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**BLUEGRASS**  
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## The Regional Summit

Breakout Session:  
*Regional Housing Affordability*

November 30, 2022

# Recent Years Total Market

	<u>2020</u>	<u>2021</u>	<u>Percent Change</u>
<u>New Listings</u>	19,595	20,078	+2%
<u>Under Contract</u>	17,424	17,621	+1%
<u>Units Sold</u>	16,914	17,381	+3%
<u>Sold Volume</u>	\$3,762,583,281	\$4,426,056,213	+18%
<u>Median Price</u>	\$193,000	\$220,000	+14%

*\*Numbers pulled on 7/7/2022*

# YTD Total Market

	<u>2021</u>	<u>2022</u>	<u>Percent Change</u>
<u>New Listings</u>	18,984	17,910	-6%
<u>Under Contract</u>	16,490	14,411	-13%
<u>Units Sold</u>	15,802	14,064	-11%
<u>Sold Volume</u>	\$4,012,860,603	\$3,932,843,226	-2%
<u>Median Price</u>	\$220,000	\$240,000	+9%

*\*Numbers pulled on 11/29/2022*

# YTD Fayette County Total Market

	<u>2021</u>	<u>2022</u>	<u>Percent Change</u>
<u>New Listings</u>	5,450	4,620	-15%
<u>Under Contract</u>	5,084	4,016	-21%
<u>Units Sold</u>	4,952	3,991	-19%
<u>Sold Volume</u>	\$1,517,654,062	\$1,401,536,260	-8%
<u>Median Price</u>	\$255,000	\$295,000	+16%

*\*Numbers pulled on 11/29/2022*

# YTD Total Market 2019 vs. 2022

	<u>2019</u>	<u>2022</u>	<u>Percent Change</u>
<u>New Listings</u>	20,194	17,910	-11%
<u>Under Contract</u>	14,971	14,411	-4%
<u>Units Sold</u>	14,350	14,064	0%
<u>Sold Volume</u>	\$2,900,252,739	\$3,932,843,226	37%
<u>Median Price</u>	\$174,000	\$240,000	38%

