

# ELLI MAN

## REPORT

# Q3 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

9.7%

##### SALES

Closed Sales

0.0%

##### INVENTORY

Total Inventory

15.6%

##### MARKETING TIME

Days on Market

60 days

#### CONDO

##### PRICES

Average Price per Sq Ft

28.0%

##### SALES

Closed Sales

44.4%

##### INVENTORY

Total Inventory

7.1%

##### MARKETING TIME

Days on Market

30 days

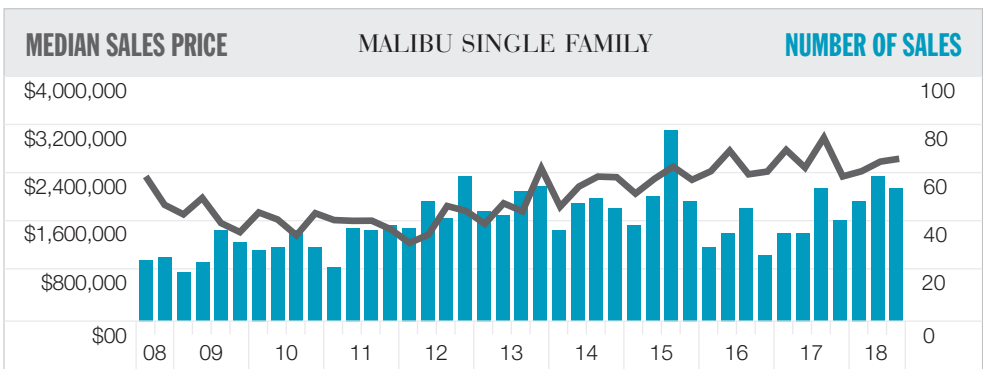
#### Single Family

- Average price per square foot moved higher as sales stabilized
- Faster marketing time and less negotiability

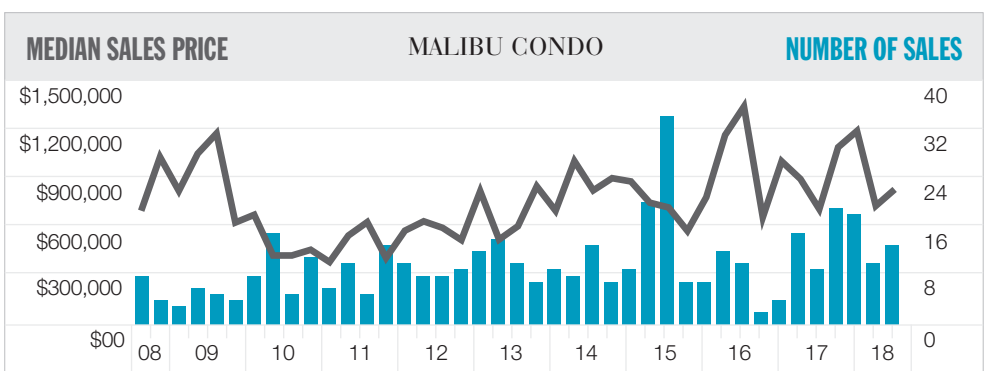
#### Condo

- Number of sales rose faster than inventory resulting in a faster paced market
- Price trend indicators showed mixed results as marketing time expanded

Malibu Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$3,298,735	2.2%	\$3,228,166	-11.9%	\$3,742,713
Average Price Per Sq Ft	\$1,113	23.7%	\$900	9.7%	\$1,015
Median Sales Price	\$2,655,000	1.8%	\$2,608,000	-11.5%	\$3,000,000
Number of Sales (Closed)	54	-8.5%	59	0.0%	54
Days on Market (From Last List Date)	89	6.0%	84	-40.3%	149
Listing Discount (From Last List Price)	5.6%		6.9%		7.4%
Listing Inventory (Active)	178	-5.3%	188	15.6%	154
Absorption Period (Months)	9.9	3.1%	9.6	15.1%	8.6
Average Square Feet (Closed)	2,964	-17.4%	3,587	-19.6%	3,687



