

ELLI MAN

REPORT

Q2 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

8.3%

SALES

Closed Sales

50.8%

INVENTORY

Total Inventory

28.7%

MARKETING TIME

Days on Market

13 days

CONDO

PRICES

Average Price per Sq Ft

40.3%

SALES

Closed Sales

30.0%

INVENTORY

Total Inventory

40.0%

MARKETING TIME

Days on Market

5 days

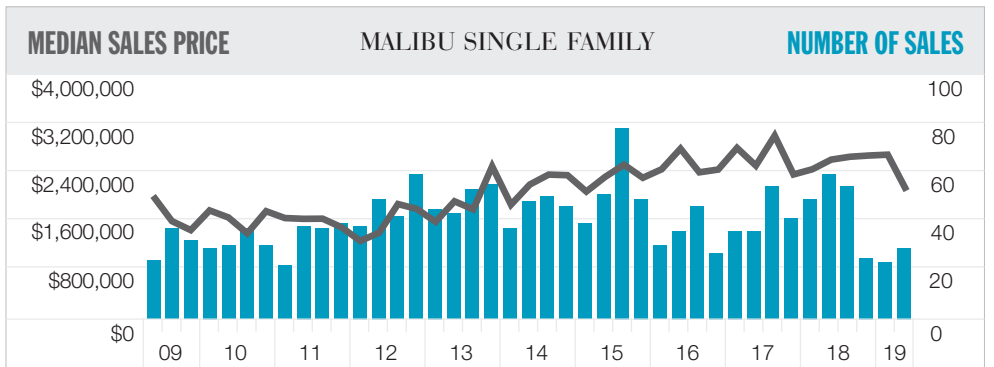
Single Family

- Number of sales and listing inventory continued to remain below year-ago levels
- Price trend indicators declined from the prior-year levels

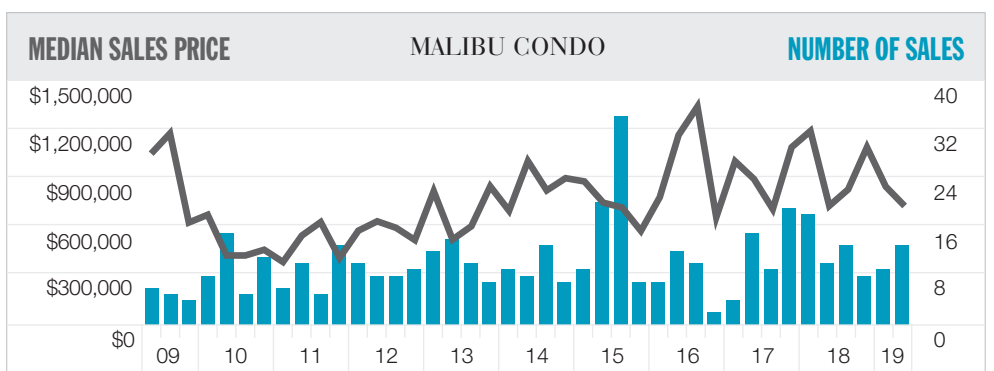
Condo

- The number of sales rebounded as listing inventory expanded
- Median sales price stabilized as the remaining price trend indicators surged

Malibu Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$2,428,828	-15.9%	\$2,888,152	-24.8%	\$3,228,166
Average Price per Sq Ft	\$825	-12.3%	\$941	-8.3%	\$900
Median Sales Price	\$2,100,000	-21.9%	\$2,689,000	-19.5%	\$2,608,000
Number of Sales (Closed)	29	26.1%	23	-50.8%	59
Days on Market (From Last List Date)	97	24.4%	78	15.5%	84
Listing Discount (From Last List Price)	6.5%		2.7%		6.9%
Listing Inventory (Active)	134	5.5%	127	-28.7%	188
Months of Supply	13.9	-16.3%	16.6	44.8%	9.6
Average Square Feet (Closed)	2,944	-4.1%	3,069	-17.9%	3,587



Malibu Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,106,462	4.9%	\$1,054,833	36.3%	\$811,750
Average Price per Sq Ft	\$668	-12.1%	\$760	40.3%	\$476
Median Sales Price	\$729,000	-14.0%	\$848,000	-0.1%	\$730,000
Number of Sales (Closed)	13	44.4%	9	30.0%	10
Days on Market (From Last List Date)	98	4.3%	94	-4.9%	103
Listing Discount (From Last List Price)	1.7%		4.3%		-4.6%
Listing Inventory (Active)	35	29.6%	27	40.0%	25
Months of Supply	8.1	-10.0%	9.0	8.0%	7.5
Average Square Feet (Closed)	1,656	19.3%	1,388	-2.9%	1,705