*\*Numbers pulled on 11/29/2022*

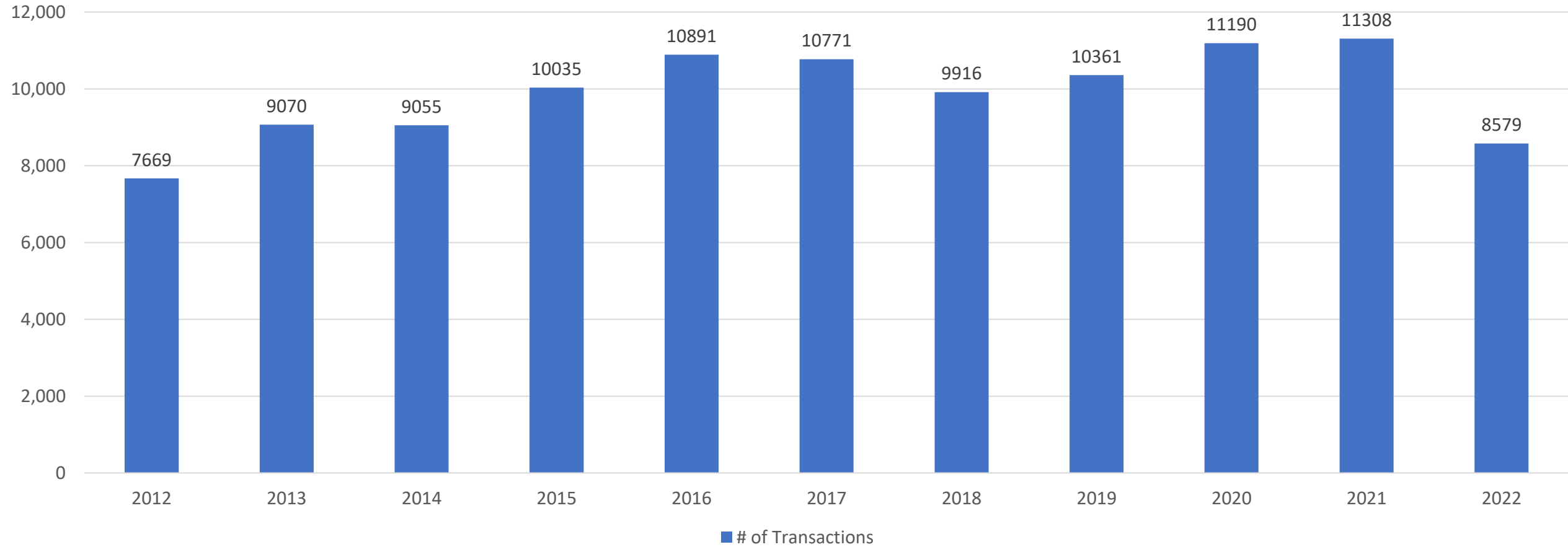
# Fayette YTD 2019 vs. 2022

	<u>2019</u>	<u>2022</u>	<u>Percent Change</u>
<u>New Listings</u>	6,227	4,620	-26%
<u>Under Contract</u>	4,837	4,016	-17%
<u>Units Sold</u>	4,677	3,991	-15%
<u>Sold Volume</u>	\$1,180,389,084	\$1,401,536,260	19%
<u>Median Price</u>	\$212,000	\$295,000	39%

