

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## April 2019 Single-Family Sales Report Pioneer Valley sales up 22.7% · Median price up 4.6%

### PIONEER VALLEY

Sales up 22.7%

Median Price up 4.6%

	2018	2019
Closed Sales (units)	383	470
Median Sales (price)	\$212,250	\$222,000

### FRANKLIN COUNTY

Sales up 62.1%

Median Price up 20.8%

	2018	2019
Closed Sales (units)	29	47
Median Sales (price)	\$191,300	\$231,000

### HAMPDEN COUNTY

Sales up 19.3%

Median Price up 0.5%

	2018	2019
Closed Sales (units)	285	340
Median Sales (price)	\$204,700	\$205,750

### HAMPSHIRE COUNTY

Sales up 18.9%

Median Price up 7.4%

	2018	2019
Closed Sales (units)	74	88
Median Sales (price)	\$258,000	\$277,000

#### For editorial comment:

Kelly Bowman, *President*, 413-665-2155

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

- **Sales** – up 22.7 percent from 383 in April 2018 to 470 in April 2019.
- **Median Price** - up 4.6 percent from \$212,250 in April 2018 to \$222,000 in April 2019.
- **Inventory of Available Property** - down 20.6 percent from 1,506 homes for sale in April 2018 to 1,196 homes for sale in April 2019.
- **Supply** - down 20.6 percent from 3.0 months of supply at the current rate of sale by the end of April 2018 to 2.4 months of supply at the current rate of sale by the end of April 2019.
- **Days on the Market** - up 8.9 percent from 77 average number of days on the market in April 2018 to 84 average number of days on the market in April 2019.
- **Pending Sales (under agreement to sell)** - up 8.3 percent from 593 listings pending sale in April 2018 to 642 listings pending sale in April 2019.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 4.14 percent with an average 0.5 points for the week ending 4/29/2019. Last year at this time the 30-year FRM averaged 4.47 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 – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 25.2%**

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

**+ 3.9%**

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

**- 21.3%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	593	<b>642</b>	+ 8.3%	1,811	<b>1,999</b>	+ 10.4%
Closed Sales	383	<b>470</b>	+ 22.7%	1,455	<b>1,479</b>	+ 1.6%
Median Sales Price*	\$212,250	<b>\$222,000</b>	+ 4.6%	\$202,000	<b>\$210,000</b>	+ 4.0%
Inventory of Homes for Sale	1,506	<b>1,196</b>	- 20.6%	--	--	--
Months Supply of Inventory	3.0	<b>2.4</b>	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	77	<b>84</b>	+ 8.9%	85	<b>87</b>	+ 2.6%
Percent of Original List Price Received*	96.2%	<b>96.1%</b>	- 0.0%	95.0%	<b>94.7%</b>	- 0.3%
New Listings	829	<b>773</b>	- 6.8%	2,328	<b>2,367</b>	+ 1.7%

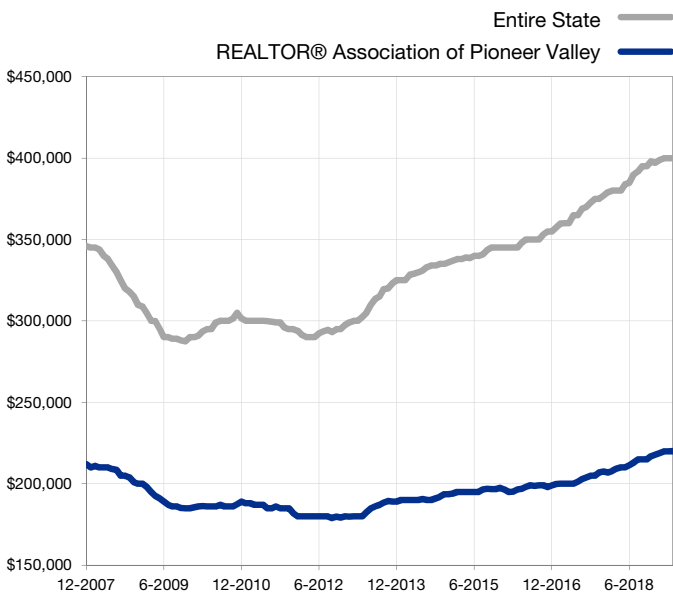
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	103	<b>96</b>	- 6.8%	283	<b>321</b>	+ 13.4%
Closed Sales	50	<b>72</b>	+ 44.0%	199	<b>247</b>	+ 24.1%
Median Sales Price*	\$160,700	<b>\$155,950</b>	- 3.0%	\$155,000	<b>\$156,500</b>	+ 1.0%
Inventory of Homes for Sale	230	<b>171</b>	- 25.7%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	81	<b>81</b>	+ 0.1%	98	<b>94</b>	- 4.8%
Percent of Original List Price Received*	96.9%	<b>95.6%</b>	- 1.4%	96.4%	<b>95.8%</b>	- 0.7%
New Listings	115	<b>112</b>	- 2.6%	329	<b>355</b>	+ 7.9%

