

NEWS RELEASE

REALTOR® Association of Pioneer Valley

221 Industry Avenue · Springfield, MA 01104
Tel | 413-785-1328 · Toll-Free | 877-854-6978 · Fax | 413-731-7125
rapv.com



Brendan Bailey, RCE, CIPS
Chief Executive Officer
brendan@rapv.com

Sue Drumm
President
sue.drumm@nemoves.com

Ayca Yavuz
Director of Communications & Marketing
ayca@rapv.com

June 2020 Single-Family Sales Report Pioneer Valley sales down 18.8% · Median price up 6.3%

PIONEER VALLEY

Sales down 18.8%	Median Price up 6.3%	
	2019	2020
Closed Sales (units)	612	497
Median Sales (price)	\$240,000	\$255,000

FRANKLIN COUNTY

Sales down 1.6%	Median Price down 5.0%	
	2019	2020
Closed Sales (units)	62	61
Median Sales (price)	\$250,000	\$237,500

HAMPDEN COUNTY

Sales down 18.5%	Median Price up 7.9%	
	2019	2020
Closed Sales (units)	416	339
Median Sales (price)	\$217,750	\$235,000

HAMPSHIRE COUNTY

Sales down 26.8%	Median Price up 3.0%	
	2019	2020
Closed Sales (units)	138	101
Median Sales (price)	\$317,450	\$327,000

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: Sue Drumm, *President*, 413-636-6945, 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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June 2020 Key Points Pioneer Valley Single-Family Homes

- **Sales** – down 18.8 percent from 612 in June 2019 to 497 in June 2020.
- **Median Price** - up 6.3 percent from \$240,000 in June 2019 to \$255,500 in June 2020.
- **Inventory of Available Property** - down 53.0 percent from 1,674 homes for sale in June 2019 to 787 homes for sale in June 2020.
- **Supply** - down 51.4 percent from 3.4 months of supply at the current rate of sale by the end of June 2019 to 1.6 months of supply at the current rate of sale by the end of June 2020.
- **Days on the Market** – down 0.1 percent from 55 average number of days on the market in June 2019 to 55 average number of days on the market in June 2020.
- **Pending Sales (under agreement to sell)** - up 24.2 percent from 615 listings pending sale in June 2019 to 764 listings pending sale in June 2020.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.16 percent with an average 0.8 points for the week ending 06/30/2020. Last year at this time the 30-year FRM averaged 3.80 percent with an average 0.5 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 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 19.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

- 50.7%

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

Single-Family Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	615	764	+ 24.2%	3,131	3,055	- 2.4%
Closed Sales	612	497	- 18.8%	2,626	2,357	- 10.2%
Median Sales Price*	\$240,000	\$255,000	+ 6.3%	\$220,000	\$232,625	+ 5.7%
Inventory of Homes for Sale	1,674	787	- 53.0%	--	--	--
Months Supply of Inventory	3.4	1.6	- 51.4%	--	--	--
Cumulative Days on Market Until Sale	55	55	- 0.1%	76	67	- 12.1%
Percent of Original List Price Received*	98.2%	98.4%	+ 0.2%	95.9%	96.9%	+ 1.0%
New Listings	841	714	- 15.1%	4,121	3,376	- 18.1%

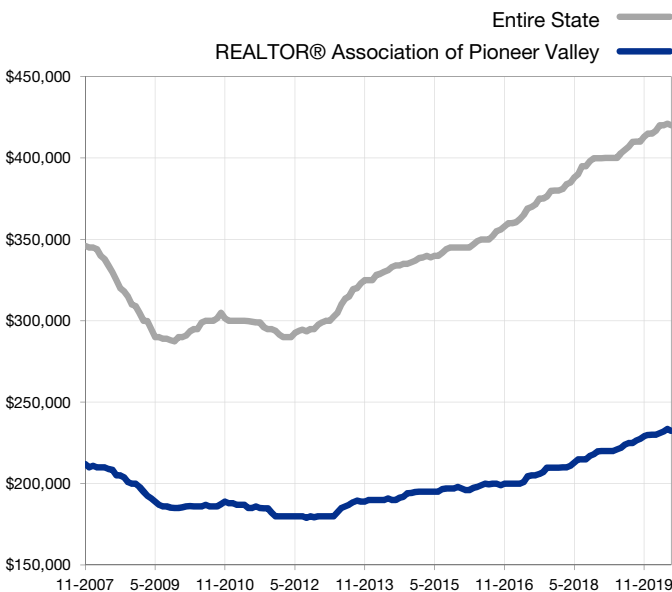
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	82	84	+ 2.4%	485	378	- 22.1%
Closed Sales	87	69	- 20.7%	416	309	- 25.7%
Median Sales Price*	\$180,000	\$175,000	- 2.8%	\$158,500	\$163,900	+ 3.4%
Inventory of Homes for Sale	207	141	- 31.9%	--	--	--
Months Supply of Inventory	2.7	2.1	- 21.2%	--	--	--
Cumulative Days on Market Until Sale	58	57	- 1.1%	81	61	- 23.7%
Percent of Original List Price Received*	97.3%	97.7%	+ 0.4%	96.4%	97.4%	+ 1.0%
New Listings	87	91	+ 4.6%	557	435	- 21.9%

