

THE OJEDA LAZAR REPORT

Belle Meade Market Trends

Q4
2020



OJEDA LAZAR
REAL ESTATE

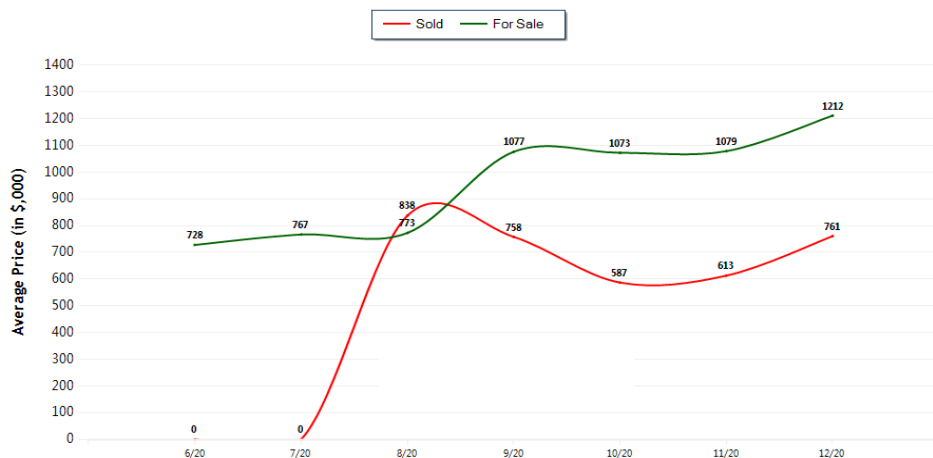
BELLE MEADE— Single Family Home Market | *Non waterfront*

For the 4th quarter of 2020, and for a second quarter in a row, Belle Meade is experiencing a Seller's Market. The average price per Sq. ft. went up to nearly \$450, it is appreciating. The average sold price of a home was \$640,000 which was also higher compared to last quarter. Eight homes were sold this quarter and three were pending sale. It took a bit longer to sell with an average days on market of 122 but Sellers only discounted their properties by 5%. Inventory is at an all time low with only 1.5 months of inventory for Q4.

Q4 had twice the amount of sales than the same quarter last year. With a total of 4 active listings at the end of Q4 and 8 sales, the absorption rate is 67.5%.

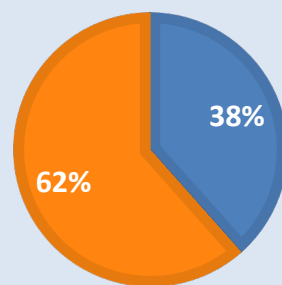
Market Highlights Q4

Market Condition	SELLER'S MARKET
Sold Homes	8
Average Sold Price Per Sq Ft	\$449
Average Sold Price	\$640,000
Average Sold Price is	NEUTRAL
Average Sold Price Per Sq Ft.	APPRECIATING



Q4 ACTIVITY

■ New Listings ■ Closed Sales



	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	\$595,000	20%
3 Bedrooms	\$622,000	60.00%
4 Bedrooms	-	13.00%
5+ Bedrooms	-	7%

Q4 2020 Vs. Q4 2019

Closed Sales **+100%**

New Listings **-37.5%**

Price per Sq Ft **+13.4%**

Sold Price **+3%**

Days on Market **+125.9%**

Months of Inventory **-76.4%**

	Curnt vs. Previous Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt Mth.
	Q4 2020	Q3 2020	% Change	Q4 2020	Q4 2019	% Change	January
For Sale (End of Qtr)	4	8	-50%	4	8	-50%	3
Homes Sold/ Closed Sales	8	7	14.3%	8	4	100%	0
Pending Sale	3	11	-72.7%	3	4	-25%	4
Average For Sale Price (in \$,000)	1212	1077	12.5%	1212	868	39.6%	1132
Average Sold Price (in \$,000)	640	792	-19.2%	640	706	-9.3%	-
Average Price Per SQFT.	449	410	9.5%	449	283	58.7%	-
Median Sold Price	618	795	-22.3%	618	722	-14.4%	-
Months of Inventory (Closed Sales)	1.5	3.5	-57.5%	1.5	6.2	-76.4%	-
Absorption Rate (Closed Sales)	67.5	28.8	134.6%	67.5	16.3	315.1%	-
Listing Discount (from original price)	5%	6%	-17%	5%	6%	-17%	-
Avg Days on Market	122	53	130.2%	122	54	125.9%	-
New Listings	5	10	-50%	5	8	-37.5%	4

BELLE MEADE– Single Family Home Market | Waterfront

For the 4th quarter of 2020, and for a second quarter in a row, the Belle Meade waterfront market is experiencing a Neutral Market having come out of a Buyer's market. There were no sales this quarter but there was a pending sale in Q4 which closed this month in January and the price per Sq. Ft. on that sale was **\$797**. There were only 6 properties available for sale at the end of the quarter and only 6 months of inventory. Inventory is neutral but showing a diminishing trend towards a Seller's market.

