

# Elliman Report

**Q1-2025**

**Coral Gables, FL Sales**

## Single Family

### Dashboard

YEAR-OVER-YEAR

- + 45.9%**  
Prices Median Sales Price
- 11.3%**  
Sales Closed Sales
- + 22.4%**  
Inventory Total Inventory
- + 22 days**  
Marketing Time Days On Market

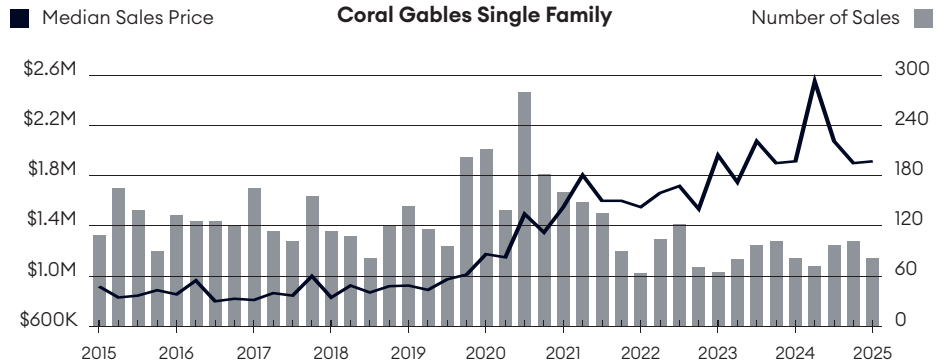
## Condo

### Dashboard

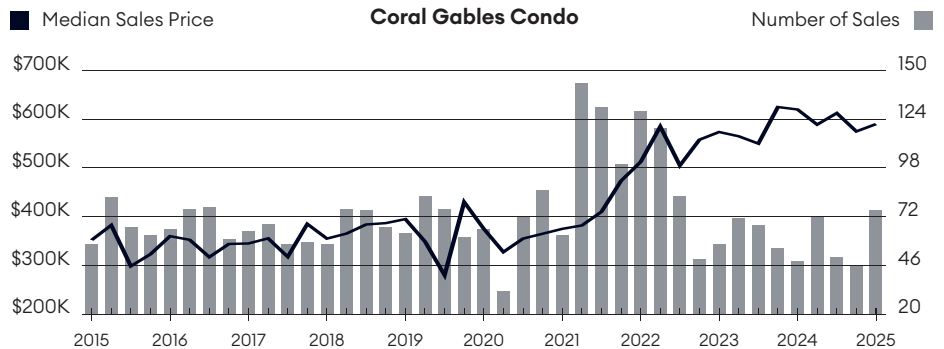
YEAR-OVER-YEAR

- 4.8%**  
Prices Median Sales Price
- + 56.3%**  
Sales Closed Sales
- + 25.6%**  
Inventory Total Inventory
- + 27 days**  
Marketing Time Days On Market

- Single family price trend indicators skewed higher year over year as average sales size surged
- Condo price trend indicators continued to show mixed annual results as sales surged



Coral Gables Single Family Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$3,664,261	29.9%	\$2,821,083	22.8%	\$2,984,456
Average Price Per Sq Ft	\$1,094	7.0%	\$1,022	6.8%	\$1,024
Median Sales Price	\$2,550,000	33.2%	\$1,914,474	45.9%	\$1,748,000
Number of Sales (Closed)	71	-12.3%	81	-11.3%	80
Days on Market (From Last List Date)	86	43.3%	60	34.4%	64
Listing Discount (From Last List Price)	9.3%		6.2%		7.9%
Listing Inventory	213	19.7%	178	22.4%	174
Months of Supply	9.0	36.4%	6.6	38.5%	6.5
Average Square Feet	3,374	20.8%	2,792	24.8%	2,703



Coral Gables Condo Matrix	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$951,605	15.4%	\$824,901	14.4%	\$831,550
Average Price Per Sq Ft	\$670	6.2%	\$631	7.2%	\$625
Median Sales Price	\$590,000	2.6%	\$575,000	-4.8%	\$620,000
Number of Sales (Closed)	75	63.0%	46	56.3%	48
Days on Market (From Last List Date)	98	30.7%	75	38.0%	71
Listing Discount (From Last List Price)	5.8%		-2.1%		4.2%
Listing Inventory	162	14.1%	142	25.6%	129
Months of Supply	6.5	-30.1%	9.3	-19.8%	8.1
Average Square Feet	1,431	9.5%	1,307	7.4%	1,332



