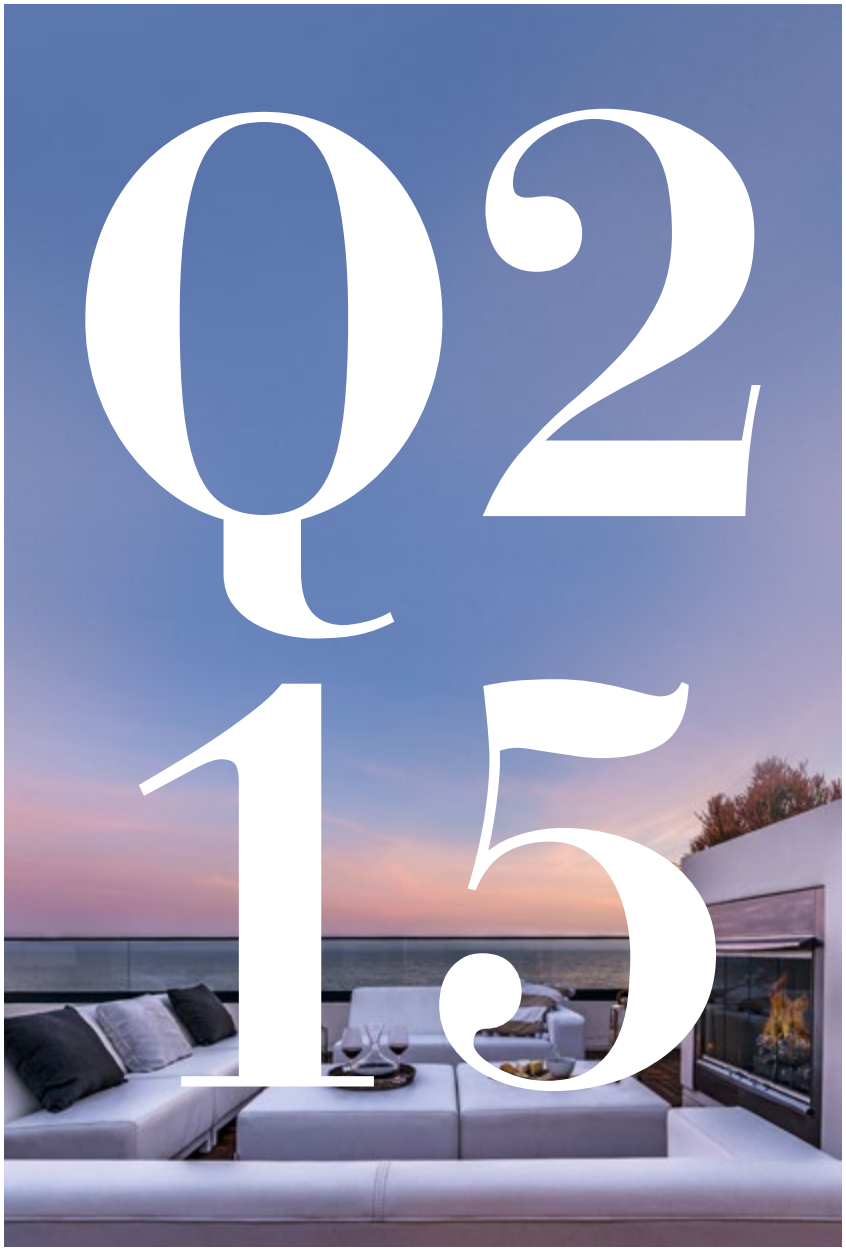


THE AGENCY REPORT

Q2 2015 LOS ANGELES PRIME RESIDENTIAL REPORT

THEAGENCY

savills

CORPORATE HEADQUARTERS

331 Foothill Rd, Suite 100
Beverly Hills, CA 90210

424.230.3700
Info@TheAgencyRE.com
TheAgencyRE.com

THE AGENCY

MAURICIO UMANSKY
Co-Founder. Chief Executive Officer

BILLY ROSE
Co-Founder. President/COO

RESEARCH & DEVELOPMENT

MORGAN BALL
Director

424.230.3748
Morgan@TheAgencyRE.com

CAMERON SELMER
Analyst

424.231.2412
CSelmer@TheAgencyRE.com

CREATIVE

HELEN TRUONG
Designer

KATRINA ZAWOJSKI
Writer

THE 2ND QUARTER

More volume. More value. And more broken records.

Real estate in LA's prime markets continued to appreciate in value during the second quarter, adding to what has already been a tremendous run in the market for luxury homes in the city's most desirable zip codes.

During Q2-15, 1,053 single-family residences traded hands, 12.0% more than the same quarter last year, ranking the highest number of transactions in the past decade. With an average price of $2.7 million, 5.6% greater than Q2-14, SFRs achieved the highest Q2 average price in 10 years. Perhaps most notably, values remained very strong, with an average PPSF recorded of $931/SF, a YoY increase of 7.5%, and the second highest value in a decade.

Condominiums followed suit. 983 transactions were recorded during the quarter, a 13.2% YoY increase and the greatest number of deals in LA's history. Average PPSF reached $618/SF in Q2-15, a 2.7% YoY increase, and the highest value in condos LA has ever seen.

To some, the meteoric rise in value of LA's prime real estate can be dismissed as cyclical. But, as we take a closer look at supply and demand dynamics in a market starved for new condo development and with extremely limited luxury SFR inventory, this current recognition of value brings us closer to reflecting the true scarcity of real estate in LA's best neighborhoods.

