

# Elliman Report

## Q4-2023 Coral Gables, FL Sales

“Listing inventory expanded across most submarkets but remained sharply below pre-pandemic levels.”

Coral Gables Single Family Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,403,425	4.0%	\$2,310,511	-13.4%	\$2,775,092
Average Price Per Sq Ft	\$885	-11.1%	\$995	-13.3%	\$1,021
Median Sales Price	\$1,962,500	27.9%	\$1,535,000	26.6%	\$1,550,000
Number of Sales (Closed)	64	-8.6%	70	1.6%	63
Days on Market (From Last List Date)	55	0.0%	55	5.8%	52
Coral Gables Condo Matrix	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$866,289	28.4%	\$674,661	-0.7%	\$872,130
Average Price Per Sq Ft	\$595	-0.3%	\$597	1.7%	\$585
Median Sales Price	\$625,000	13.6%	\$550,000	12.0%	\$558,000
Number of Sales (Closed)	55	-17.9%	67	12.2%	49
Days on Market (From Last List Date)	53	-25.4%	71	-5.4%	56
Luxury Single Family Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$6,093,571	-28.2%	\$8,491,075	-45.4%	\$11,157,143
Average Price Per Sq Ft	\$1,141	-40.8%	\$1,926	-33.0%	\$1,703
Median Sales Price	\$5,400,000	31.7%	\$4,100,000	-16.9%	\$6,500,000
Number of Sales (Closed)	7	-12.5%	8	0.0%	7
Days on Market (From Last List Date)	34	-57.5%	80	30.8%	26
Luxury Condo Matrix (Top 10% of Sales)	Q4-2023	%Δ (QTR)	Q3-2023	%Δ (YR)	Q4-2022
Average Sales Price	\$2,512,500	28.5%	\$1,955,571	-28.5%	\$3,512,000
Average Price Per Sq Ft	\$641	-14.8%	\$752	-14.8%	\$752
Median Sales Price	\$1,912,500	3.9%	\$1,840,000	-21.9%	\$2,450,000
Number of Sales (Closed)	6	-14.3%	7	20.0%	5
Days on Market (From Last List Date)	108	54.3%	70	-47.8%	207

Condo median sales price rose by 12% to \$625,000, the highest on record. Condo listing inventory increased for the first time in three quarters, up 73.3% annually to 104, but remained 55.6% below pre-pandemic levels. The condo luxury market, representing the top ten percent of all

condo sales, started at \$1,600,000 as all price trend indicators fell year over year. The condo luxury listing inventory expanded annually by 73.3% to 26, still 46.9% less than the pre-pandemic level.