

# NEWS RELEASE

## REALTOR® Association of Pioneer Valley

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## November 2018 Single-Family Sales Report Pioneer Valley sales down 1.9% · Median price up 3.7%

### PIONEER VALLEY

Sales down 1.9%      Median Price up 3.7%

	2017	2018
Closed Sales (units)	516	506
Median Sales (price)	\$212,250	\$220,000

### FRANKLIN COUNTY

Sales down 23.2%      Median Price up 8.1%

	2017	2018
Closed Sales (units)	56	43
Median Sales (price)	\$210,000	\$227,000

### HAMPDEN COUNTY

Sales up 0.6%      Median Price up 3.3%

	2017	2018
Closed Sales (units)	354	356
Median Sales (price)	\$195,000	\$201,500

### HAMPSHIRE COUNTY

Sales up 1.8%      Median Price down 3.6%

	2017	2018
Closed Sales (units)	109	111
Median Sales (price)	\$275,000	\$265,000

#### For editorial comment:

Edward Alford, 2018 President, 413-535-3363

Richard Sawicki, Immediate Past President, 413-549-2600

Kelly Bowman, President-Elect, 413-665-2155

Franklin County: Kelly Bowman, President-Elect, 413-665-2155

Hampden County: Elias Acuna, Secretary, 413-626-4097 or Sue Drumm, Treasurer, 413-636-6945

Hampshire County: Richard Sawicki, Immediate Past President, 413-549-2600

#### 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.

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## November 2018 Key Points Pioneer Valley Single-Family Homes

- **Sales** - down 1.9 percent from 516 in November 2017 to 506 in November 2018.
- **Median Price** - up 3.7 percent from \$212,250 in November 2017 to \$220,000 in November 2018.
- **Inventory of Available Property** - down 14.9 percent from 1,800 homes for sale in November 2017 to 1,531 homes for sale in November 2018.
- **Supply** - down 14.2 percent from 3.6 months of supply at the current rate of sale by the end of November 2017 to 3.1 months of supply at the current rate of sale by the end of November 2018.
- **Days on the Market** - down 13.1 percent from 79 average number of days on the market in November 2017 to 69 average number of days on the market in November 2018.
- **Pending Sales (under agreement to sell)** - down 8.0 percent from 464 listings pending sale in November 2017 to 427 listings pending sale in November 2018.
- **Mortgage Rates:**
  - 30-year fixed-rate mortgage (FRM) averaged 4.87 percent with an average 0.5 points for the week ending 11/30/2018. Last year at this time the 30-year FRM averaged 3.92 percent with an average 0.5 points. (Source: [www.FreddieMac.com](http://www.FreddieMac.com))

*Editors and reporters: Please note that the term Realtor® is properly spelled with an initial capital "R", per the Associated Press Stylebook, or spelled in all capital letters and is a registered trademark of the National Association of REALTORS®.*

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# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 2.0%**

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

**+ 3.9%**

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

**- 17.2%**

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

### Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	464	<b>427</b>	- 8.0%	5,756	<b>5,681</b>	- 1.3%
Closed Sales	516	<b>506</b>	- 1.9%	5,545	<b>5,538</b>	- 0.1%
Median Sales Price*	\$212,250	<b>\$220,000</b>	+ 3.7%	\$208,000	<b>\$218,000</b>	+ 4.8%
Inventory of Homes for Sale	1,800	<b>1,531</b>	- 14.9%	--	--	--
Months Supply of Inventory	3.6	<b>3.1</b>	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	79	<b>69</b>	- 13.1%	78	<b>68</b>	- 13.3%
Percent of Original List Price Received*	94.9%	<b>94.5%</b>	- 0.5%	95.6%	<b>96.1%</b>	+ 0.5%
New Listings	462	<b>484</b>	+ 4.8%	7,692	<b>7,587</b>	- 1.4%

