

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## February 2019 Single-Family Sales Report Pioneer Valley sales down 2.6% · Median price up 9.4%

### PIONEER VALLEY

Sales down 2.6%	Median Price up 9.4%	
	2018	2019
Closed Sales (units)	306	298
Median Sales (price)	\$191,000	\$209,000

### FRANKLIN COUNTY

Sales up 17.2%	Median Price down 2.3%	
	2018	2019
Closed Sales (units)	29	34
Median Sales (price)	\$214,950	\$210,000

### HAMPDEN COUNTY

Sales down 1.4%	Median Price up 9.1%	
	2018	2019
Closed Sales (units)	219	216
Median Sales (price)	\$174,000	\$189,900

### HAMPSHIRE COUNTY

Sales down 11.7%	Median Price up 0.3%	
	2018	2019
Closed Sales (units)	60	53
Median Sales (price)	\$285,000	\$285,900

#### For editorial comment:

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Edward Alford, *Immediate Past President*, 413-535-3363  
Franklin County: Kelly Bowman, *President*, 413-665-2155  
Hampden County: Sue Drumm, *President-Elect*, 413-636-6945 or Elias Acuña, *Treasurer*, 413-626-4097  
Hampshire County: Richard Sawicki, *2017 Past President*, 413-549-2600

#### About the REALTOR® Association of Pioneer Valley:

Organized in 1915, the REALTOR® Association of Pioneer Valley is a professional trade organization with more than 1,800 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.

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## February 2019 Key Points Pioneer Valley Single-Family Homes

- **Sales** - down 2.6 percent from 306 in February 2018 to 298 in February 2019.
- **Median Price** - up 9.4 percent from \$191,000 in February 2018 to \$209,000 in February 2019.
- **Inventory of Available Property** - down 16.3 percent from 1,371 homes for sale in February 2018 to 1,147 homes for sale in February 2019.
- **Supply** - down 13.9 percent from 2.7 months of supply at the current rate of sale by the end of February 2018 to 2.3 months of supply at the current rate of sale by the end of February 2019.
- **Days on the Market** - up 12.2 percent from 83 average number of days on the market in February 2018 to 94 average number of days on the market in February 2019.
- **Pending Sales (under agreement to sell)** - up 30 percent from 357 listings pending sale in February 2018 to 464 listings pending sale in February 2019.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 4.35 percent with an average 0.5 points for the week ending 2/28/2019. Last year at this time the 30-year FRM averaged 4.40 percent with an average 0.5 points. (Source: [www.FreddieMac.com](http://www.FreddieMac.com))

*Editors and reporters: Please note that the term Realtor® is properly spelled with an initial capital "R", per the Associated Press Stylebook, or spelled in all capital letters and is a registered trademark of the National Association of REALTORS®.*

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# Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 1.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 5.9%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 19.5%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	357	464	+ 30.0%	701	850	+ 21.3%
Closed Sales	306	298	- 2.6%	711	652	- 8.3%
Median Sales Price*	\$191,000	<b>\$209,000</b>	+ 9.4%	\$194,150	<b>\$200,500</b>	+ 3.3%
Inventory of Homes for Sale	1,371	<b>1,147</b>	- 16.3%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	83	<b>94</b>	+ 12.2%	84	<b>92</b>	+ 10.8%
Percent of Original List Price Received*	95.4%	<b>93.9%</b>	- 1.5%	94.7%	<b>93.8%</b>	- 1.0%
New Listings	451	<b>477</b>	+ 5.8%	861	<b>925</b>	+ 7.4%

