

THE OJEDA LAZAR REPORT

Belle Meade Market Trends

Q2
2021



OJEDA LAZAR
REAL ESTATE

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

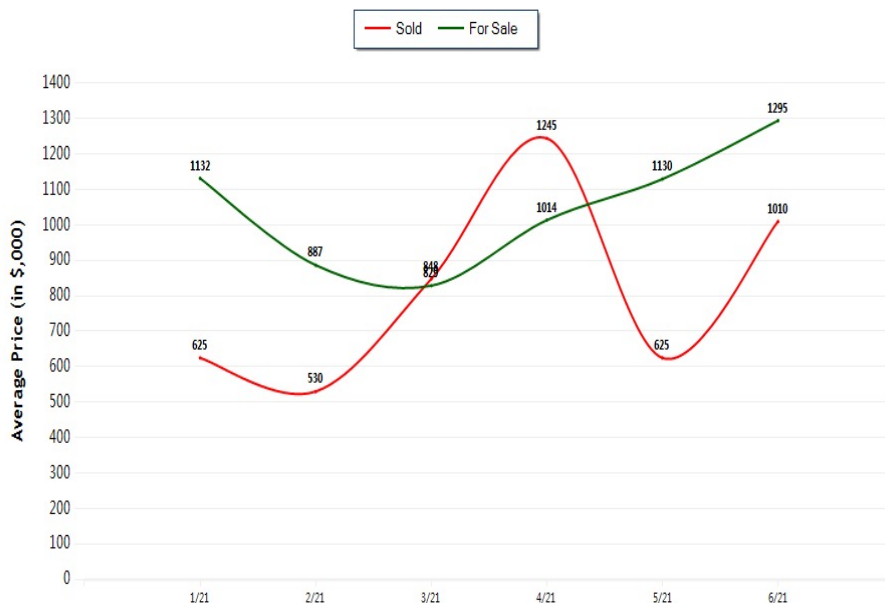
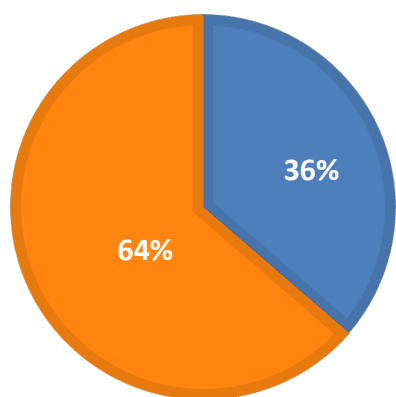
Market Highlights Q2

Market Condition	SELLER'S MARKET
Sold Homes	6
Average Sold Price Per/SF	\$560
Average Sold Price	\$1,063,000
Average Sold Price is	APPRECIATING
Average Sold Price Per/SF	APPRECIATING

For the 2ND quarter of 2021 Belle Meade is a Seller's Market. The average price per Sq. ft. went up to \$560 so it is appreciating. The average sold price of a home was \$1,063,000 which was also higher compared to last quarter. Six homes were sold this quarter and 8 were pending sale. It also took less time to sell with an average days on market of 26 and Sellers discounted their properties only by 1% which is much less than last quarter. Inventory is at an all time low with only 1 month(s) of inventory available for Q2.

For Q2, there were more than three times the amount of sales than the same quarter last year. With 1 active listing at the end of Q1 and 7 sales, the absorption rate is 100%.

■ New Listings ■ Closed Sales



SOLD	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	\$715,000	27%
3 Bedrooms	\$785,000	53.33%
4 Bedrooms	\$1,223,000	20.00%
5+ Bedrooms	-	-

Current Vs. Previous Q Q2 2021 Vs. Q1 2021	
For Sale	+100%
Closed Sales	-14%
Average Sold Price	+38%
Under Contract	+14%
Listing Discount	-91%
New Listings	+60%
Average Price per SF.	+23%
Days on Market	-53%
Months of Inventory	+138%

Current Vs. Same Q 1Yr Ago Q2 2021 Vs. Q2 2020	
For Sale	-71%
Closed Sales	+200%
Average Sold Price	+26%
Under Contract	+167%
Listing Discount	-83%
New Listings	0%
Average Price per/SF	+44%
Days on Market	-23.5%
Months of Inventory	-90%

August - September Numbers	
For Sale	5
Closed Sales	3
Average Sold Price	\$930,000
Under Contract	1
Listing Discount	0
New Listings	2
Average Price per SF.	\$591
Days on Market	26
Months of Inventory	0.5

