Elliman Report Q4-2020 Coral Gables, FL Sales

"Sales rose sharply 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 | Q4-2020 | %∆ (qtr) | Q3-2020 | %∆ (yr) | Q4-2019 |
|--|---|--|---|---|---|
| Average Sales Price | \$1,935,488 | 4.4% | \$1,854,275 | 47.5% | \$1,312,302 |
| Average Price Per Sq Ft | \$605 | 0.0% | \$605 | 29.8% | \$466 |
| Median Sales Price | \$1,175,000 | 16.0% | \$1,012,500 | 31.9% | \$890,500 |
| Number of Sales (Closed) | 211 | 4.5% | 202 | 81.9% | 116 |
| Days on Market (From Last List Date) | 100 | -31.0% | 145 | -27.0% | 137 |
| Coral Gables Condo Matrix | Q4-2020 | %∆ (qtr) | Q3-2020 | %∆ (yr) | Q4-2019 |
| Average Sales Price | \$501,417 | 15.4% | \$434,424 | -4.4% | \$524,726 |
| Average Price Per Sq Ft | \$379 | 11.5% | \$340 | 11.1% | \$341 |
| Median Sales Price | \$365,000 | 2.8% | \$355,000 | -15.1% | \$430,000 |
| Number of Sales (Closed) | 86 | 19.4% | 72 | 41.0% | 61 |
| Days on Market (From Last List Date) | 105 | -23.9% | 138 | -22.8% | 136 |
| | | | | | |
| Luxury Single Family Matrix | Q4-2020 | %∆ (QTR) | Q3-2020 | %∆ (yr) | Q4-2019 |
| , | Q4-2020 \$7,431,773 | %∆ (qtr) -2.0% | Q3-2020 \$7,582,826 | %∆ (yr) 74.7% | Q4-2019 \$4,254,404 |
| Luxury Single Family Matrix | | | | | |
| Luxury Single Family Matrix Average Sales Price | \$7,431,773 | -2.0% | \$7,582,826 | 74.7% | \$4,254,404 |
| Luxury Single Family Matrix Average Sales Price Average Price Per Sq Ft | \$7,431,773 \$1,089 | -2.0% 10.1% | \$7,582,826 \$989 | 74.7% 61.6% | \$4,254,404 \$674 |
| Luxury Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price | \$7,431,773 \$1,089 \$6,115,000 | -2.0% 10.1% 35.9% | \$7,582,826 \$989 \$4,500,000 | 74.7% 61.6% 71.5% | \$4,254,404 \$674 \$3,566,425 |
| Luxury Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) | \$7,431,773 \$1,089 \$6,115,000 22 | -2.0% 10.1% 35.9% -4.3% | \$7,582,826 \$989 \$4,500,000 23 | 74.7% 61.6% 71.5% 83.3% | \$4,254,404 \$674 \$3,566,425 |
| Luxury Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) | \$7,431,773 \$1,089 \$6,115,000 22 136 | -2.0% 10.1% 35.9% -4.3% -44.7% | \$7,582,826 \$989 \$4,500,000 23 246 | 74.7% 61.6% 71.5% 83.3% -55.6% | \$4,254,404 \$674 \$3,566,425 12 306 |
| Luxury Single Family Matrix Average Sales Price Average Price Per Sq Ft Median Sales Price Number of Sales (Closed) Days on Market (From Last List Date) Luxury Condo Matrix | \$7,431,773 \$1,089 \$6,115,000 22 136 Q4-2020 | -2.0% 10.1% 35.9% -4.3% -44.7% %Δ (QTR) | \$7,582,826 \$989 \$4,500,000 23 246 Q3-2020 | 74.7% 61.6% 71.5% 83.3% -55.6% %Δ (YR) | \$4,254,404 \$674 \$3,566,425 12 306 Q4-2019 |
| Luxury Single Family Matrix Average Sales Price 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 | \$7,431,773 \$1,089 \$6,115,000 22 136 Q4-2020 \$1,417,197 | -2.0% 10.1% 35.9% -4.3% -44.7% %Δ (QTR) 25.5% | \$7,582,826 \$989 \$4,500,000 23 246 Q3-2020 \$1,129,563 | 74.7% 61.6% 71.5% 83.3% -55.6% %Δ (YR) 7.2% | \$4,254,404 \$674 \$3,566,425 12 306 Q4-2019 \$1,322,500 |
| Luxury Single Family Matrix Average Sales Price 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 | \$7,431,773 \$1,089 \$6,115,000 22 136 Q4-2020 \$1,417,197 \$509 | -2.0% 10.1% 35.9% -4.3% -44.7% %Δ (ατr) 25.5% 25.1% | \$7,582,826 \$989 \$4,500,000 23 246 Q3-2020 \$1,129,563 \$407 | 74.7% 61.6% 71.5% 83.3% -55.6% %∆ (YR) 7.2% 25.7% | \$4,254,404 \$674 \$3,566,425 12 306 Q4-2019 \$1,322,500 \$405 |

Record low mortgage rates and chronically low inventory kept market conditions tight. The single family market continued to see significant year over year sales growth and large gains in the price trend indicators. The single family average sales price surged 47.5% to a record \$1,935,488, and median sales price jumped 31.9% to a record \$1,175,000, respectively, from the prior-year quarter. These records were made possible by the 10.5% rise in average sales size to 3,102 square feet.

