

Elliman Report

Q4-2021 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

- **15.9%**
Prices Average Price Per Sq Ft
- **5.1%**
Sales Closed Sales
- **40.2%**
Inventory Total Inventory
- + **8 days**
Marketing Time Days on Market

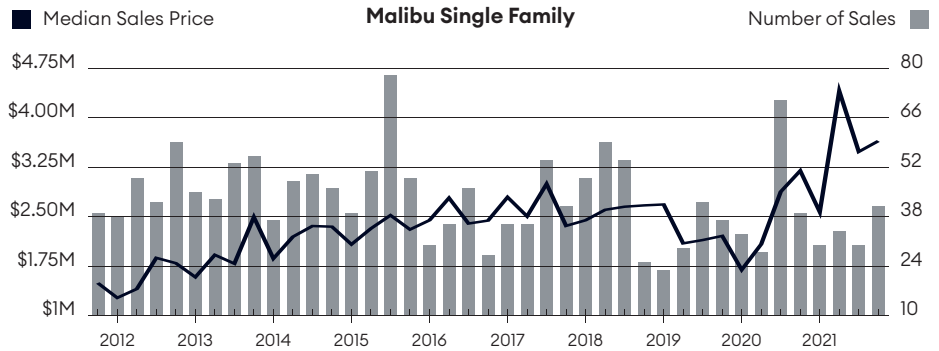
- Listing inventory fell to a new low in more than six years of tracking
- Median sales price saw double-digit annual gains for the sixth consecutive quarter

Malibu Condo Dashboard

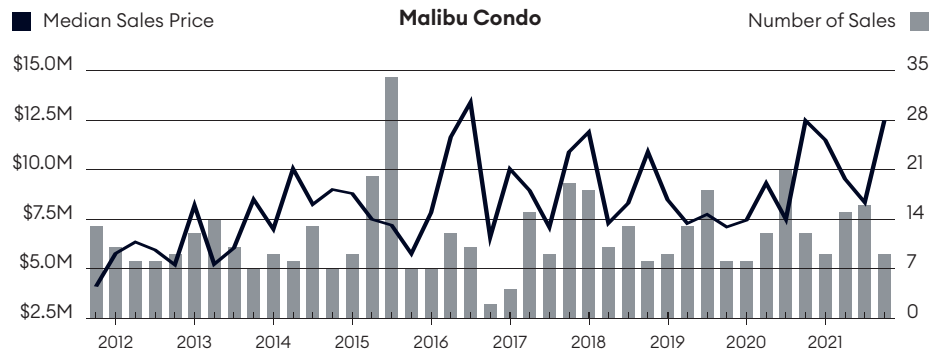
YEAR-OVER-YEAR

- + **18.9%**
Prices Average Price Per Sq Ft
- **25.0%**
Sales Closed Sales
- **70.0%**
Inventory Total Inventory
- **42 days**
Marketing Time Days on Market

- Listing inventory fell more sharply in recent quarters, restraining sales levels
- Median sales price rose year over year for the fifth straight quarter



Malibu Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$4,980,573	11.2%	\$4,478,964	16.2%	\$4,285,408
Average Price Per Sq Ft	\$1,350	19.9%	\$1,126	15.9%	\$1,165
Median Sales Price	\$3,650,000	4.7%	\$3,487,500	14.1%	\$3,200,000
Number of Sales (Closed)	41	36.7%	30	5.1%	39
Days on Market (From Last List Date)	64	-11.1%	72	-11.1%	72
Listing Discount (From Last List Price)	2.7%		6.9%		4.9%
Listing Inventory	58	-44.8%	105	-40.2%	97
Months of Supply	4.2	-60.0%	10.5	-44.0%	7.5
Average Square Feet	3,689	-7.3%	3,978	0.3%	3,678



Malibu Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$1,194,792	14.0%	\$1,047,844	3.8%	\$1,150,506
Average Price Per Sq Ft	\$760	-3.7%	\$789	18.9%	\$639
Median Sales Price	\$1,250,000	49.7%	\$835,000	0.2%	\$1,248,038
Number of Sales (Closed)	9	-43.8%	16	-25.0%	12
Days on Market (From Last List Date)	26	52.9%	17	-61.8%	68
Listing Discount (From Last List Price)	0.0%		1.7%		0.7%
Listing Inventory	6	20.0%	5	-70.0%	20
Months of Supply	2.0	122.2%	0.9	-60.0%	5.0
Average Square Feet	1,572	18.4%	1,328	-12.7%	1,800



