

Elliman Report

Q1-2020

Malibu and Malibu Beach Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

- **23.8%**
Prices Average Price Per Sq Ft
- + **43.5%**
Sales Closed Sales
- = **0.0%**
Inventory Total Inventory
- + **53 days**
Marketing Time Days on Market

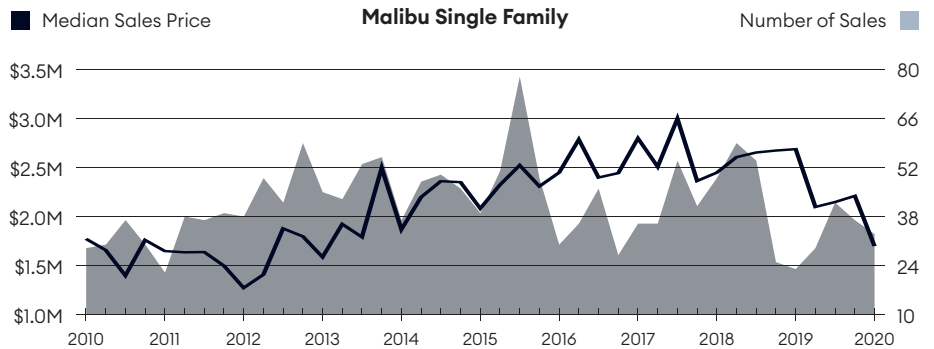
- Listing inventory was unchanged year over year for the second straight quarter
- The number of sales surged year over year for the second consecutive quarter

Malibu Condo Dashboard

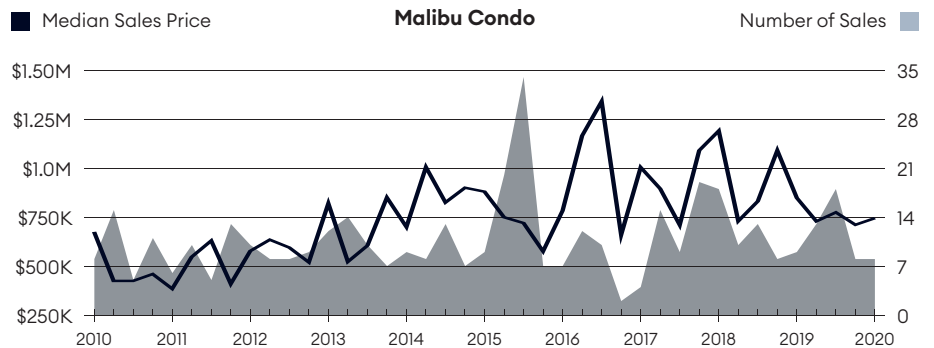
YEAR-OVER-YEAR

- **17.2%**
Prices Average Price Per Sq Ft
- **11.1%**
Sales Closed Sales
- = **0.0%**
Inventory Total Inventory
- **7 days**
Marketing Time Days on Market

- Listing inventory was unchanged from the year-ago quarter
- The number of sales declined annually for the first time in four quarters



Malibu Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$2,195,515	-18.8%	\$2,705,405	-24.0%	\$2,888,152
Average Price Per Sq Ft	\$717	-16.9%	\$863	-23.8%	\$941
Median Sales Price	\$1,700,000	-23.2%	\$2,212,500	-36.8%	\$2,689,000
Number of Sales (Closed)	33	-10.8%	37	43.5%	23
Days on Market (From Last List Date)	131	47.2%	89	67.9%	78
Listing Discount (From Last List Price)	9.0%		6.4%		2.7%
Listing Inventory	127	6.7%	119	0.0%	127
Months of Supply	11.5	19.8%	9.6	-30.7%	16.6
Average Square Feet	3,062	-2.3%	3,135	-0.2%	3,069



Malibu Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$878,750	15.3%	\$762,063	-16.7%	\$1,054,833
Average Price Per Sq Ft	\$629	12.5%	\$559	-17.2%	\$760
Median Sales Price	\$745,000	4.8%	\$711,000	-12.1%	\$848,000
Number of Sales (Closed)	8	0.0%	8	-11.1%	9
Days on Market (From Last List Date)	87	-41.2%	148	-7.4%	94
Listing Discount (From Last List Price)	2.4%		2.5%		4.3%
Listing Inventory	27	-18.2%	33	0.0%	27
Months of Supply	10.1	-18.5%	12.4	12.2%	9.0
Average Square Feet	1,397	2.5%	1,363	0.6%	1,388



