

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
 The Western New England Center for Real Estate Services
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November 2010 Single Family Sales Report Pioneer Valley sales down 40.7 % • Median price up 3.6%

Pioneer Valley			Franklin County		
Sales down 40.7% · Median Price up 3.6%			Sales down 45.9% · Median Price down 12.2%		
	<u>Nov. 2009</u>	<u>Nov. 2010</u>		<u>Nov. 2009</u>	<u>Nov. 2010</u>
Closed Sales (units)	469	278	Closed Sales (units)	61	33
Closed Sales (\$Vol)	95,029,638	56,972,577	Closed Sales (\$Vol)	11,224,717	5,116,765
Average Sales Price	202,622	204,937	Average Sales Price	184,012	155,053
Median Sales price	179,000	185,500	Median Sales Price	180,000	158,000

Hampden County			Hampshire County		
Sales down 46.6% · Median Price down 2.0%			Sales down 14.3% · Median price up 2.4%		
	<u>Nov. 2009</u>	<u>Nov. 2010</u>		<u>Nov. 2009</u>	<u>Nov. 2010</u>
Closed Sales (units)	324	173	Closed Sales (units)	84	72
Closed Sales (\$Vol)	61,572,229	33,596,063	Closed Sales (\$Vol)	22,232,692	18,259,749
Average Sales Price	190,038	194,197	Average Sales Price	264,675	253,608
Median Sales price	170,000	166,500	Median Sales Price	230,500	236,000

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Mission

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

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

- Inventory – Up 14.3% from 2,601 listings in November 2009 to 2,973 listings in November 2010.
- Supply – At the end of November 2009 there was 5.5 months supply at the current rate of sale; At the end of November 2010 there was 10.7 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 increased from 198 at the end of November 2009, to 204 at the end of November 2010.
- A Six-Year View
Median price increased from \$182,500 in November 2004 to \$185,500 in November 2010.
- Mortgage Terms/Rates
30-year fixed-rate mortgage (FRM) averaged 4.83 percent with an average 0.7 point for the week ending December 16, 2010, up from last week when it averaged 4.61 percent. Last year at this time, the 30-year FRM averaged 4.94 percent. (Source FreddieMac.com)
- October 2010 vs. November 2010
Single family sales were down 7.3% from 300 units sold in October to 278 units sold in November.