

THE OJEDA LAZAR REPORT

Belle Meade Market Trends

Q4
2019



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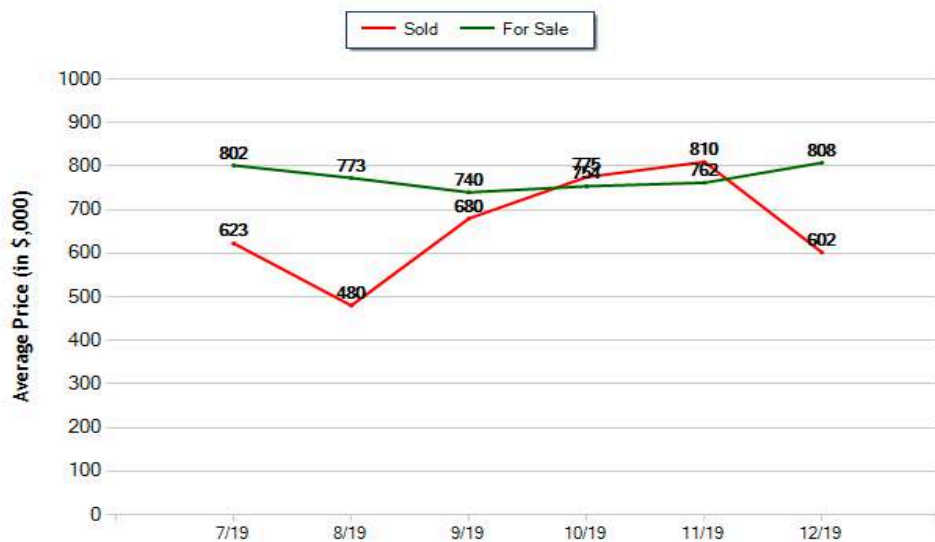
BELLE MEADE– Single Family Home Market | *Non waterfront*

For the 4th quarter of 2019, Belle Meade moved to a Neutral Market from a Buyer's Market in Q3. The average price per Sqft. went up 7.5% to \$400. The average sold price of a home was \$720,000 which was also higher by 16.7% compared to last Q. Five homes were sold this quarter and it took much less time to sell with an average days on market of 67. Sellers discounted their properties by 10%, only a one point increase from Q3.

Q4 had more sales than the same quarter last year with a total of 6. With a total of 4 active listings at the end of Q4 and 6 sales, the absorption rate is 17%.

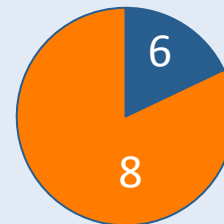
Market Highlights Q4

Market Condition	NEUTRAL MARKET
Average Sold Price Per Sq Ft	\$400
Average Sold Price	\$720,000
Average Sold Price is	NEUTRAL
Average Sold Price Per Sq Ft	APPRECIATING



Q4 ACTIVITY

■ Closed Sales ■ New Listings



	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	\$535,000	60.00%
4 Bedrooms	\$722,000	40.00%
5+ Bedrooms	-	-

Q4 2019 Vs. Q4 2018

Closed Sales	+50%
New Listings	-69.2%
Price per Sq Ft	+15.9%
Sold Price	+15.2%
Days on Market	+116.1%
Months of Inventory	-57.9%

	Curnt vs. Previous Qtr			Curnt vs. Same Qtr 1 Yr Ago		
	Q4 2019	Q3 2019	% Change	Q4 2019	Q4 2018	% Change
For Sale (End of Qtr)	4	5	-20%	4	13	-69.2%
Number of Homes Sold	6	5	-40%	6	2	50%
Average For Sale Price (in \$,000)	808	740	9.2%	808	697	15.90%
Average Sold Price (in \$,000)	720	617	16.7%	720	625	15.2%
Average Price Per SQFT.	400	372	7.5%	400	345	15.9%
Median Sold Price	668	665	0.5%	668	575	16.20%
Months of Inventory (Closed Sales)	5.9	7.6	-22.2%	5.9	14	-57.9%
Absorption Rate (Closed Sales)	17	13.1	29.8%	17	7.1	138.60%
Listing Discount (from original price)	10%	9%	11%	10%	5%	100%
Avg Days on Market	67	128	-47.7%	67	31	116.10%
New Listings	8	14	-42.9%	8	9	-11.10%



BELLE MEADE– Single Family Home Market | Waterfront

The Belle Meade waterfront market is still in a Buyer's Market for Q4. The average price per Sq Ft for a waterfront property is \$651 and the average sold price of a home was \$2,275,000. One home was sold this quarter and it took longer to sell with an average days on market of 131 vs. 101 days in Q3. Sellers discounted their properties by 15%, only a 2 point increase from Q3.

Q4 in 2019 had one waterfront sale vs. 3 in Q3. With a total of 7 active waterfront listings at the end of Q4 and 1 sale, the absorption rate is 4.3%.

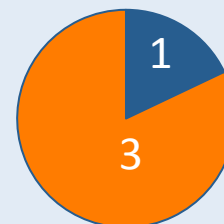
Market Highlights Q4

Market Condition	BUYER'S MARKET
Average Sold Price Per Sq Ft	\$651
Average Sold Price	\$2,275,000
Average Sold Price is	APPRECIATING
Average Sold Price Per Sq Ft	NEUTRAL



Q4 ACTIVITY

■ Closed Sales ■ New Listings



	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	\$2,275,000	25.00%
4 Bedrooms	-	-
5+ Bedrooms	-	-

Q4 2019 Vs. Q4 2018

Closed Sales	0%
New Listings	-25%
Price per Sq Ft	+21%
Sold Price	+108.9%
Days on Market	+285.3%
Months of Inventory	-22.30%

Curnt vs. Previous Qtr

Curnt vs. Same Qtr 1 Yr Ago

Q4 2019 Q3 2019 % Change Q4 2019 Q4 2018 % Change

For Sale (End of Qtr)	7	6	16.7%	7	9	-22.2%
Number of Homes Sold	1	3	-66.7%	1	1	0%
Average For Sale Price (in \$,000)	3314	3350	-1.1%	3314	2844	16.50%
Average Sold Price (in \$,000)	2275	2139	6.4%	2275	1089	108.9%
Average Price Per SQFT.	651	555	17.3%	651	538	21%
Median Sold Price	2275	1725	31.9%	2275	1090	108.70%
Months of Inventory (Closed Sales)	23.3	6	288.3%	23.3	30	-22.30%
Absorption Rate (Closed Sales)	4.3	16.7	-74.4%	4.3	3.3	30%
Listing Discount (from original price)	15%	13%	15%	15%	9%	66%
Avg Days on Market	131	101	29.7%	131	34	285.3%
New Listings	3	3	0%	3	4	-25%



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*“If you’re buying or selling in Belle Meade,
call me today at **305-790-6168**.
We are your Upper East Side Realtors!”*

Mario Ojeda
CEO | Broker



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