

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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January 2019 Single-Family Sales Report Pioneer Valley sales down 14.1% · Median price up 2.3%

PIONEER VALLEY

Sales down 14.1% Median Price up 2.3%

	2018	2019
Closed Sales (units)	405	348
Median Sales (price)	\$195,500	\$200,000

FRANKLIN COUNTY

Sales down 21.3% Median Price up 17.6%

	2018	2019
Closed Sales (units)	47	37
Median Sales (price)	\$185,000	\$217,500

HAMPDEN COUNTY

Sales down 9.6% Median Price up 2.6%

	2018	2019
Closed Sales (units)	282	255
Median Sales (price)	\$185,000	\$189,900

HAMPSHIRE COUNTY

Sales down 29.8% Median Price down 0.4%

	2018	2019
Closed Sales (units)	84	59
Median Sales (price)	\$245,000	\$244,000

For editorial comment:

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Franklin County: Kelly Bowman, *President*, 413-665-2155

Hampden County: Sue Drumm, *President-Elect*, 413-636-6945 or Elias Acuña, *Treasurer*, 413-626-4097

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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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January 2019 Key Points Pioneer Valley Single-Family Homes

- **Sales** - down 14.1 percent from 405 in January 2018 to 348 in January 2019.
- **Median Price** - up 2.3 percent from \$195,500 in January 2018 to \$200,000 in January 2019.
- **Inventory of Available Property** - down 13.3 percent from 1,389 homes for sale in January 2018 to 1,204 homes for sale in January 2019.
- **Supply** - down 11.8 percent from 2.7 months of supply at the current rate of sale by the end of January 2018 to 2.4 months of supply at the current rate of sale by the end of January 2019.
- **Days on the Market** - up 9.5 percent from 84 average number of days on the market in January 2018 to 91 average number of days on the market in January 2019.
- **Pending Sales (under agreement to sell)** - up 18.9 percent from 344 listings pending sale in January 2018 to 409 listings pending sale in January 2019.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 4.46 percent with an average 0.5 points for the week ending 1/31/2019. Last year at this time the 30-year FRM averaged 4.03 percent with an average 0.5 points. (Source: 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 – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 17.3%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	344	409	+ 18.9%	344	409	+ 18.9%
Closed Sales	405	348	- 14.1%	405	348	- 14.1%
Median Sales Price*	\$195,500	\$200,000	+ 2.3%	\$195,500	\$200,000	+ 2.3%
Inventory of Homes for Sale	1,389	1,204	- 13.3%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	84	91	+ 9.5%	84	91	+ 9.5%
Percent of Original List Price Received*	94.1%	93.7%	- 0.5%	94.1%	93.7%	- 0.5%
New Listings	410	448	+ 9.3%	410	448	+ 9.3%

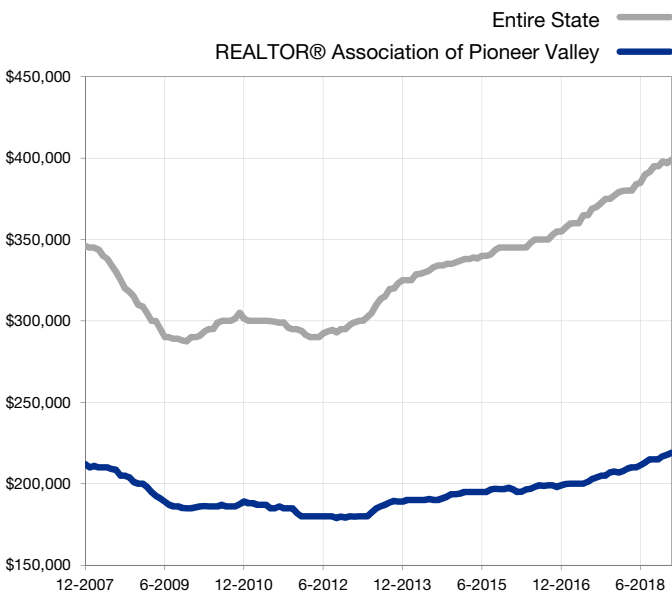
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	58	82	+ 41.4%	58	82	+ 41.4%
Closed Sales	44	47	+ 6.8%	44	47	+ 6.8%
Median Sales Price*	\$171,975	\$176,000	+ 2.3%	\$171,975	\$176,000	+ 2.3%
Inventory of Homes for Sale	250	151	- 39.6%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	112	83	- 25.6%	112	83	- 25.6%
Percent of Original List Price Received*	96.8%	96.9%	+ 0.1%	96.8%	96.9%	+ 0.1%
New Listings	74	71	- 4.1%	74	71	- 4.1%

