

Elliman Report

Q4-2025 Coral Gables, FL Sales

Single Family

Dashboard

YEAR-OVER-YEAR

- + 0.0% **Prices** Median Sales Price
- + 22.2% **Sales** Closed Sales
- + 1.1% **Inventory** Total Inventory
- + 32 days **Marketing Time** Days On Market

Condo

Dashboard

YEAR-OVER-YEAR

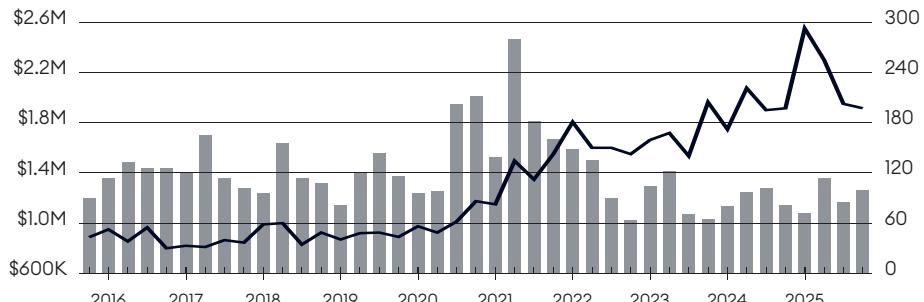
- 7.8% **Prices** Median Sales Price
- + 37.0% **Sales** Closed Sales
- + 0.7% **Inventory** Total Inventory
- + 10 days **Marketing Time** Days On Market

- Single family median sales price showed stability year over year as sales continued to surge
- Condo listing inventory edged higher as sales continued to post large annual gains

■ Median Sales Price

Coral Gables Single Family

Number of Sales ■

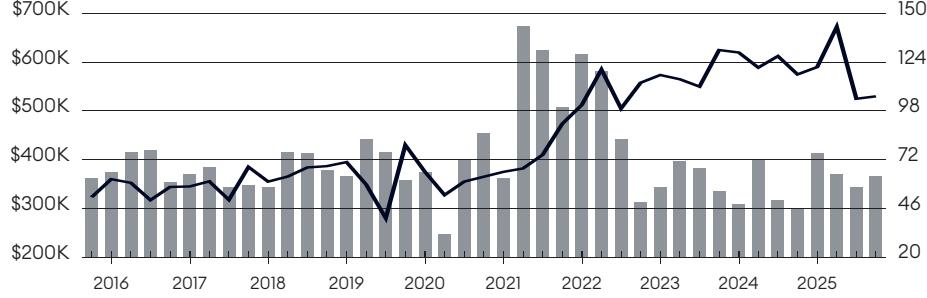


| Coral Gables Single Family Matrix | Q4-2025 | %Δ (qtr) | Q3-2025 | %Δ (yr) | Q4-2024 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$3,927,068 | 9.8% | \$3,575,095 | 39.2% | \$2,821,083 |
| Average Price Per Sq Ft | \$1,245 | -0.2% | \$1,247 | 21.8% | \$1,022 |
| Median Sales Price | \$1,915,000 | -1.8% | \$1,950,000 | 0.0% | \$1,914,474 |
| Number of Sales (Closed) | 99 | 16.5% | 85 | 22.2% | 81 |
| Days on Market (From Last List Date) | 92 | 37.3% | 67 | 53.3% | 60 |
| Listing Discount (From Last List Price) | 10.0% | | 9.4% | | 6.2% |
| Listing Inventory | 180 | -8.2% | 196 | 1.1% | 178 |
| Months of Supply | 5.5 | -20.3% | 6.9 | -16.7% | 6.6 |
| Average Square Feet | 3,175 | 10.7% | 2,867 | 13.7% | 2,792 |

■ Median Sales Price

Coral Gables Condo

Number of Sales ■



| Coral Gables Condo Matrix | Q4-2025 | %Δ (qtr) | Q3-2025 | %Δ (yr) | Q4-2024 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$746,892 | -7.8% | \$809,781 | -9.5% | \$824,901 |
| Average Price Per Sq Ft | \$552 | -13.2% | \$636 | -12.5% | \$631 |
| Median Sales Price | \$530,000 | 1.0% | \$525,000 | -7.8% | \$575,000 |
| Number of Sales (Closed) | 63 | 10.5% | 57 | 37.0% | 46 |
| Days on Market (From Last List Date) | 85 | 25.0% | 68 | 13.3% | 75 |
| Listing Discount (From Last List Price) | 4.9% | | 5.8% | | -2.1% |
| Listing Inventory | 143 | -4.7% | 150 | 0.7% | 142 |
| Months of Supply | 6.8 | -13.9% | 7.9 | -26.9% | 9.3 |
| Average Square Feet | 1,366 | 7.4% | 1,272 | 4.5% | 1,307 |



