

HOW'S THE MARKET?

It's no secret that at Nest Realty, we dig data. So much that we've pored through market and real estate numbers for the year thus far to pull out and share bite-sized data points with you.

In this 2021 Mid-Year Report, we present a snapshot of current conditions. We focus on local insights that pertain to you, so that if you decide to buy or sell, you can make confident, informed decisions.

Eager to learn more? Our Nest Realtors would love to chat about current market conditions and how we can help you achieve your real estate goals.



Nest Realty Greater Louisville
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2021

GREATER LOUISVILLE

MID-YEAR REPORT

An overview of how the Greater Louisville real estate market has performed in 2021 on a regional and local level.

Presented by Nest Realty Greater Louisville



GREATER LOUISVILLE MARKET ANALYSIS



\$224,000

MEDIAN SALES PRICE

The median sales price in the first half of 2021 was \$224,000 compared to \$199,000 in 2020.



7,955

TOTAL SALES

There were 7,955 total sales in the first half of 2021 compared to 6,234 in 2020. This translates to a 27.61% year-over-year increase.

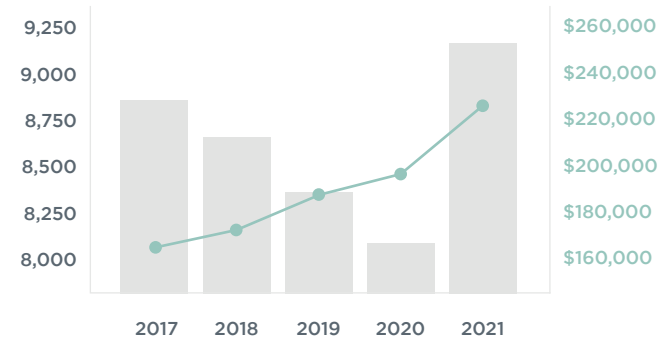


22

DAYS ON MARKET

At the end of the past quarter most houses spend 22 days on market compared to 43 days at the end of Q2 2020.

TOTAL SALES VS. MEDIAN PRICE



	2020	%	2021	TREND
Total Sales	6,234	27.61	7,955	▲
Median Price	\$199,000	12.56	\$224,000	▲
Price per Sq. Ft.	\$141	11.33	\$157	▲
Days on Market	43	-48.84	22	▼
Avg. List Price	\$254,419	6.25	\$270,324	▲
Avg. Sales Price	\$249,136	8.02	\$269,124	▲
Total Volume	\$1,552,864,795	37.87	\$2,140,883,078	▲

BULLITT COUNTY

	2020	2021	TREND
Total Sales	531	583	▲
Median Sales Price	\$205,000	\$234,000	▲
Price per Sq. Ft.	\$142	\$157	▲
Days on Market	39	26	▼
Avg. List Price	\$223,872	\$247,581	▲
Avg. Sales Price	\$220,716	\$247,194	▲
Total Volume	\$117,200,082	\$141,358,904	▲

OLDHAM COUNTY

	2020	2021	TREND
Total Sales	451	464	▲
Median Sales Price	\$320,000	\$348,300	▲
Price per Sq. Ft.	\$161	\$178	▲
Days on Market	58	25	▼
Avg. List Price	\$393,103	\$404,640	▲
Avg. Sales Price	\$380,666	\$403,053	▲
Total Volume	\$171,680,265	\$186,775,785	▲

SHELBY COUNTY

	2020	2021	TREND
Total Sales	290	328	▲
Median Sales Price	\$220,500	\$255,000	▲
Price per Sq. Ft.	\$140	\$161	▲
Days on Market	48	27	▼
Avg. List Price	\$261,250	\$303,247	▲
Avg. Sales Price	\$253,857	\$300,477	▲
Total Volume	\$73,621,302	\$98,556,295	▲

SPENCER COUNTY

	2020	2021	TREND
Total Sales	134	133	▼
Median Sales Price	\$280,000	\$331,750	▲
Price per Sq. Ft.	\$164	\$184	▲
Days on Market	40	28	▼
Avg. List Price	\$282,268	\$326,147	▲
Avg. Sales Price	\$279,428	\$333,518	▲
Total Volume	\$37,443,315	\$44,357,947	▲

EAST LOUISVILLE/ ST. MATTHEWS

	2020	2021	TREND
Total Sales	1,031	1,102	▲
Median Sales Price	\$330,000	\$365,000	▲
Price per Sq. Ft.	\$161	\$182	▲
Days on Market	54	22	▼
Avg. List Price	\$384,088	\$422,106	▲
Avg. Sales Price	\$374,845	\$418,516	▲
Total Volume	\$386,465,655	\$472,430,665	▲

SOUTH LOUISVILLE

	2020	2021	TREND
Total Sales	992	1,157	▲
Median Sales Price	\$140,000	\$165,000	▲
Price per Sq. Ft.	\$117	\$138	▲
Days on Market	39	19	▼
Avg. List Price	\$150,301	\$173,177	▲
Avg. Sales Price	\$148,108	\$172,833	▲
Total Volume	\$146,923,009	\$202,778,640	▲

CRESCENT HILL/ CLIFTON & HIGHLANDS

	2020	2021	TREND
Total Sales	955	1,144	▲
Median Sales Price	\$259,000	\$278,000	▲
Price per Sq. Ft.	\$172	\$188	▲
Days on Market	37	25	▼
Avg. List Price	\$315,294	\$354,121	▲
Avg. Sales Price	\$306,936	\$351,460	▲
Total Volume	\$249,232,054	\$223,052,491	▲

J-TOWN/FERN CREEK

	2020	2021	TREND
Total Sales	1,476	1,972	▲
Median Sales Price	\$200,000	\$225,000	▲
Price per Sq. Ft.	\$141	\$156	▲
Days on Market	33	17	▼
Avg. List Price	\$219,675	\$243,190	▲
Avg. Sales Price	\$217,838	\$242,628	▲
Total Volume	\$321,529,508	\$461,613,044	▲

SOUTHERN INDIANA

	2020	2021	TREND
Total Sales	1,901	1,551	▼
Median Sales Price	\$179,900	\$204,900	▲
Price per Sq. Ft.	\$115	\$133	▲
Days on Market	91	76	▼
Avg. List Price	\$222,765	\$243,744	▲
Avg. Sales Price	\$212,986	\$219,562	▲
Total Volume	\$383,519,433	\$347,035,298	▼

Nest Realty Greater Louisville

MARKET PERFORMANCE AT A GLANCE

What a wild ride it has been the first six months of the year! The Greater Louisville market has proven to be strong and thriving.

Sellers are not only enjoying the creative offers, but also the final prices they are receiving on their homes. An increase in buyer demand, coupled with a lower-than-average inventory of homes, has boosted the new construction industry—even with rising lumber costs.

Buyers are taking advantage of historically low interest rates. We know these prices aren't coming down anytime soon (if ever), and there has never been a better time to buy than right now. While there have been some frustrations, with a little patience and the right agent, you will walk away a winner with a new home at the end of the day.

Our Nesters are proving their heart, with the stats to back it up. Nest Realty Greater Louisville is in the top 20 brokerages for closed buyer side contracts in the first half of 2021.



\$157
PRICE PER SQ. FT.



\$270,324
AVG. LIST PRICE



\$269,124
AVG. SALES PRICE



*The Greater Louisville Market consists of Jefferson, Oldham, Shelby, Spencer and Bullitt Counties, KY; as well as Clark, Floyd, and Harrison Counties, IN. Data as of 7/6/21 as found in the Greater Louisville MLS.

For more information and market analysis, visit nestrealty.com/greater-louisville/reports