

THE OJEDA LAZAR REPORT

Belle Meade Market Trends

Q1
2022



OJEDA LAZAR
REAL ESTATE

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

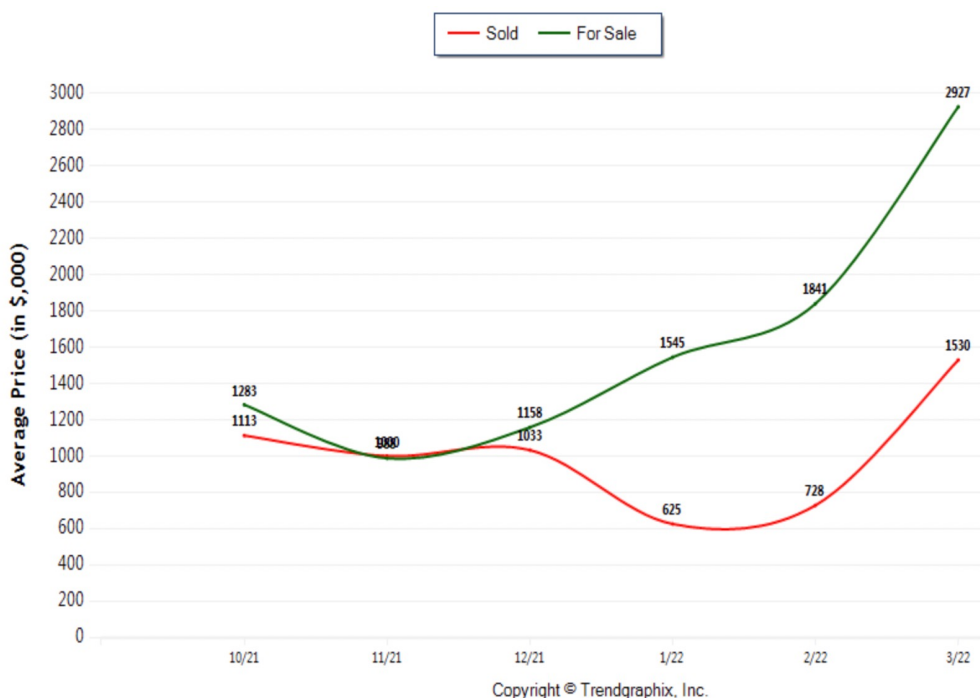
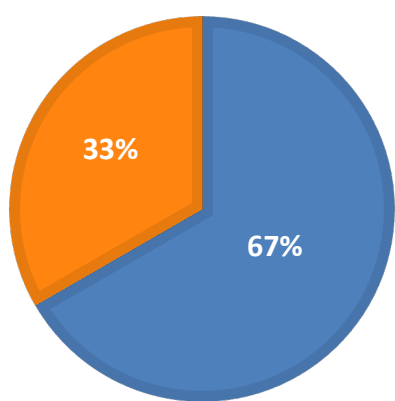
Market Highlights Q1

Market Condition	SELLER'S MARKET
Sold Homes	4
Average Sold Price/SF	\$700
Average Sold Price	\$903,000
Average Sold Price is	NEUTRAL
Average Sold Price/SF	NEUTRAL

For the 1st quarter of 2022 Belle Meade remains in a Seller's Market. The average price per Sq. ft. went up to \$700 from \$680 last quarter but remains neutral. The average sold price of a home was \$903,000 which was lower than the \$1,063,000 average last quarter. Four homes were sold this quarter and it took more time to sell than last quarter. Although inventory went up for Q1 it is still at an all time low with less than 2 month(s) of inventory available.

The median price for a 2 bedroom home was \$715,000 and for a 3 bedroom home it was \$1,530,000. There were no 4 or 5 bedroom homes sold this quarter.