*\*Numbers pulled on 11/29/2022*

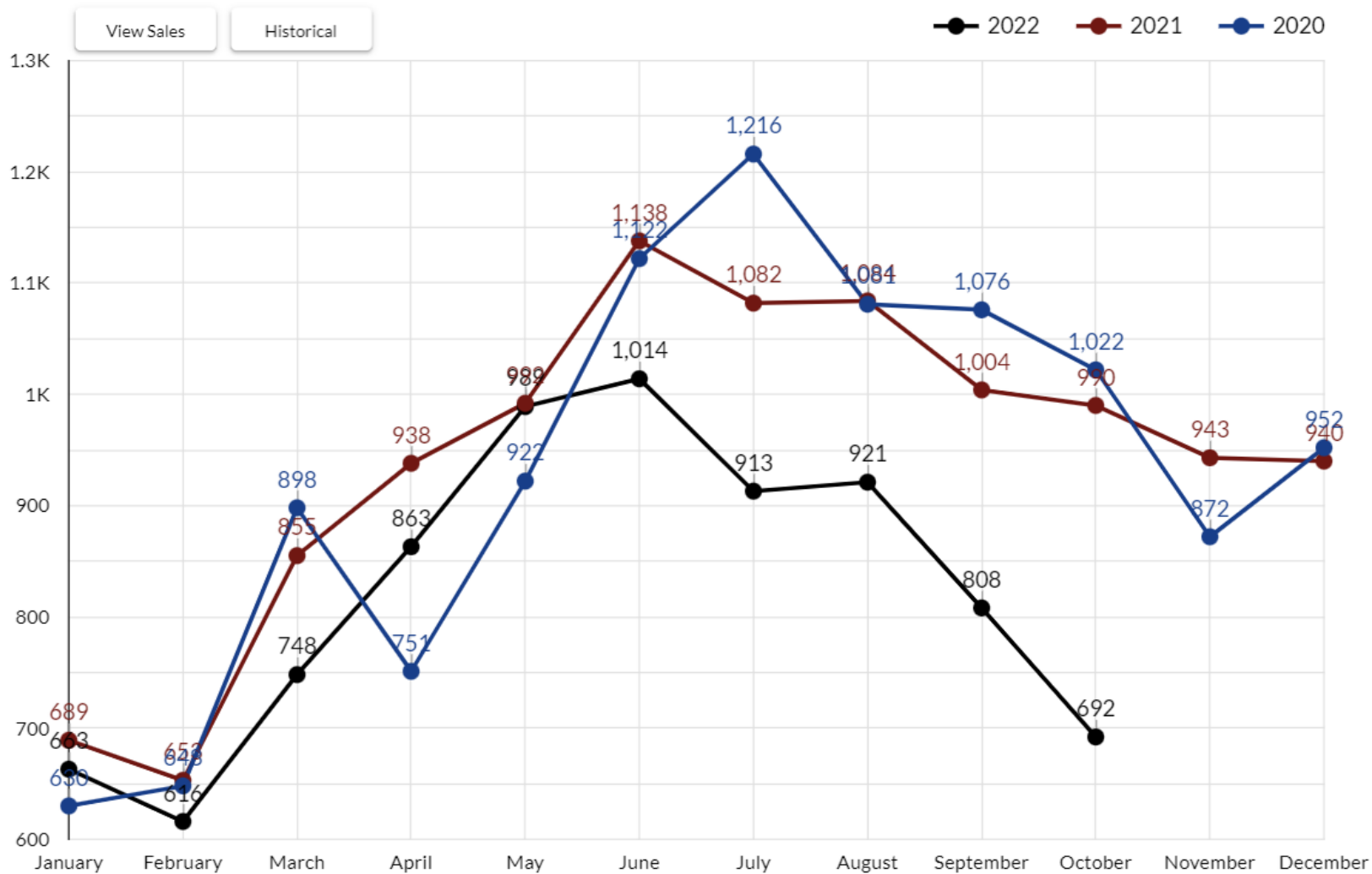
# 9-County Region

# of Transactions



# Sales by Year

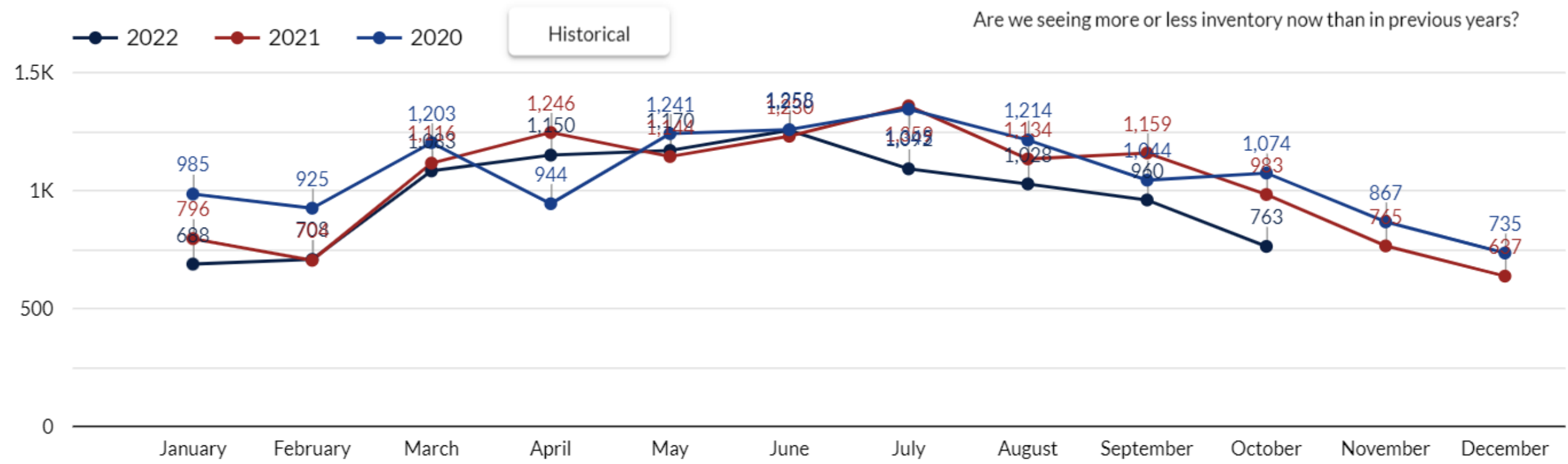
How much sale activity is occurring now vs. in previous years?