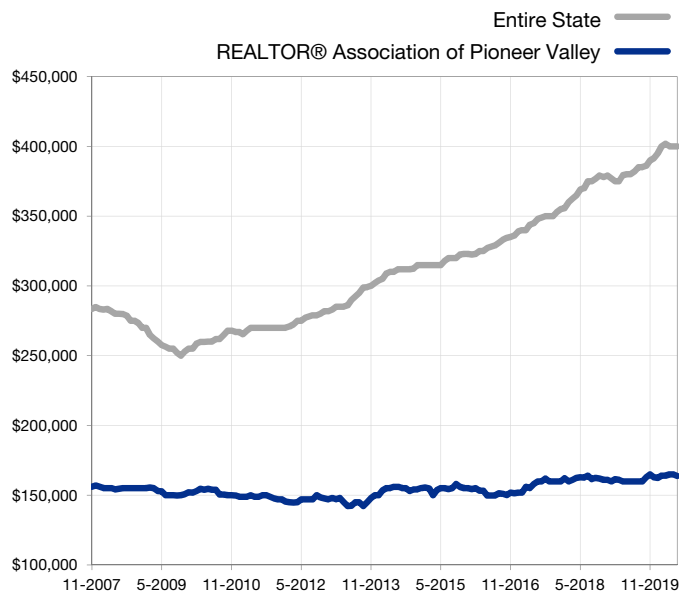
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2020

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Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	413	510	+ 23.5%	2,189	2,105	- 3.8%
Closed Sales	416	339	- 18.5%	1,893	1,640	- 13.4%
Median Sales Price*	\$217,750	\$235,000	+ 7.9%	\$205,000	\$220,000	+ 7.3%
Inventory of Homes for Sale	985	460	- 53.3%	--	--	--
Months Supply of Inventory	2.8	1.4	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.9%	68	59	- 13.2%
Percent of Original List Price Received*	99.0%	99.1%	+ 0.1%	96.4%	97.5%	+ 1.1%
New Listings	544	483	- 11.2%	2,780	2,319	- 16.6%

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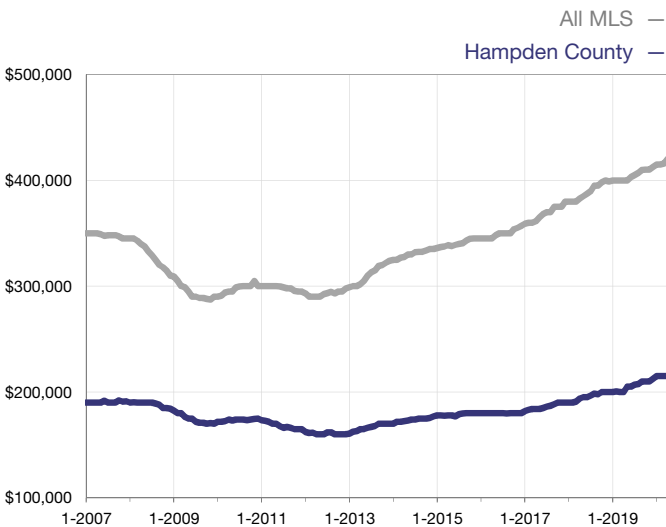
Condominium Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	51	54	+ 5.9%	304	254	- 16.4%
Closed Sales	59	53	- 10.2%	279	212	- 24.0%
Median Sales Price*	\$140,000	\$165,000	+ 17.9%	\$144,000	\$149,900	+ 4.1%
Inventory of Homes for Sale	129	71	- 45.0%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	54	60	+ 11.1%	79	60	- 24.1%
Percent of Original List Price Received*	97.3%	97.2%	- 0.1%	95.9%	97.3%	+ 1.5%
New Listings	66	48	- 27.3%	362	270	- 25.4%