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- **19.3%**
Prices Average Price Per Sq Ft
- + **110.0%**
Sales Closed Sales
- **3.6%**
Inventory Total Inventory
- **19 days**
Marketing Time Days on Market

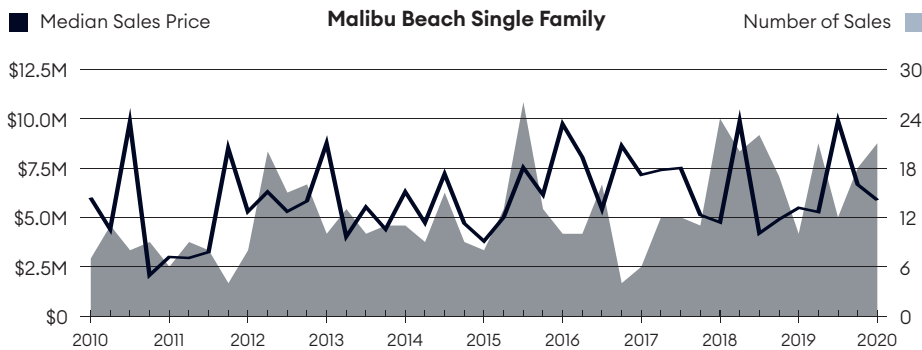
- Listing inventory declined annually for the seventh time in eight quarters
- The number of sales more than doubled from the year-ago quarter

Malibu Beach Condo Dashboard

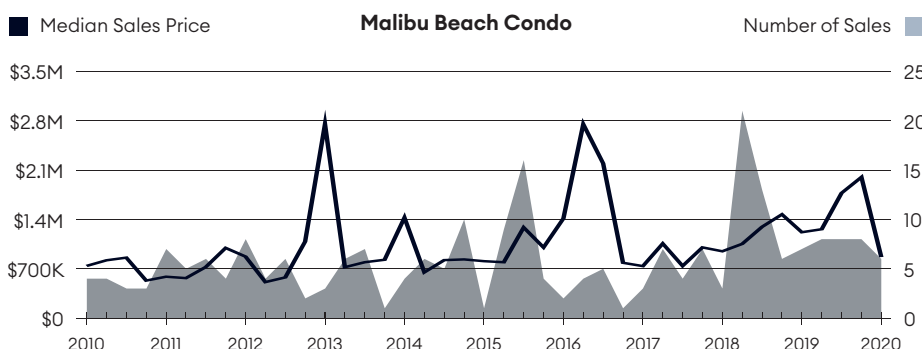
YEAR-OVER-YEAR

- **38.1%**
Prices Average Price Per Sq Ft
- **14.3%**
Sales Closed Sales
- + **36.4%**
Inventory Total Inventory
- + **56 days**
Marketing Time Days on Market

- Listing inventory rose year over year for the fourth straight quarter
- The number of sales declined year over year for the fourth time in four quarters



Malibu Beach Single Family Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$6,675,338	-12.8%	\$7,651,389	-4.1%	\$6,962,000
Average Price Per Sq Ft	\$2,358	-13.9%	\$2,740	-19.3%	\$2,922
Median Sales Price	\$5,875,000	-11.8%	\$6,660,000	7.1%	\$5,487,500
Number of Sales (Closed)	21	16.7%	18	110.0%	10
Days on Market (From Last List Date)	111	18.1%	94	-14.6%	130
Listing Discount (From Last List Price)	7.2%		9.7%		4.5%
Listing Inventory	54	5.9%	51	-3.6%	56
Months of Supply	7.7	-9.4%	8.5	-54.2%	16.8
Average Square Feet	2,831	1.4%	2,792	18.8%	2,383



Malibu Beach Condo Matrix	Q1-2020	%Δ (QTR)	Q4-2019	%Δ (YR)	Q1-2019
Average Sales Price	\$1,029,083	-52.9%	\$2,185,625	-36.4%	\$1,618,707
Average Price Per Sq Ft	\$952	-43.9%	\$1,698	-38.1%	\$1,537
Median Sales Price	\$868,000	-56.6%	\$2,000,000	-28.9%	\$1,220,000
Number of Sales (Closed)	6	-25.0%	8	-14.3%	7
Days on Market (From Last List Date)	135	57.0%	86	70.9%	79
Listing Discount (From Last List Price)	3.3%		5.2%		9.1%
Listing Inventory	15	15.4%	13	36.4%	11
Months of Supply	7.5	53.1%	4.9	59.6%	4.7
Average Square Feet	1,081	-16.0%	1,287	2.7%	1,053

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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