

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## December 2013 Single Family Sales Report Pioneer Valley sales up 6.4% • Median price \$179,950

Pioneer Valley			Franklin County		
Sales up 6.4% • Median price down .02%			Sales up 7.5% • Median price down 14.3%		
	<u>Dec. 2012</u>	<u>Dec. 2013</u>		<u>Dec. 2012</u>	<u>Dec. 2013</u>
Closed Sales (units)	357	380	Closed Sales (units)	40	43
Closed Sales (\$Vol)	72,894,942	74,500,901	Closed Sales (\$Vol)	7,967,850	7,667,774
Average Sales Price	204,188	196,055	Average Sales Price	199,196	178,320
Median Sales price	180,000	179,950	Median Sales Price	197,175	169,000

  

Hampden County			Hampshire County		
Sales up 0.8% • Median price down 1.9%			Sales up 27.3% • Median price up 7.1%		
	<u>Dec. 2012</u>	<u>Dec. 2013</u>		<u>Dec. 2012</u>	<u>Dec. 2013</u>
Closed Sales (units)	251	253	Closed Sales (units)	66	84
Closed Sales (\$Vol)	46,425,933	44,379,414	Closed Sales (\$Vol)	18,501,159	22,453,712
Average Sales Price	184,964	175,413	Average Sales Price	280,321	267,306
Median Sales price	162,000	158,900	Median Sales Price	232,000	248,450

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**Mission**

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

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

- **Sales**—Up 6.4 percent from 357 in December 2012 to 380 in December 2013.
- **Median Price**— Down .02 percent from \$180,000 in December 2012 to \$179,950 in December 2013.
- **Inventory of available property**—Inventory is down 2.0 percent from 1,997 single family listings at the end of December 2012 to 1,956 single family listings at the end of December 2013.
- **Supply** – At the end of December 2012 there were 6.0 months of supply at the current rate of sale. At the end of December 2013 there were 5.2 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 10 percent, from 129 days in December 2012 to 116 in December 2013.
- **Pending Sales**—Listings which are under agreement to sell are up 2 percent—from 311 in December 2012 to 317 in December 2013.
- **A Five-Year View**—The median price is up 1.1 percent—from \$178,000 in December 2009 to \$179,950 in December 2013.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.48 percent with an average 0.7 points for the week ending December 26, 2013. Last year at this time the 30-year FRM averaged 3.35 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.