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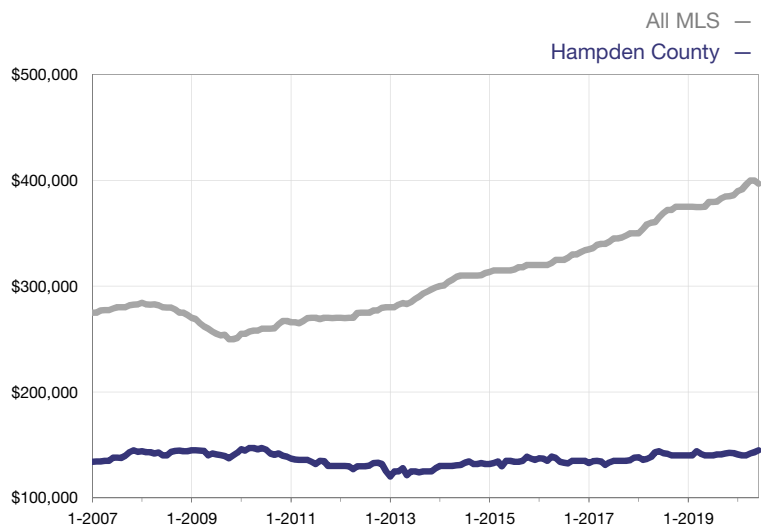
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	138	166	+ 20.3%	659	652	- 1.1%
Closed Sales	138	101	- 26.8%	497	495	- 0.4%
Median Sales Price*	\$317,450	\$327,000	+ 3.0%	\$285,000	\$300,000	+ 5.3%
Inventory of Homes for Sale	444	212	- 52.3%	--	--	--
Months Supply of Inventory	4.4	2.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	66	55	- 16.7%	94	80	- 14.9%
Percent of Original List Price Received*	96.9%	98.3%	+ 1.4%	95.0%	96.3%	+ 1.4%
New Listings	197	146	- 25.9%	927	731	- 21.1%

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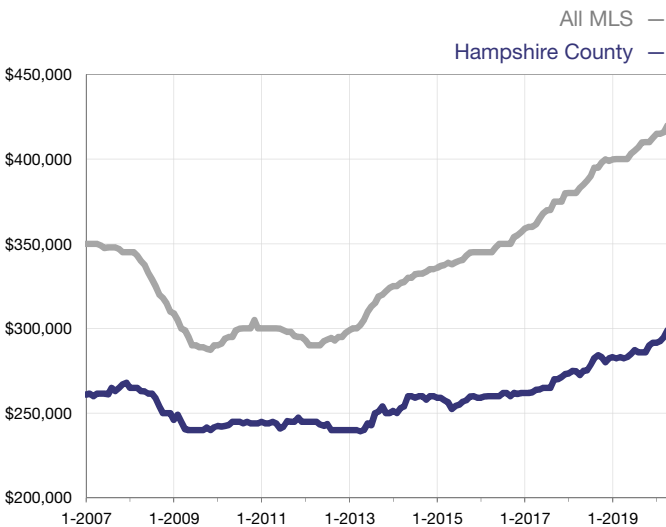
Condominium Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	28	26	- 7.1%	159	104	- 34.6%
Closed Sales	24	14	- 41.7%	116	84	- 27.6%
Median Sales Price*	\$256,900	\$255,000	- 0.7%	\$240,099	\$227,000	- 5.5%
Inventory of Homes for Sale	66	63	- 4.5%	--	--	--
Months Supply of Inventory	2.8	3.1	+ 10.7%	--	--	--
Cumulative Days on Market Until Sale	65	46	- 29.2%	71	60	- 15.5%
Percent of Original List Price Received*	97.8%	99.6%	+ 1.8%	97.6%	98.0%	+ 0.4%
New Listings	17	36	+ 111.8%	174	140	- 19.5%

