

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
 The Western New England Center for Real Estate Services
 221 Industry Avenue Springfield, MA 01104
 413-785-1328 phone 877-854-6978 toll-free 413-731-7125 fax
 www.rapv.com

Ben Scranton, e-PRO
 Executive Vice President, ben@rapv.com



3rd Quarter 2009 Single Family Sales Report Pioneer Valley sales up 10.1% • Median price down 6.0%

Pioneer Valley			Franklin County		
Sales up 10.1% • Median Price down 6.0%			Sales up 17.9% • Median Price up 3.8%		
	<u>3rd Qtr 2008</u>	<u>3rd Qtr 2009</u>		<u>3rd Qtr 2008</u>	<u>3rd Qtr 2009</u>
Closed Sales (units)	1223	1347	Closed Sales (units)	151	178
Closed Sales (\$Vol)	276,232,895	294,723,600	Closed Sales (\$Vol)	33,138,158	37,711,436
Average Sales Price	225,865	218,800	Average Sales Price	219,458	211,862
Median Sales price	205,000	192,800	Median Sales Price	185,000	192,000

Hampden County			Hampshire County		
Sales up 9.4% • Median Price down 3.8%			Sales up 8.0% • Median price down 0.1%		
	<u>3rd Qtr 2008</u>	<u>3rd Qtr 2009</u>		<u>3rd Qtr 2008</u>	<u>3rd Qtr 2009</u>
Closed Sales (units)	785	859	Closed Sales (units)	287	310
Closed Sales (\$Vol)	161,955,705	172,509,534	Closed Sales (\$Vol)	81,138,918	84,502,900
Average Sales Price	206,313	200,826	Average Sales Price	282,714	272,590
Median Sales price	185,000	177,900	Median Sales Price	250,000	249,650

For editorial comment contact:

Mark Abramson, 2009 President • 413-774-1200

Kathleen M. Witalisz, 2009 President-Elect • 413-568-0005

Donald E. Thompson, Immediate Past-President • 413-221-9981 or 413-565-5478.

Hampshire County: Linda Rotti • 413-549-3700

Franklin County: Corinne Fitzgerald • 413-774-6371

Susan Renfrew, Past-President, Massachusetts Association of REALTORS® • 413-774-7481

Kevin Sears, President-Elect, Massachusetts Association of REALTORS® • 413-348-9631

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Mission

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

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3rd Quarter 2009 TALKING POINTS Pioneer Valley Single-Family Homes — Key Points

- Sales – up 10.1% (from 1223 sold in 3rd Qtr. 2008 to 1347 sold in 3rd Qtr. 2009)
- Prices – Median down 6.0% (from \$205,000 in 3rd Qtr. 2008 to \$192,800 in 3rd Qtr. 2009)
- Long-term property values remain strong in the Pioneer Valley —

Five-year snapshot- 4.2% increase in median price:

From \$185,000 in 3rd qtr. 2004 the median price rose to \$192,800 in 3rd qtr. 2009

Seven-year snapshot– 25% increase in median price:

From \$153,300 in 2nd qtr. 2002 the median price rose to \$192,800 in 2nd qtr. 2009