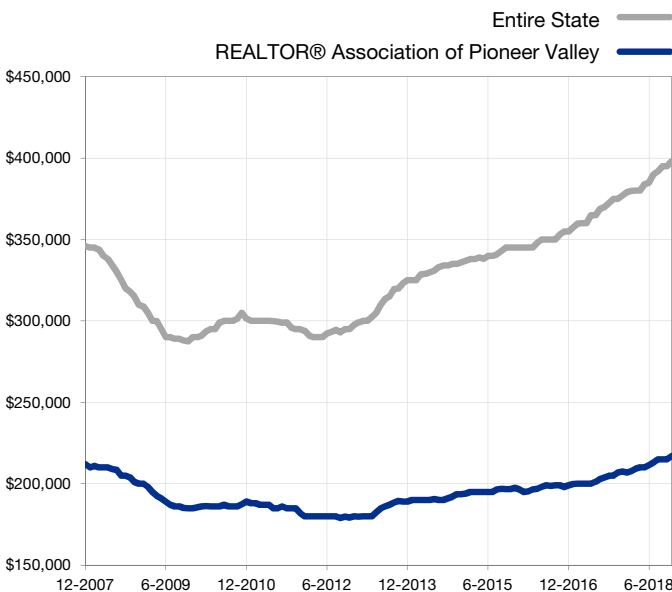
### Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	61	<b>68</b>	+ 11.5%	837	<b>838</b>	+ 0.1%
Closed Sales	72	<b>70</b>	- 2.8%	827	<b>802</b>	- 3.0%
Median Sales Price*	\$156,000	<b>\$145,600</b>	- 6.7%	\$160,000	<b>\$162,000</b>	+ 1.3%
Inventory of Homes for Sale	284	<b>194</b>	- 31.7%	--	--	--
Months Supply of Inventory	3.8	<b>2.7</b>	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	93	<b>51</b>	- 45.2%	99	<b>79</b>	- 20.2%
Percent of Original List Price Received*	96.7%	<b>96.7%</b>	+ 0.0%	95.8%	<b>96.9%</b>	+ 1.2%
New Listings	64	<b>62</b>	- 3.1%	1,059	<b>979</b>	- 7.6%

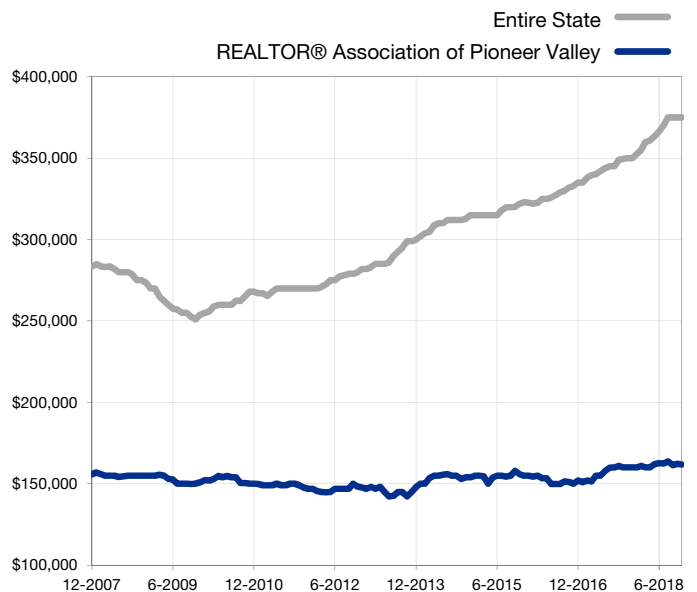
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	54	<b>44</b>	- 18.5%	621	<b>559</b>	- 10.0%
Closed Sales	56	<b>43</b>	- 23.2%	598	<b>550</b>	- 8.0%
Median Sales Price*	\$210,000	<b>\$227,000</b>	+ 8.1%	\$205,000	<b>\$209,900</b>	+ 2.4%
Inventory of Homes for Sale	245	<b>212</b>	- 13.5%	--	--	--
Months Supply of Inventory	4.5	<b>4.3</b>	- 4.4%	--	--	--
Cumulative Days on Market Until Sale	108	<b>73</b>	- 32.4%	113	<b>92</b>	- 18.6%
Percent of Original List Price Received*	93.0%	<b>91.5%</b>	- 1.6%	94.0%	<b>94.8%</b>	+ 0.9%
New Listings	48	<b>52</b>	+ 8.3%	817	<b>767</b>	- 6.1%

