

ELLI MAN

REPORT

Q2 2017

MALIBU/ MALIBU BEACH SALES

Quarterly Survey of Malibu/
Malibu Beach Residential Sales

MALIBU DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

10.0%

SALES

Closed Sales

0.0%

INVENTORY

Total Inventory

11.0%

MARKETING TIME

Days on Market

20 days

CONDO

PRICES

Median Sales Price

23.2%

SALES

Closed Sales

25.0%

INVENTORY

Total Inventory

46.7%

MARKETING TIME

Days on Market

36 days

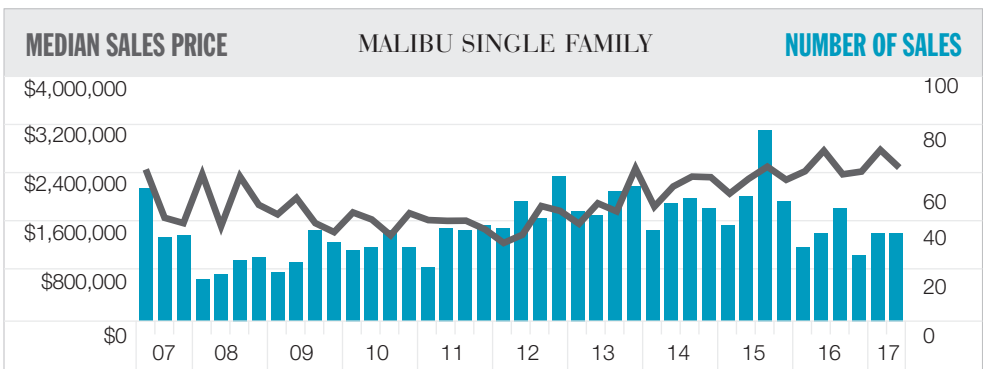
Single Family

- Sales remained stable as price trend indicators showed mixed results
- Listing inventory declined as negotiability expanded

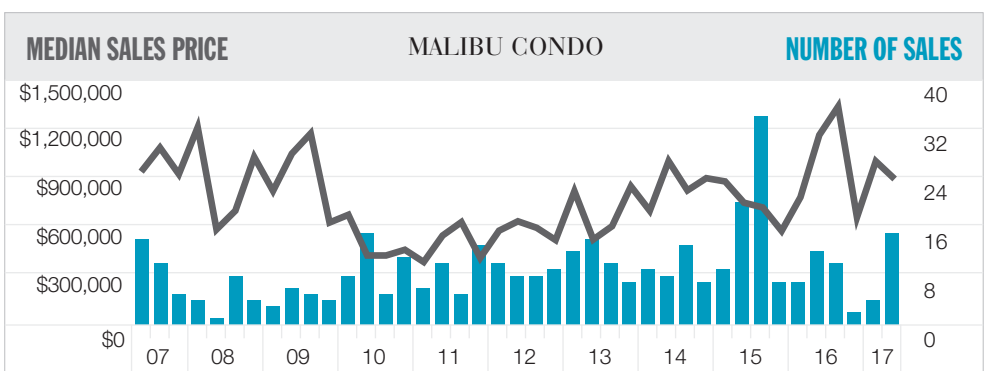
Condo

- Sharp decline in average sales size skewed price trend indicators lower
- Shorter marketing time with less negotiability

Malibu Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$3,653,097	10.0%	\$3,322,148	12.9%	\$3,234,722
Average Price Per Sq Ft	\$1,193	18.1%	\$1,010	28.4%	\$929
Median Sales Price	\$2,509,750	-10.4%	\$2,799,500	-10.0%	\$2,787,500
Number of Sales (Closed)	36	0.0%	36	0.0%	36
Days on Market (From Last List Date)	117	-17.0%	141	20.6%	97
Listing Discount (From Last List Price)	10.6%		6.8%		4.3%
Listing Inventory (Active)	162	0.0%	162	-11.0%	182
Absorption Period (Months)	13.5	0.0%	13.5	-11.2%	15.2
Average Square Feet (Closed)	3,061	-7.0%	3,290	-12.1%	3,481



