

News Release

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February Single Family Sales Report Pioneer Valley sales drop 0.9% • Median jumps 7.1%

Pioneer Valley			Franklin County		
Sales drop 0.9% · Median price jumps 7.1%			Sales drop 32.2% · Median price drops 4.4%		
	<u>Feb 2012</u>	<u>Feb 2013</u>		<u>Feb 2012</u>	<u>Feb 2013</u>
Closed Sales (units)	223	221	Closed Sales (units)	31	21
Closed Sales (\$Vol)	37,360,643	41,079,353	Closed Sales (\$Vol)	5,414,600	3,544,349
Average Sales Price	167,537	185,879	Average Sales Price	174,665	168,779
Median Sales price	155,000	166,000	Median Sales Price	183,000	175,000

Hampden County			Hampshire County		
Sales jump 2.6% · Median price jumps 17.4%			Sales climb 11.1% · Median price up 7.6%		
	<u>Feb 2012</u>	<u>Feb 2013</u>		<u>Feb 2012</u>	<u>Feb 2013</u>
Closed Sales (units)	156	160	Closed Sales (units)	36	40
Closed Sales (\$Vol)	23,458,797	27,362,734	Closed Sales (\$Vol)	8,487,246	10,172,270
Average Sales Price	150,377	171,017	Average Sales Price	235,757	254,307
Median Sales price	135,000	158,450	Median Sales Price	225,000	242,000

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Mission

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February 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Dipped 0.9 percent from 223 in February 2012 to 221 in February 2013.
- **Median Price**— Jumped 7.1% from \$155,000 in February 2012 to \$166,000 in February 2013.
- **Inventory**— Dropped 10.6% from 2,417 single family listings at the end of February 2012 to 2,161 single family listings at the end of February 2013.
- **Supply** – At the end of February 2012 there were 10.8 months of supply at the current rate of sale. At the end of February 2013 there were 9.8 months of supply at current rate of sale.
- **Days on Market** - The average days on market rose 3.3%, from 151 in February 2012 to 156 in February 2013.
- **A Five-Year View**—The median price dropped 3.5% from \$172,000 in February 2009 to \$166,000 in February 2013.
- **Listings Under Agreement**
Listings under agreement decreased of 15.9%; from 403 in February 2012 to 339 in February 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 3.51 percent for the week ending February 28, 2013. Last year at this time the 30-year FRM averaged 3.95 percent. (Source: FreddieMac.com)