

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

Ben Scranton, RCE, e-PRO
Chief Executive Officer, ben@rapv.com



January Single Family Sales Report Pioneer Valley sales climb 15.6% • Median price up 1.6%

Pioneer Valley			Franklin County		
Sales climb 15.6% · Median price up 1.6%			Sales drop 34.6% · Median price up 14.9%		
	<u>2012</u>	<u>2013</u>		<u>2012</u>	<u>2013</u>
Closed Sales (units)	238	275	Closed Sales (units)	26	17
Closed Sales (\$Vol)	40,650,525	50,701,949	Closed Sales (\$Vol)	3,464,918	2,867,709
Average Sales Price	170,801	184,371	Average Sales Price	133,266	168,689
Median Sales price	160,400	163,000	Median Sales Price	142,750	164,000
Hampden County			Hampshire County		
Sales jump 36.4% · Median price climbs 9.9%			Sales drop 14.8% · Median price up 8.4%		
	<u>2012</u>	<u>2013</u>		<u>2012</u>	<u>2013</u>
Closed Sales (units)	151	206	Closed Sales (units)	61	52
Closed Sales (\$Vol)	23,479,832	35,468,697	Closed Sales (\$Vol)	13,705,775	12,365,543
Average Sales Price	155,496	172,178	Average Sales Price	224,685	237,799
Median Sales price	137,000	150,500	Median Sales Price	220,000	238,500

For editorial comment contact:

Brian Sears, 2013 President • 413-413-785-1636 or 413-237-9399

Patrick Nolan, 2013 President-Elect • 413-786-5047

Corinne Fitzgerald, 2012 President • 413-774-6371 or 413-320-9509

Franklin County: Corinne Fitzgerald, 2012 President • 413-774-6371 or 413-320-9509

Mark Abramson, 2009 President • 413-774-1200, Susan Renfrew 2008 President, Mass. Association of Realtors®

Hampshire County: Linda Rotti • 413-549-3700

Kevin Sears, 2010 President, Mass. Association of Realtors® • 413-348-8631

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Mission

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January 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Rose 15.6% from 238 in January 2012 to 275 in January 2013.
- **Median Price**— Climbs 1.6% from \$160,400 in January 2012 to \$163,000 in January 2013.
- **Inventory**— Dropped 10.6% from 2,391 single family listings at the end of January 2012 to 2,137 single family listings at the end of January 2013.
- **Supply** – At the end of January 2012 there were 10 months of supply at the current rate of sale. At the end of January 2013 there were 7.8 months of supply at current rate of sale.
- **Days on Market** - The average days on market dropped 17.6%, from 170 in January 2012 to 140 in January 2013.
- **A Five-Year View**—The median price dropped 1.1% from \$164,750 in January 2009 to \$163,000 in January 2013.
- **Listings Under Agreement**
Listings under agreement posted a decrease of 4.4%; from 339 in January 2012 to 324 for January 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 3.53 percent for the week ending January 31, 2013. Last year at this time, the 30-year FRM averaged 3.98 percent. (Source: FreddieMac.com)