

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

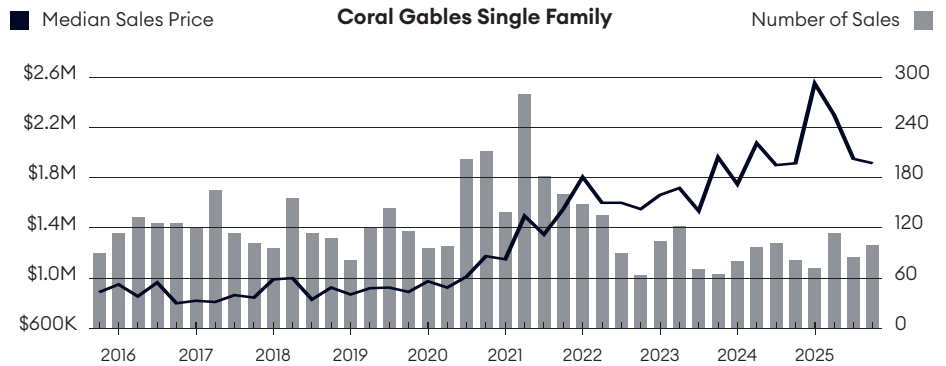
- 7.8%
Prices Median Sales Price

+ 37.0%
Sales Closed Sales

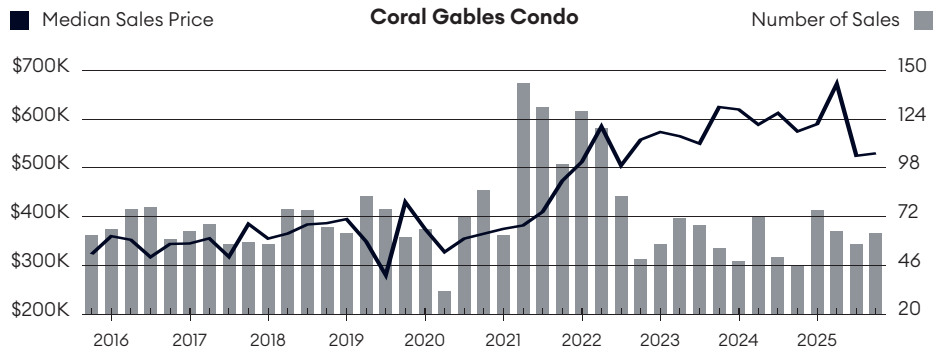
+ 0.7%
Inventory Total Inventory

+ 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



| 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 |



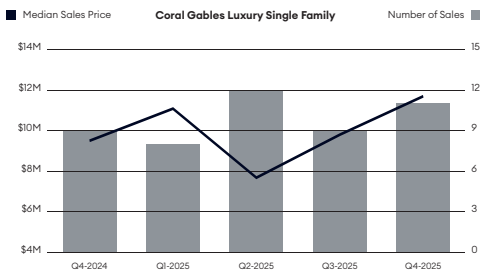
| Coral Gables Condo Matrix | Q4-2025 | %Δ (QTR) | Q3-2025 | %Δ (YR) | Q4-2024 |
|---|-----------|----------|-----------|---------|-----------|
| Average Sales Price | \$746,892 | -7.8% | \$809,781 | -9.5% | \$824,901 |
| Average Price Per Sq Ft | \$552 | -13.2% | \$636 | -12.5% | \$631 |
| Median Sales 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 |

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.

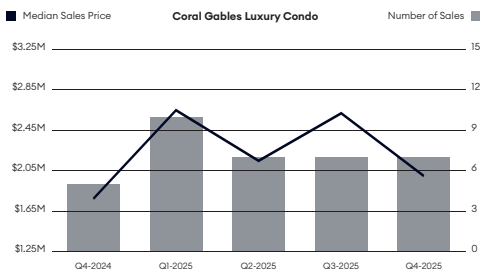
Luxury Single Family



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 |
|---------------------------|-----------------|--------------------|
| Single Family Under \$1M | 10.1% | 4.9% |
| Single Family \$1M - \$2M | 40.4% | 48.1% |
| Single Family Over \$2M | 49.5% | 46.9% |
| Condo Under \$1M | 82.5% | 73.9% |
| Condo \$1M - \$2M | 12.7% | 23.9% |
| Condo Over \$2M | 4.8% | 2.2% |

| Over/Under Last List | Current Quarter | Prior Year Quarter |
|----------------------|-----------------|--------------------|
| Single Family Over | 4.0% | 8.6% |
| Single Family At | 5.1% | 12.3% |
| Single Family Under | 89.9% | 76.5% |
| Condo Over | 1.6% | 2.2% |
| Condo At | 6.3% | 6.5% |
| 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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