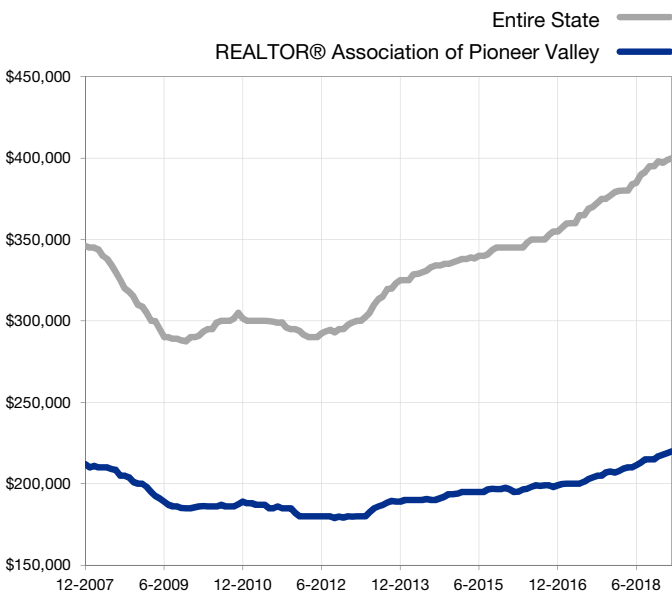
### Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	56	<b>60</b>	+ 7.1%	114	<b>139</b>	+ 21.9%
Closed Sales	49	<b>53</b>	+ 8.2%	93	<b>100</b>	+ 7.5%
Median Sales Price*	\$153,000	<b>\$151,000</b>	- 1.3%	\$162,000	<b>\$158,000</b>	- 2.5%
Inventory of Homes for Sale	243	<b>153</b>	- 37.0%	--	--	--
Months Supply of Inventory	3.3	<b>2.1</b>	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	102	<b>80</b>	- 21.3%	107	<b>82</b>	- 23.4%
Percent of Original List Price Received*	95.9%	<b>95.1%</b>	- 0.8%	96.3%	<b>95.9%</b>	- 0.4%
New Listings	63	<b>65</b>	+ 3.2%	137	<b>136</b>	- 0.7%

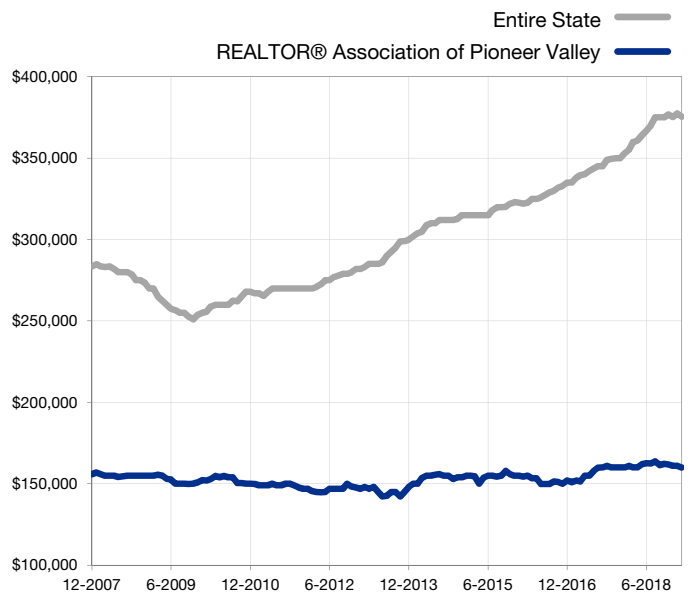
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	266	<b>348</b>	+ 30.8%	514	<b>624</b>	+ 21.4%
Closed Sales	219	<b>216</b>	- 1.4%	501	<b>475</b>	- 5.2%
Median Sales Price*	\$174,000	<b>\$189,900</b>	+ 9.1%	\$183,900	<b>\$189,900</b>	+ 3.3%
Inventory of Homes for Sale	858	<b>719</b>	- 16.2%	--	--	--
Months Supply of Inventory	2.4	<b>2.1</b>	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	70	<b>80</b>	+ 14.3%	73	<b>81</b>	+ 11.0%
Percent of Original List Price Received*	95.9%	<b>94.5%</b>	- 1.5%	95.1%	<b>94.3%</b>	- 0.8%
New Listings	335	<b>350</b>	+ 4.5%	624	<b>683</b>	+ 9.5%

