



# ECONOMIC TAPESTRY OF CORAL GABLES

## 2018-2023

Mercatus Report Volume 2, Issue 3

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**MERCATUS**  
VALUATION

# ECONOMIC TAPESTRY OF CORAL GABLES

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February 23, 2024

## INTRODUCTION

One year shy of a century old, George Merrick founded The City of Coral Gables on April 29, 1925. The city takes its name from his childhood house made of corals with a pronounced gable roof.



Coral Gables is home to 18,719 households with a population of 49,269. The city is one of the wealthiest

nationwide, with a median family income of \$118,203 ranked third in Florida.

The Coral Gables residential real estate market is composed mainly of single-family houses with a small inventory of condominium buildings.

This study has considered 6,511 properties categorized by submarket as luxury, single-family general, and condominium units general.

I have collected all sales activity since 2018. This data allows the analysis of these components of each market.

In this series, I have analyzed market indicators, including:

- 1) Condominium units
- 2) Single-family houses
- 3) Current market activity

For a better perspective, this analysis taps key indicators such as <sup>1</sup> the number of properties sold during the five-year period, <sup>2</sup> the days a property is or was actively marketed until its closing, <sup>3</sup> the list-to-price ratio, <sup>4</sup> the overall price paid, and <sup>5</sup> the price per square foot paid.

All measurements of this market are based on median statistics. Please allow me to take you through the path of my understanding of this market.

## LUXURY SUBMARKET

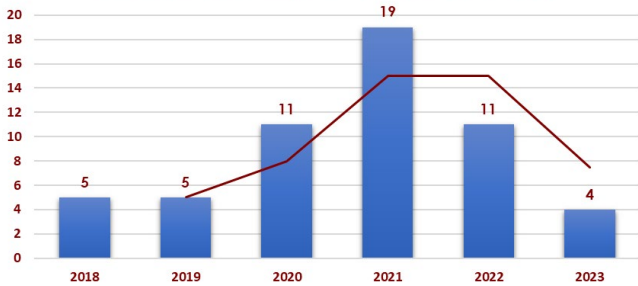
A total of 110 houses or listings were considered in this analysis for the five-year period. Of the total number of listings, 55 closed, representing 50% of the total sales activity.

Coral Gables Luxury Market 2018-2023									
Year	Median DOM	Median Listed	Median \$ Paid	Median \$PSF	Median List:\$ Paid	Number Sold	Number Expired	% Sold	Monthly Absorption
2018	178	\$14,000,000	\$11,500,000	\$1,530	82%	5	6	45%	0
2019	38	\$18,700,000	\$13,995,000	\$1,598	75%	5	10	33%	0
2020	368	\$23,990,000	\$20,000,000	\$1,723	83%	11	9	55%	1
2021	368	\$16,500,000	\$16,000,000	\$1,892	97%	19	8	70%	2
2022	140	\$25,800,000	\$24,000,000	\$2,626	93%	11	14	44%	1
2023	254	\$36,950,000	\$28,750,000	\$3,087	78%	4	8	33%	0

The number of transactions peaked in 2021 at 19. The number of closings between 2018 and 2020 is considered relatively stable. The years 2022-2023 were lower due to the availability of inventory. Moreover, the lack of supply triggered prices to a higher level, with a median of around \$18,000,000.

## LUXURY SUBMARKET(CONT.)

**Coral Gables Luxury Market Sold 2018-2023**



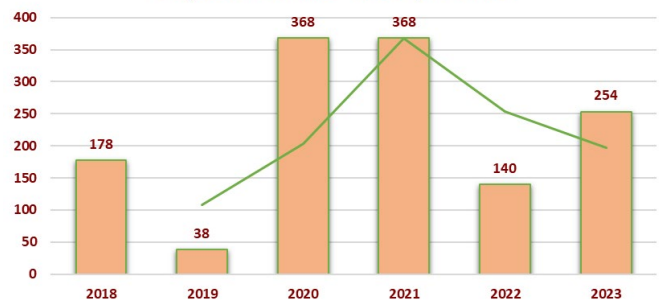
The absorption rate peaked in 2021 with a monthly absorption of 2 units. This market has a sophisticated character in terms of these properties physical attributes and its participants. Thus, there is a limited number of listings at any given moment, which leads to the conclusion that an absorption of 2 units per month is the upper threshold.

