

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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July 2020 Single-Family Sales Report Pioneer Valley sales up 3.1% · Median price up 6.6%

PIONEER VALLEY

Sales up 3.1%	Median Price up 6.6%	
	2019	2020
Closed Sales (units)	648	668
Median Sales (price)	\$239,900	\$255,750

FRANKLIN COUNTY

Sales up 8.7%	Median Price up 21.1%	
	2019	2020
Closed Sales (units)	69	75
Median Sales (price)	\$213,000	\$258,000

HAMPDEN COUNTY

Sales up 2.3%	Median Price up 7.7%	
	2019	2020
Closed Sales (units)	429	439
Median Sales (price)	\$222,000	\$239,000

HAMPSHIRE COUNTY

Sales up 2.6%	Median Price up 3.1%	
	2019	2020
Closed Sales (units)	155	159
Median Sales (price)	\$320,000	\$330,000

For editorial comment:

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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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July 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 3.1 percent from 648 in July 2019 to 668 in July 2020.
- **Median Price** - up 6.6 percent from \$239,900 in July 2019 to \$255,750 in July 2020.
- **Inventory of Available Property** - down 55.0 percent from 1,699 homes for sale in July 2019 to 764 homes for sale in July 2020.
- **Supply** - down 53.8 percent from 3.4 months of supply at the current rate of sale by the end of July 2019 to 1.6 months of supply at the current rate of sale by the end of July 2020.
- **Days on the Market** – down 9.6 percent from 53 average number of days on the market in July 2019 to 48 average number of days on the market in July 2020.
- **Pending Sales (under agreement to sell)** - up 17.4 percent from 619 listings pending sale in July 2019 to 727 listings pending sale in July 2020.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.02 percent with an average 0.8 points for the week ending 07/31/2020. Last year at this time the 30-year FRM averaged 3.77 percent with an average 0.6 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 – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 2.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 54.2%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	619	727	+ 17.4%	3,750	3,728	- 0.6%
Closed Sales	648	668	+ 3.1%	3,274	3,029	- 7.5%
Median Sales Price*	\$239,900	\$255,750	+ 6.6%	\$225,000	\$239,250	+ 6.3%
Inventory of Homes for Sale	1,699	764	- 55.0%	--	--	--
Months Supply of Inventory	3.4	1.6	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	53	48	- 9.6%	72	63	- 12.3%
Percent of Original List Price Received*	97.4%	99.0%	+ 1.6%	96.2%	97.4%	+ 1.2%
New Listings	776	716	- 7.7%	4,897	4,090	- 16.5%

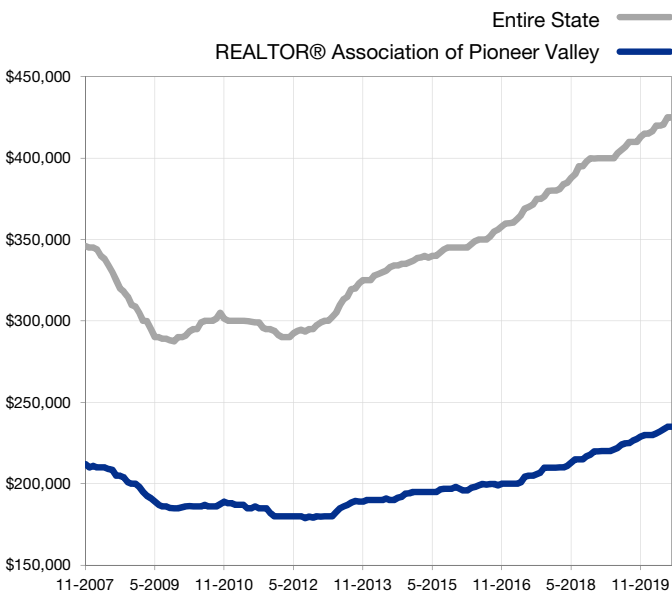
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	81	113	+ 39.5%	565	488	- 13.6%
Closed Sales	88	88	0.0%	504	400	- 20.6%
Median Sales Price*	\$181,500	\$169,450	- 6.6%	\$165,000	\$164,950	- 0.0%
Inventory of Homes for Sale	203	107	- 47.3%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	52	64	+ 23.6%	76	62	- 18.0%
Percent of Original List Price Received*	97.4%	97.7%	+ 0.3%	96.6%	97.4%	+ 0.8%
New Listings	86	85	- 1.2%	643	520	- 19.1%

