

MLS Area: Malibu Beach

Agent Name

Title
Phone
Website
Other



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

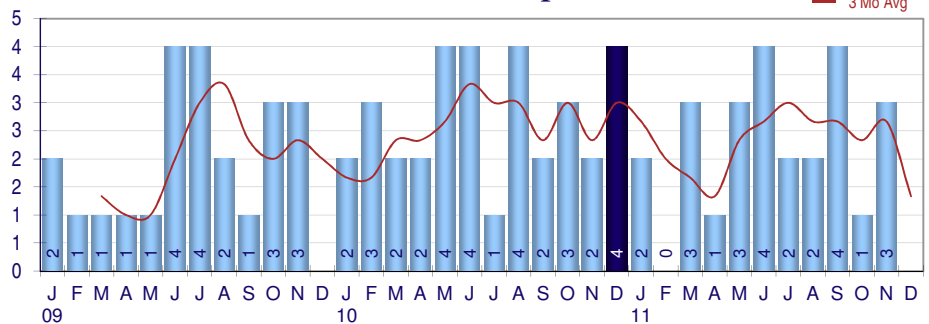
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$6,950,000	-10%		-8%				
Average List Price of all Current Listings	\$9,395,000	-18%		-20%				
December Median Sales Price	\$0	-100%	-100%	-100%	-100%	\$3,500,000	-15%	-13%
December Average Sales Price	\$0	-100%	-100%	-100%	-100%	\$5,130,380	-14%	-11%
Total Properties Currently for Sale (Inventory)	77	-16%		4%				
December Number of Properties Sold	0	-100%		-100%		25	-24%	
December Average Days on Market (Solds)	0	-100%	-100%	-100%	-100%	260	1%	0%
Asking Price per Square Foot (based on New Listings)	\$1,711	-15%	-32%	-49%	-34%	\$2,415	-11%	-7%
December Sold Price per Square Foot	\$0	-100%	-100%	-100%	-100%	\$1,690	-19%	-17%
December Month's Supply of Inventory	0.0	-100%	-100%	-100%	-100%	47.2	35%	35%
December Sale Price vs List Price Ratio	0.0%	####	####	####	####	87.9%	-2%	-0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

December Property sales were 0, down 100.0% from 4 in December of 2010 and 100.0% lower than the 3 sales last month. December 2011 sales were at their lowest level compared to December of 2010 and 2009. December YTD sales of 25 are running 24.2% behind last year's year-to-date sales of 33.

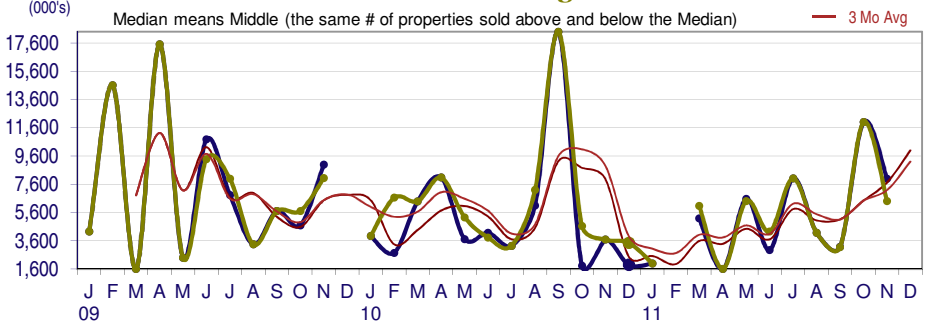
Number of Properties Sold



Prices

The Median Sales Price in December was \$0, down 100.0% from \$1,900,625 in December of 2010 and down 100.0% from \$8,000,000 last month. The Average Sales Price in December was \$0, down 100.0% from \$3,457,813 in December of 2010 and down 100.0% from \$6,413,333 last month. December 2011 ASP was at a mid range compared to December of 2010 and 2009.

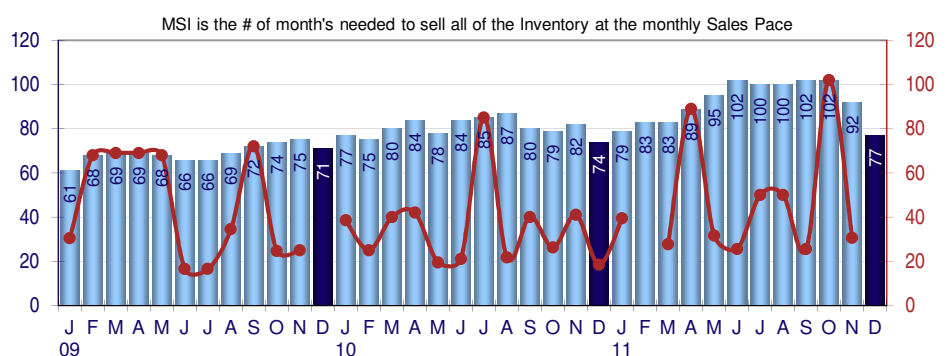
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 77, down 16.3% from 92 last month and up 4.1% from 74 in December of last year. December 2011 Inventory was at its highest level compared with December of 2010 and 2009.