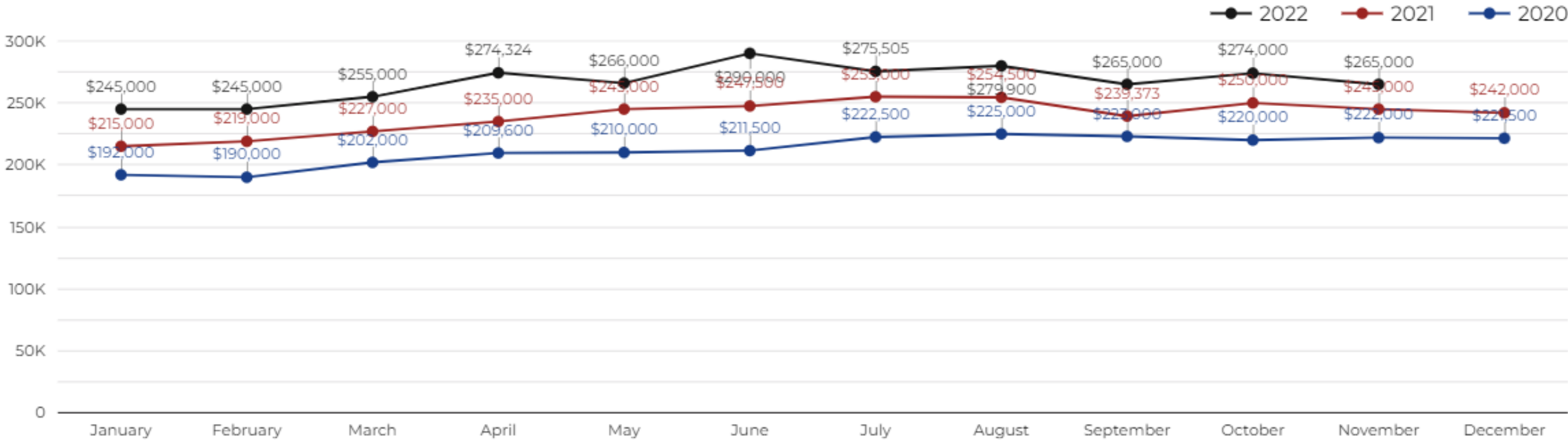
# 9-County Region

## New Inventory



# 9-County Region

Median Sale Price Over Time



