

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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2013 Single Family Sales Report Pioneer Valley sales up 2% • Median price climbs 5.3%

	Pioneer Valley		Franklin County		
	Sales up 2% • Median Price rises 5.3%		Sales down 6.6% • Median Price up 8.8%		
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>	
Closed Sales (units)	4,556	4,646	Closed Sales (units)	486	454
Closed Sales (\$Vol)	910,455,759	991,886,450	Closed Sales (\$Vol)	89,787,787	90,648,874
Average Sales Price	199,837	213,493	Average Sales Price	184,749	199,667
Median Sales price	178,500	188,000	Median Sales Price	170,000	185,000

	Hampden County		Hampshire County		
	Sales up 1.6% • Median Price climbs 6.3%		Sales up 7% • Median price rises 4.2%		
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>	
Closed Sales (units)	3,038	3,088	Closed Sales (units)	1,032	1,104
Closed Sales (\$Vol)	548,225,945	595,334,614	Closed Sales (\$Vol)	272,442,028	305,902,962
Average Sales Price	180,456	192,790	Average Sales Price	263,994	277,086
Median Sales price	160,000	170,000	Median Sales Price	239,900	250,000

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Mission

To be the business and public policy advocate for REALTORS®.

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2013 KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Rose 2% from 4,556 in 2012 to 4,646 in 2013.
- **Median Price**— Rose 5.3% from \$178,500 in 2012 to \$188,000 in 2013.
- **Inventory**— Dropped 1.9% from 1,999 single family listings at the end of December 2012 to 1,961 single family listings at the end of December 2013.
- **Supply** – At the end of December 2013 there were 5.2 months supply at the current rate of sale. At the end of December 2012 there were 5.6 months of supply at current rate of sale.
- **Days on Market** - The average days on market dropped from 138 in 2012 to 121 in 2013.
- **A Five-Year View**—Median price rose 1.6% from \$185,000 in 2009 to \$188,000 in 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.48 percent for the week ending December 26, 2013. Last year at this time, the 30-year FRM averaged 3.35 percent. (Source: Mortgage-x.com)

About the REALTOR Association of Pioneer Valley:

Organized in 1915, the REALTOR® Association of Pioneer Valley is a professional trade organization with more than 1,600 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.