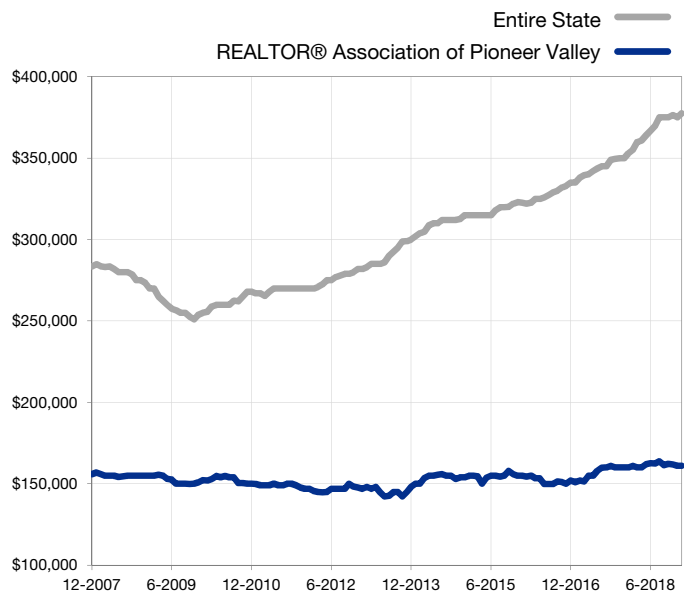
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	34	+ 30.8%	26	34	+ 30.8%
Closed Sales	47	37	- 21.3%	47	37	- 21.3%
Median Sales Price*	\$185,000	\$217,500	+ 17.6%	\$185,000	\$217,500	+ 17.6%
Inventory of Homes for Sale	179	171	- 4.5%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--
Cumulative Days on Market Until Sale	105	131	+ 24.8%	105	131	+ 24.8%
Percent of Original List Price Received*	94.6%	93.0%	- 1.7%	94.6%	93.0%	- 1.7%
New Listings	31	36	+ 16.1%	31	36	+ 16.1%

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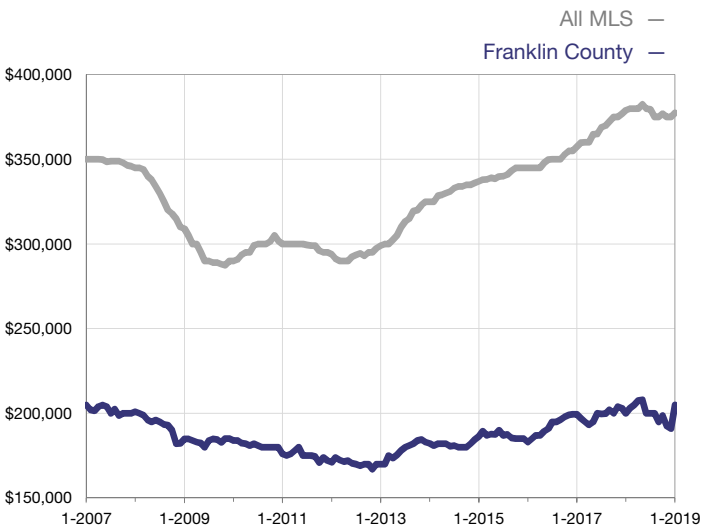
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	0	2	--	0	2	--
Median Sales Price*	\$0	\$118,000	--	\$0	\$118,000	--
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	0	28	--	0	28	--
Percent of Original List Price Received*	0.0%	96.3%	--	0.0%	96.3%	--
New Listings	1	1	0.0%	1	1	0.0%