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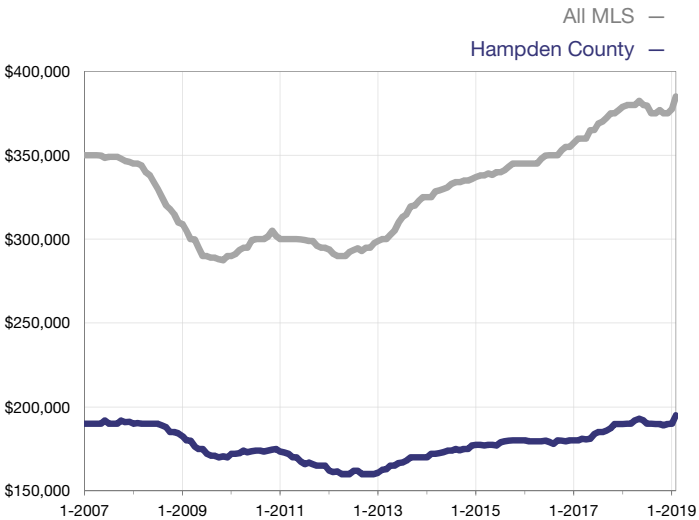
### Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	37	<b>37</b>	0.0%	75	<b>84</b>	+ 12.0%
Closed Sales	31	<b>35</b>	+ 12.9%	62	<b>72</b>	+ 16.1%
Median Sales Price*	\$115,000	<b>\$129,000</b>	+ 12.2%	\$131,950	<b>\$143,450</b>	+ 8.7%
Inventory of Homes for Sale	142	<b>100</b>	- 29.6%	--	--	--
Months Supply of Inventory	3.2	<b>2.2</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	84	<b>82</b>	- 2.4%	95	<b>86</b>	- 9.5%
Percent of Original List Price Received*	95.4%	<b>94.7%</b>	- 0.7%	95.9%	<b>95.9%</b>	0.0%
New Listings	46	<b>41</b>	- 10.9%	83	<b>88</b>	+ 6.0%

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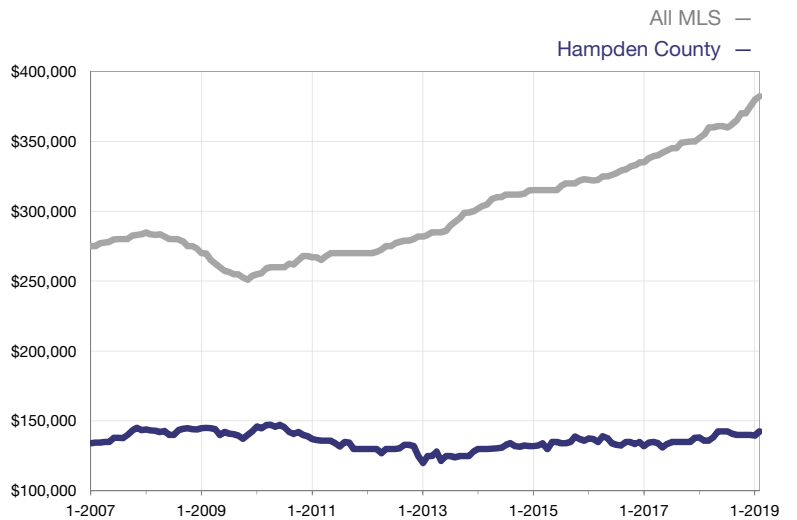
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	65	<b>84</b>	+ 29.2%	133	<b>164</b>	+ 23.3%
Closed Sales	60	<b>53</b>	- 11.7%	144	<b>112</b>	- 22.2%
Median Sales Price*	\$285,000	<b>\$285,900</b>	+ 0.3%	\$256,324	<b>\$267,500</b>	+ 4.4%
Inventory of Homes for Sale	345	<b>258</b>	- 25.2%	--	--	--
Months Supply of Inventory	3.3	<b>2.5</b>	- 24.2%	--	--	--
Cumulative Days on Market Until Sale	106	<b>134</b>	+ 26.4%	104	<b>118</b>	+ 13.5%
Percent of Original List Price Received*	94.1%	<b>92.4%</b>	- 1.8%	93.6%	<b>92.4%</b>	- 1.3%
New Listings	95	<b>90</b>	- 5.3%	185	<b>167</b>	- 9.7%

