

Q2 2021 LOUISVILLE REAL ESTATE

MARKET REPORT

Jon Mand
& ASSOCIATES

Lenihan | **Sotheby's**
INTERNATIONAL REALTY

Q2 2021 Market Report



GREATER LOUISVILLE

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	4,584	5,230	14.1%	539	771	43.0%
TOTAL DOLLAR VOLUME	\$1,118,947,614	\$1,427,529,882	27.6%	\$301,547,958	\$457,711,759	51.8%
AVERAGE SOLD PRICE	\$244,098	\$272,950	11.8%	\$559,458	\$593,659	6.1%
MEDIAN SOLD PRICE	\$208,500	\$231,000	10.8%	\$500,000	\$510,000	2.0%
AVERAGE DAYS ON MARKET	56	25	-55.4%	113	40	-64.6%
SOLD / LIST PRICE %	98.2	100.17	2.0%	96.86	98.91	2.1%
MEDIAN PRICE PER SQ. FT.	138.96	\$ 156.99	13.0%	181.98	\$201.25	10.6%
ACTIVE LISTINGS IN QTR.	9,081	7,930	-12.7%	1,758	1,564	-11.0%

HIGHLANDS

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	337	382	13.4%	33	70	112.1%
TOTAL DOLLAR VOLUME	\$85,007,609	\$115,158,586	35.5%	\$19,730,100	\$42,966,791	117.8%
AVERAGE SOLD PRICE	\$252,248	\$301,462	19.5%	\$597,881	\$613,811	2.7%
MEDIAN SOLD PRICE	\$215,500	\$250,000	16.0%	\$550,000	\$537,450	-2.3%
AVERAGE DAYS ON MARKET	50	33	-34.0%	69	56	-18.8%
SOLD / LIST PRICE %	97.82	99.43	1.6%	97.16	98.72	1.6%
MEDIAN PRICE PER SQ. FT.	164.61	\$ 186.56	13.3%	204.21	\$217.16	6.3%
ACTIVE LISTINGS IN QTR.	666	598	-10.2%	161	131	-18.6%

ST. MATTHEWS/ INDIAN HILLS

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	233	310	33.0%	62	91	46.8%
TOTAL DOLLAR VOLUME	\$80,144,676	\$117,196,904	46.2%	\$36,515,109	\$59,590,280	63.2%
AVERAGE SOLD PRICE	\$343,968	\$378,054	9.9%	\$588,953	\$654,838	11.2%
MEDIAN SOLD PRICE	\$305,000	\$330,000	8.2%	\$530,000	\$495,600	-6.5%
AVERAGE DAYS ON MARKET	48	26	-45.8%	53	32	-39.6%
SOLD / LIST PRICE %	98.29	100.26	2.0%	97.77	99.75	2.0%
MEDIAN PRICE PER SQ. FT.	184.56	\$ 196.11	6.3%	199.47	\$224.19	12.4%
ACTIVE LISTINGS IN QTR.	472	498	5.5%	162	169	4.3%



ANCHORAGE/ LAKE FOREST

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	371	399	7.5%	110	149	35.5%
TOTAL DOLLAR VOLUME	\$133,587,847	\$153,255,798	14.7%	\$60,025,738	\$82,894,057	38.1%
AVERAGE SOLD PRICE	\$360,075	\$384,099	6.7%	\$545,688	\$556,335	2.0%
MEDIAN SOLD PRICE	\$330,000	\$359,900	9.1%	\$479,700	\$495,000	3.2%
AVERAGE DAYS ON MARKET	66	20	-69.7%	103	37	-64.1%
SOLD / LIST PRICE %	97.93	100.3	2.4%	97.13	99.67	2.6%
MEDIAN PRICE PER SQ. FT.	152.75	\$ 165.78	8.5%	167.31	\$ 186.51	11.5%
ACTIVE LISTINGS IN QTR.	760	576	-24.2%	302	253	-16.2%

PROSPECT/ GLENVIEW

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	384	400	4.2%	107	133	24.3%
TOTAL DOLLAR VOLUME	\$132,614,929	\$159,753,687	20.5%	\$63,986,366	\$89,547,183	39.9%
AVERAGE SOLD PRICE	\$345,351	\$399,384	15.6%	\$598,003	\$673,287	12.6%
MEDIAN SOLD PRICE	\$289,950	\$323,000	11.4%	\$539,000	\$603,000	11.9%
AVERAGE DAYS ON MARKET	70	26	-62.9%	144	49	-66.0%
SOLD / LIST PRICE %	97.62	100.27	2.7%	96.24	99.02	2.9%
MEDIAN PRICE PER SQ. FT.	149.45	\$ 170.10	13.8%	194.55	\$ 198.50	2.0%
ACTIVE LISTINGS IN QTR.	777	570	-26.6%	316	237	-25.0%



NORTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	153	148	-3.3%	65	60	-7.7%
TOTAL DOLLAR VOLUME	\$62,563,664	\$64,697,765	3.4%	\$40,595,769	\$39,402,531	-2.9%
AVERAGE SOLD PRICE	\$408,912	\$437,147	6.9%	\$624,550	\$656,708	5.1%
MEDIAN SOLD PRICE	\$347,000	\$370,142	6.7%	\$560,000	\$574,375	2.6%
AVERAGE DAYS ON MARKET	84	20	-76.2%	139	28	-79.9%
SOLD / LIST PRICE %	95.73	99.42	3.9%	96.07	98.64	2.7%
MEDIAN PRICE PER SQ. FT.	157.54	\$ 175.10	11.1%	169.50	\$192.37	13.5%
ACTIVE LISTINGS IN QTR.	330	208	-37.0%	169	107	-36.7%

SOUTH OLDHAM COUNTY

Overall Market

\$400k+ Market

	Q2 2020	Q2 2021	CHANGE	Q2 2020	Q2 2021	CHANGE
NUMBER OF SALES	144	138	-4.2%	46	54	17.4%
TOTAL DOLLAR VOLUME	\$49,681,977	\$53,488,230	7.7%	\$23,842,270	\$30,158,765	26.5%
AVERAGE SOLD PRICE	\$345,013	\$387,595	12.3%	\$518,310	\$558,495	7.8%
MEDIAN SOLD PRICE	\$314,000	\$349,000	11.1%	\$501,000	\$538,750	7.5%
AVERAGE DAYS ON MARKET	64	27	-57.8%	108	22	-79.6%
SOLD / LIST PRICE %	98.51	101.23	2.8%	98.42	101.3	2.9%
MEDIAN PRICE PER SQ. FT.	\$ 161.61	\$ 175.89	8.8%	\$176.47	\$193.29	9.5%
ACTIVE LISTINGS IN QTR.	307	214	-30.3%	118	116	-1.7%



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