



REALTOR® Association of Southern Kentucky

180 W. Professional Park Court

Bowling Green, KY 42104

REALTORS® break sales records in 2020

Area REALTORS® sold more residential real estate in 2020 than in any previous year. Data from the REALTOR® Association of Southern Kentucky shows that units sold, sales volume, average price, and median price were all well above previous records. All of this coming during a year marked by the global pandemic and record low inventory available.

In 2020, there were 3224 residential units sold with a total sales volume of \$671,206,986. That is an increase of 7.6% and 16.14% from 2019 numbers respectfully. The average sales price for our area was \$208,190 and the median price was \$184,900, last year. Those numbers show an increase of 7.93% and 8.6% from 2019. In Warren County, the average sales price jumped from \$231,087 in 2019, to \$245,100 in 2020. 2019 had previously set all-time highs in these categories.

When asked about the sales success in 2020, Kenny Cravens, 2021 RASK President, stated, “Many factors led to this success including low interest rates, affordability of home ownership in our area, and more importantly, the ingenuity and energy of our members to find solutions for their clients during historically low inventory”. Cravens also remarked about the effect of the Covid-19 pandemic on real estate in 2020. “We saw a slight decline in the market for a couple of months, as we all adjusted to the restrictions, but REALTORS® and our business partners found safe and effective ways to help their clients. The demand for home ownership was not kept down for long”.

On top of the residential sales records, land sales showed huge growth and record highs as well. Land sales were up by 59.5% from 2019 and sales volume was up 60.49%. There were 579 land sales with \$64,929,002 in sales volume, in 2020.

For further comment please contact

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