

# ELLI MAN

## REPORT

# 1Q 2017

## MALIBU/ MALIBU BEACH SALES

Quarterly Survey of Malibu/  
Malibu Beach Residential Sales

### MALIBU DASHBOARD

year-over-year

#### SINGLE FAMILY

##### PRICES

Median Sales Price

14.3%

##### SALES

Closed Sales

20.0%

##### INVENTORY

Total Inventory

0.0%

##### MARKETING TIME

Days on Market

43 days

#### CONDO

##### PRICES

Median Sales Price

28.2%

##### SALES

Closed Sales

42.9%

##### INVENTORY

Total Inventory

7.7%

##### MARKETING TIME

Days on Market

30 days

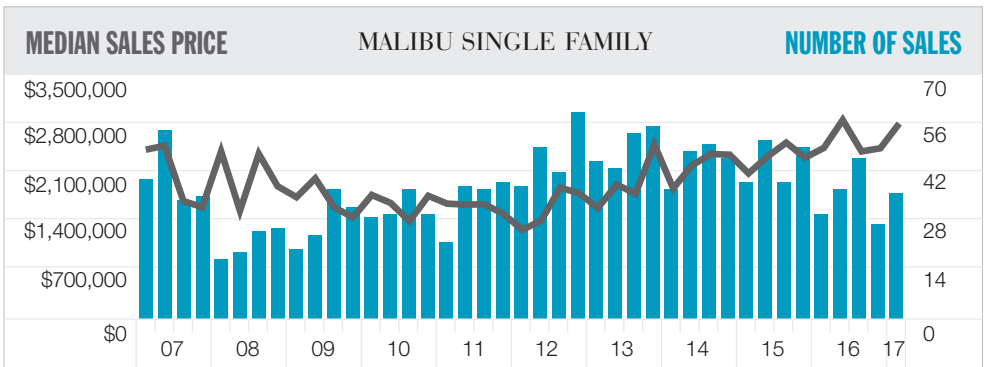
#### Single Family

- Price trend indicators and sales jumped
- Listing inventory stabilized as marketing time expanded

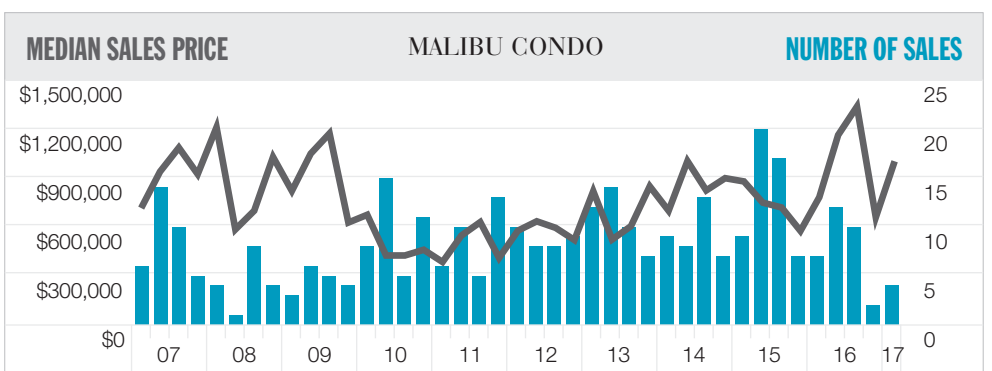
#### Condo

- Average sales sized surged, skewing most price trend indicators higher
- Nominal negotiability with faster marketing times

Malibu Market Matrix (Single Family)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$3,322,148	-5.8%	\$3,527,204	24.4%	\$2,671,183
Average Price Per Sq Ft	\$1,061	-5.8%	\$1,126	27.5%	\$832
Median Sales Price	\$2,799,500	14.5%	\$2,445,000	14.3%	\$2,450,000
Number of Sales (Closed)	36	33.3%	27	20.0%	30
Days on Market (From Last List Date)	141	-6.0%	150	43.9%	98
Listing Discount (From Last List Price)	6.8%		5.0%		5.7%
Listing Inventory (Active)	162	12.5%	144	0.0%	162
Absorption Period (Months)	13.5	-15.6%	16.0	-16.7%	16.2
Average Square Feet (Closed)	3,132	0.0%	3,132	-2.5%	3,212



