

Elliman Report

Q3-2021 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

- **1.5%**
Prices Average Price Per Sq Ft
- **57.7%**
Sales Closed Sales
- **9.5%**
Inventory Total Inventory
- + **7 days**
Marketing Time Days on Market

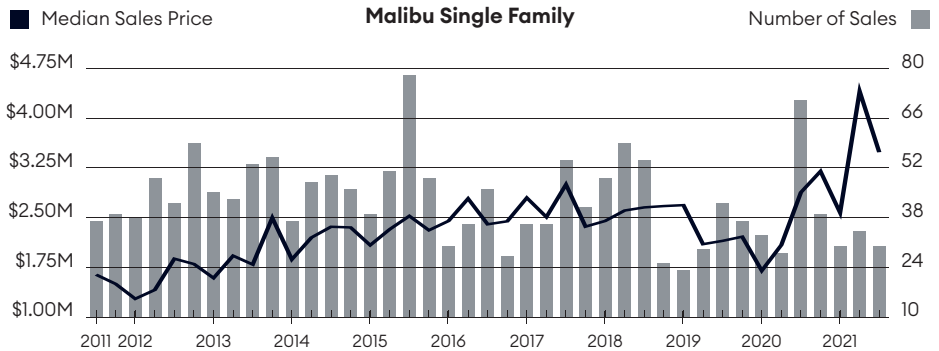
- Median sales price and average sales price rose annually to their second-highest levels on record
- Listing inventory fell year over year for the fifth consecutive quarter

Malibu Condo Dashboard

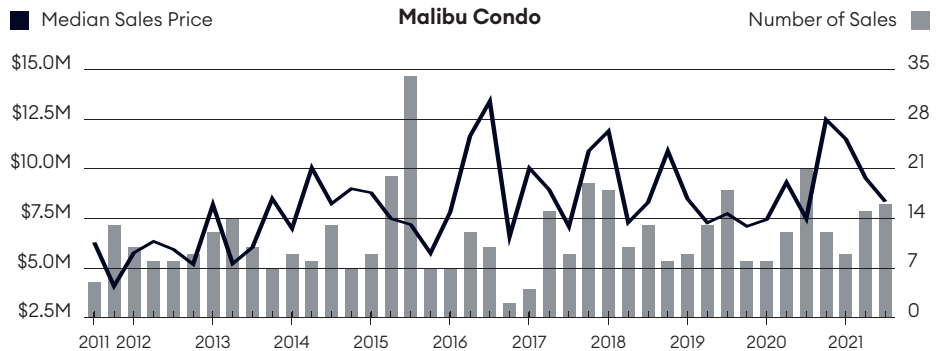
YEAR-OVER-YEAR

- + **21.2%**
Prices Average Price Per Sq Ft
- **23.8%**
Sales Closed Sales
- **78.3%**
Inventory Total Inventory
- **21 days**
Marketing Time Days on Market

- Listing inventory fell year over year for the fifth consecutive quarter to a new low
- Days on market fell to the lowest level tracked in six years



Malibu Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$4,478,964	-18.7%	\$5,511,992	11.8%	\$4,005,789
Average Price Per Sq Ft	\$1,126	-7.1%	\$1,212	-1.5%	\$1,143
Median Sales Price	\$3,487,500	-20.9%	\$4,406,250	21.0%	\$2,882,000
Number of Sales (Closed)	30	-11.8%	34	-57.7%	71
Days on Market (From Last List Date)	72	-1.4%	73	10.8%	65
Listing Discount (From Last List Price)	6.9%		7.2%		6.7%
Listing Inventory	105	1.0%	104	-9.5%	116
Months of Supply	10.5	14.1%	9.2	114.3%	4.9
Average Square Feet	3,978	-12.5%	4,548	13.5%	3,505



Malibu Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$1,047,844	-15.0%	\$1,232,367	8.4%	\$966,786
Average Price Per Sq Ft	\$789	8.5%	\$727	21.2%	\$651
Median Sales Price	\$835,000	-12.4%	\$953,500	11.3%	\$750,000
Number of Sales (Closed)	16	6.7%	15	-23.8%	21
Days on Market (From Last List Date)	17	-66.0%	50	-55.3%	38
Listing Discount (From Last List Price)	1.7%		2.3%		3.6%
Listing Inventory	5	-58.3%	12	-78.3%	23
Months of Supply	0.9	-62.5%	2.4	-72.7%	3.3
Average Square Feet	1,328	-21.7%	1,695	-10.6%	1,485



