

ELLIMAN REPORT

Q4 2018
MALIBU/
MALIBU BEACH SALES

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

“ In light of the end of the year wildfires, it was expected that sales activity would slow. ”

| Malibu Market Matrix (Single Family) | Q4-2018 | %Δ (QTR) | Q3-2018 | %Δ (YR) | Q4-2017 |
|---|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$3,148,574 | -4.6% | \$3,298,735 | 10.5% | \$2,849,268 |
| Average Price per Sq Ft | \$1,025 | -7.9% | \$1,113 | 18.0% | \$869 |
| Median Sales Price | \$2,675,000 | 0.8% | \$2,655,000 | 13.1% | \$2,365,000 |
| Number of Sales (Closed) | 25 | -53.7% | 54 | -39.0% | 41 |
| Days on Market (From Last List Date) | 133 | 49.4% | 89 | 47.8% | 90 |
| Listing Discount (From Last List Price) | 8.2% | | 5.6% | | 3.3% |
| Listing Inventory (Active) | 119 | -33.1% | 178 | -9.2% | 131 |
| Malibu Market Matrix (Condo) | Q4-2018 | %Δ (QTR) | Q3-2018 | %Δ (YR) | Q4-2017 |
| Average Sales Price | \$1,166,375 | 29.1% | \$903,423 | -16.2% | \$1,391,555 |
| Average Price per Sq Ft | \$687 | 33.1% | \$516 | -8.8% | \$753 |
| Median Sales Price | \$1,090,000 | 31.2% | \$831,000 | 0.0% | \$1,090,000 |
| Number of Sales | 8 | -38.5% | 13 | -57.9% | 19 |
| Days on Market (From Last List Date) | 56 | -33.3% | 84 | -41.7% | 96 |
| Listing Discount (From Last List Price) | 1.6% | | 4.0% | | 3.2% |
| Listing Inventory (Active) | 26 | -13.3% | 30 | 73.3% | 15 |

Single-family price trend indicators increased, and marketing time expanded. Condo median sales price showed stability despite the surge in listing inventory.

| Malibu Beach Market Matrix (Single Family) | Q4-2018 | %Δ (QTR) | Q3-2018 | %Δ (YR) | Q4-2017 |
|--|-------------|----------|-------------|---------|-------------|
| Average Sales Price | \$6,602,441 | -7.1% | \$7,104,386 | -22.5% | \$8,521,091 |
| Average Price per Sq Ft | \$2,008 | -15.7% | \$2,381 | -9.7% | \$2,223 |
| Median Sales Price | \$4,900,000 | 16.7% | \$4,200,000 | -4.4% | \$5,125,000 |
| Number of Sales (Closed) | 17 | -22.7% | 22 | 54.5% | 11 |
| Days on Market (From Last List Date) | 263 | 119.2% | 120 | 86.5% | 141 |
| Listing Discount (From Last List Price) | 5.9% | | 10.6% | | 8.5% |
| Listing Inventory (Active) | 40 | -28.6% | 56 | -29.8% | 57 |
| Malibu Beach Market Matrix (Condo) | Q4-2018 | %Δ (QTR) | Q3-2018 | %Δ (YR) | Q4-2017 |
| Average Sales Price | \$1,703,750 | -22.3% | \$2,191,654 | -47.7% | \$3,257,000 |
| Average Price per Sq Ft | \$1,450 | -6.1% | \$1,545 | -41.6% | \$2,481 |
| Median Sales Price | \$1,472,500 | 13.6% | \$1,296,500 | 46.5% | \$1,005,000 |
| Number of Sales | 6 | -53.8% | 13 | -14.3% | 7 |
| Days on Market (From Last List Date) | 93 | -14.7% | 109 | -10.6% | 104 |
| Listing Discount (From Last List Price) | 1.8% | | 5.8% | | 4.3% |
| Listing Inventory (Active) | 12 | -7.7% | 13 | 33.3% | 9 |

Sales of single-family continued to surge as inventory fell, accelerating the pace of the market. Despite the decline in sales, marketing time and negotiability tightened.