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- **0.7%** Prices Average Price Per Sq Ft
- **27.3%** Sales Closed Sales
- **43.5%** Inventory Total Inventory
- + **6 days** Marketing Time Days on Market

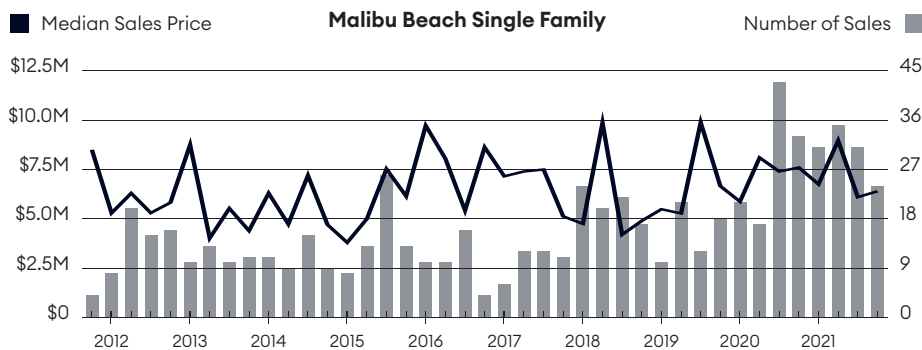
- After eight consecutive quarters of annual listing inventory declines, sales were held back in the past two quarters
- With listing inventory falling much faster than sales, the pace of the market was the third-fastest on record

Malibu Beach Condo Dashboard

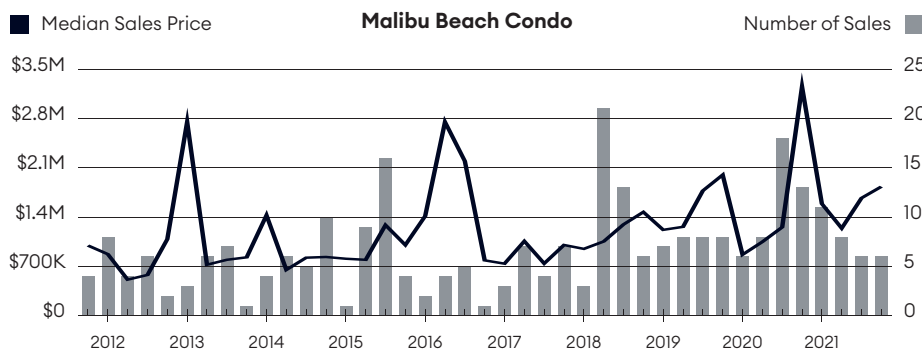
YEAR-OVER-YEAR

- + **14.2%** Prices Average Price Per Sq Ft
- **53.8%** Sales Closed Sales
- **66.7%** Inventory Total Inventory
- **55 days** Marketing Time Days on Market

- Average price per square foot posted large annual increases over the past five quarters
- The average size of a sale fell sharply year over year after four quarters of increases



Malibu Beach Single Family Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$8,414,125	-15.7%	\$9,976,029	-4.0%	\$8,764,939
Average Price Per Sq Ft	\$2,613	7.8%	\$2,423	-0.7%	\$2,632
Median Sales Price	\$6,398,000	4.9%	\$6,100,000	-15.8%	\$7,600,000
Number of Sales (Closed)	24	-22.6%	31	-27.3%	33
Days on Market (From Last List Date)	71	-24.5%	94	9.2%	65
Listing Discount (From Last List Price)	3.4%		11.2%		5.4%
Listing Inventory	26	-10.3%	29	-43.5%	46
Months of Supply	3.3	17.9%	2.8	-21.4%	4.2
Average Square Feet	3,220	-21.8%	4,117	-3.3%	3,330



Malibu Beach Condo Matrix	Q4-2021	%Δ (QTR)	Q3-2021	%Δ (YR)	Q4-2020
Average Sales Price	\$2,749,036	31.0%	\$2,097,975	-23.2%	\$3,577,530
Average Price Per Sq Ft	\$2,670	65.5%	\$1,613	14.2%	\$2,339
Median Sales Price	\$1,833,108	9.7%	\$1,671,425	-43.6%	\$3,250,000
Number of Sales (Closed)	6	0.0%	6	-53.8%	13
Days on Market (From Last List Date)	35	-50.0%	70	-61.1%	90
Listing Discount (From Last List Price)	4.6%		1.9%		7.5%
Listing Inventory	3	50.0%	2	-66.7%	9
Months of Supply	1.5	50.0%	1.0	-28.6%	2.1
Average Square Feet	1,030	-20.8%	1,301	-32.7%	1,530

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

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