This year, at the time of this study, there were 40 listings, of which 3 were sold, revealing a monthly (annualized) absorption of 2 houses.

From 2018-2020, the median days-on-market fluctuated between 38 and 178 days, increasing to 368 days for two consecutive years.

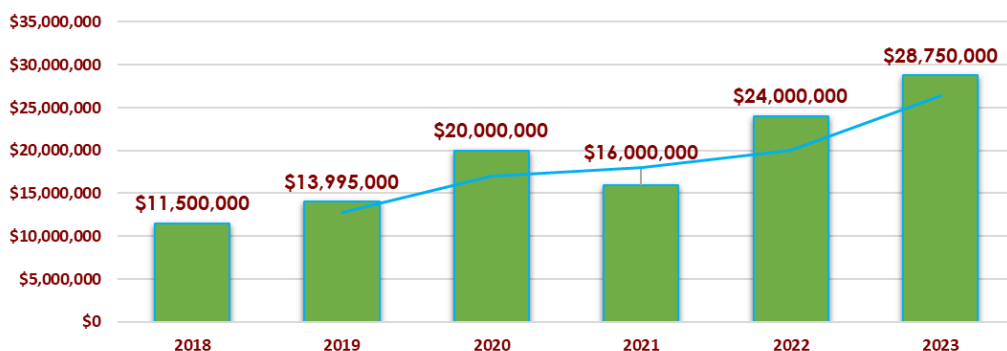
The variation YOY may seem disparate, but in this high-priced market with scarce inventory, speculation plays a role in the tension between asking and the market level established. So, from the five-year history of this key point indicator, it could be reasonable for an exposure period from one month to a year and a half.

**Days on Market - Luxury Market**



It is evident that value is in progression mode, climbing consistently year over year with the exception of 2021 since the number of transactions may favor the lower end in terms of absolute price, but the growth in value since 2018 to date is 64%.

**Median Price Paid - Luxury Market**

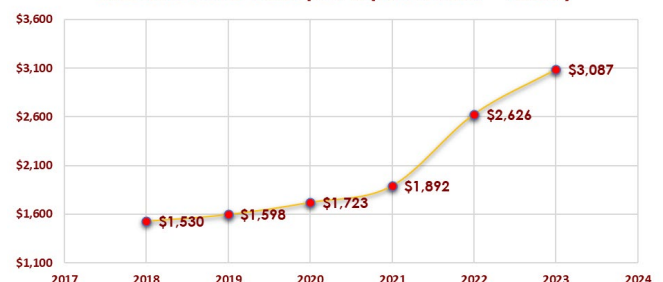


2022 shows the price paid is 50% higher than 2021 and 20% higher in 2023 over 2022. Thus, a clear up-market is evolving as the redevelopment of tear-down and renovation projects in Coral Gables continues.

Looking at these sales on a per-square-foot basis, understanding the progression is more evident. On average, the study period reveals an increase in value of 16% but 22% during and after the economic effects of the pandemic.

The data per square foot is consistent with the general manifestation of all markets in Miami within the same period.

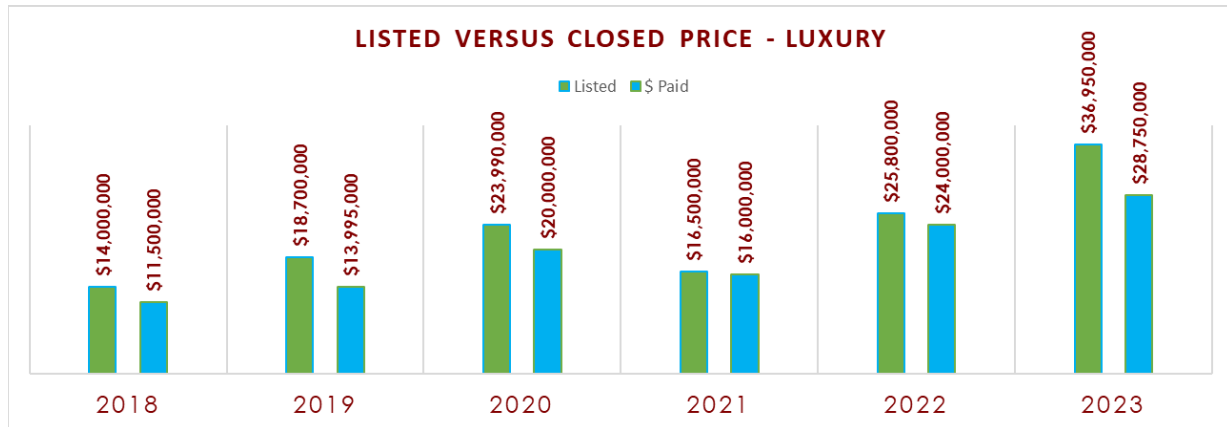
**Median Price Paid per Square Foot - Luxury**





