



LOUISVILLE MARKET REPORT

J O N M A N D • Q 1 2 0 1 8

Lenihan

Sotheby's

INTERNATIONAL REALTY



Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	3,707	3,609	-2.6%
Total Dollar Volume	\$716,747,233	\$753,648,463	5.1%
Average Sold Price	\$193,349	\$208,824	8.0%
Median Sold Price	\$159,500	\$169,000	6.0%
Average Days on Market	74	66	-10.8%
Sold / List Price %	97.31	97.02	-0.3%
Median Sale Price per Sq. Ft.	112.56	\$117.95	4.8%
Active Listings in Qtr	9,700	8,986	-7.4%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	267	293	9.7%
Total Dollar Volume	\$151,046,825	\$181,664,463	20.3%
Average Sold Price	\$565,718	\$620,015	9.6%
Median Sold Price	\$495,000	\$485,000	-2.0%
Average Days on Market	141	157	11.3%
Sold / List Price %	95.31	93.56	-1.8%
Median Sale Price per Sq. Ft.	174.79	\$178.49	2.1%
Active Listings in Qtr	1,431	1,478	3.3%



Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	234	206	-12.0%
Total Dollar Volume	\$48,477,332	\$45,290,850	-6.6%
Average Sold Price	\$207,168	\$219,858	6.1%
Median Sold Price	\$180,000	\$186,000	3.3%
Average Days on Market	57	58	1.8%
Sold / List Price %	97	96.6	-0.4%
Median Sale Price per Sq. Ft.	143.01	\$145.01	1.4%
Active Listings in Qtr	525	514	-2.1%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	18	21	16.7%
Total Dollar Volume	\$9,435,832	\$11,669,300	23.7%
Average Sold Price	\$524,212	\$555,680	6.0%
Median Sold Price	\$470,666	\$504,000	7.1%
Average Days on Market	138	86	-37.7%
Sold / List Price %	94.97	95.33	0.4%
Median Sale Price per Sq. Ft.	174.79	\$187.81	7.4%
Active Listings in Qtr	84	68	-19.0%



Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	174	186	6.9%
Total Dollar Volume	\$55,249,419	\$60,179,163	8.9%
Average Sold Price	\$317,525	\$323,543	1.9%
Median Sold Price	\$260,000	\$268,500	3.3%
Average Days on Market	83	67	-19.3%
Sold / List Price %	95.35	97.55	2.3%
Median Sale Price per Sq. Ft.	150.50	\$163.41	8.6%
Active Listings in Qtr	417	438	5.0%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	43	35	-18.6%
Total Dollar Volume	\$27,041,875	\$25,429,876	-6.0%
Average Sold Price	\$628,880	\$726,567	15.5%
Median Sold Price	\$568,000	\$565,000	-0.5%
Average Days on Market	119	120	0.8%
Sold / List Price %	93.32	97.35	4.3%
Median Sale Price per Sq. Ft.	193.02	\$196.11	1.6%
Active Listings in Qtr	132	111	-15.9%



ANCHORAGE | LAKE FOREST

Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	277	272	-1.8%
Total Dollar Volume	\$81,469,432	\$85,230,849	4.6%
Average Sold Price	\$294,113	\$313,348	6.5%
Median Sold Price	\$273,819	\$295,000	7.7%
Average Days on Market	86	76	-11.6%
Sold / List Price %	97.87	97.52	-0.4%
Median Sale Price per Sq. Ft.	128.49	\$136.40	6.2%
Active Listings in Qtr	724	698	-3.6%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	49	50	2.0%
Total Dollar Volume	\$25,670,929	\$27,694,164	7.9%
Average Sold Price	\$523,896	\$553,883	5.7%
Median Sold Price	\$460,000	\$470,500	2.3%
Average Days on Market	138	152	10.1%
Sold / List Price %	96.87	96.46	-0.4%
Median Sale Price per Sq. Ft.	162.83	\$157.14	-3.5%
Active Listings in Qtr	247	266	7.7%



PROSPECT | GLENVIEW

Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	301	261	-13.3%
Total Dollar Volume	\$89,151,217	\$84,057,494	-5.7%
Average Sold Price	\$296,183	\$322,059	8.7%
Median Sold Price	\$245,000	\$250,000	2.0%
Average Days on Market	62	77	24.2%
Sold / List Price %	97.68	97.8	0.1%
Median Sale Price per Sq. Ft.	130.89	\$135.90	3.8%
Active Listings in Qtr	715	641	-10.3%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	64	62	-3.1%
Total Dollar Volume	\$37,842,245	\$40,174,148	6.2%
Average Sold Price	\$591,285	\$647,970	9.6%
Median Sold Price	\$527,475	\$518,200	-1.8%
Average Days on Market	124	175	41.1%
Sold / List Price %	97.21	96.23	-1.0%
Median Sale Price per Sq. Ft.	185.77	\$208.29	12.1%
Active Listings in Qtr	268	281	4.9%



NORTH OLDHAM

Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	98	99	1.0%
Total Dollar Volume	\$32,260,490	\$43,591,548	35.1%
Average Sold Price	\$329,188	\$440,318	33.8%
Median Sold Price	\$300,750	\$325,000	8.1%
Average Days on Market	103	83	-19.4%
Sold / List Price %	97.03	94.89	-2.2%
Median Sale Price per Sq. Ft.	135.90	\$145.40	7.0%
Active Listings in Qtr	344	336	-2.3%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	30	35	16.7%
Total Dollar Volume	\$16,294,500	\$28,534,335	75.1%
Average Sold Price	\$543,150	\$815,266	50.1%
Median Sold Price	\$496,000	\$517,250	4.3%
Average Days on Market	144	124	-13.9%
Sold / List Price %	96.34	93	-3.5%
Median Sale Price per Sq. Ft.	156.16	\$167.86	7.5%
Active Listings in Qtr	171	153	-10.5%



SOUTH OLDHAM

Overall Market

	Q1 2017	Q1 2018	% Change
Number of Sales	91	89	-2.2%
Total Dollar Volume	\$26,332,669	\$26,595,319	1.0%
Average Sold Price	\$289,369	\$298,823	3.3%
Median Sold Price	\$240,000	\$275,000	14.6%
Average Days on Market	83	101	21.7%
Sold / List Price %	96.16	97.11	1.0%
Median Sale Price per Sq. Ft.	\$133.37	\$141.41	6.0%
Active Listings in Qtr	245	265	8.2%

\$400,000+ Market

	Q1 2017	Q1 2018	% Change
Number of Sales	17	20	17.6%
Total Dollar Volume	\$9,874,800	\$10,177,216	3.1%
Average Sold Price	\$580,870	\$508,860	-12.4%
Median Sold Price	\$495,000	\$462,500	-6.6%
Average Days on Market	269	246	-8.6%
Sold / List Price %	92.84	95.77	3.2%
Median Sale Price per Sq. Ft.	\$156.61	\$175.14	11.8%
Active Listings in Qtr	95	99	4.2%

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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