

News Release

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April 2013 Single Family Sales Report Pioneer Valley sales drop 12.6% • Median price up 12.5%

Pioneer Valley			Franklin County		
Sales drop 12.6% · Median price up 12.5%			Sales climb 37.5% · Median price drops 5.9%		
	<u>April 2012</u>	<u>April 2013</u>		<u>April 2012</u>	<u>April 2013</u>
Closed Sales (units)	341	298	Closed Sales (units)	24	33
Closed Sales (\$Vol)	63,299,831	59,262,180	Closed Sales (\$Vol)	4,045,250	5,541,296
Average Sales Price	185,630	198,866	Average Sales Price	168,552	167,918
Median Sales price	160,000	180,000	Median Sales Price	168,450	158,500

Hampden County			Hampshire County		
Sales slide 19.2% · Median price climbs 13.2%			Sales down 6% · Median price drops 4.3%		
	<u>April 2012</u>	<u>April 2013</u>		<u>April 2012</u>	<u>April 2013</u>
Closed Sales (units)	251	203	Closed Sales (units)	66	62
Closed Sales (\$Vol)	42,466,914	36,405,317	Closed Sales (\$Vol)	16,787,667	17,315,567
Average Sales Price	169,191	179,337	Average Sales Price	254,359	279,283
Median Sales price	148,000	167,500	Median Sales Price	242,450	232,000

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Mission

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April 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Drop 12.6 percent from 341 in April 2012 to 298 in April 2013.
- **Median Price**— Rose 12.5 percent from \$160,000 in April 2012 to \$180,000 in April 2013.
- **Inventory of available property drops**—Inventory has dropped 12.3 percent from 2,903 single family listings at the end of April 2012 to 2,547 single family listings at the end of April 2013.
- **Supply** – At the end of April 2012 there were 8.5 months of supply at the current rate of sale. At the end of April 2013 there were 8.5 months of supply at current rate of sale.
- **Days on Market** - The average days on market dropped 3.4 percent, from 146 days in April 2012 to 141 in April 2013.
- **A Five-Year View**—The median price dropped 0.5 percent from \$181,000 in April 2009 to \$180,000 in April 2013.
- **Listings Under Agreement**
Listings under agreement increased of 21.5 percent, from 488 in April 2012 to 593 in April 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 3.40 percent with an average 0.8 points for the week ending March 28, 2013. Last year at this time the 30-year FRM averaged 3.88 percent with an average 0.7 points. (Source: FreddieMac.com)