

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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October 2013 Single Family Sales Report Pioneer Valley sales climb 8.2% • Median price climbs 6.3%

Pioneer Valley			Franklin County		
Sales climb 8.2% · Median price climbs 6.3%			Sales climb 14.6% · Median price climbs 15.1%		
	<u>Oct. 2012</u>	<u>Oct. 2013</u>		<u>Oct. 2012</u>	<u>Oct. 2013</u>
Closed Sales (units)	404	437	Closed Sales (units)	41	47
Closed Sales (\$Vol)	80,870,685	92,153,018	Closed Sales (\$Vol)	7,735,900	9,463,150
Average Sales Price	200,175	210,876	Average Sales Price	188,680	201,344
Median Sales price	174,000	185,000	Median Sales Price	161,000	185,250

Hampden County			Hampshire County		
Sales climb 7.3% · Median price climbs 1%			Sales climb 8% · Median price climbs 13.1%		
	<u>Oct. 2012</u>	<u>Oct. 2013</u>		<u>Oct. 2012</u>	<u>Oct. 2013</u>
Closed Sales (units)	275	295	Closed Sales (units)	88	95
Closed Sales (\$Vol)	52,148,635	57,341,659	Closed Sales (\$Vol)	20,986,150	25,348,209
Average Sales Price	189,631	194,379	Average Sales Price	238,479	266,823
Median Sales price	168,200	169,900	Median Sales Price	216,650	245,000

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Mission

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

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October 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Climb 8.2 percent from 404 in October 2012 to 437 in October 2013.
- **Median Price**— Climbs 6.3 percent from \$174,000 in October 2012 to \$185,000 in October 2013.
- **Inventory of available property**—Inventory is down 2.2 percent from 2,633 single family listings at the end of October 2012 to 2,574 single family listings at the end of October 2013.
- **Supply** – At the end of October 2012 there were 6.5 months of supply at the current rate of sale. At the end of October 2013 there were 5.9 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 23.5 percent, from 132 days in October 2012 to 101 in October 2013.
- **Pending Sales**—Listings which are under agreement to sell climb 3.2%—from 498 in October 2012 to 514 in October 2013.
- **A Five-Year View**—The median price is down 2.6%—from \$189,900 in October 2009 to \$185,000 in October 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.10 percent with an average 0.7 points for the week ending October 31, 2013. Last year at this time the 30-year FRM averaged 3.41 percent

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.