

Elliman Report

Q4-2020 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

- + 35.0%**
Prices Average Price Per Sq Ft
- + 5.4%**
Sales Closed Sales
- 18.5%**
Inventory Total Inventory
- 17 days**
Marketing Time Days on Market

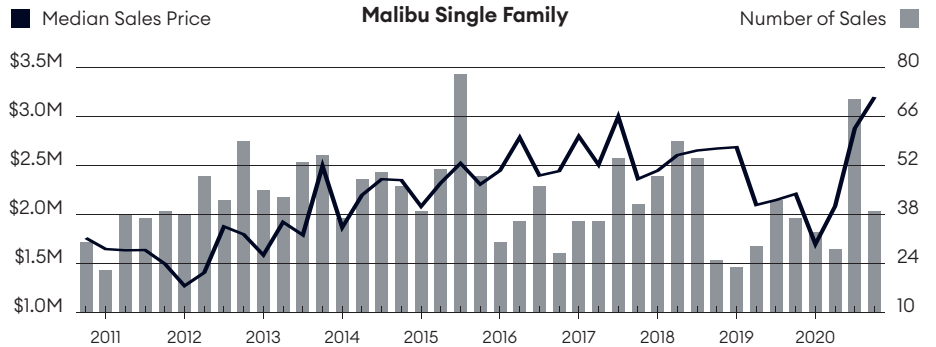
- Average sales size rose again to a new record for square footage, driving median sales to set a record as well
- The number of sales increased annually as listing inventory fell to a new low over the same period

Malibu Condo Dashboard

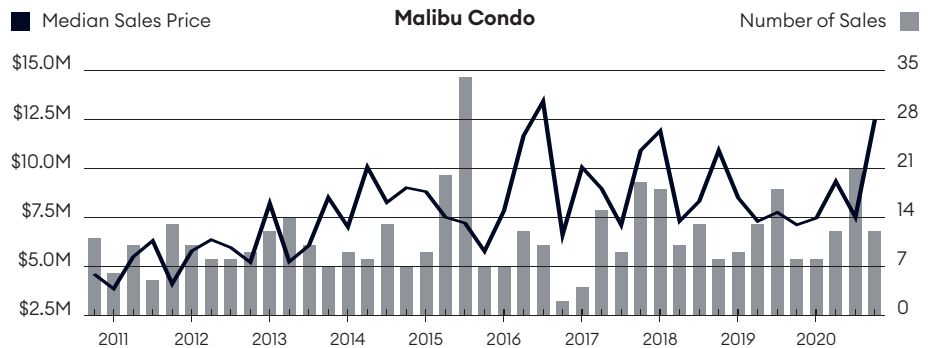
YEAR-OVER-YEAR

- + 14.3%**
Prices Average Price Per Sq Ft
- + 50.0%**
Sales Closed Sales
- 39.4%**
Inventory Total Inventory
- 80 days**
Marketing Time Days on Market

- Average sales size surged year over year, skewing price trends higher
- The number of sales rose annually as listing inventory fell sharply over the same period



Malibu Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$4,285,408	7.0%	\$4,005,789	58.4%	\$2,705,405
Average Price Per Sq Ft	\$1,165	1.9%	\$1,143	35.0%	\$863
Median Sales Price	\$3,200,000	11.0%	\$2,882,000	44.6%	\$2,212,500
Number of Sales (Closed)	39	-45.1%	71	5.4%	37
Days on Market (From Last List Date)	72	10.8%	65	-19.1%	89
Listing Discount (From Last List Price)	4.9%		6.7%		6.4%
Listing Inventory	97	-16.4%	116	-18.5%	119
Months of Supply	7.5	53.1%	4.9	-21.9%	9.6
Average Square Feet	3,678	4.9%	3,505	17.3%	3,135



Malibu Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,150,506	19.0%	\$966,786	51.0%	\$762,063
Average Price Per Sq Ft	\$639	-1.8%	\$651	14.3%	\$559
Median Sales Price	\$1,248,038	66.4%	\$750,000	75.5%	\$711,000
Number of Sales (Closed)	12	-42.9%	21	50.0%	8
Days on Market (From Last List Date)	68	78.9%	38	-54.1%	148
Listing Discount (From Last List Price)	0.7%		3.6%		2.5%
Listing Inventory	20	-13.0%	23	-39.4%	33
Months of Supply	5.0	51.5%	3.3	-59.7%	12.4
Average Square Feet	1,800	21.2%	1,485	32.1%	1,363



