

ELLI MAN

REPORT

Q1 2019

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

7.4%

SALES

Closed Sales

53.1%

INVENTORY

Total Inventory

13.0%

MARKETING TIME

Days on Market

42 days

CONDO

PRICES

Average Price per Sq Ft

21.8%

SALES

Closed Sales

50.0%

INVENTORY

Total Inventory

22.7%

MARKETING TIME

Days on Market

42 days

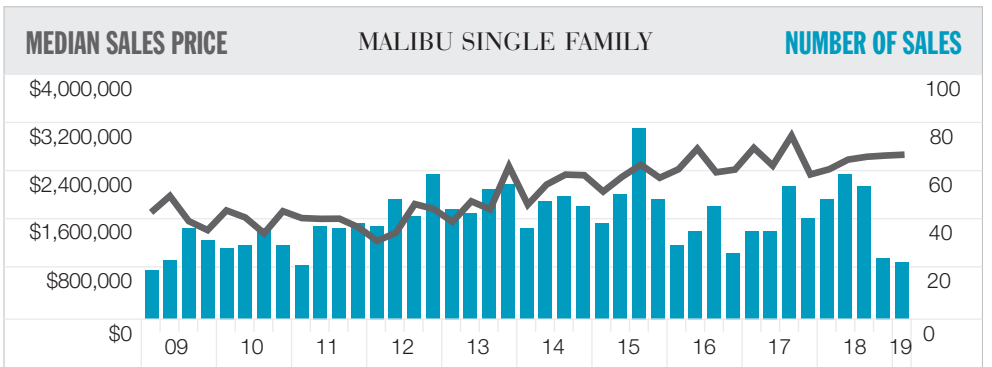
Single Family

- Number of sales remained sharply below year-ago levels
- Price trend indicators showed mixed results as inventory declined

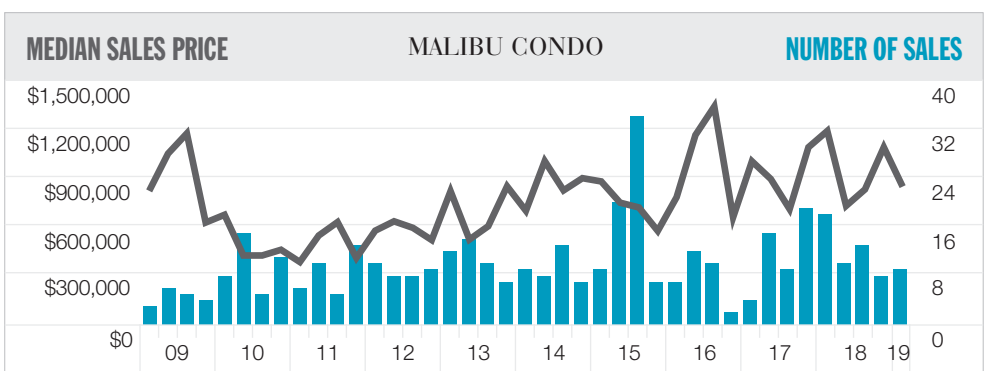
Condo

- Price trend indicators continued to show mixed results as sales fell by half
- Marketing time and negotiability expanded as more inventory came to market

Malibu Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,888,152	-8.3%	\$3,148,574	-14.3%	\$3,371,704
Average Price per Sq Ft	\$941	-8.2%	\$1,025	-7.4%	\$1,016
Median Sales Price	\$2,689,000	0.5%	\$2,675,000	9.8%	\$2,450,000
Number of Sales (Closed)	23	-8.0%	25	-53.1%	49
Days on Market (From Last List Date)	78	-41.4%	133	-35.0%	120
Listing Discount (From Last List Price)	2.7%		8.2%		6.1%
Listing Inventory (Active)	127	6.7%	119	-13.0%	146
Months of Supply	16.6	16.1%	14.3	86.5%	8.9
Average Square Feet (Closed)	3,069	-0.1%	3,072	-7.5%	3,319



