

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## September 2013 Single Family Sales Report Pioneer Valley sales up 2% • Median price climbs 10.5%

Pioneer Valley			Franklin County		
Sales up 2% • Median price climbs 10.5%			Sales down 27% • Median price up 5%		
	<u>Sept. 2012</u>	<u>Sept. 2013</u>		<u>Sept. 2012</u>	<u>Sept. 2013</u>
Closed Sales (units)	395	403	Closed Sales (units)	48	35
Closed Sales (\$Vol)	80,195,935	89,455,525	Closed Sales (\$Vol)	9,725,790	7,584,036
Average Sales Price	203,028	221,974	Average Sales Price	202,621	216,687
Median Sales price	172,000	190,000	Median Sales Price	180,000	189,000

  

Hampden County			Hampshire County		
Sales up 3.1% • Median price climbs 14.7%			Sales climb 15% • Median price climbs 5.4%		
	<u>Sept. 2012</u>	<u>Sept. 2013</u>		<u>Sept. 2012</u>	<u>Sept. 2013</u>
Closed Sales (units)	260	268	Closed Sales (units)	87	100
Closed Sales (\$Vol)	46,490,464	54,025,801	Closed Sales (\$Vol)	23,979,681	27,845,688
Average Sales Price	178,809	201,589	Average Sales Price	275,629	278,457
Median Sales price	153,000	175,500	Median Sales Price	246,581	260,000

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Report run on October 14, 2013

### **Mission**

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

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## September 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Rose 2 percent from 395 in September 2012 to 403 in September 2013.
- **Median Price**— Climbs 10.5 percent from \$172,000 in September 2012 to \$190,000 in September 2013.
- **Inventory of available property**—Inventory is down 4.3 percent from 2,854 single family listings at the end of September 2012 to 2,732 single family listings at the end of September 2013.
- **Supply** – At the end of September 2012 there were 7.2 months of supply at the current rate of sale. At the end of September 2013 there were 6.8 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 22.8 percent, from 136 days in September 2012 to 105 in September 2013.
- **A Five-Year View**—The median price has remained the same—from \$190,000 in September 2009 to \$190,000 in September 2013.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.32 percent with an average 0.7 points for the week ending September 27, 2013. Last year at this time the 30-year FRM averaged 3.40 percent with an average 0.6 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.