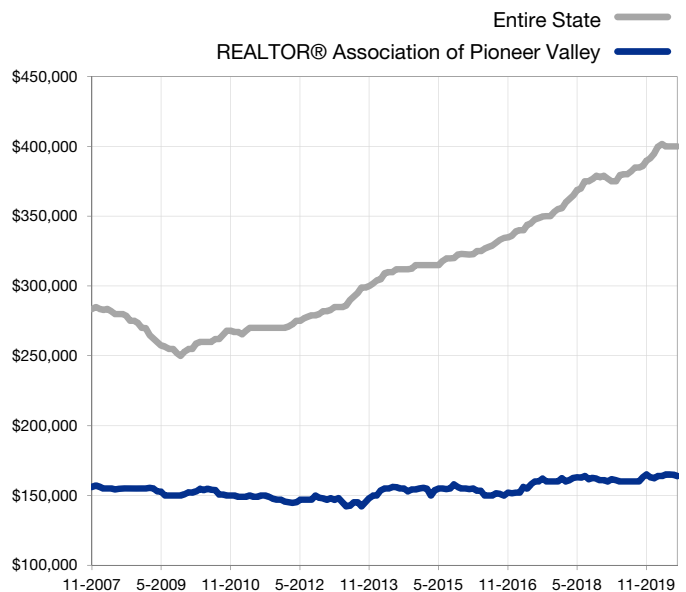
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	403	501	+ 24.3%	2,592	2,568	- 0.9%
Closed Sales	429	439	+ 2.3%	2,322	2,083	- 10.3%
Median Sales Price*	\$222,000	\$239,000	+ 7.7%	\$210,000	\$225,000	+ 7.1%
Inventory of Homes for Sale	1,023	447	- 56.3%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	46	40	- 13.0%	64	55	- 14.1%
Percent of Original List Price Received*	98.1%	99.9%	+ 1.8%	96.7%	98.0%	+ 1.3%
New Listings	528	488	- 7.6%	3,308	2,809	- 15.1%

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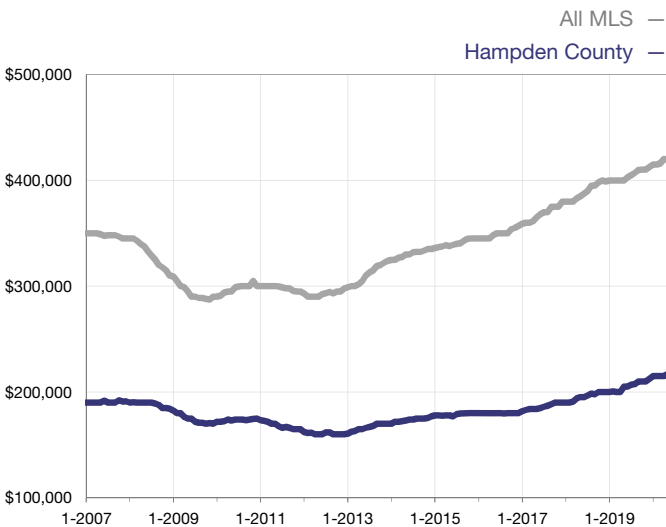
Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	53	68	+ 28.3%	357	320	- 10.4%
Closed Sales	49	53	+ 8.2%	328	268	- 18.3%
Median Sales Price*	\$137,500	\$153,700	+ 11.8%	\$142,000	\$149,900	+ 5.6%
Inventory of Homes for Sale	125	54	- 56.8%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	44	48	+ 9.1%	74	57	- 23.0%
Percent of Original List Price Received*	97.2%	98.0%	+ 0.8%	96.1%	97.3%	+ 1.2%
New Listings	55	55	0.0%	417	325	- 22.1%

