

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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September 2019 Single-Family Sales Report Pioneer Valley sales up 7.7% · Median price up 6.2%

PIONEER VALLEY

Sales up 7.7%	Median Price up 6.2%	
	2018	2019
Closed Sales (units)	504	543
Median Sales (price)	\$216,500	\$230,000

FRANKLIN COUNTY

Sales down 12.7%	Median Price up 15.0%	
	2018	2019
Closed Sales (units)	63	55
Median Sales (price)	\$200,000	\$230,000

HAMPDEN COUNTY

Sales up 3.3%	Median Price up 8.1%	
	2018	2019
Closed Sales (units)	359	371
Median Sales (price)	\$198,000	\$214,000

HAMPSHIRE COUNTY

Sales up 33.0%	Median Price up 5.9%	
	2018	2019
Closed Sales (units)	88	117
Median Sales (price)	\$295,000	\$312,500

For editorial comment:

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

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

Hampden County: Sue Drumm, *President-Elect*, 413-636-6945 or Elias Acuña, *Treasurer*, 413-626-4097

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About the REALTOR® Association of Pioneer Valley:

Organized in 1915, the REALTOR® Association of Pioneer Valley is a professional trade organization with more than 1,800 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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September 2019 Key Points Pioneer Valley Single-Family Homes

- **Sales** – up 7.7 percent from 504 in September 2018 to 543 in September 2019.
- **Median Price** - up 6.2 percent from \$216,500 in September 2018 to \$230,000 in September 2019.
- **Inventory of Available Property** - down 27.3 percent from 2,035 homes for sale in September 2018 to 1,480 homes for sale in September 2019.
- **Supply** - down 27.3 percent from 4.1 months of supply at the current rate of sale by the end of September 2018 to 3.0 months of supply at the current rate of sale by the end of September 2019.
- **Days on the Market** – down 15.6 percent from 65 average number of days on the market in September 2018 to 55 average number of days on the market in September 2019
- **Pending Sales (under agreement to sell)** - up 38.0 percent from 432 listings pending sale in September 2018 to 596 listings pending sale in September 2019.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.61 percent with an average 0.5 points for the week ending 9/30/2019. Last year at this time the 30-year FRM averaged 4.63 percent with an average 0.5 points. (Source: 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 – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 6.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

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

- 27.9%

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

Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	432	596	+ 38.0%	4,641	4,957	+ 6.8%
Closed Sales	504	543	+ 7.7%	4,476	4,465	- 0.2%
Median Sales Price*	\$216,500	\$230,000	+ 6.2%	\$218,000	\$226,500	+ 3.9%
Inventory of Homes for Sale	2,035	1,480	- 27.3%	--	--	--
Months Supply of Inventory	4.1	3.0	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	65	55	- 15.6%	68	68	- 0.9%
Percent of Original List Price Received*	95.5%	97.1%	+ 1.7%	96.1%	96.4%	+ 0.3%
New Listings	644	702	+ 9.0%	6,403	6,306	- 1.5%

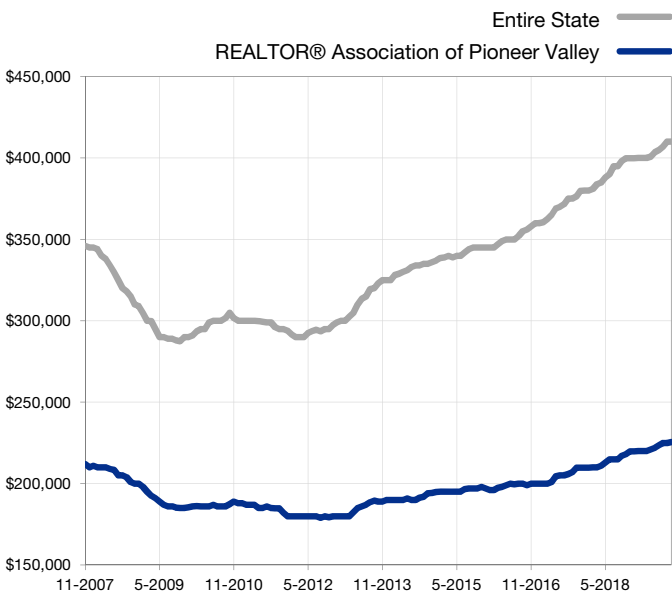
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	69	72	+ 4.3%	690	710	+ 2.9%
Closed Sales	83	82	- 1.2%	652	677	+ 3.8%
Median Sales Price*	\$161,000	\$162,400	+ 0.9%	\$162,750	\$165,000	+ 1.4%
Inventory of Homes for Sale	258	174	- 32.6%	--	--	--
Months Supply of Inventory	3.6	2.3	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	66	57	- 12.6%	83	72	- 12.6%
Percent of Original List Price Received*	96.5%	97.9%	+ 1.5%	97.0%	96.8%	- 0.2%
New Listings	92	74	- 19.6%	835	805	- 3.6%

