

# Elliman Report

**Q2-2022** Malibu, CA and Malibu Beach, CA Sales

## Malibu Single Family Dashboard

YEAR-OVER-YEAR

+ 11.7%

Prices Average Price Per Sq Ft

- 32.4%

Sales Closed Sales

- 17.3%

Inventory Total Inventory

+ 4 days

Marketing Time

Days on Market

- Median sales price increased annually for the eighth consecutive quarter to the second-highest on record
- Listing inventory fell year over year for the eighth straight quarter

## Malibu Condo Dashboard

YEAR-OVER-YEAR

+ 0.6%

Prices Average Price Per Sq Ft

- 53.3%

Sales Closed Sales

= 0.0%

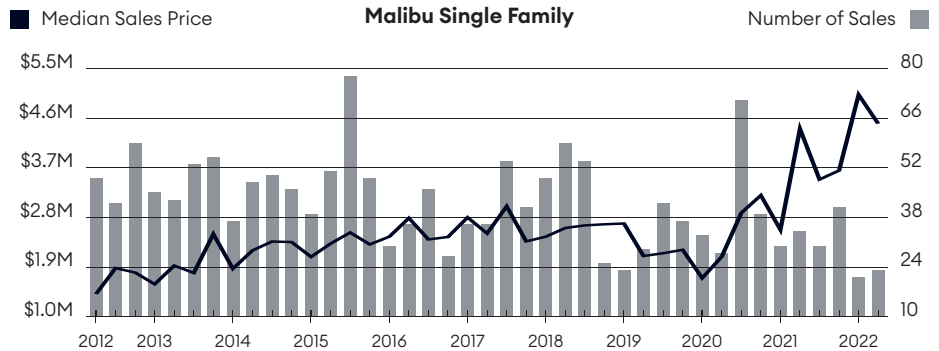
Inventory Total Inventory

- 34 days

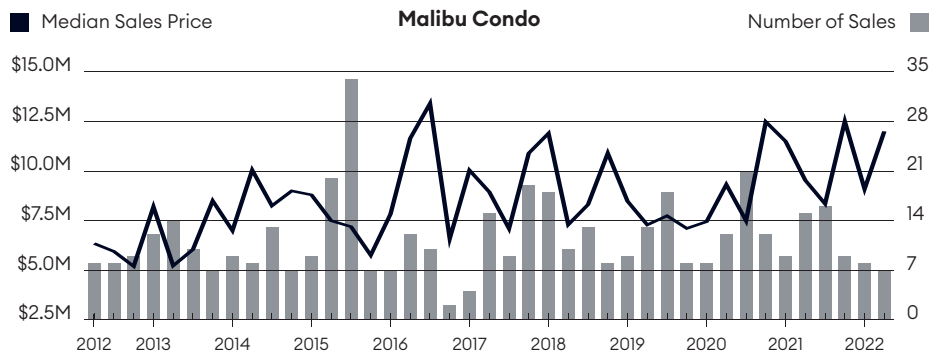
Marketing Time

Days on Market

- Median sales price increased annually for the sixth time in seven quarters
- Listing inventory hasn't expanded year over year in the past eight quarters



Malibu Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$5,124,286	-11.0%	\$5,758,530	-7.0%	\$5,511,992
Average Price Per Sq Ft	\$1,354	-2.5%	\$1,389	11.7%	\$1,212
Median Sales Price	\$4,500,000	-10.4%	\$5,025,000	2.1%	\$4,406,250
Number of Sales (Closed)	23	9.5%	21	-32.4%	34
Days on Market (From Last List Date)	77	-17.2%	93	5.5%	73
Listing Discount (From Last List Price)	0.4%		7.1%		7.2%
Listing Inventory	86	41.0%	61	-17.3%	104
Months of Supply	11.2	28.7%	8.7	21.7%	9.2
Average Square Feet	3,785	-8.7%	4,146	-16.8%	4,548



Malibu Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$1,253,714	6.7%	\$1,174,558	1.7%	\$1,232,367
Average Price Per Sq Ft	\$731	-14.6%	\$856	0.6%	\$727
Median Sales Price	\$1,200,000	31.9%	\$909,500	25.9%	\$953,500
Number of Sales (Closed)	7	-12.5%	8	-53.3%	15
Days on Market (From Last List Date)	16	6.7%	15	-68.0%	50
Listing Discount (From Last List Price)	-2.1%		0.5%		2.3%
Listing Inventory	12	33.3%	9	0.0%	12
Months of Supply	5.1	50.0%	3.4	112.5%	2.4
Average Square Feet	1,715	25.0%	1,372	1.2%	1,695



Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

- + 3.4%**  
Prices Average Price Per Sq Ft
- 42.9%**  
Sales Closed Sales
- 18.9%**  
Inventory Total Inventory
- + 29 days**  
Marketing Time Days on Market

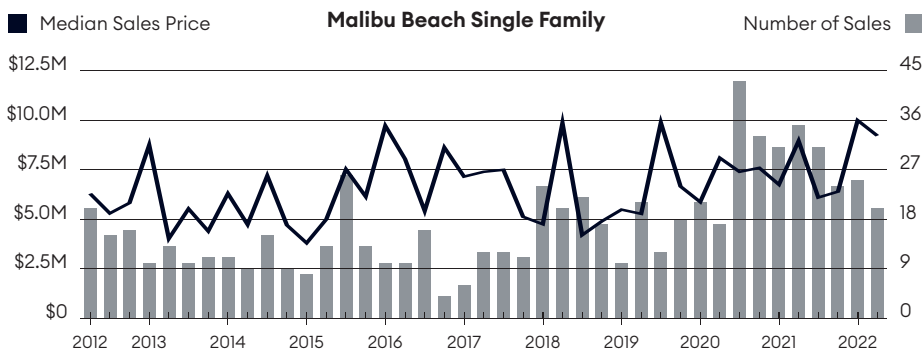
- Median sales price increased annually for the fifth time in seven quarters
- Listing inventory fell year over year for the tenth straight quarter

## Malibu Beach Condo Dashboard

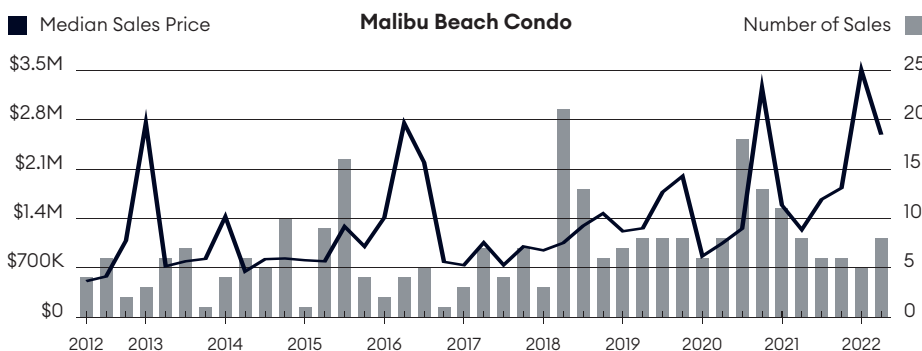
YEAR-OVER-YEAR

- + 76.6%**  
Prices Average Price Per Sq Ft
- = 0.0%**  
Sales Closed Sales
- 71.4%**  
Inventory Total Inventory
- 44 days**  
Marketing Time Days on Market

- Median sales price increased annually for the sixth time in seven quarters
- Listing inventory hasn't expanded year over year in the past nine quarters



Malibu Beach Single Family Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$10,936,668	-15.8%	\$12,983,834	-2.6%	\$11,232,625
Average Price Per Sq Ft	\$3,264	-4.3%	\$3,412	3.4%	\$3,157
Median Sales Price	\$9,221,760	-7.8%	\$10,000,000	2.9%	\$8,960,000
Number of Sales (Closed)	20	-20.0%	25	-42.9%	35
Days on Market (From Last List Date)	101	50.7%	67	40.3%	72
Listing Discount (From Last List Price)	4.1%		9.0%		8.0%
Listing Inventory	30	50.0%	20	-18.9%	37
Months of Supply	4.5	87.5%	2.4	40.6%	3.2
Average Square Feet	3,351	-11.9%	3,805	-5.8%	3,558



Malibu Beach Condo Matrix	Q2-2022	%Δ (QTR)	Q1-2022	%Δ (YR)	Q2-2021
Average Sales Price	\$2,605,250	-59.8%	\$6,485,000	75.8%	\$1,481,531
Average Price Per Sq Ft	\$2,322	-25.6%	\$3,123	76.6%	\$1,315
Median Sales Price	\$2,587,500	-26.1%	\$3,500,000	108.3%	\$1,242,300
Number of Sales (Closed)	8	60.0%	5	0.0%	8
Days on Market (From Last List Date)	19	-73.2%	71	-69.8%	63
Listing Discount (From Last List Price)	0.7%		8.5%		-0.7%
Listing Inventory	2	-50.0%	4	-71.4%	7
Months of Supply	0.8	-66.7%	2.4	-69.2%	2.6
Average Square Feet	1,122	-46.0%	2,077	-0.4%	1,127

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
150 S. El Camino Drive, Beverly Hills, CA 90212  
310.595.3888 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)