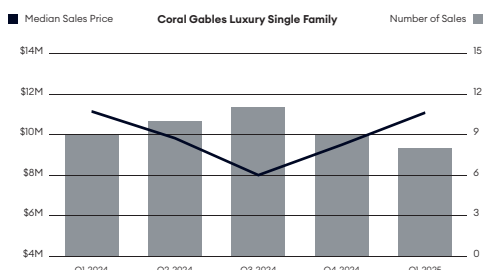
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price of a single family home rose by 45.9% to \$2,550,000, the highest on record and nearly triple that of the same period five years ago. Single family sales declined by 11.3% to 71 compared to the same quarter last year. Listing inventory for single family homes continued to expand, rising by 22.4% to 213, but remained 44.1% below the first quarter of 2020. With listing inventory increasing as sales

decreased, the pace of the single family market slowed. Consequently, the months of supply, the time it would take to sell all listing inventory at the current sales rate, was 9 months, which is 38.5% slower than the same period last year. The median sales price for condos declined by 4.8% annually to \$590,000, while condo sales surged by 56.3% year over year to 75 as listing inventory

increased by 25.6% to 162 during the same timeframe. The luxury condo market, comprising the top ten percent of all condo sales starting at \$2,500,000 this quarter, had a median sales price of \$2,650,000, down 5.4% annually. Luxury condo inventory fell by 17.9% to 23, which is 54% below the same period five years ago.

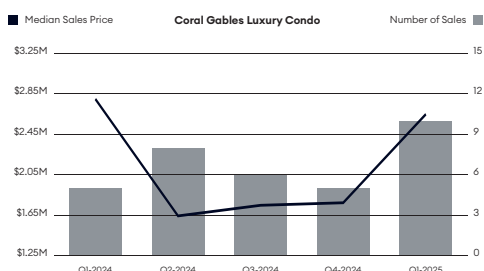
## Luxury Single Family



This sub-category is the analysis of the top ten percent of all single-family sales in Coral Gables. The data is also contained within the other markets presented.

Luxury Single Family Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$11,495,000	31.2%	\$8,758,333	-7.3%	\$12,400,556
Average Price per Sq Ft	\$1,626	-4.1%	\$1,696	-3.3%	\$1,681
Median Sales Price	\$11,087,500	16.7%	\$9,500,000	-0.6%	\$11,150,000
Number of Sales (Closed)	8	-11.1%	9	-11.1%	9
Days on Market (From Last List Date)	80	27.0%	63	-54.5%	176
Listing Discount (From Last List Price)	12.6%		10.4%		10.2%
Listing Inventory	62	8.8%	57	-18.4%	76
Months of Supply	23.3	22.6%	19.0	-7.9%	25.3
Entry Price Threshold	\$6,395,000	16.3%	\$5,500,000	42.1%	\$4,500,000
Average Square Feet	7,067	36.9%	5,164	4.9%	6,737

## Luxury Condo



This sub-category is the analysis of the top ten percent of all condo sales in Coral Gables. The data is also contained within the other markets presented.

Luxury Condo Matrix (Top 10% of Sales)	Q1-2025	%Δ (QTR)	Q4-2024	%Δ (YR)	Q1-2024
Average Sales Price	\$2,830,000	26.3%	\$2,240,000	12.8%	\$2,508,610
Average Price per Sq Ft	\$942	-5.9%	\$1,001	0.3%	\$939
Median Sales Price	\$2,650,000	49.3%	\$1,775,000	-5.4%	\$2,800,000
Number of Sales (Closed)	10	100.0%	5	100.0%	5
Days on Market (From Last List Date)	184	192.1%	63	371.8%	39
Listing Discount (From Last List Price)	5.7%		-17.3%		5.0%
Listing Inventory	23	-17.9%	28	-17.9%	28
Months of Supply	2.3	-58.9%	5.6	-58.9%	5.6
Entry Price Threshold	\$2,500,000	47.1%	\$1,700,000	64.7%	\$1,518,050
Average Square Feet	3,006	34.3%	2,238	12.5%	2,672

## By Sales Share Coral Gables

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	57.7%	53.8%
Single Family Mortgage	42.3%	46.2%
Condo Cash	65.3%	66.7%
Condo Mortgage	34.7%	33.3%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$1M	4.2%	12.5%
Single Family \$1M - \$2M	35.2%	50.0%
Single Family Over \$2M	60.6%	37.5%
Condo Under \$1M	76.0%	77.1%
Condo \$1M - \$2M	9.3%	16.7%
Condo Over \$2M	14.7%	6.3%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	1.4%	10.0%
Single Family At	11.3%	10.0%
Single Family Under	87.3%	80.0%
Condo Over	0.0%	4.2%
Condo At	9.3%	10.4%
Condo Under	90.7%	85.4%

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