

ELLIMAN REPORT

Q1 2019
MALIBU/
MALIBU BEACH SALES

Highlights of the Quarterly Survey
of Malibu/Malibu Beach Residential Sales

“ Price trends showed mixed results as sales remained well short of year-ago levels. ”

Malibu Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$2,888,152	-8.3%	\$3,148,574	-14.3%	\$3,371,704
Average Price per Sq Ft	\$941	-8.2%	\$1,025	-7.4%	\$1,016
Median Sales Price	\$2,689,000	0.5%	\$2,675,000	9.8%	\$2,450,000
Number of Sales (Closed)	23	-8.0%	25	-53.1%	49
Days on Market (From Last List Date)	78	-41.4%	133	-35.0%	120
Listing Discount (From Last List Price)	2.7%		8.2%		6.1%
Listing Inventory (Active)	127	6.7%	119	-13.0%	146
Malibu Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,054,833	-9.6%	\$1,166,375	-2.7%	\$1,084,586
Average Price per Sq Ft	\$760	10.6%	\$687	21.8%	\$624
Median Sales Price	\$848,000	-22.2%	\$1,090,000	-28.7%	\$1,190,000
Number of Sales	9	12.5%	8	-50.0%	18
Days on Market (From Last List Date)	94	67.9%	56	80.8%	52
Listing Discount (From Last List Price)	4.3%		1.6%		3.2%
Listing Inventory (Active)	27	3.8%	26	22.7%	22

Single-family sales remained sharply below year-ago levels. Condo marketing time and negotiability expanded as more inventory came to market.

Malibu Beach Market Matrix (Single Family)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$6,962,000	5.4%	\$6,602,441	-33.7%	\$10,505,667
Average Price per Sq Ft	\$2,922	45.5%	\$2,008	-11.9%	\$3,317
Median Sales Price	\$5,487,500	12.0%	\$4,900,000	15.5%	\$4,750,000
Number of Sales (Closed)	10	-41.2%	17	-58.3%	24
Days on Market (From Last List Date)	130	-50.6%	263	-25.3%	174
Listing Discount (From Last List Price)	4.5%		5.9%		17.2%
Listing Inventory (Active)	56	40.0%	40	-9.7%	62
Malibu Beach Market Matrix (Condo)	Q1-2019	%Δ (QTR)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,618,707	-5.0%	\$1,703,750	61.3%	\$1,003,333
Average Price per Sq Ft	\$1,537	6.0%	\$1,450	77.9%	\$864
Median Sales Price	\$1,220,000	-17.1%	\$1,472,500	28.4%	\$950,000
Number of Sales	7	16.7%	6	133.3%	3
Days on Market (From Last List Date)	79	-15.1%	93	11.3%	71
Listing Discount (From Last List Price)	9.1%		1.8%		0.5%
Listing Inventory (Active)	11	-8.3%	12	-15.4%	13

Single-family price trend indicators showed mixed results as sales fell at a faster rate than inventory. Condo marketing time and negotiability expanded along with the number of sales.