

# Elliman Report

**Q2-2020** Malibu, CA and Malibu Beach, CA Sales

## Malibu Single Family Dashboard

YEAR-OVER-YEAR

**+ 16.6%**

Prices Average Price Per Sq Ft

**- 3.4%**

Sales Closed Sales

**+ 6.0%**

Inventory Total Inventory

**- 23 days**

Marketing Time

Days on Market

- The surge in average sales square footage skewed average sales price higher
- The number of sales slipped as listing inventory edged higher

## Malibu Condo Dashboard

YEAR-OVER-YEAR

**+ 5.5%**

Prices Average Price Per Sq Ft

**- 7.7%**

Sales Closed Sales

**+ 20.0%**

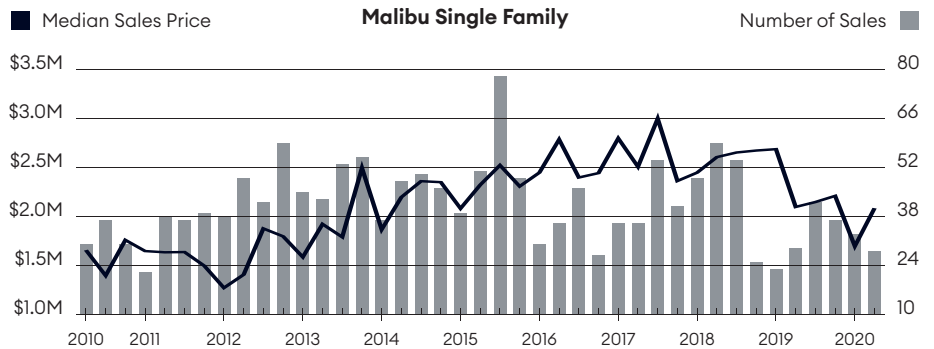
Inventory Total Inventory

**- 59 days**

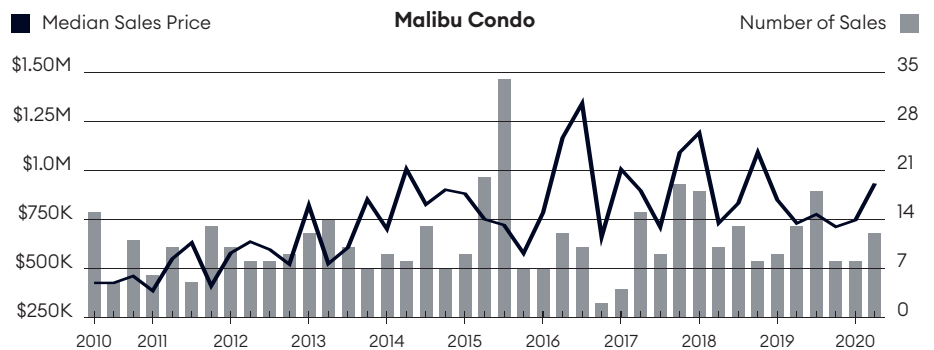
Marketing Time

Days on Market

- The number of sales edged lower while all price trend indicators pressed higher
- The highest number of listings in at least five years



Malibu Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$3,416,804	55.6%	\$2,195,515	40.7%	\$2,428,828
Average Price Per Sq Ft	\$962	34.2%	\$717	16.6%	\$825
Median Sales Price	\$2,087,500	22.8%	\$1,700,000	-0.6%	\$2,100,000
Number of Sales (Closed)	28	-15.2%	33	-3.4%	29
Days on Market (From Last List Date)	74	-43.5%	131	-23.7%	97
Listing Discount (From Last List Price)	8.3%		9.0%		6.5%
Listing Inventory	142	11.8%	127	6.0%	134
Months of Supply	15.2	32.2%	11.5	9.4%	13.9
Average Square Feet	3,552	16.0%	3,062	20.7%	2,944



Malibu Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$1,135,625	29.2%	\$878,750	2.6%	\$1,106,462
Average Price Per Sq Ft	\$705	12.1%	\$629	5.5%	\$668
Median Sales Price	\$932,000	25.1%	\$745,000	27.8%	\$729,000
Number of Sales (Closed)	12	50.0%	8	-7.7%	13
Days on Market (From Last List Date)	39	-55.2%	87	-60.2%	98
Listing Discount (From Last List Price)	1.7%		2.4%		1.7%
Listing Inventory	42	55.6%	27	20.0%	35
Months of Supply	10.5	4.0%	10.1	29.6%	8.1
Average Square Feet	1,611	15.3%	1,397	-2.7%	1,656



## Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- + 8.8%**  
Prices Average Price Per Sq Ft
- 19.0%**  
Sales Closed Sales
- 7.4%**  
Inventory Total Inventory
- + 33 days**  
Marketing Time Days on Market

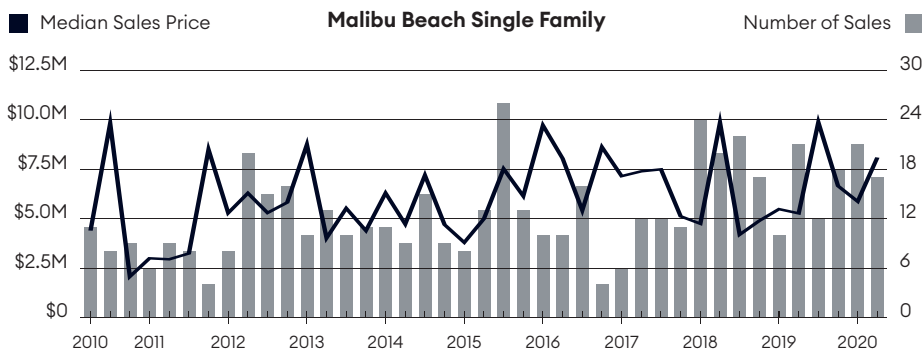
- The sharp rise in average sales size skewed all price trend indicators higher
- The number of sales declined more than listing inventory, slowing the market pace

## Malibu Beach Condo Dashboard

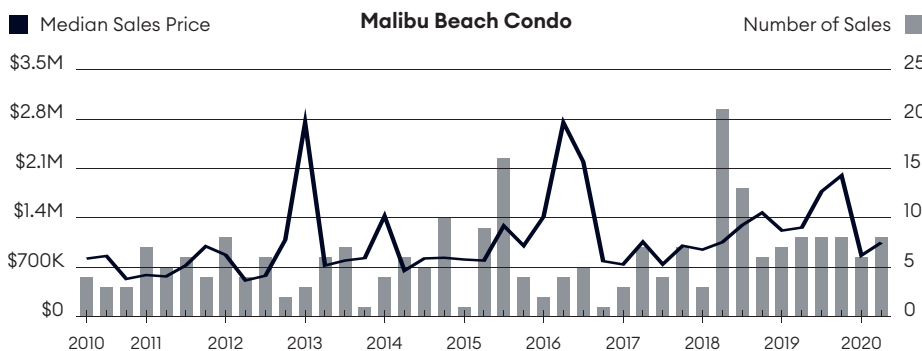
YEAR-OVER-YEAR

- 10.1%**  
Prices Average Price Per Sq Ft
- = 0.0%**  
Sales Closed Sales
- 42.1%**  
Inventory Total Inventory
- + 46 days**  
Marketing Time Days on Market

- The number of sales stabilized as listing inventory fell sharply
- The significant drop in average sales size skewed all price trend indicators lower



Malibu Beach Single Family Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$9,771,931	46.4%	\$6,675,338	26.8%	\$7,707,595
Average Price Per Sq Ft	\$3,001	27.3%	\$2,358	8.8%	\$2,758
Median Sales Price	\$8,100,000	37.9%	\$5,875,000	53.6%	\$5,275,000
Number of Sales (Closed)	17	-19.0%	21	-19.0%	21
Days on Market (From Last List Date)	133	19.8%	111	33.0%	100
Listing Discount (From Last List Price)	14.6%		7.2%		10.1%
Listing Inventory	63	16.7%	54	-7.4%	68
Months of Supply	11.1	44.2%	7.7	14.4%	9.7
Average Square Feet	3,256	15.0%	2,831	16.5%	2,795



Malibu Beach Condo Matrix	Q2-2020	%Δ (QTR)	Q1-2020	%Δ (YR)	Q2-2019
Average Sales Price	\$1,195,613	16.2%	\$1,029,083	-21.7%	\$1,527,000
Average Price Per Sq Ft	\$1,162	22.1%	\$952	-10.1%	\$1,293
Median Sales Price	\$1,050,000	21.0%	\$868,000	-16.8%	\$1,262,500
Number of Sales (Closed)	8	33.3%	6	0.0%	8
Days on Market (From Last List Date)	84	-37.8%	135	121.1%	38
Listing Discount (From Last List Price)	14.0%		3.3%		5.5%
Listing Inventory	11	-26.7%	15	-42.1%	19
Months of Supply	4.1	-45.3%	7.5	-42.3%	7.1
Average Square Feet	1,029	-4.8%	1,081	-12.9%	1,181

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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