



THE *Ojeda Lazar* REPORT

Belle Meade Market Trends

Q3 2022



OJEDA LAZAR
— REAL ESTATE —

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

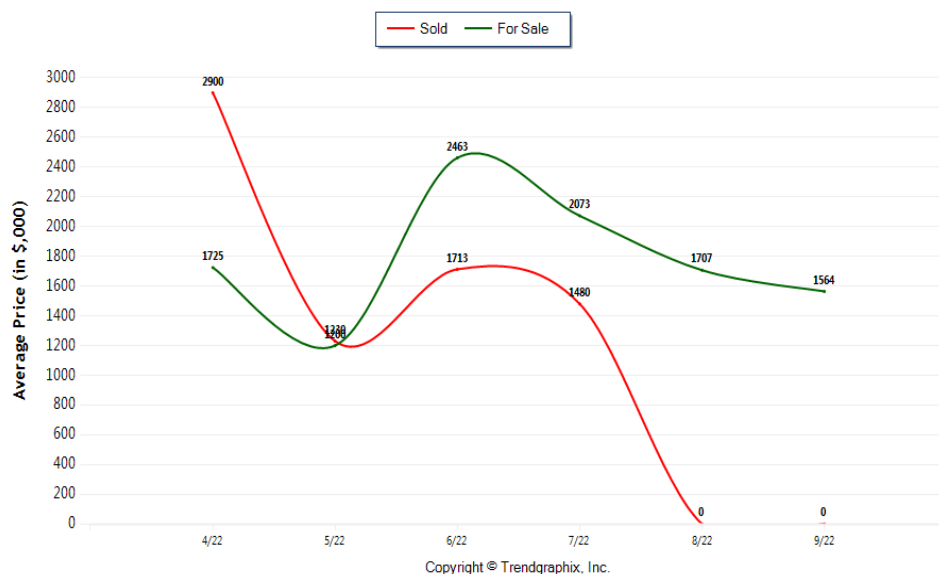
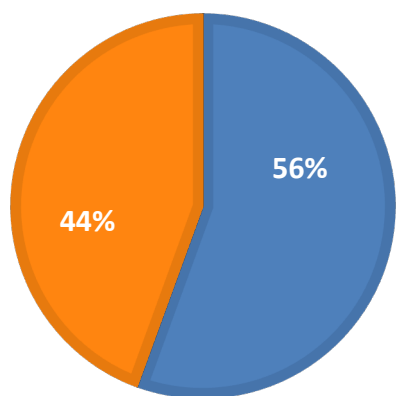
Market Highlights Q3

Market Condition	BUYER'S MARKET
Homes For Sale	6
Sold Homes	1
Average Sold Price/SF	\$822
Average Sold Price	\$1,480,000
Average Sold Price is	NEUTRAL
Average Sold Price/SF	NEUTRAL

For the 3rd quarter of 2022, Belle Meade is a Buyer's Market. The average price per SF went down to \$822 from \$871 last quarter but remains neutral. It's notable to see that for October the price per SF went down to \$740. The average sold price of a home was \$1,480,000 which was 22% less than last quarter. One home was sold this quarter and it took more time to sell than Q2. Inventory went up significantly for Q3 and it is now at 20 months.

The median price for a 3 bedroom home was \$1,480,000 (\$1,889,000 in Q2). 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	\$1,480,000	75%
4 Bedrooms	NA	12.50%
5+ Bedrooms	NA	12.50%

Current Vs. Previous Q Q3 2022 Vs. Q2 2022 - % Change

Current Vs. Same Q 1Yr Ago Q3 2022 Vs. Q3 2021- % Change

October Numbers

For Sale	+200%
Closed Sales	-75%
Average Sold Price	-22%
Under Contract	-75%
Sale/ List Price	+9%
New Listings	0%
Average Price per SF.	-6%
Days on Market	+44%
Months of Inventory	+1,200%

For Sale	+200%
Closed Sales	-80%
Average Sold Price	+42%
Under Contract	-67%
Sale/ List Price	-29%
New Listings	0%
Average Price per/SF	+51%
Days on Market	+176%
Months of Inventory	+1,600%

For Sale	11
Closed Sales	1
Average Sold Price	\$1,550,000
Under Contract	0
Sale/ List Price	0%
New Listings	1
Average Price per SF.	\$740
Days on Market	0
Months of Inventory	20