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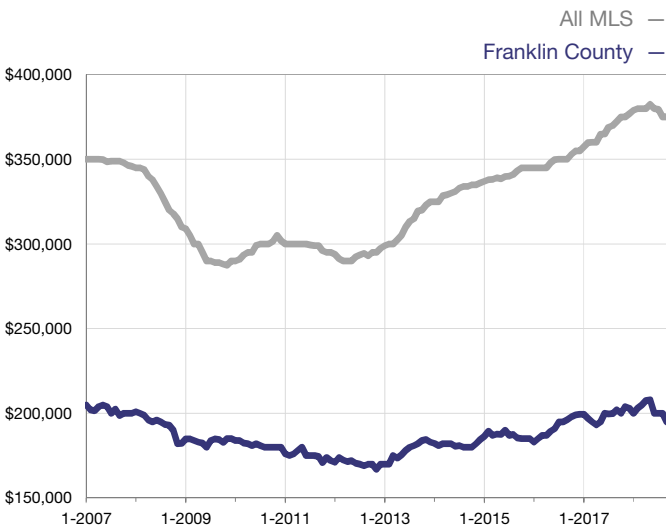
### Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	<b>4</b>	+ 33.3%	45	<b>40</b>	- 11.1%
Closed Sales	5	<b>5</b>	0.0%	47	<b>36</b>	- 23.4%
Median Sales Price*	\$185,000	<b>\$165,000</b>	- 10.8%	\$190,000	<b>\$177,500</b>	- 6.6%
Inventory of Homes for Sale	12	<b>12</b>	0.0%	--	--	--
Months Supply of Inventory	2.9	<b>3.1</b>	+ 6.9%	--	--	--
Cumulative Days on Market Until Sale	143	<b>62</b>	- 56.6%	145	<b>69</b>	- 52.4%
Percent of Original List Price Received*	96.7%	<b>98.1%</b>	+ 1.4%	94.8%	<b>98.2%</b>	+ 3.6%
New Listings	1	<b>4</b>	+ 300.0%	57	<b>44</b>	- 22.8%

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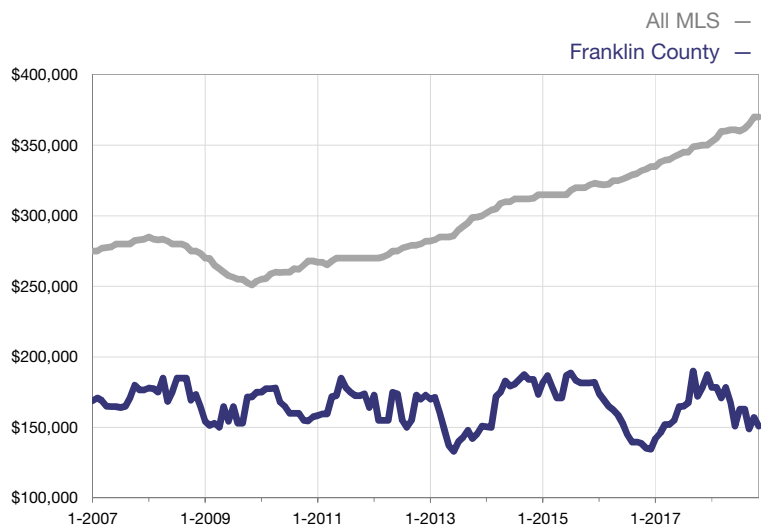
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2018

