



LOUISVILLE MARKET REPORT

J O N M A N D • Q 2 2 0 1 7

Lenihan

Sotheby's

INTERNATIONAL REALTY



Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	5,022	5,002	-0.4%
Total Dollar Volume	\$1,004,831,896	\$1,080,476,077	7.5%
Average Sold Price	\$200,086	\$216,008	8.0%
Median Sold Price	\$163,700	\$177,000	8.1%
Average Days on Market	72	56	-22.2%
Sold / List Price %	97.78	99.28	1.5%
Median Sale Price per Sq. Ft.	\$112.01	\$119.66	6.8%
Active Listings in Qtr	5,860	5,157	-12.0%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	389	438	12.6%
Total Dollar Volume	\$212,916,178	\$251,877,602	18.3%
Average Sold Price	\$547,342	\$575,063	5.1%
Median Sold Price	\$492,500	\$503,000	2.1%
Average Days on Market	126	124	-1.6%
Sold / List Price %	96.27	96.85	0.6%
Median Sale Price per Sq. Ft.	171.02	\$174.02	1.8%
Active Listings in Qtr	1,150	1,217	5.8%



Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	353	333	-5.7%
Total Dollar Volume	\$85,444,480	\$83,770,967	-2.0%
Average Sold Price	\$242,052	\$251,564	3.9%
Median Sold Price	\$193,000	\$214,000	10.9%
Average Days on Market	45	39	-13.3%
Sold / List Price %	97.12	98.02	0.9%
Median Sale Price per Sq. Ft.	\$141.91	\$151.52	6.8%
Active Listings in Qtr	229	269	17.5%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	45	39	-13.3%
Total Dollar Volume	\$27,227,400	\$24,257,930	-10.9%
Average Sold Price	\$605,053	\$621,998	2.8%
Median Sold Price	\$535,000	\$547,500	2.3%
Average Days on Market	83	84	1.2%
Sold / List Price %	95.15	96.87	1.8%
Median Sale Price per Sq. Ft.	\$191.20	\$208.48	9.0%
Active Listings in Qtr	52	63	21.2%



Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	294	263	-10.5%
Total Dollar Volume	\$76,814,231	\$81,275,205	5.8%
Average Sold Price	\$261,272	\$309,031	18.3%
Median Sold Price	\$231,250	\$260,000	12.4%
Average Days on Market	59	42	-28.8%
Sold / List Price %	97.55	98.15	0.6%
Median Sale Price per Sq. Ft.	\$146.88	\$163.58	11.4%
Active Listings in Qtr	217	254	17.1%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	43	48	11.6%
Total Dollar Volume	\$23,761,783	\$31,607,580	33.0%
Average Sold Price	\$552,599	\$658,491	19.2%
Median Sold Price	\$515,000	\$537,500	4.4%
Average Days on Market	101	83	-17.8%
Sold / List Price %	95.84	96.76	1.0%
Median Sale Price per Sq. Ft.	\$182.22	\$182.75	0.3%
Active Listings in Qtr	90	101	12.2%



ANCHORAGE | LAKE FOREST

Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	394	382	-3.0%
Total Dollar Volume	\$115,333,192	\$117,293,199	1.7%
Average Sold Price	\$292,723	\$307,050	4.9%
Median Sold Price	\$269,400	\$284,425	5.6%
Average Days on Market	80	63	-21.3%
Sold / List Price %	97.56	98.24	0.7%
Median Sale Price per Sq. Ft.	\$128.50	\$135.19	5.2%
Active Listings in Qtr	427	400	-6.3%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	81	77	-4.9%
Total Dollar Volume	\$41,183,445	\$39,978,993	-2.9%
Average Sold Price	\$508,437	\$519,207	2.1%
Median Sold Price	\$466,635	\$480,000	2.9%
Average Days on Market	151	127	-15.9%
Sold / List Price %	96.16	96.93	0.8%
Median Sale Price per Sq. Ft.	\$128.50	\$135.19	5.2%
Active Listings in Qtr	190	183	-3.7%



PROSPECT | GLENVIEW

Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	431	481	11.6%
Total Dollar Volume	\$122,451,601	\$154,207,772	25.9%
Average Sold Price	\$284,110	\$320,598	12.8%
Median Sold Price	\$245,000	\$265,000	8.2%
Average Days on Market	58	55	-5.2%
Sold / List Price %	97.72	98.3	0.6%
Median Sale Price per Sq. Ft.	\$126.21	\$133.84	6.0%
Active Listings in Qtr	367	404	10.1%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	74	116	56.8%
Total Dollar Volume	\$41,993,732	\$70,028,985	66.8%
Average Sold Price	\$567,482	\$603,698	6.4%
Median Sold Price	\$524,750	\$540,450	3.0%
Average Days on Market	119	118	-0.8%
Sold / List Price %	97.36	97.65	0.3%
Median Sale Price per Sq. Ft.	\$126.21	\$133.84	6.0%
Active Listings in Qtr	203	237	16.7%



NORTH OLDHAM

Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	167	145	-13.2%
Total Dollar Volume	\$56,000,430	\$51,166,773	-8.6%
Average Sold Price	\$335,331	\$352,874	5.2%
Median Sold Price	\$282,000	\$309,000	9.6%
Average Days on Market	87	103	18.4%
Sold / List Price %	98.2	97.68	-0.5%
Median Sale Price per Sq. Ft.	\$130.94	\$142.15	8.6%
Active Listings in Qtr	244	235	-3.7%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	48	50	4.2%
Total Dollar Volume	\$29,190,418	\$28,418,344	-2.6%
Average Sold Price	\$608,133	\$568,366	-6.5%
Median Sold Price	\$512,500	\$527,500	2.9%
Average Days on Market	127	151	18.9%
Sold / List Price %	98.33	97.04	-1.3%
Median Sale Price per Sq. Ft.	\$159.21	\$159.65	0.3%
Active Listings in Qtr	141	152	7.8%



SOUTH OLDHAM

Overall Market

	Q2 2016	Q2 2017	% Change
Number of Sales	172	155	-9.9%
Total Dollar Volume	\$47,553,890	\$46,638,971	-1.9%
Average Sold Price	\$276,476	\$300,896	8.8%
Median Sold Price	\$253,500	\$287,500	13.4%
Average Days on Market	61	52	-14.8%
Sold / List Price %	97.43	98.79	1.4%
Median Sale Price per Sq. Ft.	\$130.83	\$143.14	9.4%
Active Listings in Qtr	159	161	1.3%

\$400,000+ Market

	Q2 2016	Q2 2017	% Change
Number of Sales	30	34	13.3%
Total Dollar Volume	\$14,620,273	\$16,953,555	16.0%
Average Sold Price	\$487,342	\$498,633	2.3%
Median Sold Price	\$473,750	\$455,500	-3.9%
Average Days on Market	68	70	2.9%
Sold / List Price %	97.17	98.06	0.9%
Median Sale Price per Sq. Ft.	\$167.26	\$163.62	-2.2%
Active Listings in Qtr	63	76	20.6%

About The Author

Jon Mand is a top-selling luxury real estate broker with Lenihan Sotheby's International Realty specializing in Louisville's most distinctive properties. Consistently ranked in the top 1% of Louisville brokers by sales volume and recognized as an industry leader, he is regularly interviewed by local publications looking for insights into the high-end residential market.

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