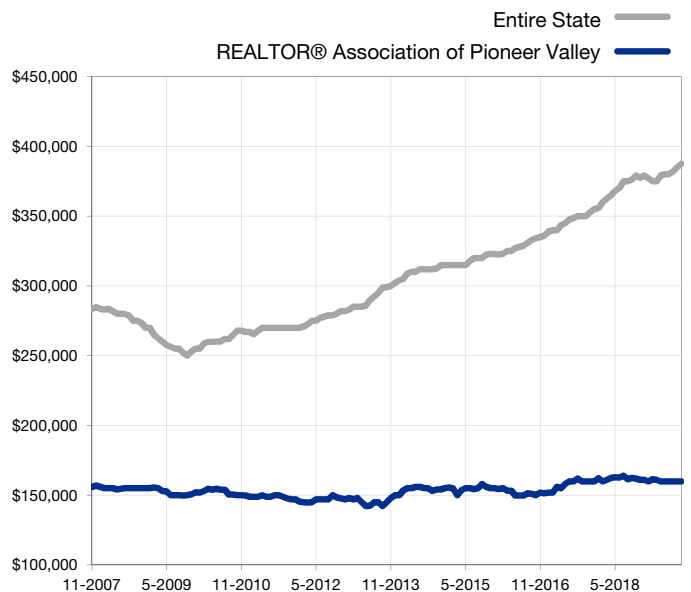
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	62	+ 63.2%	460	499	+ 8.5%
Closed Sales	63	55	- 12.7%	438	454	+ 3.7%
Median Sales Price*	\$200,000	\$230,000	+ 15.0%	\$205,000	\$225,000	+ 9.8%
Inventory of Homes for Sale	252	210	- 16.7%	--	--	--
Months Supply of Inventory	5.1	4.2	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	64	86	+ 34.4%	95	89	- 6.3%
Percent of Original List Price Received*	94.5%	94.6%	+ 0.1%	94.8%	94.3%	- 0.5%
New Listings	69	72	+ 4.3%	644	657	+ 2.0%

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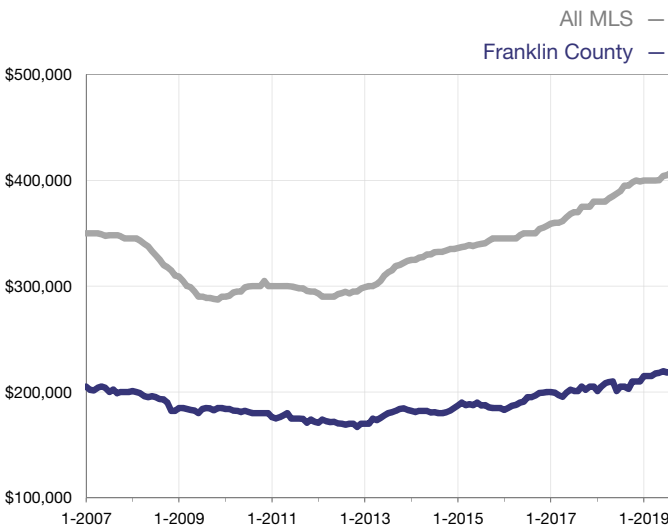
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	5	+ 25.0%	32	35	+ 9.4%
Closed Sales	3	4	+ 33.3%	20	32	+ 60.0%
Median Sales Price*	\$200,000	\$271,750	+ 35.9%	\$185,000	\$206,750	+ 11.8%
Inventory of Homes for Sale	16	11	- 31.3%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	109	42	- 61.5%	71	96	+ 35.2%
Percent of Original List Price Received*	99.0%	97.4%	- 1.6%	98.5%	95.8%	- 2.7%
New Listings	2	4	+ 100.0%	38	37	- 2.6%

