

# ELLI MAN

## REPORT

# Q2 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

24.6%

##### SALES

Closed Sales

63.9%

##### INVENTORY

Total Inventory

16.0%

##### MARKETING TIME

Days on Market

34 days

#### CONDO

##### PRICES

Average Price per Sq Ft

22.7%

##### SALES

Closed Sales

33.33%

##### INVENTORY

Total Inventory

13.6%

##### MARKETING TIME

Days on Market

63 days

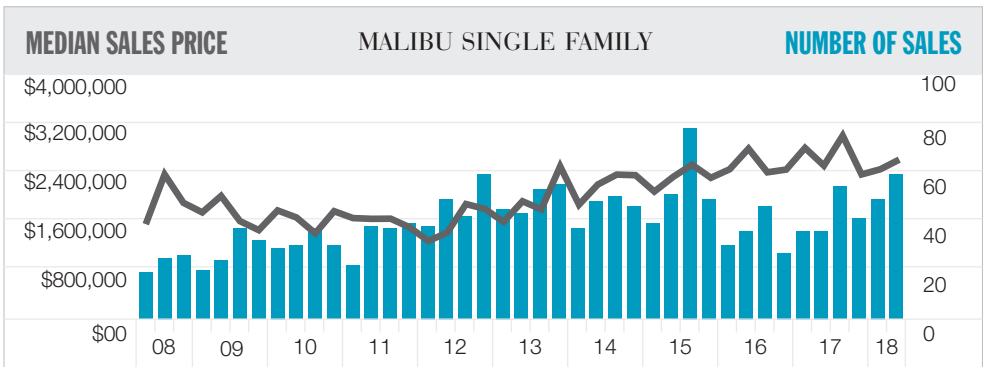
#### Single Family

- Price trend indicators were mixed as sales surged
- Faster marketing time with less negotiability

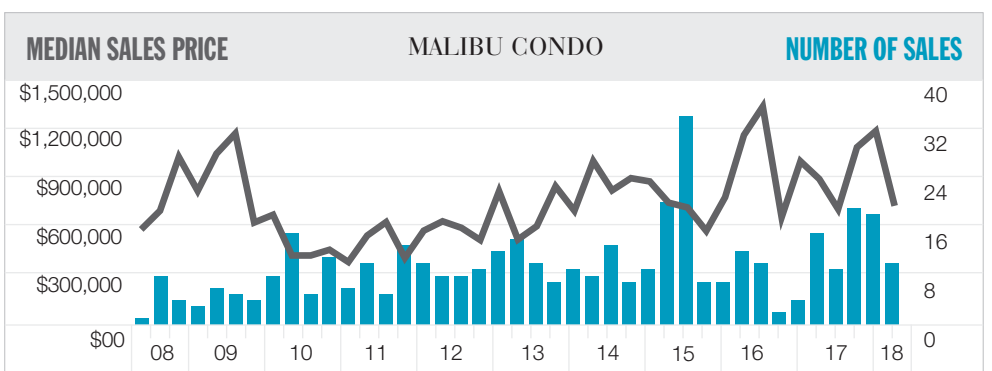
#### Condo

- Expanded marketing time with no evidence of negotiability
- Price trend indicators and sales declined

Malibu Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2017
Average Sales Price	\$3,228,166	-4.3%	\$3,371,704	-11.6%	\$3,653,097
Average Price Per Sq Ft	\$900	-11.4%	\$1,016	-24.6%	\$1,193
Median Sales Price	\$2,608,000	6.4%	\$2,450,000	3.9%	\$2,509,750
Number of Sales (Closed)	59	20.4%	49	63.9%	36
Days on Market (From Last List Date)	84	-30.0%	120	-28.8%	118
Listing Discount (From Last List Price)	6.9%		6.1%		10.6%
Listing Inventory (Active)	188	28.8%	146	16.0%	162
Absorption Period (Months)	9.6	7.9%	8.9	-28.9%	13.5
Average Square Feet (Closed)	3,587	8.1%	3,319	17.1%	3,062



