

ELLIMAN

REPORT

Q2
2018
**MALIBU/
MALIBU BEACH SALES**

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

“Across the region there were larger single-family sales and more condos.”

Malibu Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$3,228,166	-4.3%	\$3,371,704	-11.6%	\$3,653,097
Average Price per Sq Ft	\$900	-11.4%	\$1,016	-24.6%	\$1,193
Median Sales Price	\$2,608,000	6.4%	\$2,450,000	3.9%	\$2,509,750
Number of Sales (Closed)	59	20.4%	49	63.9%	36
Days on Market (From Last List Date)	84	-30.0%	120	-28.8%	118
Listing Discount (From Last List Price)	6.9%		6.1%		10.6%
Listing Inventory (Active)	188	28.8%	146	16.0%	162
Malibu Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$811,750	-25.2%	\$1,084,586	-9.9%	\$900,567
Average Price per Sq Ft	\$476	-23.7%	\$624	-22.7%	\$616
Median Sales Price	\$730,000	-38.7%	\$1,190,000	-18.4%	\$895,000
Number of Sales	10	-44.4%	18	-33.3%	15
Days on Market (From Last List Date)	103	98.1%	52	157.5%	40
Listing Discount (From Last List Price)	-4.6%		3.2%		2.9%
Listing Inventory (Active)	25	13.6%	22	13.6%	22

Single family sales surged 63.9% to 59 as condo sales declined 33.3% to 10 respectively from the prior year quarter.

Malibu Beach Market Matrix (Single Family)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$16,258,975	54.8%	\$10,505,667	93.3%	\$8,409,958
Average Price per Sq Ft	\$4,708	41.9%	\$3,317	96.6%	\$2,395
Median Sales Price	\$9,862,250	107.6%	\$4,750,000	33.3%	\$7,400,000
Number of Sales (Closed)	20	-16.7%	24	66.7%	12
Days on Market (From Last List Date)	175	0.6%	174	73.3%	101
Listing Discount (From Last List Price)	9.0%		17.2%		6.5%
Listing Inventory (Active)	69	11.3%	62	-1.4%	70
Malibu Beach Market Matrix (Condo)	Q2-2018	%Δ (QTR)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,216,929	21.3%	\$1,003,333	-2.5%	\$1,248,429
Average Price per Sq Ft	\$1,023	18.4%	\$864	7.2%	\$954
Median Sales Price	\$1,055,000	11.1%	\$950,000	-0.4%	\$1,059,000
Number of Sales	21	600.0%	3	200.0%	7
Days on Market (From Last List Date)	91	28.2%	71	-34.5%	139
Listing Discount (From Last List Price)	6.4%		0.5%		3.2%
Listing Inventory (Active)	17	30.8%	13	70.0%	10

The number of single family sales jumped 66.7% to 20 and the number of condos tripled to 21 respectively from the year-ago quarter.