

# 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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## June 2016 Single Family Sales Report Pioneer Valley sales up 16.1% • Median price up 2.0% to \$209,000

Springfield, MA—July 25, 2016—The REALTOR® Association of Pioneer Valley reported today that single-family home sales in June were up 16.1 percent compared to the same time last year. The median price was up 2.0 percent to \$209,000. County reports vary.

Pioneer Valley			Franklin County		
Sales up 16.1% • Median price up 2.0%			Sales up 71.4% • Median price up 17.1%		
	June 2015	June 2016		June 2015	June 2016
Closed Sales (units)	566	657	Closed Sales (units)	42	72
Median Sales price	205,000	209,000	Median Sales Price	192,500	225,500

Hampden County			Hampshire County		
Sales up 9.8% • Median price up 1.6%			Sales up 16.5% Median price down 1.9%		
	June 2015	June 2016		June 2015	June 2016
Closed Sales (units)	386	424	Closed Sales (units)	139	162
Median Sales price	182,000	184,900	Median Sales Price	274,800	269,450

Source: 10K Research. Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of July 25, 2016.

### For editorial comment contact:

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Franklin County: Corinne Fitzgerald, Immediate Past Pres of the Massachusetts Association of Realtors  
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Hampshire County: Richard Sawicki, President-Elect, 413-549-2600

### Mission

To champion private property rights and advocate for our members

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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## June 2016—Key Points Pioneer Valley Single-Family Homes

- **Sales**—Up 16.1 percent from 566 in June 2015 to 657 in June 2016.
- **Median Price**— Up 2.0 percent from \$205,000 in June 2015 to \$209,000 in June 2016.
- **Inventory of available property**—Inventory fell 28.5 percent from 3,090 single family listings at the end of June 2015, to 2,210 single family listings at the end of June 2016.
- **Supply**—At the end of June 2015 there were 7.6 months of supply at the current rate of sale. At the end of June 2016 there were 4.7 months of supply at current rate of sale.
- **Days on Market**—The average days on market fell 12.8% from 108 days in June 2015 to 94 days in June 2016.
- **Pending Sales**—Listings which are pending (under agreement to sell) are up 16.6 percent from 603 in June 2015 to 703 in June 2016.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 3.48 percent with an average 0.5 points for the week ending June 30, 2016 . Last year at this time the 30-year FRM averaged 4.02 percent with an average 0.7 points. (Source: www.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 1,575 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.

# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 11.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 0.8%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 27.5%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	603	<b>703</b>	+ 16.6%	2,698	<b>3,352</b>	+ 24.2%
Closed Sales	566	<b>657</b>	+ 16.1%	2,139	<b>2,627</b>	+ 22.8%
Median Sales Price*	\$205,000	<b>\$209,000</b>	+ 2.0%	\$193,125	<b>\$194,000</b>	+ 0.5%
Inventory of Homes for Sale	3,090	<b>2,210</b>	- 28.5%	--	--	--
Months Supply of Inventory	7.6	<b>4.7</b>	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	108	<b>94</b>	- 12.8%	134	<b>121</b>	- 10.0%
Percent of Original List Price Received*	95.1%	<b>95.6%</b>	+ 0.5%	93.1%	<b>93.8%</b>	+ 0.8%
New Listings	996	<b>895</b>	- 10.1%	4,621	<b>4,510</b>	- 2.4%