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## Hampden County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	326	<b>303</b>	- 7.1%	3,991	<b>3,972</b>	- 0.5%
Closed Sales	354	<b>356</b>	+ 0.6%	3,834	<b>3,866</b>	+ 0.8%
Median Sales Price*	\$195,000	<b>\$201,500</b>	+ 3.3%	\$190,000	<b>\$200,000</b>	+ 5.3%
Inventory of Homes for Sale	1,095	<b>954</b>	- 12.9%	--	--	--
Months Supply of Inventory	3.1	<b>2.7</b>	- 12.9%	--	--	--
Cumulative Days on Market Until Sale	69	<b>68</b>	- 1.4%	70	<b>60</b>	- 14.3%
Percent of Original List Price Received*	95.5%	<b>94.7%</b>	- 0.8%	96.0%	<b>96.5%</b>	+ 0.5%
New Listings	329	<b>352</b>	+ 7.0%	5,232	<b>5,257</b>	+ 0.5%

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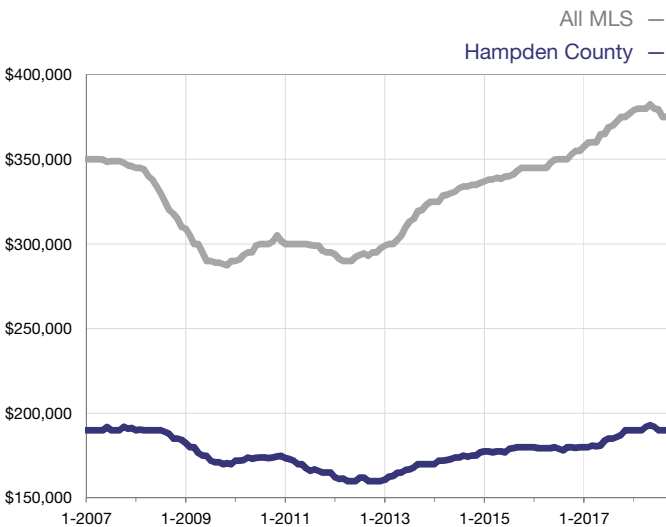
### Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	42	<b>54</b>	+ 28.6%	497	<b>526</b>	+ 5.8%
Closed Sales	47	<b>37</b>	- 21.3%	474	<b>494</b>	+ 4.2%
Median Sales Price*	\$140,000	<b>\$120,000</b>	- 14.3%	\$137,250	<b>\$140,000</b>	+ 2.0%
Inventory of Homes for Sale	177	<b>124</b>	- 29.9%	--	--	--
Months Supply of Inventory	4.1	<b>2.7</b>	- 34.1%	--	--	--
Cumulative Days on Market Until Sale	88	<b>57</b>	- 35.2%	95	<b>78</b>	- 17.9%
Percent of Original List Price Received*	95.5%	<b>95.1%</b>	- 0.4%	95.1%	<b>96.1%</b>	+ 1.1%
New Listings	49	<b>48</b>	- 2.0%	643	<b>623</b>	- 3.1%

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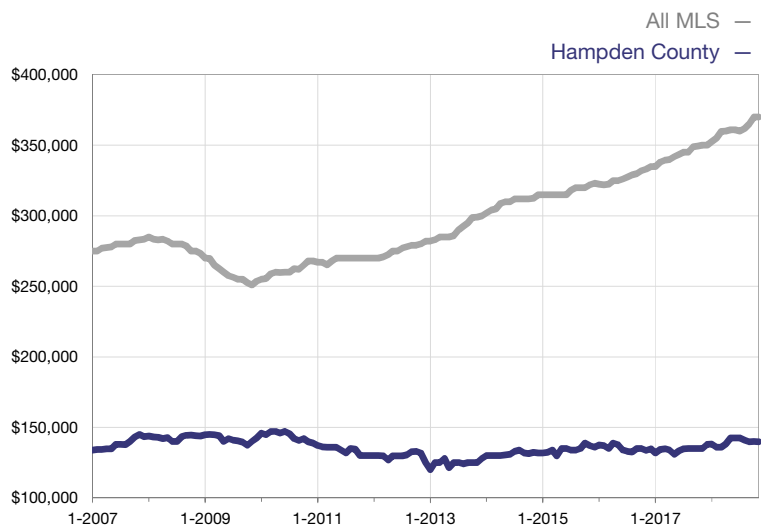
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2018