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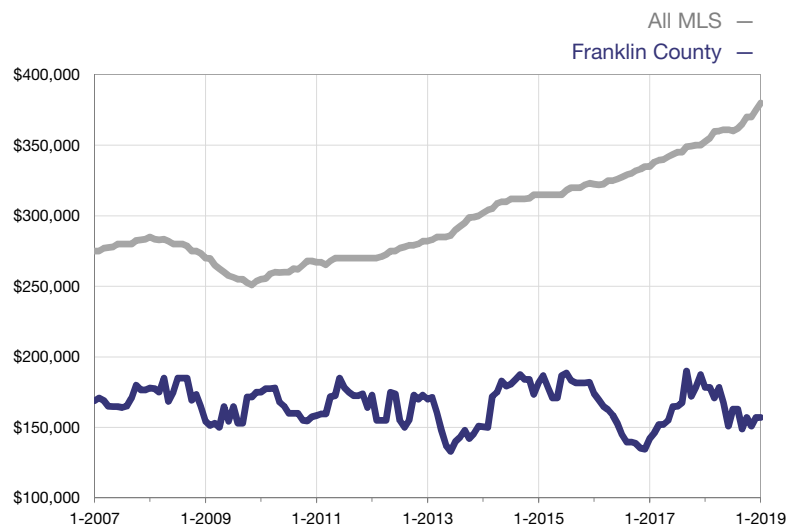
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	248	294	+ 18.5%	248	294	+ 18.5%
Closed Sales	282	255	- 9.6%	282	255	- 9.6%
Median Sales Price*	\$185,000	\$189,900	+ 2.6%	\$185,000	\$189,900	+ 2.6%
Inventory of Homes for Sale	866	768	- 11.3%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--
Cumulative Days on Market Until Sale	76	81	+ 6.6%	76	81	+ 6.6%
Percent of Original List Price Received*	94.5%	94.3%	- 0.2%	94.5%	94.3%	- 0.2%
New Listings	289	333	+ 15.2%	289	333	+ 15.2%

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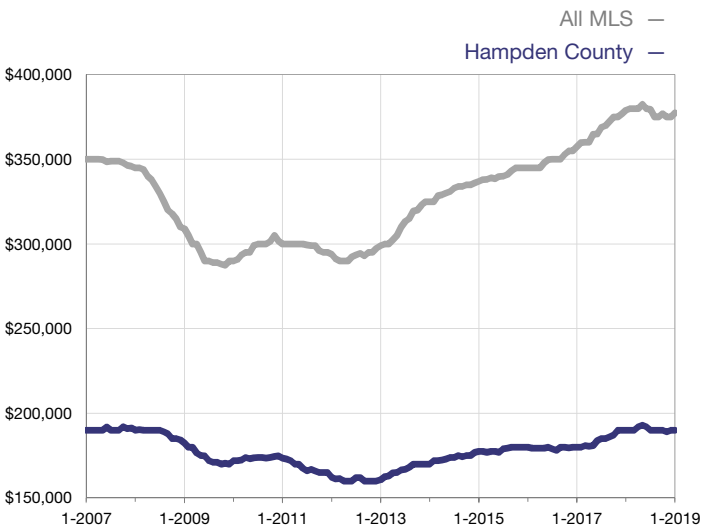
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	49	+ 28.9%	38	49	+ 28.9%
Closed Sales	31	37	+ 19.4%	31	37	+ 19.4%
Median Sales Price*	\$157,000	\$159,900	+ 1.8%	\$157,000	\$159,900	+ 1.8%
Inventory of Homes for Sale	146	97	- 33.6%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	106	90	- 15.1%	106	90	- 15.1%
Percent of Original List Price Received*	96.3%	96.9%	+ 0.6%	96.3%	96.9%	+ 0.6%
New Listings	37	47	+ 27.0%	37	47	+ 27.0%

