

ELLIMAN

REPORT

Q3 2018
MALIBU/
MALIBU BEACH SALES

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

“Sales showed stability or growth across property types.”

Malibu Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$3,298,735	2.2%	\$3,228,166	-11.9%	\$3,742,713
Average Price per Sq Ft	\$1,113	23.7%	\$900	9.7%	\$1,015
Median Sales Price	\$2,655,000	1.8%	\$2,608,000	-11.5%	\$3,000,000
Number of Sales (Closed)	54	-8.5%	59	0.0%	54
Days on Market (From Last List Date)	89	6.0%	84	-40.3%	149
Listing Discount (From Last List Price)	5.6%		6.9%		7.4%
Listing Inventory (Active)	178	-5.3%	188	15.6%	154
Malibu Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$903,423	11.3%	\$811,750	-3.0%	\$931,722
Average Price per Sq Ft	\$516	8.4%	\$476	-28.0%	\$717
Median Sales Price	\$831,000	13.8%	\$730,000	17.0%	\$710,000
Number of Sales	13	30.0%	10	44.4%	9
Days on Market (From Last List Date)	84	-18.4%	103	55.6%	54
Listing Discount (From Last List Price)	4.0%		-4.6%		3.2%
Listing Inventory (Active)	30	20.0%	25	7.1%	28

Single-family average price per square foot rose 9.7% to \$1,113 and condo average price per square foot fell 28% to \$516 respectively from the year-ago quarter.

Malibu Beach Market Matrix (Single Family)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$7,104,386	-56.3%	\$16,258,975	-32.6%	\$10,537,500
Average Price per Sq Ft	\$2,381	-49.4%	\$4,708	-4.5%	\$2,493
Median Sales Price	\$4,200,000	-57.4%	\$9,862,250	-44.0%	\$7,500,000
Number of Sales (Closed)	22	10.0%	20	83.3%	12
Days on Market (From Last List Date)	120	-31.4%	175	-32.6%	178
Listing Discount (From Last List Price)	10.6%		9.0%		11.4%
Listing Inventory (Active)	56	-18.8%	69	-12.5%	64
Malibu Beach Market Matrix (Condo)	Q3-2018	%Δ (QTR)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$2,191,654	80.1%	\$1,216,929	142.2%	\$905,000
Average Price per Sq Ft	\$1,545	51.0%	\$1,023	25.6%	\$1,230
Median Sales Price	\$1,296,500	22.9%	\$1,055,000	74.6%	\$742,500
Number of Sales	13	-38.1%	21	225.0%	4
Days on Market (From Last List Date)	109	19.8%	91	-36.3%	171
Listing Discount (From Last List Price)	5.8%		6.4%		2.3%
Listing Inventory (Active)	13	-23.5%	17	62.5%	8

Single-family average price per square foot slid 4.5% to \$2,381 and condo average price per square foot fell jumped 25.6% to \$1,545 respectively from the year-ago quarter.