

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
 The Western New England Center for Real Estate Services
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September Single Family Sales Report Pioneer Valley sales up 7.9% • Median price down 4.8%

| Pioneer Valley | | | Franklin County | | |
|--|------------------|------------------|---|------------------|------------------|
| Sales up 7.9% • Median Price down 4.8% | | | Sales up 23.9% • Median Price down 2.3% | | |
| | <u>Sept 2008</u> | <u>Sept 2009</u> | | <u>Sept 2008</u> | <u>Sept 2009</u> |
| Closed Sales (units) | 354 | 382 | Closed Sales (units) | 46 | 57 |
| Closed Sales (\$Vol) | 76,004,154 | 81,883,610 | Closed Sales (\$Vol) | 10,415,872 | 11,577,726 |
| Average Sales Price | 214,701 | 214,355 | Average Sales Price | 226,432 | 203,118 |
| Median Sales price | 200,000 | 190,500 | Median Sales Price | 194,500 | 190,000 |

| Hampden County | | | Hampshire County | | |
|--|------------------|------------------|--------------------------------------|------------------|------------------|
| Sales up 6.1% • Median Price down 0.3% | | | Sales up 3.8% • Median price up 2.4% | | |
| | <u>Sept 2008</u> | <u>Sept 2009</u> | | <u>Sept 2008</u> | <u>Sept 2009</u> |
| Closed Sales (units) | 230 | 244 | Closed Sales (units) | 78 | 81 |
| Closed Sales (\$Vol) | 46,074,060 | 49,200,648 | Closed Sales (\$Vol) | 19,514,118 | 21,105,198 |
| Average Sales Price | 200,322 | 201,642 | Average Sales Price | 250,181 | 260,558 |
| Median Sales price | 180,500 | 180,000 | Median Sales Price | 231,000 | 236,500 |

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Mission

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

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August 2009 TALKING POINTS

Pioneer Valley Single-Family Homes — Key Points

- Sales – up 7.9% (from 354 sold in September 2008 to 382 sold in September 2009)
- Prices - Median Price down 4.8% (from 200,000 in September 2008 to \$190,500 in September 2009)
- Inventory - down 12.3% (from 3,441 at the end of September 2008 to 3018 in September 2009)
- Supply - At the end of September 2008 there was 9.7 months supply at the current rate of sale, at the end of September 2009 there was 7.9 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 increased from 170 days at the end of September 2008 to 184 at the end of September 2009
- Six-year snapshot - Value climbs 15.12% for long-term investors
Median price up 15.5% from \$164,900 in September 2003 to \$190,500 in September 2009
- Mortgage Terms/Rates - The average rate for a 30-year fixed home loan was 5.00 percent with an average of 0.7 point for the week of ending October 22, 2009, up from last week when it averaged 4.92 percent. According to Freddie Mac. Last year at this time, the 30-year FRM averaged 6.04 percent.

Source: FreddieMac.com on October 22, 2009