## LUXURY SUBMARKET(CONT.)

The listing price and actual pricing virtually met in 2021-22. The year 2023 shows a larger gap, but since there was limited supply and speculation combined with the progressive market, the spread is reasonable.



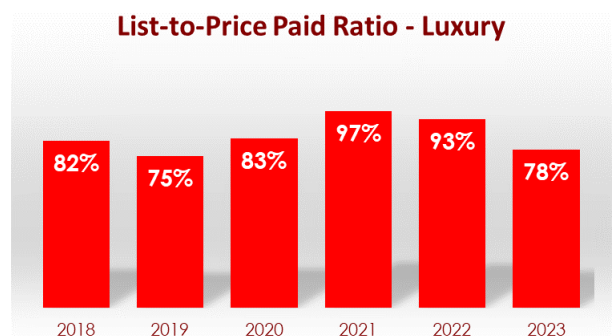
2018-2020, the list-to-price ratio remained stable at 75-83%. In 2021-22, this indication was noted above 93%.

In summary, the luxury submarket of Coral Gables has been favorable in all measuring criteria. The data collected from 2024 also manifests positively, as the supply is limited to 37 listings.

The most recent transaction was transferred for the consideration of \$26,020,000, located in Gables Estate. This waterfront property is improved with a 13,816 SF house over a site of 57,017 SF.

The highest listing price is \$69,900,000, located at Journeys End Road. This canal-front property is comprised of a living area of 12,159 SF over a site of 90,884 SF.

Another listing worthy of mention is located at Arvida Parkway for \$57,000,000 with less than a week in the market. This property overlooks the bay in an ample corner position with 574 feet of waterfront.



## SINGLE-FAMILY SUBMARKET

A total of 3,955 houses or listings were considered in this analysis for the five-year period. Of the total number of listings, 3,239 closed, representing 82% of the total sales activity.

Coral Gables Single-Family Market 2018-2023									
Year	Median DOM	Median Listed	Median \$ Paid	Median \$PSF	Median List:\$ Paid	Number Sold	Number Expired	% Sold	Monthly Absorption
2018	86	\$1,049,000	\$948,750	\$388	90%	499	98	84%	42
2019	101	\$978,500	\$915,000	\$395	94%	482	218	69%	40
2020	96	\$1,175,000	\$1,040,000	\$440	89%	619	171	78%	52
2021	39	\$1,475,000	\$1,400,000	\$553	95%	831	82	91%	69
2022	18	\$1,724,500	\$1,700,000	\$723	99%	440	72	86%	37
2023	52	\$1,850,000	\$1,682,500	\$770	91%	368	75	83%	31
2024	93	\$3,900,000	(Active)	\$1,172					

The number of transactions peaked in 2021 at 831. The number of closings between 2018 and 2020 is considered relatively stable, ranging from 482 to 619. The years 2022-2023 were lower due to the availability of inventory. Moreover, the lack of supply triggered prices to a higher level, with a median of around \$1,700,000.

## SINGLE-FAMILY SUBMARKET (CONT)

The absorption rate peaked in 2021 with a monthly absorption of 69 units. 2023 revealed a monthly absorption of 31 units, with 83% of the inventory sold.

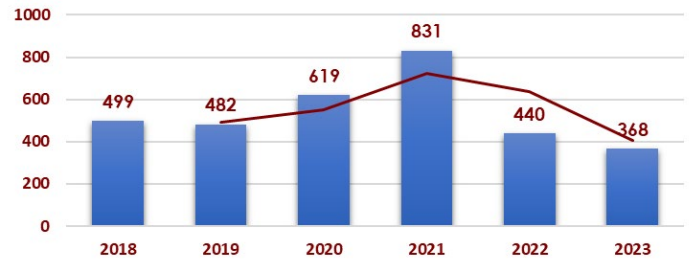
This year, at the time of this study, there were 132 listings, of which 30% were sold, revealing a monthly absorption of 26 houses. Keep in mind that the available inventory is considerably lower than in previous years.

