

Elliman Report

Q1-2021 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

+ 23.3%

Prices Average Price Per Sq Ft

- 9.1%

Sales Closed Sales

- 22.8%

Inventory Total Inventory

- 46 days

Marketing Time

Days on Market

- All price trend indicators surged year over year due to the continued shift to larger sized sales
- - Listing inventory fell sharply year over year for the third straight quarter to the second-lowest level on record

Malibu Condo Dashboard

YEAR-OVER-YEAR

+ 1.3%

Prices Average Price Per Sq Ft

+ 12.5%

Sales Closed Sales

- 48.1%

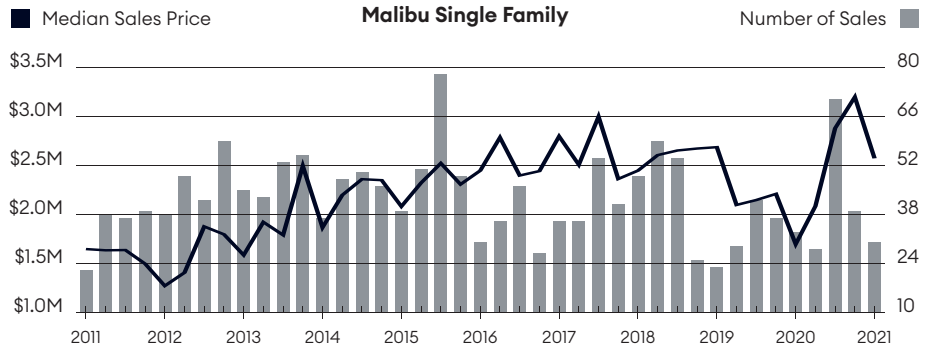
Inventory Total Inventory

+ 25 days

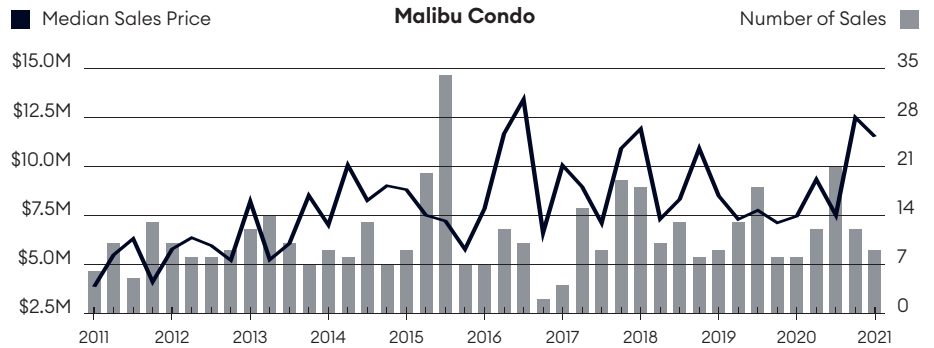
Marketing Time

Days on Market

- Median sales price and average sales price jumped year over year skewed high by the shift to larger sales
- The number of sales jumped annually for the third consecutive quarter



Malibu Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$3,157,924	-26.3%	\$4,285,408	43.8%	\$2,195,515
Average Price Per Sq Ft	\$884	-24.1%	\$1,165	23.3%	\$717
Median Sales Price	\$2,575,000	-19.5%	\$3,200,000	51.5%	\$1,700,000
Number of Sales (Closed)	30	-23.1%	39	-9.1%	33
Days on Market (From Last List Date)	85	18.1%	72	-35.1%	131
Listing Discount (From Last List Price)	5.2%		4.9%		9.0%
Listing Inventory	98	1.0%	97	-22.8%	127
Months of Supply	9.8	30.7%	7.5	-14.8%	11.5
Average Square Feet	3,572	-2.9%	3,678	16.7%	3,062



Malibu Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,190,611	3.5%	\$1,150,506	35.5%	\$878,750
Average Price Per Sq Ft	\$637	-0.3%	\$639	1.3%	\$629
Median Sales Price	\$1,150,000	-7.9%	\$1,248,038	54.4%	\$745,000
Number of Sales (Closed)	9	-25.0%	12	12.5%	8
Days on Market (From Last List Date)	112	64.7%	68	28.7%	87
Listing Discount (From Last List Price)	6.8%		0.7%		2.4%
Listing Inventory	14	-30.0%	20	-48.1%	27
Months of Supply	4.7	-6.0%	5.0	-53.5%	10.1
Average Square Feet	1,869	3.8%	1,800	33.8%	1,397