Malibu Market Matrix (Condo)	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$1,046,928	58.6%	\$660,000	28.5%	\$815,000
Average Price Per Sq Ft	\$536	7.4%	\$499	-10.7%	\$600
Median Sales Price	\$1,003,856	52.1%	\$660,000	28.2%	\$783,000
Number of Sales (Closed)	4	100.0%	2	-42.9%	7
Days on Market (From Last List Date)	79	-1.3%	80	-27.5%	109
Listing Discount (From Last List Price)	0.9%		3.5%		0.9%
Listing Inventory (Active)	14	-12.5%	16	7.7%	13
Absorption Period (Months)	10.5	-56.3%	24.0	87.5%	5.6
Average Square Feet (Closed)	1,953	47.6%	1,323	43.9%	1,357



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

## MALIBU BEACH DASHBOARD

year-over-year

### SINGLE FAMILY

#### PRICES

Median Sales Price

26.4%

#### SALES

Closed Sales

40.0%

#### INVENTORY

Total Inventory

0.0%

#### MARKETING TIME

Days on Market

0 days

### CONDO

#### PRICES

Median Sales Price

47.7%

#### SALES

Closed Sales

50.0%

#### INVENTORY

Total Inventory

0.0%

#### MARKETING TIME

Days on Market

49 days

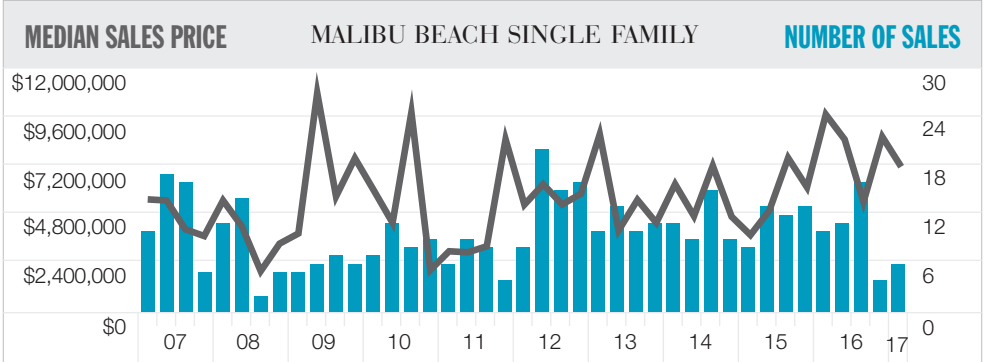
#### Single Family

- Smaller sized sales skewed most price trend indicators lower
- Listing inventory and marketing time stabilized

#### Condo

- Price trend indicators skewed lower from smaller sales
- Longer marketing times with more negotiability

Malibu Beach Market Matrix (Single Family)	1Q-2017	%Δ (qRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$7,283,167	-27.2%	\$10,000,000	-19.8%	\$9,081,200
Average Price Per Sq Ft	\$3,636	29.1%	\$2,817	29.9%	\$2,798
Median Sales Price	\$7,157,500	-17.0%	\$8,625,000	-26.4%	\$9,725,000
Number of Sales (Closed)	6	50.0%	4	-40.0%	10
Days on Market (From Last List Date)	149	-25.5%	200	0.0%	149
Listing Discount (From Last List Price)	5.7%		9.9%		9.2%
Listing Inventory (Active)	62	12.7%	55	0.0%	62
Absorption Period (Months)	31.0	-24.9%	41.3	66.7%	18.6
Average Square Feet (Closed)	2,003	-43.6%	3,550	-38.3%	3,245



Malibu Beach Market Matrix (Condo)	1Q-2017	%Δ (qRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$823,333	4.6%	\$787,000	-41.8%	\$1,415,000
Average Price Per Sq Ft	\$734	-8.0%	\$798	-32.2%	\$1,083
Median Sales Price	\$740,000	-6.0%	\$787,000	-47.7%	\$1,415,000
Number of Sales (Closed)	3	200.0%	1	50.0%	2
Days on Market (From Last List Date)	112	-57.3%	262	77.8%	63
Listing Discount (From Last List Price)	9.0%		1.5%		3.9%
Listing Inventory (Active)	10	-16.7%	12	0.0%	10
Absorption Period (Months)	10.0	-72.2%	36.0	-33.3%	15.0
Average Square Feet (Closed)	1,122	13.8%	986	-14.2%	1,307