From 2018-2020, the median days-on-market fluctuated between 86 and 101 days, dropping to 39 days in 2021 and 18 days in 2022. Days in 2023 and 2024 have increased because of the rising toggle between lack of supply and active pricing. The largest inventory was available in 2021. This same year had the highest number of closed sales (91%), also coinciding with a low time on the market. Another correlation for 2021 is the 35% value increase over the previous year.

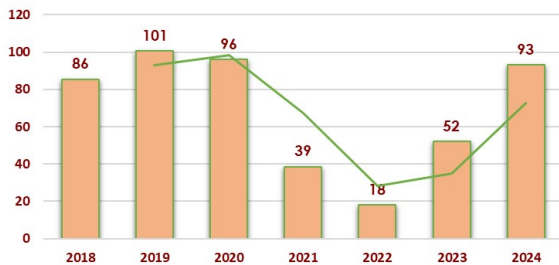
It is evident that value is in progression mode, climbing 35% in 2021 and 21% in 2022 but stabilizing in 2023 due to the high-interest rate environment.

So far this year, 39 titles recorded are showing a 5% value growth; thus, it is fair to mention that values have stabilized for the moment.

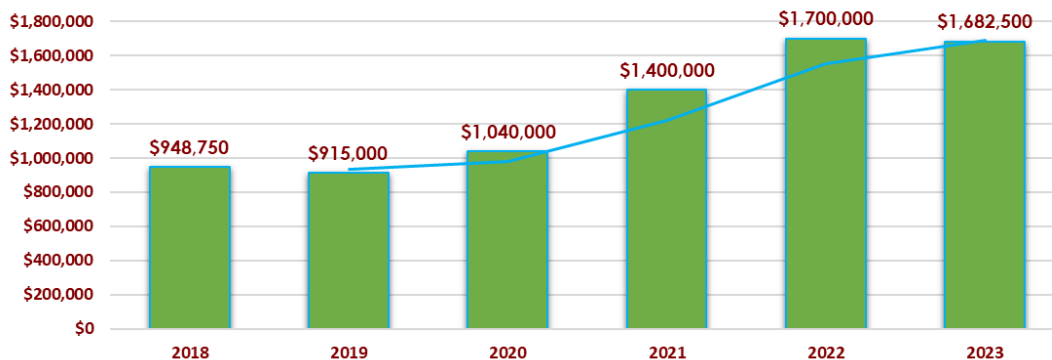
### Number of Single Family Sold 2018-2023



### Days on Market - Single Family



### Median Price Paid - Single Family



The median price per square foot shows a similar and proportional progression to the overall price statistic.

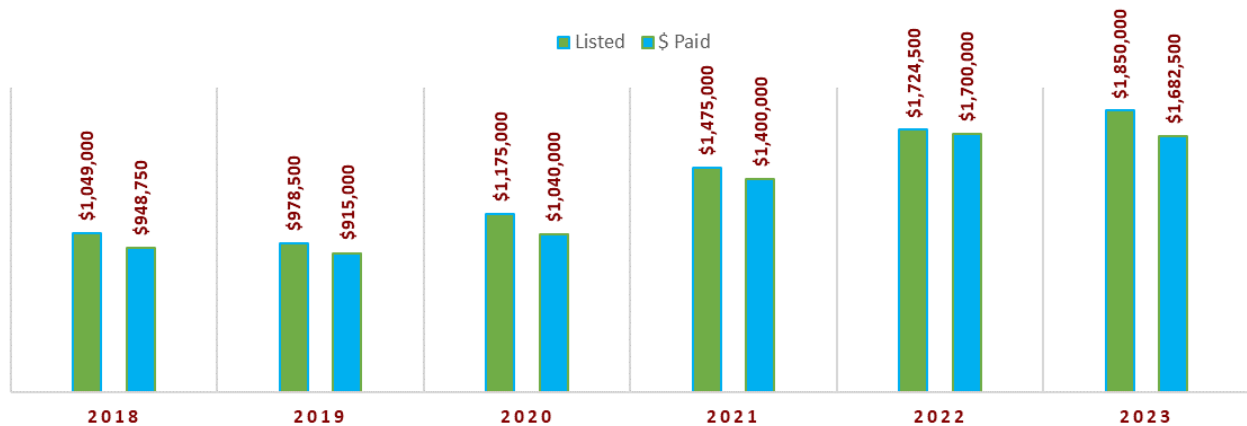
### Median Price per Square Foot - Single Family



