



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	%∆ (QTR)	Q3-2019	%∆ (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	%∆ (QTR)	Q3-2019	%∆ (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	%∆ (QTR)	Q3-2019	%∆ (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
Average Price Per Sq Ft  Median Sales Price	\$674 \$3,566,425	-36.2% 0.6%	\$1,057 \$3,545,000	-26.9% 16.0%	\$922 \$3,075,000
Median Sales Price	\$3,566,425	0.6%	\$3,545,000	16.0%	\$3,075,000
Median Sales Price Number of Sales (Closed)	\$3,566,425 12	0.6%	\$3,545,000 15	16.0% 9.1%	\$3,075,000
Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)	\$3,566,425 12 306	0.6% -20.0% 66.3%	\$3,545,000 15 184	16.0% 9.1% 55.3%	\$3,075,000 11 197
Median Sales Price  Number of Sales (Closed)  Days on Market (From Last List Date)  Luxury Market Matrix (Condo)	\$3,566,425 12 306 Q4-2019	0.6% -20.0% 66.3% <b>%∆</b> (QTR)	\$3,545,000 15 184 <b>Q3-2019</b>	16.0% 9.1% 55.3% <b>%</b> Δ <b>(</b> YR <b>)</b>	\$3,075,000 11 197 Q4-2018
Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Market Matrix (Condo) Average Sales Price	\$3,566,425 12 306 <b>Q4-2019</b> \$1,322,500	0.6% -20.0% 66.3% <b>%∆</b> (QTR) -26.1%	\$3,545,000 15 184 <b>Q3-2019</b> \$1,789,056	16.0% 9.1% 55.3% %∆ (YR) -4.5%	\$3,075,000 11 197 Q4-2018 \$1,384,383
Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft	\$3,566,425 12 306 <b>Q4-2019</b> \$1,322,500 \$405	0.6% -20.0% 66.3% <b>%∆ (QTR)</b> -26.1% -29.1%	\$3,545,000 15 184 <b>Q3-2019</b> \$1,789,056 \$571	16.0% 9.1% 55.3% %∆ (YR) -4.5% -18.2%	\$3,075,000 11 197 <b>Q4-2018</b> \$1,384,383 \$495
Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Market Matrix (Condo) Average Sales Price Average Price Per Sq Ft Median Sales Price	\$3,566,425 12 306 <b>Q4-2019</b> \$1,322,500 \$405 \$1,137,500	0.6% -20.0% 66.3% %∆ (QTR) -26.1% -29.1% -30.8%	\$3,545,000 15 184 <b>Q3-2019</b> \$1,789,056 \$571 \$1,643,000	16.0% 9.1% 55.3% <b>%Δ (YR)</b> -4.5% -18.2% -24.2%	\$3,075,000 11 197 <b>Q4-2018</b> \$1,384,383 \$495 \$1,500,000

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.