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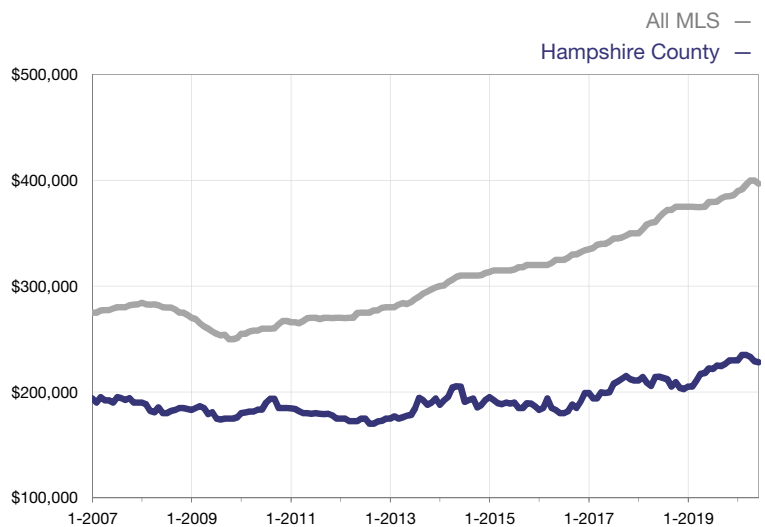
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	67	97	+ 44.8%	309	318	+ 2.9%
Closed Sales	62	61	- 1.6%	260	227	- 12.7%
Median Sales Price*	\$250,000	\$237,500	- 5.0%	\$224,000	\$225,000	+ 0.4%
Inventory of Homes for Sale	242	115	- 52.5%	--	--	--
Months Supply of Inventory	4.8	2.4	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	54	96	+ 77.8%	96	90	- 6.3%
Percent of Original List Price Received*	95.4%	94.3%	- 1.2%	93.9%	93.1%	- 0.9%
New Listings	103	96	- 6.8%	439	353	- 19.6%

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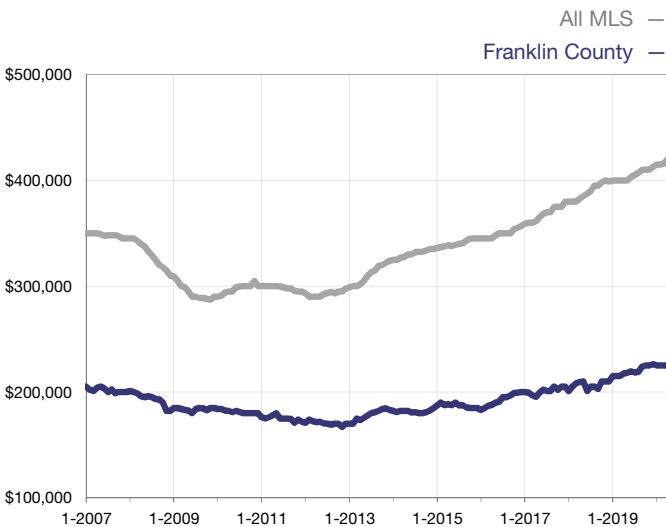
Condominium Properties

Key Metrics	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	3	4	+ 33.3%	23	20	- 13.0%
Closed Sales	5	2	- 60.0%	21	13	- 38.1%
Median Sales Price*	\$194,900	\$211,500	+ 8.5%	\$194,900	\$173,000	- 11.2%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	2.2	3.0	+ 36.4%	--	--	--
Cumulative Days on Market Until Sale	75	61	- 18.7%	123	99	- 19.5%
Percent of Original List Price Received*	93.7%	97.5%	+ 4.1%	96.1%	94.7%	- 1.5%
New Listings	4	8	+ 100.0%	24	26	+ 8.3%

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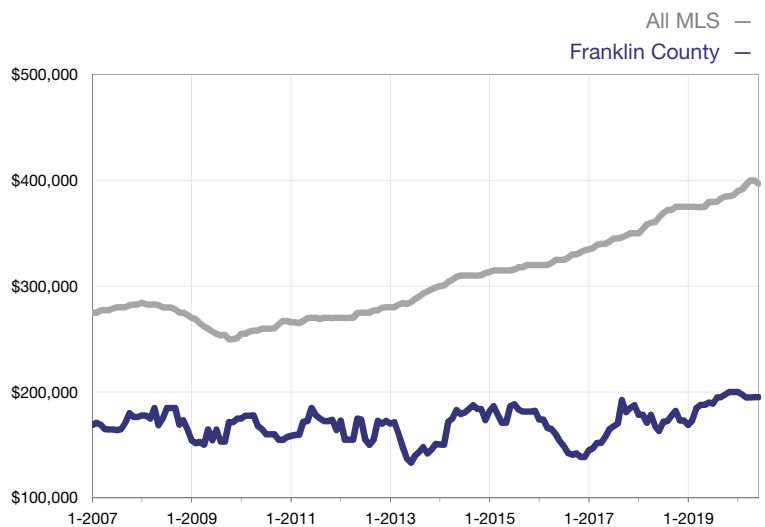
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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