

Elliman Report

Q3-2022 Malibu, CA and Malibu Beach, CA Sales

Malibu Single Family Dashboard

YEAR-OVER-YEAR

+ 17.0%

Prices Average Price Per Sq Ft

- 60.0%

Sales Closed Sales

- 32.4%

Inventory Total Inventory

+ 8 days

Marketing Time

Days on Market

- Listing inventory fell year over year for the ninth straight quarter
- Median sales price jumped annually for the ninth consecutive quarter

Malibu Condo Dashboard

YEAR-OVER-YEAR

- 3.4%

Prices Average Price Per Sq Ft

- 50.0%

Sales Closed Sales

+ 220.0%

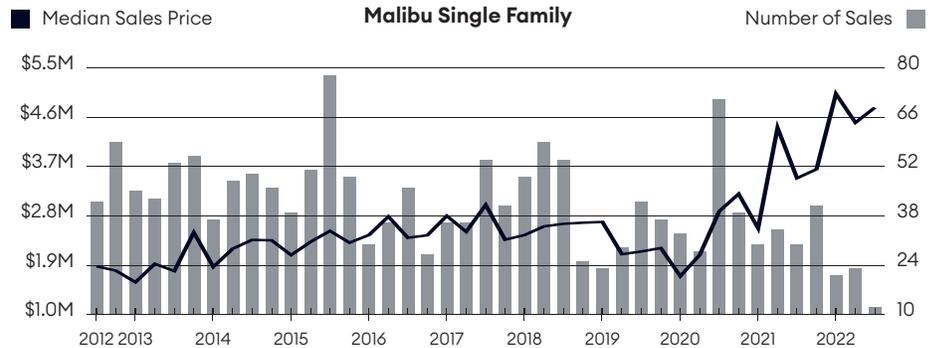
Inventory Total Inventory

+ 30 days

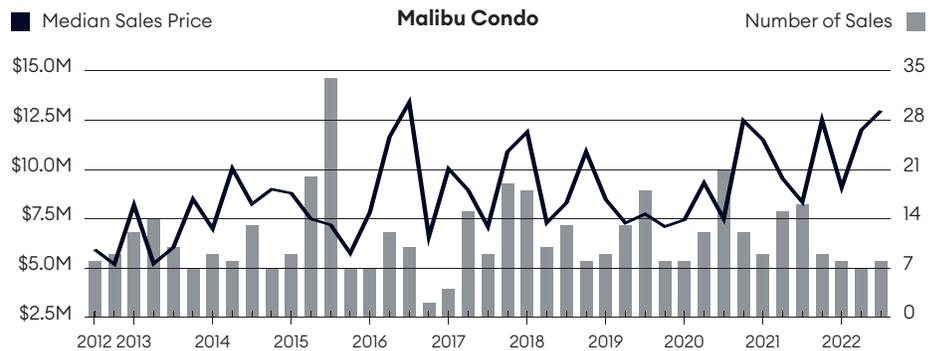
Marketing Time

Days on Market

- Listing inventory rose annually for the first time in nine quarters
- Median sales price jumped year over year for the second straight quarter



Malibu Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$5,152,000	0.5%	\$5,124,286	15.0%	\$4,478,964
Average Price Per Sq Ft	\$1,317	-2.7%	\$1,354	17.0%	\$1,126
Median Sales Price	\$4,775,000	6.1%	\$4,500,000	36.9%	\$3,487,500
Number of Sales (Closed)	12	-47.8%	23	-60.0%	30
Days on Market (From Last List Date)	80	3.9%	77	11.1%	72
Listing Discount (From Last List Price)	4.3%		0.4%		6.9%
Listing Inventory	71	-17.4%	86	-32.4%	105
Months of Supply	17.8	58.9%	11.2	69.5%	10.5
Average Square Feet	3,912	3.4%	3,785	-1.7%	3,978



Malibu Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,402,500	11.9%	\$1,253,714	33.8%	\$1,047,844
Average Price Per Sq Ft	\$762	4.2%	\$731	-3.4%	\$789
Median Sales Price	\$1,297,500	8.1%	\$1,200,000	55.4%	\$835,000
Number of Sales (Closed)	8	14.3%	7	-50.0%	16
Days on Market (From Last List Date)	47	193.8%	16	176.5%	17
Listing Discount (From Last List Price)	2.2%		-2.1%		1.7%
Listing Inventory	16	33.3%	12	220.0%	5
Months of Supply	6.0	17.6%	5.1	566.7%	0.9
Average Square Feet	1,841	7.3%	1,715	38.6%	1,328