BELLE MEADE– Single Family Home Market | *Waterfront*

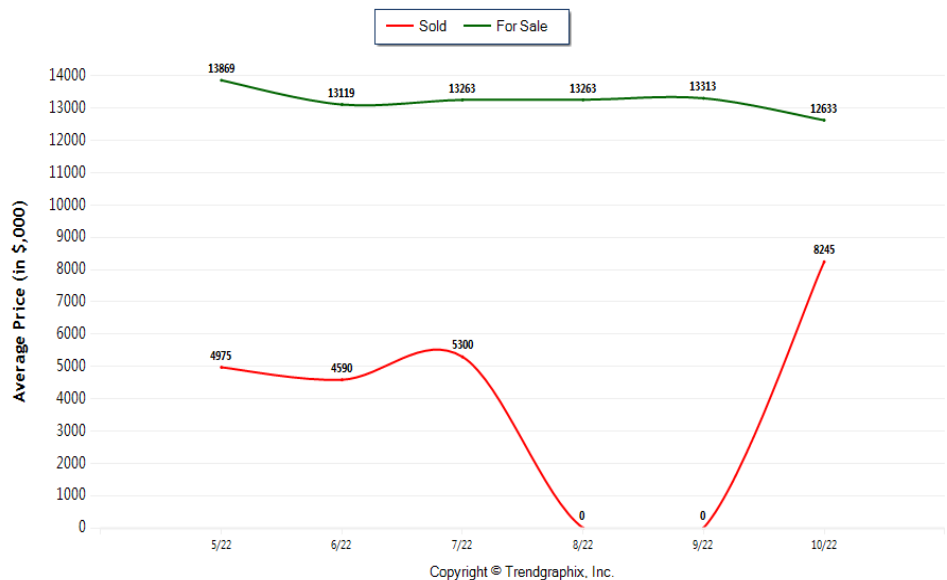
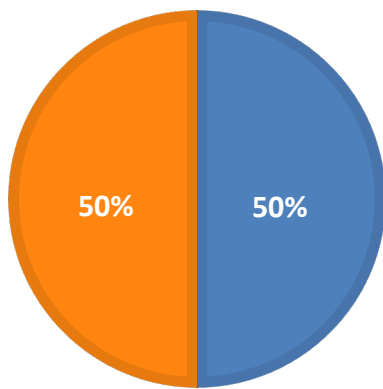
Market Highlights Q3

Market Condition	BUYER'S MARKET
Homes For Sale	5
Sold Homes	2
Average Sold Price/SF	\$1,322
Average Sold Price	\$5,300,000
Average Sold Price is	NEUTRAL
Average Sold Price/SF	NEUTRAL

For Q3 of 2022 Belle Meade *waterfront* is a Buyer's Market. Inventory has risen over 350% and is now at over 13 months. The average price per SF went down from \$1,381 in Q2 to \$1,322 and it's neutral. It's notable to see that in October, a home sold for \$8,245,000 with a price per SF of \$1,778. Two homes were sold this quarter and both sold for \$5,300,000. The pending sales or homes "under contract" fell 75% from Q2 and so did new listings.

The median price for a 5+ bedroom home was \$5,300,000 (\$7,825,000 in Q2) and there were no home sales in the 3-4 bedroom range.

■ New Listings ■ Closed Sales



SOLD	MEDIAN PRICE	MARKET SHARE
2 Bedrooms	-	-
3 Bedrooms	-	-
4 Bedrooms	-	-
5+ Bedrooms	\$5,300,000	100%

Current Vs. Previous Q Q3 2022 Vs. Q2 2022 - % Change

For Sale **-20%**

Closed Sales **-80%**

Average Sold Price **+6%**

Average Price/SF **-4%**

Under Contract **-75%**

Sale/ List Price **0%**

New Listings **-75%**

Days on Market **+60%**

Months of Inventory **+354%**

Current Vs. Same Q 1Yr Ago Q3 2022 Vs. Q3 2021- % Change

For Sale **-33%**

Closed Sales **NA**

Average Sold Price **NA**

Average Price/SF **+49%**

Under Contract **-75%**

Sale/ List Price **0%**

New Listings **-86%**

Days on Market **-77%**

Months of Inventory **+122%**

October Numbers

For Sale **6**

Closed Sales **1**

Average Sold Price **\$8,245,000**

Average Price per/SF **\$1,778**

Under Contract **0**

Sale/ List Price **0%**

New Listings **0**

Days on Market **0**

Months of Inventory **13**



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