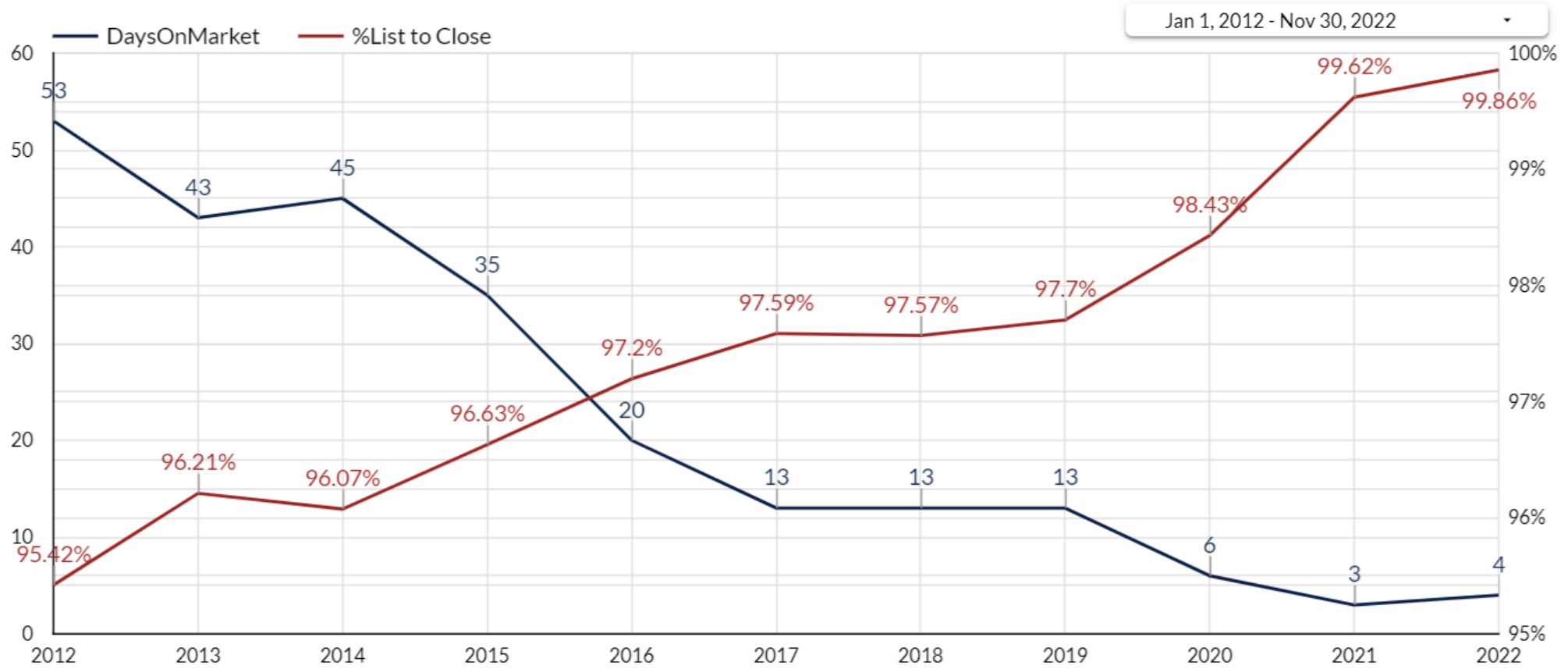
# 9-County Region

## Median Price by Quarter

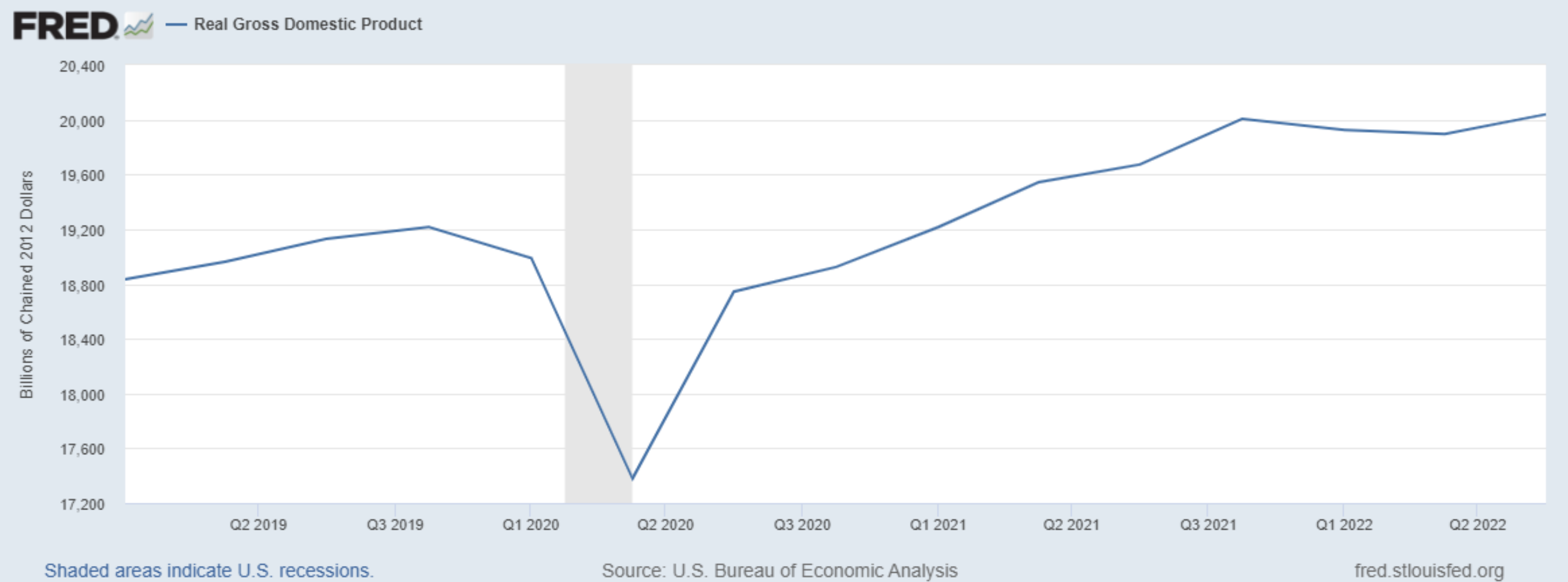


