

# News Release

## REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

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## July 2014 Single Family Sales Report Pioneer Valley sales down 5% • Median price down 2.4% to \$200,000

Pioneer Valley			Franklin County		
Sales down 5% · Median price down 2.4%			Sales up 26.4% · Median price down 5.5%		
	<u>July 2013</u>	<u>July 2014</u>		<u>July 2013</u>	<u>July 2014</u>
Closed Sales (units)	516	490	Closed Sales (units)	53	67
Closed Sales (\$Vol)	121,361,021	112,298,308	Closed Sales (\$Vol)	11,350,400	15,307,830
Average Sales Price	235,196	229,180	Average Sales Price	214,158	228,475
Median Sales price	205,000	200,000	Median Sales Price	215,000	203,200

  

Hampden County			Hampshire County		
Sales down 11% · Median price up 2.8%			Sales down 3% · Median price down 6.3%		
	<u>July 2013</u>	<u>July 2014</u>		<u>July 2013</u>	<u>July 2014</u>
Closed Sales (units)	329	293	Closed Sales (units)	134	130
Closed Sales (\$Vol)	68,356,692	59,173,539	Closed Sales (\$Vol)	41,653,929	37,816,939
Average Sales Price	207,771	201,957	Average Sales Price	310,850	290,900
Median Sales price	175,000	179,900	Median Sales Price	260,000	243,750

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### **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®.



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

- **Sales**—Down 5 percent from 516 in July 2013, to 490 in July 2014.
- **Median Price**— Down 2.4 percent from \$205,000 in July 2013, to \$200,000 in July 2014.
- **Inventory of available property**—Inventory is up 14.4 percent from 2,710 single family listings at the end of July 2013, to 3,099 single family listings at the end of July 2014.
- **Supply**—At the end of July 2013 there were 5.3 months of supply at the current rate of sale. At the end of July 2014 there were 6.3 months of supply at current rate of sale.
- **Days on Market**—The average days on market is up 10.6 percent from 94 days in July 2013 to 104 in July 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 4.9 percent—from 566 in July 2013 to 594 in July 2014.
- **A Six-Year View**—The median price is up 5.2 percent—from \$190,000 in July 2009 to \$200,000 in July 2014.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.12 percent with an average 0.6 points for the week ending July 31, 2014. Last year at this time the 30-year FRM averaged 4.31 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 1,600 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.