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## Hampshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	89	85	- 4.5%	1,189	1,201	+ 1.0%
Closed Sales	109	111	+ 1.8%	1,161	1,180	+ 1.6%
Median Sales Price*	\$275,000	\$265,000	- 3.6%	\$272,500	\$280,000	+ 2.8%
Inventory of Homes for Sale	463	361	- 22.0%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	96	65	- 32.3%	89	80	- 10.1%
Percent of Original List Price Received*	94.1%	94.9%	+ 0.9%	95.2%	95.6%	+ 0.4%
New Listings	92	83	- 9.8%	1,689	1,628	- 3.6%

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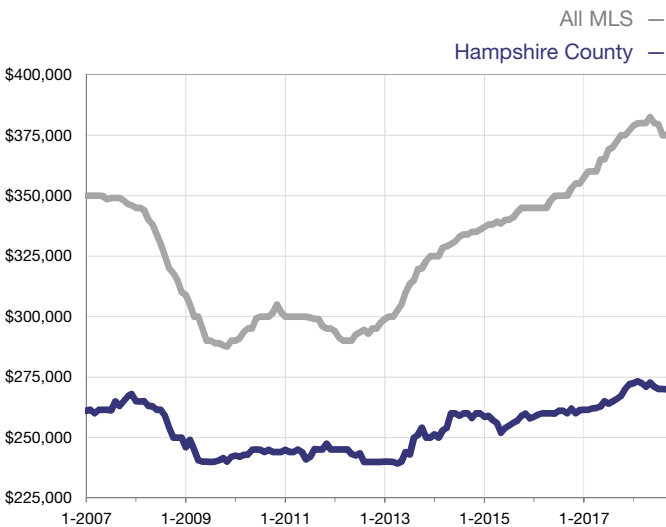
### Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	18	10	- 44.4%	301	274	- 9.0%
Closed Sales	20	28	+ 40.0%	310	274	- 11.6%
Median Sales Price*	\$215,950	\$165,750	- 23.2%	\$209,950	\$202,750	- 3.4%
Inventory of Homes for Sale	96	54	- 43.8%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	91	41	- 54.9%	99	80	- 19.2%
Percent of Original List Price Received*	99.5%	98.7%	- 0.8%	97.0%	98.2%	+ 1.2%
New Listings	15	10	- 33.3%	365	309	- 15.3%

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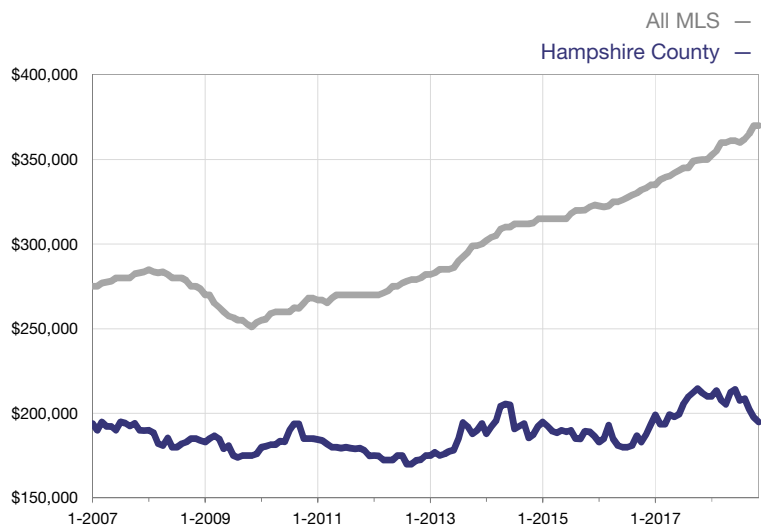
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Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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