



# 2019 LOUISVILLE MARKET REPORT

*Jon Mand*  
& ASSOCIATES

Lenihan

---

**Sotheby's**  
INTERNATIONAL REALTY



## Overall Market

	2018	2019	% Change
Number of Sales	18,031	17,859	-1.0%
Total Dollar Volume	\$3,949,885,137	\$4,108,582,349	4.0%
Average Sold Price	\$219,060	\$230,056	5.0%
Median Sold Price	\$180,000	\$192,000	6.7%
Average Days on Market	55	57	3.6%
Sold / List Price %	97.81	98.01	0.2%
Median Sale Price per Sq. Ft.	\$124.48	\$131.36	5.5%
Active Listings in Qtr	28,044	27,973	-0.3%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	1,696	1,825	7.6%
Total Dollar Volume	\$979,128,742	\$1,044,218,007	6.6%
Average Sold Price	\$577,316	\$572,174	-0.9%
Median Sold Price	\$492,500	\$490,000	-0.5%
Average Days on Market	115	108	-6.1%
Sold / List Price %	95.78	96.5	0.8%
Median Sale Price per Sq. Ft.	\$176.47	\$180.12	2.1%
Active Listings in Qtr	4,077	4,322	6.0%



## Overall Market

	2018	2019	% Change
Number of Sales	1,141	1,209	6.0%
Total Dollar Volume	\$277,687,020	\$309,362,811	11.4%
Average Sold Price	\$243,371	\$255,883	5.1%
Median Sold Price	\$200,000	\$218,000	9.0%
Average Days on Market	49	56	14.3%
Sold / List Price %	97.46	97.27	-0.2%
Median Sale Price per Sq. Ft.	\$152.42	\$158.76	4.2%
Active Listings in Qtr	1,922	1,972	2.6%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	136	153	12.5%
Total Dollar Volume	\$78,060,379	\$89,823,886	15.1%
Average Sold Price	\$573,973	\$587,084	2.3%
Median Sold Price	\$520,000	\$489,000	-6.0%
Average Days on Market	64	77	20.3%
Sold / List Price %	95.93	96.19	0.3%
Median Sale Price per Sq. Ft.	\$193.92	\$195.48	0.8%
Active Listings in Qtr	315	332	5.4%



## Overall Market

	2018	2019	% Change
Number of Sales	1,009	1,003	-0.6%
Total Dollar Volume	\$321,417,819	\$318,824,550	-0.8%
Average Sold Price	\$318,550	\$317,870	-0.2%
Median Sold Price	\$271,000	\$274,000	1.1%
Average Days on Market	49	52	6.1%
Sold / List Price %	97.72	96.97	-0.8%
Median Sale Price per Sq. Ft.	\$165.69	\$169.11	2.1%
Active Listings in Qtr	1,535	1,596	4.0%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	214	212	-0.9%
Total Dollar Volume	\$138,085,422	\$132,493,308	-4.0%
Average Sold Price	\$645,258	\$624,968	-3.1%
Median Sold Price	\$542,250	\$518,250	-4.4%
Average Days on Market	83	72	-13.3%
Sold / List Price %	97.12	96.09	-1.1%
Median Sale Price per Sq. Ft.	\$197.95	\$198.81	0.4%
Active Listings in Qtr	377	439	16.4%



# ANCHORAGE | LAKE FOREST

## Overall Market

	2018	2019	% Change
Number of Sales	1,383	1,384	0.1%
Total Dollar Volume	\$442,047,307	\$456,040,639	3.2%
Average Sold Price	\$319,629	\$329,509	3.1%
Median Sold Price	\$300,000	\$310,000	3.3%
Average Days on Market	58	66	13.8%
Sold / List Price %	97.72	97.87	0.2%
Median Sale Price per Sq. Ft.	\$138.51	\$142.12	2.6%
Active Listings in Qtr	2,241	2,266	1.1%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	304	313	3.0%
Total Dollar Volume	\$162,878,155	\$166,039,003	1.9%
Average Sold Price	\$535,783	\$530,476	-1.0%
Median Sold Price	\$474,750	\$482,000	1.5%
Average Days on Market	111	111	0.0%
Sold / List Price %	96.53	96.84	0.3%
Median Sale Price per Sq. Ft.	\$161.28	\$162.06	0.5%
Active Listings in Qtr	725	734	1.2%



