

ELLI MAN

REPORT

Q4 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

15.8%

SALES

Closed Sales

48.0%

INVENTORY

Total Inventory

0.0%

MARKETING TIME

Days on Market

44 days

CONDO

PRICES

Average Price per Sq Ft

18.6%

SALES

Closed Sales

0.0%

INVENTORY

Total Inventory

26.9%

MARKETING TIME

Days on Market

92 days

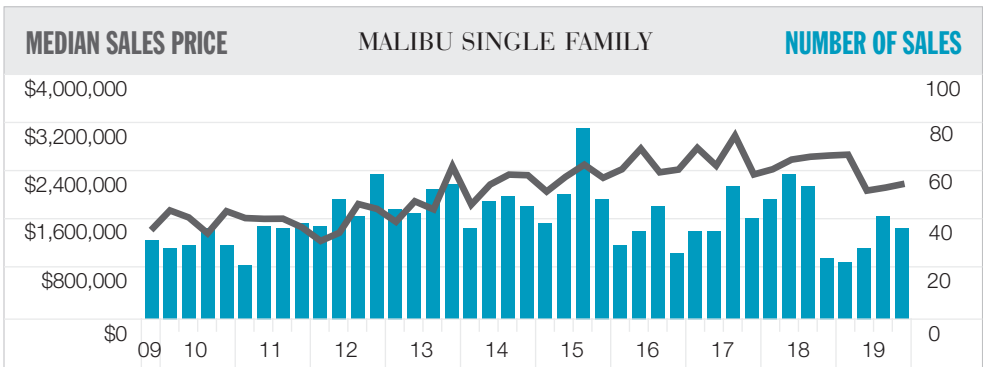
Single Family

- The number of sales surged year over year after four straight quarters of declines
- Listing inventory stabilized annually after four straight quarters of supply removal

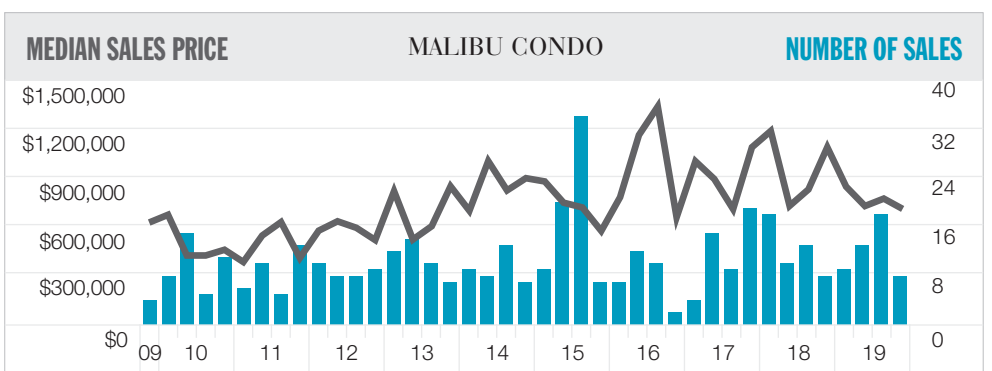
Condo

- The number of sales stabilized year over year after rising in the prior two quarters
- Average price per square foot declined annually for the second straight quarter

Malibu Market Matrix (Single Family)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,705,405	-7.9%	\$2,936,726	-14.1%	\$3,148,574
Average Price per Sq Ft	\$863	-9.3%	\$951	-15.8%	\$1,025
Median Sales Price	\$2,212,500	2.9%	\$2,150,000	-17.3%	\$2,675,000
Number of Sales (Closed)	37	-11.9%	42	48.0%	25
Days on Market (From Last List Date)	89	23.6%	72	-33.1%	133
Listing Discount (From Last List Price)	6.4%		8.6%		8.2%
Listing Inventory (Active)	119	-16.2%	142	0.0%	119
Months of Supply	9.6	-5.0%	10.1	-32.9%	14.3
Average Square Feet (Closed)	3,135	1.5%	3,088	2.1%	3,072



Malibu Market Matrix (Condo)	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$762,063	-10.4%	\$850,056	-34.7%	\$1,166,375
Average Price per Sq Ft	\$559	17.9%	\$474	-18.6%	\$687
Median Sales Price	\$711,000	-8.2%	\$774,500	-34.8%	\$1,090,000
Number of Sales (Closed)	8	-55.6%	18	0.0%	8
Days on Market (From Last List Date)	148	102.7%	73	164.3%	56
Listing Discount (From Last List Price)	2.5%		4.5%		1.6%
Listing Inventory (Active)	33	10.0%	30	26.9%	26
Months of Supply	12.4	148.0%	5.0	26.5%	9.8
Average Square Feet (Closed)	1,363	-24.0%	1,793	-19.7%	1,698



