



PRESS RELEASE

Greater Louisville Association of REALTORS®

Residential Sales Statistics | Single Family Residential & Condo

2020 Home Sales Even with 2019 and Average Price Up 7.3% with 45% Less Inventory

The Greater Louisville Association of Realtors® (“GLAR”) reported sales volume up 0.7% in September 2020 versus the same month last year. Year-to-date sales were also up slightly 0.4% compared to 2019, despite the drop off in sales during April and May due to Covid-19.

The average price was up 7.3% year-to-date versus 2019. In Jefferson County, the average price was \$260,384 and the median was \$215,300. For all MLS areas, the inventory of available properties was 45% lower than at the same time last year.

GLAR President Judie Parks commented that, "Starter homes are selling with multiple offers during the first days a home is on the market. Homes at higher price points are also happening at a brisk pace compared to historical standards." She added that, "The main issue facing our members is the very low inventory, with only 2300 homes on the market now versus 4300 at this time last year."

The Chief Economist for the National Association of Realtors®, Lawrence Yun, recently commented that residential real estate is one of the bright spots of today's economy, but we do need more supply of homes for sale. He added that prices are going up very fast in some markets, "which is good for sellers, but making it harder for first time buyers." He sees relatively strong winter sales ahead with plenty of buyers in the pipeline and purchase loan applications up 30% compared to this time last year.

ALL MLS AREAS	SEPT 2019	SEPT 2020	% CHANGE	YTD: 9/30/2019	YTD: 9/30/2020	% CHANGE
Houses Sold	1602	1613	0.69%	13590	13652	0.46%
Average Selling Price	\$223,942	\$261,407	16.73%	\$230,169	\$247,005	7.31%
Median Selling Price	\$190,975	\$220,000	15.20%	\$193,000	\$210,000	8.81%
Active Listings to Pending Status	1501	1487	-0.93%			
Active Listings at September 15	4293	2347	-45.33%			

JEFFERSON COUNTY	SEPT 2019	SEPT 2020	% CHANGE	YTD: 9/30/2019	YTD: 9/30/2020	% CHANGE
Houses Sold	1,077	1,086	0.84%	9337	9258	-0.85%
Average Selling Price	\$222,602	\$260,384	16.97%	\$229,883	\$244,475	6.35%
Median Selling Price	\$185,750	\$215,300	15.91%	\$189,900	\$205,000	7.95%
Active Listings to Pending Status	1052	1018	-3.23%			
Active Listings at September 15	2631	1628	-38.12%			



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OLDHAM COUNTY	SEPT 2019	SEPT 2020	% CHANGE	YTD: 9/30/2019	YTD: 9/30/2020	% CHANGE
Houses Sold	96	97	1.04%	862	853	-1.04%
Average Selling Price	\$334,955	\$403,012	20.32%	\$342,713	\$384,075	12.07%
Median Selling Price	\$310,000	\$345,000	11.29%	\$315,000	\$327,400	3.94%
Active Listings to Pending Status	92	81	-11.96%			
Active Listings at September 15	327	122	-62.69%			

BULLITT COUNTY	SEPT 2019	SEPT 2020	% CHANGE	YTD: 9/30/2019	YTD: 9/30/2020	% CHANGE
Houses Sold	123	109	-11.38%	879	901	2.50%
Average Selling Price	\$211,963	\$229,054	8.06%	\$204,039	\$225,107	10.33%
Median Selling Price	\$199,000	\$210,000	5.53%	\$189,900	\$210,000	10.58%
Active Listings to Pending Status	95	101	6.32%			
Active Listings at September 15	227	94	-58.59%			

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