

ELLI MAN

REPORT

Q3 2017

MALIBU/ MALIBU BEACH SALES

Quarterly Survey of Malibu/
Malibu Beach Residential Sales

MALIBU DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Average Price per Sq Ft

19.4%

SALES

Closed Sales

17.4%

INVENTORY

Total Inventory

12.5%

MARKETING TIME

Days on Market

5 days

CONDO

PRICES

Average Price per Sq Ft

18.6%

SALES

Closed Sales

10.0%

INVENTORY

Total Inventory

100.0%

MARKETING TIME

Days on Market

37 days

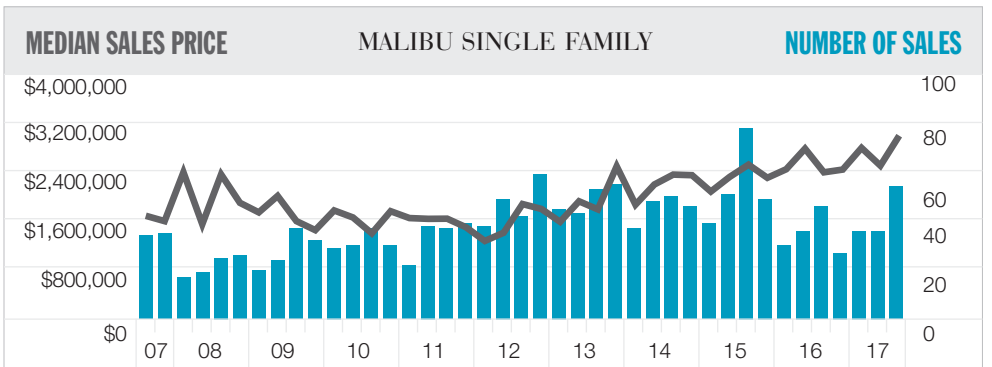
Single Family

- Price trend indicators and sales rose sharply
- Marketing time and negotiability tightened

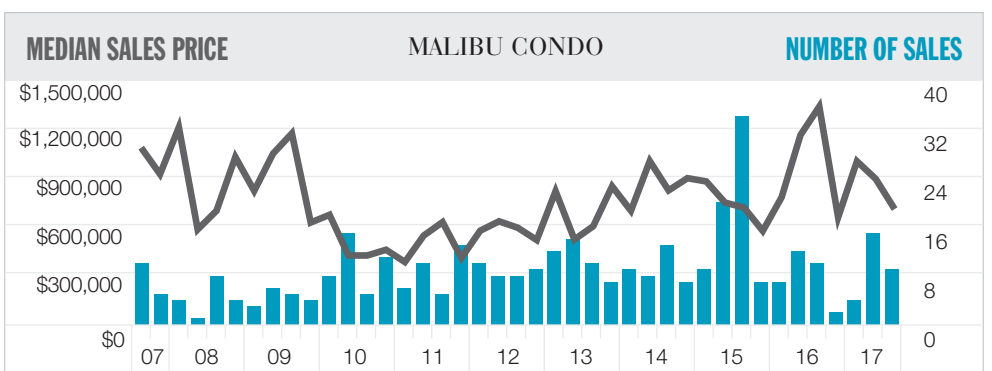
Condo

- Continued shift to smaller sized sales skewed price trends lower
- Number of sales slipped as listing inventory expanded

Malibu Market Matrix (Single Family)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$3,742,713	2.5%	\$3,653,097	22.4%	\$3,057,750
Average Price Per Sq Ft	\$1,015	-14.9%	\$1,193	19.4%	\$850
Median Sales Price	\$3,000,000	19.5%	\$2,509,750	25.0%	\$2,400,000
Number of Sales (Closed)	54	50.0%	36	17.4%	46
Days on Market (From Last List Date)	149	26.3%	118	-3.2%	154
Listing Discount (From Last List Price)	7.4%		10.6%		7.7%
Listing Inventory (Active)	154	-4.9%	162	-12.5%	176
Absorption Period (Months)	8.6	-36.3%	13.5	-25.2%	11.5
Average Square Feet (Closed)	3,687	20.4%	3,062	2.5%	3,597