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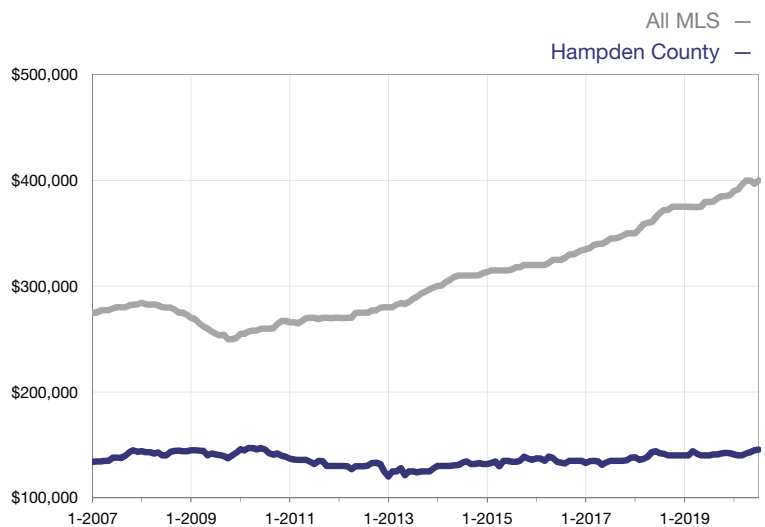
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	142	145	+ 2.1%	801	791	- 1.2%
Closed Sales	155	159	+ 2.6%	652	653	+ 0.2%
Median Sales Price*	\$320,000	\$330,000	+ 3.1%	\$290,750	\$305,000	+ 4.9%
Inventory of Homes for Sale	440	213	- 51.6%	--	--	--
Months Supply of Inventory	4.3	2.0	- 53.5%	--	--	--
Cumulative Days on Market Until Sale	61	56	- 8.2%	86	74	- 14.0%
Percent of Original List Price Received*	97.2%	97.6%	+ 0.4%	95.5%	96.6%	+ 1.2%
New Listings	171	155	- 9.4%	1,098	886	- 19.3%

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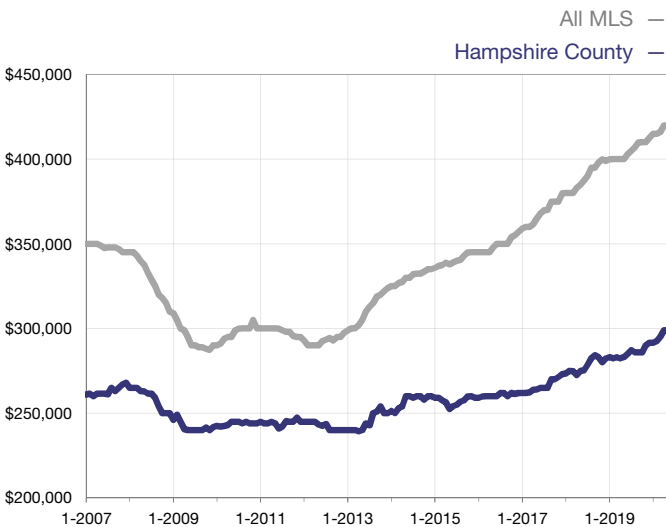
Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	24	38	+ 58.3%	182	142	- 22.0%
Closed Sales	38	28	- 26.3%	154	112	- 27.3%
Median Sales Price*	\$212,450	\$215,000	+ 1.2%	\$231,250	\$224,300	- 3.0%
Inventory of Homes for Sale	66	51	- 22.7%	--	--	--
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	64	94	+ 46.9%	70	69	- 1.4%
Percent of Original List Price Received*	97.8%	97.3%	- 0.5%	97.6%	97.8%	+ 0.2%
New Listings	27	29	+ 7.4%	201	169	- 15.9%

