

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
The Western New England Center for Real Estate Services
221 Industry Avenue Springfield, MA 01104
413-785-1328 phone 877-854-6978 toll-free 413-731-7125 fax
www.rapv.com

Ben Scranton, RCE, e-PRO
Chief Executive Officer, ben@rapv.com



April 2014 Single Family Sales Report Pioneer Valley sales up 8% • Median price up 2.8% to \$185,000

Pioneer Valley			Franklin County		
Sales up 8% • Median price up 2.8%			Sales down 9% • Median price up 7.6%		
	<u>April 2013</u>	<u>April 2014</u>		<u>April 2013</u>	<u>April 2014</u>
Closed Sales (units)	299	323	Closed Sales (units)	33	30
Closed Sales (\$Vol)	59,320,886	68,247,138	Closed Sales (\$Vol)	5,541,296	5,279,600
Average Sales Price	198,398	211,291	Average Sales Price	167,918	175,987
Median Sales price	180,000	185,000	Median Sales Price	158,500	170,500

Hampden County			Hampshire County		
Sales up 14.7% • Median price up 3.4%			Sales down 4.8% • Median price up 14.2%		
	<u>April 2013</u>	<u>April 2014</u>		<u>April 2013</u>	<u>April 2014</u>
Closed Sales (units)	204	234	Closed Sales (units)	62	59
Closed Sales (\$Vol)	36,464,023	45,622,014	Closed Sales (\$Vol)	17,315,567	17,345,524
Average Sales Price	178,745	194,966	Average Sales Price	279,283	293,992
Median Sales price	167,500	173,200	Median Sales Price	232,000	265,000

For editorial comment contact:

Patrick Nolan, 2014 President • 413-786-5047

Dawn Henry, 2014 President-Elect • 413-567-8931 or 413-221-5168

Brian Sears, 2013 President • 413-413-785-1636 or 413-237-9399

Franklin County: Corinne Fitzgerald, 2012 President • 413-774-6371 or 413-320-9509

Hampshire County: Janise Fitzpatrick, 2014 Secretary • 323-7295

Mission

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

Proper use of the trademark term REALTOR® as stated in the Associated Press Stylebook is to capitalize the first letter 'R' in the word with the trademark ® at the end of the word, such as Realtor®. All caps is also acceptable, such as REALTOR®. REALTOR® is a registered trademark which identifies a professional in the real estate industry who subscribes to a strict Code of Ethics as a member of the NATIONAL ASSOCIATION OF REALTORS®.

April 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 8% percent from 299 in April 2013, to 323 in April 2014.
- **Median Price**— Up 2.8 percent from \$180,000 in April 2013, to \$185,000 in April 2014.
- **Inventory of available property**—Inventory is up 5.5 percent from 2,342 single family listings at the end of April 2013, to 2,471 single family listings at the end of April 2014.
- **Supply**—At the end of April 2013 there were 7.8 months of supply at the current rate of sale. At the end of April 2014 there were 7.6 months of supply at current rate of sale.
- **Days on Market**—The average days on market is up 15.6 percent from 141 days in April 2013 to 163 in April 2014.
- **Pending Sales**—Listings which are under agreement to sell are down 5.2 percent—from 592 in April 2013 to 561 in April 2014.
- **A Five-Year View**—The median price is up 2.2 percent—from \$181,000 in April 2009 to \$185,000 in April 2014.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.33 percent with an average 0.6 points for the week ending April 24, 2014. Last year at this time the 30-year FRM averaged 3.40 percent with an average 0.8 points. (Source: FreddieMac.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 1,500 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.