Elliman Report Q3-2020 Coral Gables, FL Sales

"Total market sales pressed higher year over year, rebounding quickly from the restraint of spring market activity at the onset of the COVID crisis."

Coral Gables Single Family Matrix	Q3-2020	$\%\Delta$ (QTR)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$1,854,275	-14.2%	\$2,159,930	21.5%	\$1,526,494
Average Price Per Sq Ft	\$605	-11.8%	\$686	7.8%	\$561
Median Sales Price	\$1,012,500	9.5%	\$925,000	9.5%	\$925,000
Number of Sales (Closed)	202	106.1%	98	41.3%	143
Days on Market (From Last List Date)	145	21.8%	119	39.4%	104
Coral Gables Condo Matrix	Q3-2020	$\%\Delta$ (QTR)	Q2-2020	%∆ (yr)	Q3-2019
Average Sales Price	\$434,424	-20.4%	\$545,984	-12.9%	\$498,680
Average Price Per Sq Ft	\$340	-15.6%	\$403	-13.3%	\$392
Median Sales Price	\$355,000	8.4%	\$327,500	26.8%	\$280,000
Number of Sales (Closed)	72	125.0%	32	-5.3%	76
Days on Market (From Last List Date)	138	76.9%	78	16.9%	118
Luxury Single Family Matrix	Q3-2020	$\%\Delta$ (QTR)	Q2-2020	$\%\Delta({ m YR})$	Q3-2019
Average Sales Price	\$7,582,826	-36.8%	\$12,006,500	25.0%	\$6,065,329
Average Sales Price Average Price Per Sq Ft	\$7,582,826 \$989	-36.8% -33.3%	\$12,006,500 \$1,482	25.0% -6.4%	\$6,065,329 \$1,057
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Average Price Per Sq Ft	\$989	-33.3%	\$1,482	-6.4%	\$1,057
Average Price Per Sq Ft Median Sales Price	\$989 \$4,500,000	-33.3% -34.4%	\$1,482 \$6,862,500	-6.4% 26.9%	\$1,057 \$3,545,000
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed)	\$989 \$4,500,000 23	-33.3% -34.4% 130.0%	\$1,482 \$6,862,500 10	-6.4% 26.9% 53.3%	\$1,057 \$3,545,000 15
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date)	\$989 \$4,500,000 23 246	-33.3% -34.4% 130.0% -16.9%	\$1,482 \$6,862,500 10 296	-6.4% 26.9% 53.3% 33.7%	\$1,057 \$3,545,000 15 184
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Condo Matrix	\$989 \$4,500,000 23 246 Q3-2020	-33.3% -34.4% 130.0% -16.9% %Δ (QTR)	\$1,482 \$6,862,500 10 296 Q2-2020	-6.4% 26.9% 53.3% 33.7% %Δ (γR)	\$1,057 \$3,545,000 15 184 Q3-2019
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Condo Matrix Average Sales Price	\$989 \$4,500,000 23 246 Q3-2020 \$1,129,563	-33.3% -34.4% 130.0% -16.9% %Δ (QTR) -37.0%	\$1,482 \$6,862,500 10 296 Q2-2020 \$1,792,500	-6.4% 26.9% 53.3% 33.7% %Δ (γR) -36.9%	\$1,057 \$3,545,000 15 184 Q3-2019 \$1,789,056
Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Condo Matrix Average Sales Price Average Price Per Sq Ft	\$989 \$4,500,000 23 246 Q3-2020 \$1,129,563 \$407	-33.3% -34.4% 130.0% -16.9% %Δ (QTR) -37.0% -34.4%	\$1,482 \$6,862,500 10 296 Q2-2020 \$1,792,500 \$620	-6.4% 26.9% 53.3% 33.7% %Δ (γR) -36.9% -28.7%	\$1,057 \$3,545,000 15 184 Q3-2019 \$1,789,056 \$571

The overall number of sales, when combining condo and single families, pressed higher. There were 274 sales to close, up 25.2% from the prior-year quarter, but more than double the prior quarter as the COVID lockdown restrained spring market activity. Single family listing inventory fell year over year for the fourth straight quarter, down 19.8% to 316 as would-be sellers came back to the market.