# 9-County Region

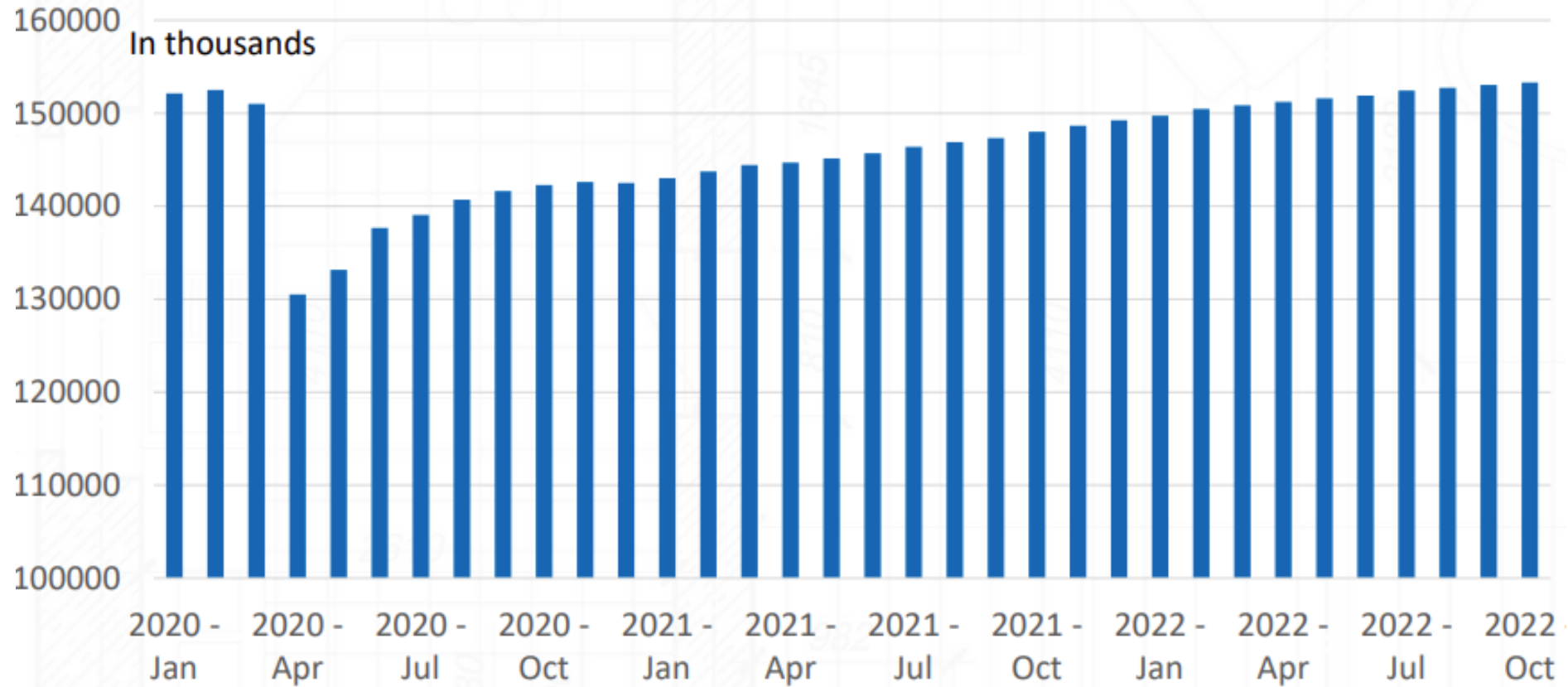
## Historical Days on Market / % List to Close



