

NEWS RELEASE

REALTOR® Association of Pioneer Valley

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2019 Year End Single Family Sales Report Pioneer Valley sales up 0.9% · Median price up 4.1%

PIONEER VALLEY

Sales up 0.9% Median Price up 4.1%

	2018	2019
Closed Sales (units)	5,970	6,026
Median Sales (price)	\$219,900	\$229,000

FRANKLIN COUNTY

Sales up 4.1% Median Price up 7.7%

	2018	2019
Closed Sales (units)	584	608
Median Sales (price)	\$210,000	\$226,250

HAMPDEN COUNTY

Sales up 1.8% Median Price up 6.6%

	2018	2019
Closed Sales (units)	4,150	4,226
Median Sales (price)	\$200,000	\$213,200

HAMPSHIRE COUNTY

Sales down 2.8% Median Price up 3.3%

	2018	2019
Closed Sales (units)	1,285	1,249
Median Sales (price)	\$282,400	\$291,750

For editorial comment:

Sue Drumm, *President*, 413-636-6945

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Franklin County: Kelly Bowman, *Immediate Past President*, 413-695-1448

Hampden County: Kelly Bowman, *Immediate Past President*, 413-695-1448 or Elias Acuna, *President Elect*, 413-626-4097

Hampshire County: Richard Sawicki, *2017 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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2019 Key Points Pioneer Valley Single-Family Homes

- **Sales** - up 0.9 percent from 5,970 in 2018 to 6,026 in 2019.
- **Median Price** - up 4.1 percent from \$219,900 in 2018 to \$229,000 in 2019.
- **Days on the Market** - down 2.7 percent from 68 average number of days on the market in 2018 to 66 average number of days on the market in 2019.
- **Pending Sales (under agreement to sell)** - up 4.8 percent from 5,867 listings pending sale in 2018 to 6,149 listings pending sale in 2019.
- **Mortgage Rates:**
 - 30-year fixed-rate mortgage (FRM) averaged 3.94 percent with an average 0.7 points for the Annual Average. Last year at this time the 30-year FRM averaged 4.54 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 – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 7.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.1%

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

- 32.7%

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

Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	319	337	+ 5.6%	5,867	6,149	+ 4.8%
Closed Sales	473	491	+ 3.8%	5,970	6,026	+ 0.9%
Median Sales Price*	\$221,250	\$234,000	+ 5.8%	\$219,900	\$229,000	+ 4.1%
Inventory of Homes for Sale	1,505	994	- 34.0%	--	--	--
Months Supply of Inventory	3.0	2.0	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	74	66	- 10.3%	68	66	- 2.7%
Percent of Original List Price Received*	94.8%	95.7%	+ 1.0%	95.8%	96.3%	+ 0.5%
New Listings	335	267	- 20.3%	7,885	7,669	- 2.7%

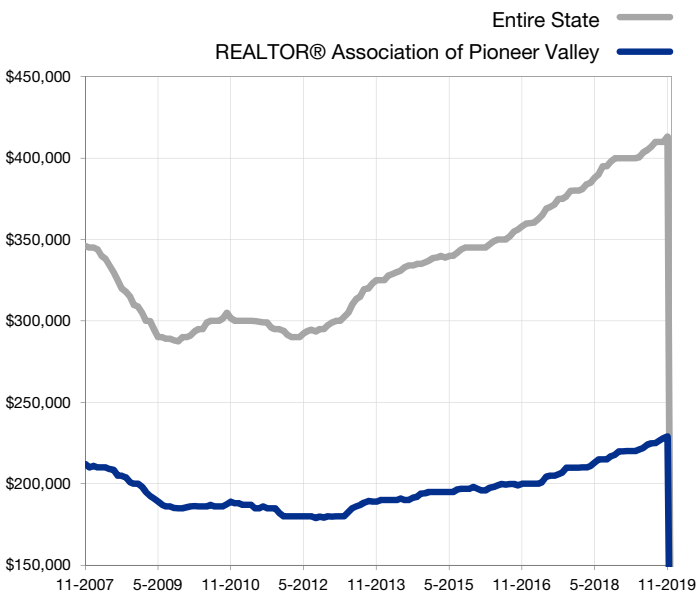
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	41	44	+ 7.3%	874	888	+ 1.6%
Closed Sales	63	86	+ 36.5%	865	895	+ 3.5%
Median Sales Price*	\$150,000	\$155,300	+ 3.5%	\$161,000	\$164,950	+ 2.5%
Inventory of Homes for Sale	200	153	- 23.5%	--	--	--
Months Supply of Inventory	2.8	2.1	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	63	51	- 18.4%	78	67	- 14.1%
Percent of Original List Price Received*	96.2%	96.7%	+ 0.5%	96.9%	96.9%	+ 0.1%
New Listings	36	40	+ 11.1%	1,016	1,022	+ 0.6%

