

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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September 2014 Single Family Sales Report Pioneer Valley sales up 9.8% • Median price up 2.5% to \$194,700

Pioneer Valley			Franklin County		
Sales up 9.8% · Median price up 2.5%			Sales climb 48.6% · Median price up 5.2%		
	<u>Sept. 2013</u>	<u>Sept. 2014</u>		<u>Sept. 2013</u>	<u>Sept. 2014</u>
Closed Sales (units)	406	446	Closed Sales (units)	35	52
Closed Sales (\$Vol)	89,925,425	95,933,132	Closed Sales (\$Vol)	7,584,036	10,841,950
Average Sales Price	221,491	215,097	Average Sales Price	216,687	208,499
Median Sales price	190,000	194,700	Median Sales Price	189,000	198,750

Hampden County			Hampshire County		
Sales climb 11.8% · Median price down 2.9%			Sales down 9% · Median price remains the same		
	<u>Sept. 2013</u>	<u>Sept. 2014</u>		<u>Sept. 2013</u>	<u>Sept. 2014</u>
Closed Sales (units)	271	303	Closed Sales (units)	100	91
Closed Sales (\$Vol)	54,495,701	60,862,377	Closed Sales (\$Vol)	27,845,688	24,228,805
Average Sales Price	201,091	200,866	Average Sales Price	278,457	266,251
Median Sales price	175,000	170,000	Median Sales Price	260,000	260,000

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Mission

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

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September 2014—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 9.8 percent from 406 in September 2013 to 446 in September 2014.
- **Median Price**— Up 2.5 percent from \$190,000 in September 2013 to \$194,700 in September 2014.
- **Inventory of available property**—Inventory is up 11.9 percent from 2,714 single family listings at the end of September 2013, to 3,036 single family listings at the end of September 2014.
- **Supply**—At the end of September 2013 there were 6.7 months of supply at the current rate of sale. At the end of September 2014 there were 6.8 months of supply at current rate of sale.
- **Days on Market**—The average days on market is down 1 percent from 105 days in September 2013 to 104 in September 2014.
- **Pending Sales**—Listings which are under agreement to sell are up 9.3 percent from 514 in September 2013 to 562 in September 2014.
- **A Six-Year View**—The median price is up 2.5 percent from \$190,000 in September 2009 to \$194,700 in September 2014.
- **Mortgage Rates**
30-year fixed-rate mortgage (FRM) averaged 4.20 percent with an average 0.5 points for the week ending September 25, 2014. Last year at this time the 30-year FRM averaged 4.32 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.