## SINGLE-FAMILY SUBMARKET (CONT)

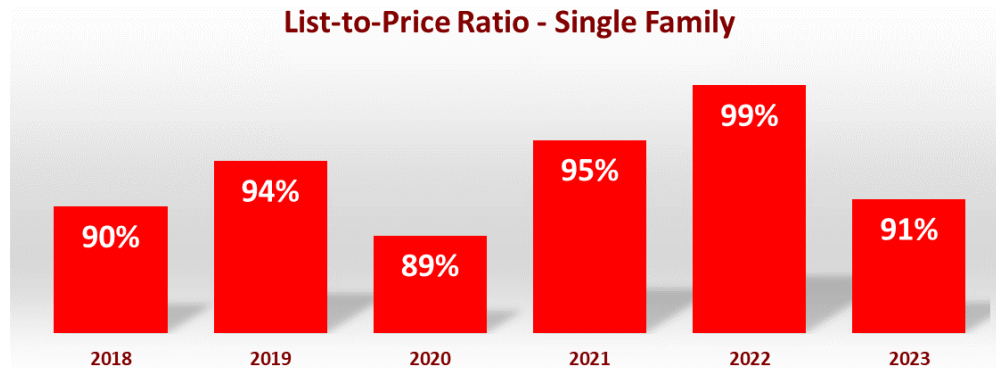
The listing price and actual pricing virtually met in 2021-22. The year 2023 shows a larger gap, but since there was limited supply combined with current interest rate levels, it limited the opportunity for negotiation.

### LISTED VERSUS CLOSED PRICE - SINGLE FAMILY



2018-2020, the list-to-price ratio remained stable at 89-94%. In 2021-22, this indication was noted to be around 96%.

### List-to-Price Ratio - Single Family



In summary, the single-family submarket of Coral Gables has been favorable in all measuring criteria. The data collected from 2024 is also manifesting positively as the supply of SFR is limited to 93 listings, as per my last survey.

## CONDOMINIUM SUBMARKET

A total of 2,446 units or listings were considered in this analysis for the five-year period.

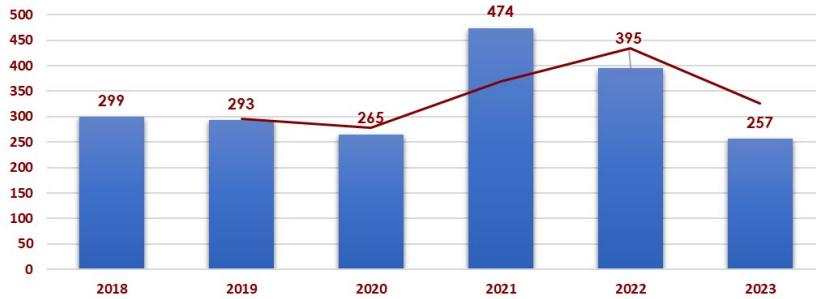
Of the total listings, 1,983 closed, representing 81% of the total sales activity.

Coral Gables Condominium Market 2018-2023									
Year	Median DOM	Median Listed	Median \$ Paid	Median \$PSF	Median List:\$ Paid	Number Sold	Number Expired	% Sold	Monthly Absorption
2018	106	\$407,000	\$375,000	\$332	92%	299	65	82%	25
2019	95	\$374,900	\$340,000	\$309	91%	293	136	68%	24
2020	106	\$379,000	\$362,500	\$317	96%	265	122	68%	22
2021	57	\$429,000	\$405,000	\$361	94%	474	76	86%	40
2022	23	\$554,990	\$550,000	\$500	99%	395	32	93%	33
2023	33	\$590,000	\$574,375	\$534	97%	257	32	89%	21
2024	68	\$649,500	(Active)						

The number of transactions peaked in 2021 at 474. The number of closings between 2018 and 2020 is considered relatively stable, ranging from 265 to 299. The year 2022 was lower but with higher prices paid, with a median of \$550,000 with 86% of the available inventory closed.

