

Elliman Report

Q3-2020 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

- + 20.2%**
Prices Average Price Per Sq Ft
- + 69.0%**
Sales Closed Sales
- 18.3%**
Inventory Total Inventory
- 7 days**
Marketing Time Days on Market

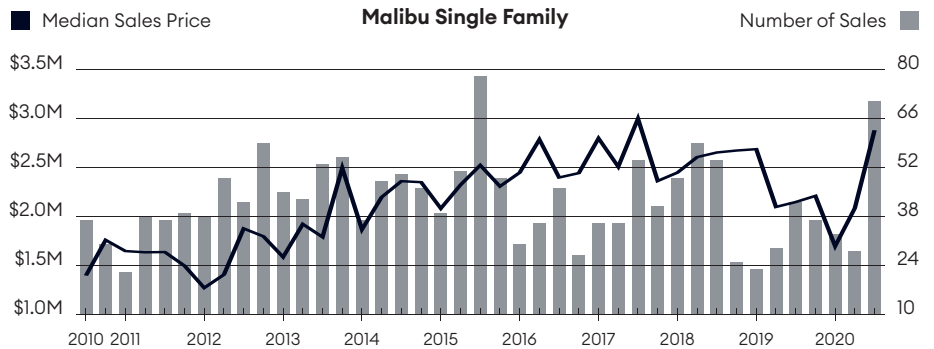
- Average sales price surged to a record, aided by an increase in average sales size
- The number of sales jumped from year-ago levels as listing inventory declined

Malibu Condo Dashboard

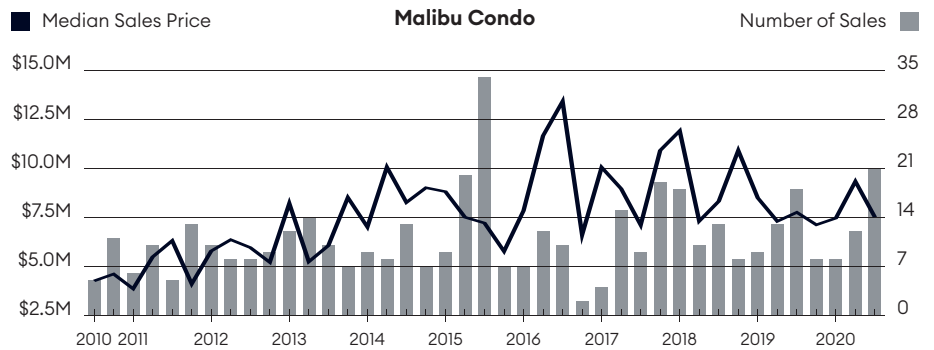
YEAR-OVER-YEAR

- + 37.3%**
Prices Average Price Per Sq Ft
- + 16.7%**
Sales Closed Sales
- 23.3%**
Inventory Total Inventory
- 35 days**
Marketing Time Days on Market

- The price trend indicators showed mixed results as average sales size fell sharply
- The number of sales jumped from year-ago levels as listing inventory dropped



Malibu Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$4,005,789	17.2%	\$3,416,804	36.4%	\$2,936,726
Average Price Per Sq Ft	\$1,143	18.8%	\$962	20.2%	\$951
Median Sales Price	\$2,882,000	38.1%	\$2,087,500	34.0%	\$2,150,000
Number of Sales (Closed)	71	153.6%	28	69.0%	42
Days on Market (From Last List Date)	65	-12.2%	74	-9.7%	72
Listing Discount (From Last List Price)	6.7%		8.3%		8.6%
Listing Inventory	116	-18.3%	142	-18.3%	142
Months of Supply	4.9	-67.8%	15.2	-51.5%	10.1
Average Square Feet	3,505	-1.3%	3,552	13.5%	3,088



Malibu Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$966,786	-14.9%	\$1,135,625	13.7%	\$850,056
Average Price Per Sq Ft	\$651	-7.7%	\$705	37.3%	\$474
Median Sales Price	\$750,000	-19.5%	\$932,000	-3.2%	\$774,500
Number of Sales (Closed)	21	75.0%	12	16.7%	18
Days on Market (From Last List Date)	38	-2.6%	39	-47.9%	73
Listing Discount (From Last List Price)	3.6%		1.7%		4.5%
Listing Inventory	23	-45.2%	42	-23.3%	30
Months of Supply	3.3	-68.6%	10.5	-34.0%	5.0
Average Square Feet	1,485	-7.8%	1,611	-17.2%	1,793



