

Elliman Report

Q3-2025

Coral Gables, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 2.6%**
Prices Median Sales Price
- 16.7%**
Sales Closed Sales
- + 7.1%**
Inventory Total Inventory
- 8 days**
Marketing Time Days On Market

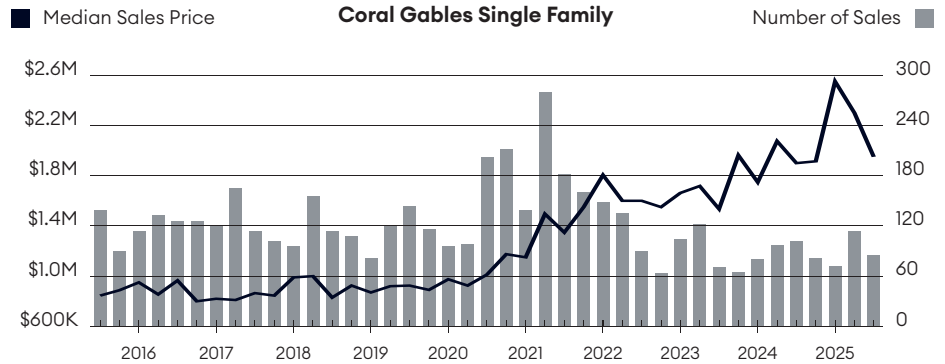
Condo

Dashboard

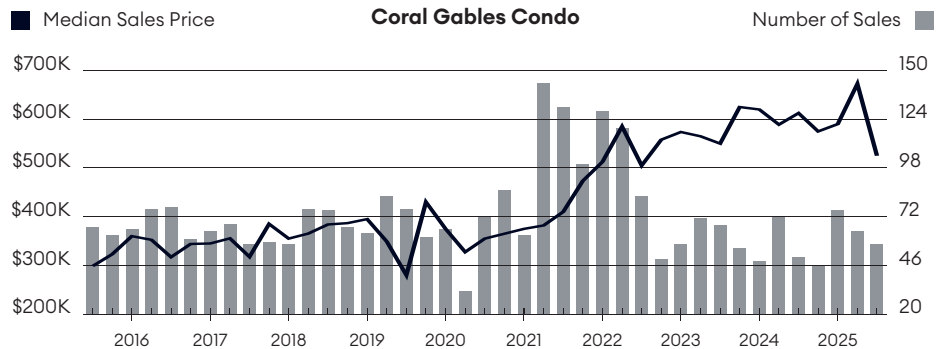
YEAR-OVER-YEAR

- 14.3%**
Prices Median Sales Price
- + 14.0%**
Sales Closed Sales
- + 7.1%**
Inventory Total Inventory
- + 3 days**
Marketing Time Days On Market

- Single family median sales price rose year over year as sales declined
- Condo sales jumped from last year as median sales price declined



Coral Gables Single Family Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$3,575,095	9.1%	\$3,277,454	22.2%	\$2,926,798
Average Price Per Sq Ft	\$1,247	14.3%	\$1,091	15.9%	\$1,076
Median Sales Price	\$1,950,000	-15.2%	\$2,300,000	2.6%	\$1,900,000
Number of Sales (Closed)	85	-24.8%	113	-16.7%	102
Days on Market (From Last List Date)	67	-13.0%	77	-10.7%	75
Listing Discount (From Last List Price)	9.4%		6.5%		8.1%
Listing Inventory	196	-12.1%	223	7.1%	183
Months of Supply	6.9	16.9%	5.9	27.8%	5.4
Average Square Feet	2,867	-4.0%	2,988	5.4%	2,720



Coral Gables Condo Matrix	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$809,781	-5.7%	\$858,469	6.5%	\$760,099
Average Price Per Sq Ft	\$636	4.3%	\$610	6.0%	\$600
Median Sales Price	\$525,000	-21.9%	\$672,500	-14.3%	\$612,500
Number of Sales (Closed)	57	-10.9%	64	14.0%	50
Days on Market (From Last List Date)	68	0.0%	68	4.6%	65
Listing Discount (From Last List Price)	5.8%		6.3%		4.7%
Listing Inventory	150	-18.0%	183	7.1%	140
Months of Supply	7.9	-8.1%	8.6	-6.0%	8.4
Average Square Feet	1,272	-9.7%	1,408	0.5%	1,266