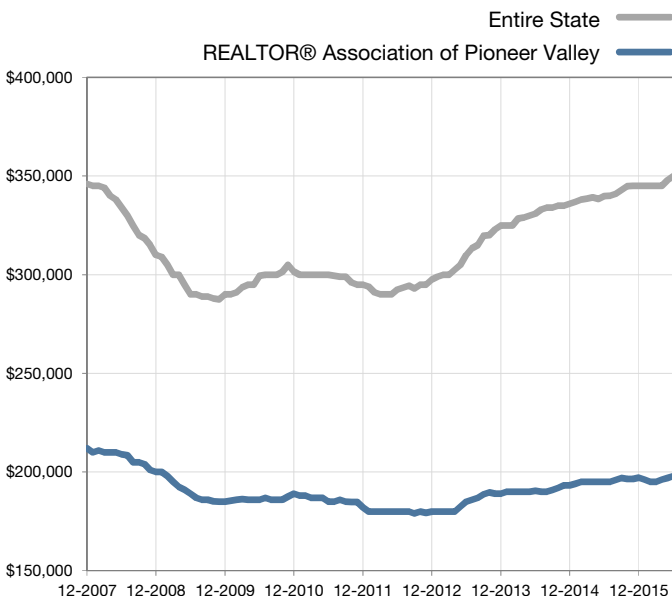
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	91	<b>74</b>	- 18.7%	467	<b>467</b>	0.0%
Closed Sales	116	<b>100</b>	- 13.8%	383	<b>393</b>	+ 2.6%
Median Sales Price*	\$176,250	<b>\$149,950</b>	- 14.9%	\$159,975	<b>\$148,000</b>	- 7.5%
Inventory of Homes for Sale	480	<b>378</b>	- 21.3%	--	--	--
Months Supply of Inventory	7.3	<b>5.4</b>	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	100	<b>115</b>	+ 15.8%	150	<b>135</b>	- 10.5%
Percent of Original List Price Received*	95.4%	<b>97.2%</b>	+ 1.9%	94.1%	<b>95.2%</b>	+ 1.2%
New Listings	124	<b>120</b>	- 3.2%	687	<b>612</b>	- 10.9%

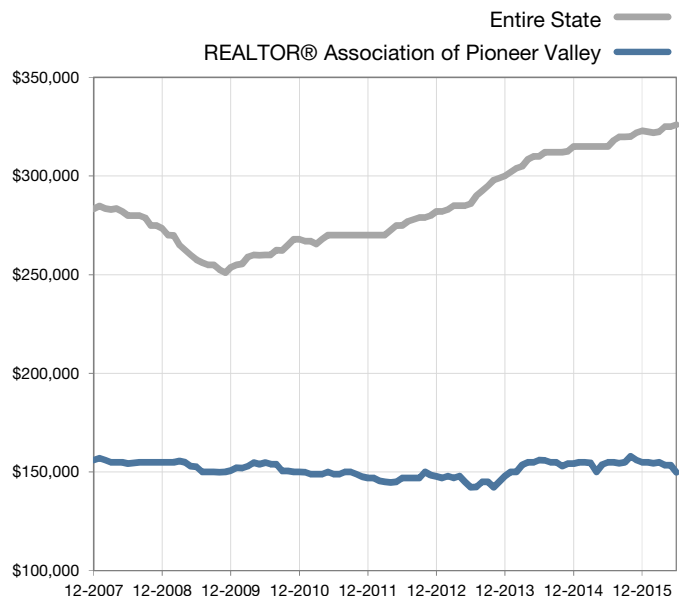
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	384	<b>453</b>	+ 18.0%	1,794	<b>2,264</b>	+ 26.2%
Closed Sales	386	<b>424</b>	+ 9.8%	1,458	<b>1,823</b>	+ 25.0%
Median Sales Price*	\$182,000	<b>\$184,900</b>	+ 1.6%	\$177,000	<b>\$175,000</b>	- 1.1%
Inventory of Homes for Sale	1,862	<b>1,261</b>	- 32.3%	--	--	--
Months Supply of Inventory	6.9	<b>4.0</b>	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	108	<b>85</b>	- 21.3%	127	<b>115</b>	- 9.4%
Percent of Original List Price Received*	95.3%	<b>95.5%</b>	+ 0.2%	93.4%	<b>93.9%</b>	+ 0.5%
New Listings	620	<b>577</b>	- 6.9%	2,986	<b>2,928</b>	- 1.9%

