

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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June 2014 Single Family Sales Report Pioneer Valley sales up 2.4% • Median price up 2.5% to \$205,000

| Pioneer Valley | | | Franklin County | | |
|--------------------------------------|------------------|------------------|--|------------------|------------------|
| Sales up 2.4% • Median price up 2.5% | | | Sales up 3.9% • Median price down 9.7% | | |
| | <u>June 2013</u> | <u>June 2014</u> | | <u>June 2013</u> | <u>June 2014</u> |
| Closed Sales (units) | 495 | 507 | Closed Sales (units) | 51 | 53 |
| Closed Sales (\$Vol) | 112,308,892 | 118,752,765 | Closed Sales (\$Vol) | 11,466,849 | 10,458,335 |
| Average Sales Price | 226,887 | 234,226 | Average Sales Price | 224,840 | 197,327 |
| Median Sales price | 200,000 | 205,000 | Median Sales Price | 197,900 | 178,750 |

| Hampden County | | | Hampshire County | | |
|---------------------------------------|------------------|------------------|-------------------------------------|------------------|------------------|
| Sales down .6% • Median price up 3.3% | | | Sales up 10% • Median price up 6.8% | | |
| | <u>June 2013</u> | <u>June 2014</u> | | <u>June 2013</u> | <u>June 2014</u> |
| Closed Sales (units) | 324 | 322 | Closed Sales (units) | 120 | 132 |
| Closed Sales (\$Vol) | 65,966,073 | 67,667,150 | Closed Sales (\$Vol) | 34,875,970 | 40,627,280 |
| Average Sales Price | 203,599 | 210,146 | Average Sales Price | 290,633 | 307,782 |
| Median Sales price | 182,400 | 188,500 | Median Sales Price | 265,000 | 283,000 |

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Mission

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

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June 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 2.4 percent from 495 in June 2013, to 507 in June 2014.
- **Median Price**— Up 2.5 percent from \$200,000 in June 2013, to \$205,000 in June 2014.
- **Inventory of available property**—Inventory is up 12.4 percent from 2,712 single family listings at the end of June 2013, to 3,048 single family listings at the end of June 2014.
- **Supply**—At the end of June 2013 there were 5.5 months of supply at the current rate of sale. At the end of June 2014 there were 6 months of supply at current rate of sale.
- **Days on Market**—The average days on market is down 9.6 percent from 125 days in June 2013 to 113 in June 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 10.3 percent—from 585 in June 2013 to 645 in June 2014.
- **A Five-Year View**—The median price is up 6.8 percent—from \$192,000 in June 2009 to \$205,000 in June 2014.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.14 percent with an average 0.5 points for the week ending June 26, 2014. Last year at this time the 30-year FRM averaged 4.46 percent with an average 0.8 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.