■ New Listings ■ Closed Sales



SOLD **MEDIAN PRICE** **MARKET SHARE**

2 Bedrooms	\$715,000	50%
3 Bedrooms	\$1,530,000	50%
4 Bedrooms	NA	NA
5+ Bedrooms	NA	NA

Current Vs. Previous Q Q1 2022 Vs. Q4 2021

For Sale **+50%**

Closed Sales **-20%**

Average Sold Price **+38%**

Under Contract **+14%**

Listing Discount **+5%**

New Listings **-33%**

Average Price per SF. **-12%**

Days on Market **+169%**

Months of Inventory **+93%**

Current Vs. Same Q 1Yr Ago Q1 2022 Vs. Q1 2021

For Sale **+200%**

Closed Sales **-43%**

Average Sold Price **+26%**

Under Contract **+167%**

Listing Discount **+16%**

New Listings **-20%**

Average Price per/SF **-22%**

Days on Market **- 23.5%**

Months of Inventory **+437%**

April Numbers

For Sale **2**

Closed Sales **1**

Average Sold Price **\$2,900,000**

Under Contract **0**

Listing Discount **NA**

New Listings **0**

Average Price per SF. **\$891**

Days on Market **18**

Months of Inventory **1.7**

BELLE MEADE– Single Family Home Market | *Waterfront*

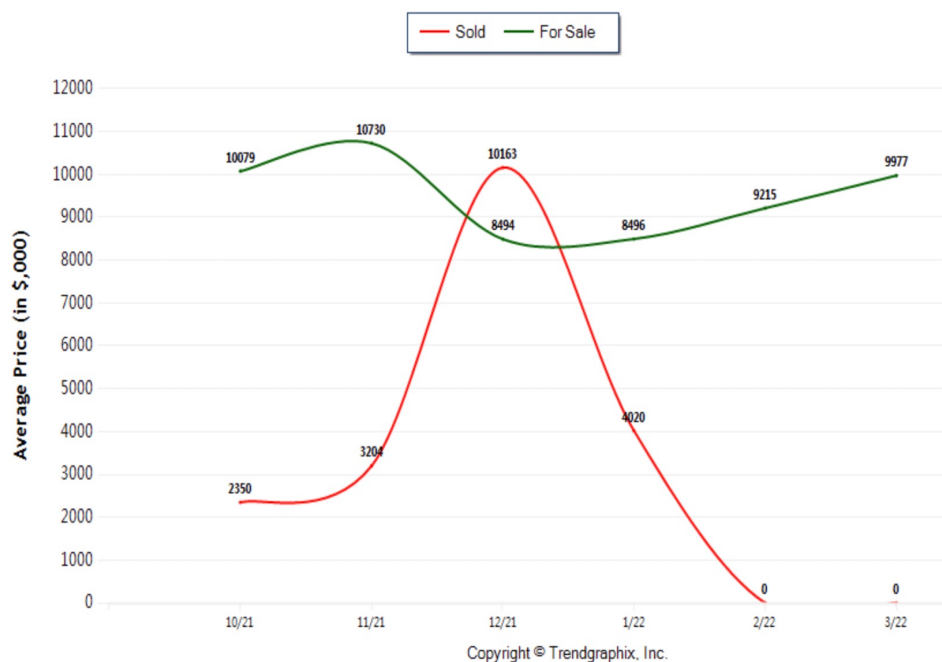
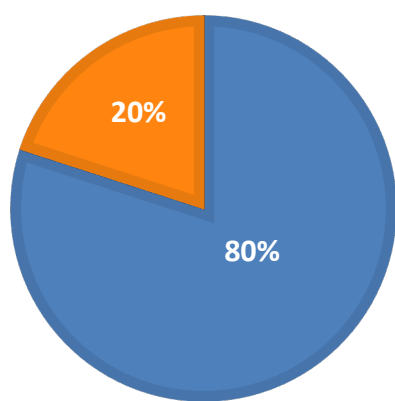
Market Highlights Q1

Market Condition	BUYER'S MARKET
Sold Homes	1
Average Sold Price/SF	\$918
Average Sold Price	\$4,020,000
Average Sold Price is	NEUTRAL
Average Sold Price/SF	NEUTRAL

For Q2 of 2022 Belle Meade *waterfront* is a Buyer's Market. Inventory has grown to 6 months and properties haven't sold as quickly as they did in the previous quarter. The average price per SF went down to \$918 and it's neutral. Four homes were sold this quarter and the average sold price was \$4,020,000 with no other homes under contract or pending sale. Although inventory went up for Q1 homes are still selling at 38% more than the same quarter last year.

The median price for a 5 bedroom home was \$4,020,000 and there were no 3 or 4 bedroom homes sold this quarter.

■ New Listings ■ Closed Sales



SOLD

MEDIAN PRICE

MARKET SHARE

2 Bedrooms

-

-

3 Bedrooms

-

-

4 Bedrooms

-

-

5+ Bedrooms

\$4,020,000

100%

Current Vs. Previous Q Q1 2022 Vs. Q4 2021

For Sale

0%

Closed Sales

-83%

Average Sold Price

-23%

Average Price/SF

-25%

Under Contract

-50%

Listing Discount

0%

New Listings

-71%

Days on Market

+15%

Months of Inventory

+567%

Current Vs. Same Q 1Yr Ago Q1 2022 Vs. Q1 2021

For Sale

+500%

Closed Sales

-80%

Average Sold Price

+38%

Average Price/SF

+46%

Under Contract

0%

Listing Discount

-1%

New Listings

0%

Days on Market

-42%

Months of Inventory **+3,300%**

April Numbers

For Sale

4

Closed Sales

2

Average Sold Price

\$5,278,000

Average Price per/SF

\$1,562

Under Contract

2

Listing Discount

5%

New Listings

0

Days on Market

82

Months of Inventory

20



OJEDA LAZAR
— REAL ESTATE —

6318 Biscayne Blvd. Suite 200, Miami, FL, 33138 | O: 305-744-5179 | C: 305-790-6168

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