



Greater Louisville Association of REALTORS®
Residential Sales Statistics
Single Family Residential & Condo

Median Price Up 5.9% and Volume Down 3.6% with Continued Low Inventory

The Greater Louisville Association of Realtors® (GLAR) reported sales down 3.6% year to date versus 2017. With the continued lower inventory, the median price was up 5.9%. In Jefferson County, the average price in March was \$213,055 and the median was \$172,050. For all MLS areas, the inventory of available properties was 11.4% lower than at the same time last year.

GLAR President Dave Parks noted that, "Multiple offers for move-in ready starter homes continues to be the norm, and 55% of homes are selling in 30 days or less. Our members are working diligently with prospective sellers to get their homes ready for the Spring and Summer markets."

On the national level, Lawrence Yun, Chief Economist of the National Association of Realtors® commented that, "Homes are going under contract a week faster than a year ago and to fully satisfy demand, most markets need a substantial increase in new listings." National Association of Realtors® President Elizabeth Mendenhall mentioned that, "Even with the expected uptick in new listings in coming months, buyers in most markets will likely have to act fast on any available listing that checks all their boxes."

Pat Durham, Executive Vice President of the Building Industry Association of Greater Louisville, noted "Building permits are up year to date 18%, even in the bad weather conditions we have faced this winter, mostly wet, rainy conditions. Permit numbers will only grow stronger as the summer months approach. There is definitely a pent up backlog for new starts, which are primarily pre-sold homes. That fact doesn't necessarily help our spec inventory needs, but it also is not adding too much product on the market."

All MLS Areas	March 2017	March 2018	% Change	Jan 1 - Mar 31, 2017	Jan 1- Mar 31, 2018	% Change
Houses Sold	1,620	1,367	-15.62%	3,676	3,544	-3.59%
Average Selling Price	\$194,399	\$210,390	8.23%	\$193,627	\$207,128	6.97%
Median Selling Price	\$160,000	\$172,500	7.81%	\$159,900	\$169,406	5.94%
# of Active Listings Placed into Pending Status During Mar.	1761	1587	-9.88%			
Active Listings at March 15	3808	3373	-11.42%			

Jefferson County	March 2017	March 2018	% Change	Jan 1 - Mar 31, 2017	Jan 1- Mar 31, 2018	% Change
Houses Sold	1,106	928	-16.09%	2,539	2,444	-3.74%
Average Selling Price	\$194,503	\$213,055	9.54%	\$193,610	\$206,531	6.67%
Median Selling Price	\$155,000	\$172,050	11.00%	\$157,400	\$166,950	6.07%
# of Active Listings Placed into Pending Status During Mar.	1190	1083	-8.99%			
Active Listings at March 15	2114	1916	-9.37%			

Oldham County	March 2017	March 2018	% Change	Jan 1 - Mar 31, 2017	Jan 1- Mar 31, 2018	% Change
Houses Sold	80	67	-16.25%	189	184	-2.65%
Average Selling Price	\$301,019	\$339,291	12.71%	\$310,017	\$332,848	7.36%
Median Selling Price	\$271,500	\$320,000	17.86%	\$277,000	\$292,500	5.60%
# of Active Listings Placed into Pending Status During Mar.	102	86	-15.69%			
Active Listings at March 15	248	269	8.47%			

Bullitt County	March 2017	March 2018	% Change	Jan 1 - Mar 31, 2017	Jan 1- Mar 31, 2018	% Change
Houses Sold	129	83	-35.66%	262	232	11.45%
Average Selling Price	\$185,702	\$181,408	-2.31%	\$177,663	\$194,078	9.24%
Median Selling Price	\$169,000	\$169,000	0.00%	\$162,000	\$173,576	7.15%
# of Active Listings Placed into Pending Status During Mar.	139	109	-21.58%			
Active Listings at March 15	227	212	-6.61%			

GLAR Contact Information:

Dave Parks, President
 Berkshire Hathaway HomeServices Parks & Weisberg, Realtors®
 (502) 458-1988

Lisa Stephenson, CEO
 Greater Louisville Association of Realtors®
 (502) 894-9860