## CONDOMINIUM SUBMARKET(CONT.)

**Number of Condos Sold 2018-2023**

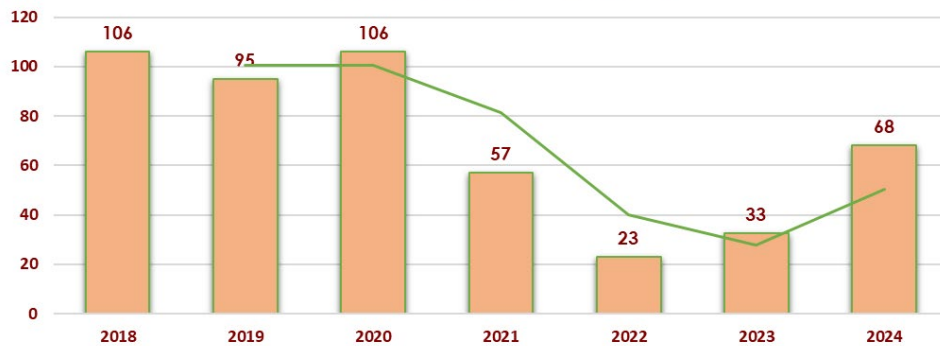


The absorption rate peaked in 2021 with a monthly absorption of 40 units. 2022 revealed a monthly absorption of 33 units, with 93% of the inventory sold.

This year, at the time of this study, there were 153 listings, of which 12% were sold, revealing a monthly absorption of 13 units. Keep in mind that the available inventory is considerably lower than in 2023 and even lower compared to 2022.

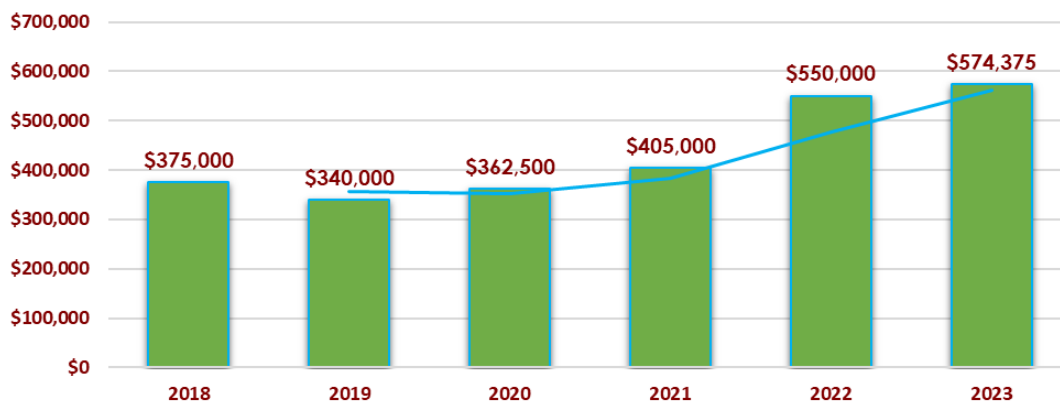
From 2018-2020, the median days-on-market fluctuated between 95 and 106 days, dropping to 57 days in 2021. Subsequently 23 days in 2022 and 33 days in 2023. YTD is 68 days. The largest inventory was available in 2021. The year 2022 had the highest number of closed sales(93%) and the lowest time on the market at 23 days. Another correlation for 2021 is the 12% value increase over the previous year.

**Days on Market - Condos**



It is evident that value is in progression mode, climbing 12% in 2021, 36% in 2022, and 4% in 2023. So far this year, 19 titles recorded are showing on the positive side but painting a stabilizing scenario as property insurance has risen, but more importantly because of the capital reserve requirements by law.

