

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



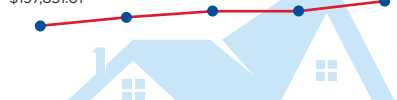
2017 2018

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®