

# News Release

**REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.**  
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## June 2010 Single Family Sales Report Pioneer Valley sales up 28.5% • Median price up 5.2%

Pioneer Valley			Franklin County		
Sales up 28.5% · Median Price up 5.2%			Sales up 76.6% · Median Price Up 3.7%		
	<u>June 2009</u>	<u>June 2010</u>		<u>June 2009</u>	<u>June 2010</u>
Closed Sales (units)	473	608	Closed Sales (units)	47	83
Closed Sales (\$Vol)	102,605,600	133,121,401	Closed Sales (\$Vol)	9,163,225	17,355,197
Average Sales Price	216,925	218,950	Average Sales Price	194,962	209,099
Median Sales price	192,000	202,000	Median Sales Price	185,000	191,900
Hampden County			Hampshire County		
Sales up 14.8% · Median Price down .8%			Sales up 50% · Median price down 3.6%		
	<u>June 2009</u>	<u>June 2010</u>		<u>June 2009</u>	<u>June 2010</u>
Closed Sales (units)	324	372	Closed Sales (units)	102	153
Closed Sales (\$Vol)	64,274,975	74,069,193	Closed Sales (\$Vol)	29,167,400	41,697,011
Average Sales Price	198,380	199,111	Average Sales Price	285,955	272,529
Median Sales price	177,500	176,000	Median Sales Price	264,500	255,000

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### Mission

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## **June 2010 TALKING POINTS**

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

- Sales – up 28.5% (from 473 sold in June 2009 to 608 sold in June 2010)
- Prices – Median Price Up 5.2% (from \$192,000 in June 2009 to \$202,000 in June 2010)
- Inventory – Up 14.4% (from 2,942 listings at the end of in June 2009, to 3,365 listings at the end of June 2010)
- Supply – At the end of June 2009 there was 6.2 months supply at the current rate of sale; At the end of June 2010 there was 5.5 months of supply at current rate of sale. 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 188 at the end of June 2009, to 171 at the end of June 2010.
- A Six-Year View  
Median price increased 12.2% (from \$179,900 in June 2004 to \$202,000 in June 2010)
- Mortgage Terms/Rates  
Hitting an all-time low, 30-year fixed-rate mortgage (FRM) averaged 4.57 percent with an average 0.7 point for the week ending July 8, 2010, down from last week when it averaged 4.58 percent. Last year at this time, the 30-year FRM averaged 5.20 percent.  
Source: FreddieMac.com

Report Compiled On: 7/14/2010