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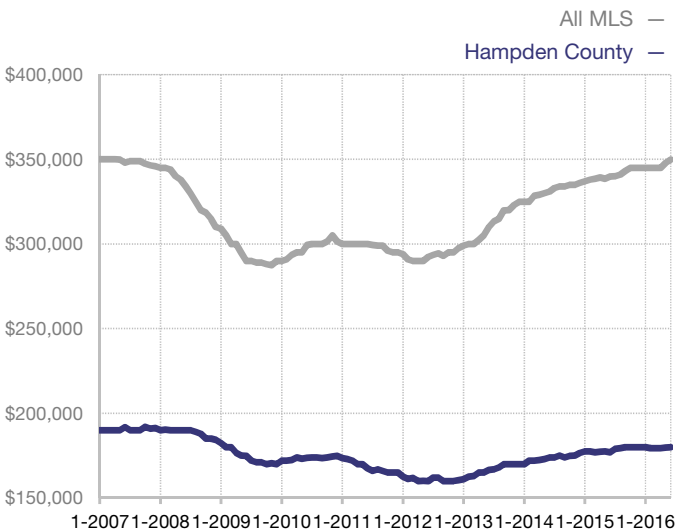
### Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	54	<b>41</b>	- 24.1%	275	<b>281</b>	+ 2.2%
Closed Sales	60	<b>59</b>	- 1.7%	232	<b>240</b>	+ 3.4%
Median Sales Price*	\$153,125	<b>\$127,000</b>	- 17.1%	\$137,600	<b>\$131,500</b>	- 4.4%
Inventory of Homes for Sale	283	<b>208</b>	- 26.5%	--	--	--
Months Supply of Inventory	7.3	<b>5.0</b>	- 31.5%	--	--	--
Cumulative Days on Market Until Sale	98	<b>115</b>	+ 17.3%	145	<b>127</b>	- 12.4%
Percent of Original List Price Received*	94.7%	<b>95.1%</b>	+ 0.4%	93.1%	<b>94.4%</b>	+ 1.4%
New Listings	79	<b>72</b>	- 8.9%	407	<b>375</b>	- 7.9%

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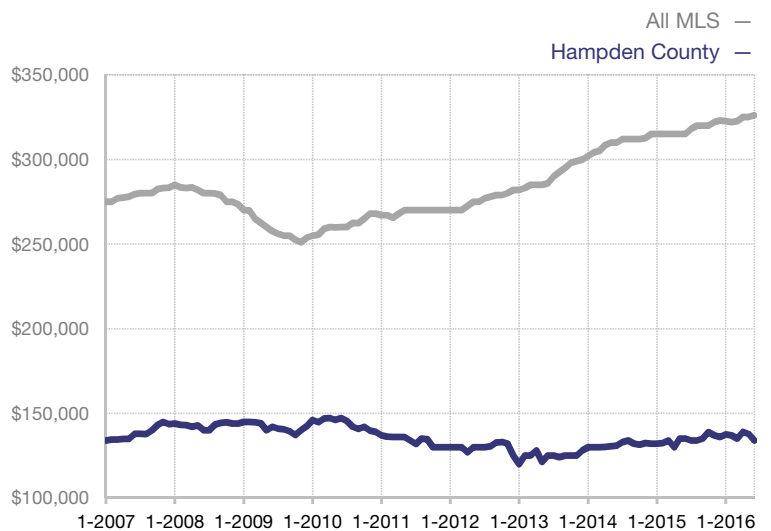
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	146	<b>174</b>	+ 19.2%	665	<b>761</b>	+ 14.4%
Closed Sales	139	<b>162</b>	+ 16.5%	488	<b>550</b>	+ 12.7%
Median Sales Price*	\$274,800	<b>\$269,450</b>	- 1.9%	\$255,500	<b>\$260,000</b>	+ 1.8%
Inventory of Homes for Sale	768	<b>604</b>	- 21.4%	--	--	--
Months Supply of Inventory	8.3	<b>5.6</b>	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	108	<b>103</b>	- 4.6%	146	<b>123</b>	- 15.8%
Percent of Original List Price Received*	95.4%	<b>96.6%</b>	+ 1.3%	93.1%	<b>94.5%</b>	+ 1.5%
New Listings	238	<b>225</b>	- 5.5%	1,129	<b>1,088</b>	- 3.6%

