

# ELLIMAN

## REPORT

# Q4 2019

## CORAL GABLES SALES

Highlights of the Quarterly Survey of Coral Gables Residential Sales

“ Year over year price trends by property type remained choppy from quarter to quarter as listing inventory declined. ”

Coral Gables Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$1,312,302	-14.0%	\$1,526,494	-9.7%	\$1,453,850
Average Price Per Sq Ft	\$466	-16.9%	\$561	-8.8%	\$511
Median Sales Price	\$890,500	-3.7%	\$925,000	-3.7%	\$925,000
Number of Sales (Closed)	116	-18.9%	143	8.4%	107
Days on Market (From Last List Date)	137	31.7%	104	41.2%	97
Coral Gables Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$524,726	5.2%	\$498,680	9.1%	\$480,796
Average Price Per Sq Ft	\$341	-13.0%	\$392	-5.0%	\$359
Median Sales Price	\$430,000	53.6%	\$280,000	11.2%	\$386,750
Number of Sales (Closed)	61	-19.7%	76	-7.6%	66
Days on Market (From Last List Date)	136	15.3%	118	37.4%	99
Luxury Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$4,254,404	-29.9%	\$6,065,329	-23.0%	\$5,524,091
Average Price Per Sq Ft	\$674	-36.2%	\$1,057	-26.9%	\$922
Median Sales Price	\$3,566,425	0.6%	\$3,545,000	16.0%	\$3,075,000
Number of Sales (Closed)	12	-20.0%	15	9.1%	11
Days on Market (From Last List Date)	306	66.3%	184	55.3%	197
Luxury Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$1,322,500	-26.1%	\$1,789,056	-4.5%	\$1,384,383
Average Price Per Sq Ft	\$405	-29.1%	\$571	-18.2%	\$495
Median Sales Price	\$1,137,500	-30.8%	\$1,643,000	-24.2%	\$1,500,000
Number of Sales (Closed)	7	-22.2%	9	0.0%	7
Days on Market (From Last List Date)	227		210		109

Single-family price trend indicators fell short of year-ago levels as the number of sales rose sharply. Single-family median sales price decreased 3.7% to \$890,500 and was the third year over year decline in the last four quarters. The number of single-family sales rose 8.4% to 116 from the prior-year quarter for the second straight quarter.