# PROSPECT | GLENVIEW

## Overall Market

	2018	2019	% Change
Number of Sales	1,419	1,465	3.2%
Total Dollar Volume	\$480,884,190	\$523,744,268	8.9%
Average Sold Price	\$338,889	\$357,504	5.5%
Median Sold Price	\$265,000	\$286,000	7.9%
Average Days on Market	56	63	12.5%
Sold / List Price %	97.6	97.9	0.3%
Median Sale Price per Sq. Ft.	\$141.09	\$146.28	3.7%
Active Listings in Qtr	2,205	2,322	5.3%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	386	435	12.7%
Total Dollar Volume	\$241,699,792	\$271,493,772	12.3%
Average Sold Price	\$626,165	\$624,123	-0.3%
Median Sold Price	\$519,950	\$518,000	-0.4%
Average Days on Market	113	115	1.8%
Sold / List Price %	96.32	96.84	0.5%
Median Sale Price per Sq. Ft.	\$194.27	\$197.46	1.6%
Active Listings in Qtr	844	899	6.5%



# NORTH OLDHAM

## Overall Market

	2018	2019	% Change
Number of Sales	576	551	-4.3%
Total Dollar Volume	\$220,825,590	\$205,748,291	-6.8%
Average Sold Price	\$383,377	\$373,408	-2.6%
Median Sold Price	\$320,000	\$332,000	3.8%
Average Days on Market	74	77	4.1%
Sold / List Price %	96.83	97.32	0.5%
Median Sale Price per Sq. Ft.	\$148.85	\$152.61	2.5%
Active Listings in Qtr	1,035	977	-5.6%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	199	197	-1.0%
Total Dollar Volume	\$127,684,487	\$115,592,988	-9.5%
Average Sold Price	\$641,630	\$586,766	-8.6%
Median Sold Price	\$527,000	\$537,000	1.9%
Average Days on Market	118	103	-12.7%
Sold / List Price %	95.75	96.37	0.6%
Median Sale Price per Sq. Ft.	\$168.10	\$171.61	2.1%
Active Listings in Qtr	437	451	3.2%



# SOUTH OLDHAM

## Overall Market

	2018	2019	% Change
Number of Sales	513	540	5.3%
Total Dollar Volume	\$158,275,656	\$171,485,268	8.3%
Average Sold Price	\$308,529	\$317,565	2.9%
Median Sold Price	\$290,000	\$297,000	2.4%
Average Days on Market	62	69	11.3%
Sold / List Price %	98.34	98.25	-0.1%
Median Sale Price per Sq. Ft.	\$146.81	\$154.18	5.0%
Active Listings in Qtr	843	832	-1.3%

## \$400,000+ Market

	2018	2019	% Change
Number of Sales	118	135	14.4%
Total Dollar Volume	\$58,294,396	\$66,071,412	13.3%
Average Sold Price	\$494,020	\$489,417	-0.9%
Median Sold Price	\$470,000	\$475,000	1.1%
Average Days on Market	115	124	7.8%
Sold / List Price %	97.29	98.27	1.0%
Median Sale Price per Sq. Ft.	\$162.92	\$174.60	7.2%
Active Listings in Qtr	268	264	-1.5%





## About The Author

Jon Mand is the top-selling luxury real estate broker with Lenihan Sotheby's International Realty specializing in Louisville's most distinctive properties and has ranked as the #1 selling agent in the Louisville market by sales volume for 2017, 2018, and 2019. Recognized as an industry leader, he is regularly interviewed by local publications looking for insights into the high-end residential market.

You can reach Jon Mand at 502.417-2837, [jmand@lsir.com](mailto:jmand@lsir.com) or [jonmand.com](http://jonmand.com)

Sign up to receive a reminder  
each quarter when these  
Market Reports  
are generated  
at  
**[louisvillemarketreport.com](http://louisvillemarketreport.com)**

  
& ASSOCIATES

Lenihan

---

**Sotheby's**  
INTERNATIONAL REALTY