Malibu Market Matrix (Condo)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$931,722	3.5%	\$900,567	-44.6%	\$1,681,550
Average Price Per Sq Ft	\$717	16.4%	\$616	-18.6%	\$881
Median Sales Price	\$710,000	-20.7%	\$895,000	-47.0%	\$1,340,000
Number of Sales (Closed)	9	-40.0%	15	-10.0%	10
Days on Market (From Last List Date)	54	35.0%	40	-40.7%	91
Listing Discount (From Last List Price)	3.2%		2.9%		3.5%
Listing Inventory (Active)	28	27.3%	22	100.0%	14
Absorption Period (Months)	9.3	111.4%	4.4	121.4%	4.2
Average Square Feet (Closed)	1,299	-11.1%	1,462	-32.0%	1,909



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

Average Price per Sq Ft

2.5%

SALES

Closed Sales

25.0%

INVENTORY

Total Inventory

4.5%

MARKETING TIME

Days on Market

28 days

CONDO

PRICES

Average Price per Sq Ft

10.9%

SALES

Closed Sales

20.0%

INVENTORY

Total Inventory

27.3%

MARKETING TIME

Days on Market

34 days

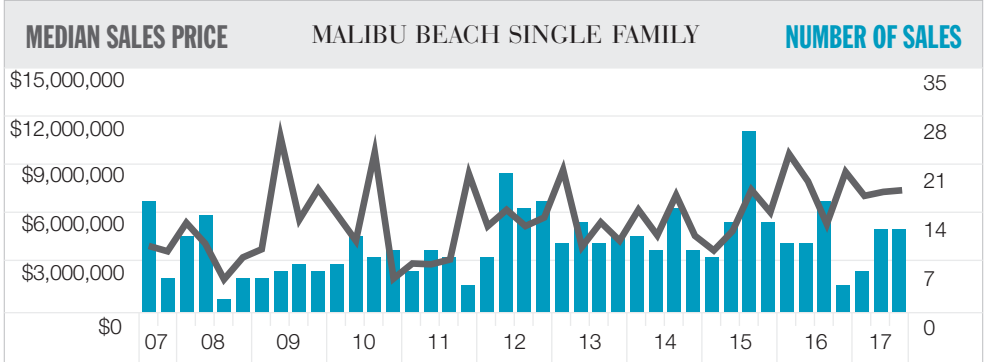
Single Family

- Median sales price surged along with average sales size
- Expansion of marketing time and negotiability

Condo

- Number of sales held back by declining supply
- Significant shift towards smaller sized sales skewed price trends lower

Malibu Beach Market Matrix (Single Family)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$10,537,500	25.3%	\$8,409,958	35.8%	\$7,757,531
Average Price Per Sq Ft	\$2,493	4.1%	\$2,395	-2.5%	\$2,556
Median Sales Price	\$7,500,000	1.4%	\$7,400,000	38.2%	\$5,425,000
Number of Sales (Closed)	12	0.0%	12	-25.0%	16
Days on Market (From Last List Date)	178	76.2%	101	18.7%	150
Listing Discount (From Last List Price)	11.4%		6.5%		8.3%
Listing Inventory (Active)	64	-8.6%	70	-4.5%	67
Absorption Period (Months)	16.0	-8.6%	17.5	27.0%	12.6
Average Square Feet (Closed)	4,227	20.4%	3,511	39.3%	3,035



Malibu Beach Market Matrix (Condo)	Q3-2017	%Δ (QTR)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$905,000	-27.5%	\$1,248,429	-57.4%	\$2,123,800
Average Price Per Sq Ft	\$1,230	28.9%	\$954	-10.9%	\$1,381
Median Sales Price	\$742,500	-29.9%	\$1,059,000	-66.2%	\$2,195,000
Number of Sales (Closed)	4	-42.9%	7	-20.0%	5
Days on Market (From Last List Date)	171	23.0%	139	24.8%	137
Listing Discount (From Last List Price)	2.3%		3.2%		3.8%
Listing Inventory (Active)	8	-20.0%	10	-27.3%	11
Absorption Period (Months)	6.0	39.5%	4.3	-9.1%	6.6
Average Square Feet (Closed)	736	-43.8%	1,309	-52.1%	1,538