BELLE MEADE– Single Family Home Market | Waterfront

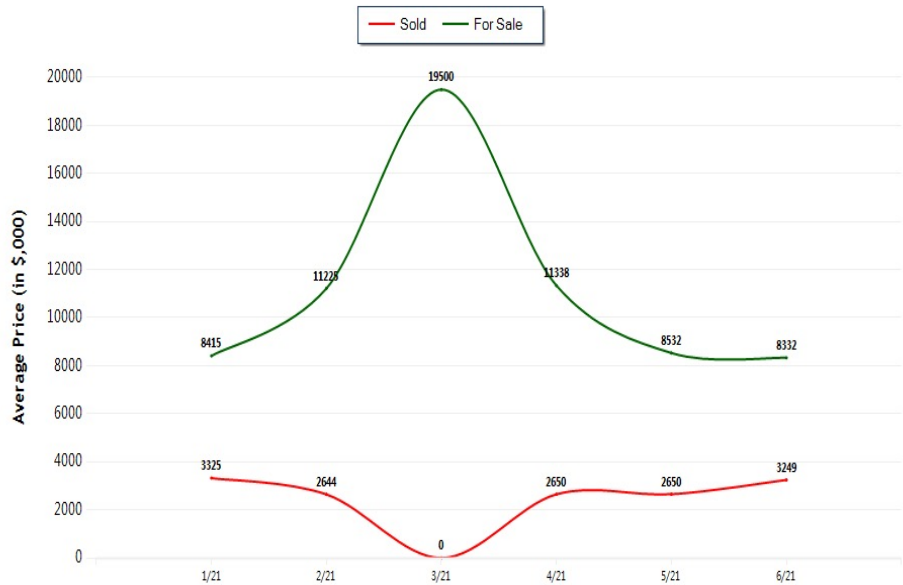
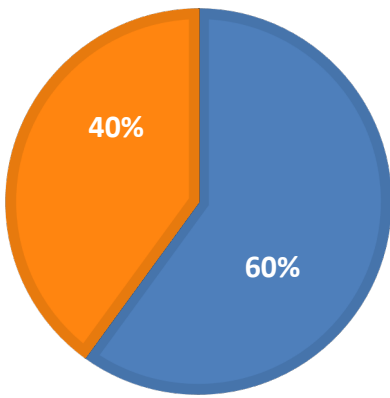
Market Highlights Q1

Market Condition	BUYER'S MARKET
Sold Homes	4
Average Sold Price Per/SF	\$922
Average Sold Price	\$2,800,000
Average Sold Price is	NEUTRAL
Average Sold Price Per/SF	APPRECIATING

For the 2nd quarter of 2021 Belle Meade *waterfront* is a Buyer's Market. Inventory has grown to over 6 months and properties haven't sold as quickly as they did in the previous quarter. The average price per SF went up to \$922 and it's appreciating. The average sold price of a home was \$2,800,000. Four homes were sold this quarter with zero homes under contract or pending sale. It took an average of 165 days to sell but Sellers only discounted their properties by 3 %. Inventory is at an all time low with less than 1 month(s) of inventory available for Q1.

Q2 had more sales than the same quarter last year. With 5 active listings, 6 new listings and 4 sales at the end of Q2, the absorption rate is 26%.

■ New Listings ■ Closed Sales



SOLD	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	\$2,850,000	22.22%
4 Bedrooms	\$2,650,000	22.22%
5+ Bedrooms	\$2,900,000	56%

Current Vs. Previous Q Q2 2021 Vs. Q1 2021

For Sale **+400%**

Closed Sales **-20%**

Average Sold Price **-4%**

Average Price per/SF **+23%**

Under Contract **-50%**

Listing Discount **+250%**

New Listings **+200%**

Days on Market **+126%**

Months of Inventory **+544%**

Current Vs. Same Q 1Yr Ago Q2 2021 Vs. Q2 2020

For Sale **-37.5%**

Closed Sales **+300%**

Average Sold Price **+164%**

Average Price per/SF **+46%**

Under Contract **0%**

Listing Discount **-83%**

New Listings **200%**

Days on Market **+172%**

Months of Inventory **-86%**

August - September Numbers

For Sale **4**

Closed Sales **0**

Average Sold Price **\$2,800,000**

Under Contract **1**

Listing Discount **0**

New Listings **5**

Average Price per SF. **\$922**

Days on Market **0**

Months of Inventory **0**



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— REAL ESTATE —

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