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

41.4%

SALES

Closed Sales

5.0%

INVENTORY

Total Inventory

1.4%

MARKETING TIME

Days on Market

75 days

CONDO

PRICES

Average Price per Sq Ft

26.4%

SALES

Closed Sales

61.9%

INVENTORY

Total Inventory

11.8%

MARKETING TIME

Days on Market

53 days

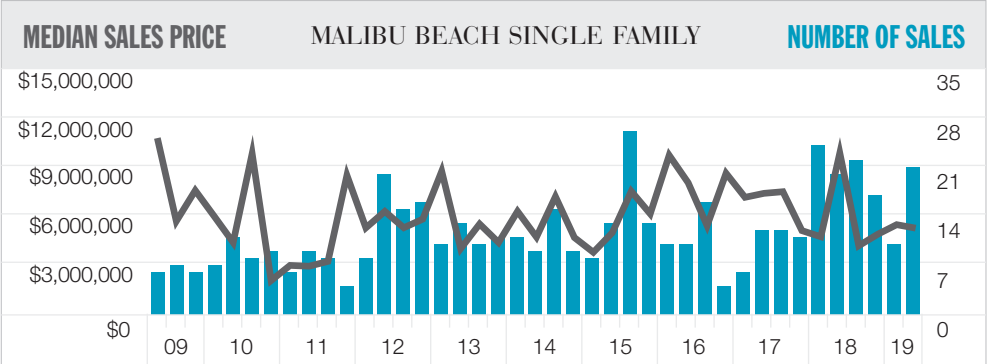
Single Family

- The number of sales rose as price trend indicators were skewed lower by drop in average sales size
- Marketing time fell as negotiability expanded

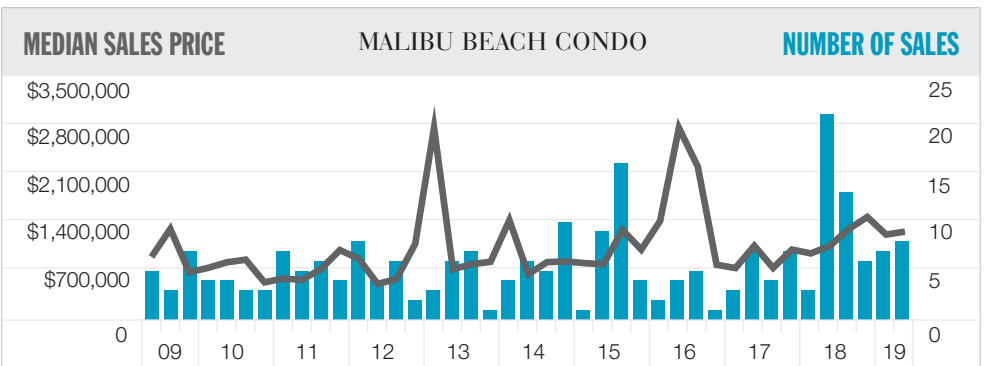
Condo

- Price trend indicators continued to surge as the number of sales declined
- Marketing time and negotiability declined

Malibu Beach Market Matrix (Single Family)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$7,707,595	10.7%	\$6,962,000	-52.6%	\$16,258,975
Average Price per Sq Ft	\$2,758	-5.6%	\$2,922	-41.4%	\$4,708
Median Sales Price	\$5,275,000	-3.9%	\$5,487,500	-46.5%	\$9,862,250
Number of Sales (Closed)	21	110.0%	10	5.0%	20
Days on Market (From Last List Date)	100	-23.1%	130	-42.9%	175
Listing Discount (From Last List Price)	10.1%		4.5%		9.0%
Listing Inventory (Active)	68	21.4%	56	-1.4%	69
Months of Supply	9.7	-42.3%	16.8	-6.7%	10.4
Average Square Feet (Closed)	2,795	17.3%	2,383	-19.1%	3,453



Malibu Beach Market Matrix (Condo)	Q2-2019	%Δ (QTR)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,527,000	-5.7%	\$1,618,707	25.5%	\$1,216,929
Average Price per Sq Ft	\$1,293	-15.9%	\$1,537	26.4%	\$1,023
Median Sales Price	\$1,262,500	3.5%	\$1,220,000	19.7%	\$1,055,000
Number of Sales (Closed)	8	14.3%	7	-61.9%	21
Days on Market (From Last List Date)	38	-51.9%	79	-58.2%	91
Listing Discount (From Last List Price)	5.5%		9.1%		6.4%
Listing Inventory (Active)	19	72.7%	11	11.8%	17
Months of Supply	7.1	51.1%	4.7	195.8%	2.4
Average Square Feet (Closed)	1,181	12.2%	1,053	-0.8%	1,190



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