b>\$126,000</b>	- 21.0%
Inventory of Homes for Sale	119	<b>96</b>	- 19.3%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	88	<b>57</b>	- 35.2%	88	<b>57</b>	- 35.2%
Percent of Original List Price Received*	97.1%	<b>95.0%</b>	- 2.2%	97.1%	<b>95.0%</b>	- 2.2%
New Listings	47	<b>47</b>	0.0%	47	<b>47</b>	0.0%

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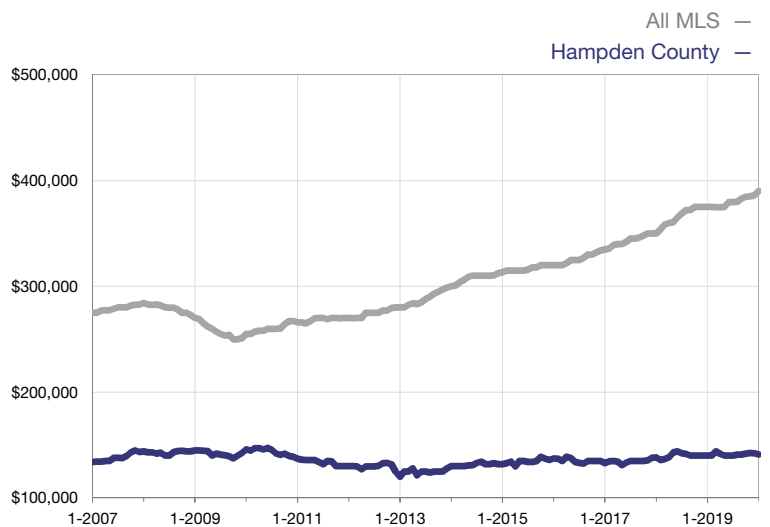
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – January 2020

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## Hampshire County

### Single-Family Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	77	80	+ 3.9%	77	80	+ 3.9%
Closed Sales	58	77	+ 32.8%	58	77	+ 32.8%
Median Sales Price*	\$246,950	<b>\$265,000</b>	+ 7.3%	\$246,950	<b>\$265,000</b>	+ 7.3%
Inventory of Homes for Sale	304	249	- 18.1%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	104	77	- 26.0%	104	77	- 26.0%
Percent of Original List Price Received*	92.4%	95.4%	+ 3.2%	92.4%	95.4%	+ 3.2%
New Listings	76	84	+ 10.5%	76	84	+ 10.5%

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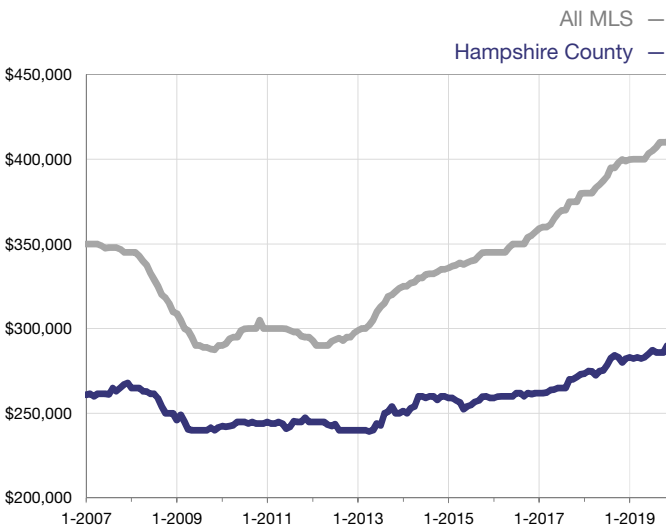
### Condominium Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	24	17	- 29.2%	24	17	- 29.2%
Closed Sales	8	11	+ 37.5%	8	11	+ 37.5%
Median Sales Price*	\$226,000	<b>\$235,000</b>	+ 4.0%	\$226,000	<b>\$235,000</b>	+ 4.0%
Inventory of Homes for Sale	54	40	- 25.9%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	67	60	- 10.4%	67	60	- 10.4%
Percent of Original List Price Received*	96.8%	94.8%	- 2.1%	96.8%	94.8%	- 2.1%
New Listings	23	20	- 13.0%	23	20	- 13.0%

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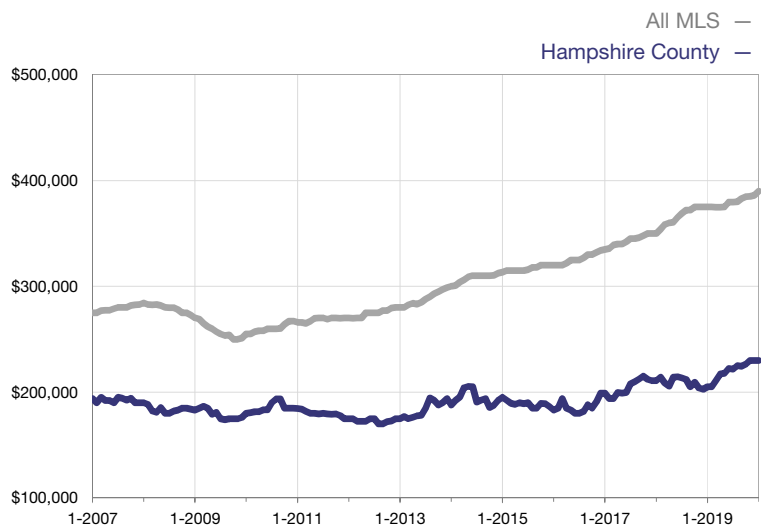
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Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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