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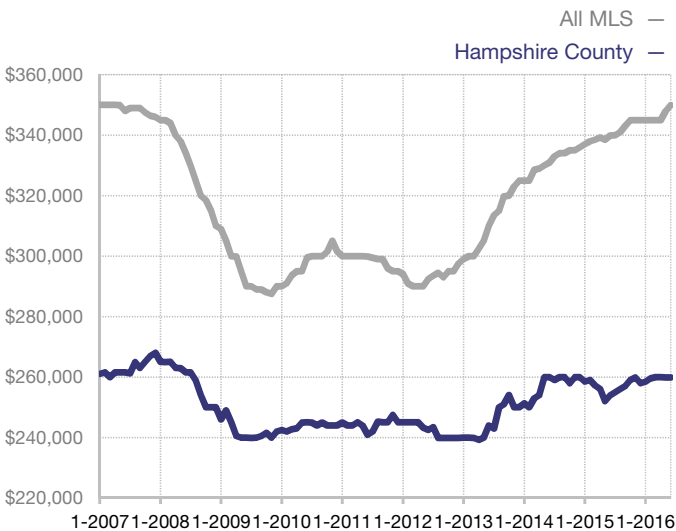
### Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	34	<b>30</b>	- 11.8%	167	<b>161</b>	- 3.6%
Closed Sales	48	<b>33</b>	- 31.3%	131	<b>132</b>	+ 0.8%
Median Sales Price*	\$199,450	<b>\$199,000</b>	- 0.2%	\$189,000	<b>\$179,950</b>	- 4.8%
Inventory of Homes for Sale	160	<b>149</b>	- 6.9%	--	--	--
Months Supply of Inventory	6.8	<b>6.1</b>	- 10.3%	--	--	--
Cumulative Days on Market Until Sale	103	<b>120</b>	+ 16.5%	157	<b>145</b>	- 7.6%
Percent of Original List Price Received*	95.5%	<b>100.4%</b>	+ 5.1%	94.9%	<b>97.0%</b>	+ 2.2%
New Listings	33	<b>42</b>	+ 27.3%	239	<b>209</b>	- 12.6%

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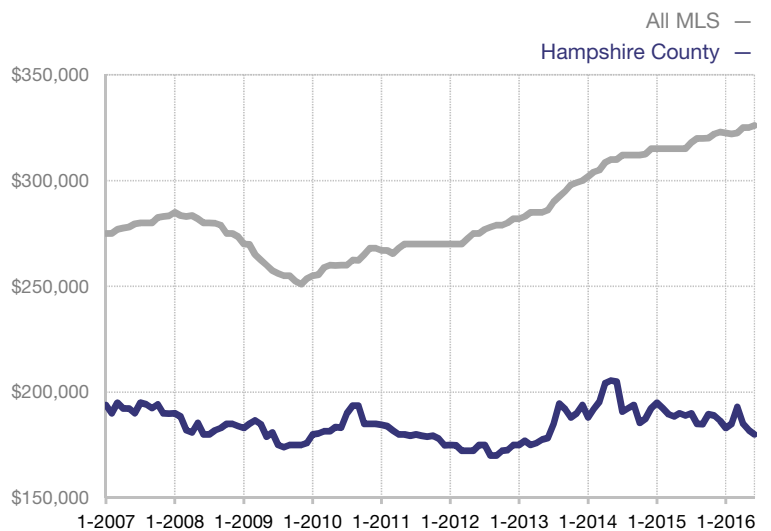
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – June 2016