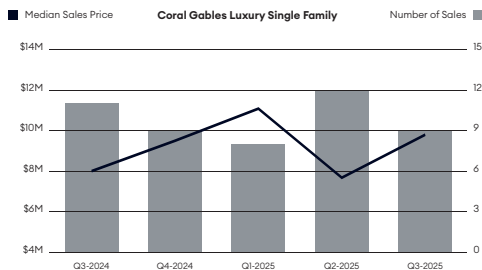
Prepared by Miller Samuel Real Estate Appraisers & Consultants

The median sales price for single family homes increased by 2.6% year over year to \$1,950,000, more than double what it was six years ago. Bidding wars remained low at 3.5% of single family sales during the quarter as sales fell and listing inventory increased. There were 85 single family sales during the quarter, a 16.7% decrease from the same period last year. Cash sales

accounted for 52.9% of all single family sales, representing 59.9% of the total market. Condo sales jumped by 14% to 57 compared to the same period last year, the second increase in three quarters. Meanwhile, listing inventory increased by 7.1%, slowing down the market pace. Bidding wars made up 7.1% of condo sales, while cash sales accounted for 57.9%,

representing 40.1% of the total market. The luxury condo market, which comprises the top ten percent of all condo sales and starts at \$1,900,000 this quarter, had a median sales price of \$2,620,000, surging 49.7% from the same quarter last year. Luxury condo inventory dropped by 5.7% to 33.

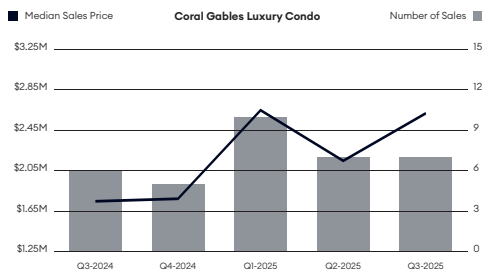
Luxury Single Family



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)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$15,444,272	52.4%	\$10,135,819	49.9%	\$10,303,636
Average Price per Sq Ft	\$2,295	47.2%	\$1,559	27.3%	\$1,803
Median Sales Price	\$9,800,000	27.7%	\$7,675,000	22.5%	\$8,000,000
Number of Sales (Closed)	9	-25.0%	12	-18.2%	11
Days on Market (From Last List Date)	89	-16.8%	107	-58.2%	213
Listing Discount (From Last List Price)	12.2%		5.4%		10.7%
Listing Inventory	53	-5.4%	56	-8.6%	58
Months of Supply	17.7	26.4%	14.0	12.0%	15.8
Entry Price Threshold	\$6,750,000	10.7%	\$6,100,000	25.0%	\$5,400,000
Average Square Feet	6,728	3.5%	6,503	17.7%	5,715

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)	Q3-2025	%Δ (QTR)	Q2-2025	%Δ (YR)	Q3-2024
Average Sales Price	\$2,618,571	6.0%	\$2,471,429	38.7%	\$1,887,500
Average Price per Sq Ft	\$898	15.4%	\$778	27.7%	\$703
Median Sales Price	\$2,620,000	21.9%	\$2,150,000	49.7%	\$1,750,000
Number of Sales (Closed)	7	0.0%	7	16.7%	6
Days on Market (From Last List Date)	109	18.5%	92	626.7%	15
Listing Discount (From Last List Price)	7.1%		8.4%		3.8%
Listing Inventory	33	-8.3%	36	-5.7%	35
Months of Supply	4.7	-7.8%	5.1	-19.0%	5.8
Entry Price Threshold	\$1,900,000	5.6%	\$1,800,000	11.8%	\$1,700,000
Average Square Feet	2,917	-8.2%	3,178	8.7%	2,684

By Sales Share Coral Gables

Finance	Current Quarter	Prior Year Quarter
Single Family Cash	52.9%	53.9%
Single Family Mortgage	47.1%	46.1%
Condo Cash	57.9%	52.0%
Condo Mortgage	42.1%	48.0%

Price	Current Quarter	Prior Year Quarter
Single Family Under \$1M	12.9%	2.9%
Single Family \$1M - \$2M	40.0%	52.0%
Single Family Over \$2M	47.1%	45.1%
Condo Under \$1M	80.7%	82.0%
Condo \$1M - \$2M	10.5%	16.0%
Condo Over \$2M	8.8%	2.0%

Over/Under Last List	Current Quarter	Prior Year Quarter
Single Family Over	3.5%	5.9%
Single Family At	3.5%	13.7%
Single Family Under	92.9%	78.4%
Condo Over	3.5%	2.0%
Condo At	8.8%	12.0%
Condo Under	87.7%	86.0%

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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