Malibu Beach Single Family Dashboard

YEAR-OVER-YEAR

+ 40.1%
Prices Average Price Per Sq Ft

- 61.3%
Sales Closed Sales

+ 34.5%
Inventory Total Inventory

- 51 days
Marketing Time Days on Market

- Median sales price jumped year over year for the third straight quarter
- Listing inventory jumped year over year for the first time in twelve quarters

Malibu Beach Condo Dashboard

YEAR-OVER-YEAR

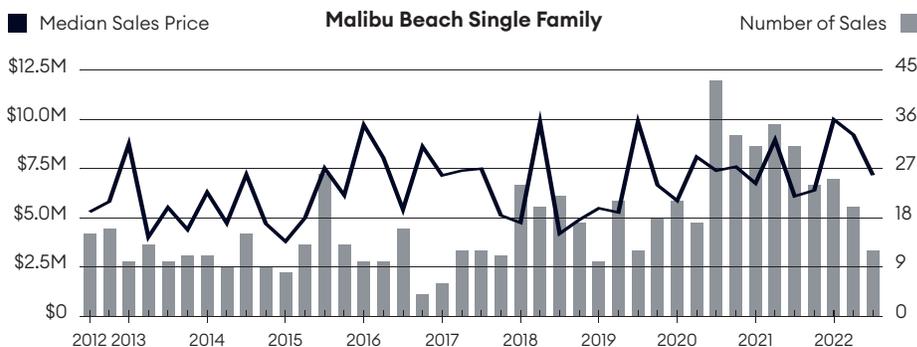
- 9.3%
Prices Average Price Per Sq Ft

- 83.3%
Sales Closed Sales

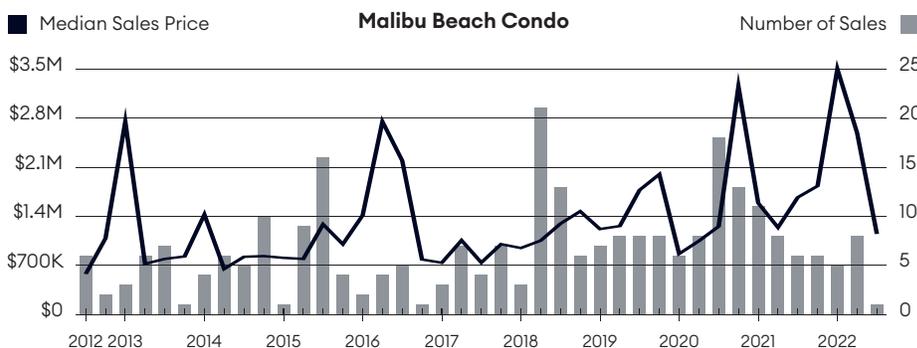
+ 100.0%
Inventory Total Inventory

- 67 days
Marketing Time Days on Market

- Median sales price fell annually for the first time in three quarters
- Listing inventory jumped year over year for the first time in ten quarters



Malibu Beach Single Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$8,885,417	-18.8%	\$10,936,668	-10.9%	\$9,976,029
Average Price Per Sq Ft	\$3,395	4.0%	\$3,264	40.1%	\$2,423
Median Sales Price	\$7,167,500	-22.3%	\$9,221,760	17.5%	\$6,100,000
Number of Sales (Closed)	12	-40.0%	20	-61.3%	31
Days on Market (From Last List Date)	43	-57.4%	101	-54.3%	94
Listing Discount (From Last List Price)	-0.2%		4.1%		11.2%
Listing Inventory	39	30.0%	30	34.5%	29
Months of Supply	9.8	117.8%	4.5	250.0%	2.8
Average Square Feet	2,617	-21.9%	3,351	-36.4%	4,117



Malibu Beach Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,150,000	-55.9%	\$2,605,250	-45.2%	\$2,097,975
Average Price Per Sq Ft	\$1,463	-37.0%	\$2,322	-9.3%	\$1,613
Median Sales Price	\$1,150,000	-55.6%	\$2,587,500	-31.2%	\$1,671,425
Number of Sales (Closed)	1	-87.5%	8	-83.3%	6
Days on Market (From Last List Date)	3	-84.2%	19	-95.7%	70
Listing Discount (From Last List Price)	4.2%		0.7%		1.9%
Listing Inventory	4	100.0%	2	100.0%	2
Months of Supply	12.0	1400.0%	0.8	1100.0%	1.0
Average Square Feet	786	-29.9%	1,122	-39.6%	1,301

Questions or comments? Email report author Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

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