

# 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

## November 2014 Single Family Sales Report Pioneer Valley sales down 5.7% • Median price up 5.8% to \$190,500

Pioneer Valley			Franklin County		
Sales down 5.7% • Median price up 5.8%			Sales down 11.4% • Median price up 1.5%		
	<u>Nov. 2013</u>	<u>Nov. 2014</u>		<u>Nov. 2013</u>	<u>Nov. 2014</u>
Closed Sales (units)	371	350	Closed Sales (units)	35	31
Closed Sales (\$Vol)	74,815,041	76,310,230	Closed Sales (\$Vol)	6,261,900	6,220,050
Average Sales Price	201,658	218,029	Average Sales Price	178,911	200,647
Median Sales price	180,000	190,500	Median Sales Price	162,500	165,000

  

Hampden County			Hampshire County		
Sales down 2% • Median price up 8.5%			Sales down 13.8% • Median price up 7.9%		
	<u>Nov. 2013</u>	<u>Nov. 2014</u>		<u>Nov. 2013</u>	<u>Nov. 2014</u>
Closed Sales (units)	249	244	Closed Sales (units)	87	75
Closed Sales (\$Vol)	47,219,022	49,819,360	Closed Sales (\$Vol)	21,334,119	20,270,820
Average Sales Price	189,635	204,178	Average Sales Price	245,220	270,278
Median Sales price	165,900	180,000	Median Sales Price	227,000	245,000

### 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, 2014 Secretary • 323-7295

### **Mission**

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

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## November 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Down 5.7 percent from 371 in November 2013 to 350 in November 2014.
- **Median Price**— Up 5.8 percent from \$180,000 in November 2013 to \$190,500 in November 2014.
- **Inventory of available property**—Inventory is up 5.9 percent from 2,301 single family listings at the end of November 2013, to 2,436 single family listings at the end of November 2014.
- **Supply**—At the end of November 2013 there were 6.2 months of supply at the current rate of sale. At the end of November 2014 there were 7 months of supply at current rate of sale.
- **Days on Market**—The average days on market is down 8.4 percent from 119 days in November 2013 to 109 in November 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 5.2 percent from 388 in November 2013 to 408 in November 2014.
- **A Six-Year View**—The median price is up 6.4 percent from \$179,000 in November 2009 to \$190,500 in November 2014.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 3.97 percent with an average 0.5 points for the week ending November 26, 2014. Last year at this time the 30-year FRM averaged 4.29 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 1,700 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.