

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
 The Western New England Center for Real Estate Services  
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## 2009 Single Family Sales Report

Pioneer Valley sales up 8.3% • Median price down 7.5%

Pioneer Valley			Franklin County		
Sales up 8.3% • Median Price down 7.5%			Sales up 13.8% • Median Price up 1.4%		
	<u>2008</u>	<u>2009</u>		<u>2008</u>	<u>2009</u>
Closed Sales (units)	3966	4297	Closed Sales (units)	411	477
Closed Sales (\$Vol)	880,936,277	892,459,460	Closed Sales (\$Vol)	86,616,835	97,001,742
Average Sales Price	222,122	207,694	Average Sales Price	210,747	203,358
Median Sales price	199,900	185,000	Median Sales Price	182,500	185,000

  

Hampden County			Hampshire County		
Sales up 7.7% • Median Price down 7.6%			Sales up 6.6% • Median price down 3.2%		
	<u>2008</u>	<u>2009</u>		<u>2008</u>	<u>2009</u>
Closed Sales (units)	2710	2919	Closed Sales (units)	845	901
Closed Sales (\$Vol)	556,839,648	554,090,555	Closed Sales (\$Vol)	237,479,795	241,367,163
Average Sales Price	205,476	189,822	Average Sales Price	281,041	267,888
Median Sales price	184,000	170,000	Median Sales Price	250,000	242,000

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created on January 11, 2010

**Mission**

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## **2009 TALKING POINTS**

### **Pioneer Valley Single-Family Homes — Key Points**

- Sales – up 8.3% (from 3966 sold in 2008 to 4297 sold in 2009)
- Prices - Median Price down 7.5% (from \$199,900 in 2008 to \$185,000 in 2009)
- Inventory - down 10.1% (Number of Listings from 2635 at the end of December 2008 to 2370 in the end December of 2009)
- Supply - At the end of December 2008 there was 8.9 months supply at the current rate of sale, at the end of December 2009 there was 7.7 months of supply at the current rate of sale. The market is considered balanced when there is between 7.5 and 8.5 months of supply.
- Days on Market - The average days on market for single-family homes stay the same from 208 days at the end of December 2008 to 208 at the end of December 2009
- Six-year snapshot - Value climbs 9.5% for long-term investors  
Median price up 14.2% from \$162,000 in the end of 2003 to \$185,000 in the end of 2009
- Mortgage Terms/Rates - The average rate for a 30-year fixed home loan averaged 5.09 percent with an average of 0.7 point for the week of ending January 7, 2010, down from last week when it averaged 5.14 percent. According to Freddie Mac. Last year at this time, the 30-year FRM averaged 5.01 percent.

Source: FreddieMac.com on January 7, 2010