

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



July 2013 Single Family Sales Report Pioneer Valley sales climb 17.7% • Median price climbs 8.9%

Pioneer Valley			Franklin County		
Sales increase 17.7% • Median price climbs 8.9%			Sales up 12.8% • Median price climbs 16.2%		
	<u>July 2012</u>	<u>July 2013</u>		<u>July 2012</u>	<u>July 2013</u>
Closed Sales (units)	429	505	Closed Sales (units)	47	53
Closed Sales (\$Vol)	93,252,865	120,042,677	Closed Sales (\$Vol)	8,903,600	11,350,400
Average Sales Price	217,373	237,708	Average Sales Price	189,438	214,158
Median Sales price	190,000	207,000	Median Sales Price	185,000	215,000

Hampden County			Hampshire County		
Sales rise 17.7% • Median price climbs 1.1%			Sales up 19.8% • Median price down 1.9%		
	<u>July 2012</u>	<u>July 2013</u>		<u>July 2012</u>	<u>July 2013</u>
Closed Sales (units)	271	319	Closed Sales (units)	111	133
Closed Sales (\$Vol)	52,330,349	67,518,348	Closed Sales (\$Vol)	32,018,916	41,173,929
Average Sales Price	193,101	211,656	Average Sales Price	288,459	309,578
Median Sales price	175,000	177,000	Median Sales Price	265,000	260,000

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 • 413-223-1372, Susan Renfrew 2008 President, Mass. Association of Realtors®

Hampshire County: Linda Rotti • 413-549-3700

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Mission

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

Proper use of the trademark term REALTOR® as stated in the Associated Press Stylebook is to capitalize the first letter 'R' in the word with the trademark ® at the end of the word, such as Realtor®. All caps is also acceptable, such as REALTOR®. REALTOR® is a registered trademark which identifies a professional in the real estate industry who subscribes to a strict Code of Ethics as a member of the NATIONAL ASSOCIATION OF REALTORS®.

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July 2013—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Increase 17.7 percent from 429 in July 2012 to 505 in July 2013.
- **Median Price**— Climbs 8.9 percent from \$190,000 in July 2012 to \$207,000 in July 2013.
- **Inventory of available property**—Inventory is down 10 percent from 3,159 single family listings at the end of July 2012 to 2,844 single family listings at the end of July 2013.
- **Supply** – At the end of July 2012 there were 7.3 months of supply at the current rate of sale. At the end of July 2013 there were 5.6 months of supply at current rate of sale.
- **Days on Market** - The average days on market is down 28 percent, from 132 days in July 2012 to 95 in July 2013.
- **A Five-Year View**—The median price climbs 8.9 percent from \$190,000 in July 2009 to \$207,000 in July 2013.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.31 percent with an average 0.8 points for the week ending July 25, 2013. Last year at this time the 30-year FRM averaged 3.49 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.