Malibu Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$811,750	-25.2%	\$1,084,586	-9.9%	\$900,567
Average Price Per Sq Ft	\$476	-23.7%	\$624	-22.7%	\$616
Median Sales Price	\$730,000	-38.7%	\$1,190,000	-18.4%	\$895,000
Number of Sales (Closed)	10	-44.4%	18	-33.3%	15
Days on Market (From Last List Date)	103	98.1%	52	157.5%	40
Listing Discount (From Last List Price)	-4.6%		3.2%		2.9%
Listing Inventory (Active)	25	13.6%	22	13.6%	22
Absorption Period (Months)	7.5	102.7%	3.7	70.5%	4.4
Average Square Feet (Closed)	1,705	-1.9%	1,738	16.6%	1,462



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

96.6%

#### SALES

Closed Sales

66.7%

#### INVENTORY

Total Inventory

1.4%

#### MARKETING TIME

Days on Market

74 days

### CONDO

#### PRICES

Average Price per Sq Ft

7.2%

#### SALES

Closed Sales

200.0%

#### INVENTORY

Total Inventory

70.0%

#### MARKETING TIME

Days on Market

48 days

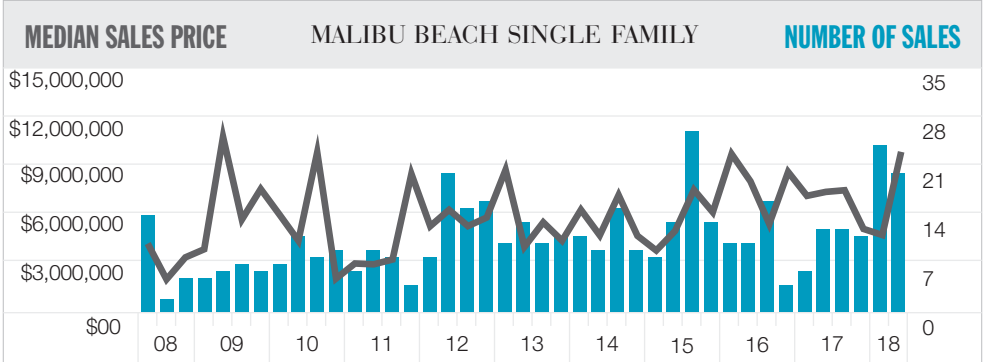
#### Single Family

- Price trend indicators surged as record sales continue to occur
- Sales surged as marketing time jumped, clearing older supply

#### Condo

- Price trend indicators were mixed as sales expanded
- Listing inventory and negotiability increased

Malibu Beach Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$16,258,975	54.8%	\$10,505,667	93.3%	\$8,409,958
Average Price Per Sq Ft	\$4,708	41.9%	\$3,317	96.6%	\$2,395
Median Sales Price	\$9,862,250	107.6%	\$4,750,000	33.3%	\$7,400,000
Number of Sales (Closed)	20	-16.7%	24	66.7%	12
Days on Market (From Last List Date)	175	0.6%	174	73.3%	101
Listing Discount (From Last List Price)	9.0%		17.2%		6.5%
Listing Inventory (Active)	69	11.3%	62	-1.4%	70
Absorption Period (Months)	10.4	33.3%	7.8	-40.6%	17.5
Average Square Feet (Closed)	3,453	9.0%	3,167	-1.7%	3,511



Malibu Beach Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,216,929	21.3%	\$1,003,333	-2.5%	\$1,248,429
Average Price Per Sq Ft	\$1,023	18.4%	\$864	7.2%	\$954
Median Sales Price	\$1,055,000	11.1%	\$950,000	-0.4%	\$1,059,000
Number of Sales (Closed)	21	600.0%	3	200.0%	7
Days on Market (From Last List Date)	91	28.2%	71	-34.5%	139
Listing Discount (From Last List Price)	6.4%		0.5%		3.2%
Listing Inventory (Active)	17	30.8%	13	70.0%	10
Absorption Period (Months)	2.4	-81.5%	13.0	-44.2%	4.3
Average Square Feet (Closed)	1,190	2.5%	1,161	-9.1%	1,309

