

# Elliman Report

## Q1-2020 Coral Gables Sales

“After noticeably stronger results in the first two and a half months, listing inventory growth slowed as market awareness of Coronavirus occurred in mid-March.”

Coral Gables Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,219,526	-7.1%	\$1,312,302	-18.8%	\$1,502,012
Average Price Per Sq Ft	\$452	-3.0%	\$466	-15.2%	\$533
Median Sales Price	\$975,000	9.5%	\$890,500	12.1%	\$870,000
Number of Sales (Closed)	95	-18.1%	116	17.3%	81
Days on Market (From Last List Date)	121	-11.7%	137	33.0%	91
Coral Gables Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$555,631	5.9%	\$524,726	-7.1%	\$598,303
Average Price Per Sq Ft	\$372	9.1%	\$341	-4.9%	\$391
Median Sales Price	\$375,000	-12.8%	\$430,000	-5.1%	\$395,000
Number of Sales (Closed)	65	6.6%	61	3.2%	63
Days on Market (From Last List Date)	137	0.7%	136	11.4%	123
Luxury Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$3,017,750	-29.1%	\$4,254,404	-47.2%	\$5,719,111
Average Price Per Sq Ft	\$668	-0.9%	\$674	-24.1%	\$880
Median Sales Price	\$2,775,000	-22.2%	\$3,566,425	-50.9%	\$5,650,000
Number of Sales (Closed)	10	-16.7%	12	11.1%	9
Days on Market (From Last List Date)	188	-38.6%	306	3.3%	182
Luxury Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,467,857	11.0%	\$1,322,500	-28.0%	\$2,038,929
Average Price Per Sq Ft	\$518	27.9%	\$405	-1.1%	\$524
Median Sales Price	\$1,425,000	25.3%	\$1,137,500	-32.8%	\$2,120,000
Number of Sales (Closed)	7	0.0%	7	0.0%	7
Days on Market (From Last List Date)	210	-7.5%	227	16.0%	181

Single-family median sales price rose year over year for the second time in three quarters. Condo price trend indicators fell as the number of sales expanded.