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- **10.9%** Prices Average Price Per Sq Ft
- **27.9%** Sales Closed Sales
- **43.1%** Inventory Total Inventory
- + **13 days** Marketing Time Days on Market

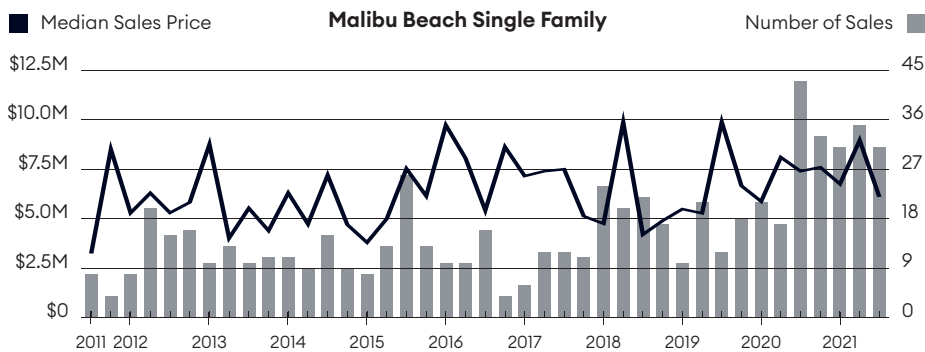
- The price trend indicators showed mixed annual trends and were well below two year-ago levels
- The number of sales fell year over year for the first time in five quarters

Malibu Beach Condo Dashboard

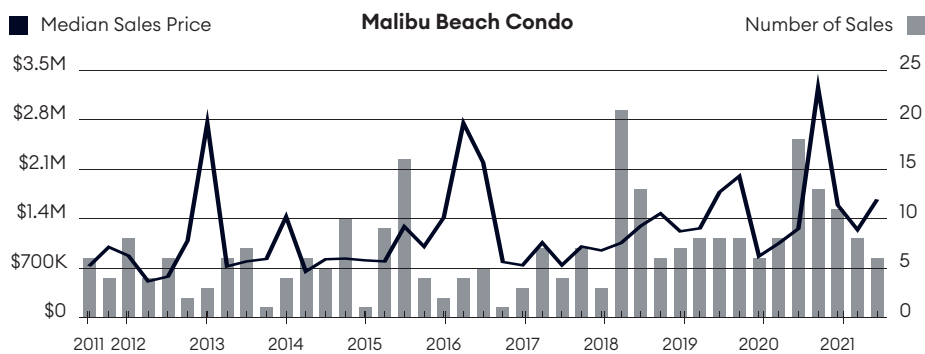
YEAR-OVER-YEAR

- + **30.3%** Prices Average Price Per Sq Ft
- **66.7%** Sales Closed Sales
- **77.8%** Inventory Total Inventory
- **6 days** Marketing Time Days on Market

- The price trend indicators surged annually as listing inventory fell sharply, restraining sales
- The average size of a sale skewed higher for the fourth consecutive quarter



Malibu Beach Single Family Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$9,976,029	-11.2%	\$11,232,625	6.7%	\$9,353,721
Average Price Per Sq Ft	\$2,423	-23.2%	\$3,157	-10.9%	\$2,719
Median Sales Price	\$6,100,000	-31.9%	\$8,960,000	-17.6%	\$7,400,000
Number of Sales (Closed)	31	-11.4%	35	-27.9%	43
Days on Market (From Last List Date)	94	30.6%	72	16.0%	81
Listing Discount (From Last List Price)	11.2%		8.0%		7.2%
Listing Inventory	29	-21.6%	37	-43.1%	51
Months of Supply	2.8	-12.5%	3.2	-22.2%	3.6
Average Square Feet	4,117	15.7%	3,558	19.7%	3,440



Malibu Beach Condo Matrix	Q3-2021	%Δ (QTR)	Q2-2021	%Δ (YR)	Q3-2020
Average Sales Price	\$2,097,975	41.6%	\$1,481,531	44.1%	\$1,455,931
Average Price Per Sq Ft	\$1,613	22.7%	\$1,315	30.3%	\$1,238
Median Sales Price	\$1,671,425	34.5%	\$1,242,300	32.9%	\$1,257,500
Number of Sales (Closed)	6	-25.0%	8	-66.7%	18
Days on Market (From Last List Date)	70	11.1%	63	-7.9%	76
Listing Discount (From Last List Price)	1.9%		-0.7%		4.7%
Listing Inventory	2	-71.4%	7	-77.8%	9
Months of Supply	1.0	-61.5%	2.6	-33.3%	1.5
Average Square Feet	1,301	15.4%	1,127	10.6%	1,176

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

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