

# ELLI MAN

## REPORT

# Q3 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

14.6%

##### SALES

Closed Sales

22.2%

##### INVENTORY

Total Inventory

20.2%

##### MARKETING TIME

Days on Market

17 days

#### CONDO

##### PRICES

Average Price per Sq Ft

8.1%

##### SALES

Closed Sales

38.5%

##### INVENTORY

Total Inventory

0.0%

##### MARKETING TIME

Days on Market

11 days

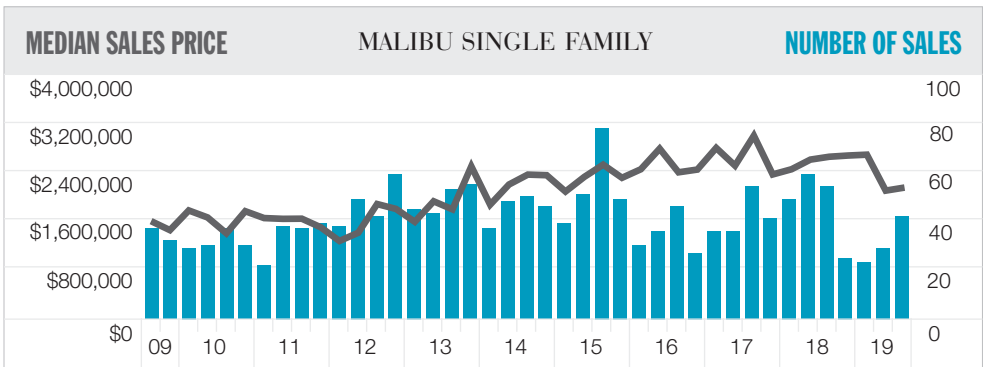
#### Single Family

- Average price per square foot trended lower year over year for the third straight quarter
- Sales and listing inventory continued to decline annually at the same rate

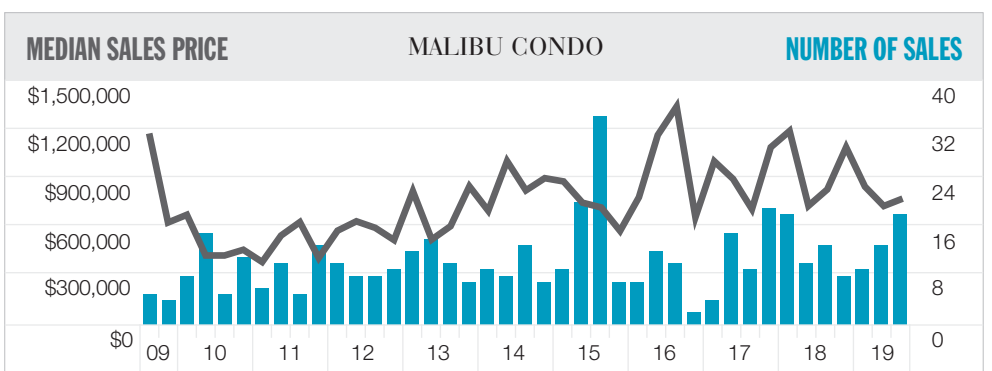
#### Condo

- The number of sales surged year over year for the second straight quarter
- Average price per square foot declined annually for the first time in three quarters

Malibu Market Matrix (Single Family)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,936,726	20.9%	\$2,428,828	-11.0%	\$3,298,735
Average Price per Sq Ft	\$951	15.3%	\$825	-14.6%	\$1,113
Median Sales Price	\$2,150,000	2.4%	\$2,100,000	-19.0%	\$2,655,000
Number of Sales (Closed)	42	44.8%	29	-22.2%	54
Days on Market (From Last List Date)	72	-25.8%	97	-19.1%	89
Listing Discount (From Last List Price)	8.6%		6.5%		5.6%
Listing Inventory (Active)	142	6.0%	134	-20.2%	178
Months of Supply	10.1	-27.3%	13.9	2.0%	9.9
Average Square Feet (Closed)	3,088	4.9%	2,944	4.2%	2,964



Malibu Market Matrix (Condo)	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$850,056	-23.2%	\$1,106,462	-5.9%	\$903,423
Average Price per Sq Ft	\$474	-29.0%	\$668	-8.1%	\$516
Median Sales Price	\$774,500	6.2%	\$729,000	-6.8%	\$831,000
Number of Sales (Closed)	18	38.5%	13	38.5%	13
Days on Market (From Last List Date)	73	-25.5%	98	-13.1%	84
Listing Discount (From Last List Price)	4.5%		1.7%		4.0%
Listing Inventory (Active)	30	-14.3%	35	0.0%	30
Months of Supply	5.0	-38.3%	8.1	-27.5%	6.9
Average Square Feet (Closed)	1,793	8.3%	1,656	2.4%	1,751



