

ELLI MAN REPORT

Q4 2018

MALIBU/ MALIBU BEACH SALES

Quarterly Survey of Malibu/
Malibu Beach Residential Sales

MALIBU DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Average Price per Sq Ft

18.0%

SALES

Closed Sales

39.0%

INVENTORY

Total Inventory

9.2%

MARKETING TIME

Days on Market

43 days

CONDO

PRICES

Average Price per Sq Ft

8.8%

SALES

Closed Sales

57.9%

INVENTORY

Total Inventory

73.3%

MARKETING TIME

Days on Market

40 days

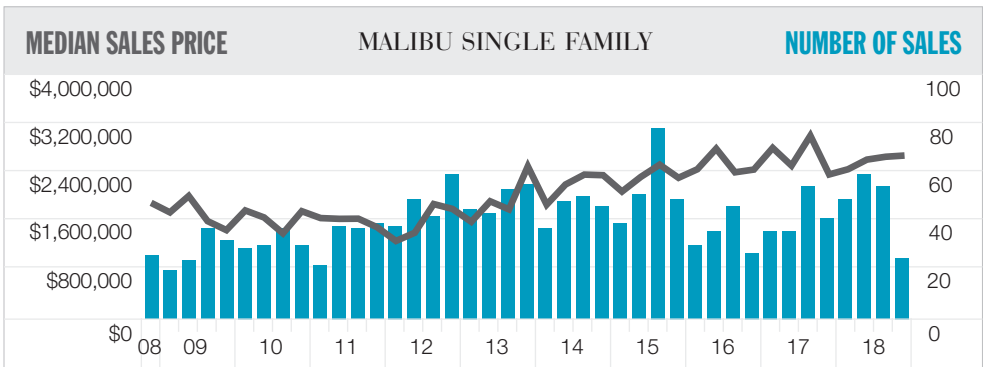
Single Family

- Number of sales declined sharply as the wildfires likely played a role
- Price trend indicators increased, and marketing time expanded

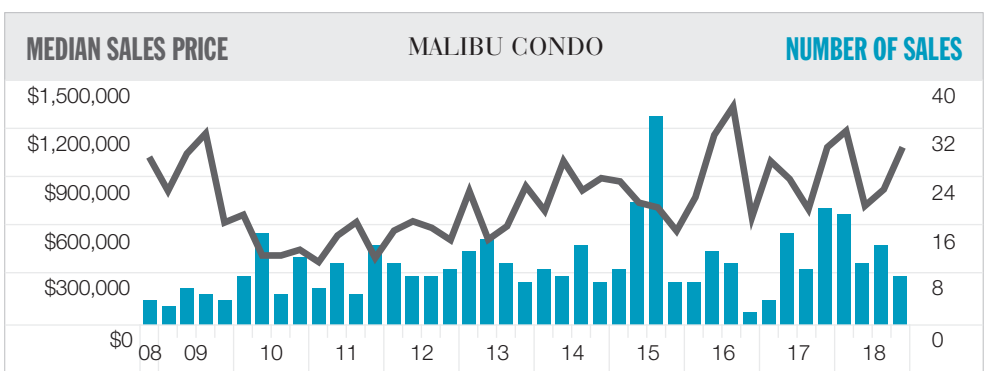
Condo

- Median sales price showed stability despite surge in listing inventory
- Price trend indicators continued to show mixed results as marketing time fell

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
Months of Supply	14.3	44.4%	9.9	49.0%	9.6
Average Square Feet (Closed)	3,072	3.6%	2,964	-6.3%	3,279



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 (Closed)	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
Months of Supply	9.8	42.0%	6.9	308.3%	2.4
Average Square Feet (Closed)	1,698	-3.0%	1,751	-8.1%	1,848



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

MALIBU BEACH DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Average Price per Sq Ft

9.7%

SALES

Closed Sales

54.5%

INVENTORY

Total Inventory

29.8%

MARKETING TIME

Days on Market

122 days

CONDO

PRICES

Average Price per Sq Ft

41.6%

SALES

Closed Sales

14.3%

INVENTORY

Total Inventory

33.3%

MARKETING TIME

Days on Market

11 days

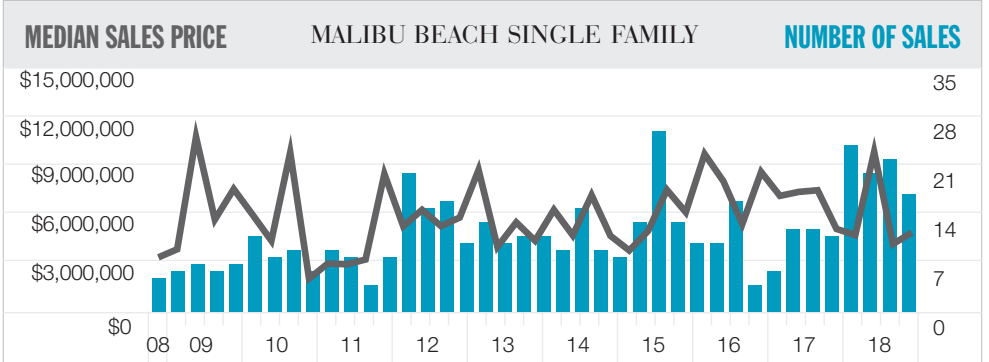
Single Family

- Average sales size again declined year over year, skewing price trends lower
- Sales continued to surge as inventory fell, accelerating the pace of the market

Condo

- Price trend indicators showed mixed results as sales declined
- Marketing time and negotiability tightened

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
Months of Supply	7.1	-6.6%	7.6	-54.2%	15.5
Average Square Feet (Closed)	3,288	10.2%	2,984	-14.2%	3,833



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 (Closed)	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
Months of Supply	6.0	100.0%	3.0	53.8%	3.9
Average Square Feet (Closed)	1,175	-17.2%	1,419	-10.5%	1,313

