

News Release

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March 2013 Single Family Sales Report Pioneer Valley sales drop 10.3% • Median price up 1.8%

Pioneer Valley			Franklin County		
Sales drop 10.3% • Median price up 1.8%			Sales drop 25% • Median price soars 24.6%		
	<u>March 2012</u>	<u>March 2013</u>		<u>March 2012</u>	<u>March 2013</u>
Closed Sales (units)	329	295	Closed Sales (units)	32	24
Closed Sales (\$Vol)	62,895,639	59,273,166	Closed Sales (\$Vol)	5,145,100	4,489,500
Average Sales Price	191,172	200,926	Average Sales Price	160,784	187,063
Median Sales price	174,900	178,000	Median Sales Price	148,500	185,000
Hampden County			Hampshire County		
Sales slide 10.7% • Median price climbs 5.6%			Sales down 2.7% • Median price drops 11.2%		
	<u>March 2012</u>	<u>March 2013</u>		<u>March 2012</u>	<u>March 2013</u>
Closed Sales (units)	224	200	Closed Sales (units)	73	71
Closed Sales (\$Vol)	39,099,512	37,589,926	Closed Sales (\$Vol)	18,651,027	17,193,740
Average Sales Price	174,551	187,950	Average Sales Price	255,494	242,165
Median Sales price	153,000	161,500	Median Sales Price	253,500	225,000

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Mission

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March 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Drop 10.3 percent from 329 in March 2012 to 295 in March 2013.
- **Median Price**— Rose 1.8 percent from \$174,900 in March 2012 to \$178,000 in March 2013.
- **Inventory of available property drops**—Inventory has dropped 15 percent from 2,636 single family listings at the end of March 2012 to 2,240 single family listings at the end of March 2013.
- **Supply** – At the end of March 2012 there were 8 months of supply at the current rate of sale. At the end of March 2013 there were 7.6 months of supply at current rate of sale.
- **Days on Market** - The average days on market dropped 22.4 percent, from 183 days in March 2012 to 142 in March 2013.
- **A Five-Year View**—The median price dropped 1.2 percent from \$168,000 in March 2009 to \$166,000 in March 2013.
- **Listings Under Agreement**
Listings under agreement decreased of 15.6 percent, from 456 in March 2012 to 385 in March 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 3.57 percent with an average 0.7 points for the week ending March 28, 2013. Last year at this time the 30-year FRM averaged 3.99 percent with an average 0.7 points. (Source: FreddieMac.com)