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

95.8%

#### SALES

Closed Sales

45.5%

#### INVENTORY

Total Inventory

5.4%

#### MARKETING TIME

Days on Market

20 days

### CONDO

#### PRICES

Average Price per Sq Ft

1.8%

#### SALES

Closed Sales

38.5%

#### INVENTORY

Total Inventory

53.8%

#### MARKETING TIME

Days on Market

20 days

#### Single Family

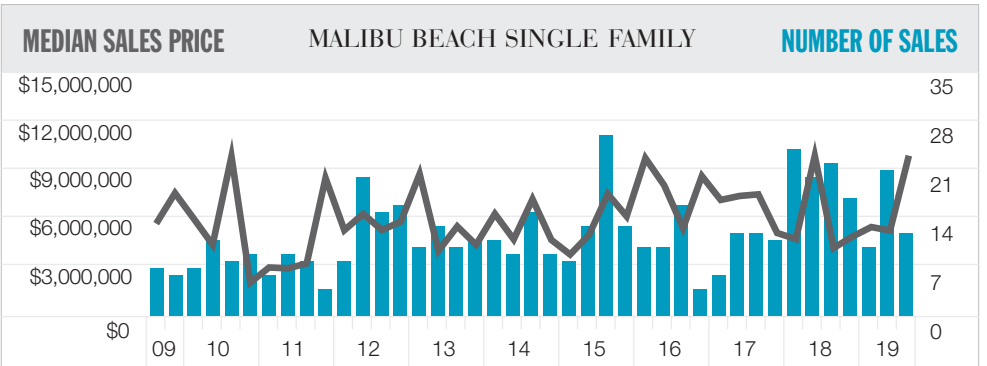
- Average sales size surged skewing all price trend indicators higher year over year
- Listing inventory declined year over year for the sixth straight quarter

#### Condo

- Average price per square foot slipped year over year after two prior quarters with significant gains
- Listing inventory moved higher annually for the past two quarters

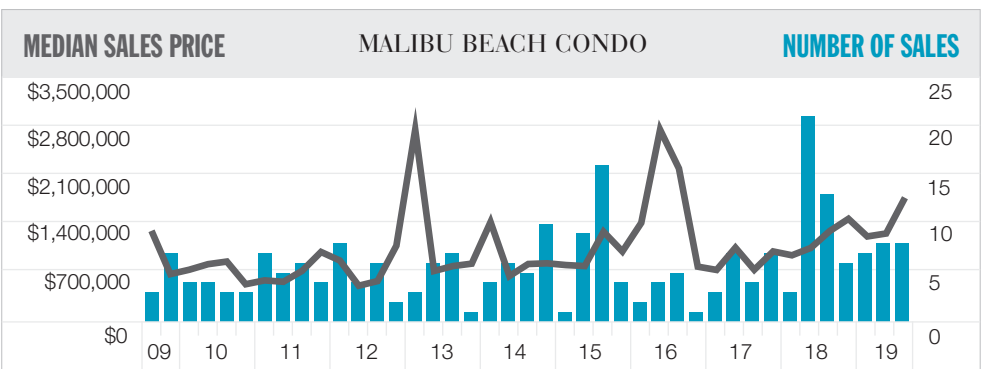
Malibu Beach Market Matrix (Single Family)

	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$18,253,958	136.8%	\$7,707,595	156.9%	\$7,104,386
Average Price per Sq Ft	\$4,662	69.0%	\$2,758	95.8%	\$2,381
Median Sales Price	\$9,881,250	87.3%	\$5,275,000	135.3%	\$4,200,000
Number of Sales (Closed)	12	-42.9%	21	-45.5%	22
Days on Market (From Last List Date)	100	0.0%	100	-16.7%	120
Listing Discount (From Last List Price)	14.8%		10.1%		10.6%
Listing Inventory (Active)	53	-22.1%	68	-5.4%	56
Months of Supply	13.3	37.1%	9.7	75.0%	7.6
Average Square Feet (Closed)	3,915	40.1%	2,795	31.2%	2,984



Malibu Beach Market Matrix (Condo)

	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$2,042,500	33.8%	\$1,527,000	-6.8%	\$2,191,654
Average Price per Sq Ft	\$1,517	17.3%	\$1,293	-1.8%	\$1,545
Median Sales Price	\$1,775,000	40.6%	\$1,262,500	36.9%	\$1,296,500
Number of Sales (Closed)	8	0.0%	8	-38.5%	13
Days on Market (From Last List Date)	89	134.2%	38	-18.3%	109
Listing Discount (From Last List Price)	10.6%		5.5%		5.8%
Listing Inventory (Active)	20	5.3%	19	53.8%	13
Months of Supply	7.5	5.6%	7.1	150.0%	3.0
Average Square Feet (Closed)	1,346	14.0%	1,181	-5.1%	1,419



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