

ELLI MAN

REPORT

Q1 2018

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

0.6%

SALES

Closed Sales

36.1%

INVENTORY

Total Inventory

9.9%

MARKETING TIME

Days on Market

21 days

CONDO

PRICES

Average Price per Sq Ft

16.4%

SALES

Closed Sales

350.0%

INVENTORY

Total Inventory

57.1%

MARKETING TIME

Days on Market

27 days

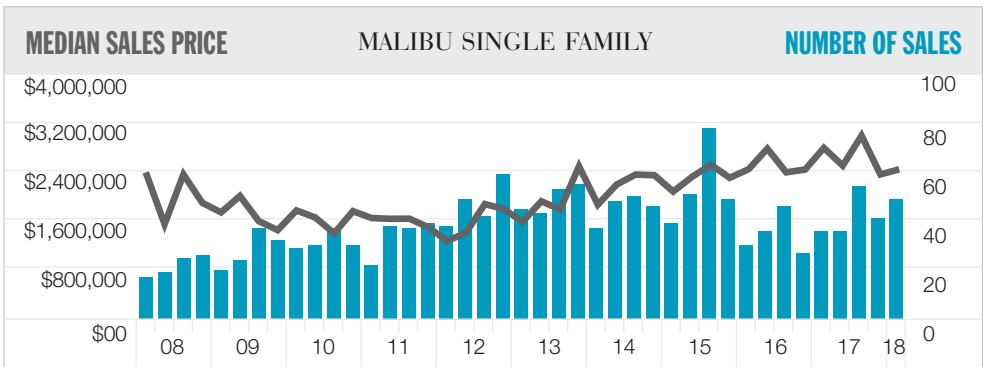
Single Family

- Surge in number of sales as price trend indicators were mixed
- Shorter marketing time and less negotiability

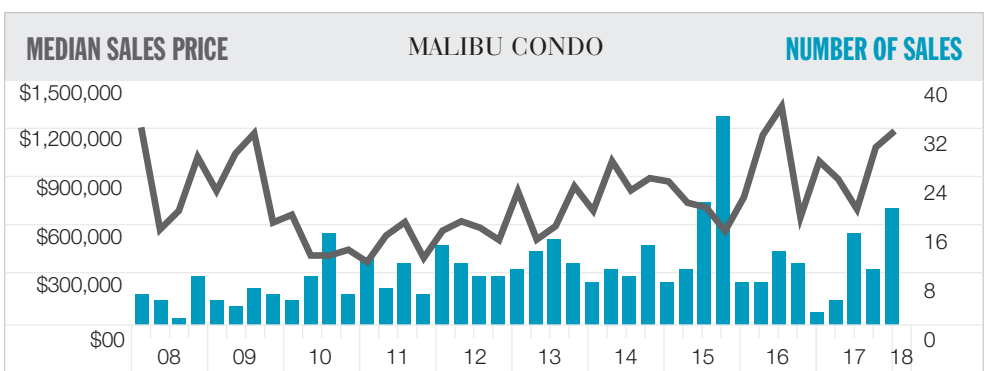
Condo

- Despite decline in average sales size, all price trend indicators increased
- Number of sales continued to surge, enabled by additional supply

Malibu Market Matrix (Single Family)	Q1-2018	%Δ (QTR)	Q4-2017	%Δ (YR)	Q1-2017
Average Sales Price	\$3,371,704	18.3%	\$2,849,268	1.5%	\$3,322,148
Average Price Per Sq Ft	\$1,016	16.9%	\$869	0.6%	\$1,010
Median Sales Price	\$2,450,000	3.6%	\$2,365,000	-12.5%	\$2,799,500
Number of Sales (Closed)	49	19.5%	41	36.1%	36
Days on Market (From Last List Date)	120	33.3%	90	-14.9%	141
Listing Discount (From Last List Price)	6.1%		3.3%		6.8%
Listing Inventory (Active)	146	11.5%	131	-9.9%	162
Absorption Period (Months)	8.9	-7.3%	9.6	-34.1%	13.5
Average Square Feet (Closed)	3,319	1.2%	3,279	0.9%	3,289



