

# News Release

## REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.

The Western New England Center for Real Estate Services  
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## March 2015 Single Family Sales Report Pioneer Valley sales up 14.2% • Median price down 2.8% to \$180,000

Pioneer Valley			Franklin County		
Sales up 14.2% • Median price down 2.8%			Sales up 37.5% • Median price down 8.9%		
	<u>Mar. 2014</u>	<u>Mar. 2015</u>		<u>Mar. 2014</u>	<u>Mar. 2015</u>
Closed Sales (units)	246	281	Closed Sales (units)	24	33
Closed Sales (\$Vol)	53,366,637	59,307,543	Closed Sales (\$Vol)	4,954,000	7,595,300
Average Sales Price	216,938	211,059	Average Sales Price	206,417	230,161
Median Sales price	185,225	180,000	Median Sales Price	197,500	180,000

  

Hampden County			Hampshire County		
Sales up 11.8% • Median price down 4%			Sales up 11.5% • Median price down 2.9%		
	<u>Mar. 2014</u>	<u>Mar. 2015</u>		<u>Mar. 2014</u>	<u>Mar. 2015</u>
Closed Sales (units)	170	190	Closed Sales (units)	52	58
Closed Sales (\$Vol)	34,001,148	36,508,750	Closed Sales (\$Vol)	14,411,489	15,203,493
Average Sales Price	200,007	192,151	Average Sales Price	277,144	262,129
Median Sales price	170,950	163,950	Median Sales Price	257,450	250,000

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### **Mission**

To champion private property rights and advocate for our members

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## March 2015—KEY POINTS Pioneer Valley Single-Family Homes

- **Sales**—Up 14.2 percent from 246 in March 2014 to 281 in March 2015.
- **Median Price**— Down 2.8 percent from \$185,225 in March 2014 to \$180,000 in March 2015.
- **Inventory of available property**—Inventory is down 6.1 percent from 2,067 single family listings at the end of March 2014, to 1,941 single family listings at the end of March 2015.
- **Supply**—At the end of March 2014 there were 8.4 months of supply at the current rate of sale. At the end of March 2015 there were 6.9 months of supply at current rate of sale.
- **Days on Market**—The average days on market is down 4.5 percent from 156 days in March 2014 to 149 in March 2015.
- **Pending Sales**—Listings which are under agreement to sell are up 9.9 percent from 493 in March 2014 to 542 in March 2015.
- **A Six-Year View**—The median price remains the same from \$180,000 in March 2010 to \$180,000 in March 2015.
- **Mortgage Rates**  
30-year fixed-rate mortgage (FRM) averaged 3.69 percent with an average 0.6 points for the week ending March 26, 2015. Last year at this time the 30-year FRM averaged 4.40 percent with an average 0.6 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.