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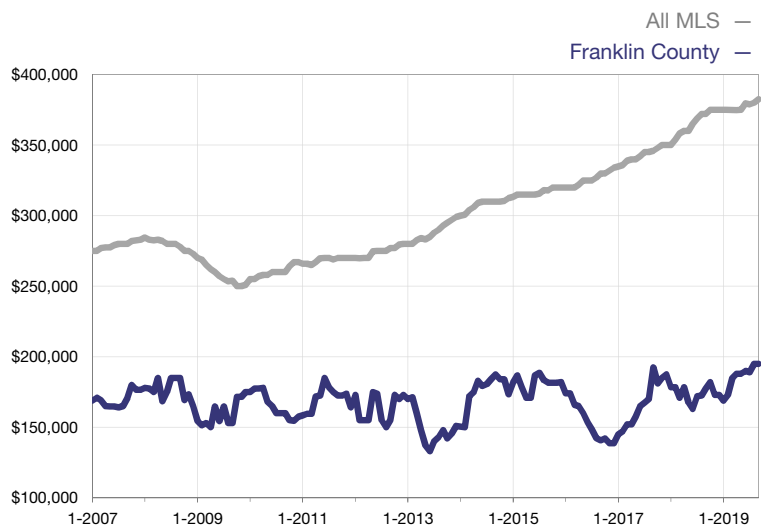
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	325	418	+ 28.6%	3,237	3,446	+ 6.5%
Closed Sales	359	371	+ 3.3%	3,108	3,127	+ 0.6%
Median Sales Price*	\$198,000	\$214,000	+ 8.1%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	1,277	891	- 30.2%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--
Cumulative Days on Market Until Sale	53	50	- 5.7%	59	60	+ 1.7%
Percent of Original List Price Received*	96.3%	97.8%	+ 1.6%	96.5%	96.9%	+ 0.4%
New Listings	443	499	+ 12.6%	4,419	4,309	- 2.5%

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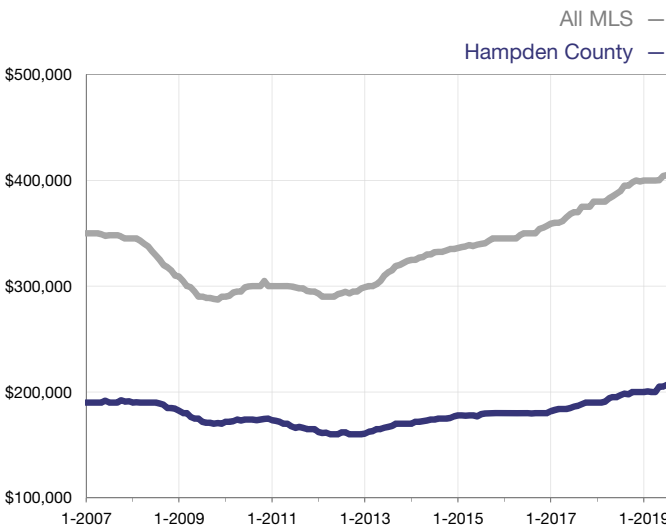
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	40	46	+ 15.0%	426	454	+ 6.6%
Closed Sales	47	55	+ 17.0%	412	436	+ 5.8%
Median Sales Price*	\$141,500	\$142,500	+ 0.7%	\$140,000	\$144,000	+ 2.9%
Inventory of Homes for Sale	161	103	- 36.0%	--	--	--
Months Supply of Inventory	3.5	2.2	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	58	64	+ 10.3%	81	70	- 13.6%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	96.2%	96.3%	+ 0.1%
New Listings	63	46	- 27.0%	523	520	- 0.6%