Malibu Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$900,567	-14.0%	\$1,046,928	-44.8%	\$1,630,167
Average Price Per Sq Ft	\$616	14.9%	\$536	-24.0%	\$811
Median Sales Price	\$895,000	-10.8%	\$1,003,856	-23.2%	\$1,165,000
Number of Sales (Closed)	15	275.0%	4	25.0%	12
Days on Market (From Last List Date)	40	-49.4%	79	-47.4%	76
Listing Discount (From Last List Price)	2.9%		0.9%		6.6%
Listing Inventory (Active)	22	57.1%	14	46.7%	15
Absorption Period (Months)	4.4	-58.1%	10.5	15.8%	3.8
Average Square Feet (Closed)	1,461	-25.2%	1,953	-27.3%	2,011



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

8.1%

SALES

Closed Sales

20.0%

INVENTORY

Total Inventory

1.4%

MARKETING TIME

Days on Market

53 days

CONDO

PRICES

Median Sales Price

61.5%

SALES

Closed Sales

75.0%

INVENTORY

Total Inventory

9.1%

MARKETING TIME

Days on Market

65 days

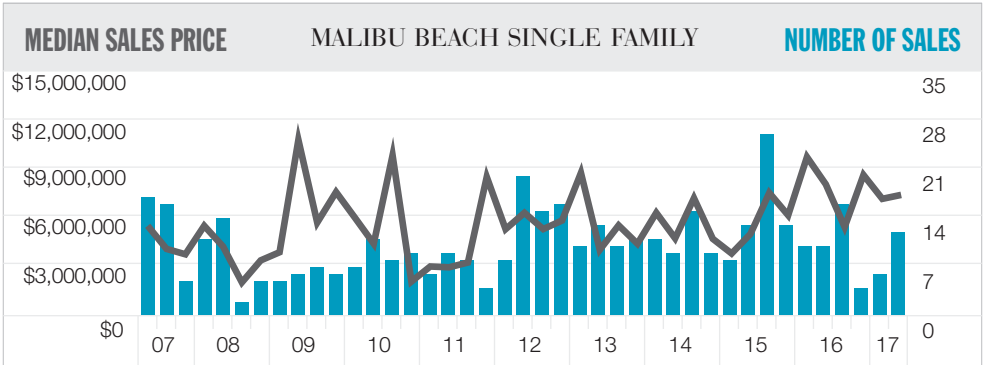
Single Family

- Price trend indicators showed mixed results with surge in sales size
- More sales as listing inventory edged higher

Condo

- Sharp decline in sales size skewed price trend indicators lower
- Number of sales increased as listing inventory declined

Malibu Beach Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$8,409,958	15.5%	\$7,283,167	1.3%	\$8,300,500
Average Price Per Sq Ft	\$2,395	-24.5%	\$3,173	-23.6%	\$3,136
Median Sales Price	\$7,400,000	3.4%	\$7,157,500	-8.1%	\$8,050,000
Number of Sales (Closed)	12	100.0%	6	20.0%	10
Days on Market (From Last List Date)	101	-32.2%	149	-34.4%	154
Listing Discount (From Last List Price)	6.5%		5.7%		5.5%
Listing Inventory (Active)	70	12.9%	62	1.4%	69
Absorption Period (Months)	17.5	-43.5%	31.0	-15.5%	20.7
Average Square Feet (Closed)	3,511	53.0%	2,295	32.6%	2,647



Malibu Beach Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,248,429	51.6%	\$823,333	-68.5%	\$3,963,750
Average Price Per Sq Ft	\$954	30.0%	\$734	-59.8%	\$2,376
Median Sales Price	\$1,059,000	43.1%	\$740,000	-61.5%	\$2,750,000
Number of Sales (Closed)	7	133.3%	3	75.0%	4
Days on Market (From Last List Date)	139	24.1%	112	-31.9%	204
Listing Discount (From Last List Price)	3.2%		9.0%		7.0%
Listing Inventory (Active)	10	0.0%	10	-9.1%	11
Absorption Period (Months)	4.3	-57.0%	10.0	-48.2%	8.3
Average Square Feet (Closed)	1,309	16.7%	1,122	-21.6%	1,669

