

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
 The Western New England Center for Real Estate Services  
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## December 2010 Single Family Sales Report

Pioneer Valley sales up 9.4 % • Median price up 5.6%

Pioneer Valley			Franklin County		
Sales up 9.4% · Median Price up 5.6%			Sales up 32.3 % · Median Price Remained the Same		
	<u>Dec 2009</u>	<u>Dec 2010</u>		<u>Dec 2009</u>	<u>Dec 2010</u>
Closed Sales (units)	309	338	Closed Sales (units)	31	41
Closed Sales (\$Vol)	60,656,416	68,228,589	Closed Sales (\$Vol)	5,635,900	7,334,760
Average Sales Price	196,299	201,860	Average Sales Price	181,803	178,897
Median Sales price	178,000	188,000	Median Sales Price	175,000	175,000
Hampden County			Hampshire County		
Sales up 5.1% · Median Price up .8%			Sales up 13.1% · Median Price Remained the Same		
	<u>Dec. 2009</u>	<u>Dec. 2010</u>		<u>Dec 2009</u>	<u>Dec 2010</u>
Closed Sales (units)	217	228	Closed Sales (units)	61	69
Closed Sales (\$Vol)	39,354,366	42,513,079	Closed Sales (\$Vol)	15,666,150	18,380,750
Average Sales Price	181,357	186,461	Average Sales Price	256,822	266,388
Median Sales price	164,900	166,250	Median Sales Price	249,900	249,900

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**Mission**

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

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## December 2010 TALKING POINTS Pioneer Valley Single-Family Homes — Key Points

- Inventory – Up 10.3% from 2,362 listings in December 2009 to 2,607 listings in December 2010.
- Supply – At the end of December 2009 there was 7.6 months supply at the current rate of sale; At the end of December 2010 there was 7.7 months of supply at 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 decreased from 208 at the end of December 2009, to 202 at the end of December 2010.
- A Six-Year View  
Median price decreased 1.1% from \$190,000 in December 2004 to \$188,000 in December 2010.
- Mortgage Terms/Rates  
30 Year Fixed Rate Mortgage (FRM) averaged 4.77 percent with an average 0.8 point for the week ending January 6, 2011, down from last week when it averaged 4.86 percent. Last year at this time, the 30-year FRM averaged 5.09 percent. (Source: FreddieMac.com)
- November 2010 vs. December 2010  
Single family sales were up 21.6% from 278 units sold (single family) to 338 units sold (single-family) in December 2010. The median price increased 1.3% from \$185,500 in November 2010 to \$188,000 in December 2010.