

ELLI MAN

REPORT

4Q 2016

MALIBU/ MALIBU BEACH SALES

Quarterly Survey of Malibu/
Malibu Beach Residential Sales

MALIBU DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

4.3%

SALES

Closed Sales

34.7%

INVENTORY

Total Inventory

5.1%

MARKETING TIME

Days on Market

9 days

CONDO

PRICES

Median Sales Price

14.6%

SALES

Closed Sales

71.4%

INVENTORY

Total Inventory

14.3%

MARKETING TIME

Days on Market

26 days

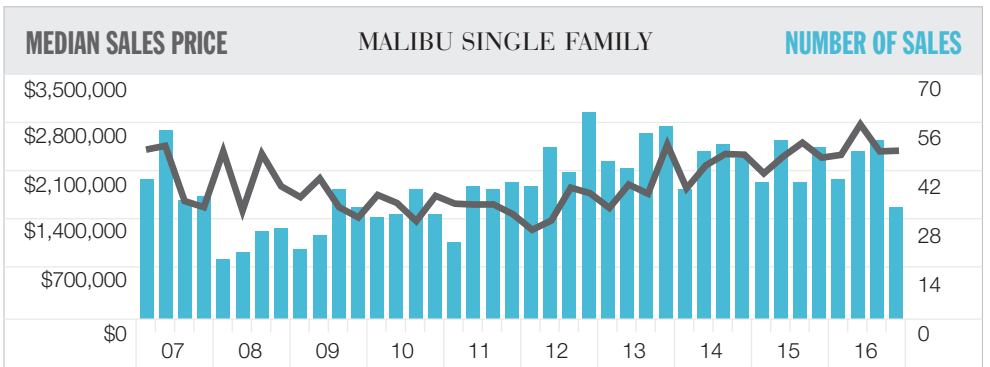
Single Family

- Price trend indicators were mixed as sales declined
- Listing inventory edged higher as marketing time expanded

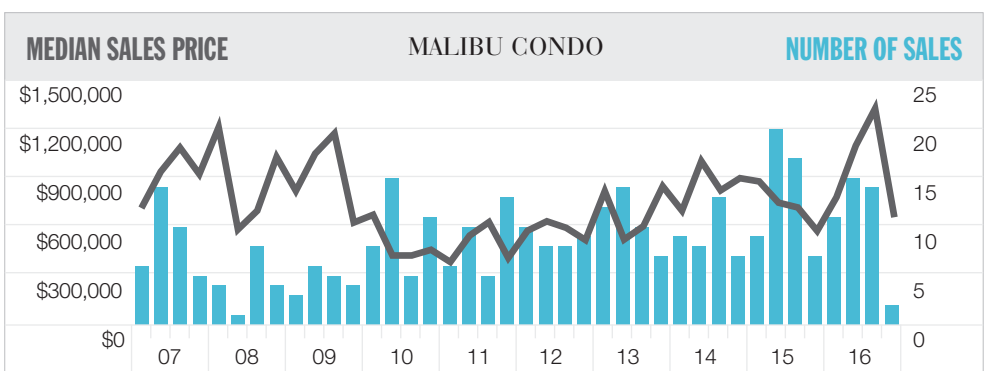
Condo

- Price trend indicators were mixed as sales declined
- Faster marketing time and more inventory

Malibu Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$3,337,234	4.7%	\$3,186,090	-0.8%	\$3,364,954
Average Price Per Sq Ft	\$991	10.4%	\$898	-1.0%	\$1,001
Median Sales Price	\$2,410,000	0.4%	\$2,400,000	4.3%	\$2,310,000
Number of Sales (Closed)	32	-37.3%	51	-34.7%	49
Days on Market (From Last List Date)	151	4.1%	145	6.3%	142
Listing Discount (From Last List Price)	5.3%		6.9%		6.6%
Listing Inventory (Active)	144	-18.2%	176	5.1%	137
Absorption Period (Months)	13.5	29.8%	10.4	60.7%	8.4
Average Square Feet (Closed)	3,367	-5.1%	3,548	0.1%	3,362