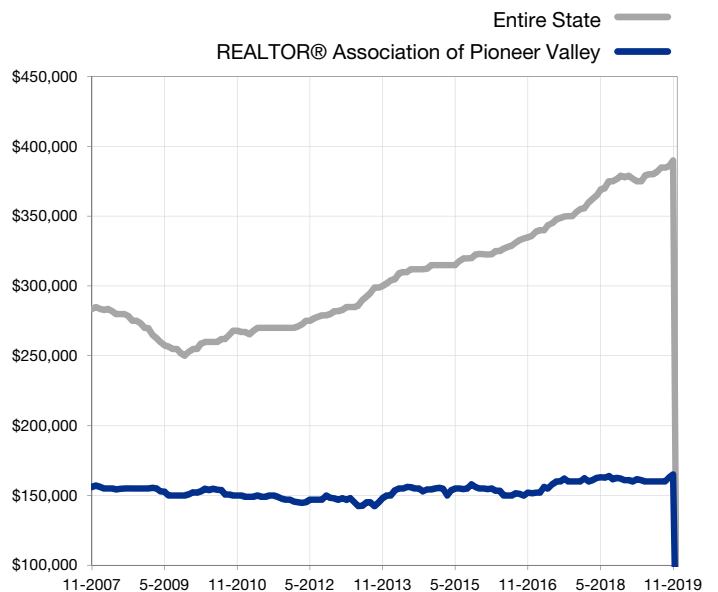
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	27	34	+ 25.9%	571	615	+ 7.7%
Closed Sales	38	50	+ 31.6%	584	608	+ 4.1%
Median Sales Price*	\$197,500	\$226,000	+ 14.4%	\$210,000	\$226,250	+ 7.7%
Inventory of Homes for Sale	206	140	- 32.0%	--	--	--
Months Supply of Inventory	4.2	2.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	78	77	- 1.3%	92	88	- 4.3%
Percent of Original List Price Received*	92.5%	95.7%	+ 3.5%	94.2%	94.4%	+ 0.2%
New Listings	34	19	- 44.1%	795	786	- 1.1%

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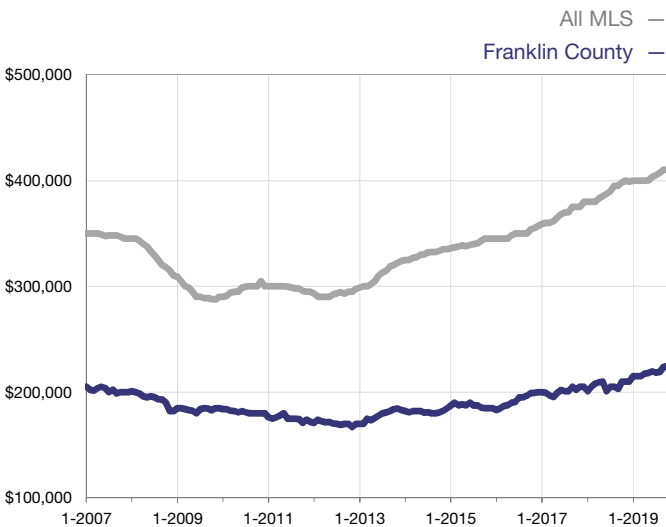
Condominium Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	2	+ 100.0%	41	41	0.0%
Closed Sales	3	1	- 66.7%	39	40	+ 2.6%
Median Sales Price*	\$122,500	\$132,000	+ 7.8%	\$173,000	\$200,000	+ 15.6%
Inventory of Homes for Sale	12	11	- 8.3%	--	--	--
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--
Cumulative Days on Market Until Sale	50	59	+ 18.0%	67	85	+ 26.9%
Percent of Original List Price Received*	93.9%	94.4%	+ 0.5%	97.8%	95.8%	- 2.0%
New Listings	0	1	--	45	46	+ 2.2%

