

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 2014 Single Family Sales Report Pioneer Valley sales down 6.9% • Median price up 10.5% to \$179,500

Pioneer Valley			Franklin County		
Sales down 6.9% • Median price up 10.5%			Sales up 106% • Median price down 6%		
	<u>Jan. 2013</u>	<u>Jan. 2014</u>		<u>Jan. 2013</u>	<u>Jan. 2014</u>
Closed Sales (units)	277	258	Closed Sales (units)	17	35
Closed Sales (\$Vol)	50,828,248	50,990,827	Closed Sales (\$Vol)	2,867,709	5,741,095
Average Sales Price	183,495	197,639	Average Sales Price	168,689	164,031
Median Sales price	162,500	179,500	Median Sales Price	164,000	154,000

Hampden County			Hampshire County		
Sales down 18.3% • Median price up 7.0%			Sales up 2% • Median price up 11%		
	<u>Jan. 2013</u>	<u>Jan. 2014</u>		<u>Jan. 2013</u>	<u>Jan. 2014</u>
Closed Sales (units)	208	170	Closed Sales (units)	52	53
Closed Sales (\$Vol)	35,594,996	30,083,904	Closed Sales (\$Vol)	12,365,543	15,165,828
Average Sales Price	171,130	176,964	Average Sales Price	237,799	286,148
Median Sales price	150,000	160,450	Median Sales Price	238,500	265,000

For editorial comment contact:

Patrick Nolan, 2014 President • 413-786-5047

Dawn Henry, 2014 President-Elect • 413-567-8931 or 413-221-5168

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

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

Hampshire County: Janise Fitzpatrick • 323-7295

Mission

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

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January 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Down 6.9 percent from 277 in January 2013 to 258 in January 2014.
- **Median Price**— Up 10.5 percent from \$162,500 in January 2013 to \$179,500 in January 2014.
- **Inventory of available property**—Inventory is up 0.4 percent from 1,957 single family listings at the end of January 2013 to 1,964 single family listings at the end of January 2014.
- **Supply** – At the end of January 2013 there were 7.6 months of supply at the current rate of sale. At the end of January 2014 there were 7.0 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 5.8 percent, from 139 days in January 2013 to 131 in January 2014.
- **Pending Sales**—Listings which are under agreement to sell are down .9 percent—from 323 in January 2013 to 320 in January 2014.
- **A Five-Year View**—The median price is up 9.1 percent—from \$164,750 in January 2009 to \$179,500 in January 2014.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.28 percent with an average 0.7 points for the week ending January 30, 2014. Last year at this time the 30-year FRM averaged 3.38 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 1,600 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.