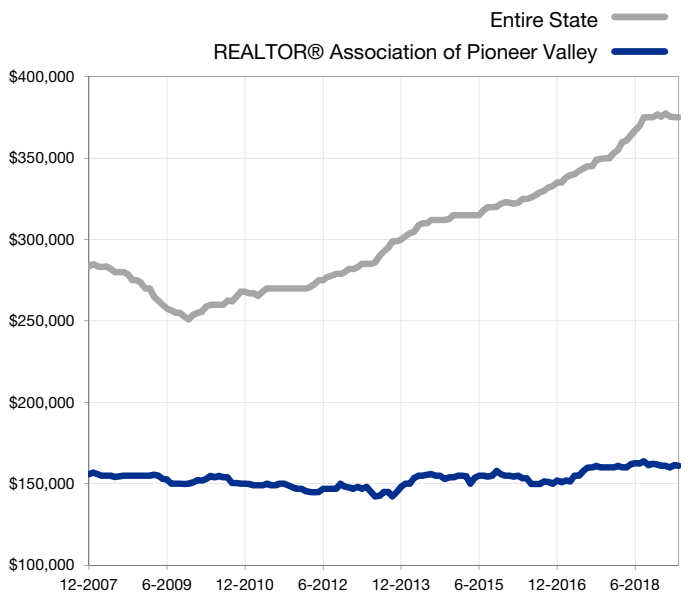
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	54	<b>69</b>	+ 27.8%	154	<b>197</b>	+ 27.9%
Closed Sales	29	<b>47</b>	+ 62.1%	141	<b>146</b>	+ 3.5%
Median Sales Price*	\$191,300	<b>\$231,000</b>	+ 20.8%	\$189,900	<b>\$217,500</b>	+ 14.5%
Inventory of Homes for Sale	179	<b>179</b>	0.0%	--	--	--
Months Supply of Inventory	3.3	<b>3.6</b>	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	108	<b>100</b>	- 7.4%	131	<b>112</b>	- 14.5%
Percent of Original List Price Received*	94.9%	<b>95.5%</b>	+ 0.6%	94.1%	<b>93.0%</b>	- 1.2%
New Listings	79	<b>94</b>	+ 19.0%	194	<b>242</b>	+ 24.7%

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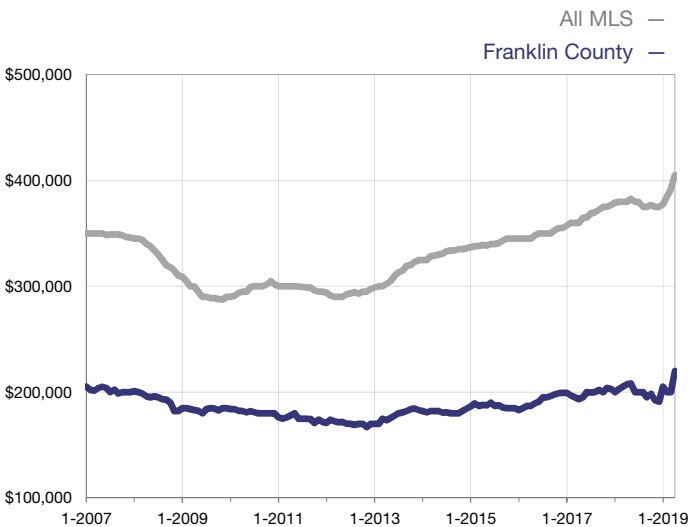
### Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	<b>4</b>	+ 33.3%	7	<b>15</b>	+ 114.3%
Closed Sales	0	<b>2</b>	--	2	<b>10</b>	+ 400.0%
Median Sales Price*	\$0	<b>\$280,000</b>	--	\$130,500	<b>\$211,250</b>	+ 61.9%
Inventory of Homes for Sale	13	<b>10</b>	- 23.1%	--	--	--
Months Supply of Inventory	3.0	<b>2.6</b>	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	0	<b>147</b>	--	68	<b>174</b>	+ 155.9%
Percent of Original List Price Received*	0.0%	<b>94.5%</b>	--	97.5%	<b>95.8%</b>	- 1.7%
New Listings	4	<b>5</b>	+ 25.0%	8	<b>15</b>	+ 87.5%