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- **3.9%**
Prices Average Price Per Sq Ft
- + **83.3%**
Sales Closed Sales
- **9.8%**
Inventory Total Inventory
- **29 days**
Marketing Time Days on Market

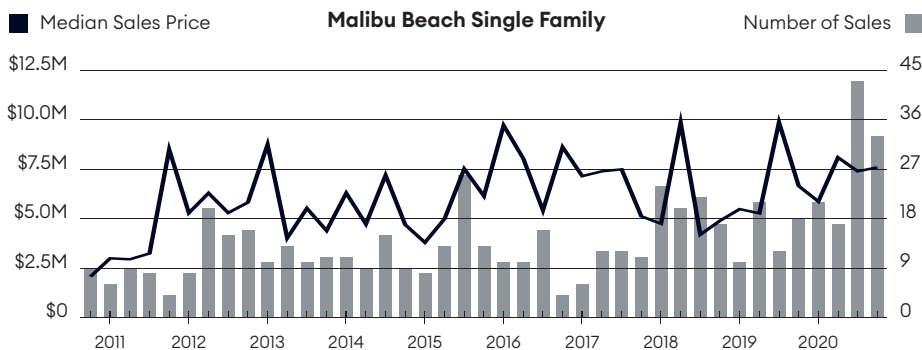
- The number of sales nearly doubled from the prior-year quarter
- Median sales price rose sharply year over year for the fifth time in six quarters

Malibu Beach Condo Dashboard

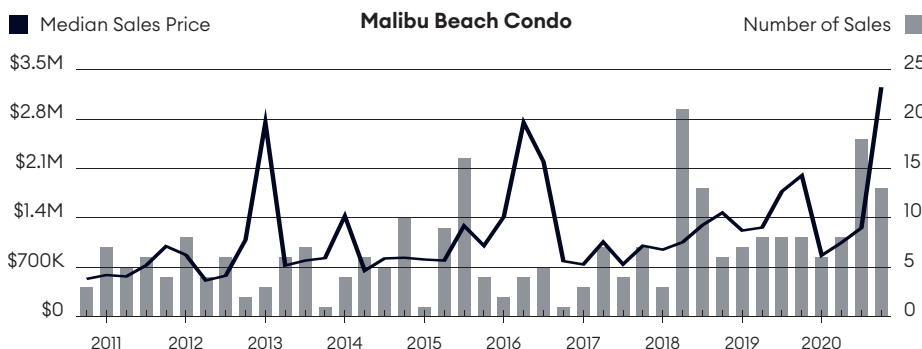
YEAR-OVER-YEAR

- + **37.8%**
Prices Average Price Per Sq Ft
- + **62.5%**
Sales Closed Sales
- **30.8%**
Inventory Total Inventory
- + **4 days**
Marketing Time Days on Market

- Price indicators posted sharp annual gains, aided by the shift to larger sized sales
- The number of sales rose year over year while listing inventory fell sharply over the same period



Malibu Beach Single Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$8,764,939	-6.3%	\$9,353,721	14.6%	\$7,651,389
Average Price Per Sq Ft	\$2,632	-3.2%	\$2,719	-3.9%	\$2,740
Median Sales Price	\$7,600,000	2.7%	\$7,400,000	14.1%	\$6,660,000
Number of Sales (Closed)	33	-23.3%	43	83.3%	18
Days on Market (From Last List Date)	65	-19.8%	81	-30.9%	94
Listing Discount (From Last List Price)	5.4%		7.2%		9.7%
Listing Inventory	46	-9.8%	51	-9.8%	51
Months of Supply	4.2	16.7%	3.6	-50.6%	8.5
Average Square Feet	3,330	-3.2%	3,440	19.3%	2,792



Malibu Beach Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$3,577,530	145.7%	\$1,455,931	63.7%	\$2,185,625
Average Price Per Sq Ft	\$2,339	88.9%	\$1,238	37.8%	\$1,698
Median Sales Price	\$3,250,000	158.4%	\$1,257,500	62.5%	\$2,000,000
Number of Sales (Closed)	13	-27.8%	18	62.5%	8
Days on Market (From Last List Date)	90	18.4%	76	4.7%	86
Listing Discount (From Last List Price)	7.5%		4.7%		5.2%
Listing Inventory	9	0.0%	9	-30.8%	13
Months of Supply	2.1	40.0%	1.5	-57.1%	4.9
Average Square Feet	1,530	30.1%	1,176	18.9%	1,287

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

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