

News Release

REALTOR® ASSOCIATION OF PIONEER VALLEY, INC.
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September 2010 Single Family Sales Report Pioneer Valley sales down 18.0% • Median price remains the same

Pioneer Valley			Franklin County		
Sales down 18.0% • Median Price remains the same			Sales down 43.9% • Median Price Up 9.3%		
	<u>Sept 2009</u>	<u>Sept 2010</u>		<u>Sept 2009</u>	<u>Sept 2010</u>
Closed Sales (units)	384	315	Closed Sales (units)	57	32
Closed Sales (\$Vol)	82,083,041	67,715,645	Closed Sales (\$Vol)	11,577,700	6,778,750
Average Sales Price	213,758	214,970	Average Sales Price	203,118	211,836
Median Sales price	190,000	190,000	Median Sales Price	190,000	207,625
Hampden County			Hampshire County		
Sales down 10.2% • Median Price up 1.0%			Sales down 23.2% • Median price down 2.5%		
	<u>Sept 2009</u>	<u>Sept 2010</u>		<u>Sept 2009</u>	<u>Sept 2010</u>
Closed Sales (units)	245	220	Closed Sales (units)	82	63
Closed Sales (\$Vol)	49,295,134	45,558,970	Closed Sales (\$Vol)	21,210,207	15,377,925
Average Sales Price	201,205	207,086	Average Sales Price	258,661	244,094
Median Sales price	180,000	181,750	Median Sales Price	236,000	230,000

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Mission

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

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

- Sales – down 18.0% from 384 units sold in September 2009 to 315 units sold in September 2010.
- Prices – Median price has remained the same at \$190,000
- Inventory – Up 13.0% from 3,002 listings in September 2009 to 3,393 listings in September 2010.
- Supply – At the end of September 2009 there was 7.8 months supply at the current rate of sale; At the end of September 2010 there was 10.8 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 184 at the end of September 2009, to 185 at the end of September 2010.
- A Six-Year View
Median price increased from \$184,900 in September 2004 to \$190,000 in September 2010
- Mortgage Terms/Rates
30-year fixed-rate mortgage (FRM) averaged 4.19 percent with an average 0.8 point for the week ending October 14, 2010, down from last week when it averaged 4.27 percent. Last year at this time, the 30-year FRM averaged 4.92 percent.
Source: FreddieMac.com