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- + 8.8%**
Prices Average Price Per Sq Ft
- + 47.6%**
Sales Closed Sales
- 24.1%**
Inventory Total Inventory
- 14 days**
Marketing Time Days on Market

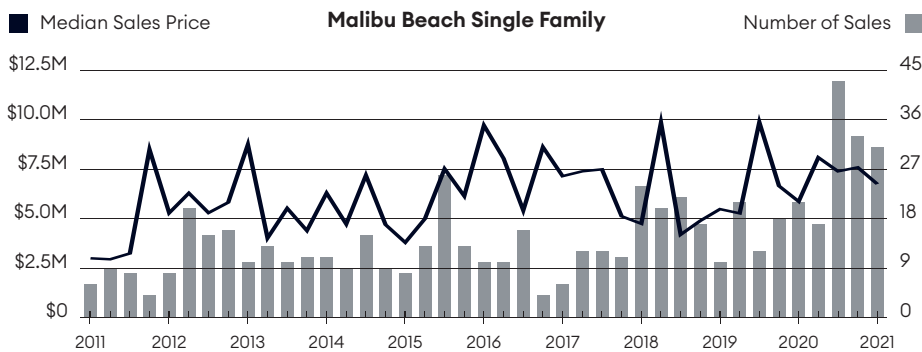
- All price trend indicators surged year over year due to the continued shift to larger sized sales
- Listing inventory fell sharply year over year for the fifth straight quarter to the second-lowest level on record

Malibu Beach Condo Dashboard

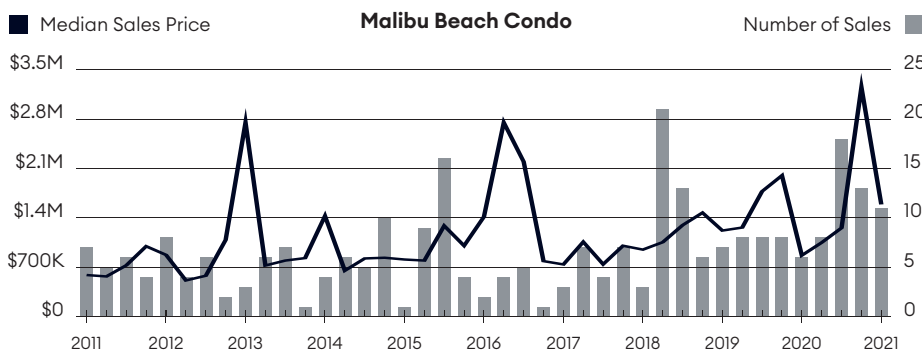
YEAR-OVER-YEAR

- + 65.0%**
Prices Average Price Per Sq Ft
- + 83.3%**
Sales Closed Sales
- 53.3%**
Inventory Total Inventory
- 66 days**
Marketing Time Days on Market

- All price trend indicators and average sales size surged year over year
- The number of sales surged year over year for the third straight quarter



Malibu Beach Single Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$8,353,328	-4.7%	\$8,764,939	25.1%	\$6,675,338
Average Price Per Sq Ft	\$2,565	-2.5%	\$2,632	8.8%	\$2,358
Median Sales Price	\$6,755,000	-11.1%	\$7,600,000	15.0%	\$5,875,000
Number of Sales (Closed)	31	-6.1%	33	47.6%	21
Days on Market (From Last List Date)	97	49.2%	65	-12.6%	111
Listing Discount (From Last List Price)	6.9%		5.4%		7.2%
Listing Inventory	41	-10.9%	46	-24.1%	54
Months of Supply	4.0	-4.8%	4.2	-48.1%	7.7
Average Square Feet	3,257	-2.2%	3,330	15.0%	2,831



Malibu Beach Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$2,342,227	-34.5%	\$3,577,530	127.6%	\$1,029,083
Average Price Per Sq Ft	\$1,571	-32.8%	\$2,339	65.0%	\$952
Median Sales Price	\$1,590,000	-51.1%	\$3,250,000	83.2%	\$868,000
Number of Sales (Closed)	11	-15.4%	13	83.3%	6
Days on Market (From Last List Date)	69	-23.3%	90	-48.9%	135
Listing Discount (From Last List Price)	5.6%		7.5%		3.3%
Listing Inventory	7	-22.2%	9	-53.3%	15
Months of Supply	1.9	-9.5%	2.1	-74.7%	7.5
Average Square Feet	1,491	-2.5%	1,530	37.9%	1,081

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

Douglas Elliman Real Estate
150 S. El Camino Drive, Beverly Hills, CA 90212
310.595.3888 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com