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- **41.7%**
Prices Average Price Per Sq Ft
- + **258.3%**
Sales Closed Sales
- **3.8%**
Inventory Total Inventory
- **19 days**
Marketing Time Days on Market

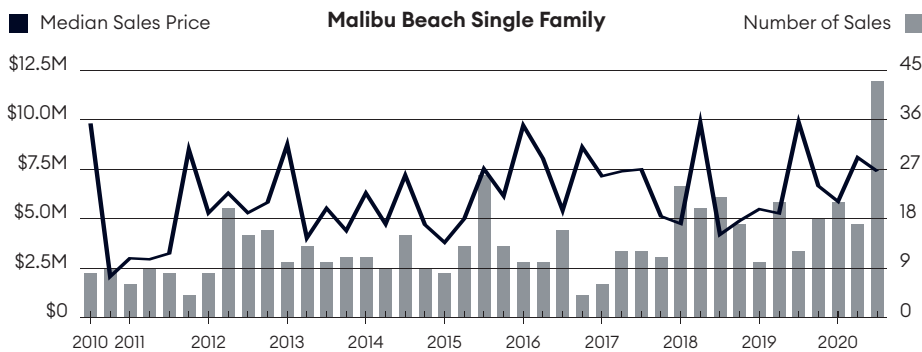
- The number of sales more than tripled year over year as listing inventory slipped
- The drop in average sales square footage skewed the price trend indicators lower

Malibu Beach Condo Dashboard

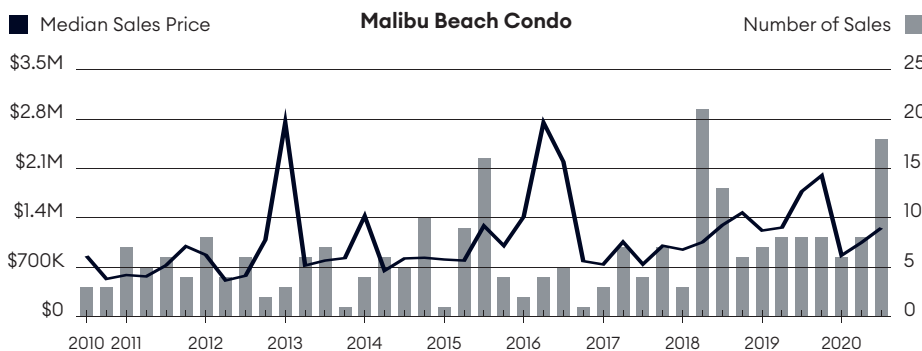
YEAR-OVER-YEAR

- **18.4%**
Prices Average Price Per Sq Ft
- + **125.0%**
Sales Closed Sales
- **55.0%**
Inventory Total Inventory
- **13 days**
Marketing Time Days on Market

- Listing inventory plunged below year-ago levels as sales more than doubled
- The shift in the mix to smaller sales skewed all price trend indicators lower



Malibu Beach Single Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$9,353,721	-4.3%	\$9,771,931	-48.8%	\$18,253,958
Average Price Per Sq Ft	\$2,719	-9.4%	\$3,001	-41.7%	\$4,662
Median Sales Price	\$7,400,000	-8.6%	\$8,100,000	-25.1%	\$9,881,250
Number of Sales (Closed)	43	152.9%	17	258.3%	12
Days on Market (From Last List Date)	81	-39.1%	133	-19.0%	100
Listing Discount (From Last List Price)	7.2%		14.6%		14.8%
Listing Inventory	51	-19.0%	63	-3.8%	53
Months of Supply	3.6	-67.6%	11.1	-72.9%	13.3
Average Square Feet	3,440	5.7%	3,256	-12.1%	3,915



Malibu Beach Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,455,931	21.8%	\$1,195,613	-28.7%	\$2,042,500
Average Price Per Sq Ft	\$1,238	6.5%	\$1,162	-18.4%	\$1,517
Median Sales Price	\$1,257,500	19.8%	\$1,050,000	-29.2%	\$1,775,000
Number of Sales (Closed)	18	125.0%	8	125.0%	8
Days on Market (From Last List Date)	76	-9.5%	84	-14.6%	89
Listing Discount (From Last List Price)	4.7%		14.0%		10.6%
Listing Inventory	9	-18.2%	11	-55.0%	20
Months of Supply	1.5	-63.4%	4.1	-80.0%	7.5
Average Square Feet	1,176	14.3%	1,029	-12.6%	1,346

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

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