

ELLI MAN

REPORT

Q4 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

17.9%

SALES

Closed Sales

51.9%

INVENTORY

Total Inventory

9.0%

MARKETING TIME

Days on Market

60 days

CONDO

PRICES

Average Price per Sq Ft

50.9%

SALES

Closed Sales

850.0%

INVENTORY

Total Inventory

6.3%

MARKETING TIME

Days on Market

16 days

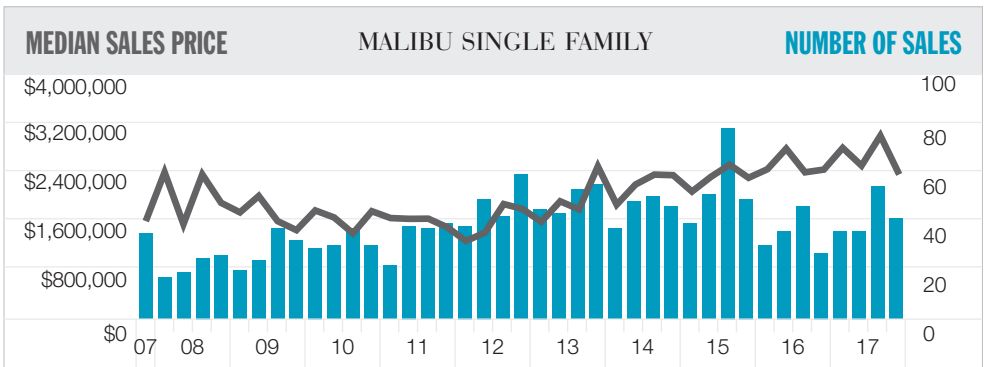
Single Family

- Price trend indicators declined as sales surged
- Marketing time and negotiability continued to tighten

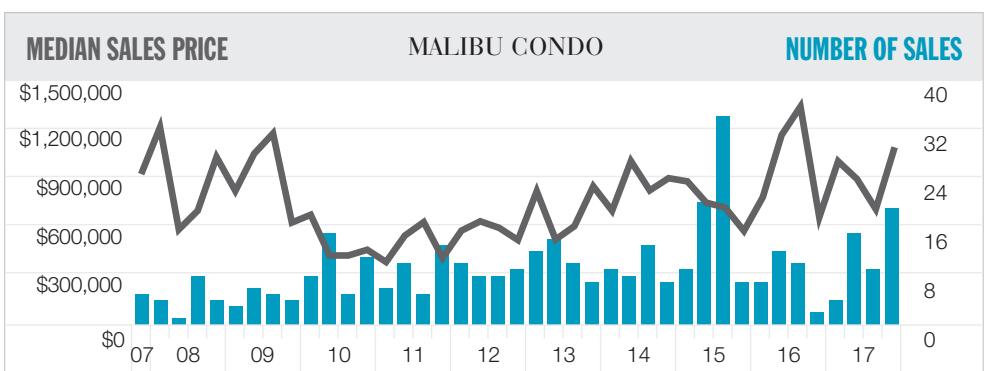
Condo

- Surge in average sale size skewed price trend indicators sharply higher
- Number of sales surged as listing inventory slipped

Malibu Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$2,849,268	-23.9%	\$3,742,713	-19.2%	\$3,527,204
Average Price Per Sq Ft	\$869	-14.4%	\$1,015	-17.9%	\$1,058
Median Sales Price	\$2,365,000	-21.2%	\$3,000,000	-3.3%	\$2,445,000
Number of Sales (Closed)	41	-24.1%	54	51.9%	27
Days on Market (From Last List Date)	90	-39.6%	149	-40.0%	150
Listing Discount (From Last List Price)	3.3%		7.4%		5.0%
Listing Inventory (Active)	131	-14.9%	154	-9.0%	144
Absorption Period (Months)	9.6	11.6%	8.6	-40.0%	16.0
Average Square Feet (Closed)	3,279	-11.1%	3,687	-1.6%	3,334