Malibu Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$660,000	-57.1%	\$1,539,679	-13.3%	\$761,599
Average Price Per Sq Ft	\$499	-38.7%	\$814	-19.6%	\$621
Median Sales Price	\$660,000	-50.3%	\$1,327,500	14.6%	\$576,000
Number of Sales (Closed)	2	-85.7%	14	-71.4%	7
Days on Market (From Last List Date)	80	0.0%	80	-24.5%	106
Listing Discount (From Last List Price)	3.5%		3.1%		3.7%
Listing Inventory (Active)	16	14.3%	14	14.3%	14
Absorption Period (Months)	24.0	700.0%	3.0	300.0%	6.0
Average Square Feet (Closed)	1,323	-30.0%	1,891	7.9%	1,226



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

MALIBU BEACH DASHBOARD

year-over-year

SINGLE FAMILY

PRICES

Median Sales Price

9.8%

SALES

Closed Sales

53.8%

INVENTORY

Total Inventory

5.8%

MARKETING TIME

Days on Market

54 days

CONDO

PRICES

Median Sales Price

21.7%

SALES

Closed Sales

75.0%

INVENTORY

Total Inventory

20.0%

MARKETING TIME

Days on Market

221 days

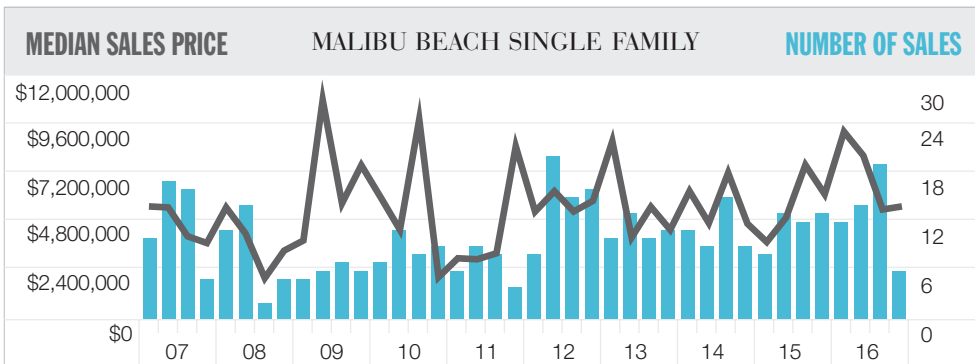
Single Family

- Price trend indicators were mixed as sales declined
- Listing inventory edged higher as marketing time expanded

Condo

- Price trend indicators and sales declined
- Expanded marketing time and more inventory

Malibu Beach Market Matrix (Single Family)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$7,915,375	0.9%	\$7,843,376	16.9%	\$6,769,470
Average Price Per Sq Ft	\$2,399	13.3%	\$2,118	8.6%	\$2,210
Median Sales Price	\$5,550,000	2.8%	\$5,400,000	-9.8%	\$6,150,000
Number of Sales (Closed)	6	-68.4%	19	-53.8%	13
Days on Market (From Last List Date)	238	58.7%	150	29.3%	184
Listing Discount (From Last List Price)	8.8%		8.4%		12.2%
Listing Inventory (Active)	55	-17.9%	67	5.8%	52
Absorption Period (Months)	27.5	159.4%	10.6	129.2%	12.0
Average Square Feet (Closed)	3,300	-10.9%	3,703	7.7%	3,063



Malibu Beach Market Matrix (Condo)	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$787,000	-24.1%	\$1,037,250	-31.9%	\$1,156,250
Average Price Per Sq Ft	\$798	-26.2%	\$1,081	-17.0%	\$961
Median Sales Price	\$787,000	5.4%	\$747,000	-21.7%	\$1,005,000
Number of Sales (Closed)	1	-75.0%	4	-75.0%	4
Days on Market (From Last List Date)	262	-20.4%	329	539.0%	41
Listing Discount (From Last List Price)	1.5%		3.6%		2.4%
Listing Inventory (Active)	12	9.1%	11	20.0%	10
Absorption Period (Months)	36.0	333.7%	8.3	380.0%	7.5
Average Square Feet (Closed)	986	2.7%	960	-18.0%	1,203

