

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## August 2014 Single Family Sales Report Pioneer Valley sales up 8.1% • Median price down 1.2% to \$205,000

Pioneer Valley			Franklin County		
Sales up 8.1% • Median price down 1.2%			Sales climb 32.7% • Median price up 5.5%		
	<u>August 2013</u>	<u>August 2014</u>		<u>August 2013</u>	<u>August 2014</u>
Closed Sales (units)	516	558	Closed Sales (units)	55	73
Closed Sales (\$Vol)	119,398,064	131,127,324	Closed Sales (\$Vol)	12,018,511	16,398,055
Average Sales Price	231,392	234,995	Average Sales Price	218,518	224,631
Median Sales price	207,500	205,000	Median Sales Price	200,500	211,500

  

Hampden County			Hampshire County		
Sales climb 14% • Median price up 6.0%			Sales down 13.6% • Median price up 3.7%		
	<u>August 2013</u>	<u>August 2014</u>		<u>August 2013</u>	<u>August 2014</u>
Closed Sales (units)	314	358	Closed Sales (units)	147	127
Closed Sales (\$Vol)	63,695,968	78,019,772	Closed Sales (\$Vol)	43,683,585	36,709,497
Average Sales Price	202,853	217,932	Average Sales Price	297,167	289,051
Median Sales price	174,450	185,000	Median Sales Price	270,000	280,000

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**Mission**

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

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## August 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 8.1 percent from 516 in August 2013 to 558 in August 2014.
- **Median Price**— Down 1.2 percent from \$207,500 in August 2013 to \$205,000 in August 2014.
- **Inventory of available property**—Inventory is up 12.7 percent from 2,723 single family listings at the end of August 2013, to 3,068 single family listings at the end of August 2014.
- **Supply**—At the end of August 2013 there were 5.3 months of supply at the current rate of sale. At the end of August 2014 there were 5.5 months of supply at current rate of sale.
- **Days on Market**—The average days on market is up 21.4 percent from 103 days in August 2013 to 125 in August 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 0.9 percent from 566 in August 2013 to 571 in August 2014.
- **A Six-Year View**—The median price is up 3.5 percent from \$198,000 in August 2009 to \$205,000 in August 2014.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.10 percent with an average 0.5 points for the week ending August 28, 2014. Last year at this time the 30-year FRM averaged 4.51 percent with an average 0.7 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.