# GDP Growth



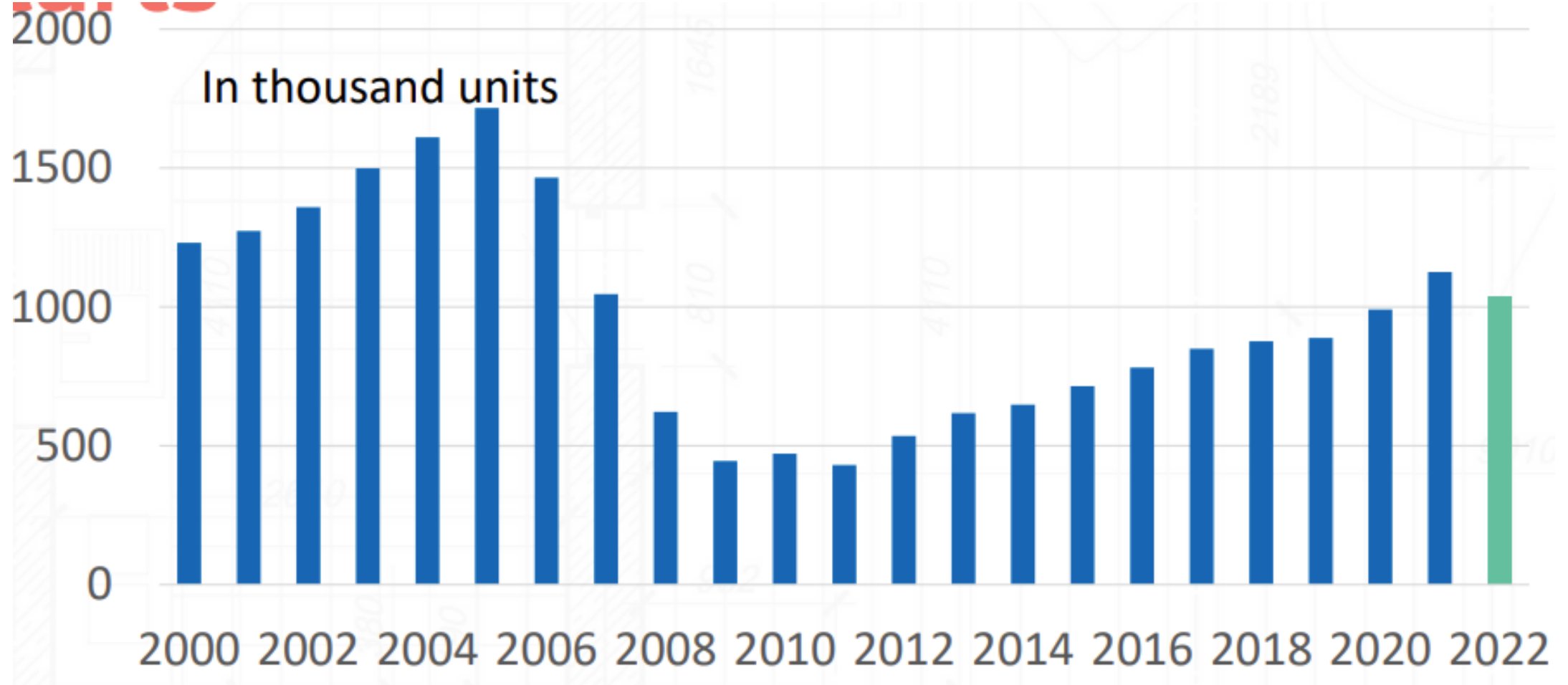
# Payroll Jobs



# Mortgage Rates over Time

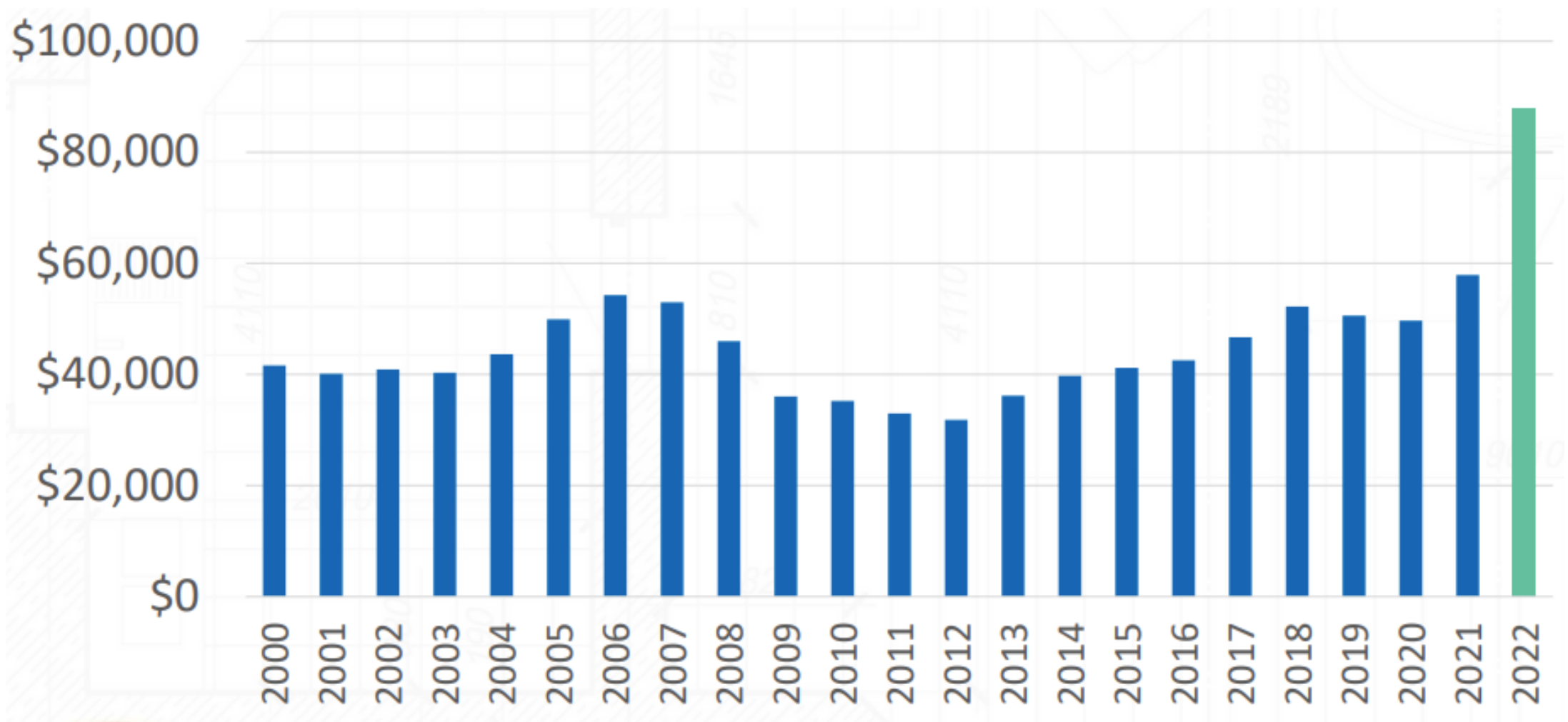


# Single Family Housing Starts Nationwide





# Median Income to Buy a Median Home



Year	Unit Sales	Home Price	Dollar Volume
2019	0.0%	+4.9%	+5%
2020	+5.6%	+9.1%	+15%
2021	+8.5%	+16.9%	+25%
2022 forecast	-15%	+10%	-5%
2023 forecast	-7%	+1%	-6%
2024 forecast	+10%	+5%	+15%





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