

# News Release

## REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

The Western New England Center for Real Estate Services  
221 Industry Avenue Springfield, MA 01104  
413-785-1328 phone 877-854-6978 toll-free 413-731-7125 fax  
www.rapv.com



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## January 2015 Single Family Sales Report Pioneer Valley sales up 7.6% • Median price up 3.4% to \$185,000

Pioneer Valley			Franklin County		
Sales up 7.6% • Median price up 3.4%			Sales climbs 17.1% • Median price up 43%		
	<u>Jan. 2014</u>	<u>Jan. 2015</u>		<u>Jan. 2014</u>	<u>Jan. 2015</u>
Closed Sales (units)	263	283	Closed Sales (units)	35	41
Closed Sales (\$Vol)	51,838,387	60,368,986	Closed Sales (\$Vol)	5,741,095	8,795,700
Average Sales Price	197,104	213,318	Average Sales Price	164,031	214,529
Median Sales price	179,000	185,000	Median Sales Price	154,000	220,000

  

Hampden County			Hampshire County		
Sales up 6.3% • Median price up 9.4%			Sales up 5.7% • Median price down 11.5%		
	<u>Jan. 2014</u>	<u>Jan. 2015</u>		<u>Jan. 2014</u>	<u>Jan. 2015</u>
Closed Sales (units)	175	186	Closed Sales (units)	53	56
Closed Sales (\$Vol)	30,931,464	36,347,838	Closed Sales (\$Vol)	15,165,828	15,225,448
Average Sales Price	176,751	195,418	Average Sales Price	286,148	271,883
Median Sales price	159,900	175,000	Median Sales Price	265,000	234,500

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### **Mission**

To champion private property rights and advocate for our members

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## January 2015—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 7.6 percent from 263 in January 2014 to 283 in January 2015.
- **Median Price**— Up 3.4 percent from \$179,000 in January 2014 to \$185,000 in January 2015.
- **Inventory of available property**—Inventory is down 3.9 percent from 1,953 single family listings at the end of January 2014, to 1,877 single family listings at the end of January 2015.
- **Supply**—At the end of January 2014 there were 7.4 months of supply at the current rate of sale. At the end of January 2015 there were 6.6 months of supply at current rate of sale.
- **Days on Market**—The average days on market is up 13.8 percent from 137 days in January 2014 to 156 in January 2015.
- **Pending Sales**—Listings which are under agreement to sell are up 10.9 percent from 320 in January 2014 to 355 in January 2015.
- **A Six-Year View**—The median price is down 2.6 percent from \$190,000 in January 2010 to \$185,000 in January 2015.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 3.66 percent with an average 0.6 points for the week ending January 29, 2015. Last year at this time the 30-year FRM averaged 4.32 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.