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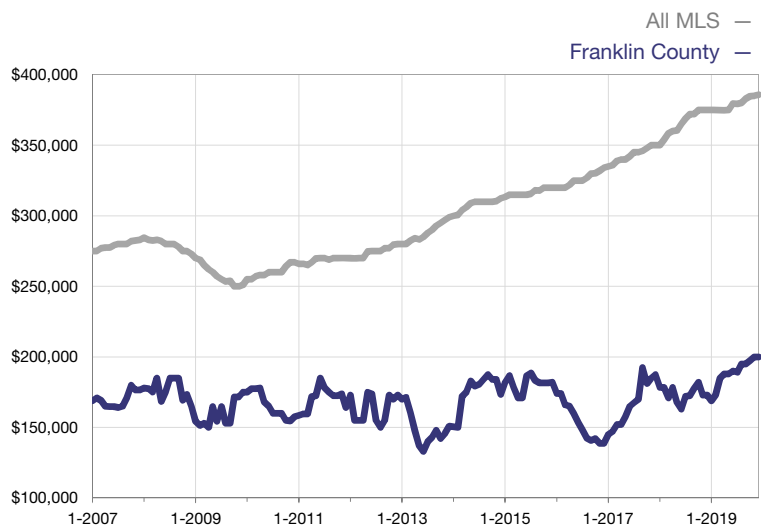
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	231	231	0.0%	4,096	4,287	+ 4.7%
Closed Sales	323	346	+ 7.1%	4,150	4,226	+ 1.8%
Median Sales Price*	\$198,000	\$218,750	+ 10.5%	\$200,000	\$213,200	+ 6.6%
Inventory of Homes for Sale	958	590	- 38.4%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	66	60	- 9.1%	61	60	- 1.6%
Percent of Original List Price Received*	95.3%	95.8%	+ 0.5%	96.2%	96.7%	+ 0.5%
New Listings	240	187	- 22.1%	5,464	5,262	- 3.7%

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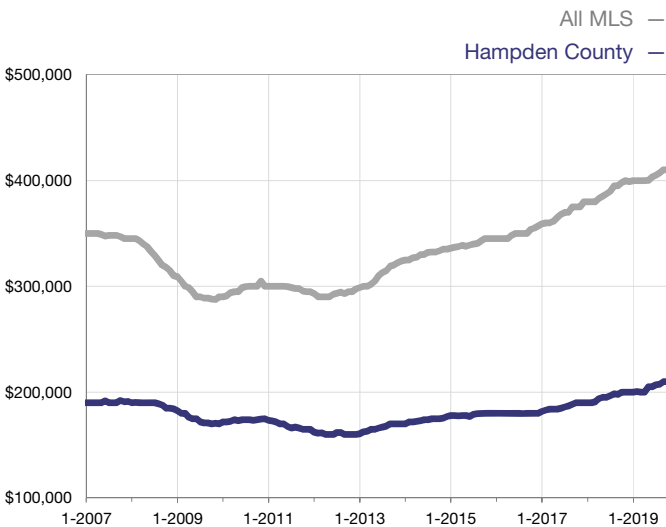
Condominium Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	29	28	- 3.4%	549	570	+ 3.8%
Closed Sales	44	63	+ 43.2%	538	581	+ 8.0%
Median Sales Price*	\$130,500	\$130,000	- 0.4%	\$140,000	\$142,250	+ 1.6%
Inventory of Homes for Sale	127	94	- 26.0%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	66	51	- 22.7%	77	66	- 14.3%
Percent of Original List Price Received*	95.0%	96.0%	+ 1.1%	96.0%	96.5%	+ 0.5%
New Listings	25	22	- 12.0%	647	669	+ 3.4%

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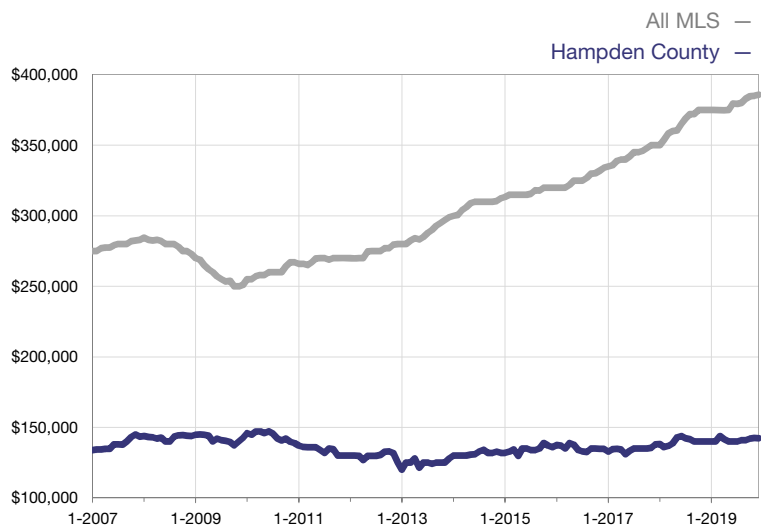
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2019

