

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## May 2014 Single Family Sales Report Pioneer Valley sales down 12.2% • Median price up 2.8% to \$205,000

Pioneer Valley			Franklin County		
Sales down 12.2% · Median price up 2.8%			Sales up 2.6% · Median price down 5.1%		
	<u>May 2013</u>	<u>May 2014</u>		<u>May 2013</u>	<u>May 2014</u>
Closed Sales (units)	427	375	Closed Sales (units)	39	40
Closed Sales (\$Vol)	95,678,636	87,920,432	Closed Sales (\$Vol)	8,362,900	8,225,685
Average Sales Price	224,072	234,454	Average Sales Price	214,433	205,642
Median Sales price	199,500	205,000	Median Sales Price	187,000	177,500

  

Hampden County			Hampshire County		
Sales down 10.8% · Median price up 3.9%			Sales down 20.7% · Median price up 19%		
	<u>May 2013</u>	<u>May 2014</u>		<u>May 2013</u>	<u>May 2014</u>
Closed Sales (units)	277	247	Closed Sales (units)	111	88
Closed Sales (\$Vol)	56,021,406	52,072,142	Closed Sales (\$Vol)	31,294,330	27,622,605
Average Sales Price	202,243	210,818	Average Sales Price	281,931	313,893
Median Sales price	180,000	187,000	Median Sales Price	253,000	300,950

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**Mission**

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

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

- **Sales**—Down 12.2 percent from 427 in May 2013, to 375 in May 2014.
- **Median Price**— Up 2.8 percent from \$199,500 in May 2013, to \$205,000 in May 2014.
- **Inventory of available property**—Inventory is up 10.9 percent from 2,562 single family listings at the end of May 2013, to 2,841 single family listings at the end of May 2014.
- **Supply**—At the end of May 2013 there were 6 months of supply at the current rate of sale. At the end of May 2014 there were 7.6 months of supply at current rate of sale.
- **Days on Market**—The average days on market is down 12 percent from 151 days in May 2013 to 133 in May 2014.
- **Pending Sales**—Listings which are under agreement to sell are down 17.8 percent—from 796 in May 2013 to 654 in May 2014.
- **A Five-Year View**—The median price is up 9.6 percent—from \$187,000 in May 2009 to \$205,000 in May 2014.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.12 percent with an average 0.6 points for the week ending May 29, 2014. Last year at this time the 30-year FRM averaged 3.81 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.