

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## August 2013 Single Family Sales Report Pioneer Valley sales down 2.1% • Median price climbs 4%

Pioneer Valley			Franklin County		
Sales down 2.1% • Median price climbs 4%			Sales down 14.1% • Median price down 4.3%		
	<u>August 2012</u>	<u>August 2013</u>		<u>August 2012</u>	<u>August 2013</u>
Closed Sales (units)	514	503	Closed Sales (units)	64	55
Closed Sales (\$Vol)	110,422,751	116,441,329	Closed Sales (\$Vol)	13,783,899	12,018,511
Average Sales Price	214,830	231,494	Average Sales Price	215,373	218,518
Median Sales price	200,000	208,000	Median Sales Price	209,500	200,500

  

Hampden County			Hampshire County		
Sales down 3.8% • Median price climbs 1.7%			Sales climb 7.4% • Median price climbs 16.4%		
	<u>August 2012</u>	<u>August 2013</u>		<u>August 2012</u>	<u>August 2013</u>
Closed Sales (units)	315	303	Closed Sales (units)	135	145
Closed Sales (\$Vol)	60,234,302	61,301,233	Closed Sales (\$Vol)	36,404,550	43,121,585
Average Sales Price	191,220	202,314	Average Sales Price	269,663	297,390
Median Sales price	172,100	175,000	Median Sales Price	232,000	270,000

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### **Mission**

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

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## August 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Down 2.1 percent from 514 in August 2012 to 503 in August 2013.
- **Median Price**— Climbs 4 percent from \$200,000 in August 2012 to \$208,000 in August 2013.
- **Inventory of available property**—Inventory is down 6.2 percent from 3,093 single family listings at the end of August 2012 to 2,901 single family listings at the end of August 2013.
- **Supply** – At the end of August 2012 there were 6 months of supply at the current rate of sale. At the end of August 2013 there were 5.8 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 15.6 percent, from 122 days in August 2012 to 103 in August 2013.
- **A Five-Year View**—The median price climbs 6.1 percent from \$198,000 in August 2009 to \$210,000 in August 2013.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.51 percent with an average 0.7 points for the week ending August 29, 2013. Last year at this time the 30-year FRM averaged 3.59 percent with an average 0.6 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 1,600 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.