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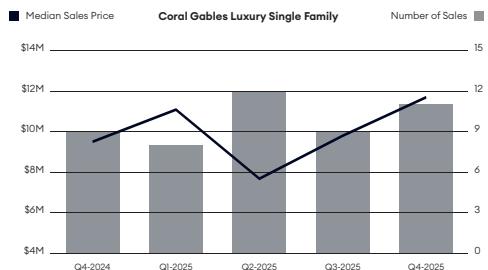
Prepared by Miller Samuel Real Estate Appraisers & Consultants

Single family sales rose and listing inventory edged higher, aided by the decline in mortgage rates and robust financial markets. The number of single family sales surged by 22.2% year over year to 99. Listing inventory of single families was challenged by the burst in sales, seeing a nominal 1.1% rise year over year to 180, consistent with the eight-year fourth quarter average of

184. Months of supply, the number of months to sell all single family listings at the current sales rate, was 5.5, 16.7% faster than the same period last year. The median sales price for single family homes was unchanged from the previous year at \$1,915,000. Condo sales also surged annually, rising by 37% to 63. Meanwhile, listing inventory rose 0.7%

annually, accelerating the market pace by 26.9% to 6.8 months. The luxury condo market, which accounted for the top 10% of all condo sales and started at \$1,600,000 this quarter, had a median sales price of \$2,000,000, up 12.7% from the same quarter last year. Luxury condo inventory rose by 28.6% to 36.

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)

| | Q4-2025 | %Δ (QTR) | Q3-2025 | %Δ (YR) | Q4-2024 |
|---|--------------|----------|--------------|---------|-------------|
| Average Sales Price | \$17,218,636 | 11.5% | \$15,444,272 | 96.6% | \$8,758,333 |
| Average Price per Sq Ft | \$2,079 | -9.4% | \$2,295 | 22.6% | \$1,696 |
| Median Sales Price | \$11,700,000 | 19.4% | \$9,800,000 | 23.2% | \$9,500,000 |
| Number of Sales (Closed) | 11 | 22.2% | 9 | 22.2% | 9 |
| Days on Market (From Last List Date) | 126 | 41.6% | 89 | 100.0% | 63 |
| Listing Discount (From Last List Price) | 10.6% | | 12.2% | | 10.4% |
| Listing Inventory | 47 | -11.3% | 53 | -17.5% | 57 |
| Months of Supply | 12.8 | -27.7% | 17.7 | -32.6% | 19.0 |
| Entry Price Threshold | \$7,500,000 | 11.1% | \$6,750,000 | 36.4% | \$5,500,000 |
| Average Square Feet | 8,284 | 23.1% | 6,728 | 60.4% | 5,164 |

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)

| | Q4-2025 | %Δ (QTR) | Q3-2025 | %Δ (YR) | Q4-2024 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$2,240,571 | -14.4% | \$2,618,571 | 0.0% | \$2,240,000 |
| Average Price per Sq Ft | \$729 | -18.8% | \$898 | -27.2% | \$1,001 |
| Median Sales Price | \$2,000,000 | -23.7% | \$2,620,000 | 12.7% | \$1,775,000 |
| Number of Sales (Closed) | 7 | 0.0% | 7 | 40.0% | 5 |
| Days on Market (From Last List Date) | 84 | -22.9% | 109 | 33.3% | 63 |
| Listing Discount (From Last List Price) | 13.1% | | 7.1% | | -17.3% |
| Listing Inventory | 36 | 9.1% | 33 | 28.6% | 28 |
| Months of Supply | 5.1 | 8.5% | 4.7 | -8.9% | 5.6 |
| Entry Price Threshold | \$1,600,000 | -15.8% | \$1,900,000 | -5.9% | \$1,700,000 |
| Average Square Feet | 3,074 | 5.4% | 2,917 | 37.4% | 2,238 |

By Sales Share Coral Gables

| Finance | Current Quarter | Prior Year Quarter |
|------------------------|-----------------|--------------------|
| Single Family Cash | 63.6% | 51.9% |
| Single Family Mortgage | 36.4% | 48.1% |
| Condo Cash | 69.8% | 65.2% |
| Condo Mortgage | 30.2% | 34.8% |

| Price | Current Quarter | Prior Year Quarter | Over/Under Last List | Current Quarter | Prior Year Quarter |
|---------------------------|-----------------|--------------------|----------------------|-----------------|--------------------|
| Single Family Under \$1M | 10.1% | 4.9% | Single Family Over | 4.0% | 8.6% |
| Single Family \$1M - \$2M | 40.4% | 48.1% | Single Family At | 5.1% | 12.3% |
| Single Family Over \$2M | 49.5% | 46.9% | Single Family Under | 89.9% | 76.5% |
| Condo Under \$1M | 82.5% | 73.9% | Condo Over | 1.6% | 2.2% |
| Condo \$1M - \$2M | 12.7% | 23.9% | Condo At | 6.3% | 6.5% |
| Condo Over \$2M | 4.8% | 2.2% | Condo Under | 88.9% | 89.1% |

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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