**Median Price Paid - Condos**

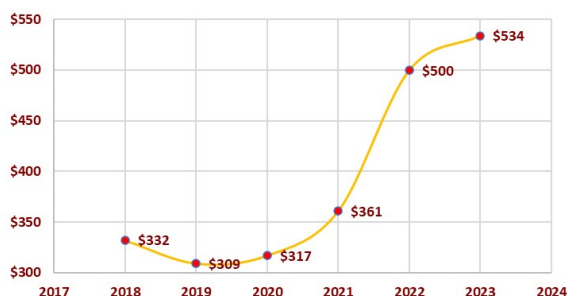


## CONDOMINIUM SUBMARKET (CONT)

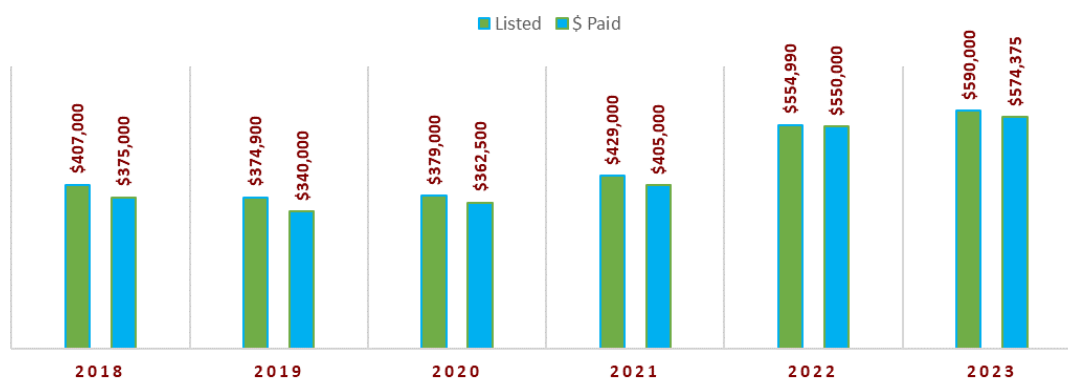
The median price per square foot shows a similar and proportional progression to the overall price statistic.

Another key indicator is the relation between the asking price and the actual price paid. At some point, these two elements could meet when the listing price falls below the price paid; this is called the positive list-to-price ratio. When this phenomenon occurs, it pushes the listing price up and typically is triggered by a low supply of available properties. Eventually, it becomes a dance between these two forces that will bring prices up or down. In this case, this market remains in progression.

Median Price per Square Foot - Condos

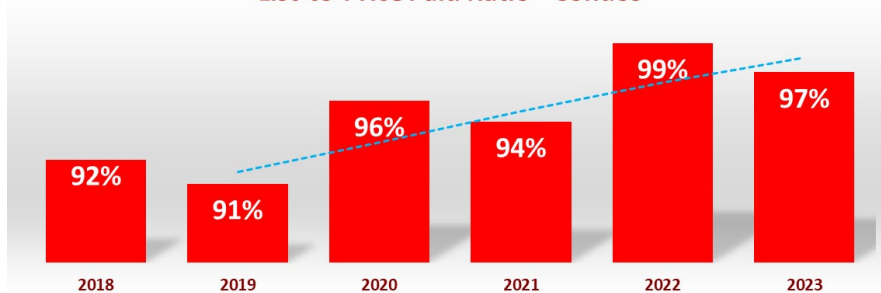


## LISTED VERSUS CLOSED PRICE - CONDOS



During 2018-2021, the list-to-price ratio remained stable at around 93%. In 2022-23, this indication is noted to be above 97%.

List-to-Price Paid Ratio - Condos



In summary, the condominium submarket of Coral Gables has been favorable in all measuring criteria. The data collected from 2023 also manifests positively as the supply of condos is limited to 154 listings as per my last survey.

The highest active listing price is \$9,750,000 for a penthouse at Giralda Place. There are several other notable listings, but to mention specifics, at Almeria Square, Unit A is currently listed for \$6,900,000,

719 Biltmore Residences is a new construction to be comprised of nine full-floor luxury units starting at \$5,900,000.

2022 marks the highest recorded transaction at \$9,250,000 for one of the penthouses at 60 Edgewater.



## ABOUT THE AUTHOR

Henry T. Casado is a Real Estate Appraiser, Reviewer, and Real Estate Consultant providing services under Mercatus Valuation.

Previously, he was the chief appraiser of Amerant Bank until 2020 and later the regional manager of First Republic, handling Northern California, Oregon, Washington, and Alaska.

He attended Johns Hopkins University, graduating with a master's degree in real estate valuation.

His professional credentials are enhanced by the Appraisal Institute's MAI, SRA, AI-GRS, and AI-RRS Designations, as well as several appraiser's licenses from other states, including Florida, Texas, New York, and South Carolina. He is also an Appraisal Institute Instructor.

Among other areas of practice, he specializes in waterfront and luxury properties.

He is a naval war veteran and a recipient of an Air Medal for combat missions during Desert Storm.



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