

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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November 2013 Single Family Sales Report Pioneer Valley sales down 7.3% • Median price up 0.6%

Pioneer Valley			Franklin County		
Sales down 7.3% • Median price up 0.6%			Sales down 32.7% • Median price up 1.6%		
	<u>Nov. 2012</u>	<u>Nov. 2013</u>		<u>Nov. 2012</u>	<u>Nov. 2013</u>
Closed Sales (units)	398	369	Closed Sales (units)	52	35
Closed Sales (\$Vol)	78,554,944	74,432,671	Closed Sales (\$Vol)	9,336,000	6,261,900
Average Sales Price	197,374	201,715	Average Sales Price	179,538	178,911
Median Sales price	178,950	180,000	Median Sales Price	160,000	162,500
Hampden County			Hampshire County		
Sales down 6.1% • Median price up 2.6%			Sales up 4.9% • Median price down 12.3%		
	<u>Nov. 2012</u>	<u>Nov. 2013</u>		<u>Nov. 2012</u>	<u>Nov. 2013</u>
Closed Sales (units)	264	248	Closed Sales (units)	82	86
Closed Sales (\$Vol)	46,281,404	46,901,652	Closed Sales (\$Vol)	22,937,540	21,269,119
Average Sales Price	175,308	189,120	Average Sales Price	279,726	247,315
Median Sales price	161,500	165,700	Median Sales Price	260,000	228,000

YEAR TO DATE—JANUARY through NOVEMBER

Sales up 1.6% from 4,199 Jan-Nov 2012 to 4,267 Jan-Nov 2013
 Median price up 6.2% from \$178,000 Jan-Nov 2012 to \$189,000 Jan-Nov 2013

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Mission

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

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November 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Down 7.3 percent from 398 in November 2012 to 369 in November 2013.
- **Median Price**— Climbs 0.6 percent from \$178,950 in November 2012 to \$180,000 in November 2013.
- **Inventory of available property**—Inventory is down 1.9 percent from 2,351 single family listings at the end of November 2012 to 2,307 single family listings at the end of November 2013.
- **Supply** – At the end of November 2012 there were 5.9 months of supply at the current rate of sale. At the end of November 2013 there were 6.3 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 11.2 percent, from 134 days in November 2012 to 119 in November 2013.
- **Pending Sales**—Listings which are under agreement to sell down 6.7%—from 416 in November 2012 to 388 in November 2013.
- **A Five-Year View**—The median price is down 0.03%—from \$179,000 in November 2009 to \$178,950 in November 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.29 percent with an average 0.7 points for the week ending November 27, 2013. Last year at this time the 30-year FRM averaged 3.32 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.