

ELLIMAN

REPORT

4Q 2016

MALIBU/ MALIBU BEACH SALES

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

“ Year over year housing price trends were generally mixed as inventory edged higher. ”

Malibu Market Matrix (Single Family)	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$3,337,234	4.7%	\$3,186,090	-0.8%	\$3,364,954
Average Price per Sq Ft	\$991	10.4%	\$898	-1.0%	\$1,001
Median Sales Price	\$2,410,000	0.4%	\$2,400,000	4.3%	\$2,310,000
Number of Sales (Closed)	32	-37.3%	51	-34.7%	49
Days on Market (From Last List Date)	151	4.1%	145	6.3%	142
Malibu Market Matrix (Condo)	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$660,000	-57.1%	\$1,539,679	-13.3%	\$761,599
Average Price per Sq Ft	\$499	-38.7%	\$814	-19.6%	\$621
Median Sales Price	\$660,000	-50.3%	\$1,327,500	14.6%	\$576,000
Number of Sales	2	-85.7%	14	-71.4%	7
Days on Market (From Last List Date)	80	0.0%	80	-24.5%	106

The median sales price of a Malibu single family increased 4.3% to \$2,410,000 from the year ago quarter. Malibu condo median sales price rose 14.6% to \$660,000 over the same period.

Malibu Beach Market Matrix (Single Family)	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$7,915,375	0.9%	\$7,843,376	16.9%	\$6,769,470
Average Price per Sq Ft	\$2,399	13.3%	\$2,118	8.6%	\$2,210
Median Sales Price	\$5,550,000	2.8%	\$5,400,000	-9.8%	\$6,150,000
Number of Sales (Closed)	6	-68.4%	19	-53.8%	13
Days on Market (From Last List Date)	238	58.7%	150	29.3%	184
Malibu Beach Market Matrix (Condo)	4Q-2016	%Δ (QTR)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$787,000	-24.1%	\$1,037,250	-31.9%	\$1,156,250
Average Price per Sq Ft	\$798	-26.2%	\$1,081	-17.0%	\$961
Median Sales Price	\$787,000	5.4%	\$747,000	-21.7%	\$1,005,000
Number of Sales	1	-75.0%	4	-75.0%	4
Days on Market (From Last List Date)	262	-20.4%	329	539.0%	41

Malibu Beach single family median sales price declined 9.8% to \$5,550,000 and sales fell to 6 from 13 respectively from the year ago quarter. Malibu Beach condo median sales price of \$787,000 was skewed lower by the 18% decline in average square footage to 986 over the same period.