Market Highlights Q4

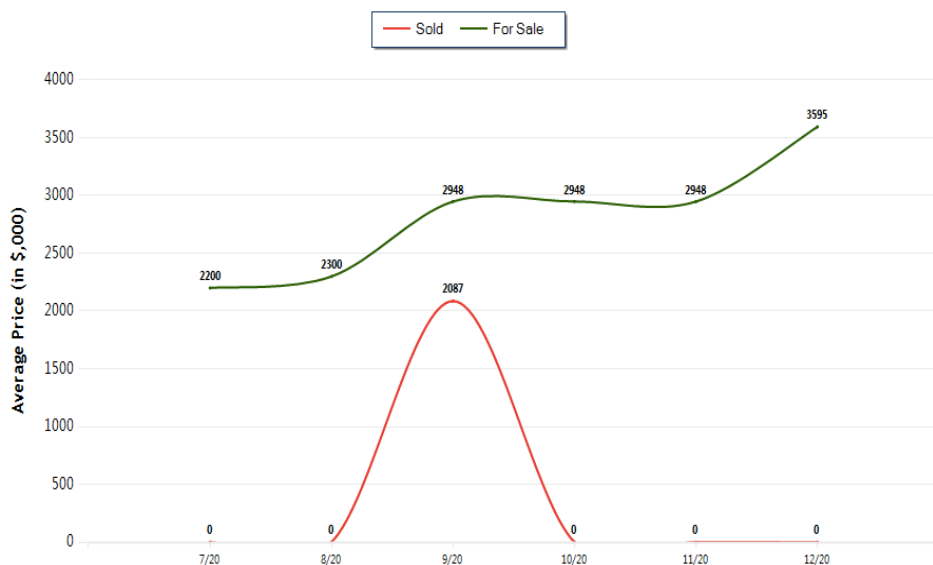
Market Condition **NEUTRAL MARKET**

Sold Homes **0**

Average Sold Price Per Sq Ft **-**

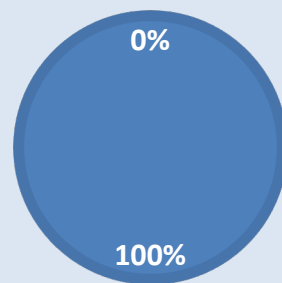
Average Sold Price **-**

Average Sold Price is **NEUTRAL**



Q4 ACTIVITY

■ New Listings ■ Closed Sales



	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	-	14.30%
4 Bedrooms	-	14.30%
5+ Bedrooms	-	72%

Q4 2020 Vs. Q4 2019

Closed Sales	-100%
New Listings	-33.33%
Price per Sq Ft	-100%
Sold Price	-100%
Days on Market	-100%
Months of Inventory	-74.10%

	Curnt vs. Previous Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt Mth.
	Q4 2020	Q3 2020	% Change	Q4 2020	Q4 2019	% Change	January
For Sale (End of Qtr)	6	6	0%	6	7	-14.30%	3
Homes Sold/ Closed Sales	0	2	-100%	0	1	-100%	1
Pending Sale	1	4	-75%	1	0	N/A	1
Average For Sale Price (in \$,000)	0	2681	-100%	0	3314	-100%	8415
Average Sold Price (in \$,000)	0	4544	-100%	0	2275	-100%	3300
Average Price Per SQFT.	0	914	-100%	0	651	-100%	797
Median Sold Price	0	4544	-100%	0	2275	-100%	3300
Months of Inventory (Closed Sales)	6	8.6	-30.3%	6	23.3	-74.10%	2.6
Absorption Rate (Closed Sales)	0	11.7	-100.3%	0	4.3	-100.3%	38%
Listing Discount (from original price)	0%	11%	-100%	0%	15%	-100%	6%
Avg Days on Market	0	538	-100%	0	131	-100%	27
New Listings	2	6	-66.7%	2	3	-33.3%	0

OJEDA LAZAR

REAL ESTATE

*“We are your Belle Meade and
Upper East Side Realtors!”*

Mario Ojeda
CEO | Broker



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