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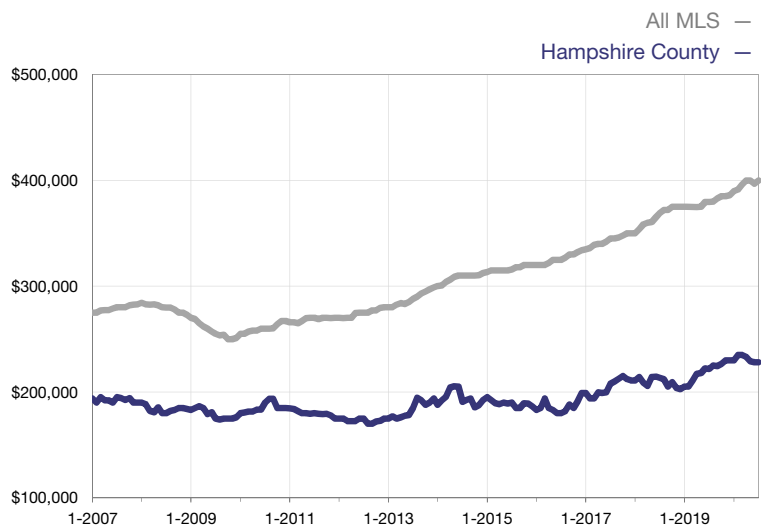
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	76	87	+ 14.5%	385	394	+ 2.3%
Closed Sales	69	75	+ 8.7%	329	302	- 8.2%
Median Sales Price*	\$213,000	\$258,000	+ 21.1%	\$219,500	\$229,468	+ 4.5%
Inventory of Homes for Sale	237	99	- 58.2%	--	--	--
Months Supply of Inventory	4.7	2.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	76	76	0.0%	92	86	- 6.5%
Percent of Original List Price Received*	94.9%	98.1%	+ 3.4%	94.1%	94.4%	+ 0.3%
New Listings	82	71	- 13.4%	521	421	- 19.2%

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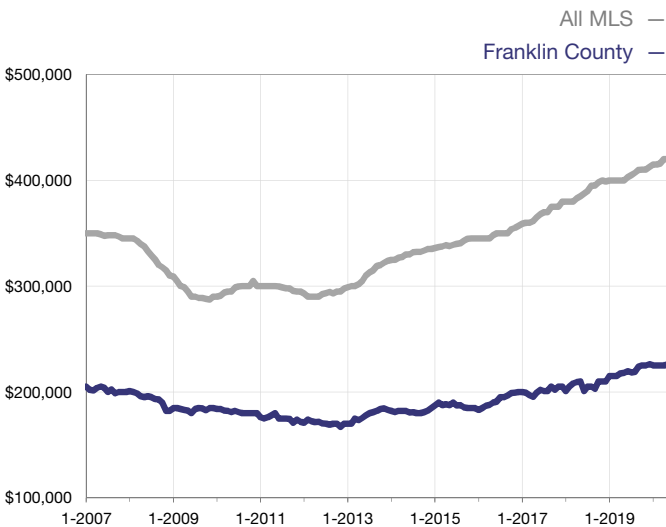
Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	4	7	+ 75.0%	27	26	- 3.7%
Closed Sales	2	7	+ 250.0%	23	20	- 13.0%
Median Sales Price*	\$197,500	\$203,500	+ 3.0%	\$195,000	\$180,000	- 7.7%
Inventory of Homes for Sale	10	2	- 80.0%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	55	72	+ 30.9%	117	90	- 23.1%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	96.1%	95.5%	- 0.6%
New Listings	4	1	- 75.0%	28	27	- 3.6%

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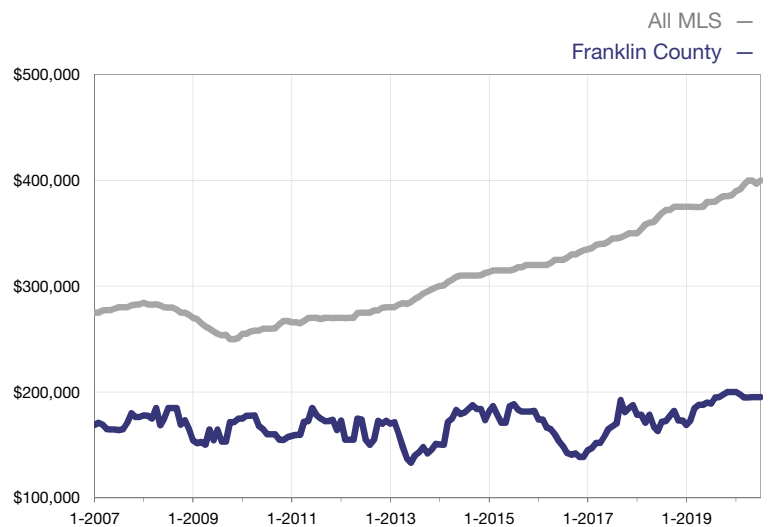
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Median Sales Price – Condominium Properties

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