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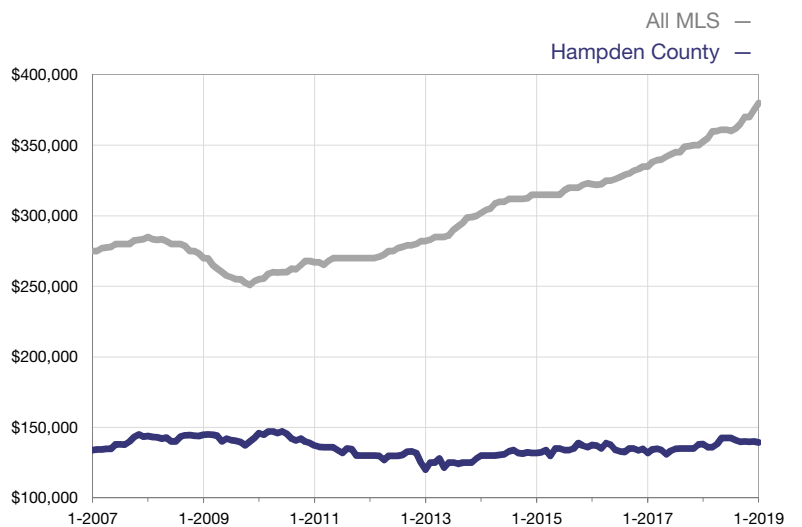
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	68	84	+ 23.5%	68	84	+ 23.5%
Closed Sales	84	59	- 29.8%	84	59	- 29.8%
Median Sales Price*	\$245,000	\$244,000	- 0.4%	\$245,000	\$244,000	- 0.4%
Inventory of Homes for Sale	339	259	- 23.6%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	102	105	+ 2.9%	102	105	+ 2.9%
Percent of Original List Price Received*	93.2%	92.4%	- 0.9%	93.2%	92.4%	- 0.9%
New Listings	90	77	- 14.4%	90	77	- 14.4%

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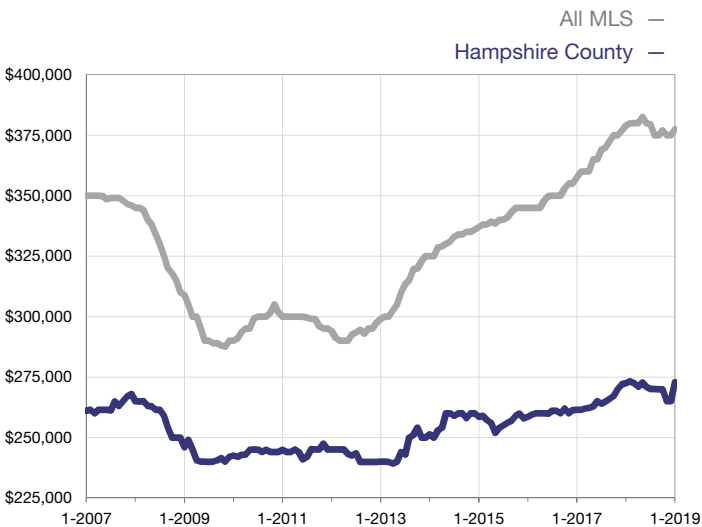
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	26	+ 36.8%	19	26	+ 36.8%
Closed Sales	13	8	- 38.5%	13	8	- 38.5%
Median Sales Price*	\$179,900	\$226,000	+ 25.6%	\$179,900	\$226,000	+ 25.6%
Inventory of Homes for Sale	86	44	- 48.8%	--	--	--
Months Supply of Inventory	3.2	1.9	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	126	67	- 46.8%	126	67	- 46.8%
Percent of Original List Price Received*	98.0%	96.8%	- 1.2%	98.0%	96.8%	- 1.2%
New Listings	30	23	- 23.3%	30	23	- 23.3%

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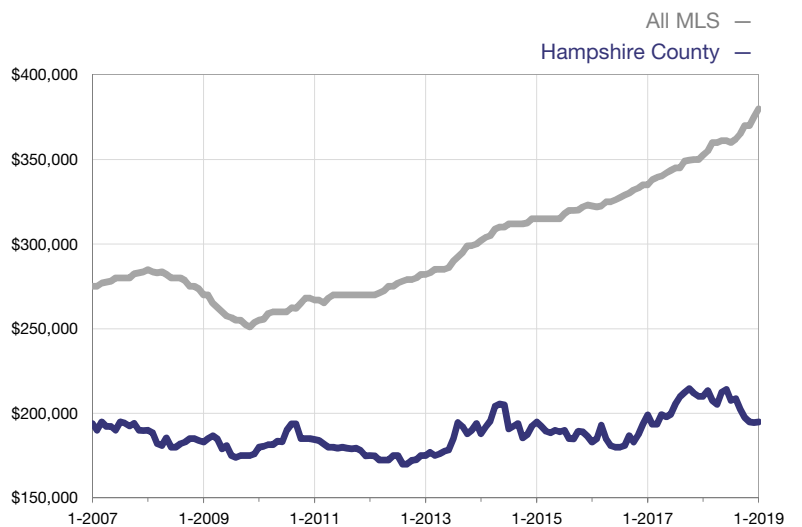
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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