Malibu Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,054,833	-9.6%	\$1,166,375	-2.7%	\$1,084,586
Average Price per Sq Ft	\$760	10.6%	\$687	21.8%	\$624
Median Sales Price	\$848,000	-22.2%	\$1,090,000	-28.7%	\$1,190,000
Number of Sales (Closed)	9	12.5%	8	-50.0%	18
Days on Market (From Last List Date)	94	67.9%	56	80.8%	52
Listing Discount (From Last List Price)	4.3%		1.6%		3.2%
Listing Inventory (Active)	27	3.8%	26	22.7%	22
Months of Supply	9.0	-8.2%	9.8	143.2%	3.7
Average Square Feet (Closed)	1,388	-18.3%	1,698	-20.1%	1,738



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

11.9%

SALES

Closed Sales

58.3%

INVENTORY

Total Inventory

9.7%

MARKETING TIME

Days on Market

44 days

CONDO

PRICES

Average Price per Sq Ft

77.9%

SALES

Closed Sales

133.3%

INVENTORY

Total Inventory

15.4%

MARKETING TIME

Days on Market

8 days

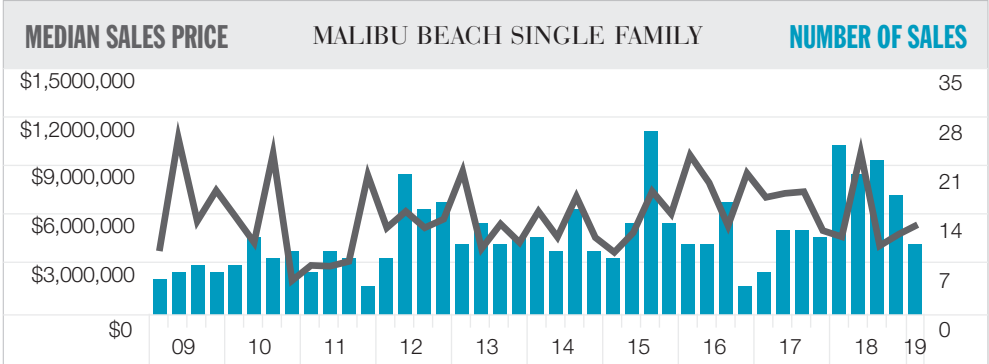
Single Family

- Price trend indicators showed mixed results as sales fell at a faster rate than inventory
- The decline in average sales size skewed price trends higher as marketing time tightened

Condo

- Price trend indicators surged as sales expanded
- Marketing time and negotiability expanded

Malibu Beach Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$6,962,000	5.4%	\$6,602,441	-33.7%	\$10,505,667
Average Price per Sq Ft	\$2,922	45.5%	\$2,008	-11.9%	\$3,317
Median Sales Price	\$5,487,500	12.0%	\$4,900,000	15.5%	\$4,750,000
Number of Sales (Closed)	10	-41.2%	17	-58.3%	24
Days on Market (From Last List Date)	130	-50.6%	263	-25.3%	174
Listing Discount (From Last List Price)	4.5%		5.9%		17.2%
Listing Inventory (Active)	56	40.0%	40	-9.7%	62
Months of Supply	16.8	136.6%	7.1	115.4%	7.8
Average Square Feet (Closed)	2,383	-27.5%	3,288	-24.8%	3,167



Malibu Beach Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,618,707	-5.0%	\$1,703,750	61.3%	\$1,003,333
Average Price per Sq Ft	\$1,537	6.0%	\$1,450	77.9%	\$864
Median Sales Price	\$1,220,000	-17.1%	\$1,472,500	28.4%	\$950,000
Number of Sales (Closed)	7	16.7%	6	133.3%	3
Days on Market (From Last List Date)	79	-15.1%	93	11.3%	71
Listing Discount (From Last List Price)	9.1%		1.8%		0.5%
Listing Inventory (Active)	11	-8.3%	12	-15.4%	13
Months of Supply	4.7	-21.7%	6.0	-63.8%	13.0
Average Square Feet (Closed)	1,053	-10.4%	1,175	-9.3%	1,161