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	60	71	+ 18.3%	1,242	1,302	+ 4.8%
Closed Sales	113	102	- 9.7%	1,285	1,249	- 2.8%
Median Sales Price*	\$277,000	\$288,500	+ 4.2%	\$282,400	\$291,750	+ 3.3%
Inventory of Homes for Sale	336	262	- 22.0%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--
Cumulative Days on Market Until Sale	93	81	- 12.9%	81	77	- 4.9%
Percent of Original List Price Received*	94.1%	95.7%	+ 1.7%	95.5%	95.7%	+ 0.2%
New Listings	58	60	+ 3.4%	1,679	1,675	- 0.2%

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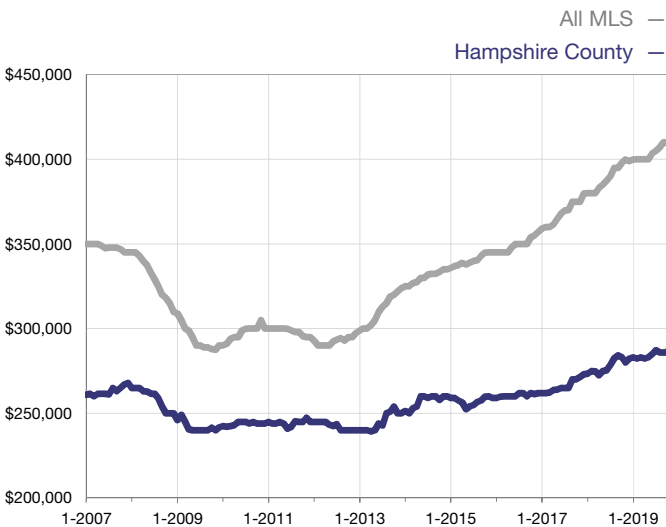
Condominium Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	14	+ 27.3%	286	278	- 2.8%
Closed Sales	16	22	+ 37.5%	290	275	- 5.2%
Median Sales Price*	\$214,000	\$214,950	+ 0.4%	\$202,750	\$230,000	+ 13.4%
Inventory of Homes for Sale	57	48	- 15.8%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	56	53	- 5.4%	79	64	- 19.0%
Percent of Original List Price Received*	99.8%	98.8%	- 1.0%	98.3%	98.0%	- 0.3%
New Listings	11	17	+ 54.5%	321	310	- 3.4%

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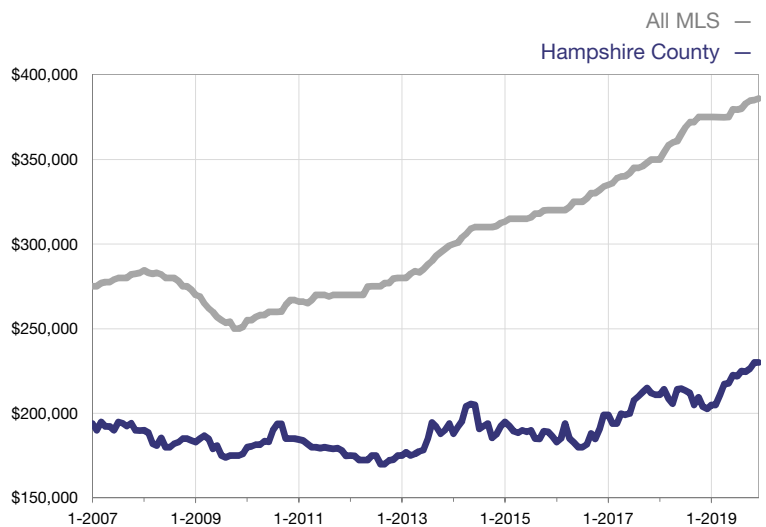
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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