

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## January 2018 Single Family Sales Report Pioneer Valley sales up 17.2% • Median price up 1.0%

Pioneer Valley			Franklin County		
Sales up 17.2% • Median Price up 1.0%			Sales up 27.0% • Median Price down 2.1%		
	<u>2017</u>	<u>2018</u>		<u>2017</u>	<u>2018</u>
Closed Sales (units)	343	402	Closed Sales (units)	37	47
Median Sales price	\$195,000	\$197,000	Median Sales Price	189,000	185,000

  

Hampden County			Hampshire County		
Sales up 26.2% • Median Price up 8.8%			Sales down 5.6% • Median price up 1.2%		
	<u>2017</u>	<u>2018</u>		<u>2017</u>	<u>2018</u>
Closed Sales (units)	221	279	Closed Sales (units)	89	84
Median Sales price	\$170,000	185,000	Median Sales Price	\$242,000	\$245,000

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Report run on January 22, 2018



**Mission:**

*To advance professionalism within our real estate community and to protect private property rights  
through education, advocacy and the REALTOR® Code of Ethics.*

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®.



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## January 2018 KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 17.2 percent from 343 in January 2017 to 402 in January 2018.
- **Median Price**— Up 1.0 percent from \$195,000 in January 2107 to \$197,000 in January 2018.
- **Inventory of available property**—Inventory fell 32.6 percent from 1,725 single family listings at the end of January 2017, to 1,162 single family listings at the end of January 2018.
- **Supply**—At the end of January 2017 there were 3.5 months of supply at the current rate of sale. At the end of January 2018 there were 2.3 months of supply at current rate of sale.
- **Days on Market**—The average days on market dropped 11.3% from 94 days in January 2017 to 83 days in January 2018.
- **Pending Sales**—Listings which are pending (under agreement to sell) are up 8.9 percent from 360 in January 2017 to 392 in January 2018.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 4.15 percent with an average 0.5 points for the week ending January 25, 2018. Last year at this time the 30-year FRM averaged 4.19 percent with an average 0.4 points. (Source: www.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 1,700 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.