Malibu Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$903,423	11.3%	\$811,750	-3.0%	\$931,722
Average Price Per Sq Ft	\$516	8.4%	\$476	-28.0%	\$717
Median Sales Price	\$831,000	13.8%	\$730,000	17.0%	\$710,000
Number of Sales (Closed)	13	30.0%	10	44.4%	9
Days on Market (From Last List Date)	84	-18.4%	103	55.6%	54
Listing Discount (From Last List Price)	4.0%		-4.6%		3.2%
Listing Inventory (Active)	30	20.0%	25	7.1%	28
Absorption Period (Months)	6.9	-8.0%	7.5	-25.8%	9.3
Average Square Feet (Closed)	1,751	2.7%	1,705	34.8%	1,299



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

83.3%

#### INVENTORY

Total Inventory

12.5%

#### MARKETING TIME

Days on Market

58 days

### CONDO

#### PRICES

Average Price per Sq Ft

25.6%

#### SALES

Closed Sales

225.0%

#### INVENTORY

Total Inventory

62.5%

#### MARKETING TIME

Days on Market

62 days

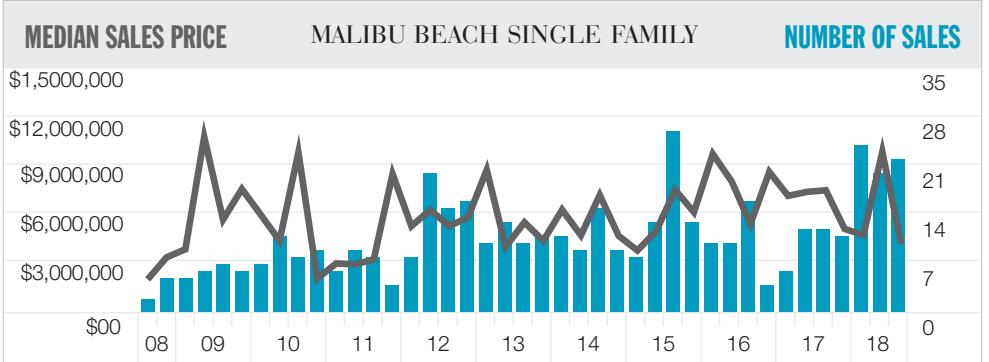
#### Single Family

- Average sales size fell sharply skewing price trend indicators lower
- Sales surged as inventory declined, pressing the market pace faster

#### Condo

- Malibu Beach condo sales size surged, skewing price trend indicators higher
- Listing inventory increased as negotiability expanded

Malibu Beach Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$7,104,386	-56.3%	\$16,258,975	-32.6%	\$10,537,500
Average Price Per Sq Ft	\$2,381	-49.4%	\$4,708	-4.5%	\$2,493
Median Sales Price	\$4,200,000	-57.4%	\$9,862,250	-44.0%	\$7,500,000
Number of Sales (Closed)	22	10.0%	20	83.3%	12
Days on Market (From Last List Date)	120	-31.4%	175	-32.6%	178
Listing Discount (From Last List Price)	10.6%		9.0%		11.4%
Listing Inventory (Active)	56	-18.8%	69	-12.5%	64
Absorption Period (Months)	7.6	-26.9%	10.4	-52.5%	16.0
Average Square Feet (Closed)	2,984	-13.6%	3,453	-29.4%	4,227



Malibu Beach Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$2,191,654	80.1%	\$1,216,929	142.2%	\$905,000
Average Price Per Sq Ft	\$1,545	51.0%	\$1,023	25.6%	\$1,230
Median Sales Price	\$1,296,500	22.9%	\$1,055,000	74.6%	\$742,500
Number of Sales (Closed)	13	-38.1%	21	225.0%	4
Days on Market (From Last List Date)	109	19.8%	91	-36.3%	171
Listing Discount (From Last List Price)	5.8%		6.4%		2.3%
Listing Inventory (Active)	13	-23.5%	17	62.5%	8
Absorption Period (Months)	3.0	25.0%	2.4	-50.0%	6.0
Average Square Feet (Closed)	1,419	19.2%	1,190	92.8%	736

