

ELLIMAN

REPORT

Q2 2017
MALIBU/
MALIBU BEACH SALES

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

“Malibu sales skewed to smaller properties as Malibu Beach sales moved higher.”

Malibu Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$3,653,097	10.0%	\$3,322,148	12.9%	\$3,234,722
Average Price per Sq Ft	\$1,193	18.1%	\$1,010	28.4%	\$929
Median Sales Price	\$2,509,750	-10.4%	\$2,799,500	-10.0%	\$2,787,500
Number of Sales (Closed)	36	0.0%	36	0.0%	36
Days on Market (From Last List Date)	117	-17.0%	141	20.6%	97
Listing Discount (From Last List Price)	10.6%		6.8%		4.3%
Listing Inventory (Active)	162	0.0%	162	-11.0%	182
Malibu Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$900,567	-14.0%	\$1,046,928	-44.8%	\$1,630,167
Average Price per Sq Ft	\$616	14.9%	\$536	-24.0%	\$811
Median Sales Price	\$895,000	-10.8%	\$1,003,856	-23.2%	\$1,165,000
Number of Sales	15	275.0%	4	25.0%	12
Days on Market (From Last List Date)	40	-49.4%	79	-47.4%	76
Listing Discount (From Last List Price)	2.9%		0.9%		6.6%
Listing Inventory (Active)	22	57.1%	14	46.7%	15

There were 36 single family sales, unchanged from the year ago quarter. Condo sales expanded to 15 from 12 over the same period.

Malibu Beach Market Matrix (Single Family)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$8,409,958	15.5%	\$7,283,167	1.3%	\$8,300,500
Average Price per Sq Ft	\$2,395	-24.5%	\$3,173	-23.6%	\$3,136
Median Sales Price	\$7,400,000	3.4%	\$7,157,500	-8.1%	\$8,050,000
Number of Sales (Closed)	12	100.0%	6	20.0%	10
Days on Market (From Last List Date)	101	-32.2%	149	-34.4%	154
Listing Discount (From Last List Price)	6.5%		5.7%		5.5%
Listing Inventory (Active)	70	12.9%	62	1.4%	69
Malibu Beach Market Matrix (Condo)	Q2-2017	%Δ (QTR)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,248,429	51.6%	\$823,333	-68.5%	\$3,963,750
Average Price per Sq Ft	\$954	30.0%	\$734	-59.8%	\$2,376
Median Sales Price	\$1,059,000	43.1%	\$740,000	-61.5%	\$2,750,000
Number of Sales	7	133.3%	3	75.0%	4
Days on Market (From Last List Date)	139	24.1%	112	-31.9%	204
Listing Discount (From Last List Price)	3.2%		9.0%		7.0%
Listing Inventory (Active)	10	0.0%	10	-9.1%	11

Single family sales expanded by 2 and condo sales increased by 3, respectively, from the prior year quarter in this very small submarket.