

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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2014 Single Family Sales Report Pioneer Valley sales up 0.6% • Median price climbs 2.7%

Pioneer Valley			Franklin County		
Sales up 0.6% • Median Price rises 2.7%			Sales up 18.1% • Median Price Same		
	<u>2013</u>	<u>2014</u>		<u>2013</u>	<u>2014</u>
Closed Sales (units)	4655	4686	Closed Sales (units)	454	536
Closed Sales (\$Vol)	992,708,150	1,026,202,148	Closed Sales (\$Vol)	90,648,874	108,491,865
Average Sales Price	213,256	218,993	Average Sales Price	199,667	202,410
Median Sales price	187,500	192,500	Median Sales Price	185,000	185,000

Hampden County			Hampshire County		
Sales down .6% • Median Price climbs 4.1%			Sales down 4.4% • Median price rises 4%		
	<u>2013</u>	<u>2014</u>		<u>2013</u>	<u>2014</u>
Closed Sales (units)	3095	3093	Closed Sales (units)	1,106	1,057
Closed Sales (\$Vol)	595,924,714	619,140,342	Closed Sales (\$Vol)	306,134,562	298,569,942
Average Sales Price	192,544	200,175	Average Sales Price	276,794	282,469
Median Sales price	170,000	177,000	Median Sales Price	250,000	260,000

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Mission

To champion private property rights and advocate for our members.

Proper use of the trademark term REALTOR® as stated in the Associated Press Stylebook is to capitalize the first letter 'R' in the word with the trademark ® at the end of the word, such as Realtor®. All caps is also acceptable, such as REALTOR®. REALTOR® is a registered trademark which identifies a professional in the real estate industry who subscribes to a strict Code of Ethics as a member of the NATIONAL ASSOCIATION OF REALTORS®.



2014 KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Rose 0.6% from 4,655 in 2013 to 4,686 in 2014.
- **Median Price**— Rose 2.7% from \$187,500 in 2013 to \$192,500 in 2014.
- **Inventory**— Rose 0.9% from 1,956 single family listings at the end of December 2013 to 1,973 single family listings at the end of December 2014.
- **Supply** – At the end of December 2013 there were 5.1 months supply at the current rate of sale. At the end of December 2014 there were 4.7 months of supply at current rate of sale.
- **Days on Market** - The average days on market was up 3.3% from 121 days in 2013 to 125 days in 2014.
- **A Six-Year View**—Median price rose 4% from \$185,000 in 2009 to \$192,500 in 2014.
- **12 Monthly View**—Sales were up 6 of the last 12 months. The median price was up 10 of the last 12 months.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.48 percent for the week ending December 26, 2013. Last year at this time, the 30-year FRM averaged 3.35 percent. (Source: Mortgage-x.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.