



REALTOR® Association of Southern Kentucky  
180 W. Professional Park Court  
Bowling Green, KY 42104

## **January brings record sales and lower inventory for REALTORS®**

The current trend in our market of record sales and falling inventory continues. January was the fifth month in a row that sales have topped the same month from a year prior. There were 195 residential units sold this January, up 8.33% from January 2020. Sales volume reached \$38,285,925.00, which is up 16.8% from January 2020. Average sales price and median sales price were the highest of any January, on record, at \$196,338 and \$188,000, respectfully.

Residential inventory for sale has fallen in 10 of the last 12 months. As of January 31<sup>st</sup>, there were only 443 residential units actively for sale. At the same time last year, there were 961. For the first time, homes “under contract” or “pending sale” (446) outnumbered the active listings (443).

“We love to see sales records continuing to be set, but sales could be even higher if we had more inventory to sell”, said REALTOR® Association of Southern Kentucky, President Kenny Cravens. Cravens also remarked about the incredible opportunity sellers could have in this market. “Property values have never been higher in our area, and with low interest rates continuing to push buyer demand, now is a great time to sell.”

For further comment please contact  
Kenny Cravens, 2021 RASK President @ 270-303-5249 or  
Angi Cline, 2021 RASK 1<sup>st</sup> Vice President @ 270-202-7807

The REALTOR® Association of Southern Kentucky is trade organization with over 600 REALTORS® in its membership. RASK covers Warren, Allen, Butler, Edmonson, Logan, Muhlenberg, and Simpson counties in Kentucky. The purpose of the REALTOR® Association of Southern Kentucky is to promote the success and growth of its members by providing innovative services, programs and education which advocate the rights of private property ownership, professionalism, and ethical real estate practices while promoting a positive REALTOR® image in our community. Sales data is provided by participants of Real Estate Information Services MLS (a subsidiary of the REALTOR® Association of Southern Kentucky).