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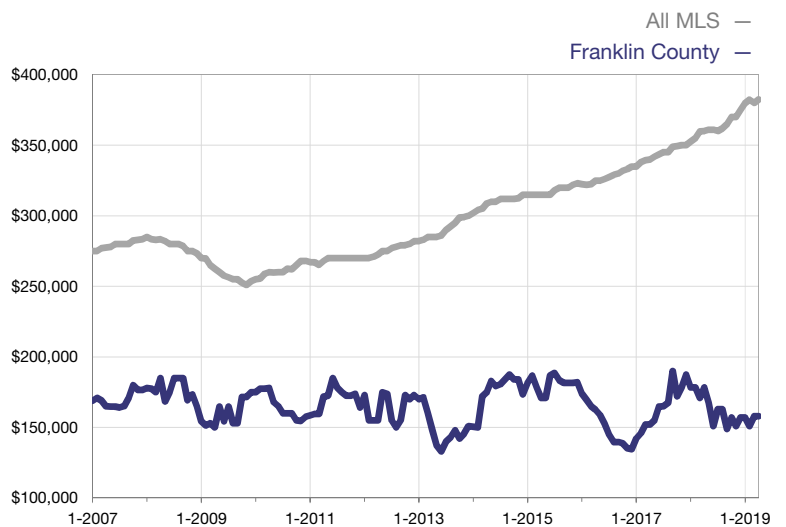
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	421	<b>462</b>	+ 9.7%	1,287	<b>1,439</b>	+ 11.8%
Closed Sales	285	<b>340</b>	+ 19.3%	1,040	<b>1,085</b>	+ 4.3%
Median Sales Price*	\$204,700	<b>\$205,750</b>	+ 0.5%	\$189,900	<b>\$195,000</b>	+ 2.7%
Inventory of Homes for Sale	939	<b>708</b>	- 24.6%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	64	<b>74</b>	+ 15.6%	73	<b>78</b>	+ 6.8%
Percent of Original List Price Received*	96.8%	<b>96.5%</b>	- 0.3%	95.6%	<b>95.1%</b>	- 0.5%
New Listings	566	<b>528</b>	- 6.7%	1,626	<b>1,665</b>	+ 2.4%

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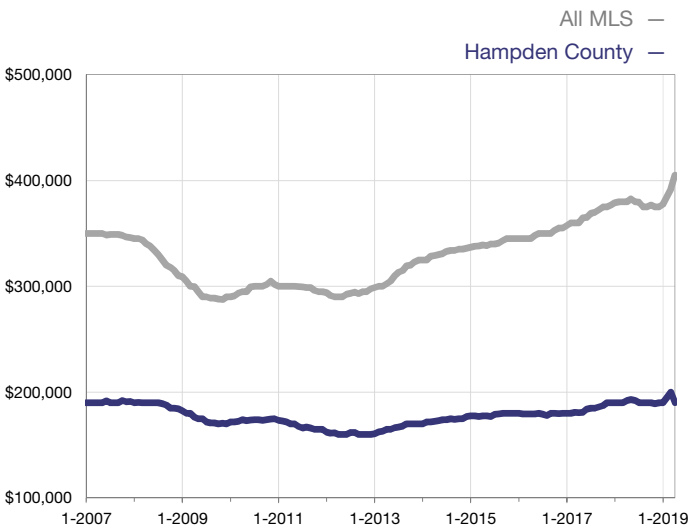
### Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	57	<b>56</b>	- 1.8%	177	<b>203</b>	+ 14.7%
Closed Sales	37	<b>48</b>	+ 29.7%	138	<b>171</b>	+ 23.9%
Median Sales Price*	\$157,000	<b>\$137,350</b>	- 12.5%	\$130,000	<b>\$142,550</b>	+ 9.7%
Inventory of Homes for Sale	149	<b>98</b>	- 34.2%	--	--	--
Months Supply of Inventory	3.4	<b>2.1</b>	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	98	<b>93</b>	- 5.1%	95	<b>90</b>	- 5.3%
Percent of Original List Price Received*	96.3%	<b>95.1%</b>	- 1.2%	96.0%	<b>95.4%</b>	- 0.6%
New Listings	77	<b>65</b>	- 15.6%	212	<b>222</b>	+ 4.7%

