

THE OJEDA LAZAR REPORT

Belle Meade Market Trends

Q2
2022



OJEDA LAZAR
REAL ESTATE

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

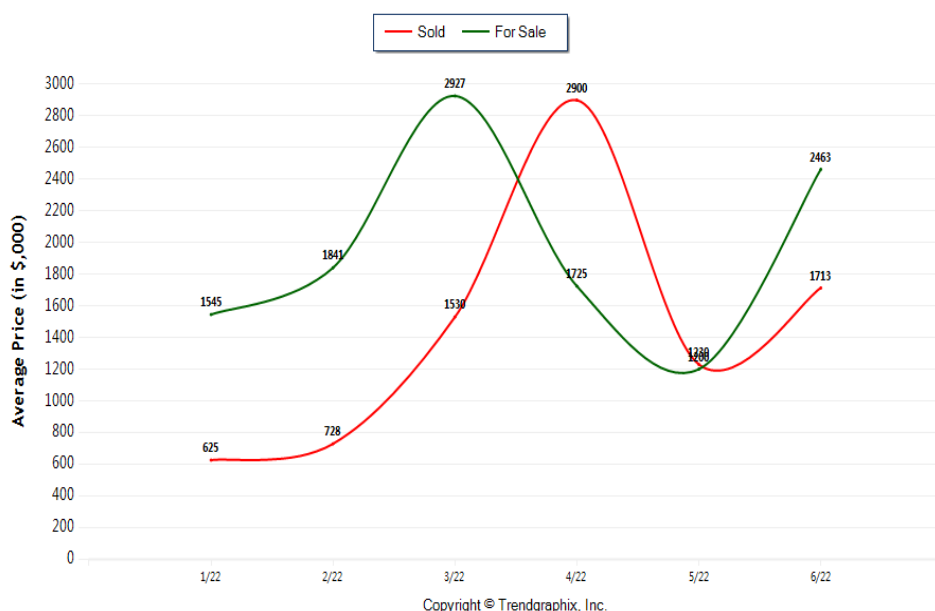
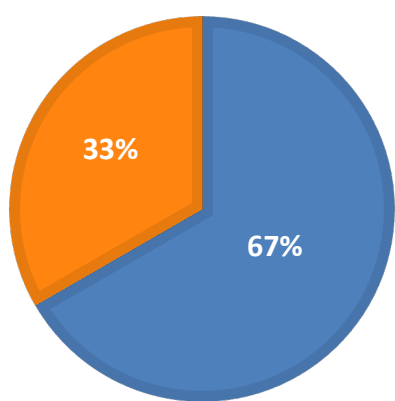
Market Highlights Q2

Market Condition	SELLER'S MARKET
Sold Homes	4
Average Sold Price/SF	\$871
Average Sold Price	\$1,889,000
Average Sold Price is	APPRECIATING
Average Sold Price/SF	NEUTRAL

For the 2nd quarter of 2022, Belle Meade remains in a Seller's Market. The average price per Sq. ft. went up to \$871 from \$700 last quarter but remains neutral. The average sold price of a home was \$1,889,000 which was higher 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 Q2 it is still at an all time low with less than 1 month(s) of inventory available.

The median price for a 3 bedroom home was \$1,753,000. There were no 2, 4 or 5+ bedroom homes sold this quarter.

■ New Listings ■ Closed Sales



SOLD

MEDIAN PRICE

MARKET SHARE

2 Bedrooms	NA	NA
3 Bedrooms	\$1,753,000	100%
4 Bedrooms	NA	NA
5+ Bedrooms	NA	NA

Current Vs. Previous Q Q2 2022 Vs. Q1 2022 - % Change

For Sale **-33%**

Closed Sales **0%**

Average Sold Price **+109%**

Under Contract **0%**

Listing Discount **+8%**

New Listings **+25%**

Average Price per SF. **+42%**

Days on Market **+12%**

Months of Inventory **-35%**

Current Vs. Same Q 1Yr Ago Q2 2022 Vs. Q2 2021- % Change

For Sale **+200%**

Closed Sales **-43%**

Average Sold Price **+78%**

Under Contract **-43%**

Listing Discount **+12.5%**

New Listings **-37%**

Average Price per/SF **+55%**

Days on Market **- 23.5%**

Months of Inventory **+50%**

July Numbers

For Sale **3**

Closed Sales **1**

Average Sold Price **\$1,480,000**

Under Contract **0**

Listing Discount **0%**

New Listings **0**

Average Price per SF. **\$822**

Days on Market **69**

Months of Inventory **0.8**

BELLE MEADE– Single Family Home Market | *Waterfront*

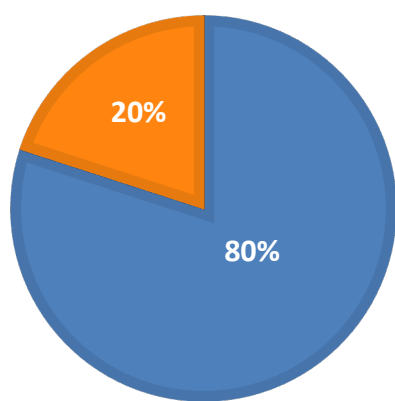
Market Highlights Q2

Market Condition	SELLER'S MARKET
Sold Homes	5
Average Sold Price/SF	\$1,381
Average Sold Price	\$5,019,000
Average Sold Price is	NEUTRAL
Average Sold Price/SF	APPRECIATING

For Q2 of 2022 Belle Meade *waterfront* is a Seller's Market. Inventory has come down to 2.9 months and properties have sold fairly quickly with an average days on market of 73. The average price per SF went up to \$1,381 and it's appreciating. Five homes were sold this quarter and the average sold price was \$5,019,000 with 5 other homes under contract or pending sale.

The median price for a 3 bedroom home was \$3,055,000, for a 4 bedroom home is was \$4,590,000 and 5+ bedroom homes sold for a median price of \$7,825,000.

■ New Listings ■ Closed Sales



SOLD	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	\$3,055,000	8.00%
4 Bedrooms	\$4,590,000	15.00%
5+ Bedrooms	\$7,825,000	77%

Current Vs. Previous Q Q2 2022 Vs. Q1 2022 - % Change

For Sale	-17%
Closed Sales	+400%
Average Sold Price	-23%
Average Price/SF	+92%
Under Contract	+100%
Listing Discount	-45%
New Listings	+100%
Days on Market	-11%
Months of Inventory	-85%

Current Vs. Same Q 1Yr Ago Q2 2022 Vs. Q2 2021- % Change

For Sale	0%
Closed Sales	+25%
Average Sold Price	+38%
Average Price/SF	+49%
Under Contract	+100%
Listing Discount	-4%
New Listings	-33%
Days on Market	-77%
Months of Inventory	-23%

July Numbers

For Sale	4
Closed Sales	0
Average Sold Price	\$0
Average Price per/SF	\$0
Under Contract	0
Listing Discount	0%
New Listings	0
Days on Market	0
Months of Inventory	0



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