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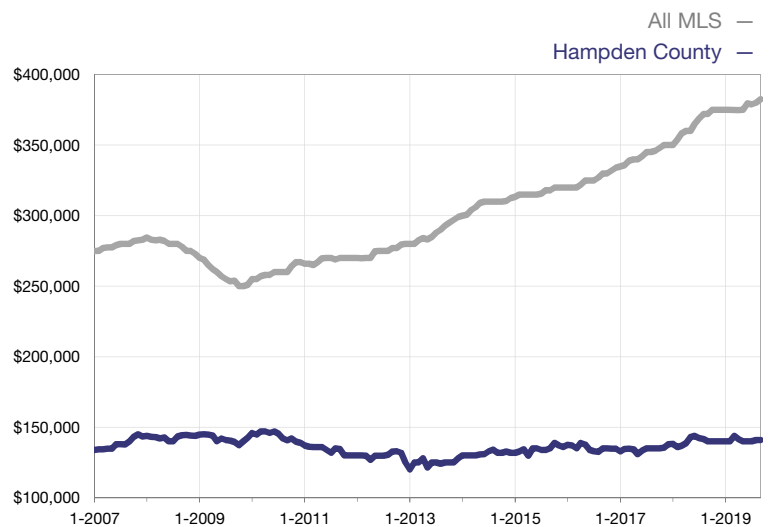
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Hampshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	79	129	+ 63.3%	985	1,065	+ 8.1%
Closed Sales	88	117	+ 33.0%	970	926	- 4.5%
Median Sales Price*	\$295,000	\$312,500	+ 5.9%	\$286,000	\$297,250	+ 3.9%
Inventory of Homes for Sale	493	369	- 25.2%	--	--	--
Months Supply of Inventory	4.6	3.6	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	113	58	- 48.7%	82	79	- 3.7%
Percent of Original List Price Received*	93.2%	95.6%	+ 2.6%	95.7%	95.8%	+ 0.1%
New Listings	134	140	+ 4.5%	1,388	1,390	+ 0.1%

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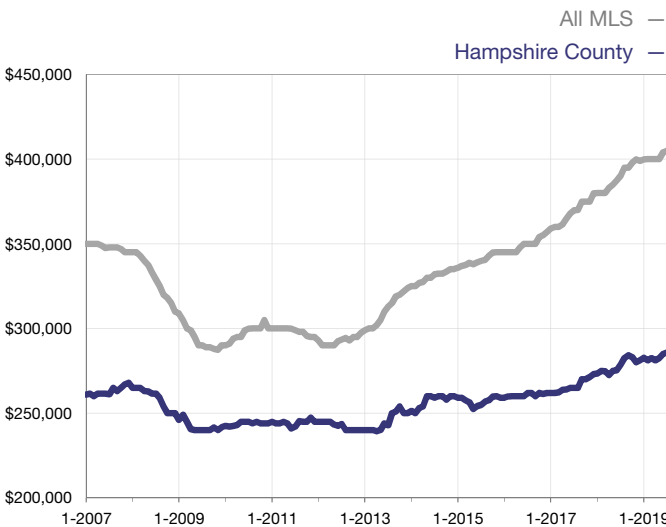
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	21	- 12.5%	234	222	- 5.1%
Closed Sales	32	23	- 28.1%	222	210	- 5.4%
Median Sales Price*	\$246,700	\$230,000	- 6.8%	\$204,000	\$237,000	+ 16.2%
Inventory of Homes for Sale	77	58	- 24.7%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	70	45	- 35.7%	86	70	- 18.6%
Percent of Original List Price Received*	97.3%	100.1%	+ 2.9%	98.2%	97.8%	- 0.4%
New Listings	27	24	- 11.1%	271	251	- 7.4%

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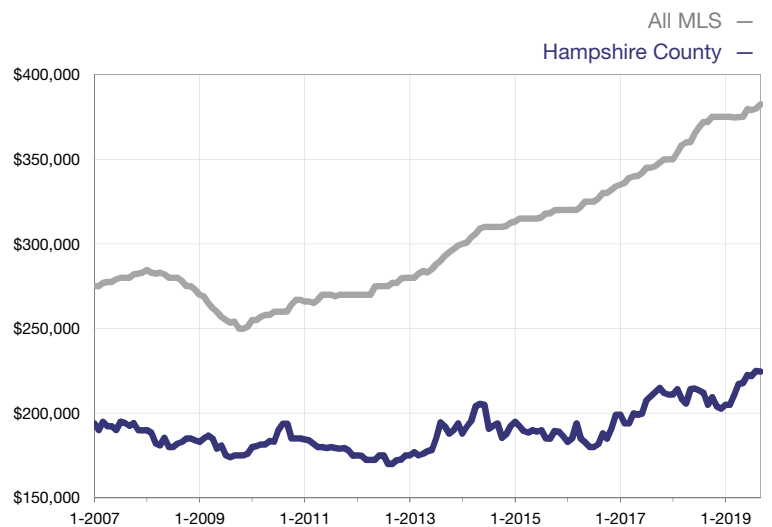
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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