

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

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December 2014 Single Family Sales Report Pioneer Valley sales climb 9.2% • Median price up 1.9% to \$183,250

Pioneer Valley			Franklin County		
Sales climb 9.2% • Median price up 1.9%			Sales up 2.3% • Median price up 9.5%		
	<u>Dec. 2013</u>	<u>Dec. 2014</u>		<u>Dec. 2013</u>	<u>Dec. 2014</u>
Closed Sales (units)	381	416	Closed Sales (units)	43	44
Closed Sales (\$Vol)	74,636,901	86,025,585	Closed Sales (\$Vol)	7,667,774	8,704,750
Average Sales Price	195,897	206,792	Average Sales Price	178,320	197,835
Median Sales price	179,900	183,250	Median Sales Price	169,000	185,000

Hampden County			Hampshire County		
Sales up 11.5 • Median price up 4.2%			Sales up 5.9% • Median price down 0.2%		
	<u>Dec. 2013</u>	<u>Dec. 2014</u>		<u>Dec. 2013</u>	<u>Dec. 2014</u>
Closed Sales (units)	253	282	Closed Sales (units)	85	90
Closed Sales (\$Vol)	44,335,514	52,787,519	Closed Sales (\$Vol)	22,633,612	24,533,316
Average Sales Price	175,239	187,190	Average Sales Price	266,278	272,592
Median Sales price	158,900	165,500	Median Sales Price	247,000	246,500

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Mission

To be the business and public policy advocate for REALTORS®.

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December 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Climb 9.2 percent from 381 in December 2013 to 416 in December 2014.
- **Median Price**— Up 1.9 percent from \$179,900 in December 2013 to \$183,250 in December 2014.
- **Inventory of available property**—Inventory is up 1.0 percent from 1,956 single family listings at the end of December 2013, to 1,975 single family listings at the end of December 2014.
- **Supply**—At the end of December 2013 there were 5.1 months of 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 is up 23.2 percent from 116 days in December 2013 to 143 in December 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 18.3 percent from 317 in December 2013 to 375 in December 2014.
- **A Six-Year View**—The median price is up 1.9 percent from \$178,000 in December 2009 to \$183,250 in December 2014.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 3.87 percent with an average 0.6 points for the week ending December 31, 2014. Last year at this time the 30-year FRM averaged 4.48 percent with an average 0.7 points. (Source: 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.