Malibu Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,391,555	49.4%	\$931,722	110.8%	\$660,000
Average Price Per Sq Ft	\$753	5.0%	\$717	50.9%	\$499
Median Sales Price	\$1,090,000	53.5%	\$710,000	65.2%	\$660,000
Number of Sales (Closed)	19	111.1%	9	850.0%	2
Days on Market (From Last List Date)	96	77.8%	54	20.0%	80
Listing Discount (From Last List Price)	3.2%		3.2%		3.5%
Listing Inventory (Active)	15	-46.4%	28	-6.3%	16
Absorption Period (Months)	2.4	-74.2%	9.3	-90.0%	24.0
Average Square Feet (Closed)	1,848	42.3%	1,299	39.7%	1,323



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

21.1%

SALES

Closed Sales

175.0%

INVENTORY

Total Inventory

3.6%

MARKETING TIME

Days on Market

59 days

CONDO

PRICES

Average Price per Sq Ft

210.9%

SALES

Closed Sales

600.0%

INVENTORY

Total Inventory

25.0%

MARKETING TIME

Days on Market

158 days

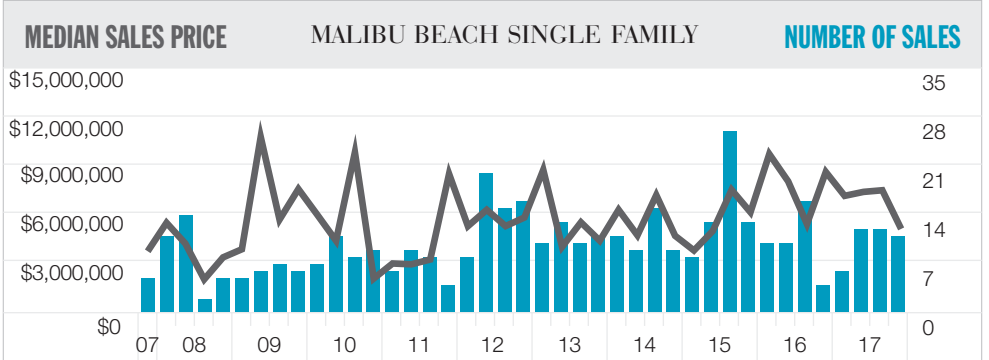
Single Family

- Price trend indicators declined as sales surged
- Listing inventory edged higher as marketing time fell sharply

Condo

- Jump in average sales size skewed price trend indicators sharply higher
- Sales edged higher as listing inventory slipped

Malibu Beach Market Matrix (Single Family)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$8,521,091	-19.1%	\$10,537,500	-14.8%	\$10,000,000
Average Price Per Sq Ft	\$2,223	-10.8%	\$2,493	-21.1%	\$2,817
Median Sales Price	\$5,125,000	-31.7%	\$7,500,000	-40.6%	\$8,625,000
Number of Sales (Closed)	11	-8.3%	12	175.0%	4
Days on Market (From Last List Date)	141	-20.8%	178	-29.5%	200
Listing Discount (From Last List Price)	8.5%		11.4%		9.9%
Listing Inventory (Active)	57	-10.9%	64	3.6%	55
Absorption Period (Months)	15.5	-3.1%	16.0	-62.5%	41.3
Average Square Feet (Closed)	3,833	-9.3%	4,227	8.0%	3,550



Malibu Beach Market Matrix (Condo)	Q4-2017	%Δ (QTR)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$3,257,000	259.9%	\$905,000	313.9%	\$787,000
Average Price Per Sq Ft	\$2,481	101.7%	\$1,230	210.9%	\$798
Median Sales Price	\$1,005,000	35.4%	\$742,500	27.7%	\$787,000
Number of Sales (Closed)	7	75.0%	4	600.0%	1
Days on Market (From Last List Date)	104	-39.2%	171	-60.3%	262
Listing Discount (From Last List Price)	4.3%		2.3%		1.5%
Listing Inventory (Active)	9	12.5%	8	-25.0%	12
Absorption Period (Months)	3.9	-35.0%	6.0	-89.2%	36.0
Average Square Feet (Closed)	1,313	78.4%	736	33.2%	986

