



Q1 2020 LOUISVILLE MARKET REPORT

Jon Mand
& ASSOCIATES

Lenihan

Sotheby's
INTERNATIONAL REALTY



Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	3,439	3,410	-0.8%
Total Dollar Volume	\$743,011,951	\$768,843,027	3.5%
Average Sold Price	\$216,054	\$225,467	4.4%
Median Sold Price	\$177,400	\$189,000	6.5%
Average Days on Market	71	72	1.4%
Sold / List Price %	97.56	97.2	-0.4%
Median Sale Price per Sq. Ft.	125.11	\$131.66	5.2%
Active Listings in Qtr	9,114	8,563	-6.0%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	309	315	1.9%
Total Dollar Volume	\$178,996,072	\$187,446,214	4.7%
Average Sold Price	\$579,275	\$595,067	2.7%
Median Sold Price	\$489,999	\$489,900	0.0%
Average Days on Market	140	140	0.0%
Sold / List Price %	95.85	94.95	-0.9%
Median Sale Price per Sq. Ft.	178.34	\$182.66	2.4%
Active Listings in Qtr	1,604	1,488	-7.2%



Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	230	215	-6.5%
Total Dollar Volume	\$57,522,300	\$51,284,410	-10.8%
Average Sold Price	\$250,096	\$238,532	-4.6%
Median Sold Price	\$210,000	\$209,000	-0.5%
Average Days on Market	73	67	-8.2%
Sold / List Price %	96.33	96.58	0.3%
Median Sale Price per Sq. Ft.	151.79	\$153.93	1.4%
Active Listings in Qtr	590	564	-4.4%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	29	19	-34.5%
Total Dollar Volume	\$17,521,713	\$10,951,900	-37.5%
Average Sold Price	\$604,197	\$576,415	-4.6%
Median Sold Price	\$530,000	\$532,500	0.5%
Average Days on Market	98	90	-8.2%
Sold / List Price %	94.17	94.22	0.1%
Median Sale Price per Sq. Ft.	196.22	\$203.80	3.9%
Active Listings in Qtr	111	96	-13.5%



ST. MATTHEWS | INDIAN HILLS

Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	192	154	-19.8%
Total Dollar Volume	\$59,913,230	\$56,207,427	-6.2%
Average Sold Price	\$312,048	\$364,983	17.0%
Median Sold Price	\$265,000	\$288,500	8.9%
Average Days on Market	61	78	27.9%
Sold / List Price %	96.41	95.34	-1.1%
Median Sale Price per Sq. Ft.	158.72	\$169.38	6.7%
Active Listings in Qtr	483	400	-17.2%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	41	40	-2.4%
Total Dollar Volume	\$25,214,400	\$28,013,215	11.1%
Average Sold Price	\$614,985	\$700,330	13.9%
Median Sold Price	\$515,000	\$507,500	-1.5%
Average Days on Market	101	100	-1.0%
Sold / List Price %	95.37	93.71	-1.7%
Median Sale Price per Sq. Ft.	182.61	\$203.78	11.6%
Active Listings in Qtr	139	127	-8.6%



ANCHORAGE | LAKE FOREST

Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	263	256	-2.7%
Total Dollar Volume	\$88,886,384	\$85,251,264	-4.1%
Average Sold Price	\$337,971	\$333,012	-1.5%
Median Sold Price	\$325,000	\$315,000	-3.1%
Average Days on Market	85	87	2.4%
Sold / List Price %	97.35	97.67	0.3%
Median Sale Price per Sq. Ft.	143.94	\$143.83	-0.1%
Active Listings in Qtr	749	684	-8.7%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	68	60	-11.8%
Total Dollar Volume	\$36,004,301	\$32,609,661	-9.4%
Average Sold Price	\$529,475	\$543,494	2.6%
Median Sold Price	\$482,500	\$463,247	-4.0%
Average Days on Market	140	141	0.7%
Sold / List Price %	96.23	96.74	0.5%
Median Sale Price per Sq. Ft.	162.66	\$179.53	10.4%
Active Listings in Qtr	264	260	-1.5%



PROSPECT | GLENVIEW

Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	254	249	-2.0%
Total Dollar Volume	\$90,761,867	\$80,440,135	-11.4%
Average Sold Price	\$357,330	\$323,052	-9.6%
Median Sold Price	\$272,722	\$262,000	-3.9%
Average Days on Market	82	84	2.4%
Sold / List Price %	97.36	96.17	-1.2%
Median Sale Price per Sq. Ft.	141.12	\$145.69	3.2%
Active Listings in Qtr	733	679	-7.4%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	72	63	-12.5%
Total Dollar Volume	\$47,640,966	\$38,589,830	-19.0%
Average Sold Price	\$661,680	\$612,536	-7.4%
Median Sold Price	\$530,000	\$535,000	0.9%
Average Days on Market	133	168	26.3%
Sold / List Price %	96.81	95.06	-1.8%
Median Sale Price per Sq. Ft.	211.99	\$188.15	-11.2%
Active Listings in Qtr	355	278	-21.7%



NORTH OLDHAM

Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	103	83	-19.4%
Total Dollar Volume	\$36,392,010	\$36,028,365	-1.0%
Average Sold Price	\$353,320	\$434,076	22.9%
Median Sold Price	\$319,500	\$308,425	-3.5%
Average Days on Market	114	111	-2.6%
Sold / List Price %	97.67	95.39	-2.3%
Median Sale Price per Sq. Ft.	143.74	\$154.15	7.2%
Active Listings in Qtr	359	294	-18.1%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	32	29	-9.4%
Total Dollar Volume	\$18,820,205	\$22,654,249	20.4%
Average Sold Price	\$588,131	\$781,181	32.8%
Median Sold Price	\$527,000	\$600,000	13.9%
Average Days on Market	144	173	20.1%
Sold / List Price %	96.08	94.13	-2.0%
Median Sale Price per Sq. Ft.	177.59	\$176.89	-0.4%
Active Listings in Qtr	176	156	-11.4%



SOUTH OLDHAM

Overall Market

	Q1 2019	Q1 2020	% Change
Number of Sales	100	91	-9.0%
Total Dollar Volume	\$29,500,700	\$29,753,930	0.9%
Average Sold Price	\$295,007	\$326,966	10.8%
Median Sold Price	\$271,700	\$295,500	8.8%
Average Days on Market	77	101	31.2%
Sold / List Price %	98.46	98	-0.5%
Median Sale Price per Sq. Ft.	\$154.88	\$154.59	-0.2%
Active Listings in Qtr	295	252	-14.6%

\$400,000+ Market

	Q1 2019	Q1 2020	% Change
Number of Sales	21	24	14.3%
Total Dollar Volume	\$9,882,181	\$12,090,490	22.3%
Average Sold Price	\$470,580	\$503,770	7.1%
Median Sold Price	\$455,000	\$490,000	7.7%
Average Days on Market	149	107	-28.2%
Sold / List Price %	98.73	97.11	-1.6%
Median Sale Price per Sq. Ft.	\$185.62	\$173.27	-6.7%
Active Listings in Qtr	104	89	-14.4%

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.

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