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

36.5%

SALES

Closed Sales

5.9%

INVENTORY

Total Inventory

27.5%

MARKETING TIME

Days on Market

169 days

CONDO

PRICES

Average Price per Sq Ft

17.1%

SALES

Closed Sales

33.3%

INVENTORY

Total Inventory

8.3%

MARKETING TIME

Days on Market

7 days

Single Family

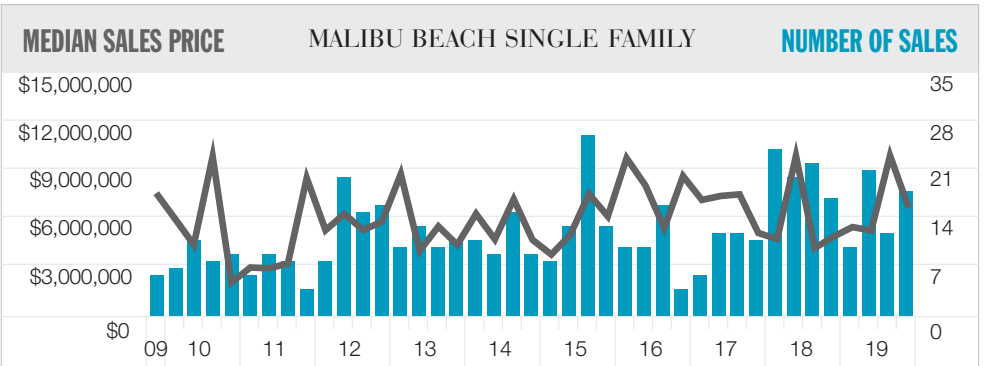
- All price trend indicators increased year over year despite the significant decline in average sales size
- Listing inventory moved higher annually after six consecutive quarterly declines

Condo

- All price trend indicators surged year over year as sales moved higher
- Listing inventory rose year over year for the third consecutive quarter

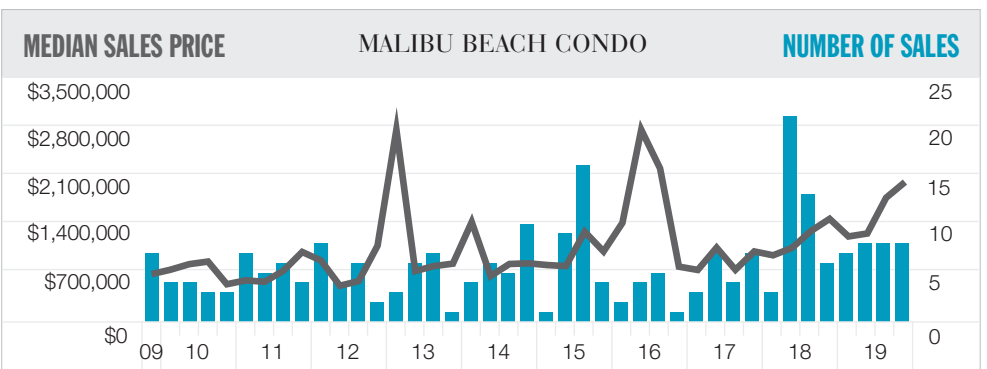
Malibu Beach Market Matrix (Single Family)

	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$7,651,389	-58.1%	\$18,253,958	15.9%	\$6,602,441
Average Price per Sq Ft	\$2,740	-41.2%	\$4,662	36.5%	\$2,008
Median Sales Price	\$6,660,000	-32.6%	\$9,881,250	35.9%	\$4,900,000
Number of Sales (Closed)	18	50.0%	12	5.9%	17
Days on Market (From Last List Date)	94	-6.0%	100	-64.3%	263
Listing Discount (From Last List Price)	9.7%		14.8%		5.9%
Listing Inventory (Active)	51	-3.8%	53	27.5%	40
Months of Supply	8.5	-36.1%	13.3	19.7%	7.1
Average Square Feet (Closed)	2,792	-28.7%	3,915	-15.1%	3,288



Malibu Beach Market Matrix (Condo)

	Q4-2019	%Δ (QTR)	Q3-2019	%Δ (YR)	Q4-2018
Average Sales Price	\$2,185,625	7.0%	\$2,042,500	28.3%	\$1,703,750
Average Price per Sq Ft	\$1,698	11.9%	\$1,517	17.1%	\$1,450
Median Sales Price	\$2,000,000	12.7%	\$1,775,000	35.8%	\$1,472,500
Number of Sales (Closed)	8	0.0%	8	33.3%	6
Days on Market (From Last List Date)	86	-3.4%	89	-7.5%	93
Listing Discount (From Last List Price)	5.2%		10.6%		1.8%
Listing Inventory (Active)	13	-35.0%	20	8.3%	12
Months of Supply	4.9	-34.7%	7.5	-18.3%	6.0
Average Square Feet (Closed)	1,287	-4.4%	1,346	9.5%	1,175



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