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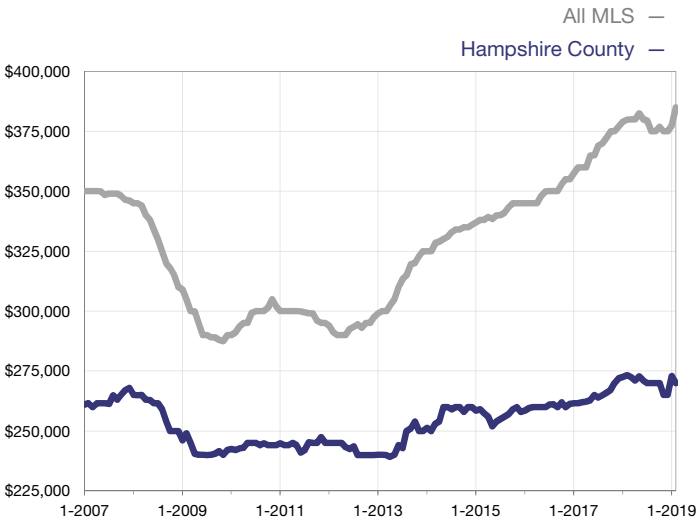
### Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	<b>21</b>	+ 10.5%	38	<b>47</b>	+ 23.7%
Closed Sales	18	<b>17</b>	- 5.6%	31	<b>25</b>	- 19.4%
Median Sales Price*	\$213,000	<b>\$222,000</b>	+ 4.2%	\$205,000	<b>\$222,000</b>	+ 8.3%
Inventory of Homes for Sale	82	<b>41</b>	- 50.0%	--	--	--
Months Supply of Inventory	3.0	<b>1.7</b>	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	132	<b>72</b>	- 45.5%	130	<b>70</b>	- 46.2%
Percent of Original List Price Received*	96.7%	<b>96.0%</b>	- 0.7%	97.3%	<b>96.3%</b>	- 1.0%
New Listings	16	<b>20</b>	+ 25.0%	46	<b>43</b>	- 6.5%

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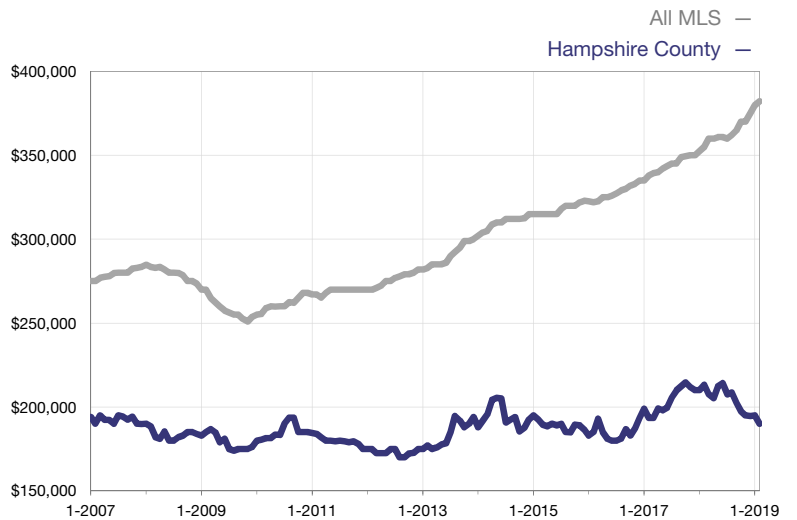
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2019