Total Inventory & Month's Supply of Inventory (MSI)



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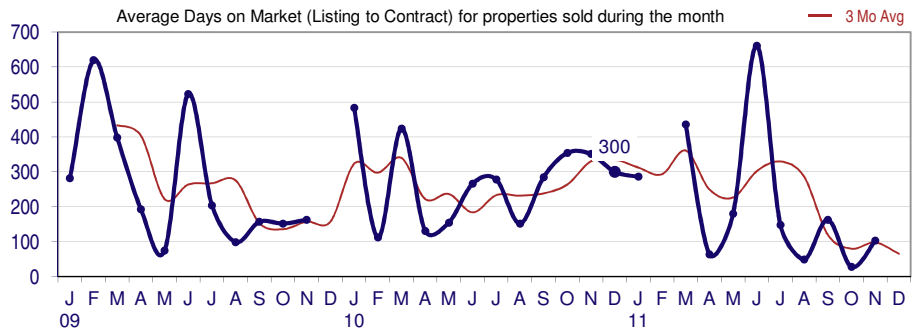
INTERNATIONAL REALTY

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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for December was 0, down 100.0% from 103 days last month and down 100.0% from 300 days in December of last year. The December 2011 DOM was at a mid level compared with December of 2010 and 2009.

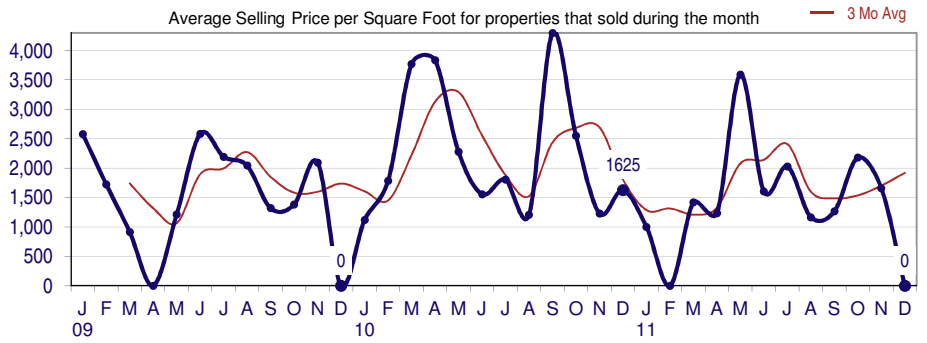
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The December 2011 Selling Price per Square Foot of \$0 was down 100.0% from \$1,658 last month and down 100.0% from 1,625 in December of last year.

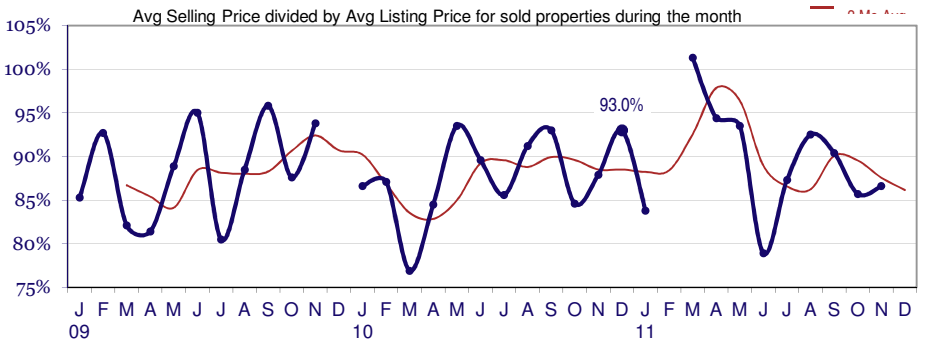
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2011 Selling Price vs Original List Price of 0.0% was down from 86.6% last month and down from 93.0% in December of last year.

Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in December 2011 was 3, down 40.0% from 5 last month and up 50.0% from 2 in December of last year.

Inventory / New Listings / Sales

