# Elliman Report Q2-2022 Malibu, CA and Malibu Beach, CA Sales

### Malibu Single Family

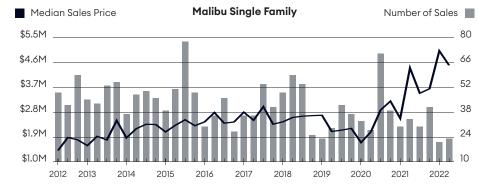
Dashboard year-over-year

- + 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

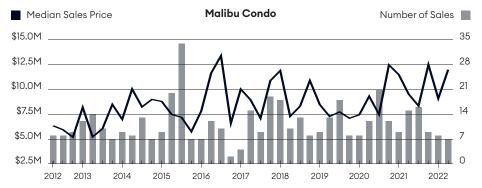
## Malibu Condo

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	$\Delta$ (QTR)	Q1-2022	% $\Delta$ (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	% $\Delta$ (QTR)	Q1-2022	%∆ (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

DouglasElliman

### 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

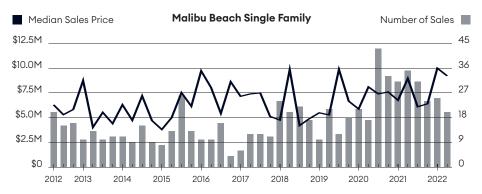
#### Malibu Beach Condo

Dashboard year-over-year

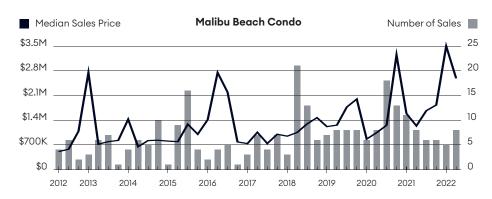
- + 76.6% Prices Average Price Per Sq Ft
- = 0.0% Sales Closed Sales

- 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	$\Delta$ (QTR)	Q1-2022	%∆ (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	%∆ (qtr)	Q1-2022	%∆ (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 Methodology: millersamuel.com/research-reports/methodology

#### Douglas Elliman Real Estate

150 S. El Camino Drive, Beverly Hills, CA 90212 310.595.3888 • elliman.com Miller Samuel Real Estate Appraisers & Consultants 21 West 38<sup>th</sup> Street, New York, NY 10018 212.768.8100 • millersamuel.com

© 2022 DOUGLAS ELLIMAN REAL ESTATE AND MILLER SAMUEL REAL ESTATE APPRAISERS & CONSULTANTS. ALL WORLDWIDE RIGHTS RESERVED. ALL MATERIAL PRESENTED HEREIN IS INTENDED FOR INFORMATION PURPOSES ONLY. WHILE, THIS INFORMATION IS BELIEVED TO BE CORRECT. IT IS REPRESENTED SUBJECT TO ERRORS, OMISSIONS, CHANGES OR WITHDRAWAL WITHOUT NOTICE. ALL PROPERTY INFORMATION, INCLUDING, BUT NOT LUMITED TO SQUARE FOOTAGE, ROOM COUNT, NUMBER OF BEDROOMS AND THE SCHOOL DISTRICT IN PROPERTY LISTINGS SHOULD BE VENIFED BY YOUR OWN ATTORNEY, ARCHITECT OR ZONING EXPERT. IF YOUR PROPERTY IS CURRENTLY LISTED WITH ANOTHER REAL ESTATE BROKER, PLEASE DISREGARD THIS OFFER. IT IS NOT OUR INTERTION TO SOLICIT THE OFFERINGS OF OTHER REAL ESTATE BROKERS. WE COOPERATE WITH IHEM FULLY. EQUAL HOUSING OPPORTUNITY. **@**