Malibu Market Matrix (Condo)	Q1-2018	%Δ (QTR)	Q4-2017	%Δ (YR)	Q1-2017
Average Sales Price	\$1,084,586	-22.1%	\$1,391,555	3.6%	\$1,046,928
Average Price Per Sq Ft	\$624	-17.1%	\$753	16.4%	\$536
Median Sales Price	\$1,190,000	9.2%	\$1,090,000	18.5%	\$1,003,856
Number of Sales (Closed)	18	-5.3%	19	350.0%	4
Days on Market (From Last List Date)	52	-45.8%	96	-34.2%	79
Listing Discount (From Last List Price)	3.2%		3.2%		0.9%
Listing Inventory (Active)	22	46.7%	15	57.1%	14
Absorption Period (Months)	3.7	54.2%	2.4	-64.8%	10.5
Average Square Feet (Closed)	1,738	-6.0%	1,848	-11.0%	1,953



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

4.5%

SALES

Closed Sales

300.0%

INVENTORY

Total Inventory

0.0%

MARKETING TIME

Days on Market

25 days

CONDO

PRICES

Average Price per Sq Ft

17.7%

SALES

Closed Sales

0.0%

INVENTORY

Total Inventory

30.0%

MARKETING TIME

Days on Market

41 days

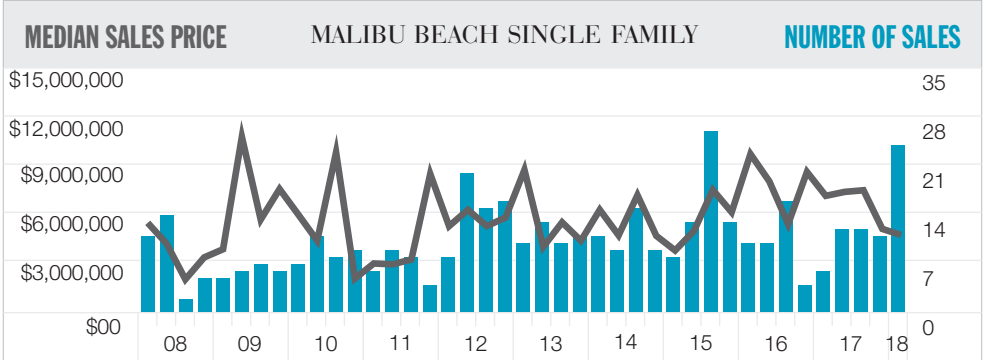
Single Family

- Average sales size surged as larger deals were made
- No change in supply as the number of sales surged

Condo

- All price trend indicators moved higher as limited sales activity continued
- Marketing time fell sharply as negotiability tightened

Malibu Beach Market Matrix (Single Family)	Q1-2018	%Δ (QTR)	Q4-2017	%Δ (YR)	Q1-2017
Average Sales Price	\$10,505,667	23.3%	\$8,521,091	44.2%	\$7,283,167
Average Price Per Sq Ft	\$3,317	49.2%	\$2,223	4.5%	\$3,173
Median Sales Price	\$4,750,000	-7.3%	\$5,125,000	-33.6%	\$7,157,500
Number of Sales (Closed)	24	118.2%	11	300.0%	6
Days on Market (From Last List Date)	174	23.4%	141	16.8%	149
Listing Discount (From Last List Price)	17.2%		8.5%		5.7%
Listing Inventory (Active)	62	8.8%	57	0.0%	62
Absorption Period (Months)	7.8	-49.7%	15.5	-74.8%	31.0
Average Square Feet (Closed)	3,167	-17.4%	3,833	38.0%	2,295



Malibu Beach Market Matrix (Condo)	Q1-2018	%Δ (QTR)	Q4-2017	%Δ (YR)	Q1-2017
Average Sales Price	\$1,003,333	-69.2%	\$3,257,000	21.9%	\$823,333
Average Price Per Sq Ft	\$864	-65.2%	\$2,481	17.7%	\$734
Median Sales Price	\$950,000	-5.5%	\$1,005,000	28.4%	\$740,000
Number of Sales (Closed)	3	-57.1%	7	0.0%	3
Days on Market (From Last List Date)	71	-31.7%	104	-36.6%	112
Listing Discount (From Last List Price)	0.5%		4.3%		9.0%
Listing Inventory (Active)	13	44.4%	9	30.0%	10
Absorption Period (Months)	13.0	233.3%	3.9	30.0%	10.0
Average Square Feet (Closed)	1,161	-11.6%	1,313	3.5%	1,122

