

# PIONEER VALLEY MASSACHUSETTS

2017 \$192,355.89      2018 \$207,435.54

↑ 7.84%

AVERAGE SALES PRICE FOR Q1  
PERCENT CHANGE

## Franklin, Hampshire, Hampden counties

Average days on market for Q1:

95.30    89.31



2017    2018

Average days on market for Q1 percent change:

↓ 6.29%

Units sold in Q1:

2,794    2,910



2017    2018

Units sold in Q1 percent change:

↑ 4.15%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017

2013 \$197,851.01    2014 \$203,482.11    2015 \$207,518.72    2016 \$207,535.93    2017 \$214,232.94



Typical Buyer:



BUYERS WITH FAMILIES

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



SINGLE SELLERS

Current Market Dynamics:



SELLERS' MARKET

Average time sellers of homes under \$300,000 accepted an offer:

+/- 7 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Outdoor entertaining space
- Updated windows & doors

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard

TOP UP-AND-COMING NEIGHBORHOODS:

Palmer, Monson, Ware

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

## LUXURY MARKET



Average luxury sales price:

\$1,213,333.33

2018 MARKET TRENDS REPORT

RE/MAX®