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## Franklin County

### Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	<b>83</b>	+ 9.2%	255	<b>343</b>	+ 34.5%
Closed Sales	42	<b>72</b>	+ 71.4%	200	<b>267</b>	+ 33.5%
Median Sales Price*	\$192,500	<b>\$225,500</b>	+ 17.1%	\$184,500	<b>\$198,000</b>	+ 7.3%
Inventory of Homes for Sale	447	<b>354</b>	- 20.8%	--	--	--
Months Supply of Inventory	10.4	<b>6.8</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	105	<b>132</b>	+ 25.7%	157	<b>159</b>	+ 1.3%
Percent of Original List Price Received*	93.0%	<b>94.1%</b>	+ 1.2%	90.1%	<b>91.8%</b>	+ 1.9%
New Listings	127	<b>103</b>	- 18.9%	519	<b>524</b>	+ 1.0%

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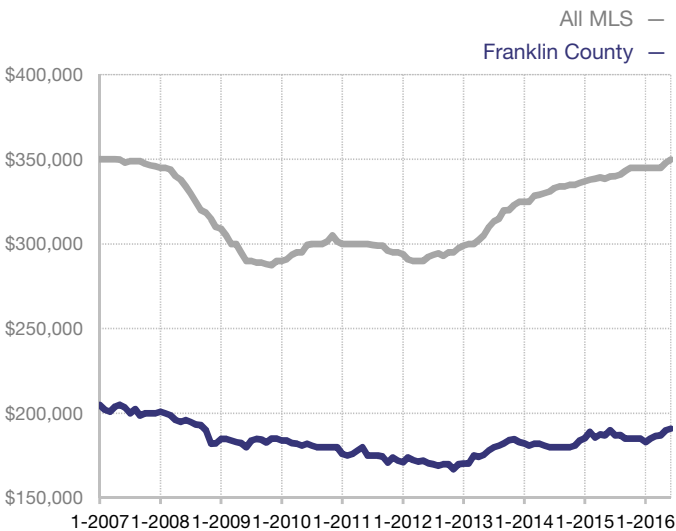
### Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	<b>6</b>	+ 100.0%	22	<b>28</b>	+ 27.3%
Closed Sales	6	<b>8</b>	+ 33.3%	16	<b>23</b>	+ 43.8%
Median Sales Price*	\$235,000	<b>\$158,500</b>	- 32.6%	\$235,000	<b>\$125,000</b>	- 46.8%
Inventory of Homes for Sale	39	<b>23</b>	- 41.0%	--	--	--
Months Supply of Inventory	10.7	<b>4.9</b>	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	95	<b>128</b>	+ 34.7%	200	<b>161</b>	- 19.5%
Percent of Original List Price Received*	100.5%	<b>96.9%</b>	- 3.6%	101.1%	<b>92.9%</b>	- 8.1%
New Listings	11	<b>7</b>	- 36.4%	40	<b>33</b>	- 17.5%

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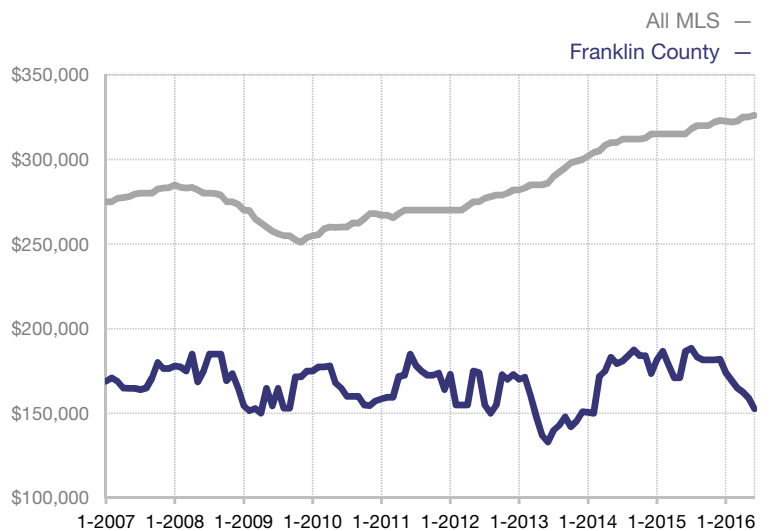
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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