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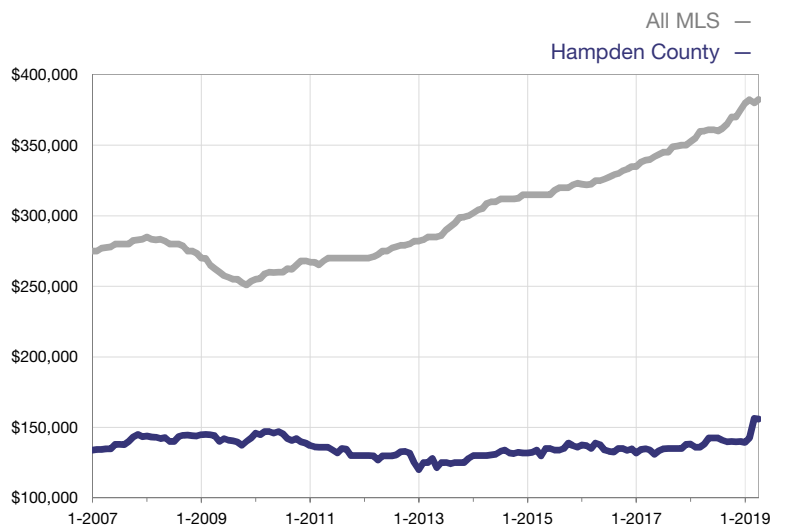
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	128	<b>124</b>	- 3.1%	381	<b>391</b>	+ 2.6%
Closed Sales	74	<b>88</b>	+ 18.9%	290	<b>265</b>	- 8.6%
Median Sales Price*	\$258,000	<b>\$277,000</b>	+ 7.4%	\$256,162	<b>\$265,000</b>	+ 3.5%
Inventory of Homes for Sale	389	<b>304</b>	- 21.9%	--	--	--
Months Supply of Inventory	3.7	<b>2.9</b>	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	109	<b>109</b>	0.0%	107	<b>108</b>	+ 0.9%
Percent of Original List Price Received*	94.8%	<b>96.0%</b>	+ 1.3%	93.9%	<b>94.2%</b>	+ 0.3%
New Listings	195	<b>163</b>	- 16.4%	534	<b>483</b>	- 9.6%

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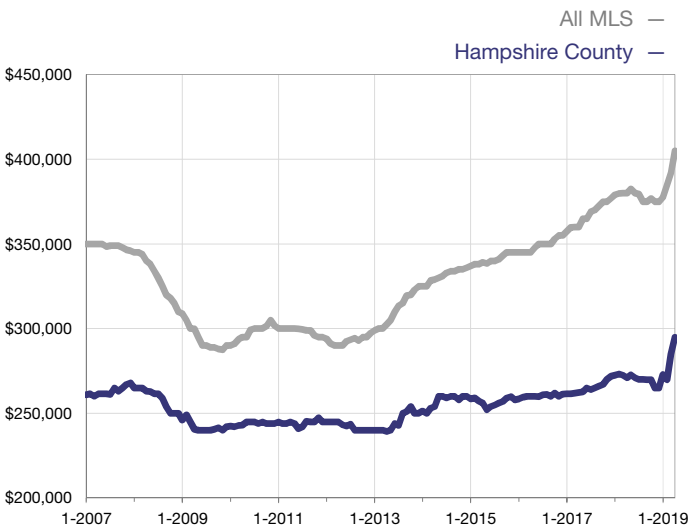
### Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	43	<b>37</b>	- 14.0%	101	<b>102</b>	+ 1.0%
Closed Sales	13	<b>22</b>	+ 69.2%	60	<b>64</b>	+ 6.7%
Median Sales Price*	\$162,100	<b>\$233,899</b>	+ 44.3%	\$192,500	<b>\$225,200</b>	+ 17.0%
Inventory of Homes for Sale	63	<b>63</b>	0.0%	--	--	--
Months Supply of Inventory	2.3	<b>2.6</b>	+ 13.0%	--	--	--
Cumulative Days on Market Until Sale	34	<b>50</b>	+ 47.1%	106	<b>81</b>	- 23.6%
Percent of Original List Price Received*	98.5%	<b>96.8%</b>	- 1.7%	97.3%	<b>96.6%</b>	- 0.7%
New Listings	35	<b>43</b>	+ 22.9%	105	<b>121</b>	+ 15.2%

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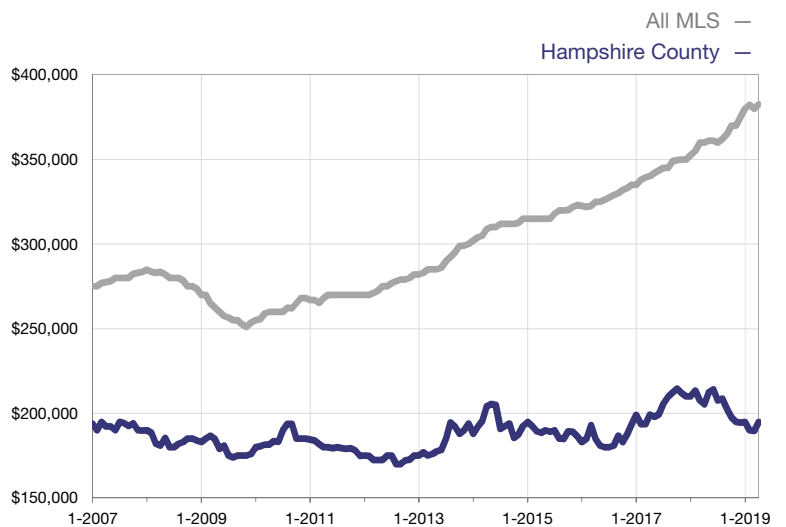
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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