

2020 LOUISVILLE REAL ESTATE

MARKET REPORT

Jon Mand
& ASSOCIATES

Lenihan | **Sotheby's**
INTERNATIONAL REALTY

2020 Market Report



GREATER LOUISVILLE

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	17,859	18,739	4.9%	1,825	2,381	30.5%
TOTAL DOLLAR VOLUME	\$4,108,582,349	\$4,700,047,165	14.4%	\$1,044,218,007	\$1,359,781,946	30.2%
AVERAGE SOLD PRICE	\$230,056	\$250,816	9.0%	\$572,174	\$571,096	-0.2%
MEDIAN SOLD PRICE	\$192,000	\$213,000	10.9%	\$490,000	\$501,000	2.2%
AVERAGE DAYS ON MARKET	57	50	-12.3%	108	94	-13.0%
SOLD / LIST PRICE %	98.01	98.35	0.3%	96.5	96.7	0.2%
MEDIAN PRICE PER SQ. FT.	\$131.36	\$141.58	7.8%	\$180.12	\$185.79	3.1%
ACTIVE LISTINGS IN QTR.	27,973	26,000	-7.1%	4,322	4,130	-4.4%

HIGHLANDS

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	1,209	1,239	2.5%	153	187	22.2%
TOTAL DOLLAR VOLUME	\$309,362,811	\$337,015,088	8.9%	\$89,823,886	\$106,139,922	18.2%
AVERAGE SOLD PRICE	\$255,883	\$272,005	6.3%	\$587,084	\$567,593	-3.3%
MEDIAN SOLD PRICE	\$218,000	\$228,000	4.6%	\$489,000	\$500,000	2.2%
AVERAGE DAYS ON MARKET	56	46	-17.9%	77	69	-10.4%
SOLD / LIST PRICE %	97.27	97.98	0.7%	96.19	97.01	0.9%
MEDIAN PRICE PER SQ. FT.	\$158.76	\$169.76	6.9%	\$195.48	\$200.59	2.6%
ACTIVE LISTINGS IN QTR.	1,972	1,890	-4.2%	332	365	9.9%

ST. MATTHEWS/ INDIAN HILLS

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	1,003	957	-4.6%	212	253	19.3%
TOTAL DOLLAR VOLUME	\$318,824,550	\$337,202,948	5.8%	\$132,493,308	\$158,333,949	19.5%
AVERAGE SOLD PRICE	\$317,870	\$352,354	10.8%	\$624,968	\$625,825	0.1%
MEDIAN SOLD PRICE	\$274,000	\$304,500	11.1%	\$518,250	\$520,000	0.3%
AVERAGE DAYS ON MARKET	52	48	-7.7%	72	72	0.0%
SOLD / LIST PRICE %	96.97	96.93	0.0%	96.09	94.77	-1.4%
MEDIAN PRICE PER SQ. FT.	\$169.11	\$183.10	8.3%	\$198.81	\$205.01	3.1%
ACTIVE LISTINGS IN QTR.	1,596	1,445	-9.5%	439	425	-3.2%



ANCHORAGE/ LAKE FOREST

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	1,384	1,496	8.1%	313	444	41.9%
TOTAL DOLLAR VOLUME	\$456,040,639	\$540,505,988	18.5%	\$166,039,003	\$244,645,801	47.3%
AVERAGE SOLD PRICE	\$329,509	\$361,300	9.6%	\$530,476	\$551,004	3.9%
MEDIAN SOLD PRICE	\$310,000	\$335,000	8.1%	\$482,000	\$485,840	0.8%
AVERAGE DAYS ON MARKET	66	59	-10.6%	111	93	-16.2%
SOLD / LIST PRICE %	97.87	98.36	0.5%	96.84	97.47	0.7%
MEDIAN PRICE PER SQ. FT.	\$142.12	\$153.13	7.7%	\$162.06	\$171.43	5.8%
ACTIVE LISTINGS IN QTR.	2,266	2,049	-9.6%	734	731	-0.4%

PROSPECT/ GLENVIEW

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	1,465	1,558	6.3%	435	492	13.1%
TOTAL DOLLAR VOLUME	\$523,744,268	\$569,149,196	8.7%	\$271,493,772	\$303,353,187	11.7%
AVERAGE SOLD PRICE	\$357,504	\$365,307	2.2%	\$624,123	\$616,571	-1.2%
MEDIAN SOLD PRICE	\$286,000	\$300,000	4.9%	\$518,000	\$541,615	4.6%
AVERAGE DAYS ON MARKET	63	57	-9.5%	115	103	-10.4%
SOLD / LIST PRICE %	97.9	97.58	-0.3%	96.84	96.44	-0.4%
MEDIAN PRICE PER SQ. FT.	\$146.28	\$154.98	5.9%	\$197.46	\$199.00	0.8%
ACTIVE LISTINGS IN QTR.	2,322	2,090	-10.0%	899	764	-15.0%



NORTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	551	552	0.2%	197	236	19.8%
TOTAL DOLLAR VOLUME	\$205,748,291	\$231,267,921	12.4%	\$115,592,988	\$149,590,138	29.4%
AVERAGE SOLD PRICE	\$373,408	\$418,963	12.2%	\$586,766	\$633,856	8.0%
MEDIAN SOLD PRICE	\$332,000	\$355,000	6.9%	\$537,000	\$565,625	5.3%
AVERAGE DAYS ON MARKET	77	75	-2.6%	103	107	3.9%
SOLD / LIST PRICE %	97.32	97.33	0.0%	96.37	96.94	0.6%
MEDIAN PRICE PER SQ. FT.	\$152.61	\$160.88	5.4%	\$171.61	\$178.23	3.9%
ACTIVE LISTINGS IN QTR.	977	780	-20.2%	451	379	-16.0%

SOUTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	2019	2020	CHANGE	2019	2020	CHANGE
NUMBER OF SALES	540	584	8.1%	135	184	36.3%
TOTAL DOLLAR VOLUME	\$171,485,268	\$206,694,128	20.5%	\$66,071,412	\$97,553,902	47.6%
AVERAGE SOLD PRICE	\$317,565	\$353,928	11.5%	\$489,417	\$530,184	8.3%
MEDIAN SOLD PRICE	\$297,000	\$320,000	7.7%	\$475,000	\$500,000	5.3%
AVERAGE DAYS ON MARKET	69	62	-10.1%	124	75	-39.5%
SOLD / LIST PRICE %	98.25	98.63	0.4%	98.27	98.08	-0.2%
MEDIAN PRICE PER SQ. FT.	\$154.18	\$166.13	7.8%	\$174.60	\$181.09	3.7%
ACTIVE LISTINGS IN QTR.	832	763	-8.3%	264	266	0.8%



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