

Q1 2021 LOUISVILLE REAL ESTATE

MARKET REPORT

Jon Mand
& ASSOCIATES

Lenihan | **Sotheby's**
INTERNATIONAL REALTY

Q1 2021 Market Report



GREATER LOUISVILLE

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	3,590	3,833	6.8%	332	446	34.3%
TOTAL DOLLAR VOLUME	\$807,811,739	\$965,240,603	19.5%	\$196,375,987	\$273,149,881	39.1%
AVERAGE SOLD PRICE	\$225,017	\$251,823	11.9%	\$591,493	\$612,443	3.5%
MEDIAN SOLD PRICE	\$188,950	\$212,000	12.2%	\$489,950	\$520,000	6.1%
AVERAGE DAYS ON MARKET	71	40	-43.7%	140	78	-44.3%
SOLD / LIST PRICE %	97.3	98.36	1.1%	95.12	96.8	1.8%
MEDIAN PRICE PER SQ. FT.	131.81	\$ 145.86	10.7%	183.42	\$193.50	5.5%
ACTIVE LISTINGS IN QTR.	8,676	6,650	-23.4%	1,471	1,141	-22.4%

HIGHLANDS

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	225	250	11.1%	19	29	52.6%
TOTAL DOLLAR VOLUME	\$52,997,060	\$63,418,984	19.7%	\$10,951,900	\$16,588,315	51.5%
AVERAGE SOLD PRICE	\$235,542	\$253,675	7.7%	\$576,415	\$572,010	-0.8%
MEDIAN SOLD PRICE	\$205,000	\$221,250	7.9%	\$532,500	\$519,000	-2.5%
AVERAGE DAYS ON MARKET	67	48	-28.4%	90	69	-23.3%
SOLD / LIST PRICE %	96.62	97.71	1.1%	94.22	96.62	2.5%
MEDIAN PRICE PER SQ. FT.	152.94	\$ 172.55	12.8%	206.84	\$209.57	1.3%
ACTIVE LISTINGS IN QTR.	570	499	-12.5%	93	90	-3.2%

ST. MATTHEWS/ INDIAN HILLS

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	160	193	20.6%	42	51	21.4%
TOTAL DOLLAR VOLUME	\$57,690,427	\$67,269,413	16.6%	\$28,923,215	\$34,729,470	20.1%
AVERAGE SOLD PRICE	\$360,565	\$348,546	-3.3%	\$688,647	\$680,970	-1.1%
MEDIAN SOLD PRICE	\$287,750	\$275,000	-4.4%	\$480,000	\$550,000	14.6%
AVERAGE DAYS ON MARKET	76	49	-35.5%	98	64	-34.7%
SOLD / LIST PRICE %	95.55	98.28	2.9%	94.1	97.28	3.4%
MEDIAN PRICE PER SQ. FT.	169.38	\$ 178.11	5.2%	204.71	\$215.24	5.1%
ACTIVE LISTINGS IN QTR.	407	358	-12.0%	129	112	-13.2%



ANCHORAGE/ LAKE FOREST

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	269	299	11.2%	65	85	30.8%
TOTAL DOLLAR VOLUME	\$90,612,755	\$105,996,511	17.0%	\$35,590,864	\$47,523,996	33.5%
AVERAGE SOLD PRICE	\$336,850	\$354,503	5.2%	\$547,551	\$559,105	2.1%
MEDIAN SOLD PRICE	\$315,000	\$325,000	3.2%	\$477,280	\$500,000	4.8%
AVERAGE DAYS ON MARKET	86	46	-46.5%	142	83	-41.5%
SOLD / LIST PRICE %	97.83	98.11	0.3%	97.01	97.11	0.1%
MEDIAN PRICE PER SQ. FT.	143.89	\$ 158.22	10.0%	179.53	\$ 179.33	-0.1%
ACTIVE LISTINGS IN QTR.	691	494	-28.5%	259	195	-24.7%

PROSPECT/ GLENVIEW

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	266	298	12.0%	66	95	43.9%
TOTAL DOLLAR VOLUME	\$85,020,235	\$119,889,053	41.0%	\$39,998,630	\$67,256,240	68.1%
AVERAGE SOLD PRICE	\$319,624	\$402,312	25.9%	\$606,039	\$707,960	16.8%
MEDIAN SOLD PRICE	\$261,000	\$311,000	19.2%	\$526,500	\$556,500	5.7%
AVERAGE DAYS ON MARKET	84	36	-57.1%	169	64	-62.1%
SOLD / LIST PRICE %	96.3	98.16	1.9%	95.17	97.07	2.0%
MEDIAN PRICE PER SQ. FT.	146.50	\$ 161.71	10.4%	187.39	\$ 202.33	8.0%
ACTIVE LISTINGS IN QTR.	679	469	-30.9%	274	194	-29.2%



NORTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	89	72	-19.1%	31	33	6.5%
TOTAL DOLLAR VOLUME	\$37,842,365	\$31,594,503	-16.5%	\$23,649,249	\$21,455,953	-9.3%
AVERAGE SOLD PRICE	\$425,195	\$438,812	3.2%	\$762,879	\$650,180	-14.8%
MEDIAN SOLD PRICE	\$305,000	\$332,450	9.0%	\$597,000	\$625,000	4.7%
AVERAGE DAYS ON MARKET	107	60	-43.9%	162	95	-41.4%
SOLD / LIST PRICE %	95.85	96.05	0.2%	94.23	95.08	0.9%
MEDIAN PRICE PER SQ. FT.	153.22	\$166.05	8.4%	174.24	\$181.37	4.1%
ACTIVE LISTINGS IN QTR.	296	157	-47.0%	156	74	-52.6%

SOUTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	Q1 2020	Q1 2021	CHANGE	Q1 2020	Q1 2021	CHANGE
NUMBER OF SALES	94	99	5.3%	24	29	20.8%
TOTAL DOLLAR VOLUME	\$30,561,930	\$34,034,883	11.4%	\$12,090,490	\$15,874,000	31.3%
AVERAGE SOLD PRICE	\$325,126	\$343,786	5.7%	\$503,770	\$547,379	8.7%
MEDIAN SOLD PRICE	\$297,700	\$309,000	3.8%	\$490,000	\$522,200	6.6%
AVERAGE DAYS ON MARKET	100	36	-64.0%	107	52	-51.4%
SOLD / LIST PRICE %	98.02	99.58	1.6%	97.11	98.37	1.3%
MEDIAN PRICE PER SQ. FT.	\$153.59	\$165.98	8.1%	\$176.32	\$185.38	5.1%
ACTIVE LISTINGS IN QTR.	255	147	-42.4%	90	65	-27.8%



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