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## Franklin County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	29	<b>39</b>	+ 34.5%	55	<b>72</b>	+ 30.9%
Closed Sales	29	<b>34</b>	+ 17.2%	76	<b>72</b>	- 5.3%
Median Sales Price*	\$214,950	<b>\$210,000</b>	- 2.3%	\$185,000	<b>\$212,500</b>	+ 14.9%
Inventory of Homes for Sale	164	<b>162</b>	- 1.2%	--	--	--
Months Supply of Inventory	3.0	<b>3.3</b>	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	153	<b>117</b>	- 23.5%	123	<b>125</b>	+ 1.6%
Percent of Original List Price Received*	94.4%	<b>91.1%</b>	- 3.5%	94.6%	<b>91.9%</b>	- 2.9%
New Listings	27	<b>42</b>	+ 55.6%	58	<b>78</b>	+ 34.5%

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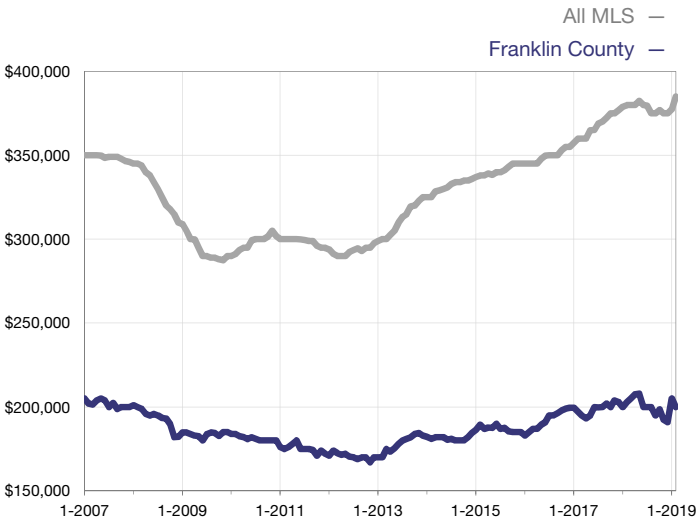
### Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	<b>2</b>	+ 100.0%	3	<b>6</b>	+ 100.0%
Closed Sales	1	<b>1</b>	0.0%	1	<b>3</b>	+ 200.0%
Median Sales Price*	\$163,000	<b>\$222,500</b>	+ 36.5%	\$163,000	<b>\$126,000</b>	- 22.7%
Inventory of Homes for Sale	13	<b>12</b>	- 7.7%	--	--	--
Months Supply of Inventory	3.1	<b>3.2</b>	+ 3.2%	--	--	--
Cumulative Days on Market Until Sale	73	<b>156</b>	+ 113.7%	73	<b>70</b>	- 4.1%
Percent of Original List Price Received*	95.9%	<b>92.7%</b>	- 3.3%	95.9%	<b>95.1%</b>	- 0.8%
New Listings	2	<b>6</b>	+ 200.0%	3	<b>7</b>	+ 133.3%

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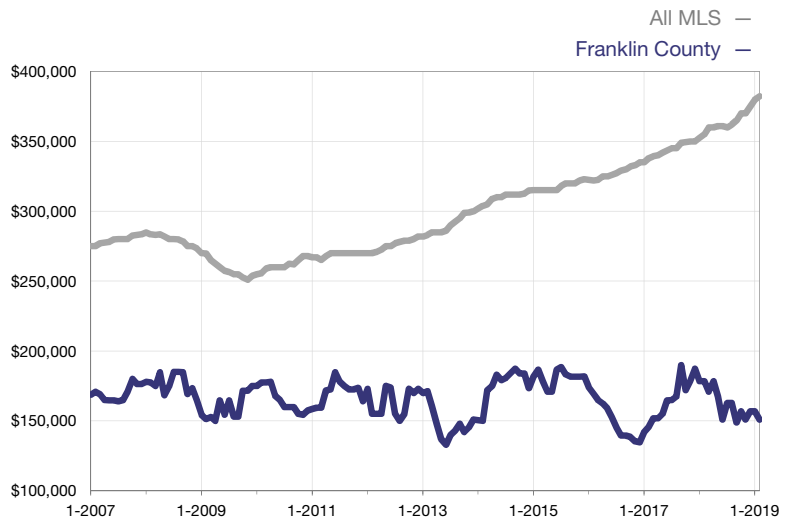
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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