The Agency continued to assert itself as the clear leader in the highly coveted $20 Million+ home sales segment in Q2. Having represented 2 of the recorded 5 sales in the ultra-luxury category[1], our team has yet again proven themselves as the most resourceful and trustworthy in the industry for highly visible and complex transactions. Accolades to Agency founder and partner, Jeffrey Kohl who, during the quarter, led these two landmark deals. But The Agency's commitment has always been to all of our clients, and the devil, as they say, is in the detail in every transaction, large and small.

With both values and temperatures rising as we enter the summer months, we encourage all of our clients to engage in what can only be described as the most exciting real estate market in our fine City's history. And, as always, we are here to help to provide guidance and thoughtful leadership for all of your real estate needs.

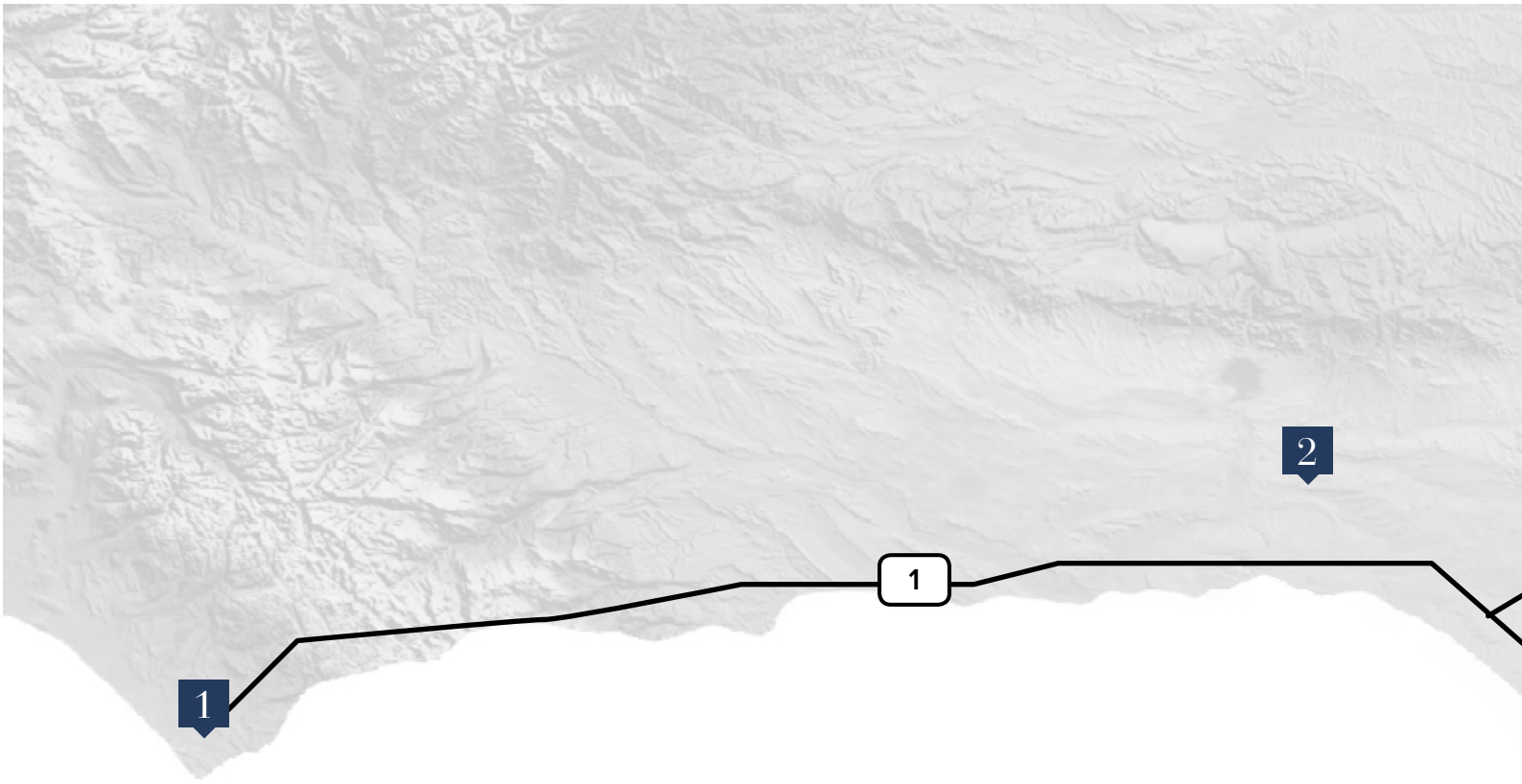
Sincerely,

Mauricio Umansky
Co-Founder, Chief Executive Officer

Billy Rose
Co-Founder, President / COO

[1]*Source: MLS*

LOS ANGELES AT A GLANCE



1 MALIBU / MALIBU BEACH

SFR values advanced in Malibu; 59 deals closed during the second quarter, recording an average sale price of $3.7MM, up 11.4% YoY. Average PPSF advanced 11.8% to $1,044/SF. A 2x YoY increase in condo sales volume, or 28 deals, were recorded at an average $912K. In June, The Agency launched The Residences at Carbon Beach, Malibu's first new development in over 10 years.

2 PACIFIC PALISADES

SFR prices are on the rise in the affluent beachside neighborhood. From 2010-2013, sale prices averaged $2.5MM, however, Q2-15 saw that number increase to $3.4MM, as 99 deals closed during the period, up 13.8% from last year. Average valuation surpassed $1,000/SF for the first time in the neighborhood, topping out at $1,035/SF, up 8.7% from Q2-14.

3 SANTA MONICA

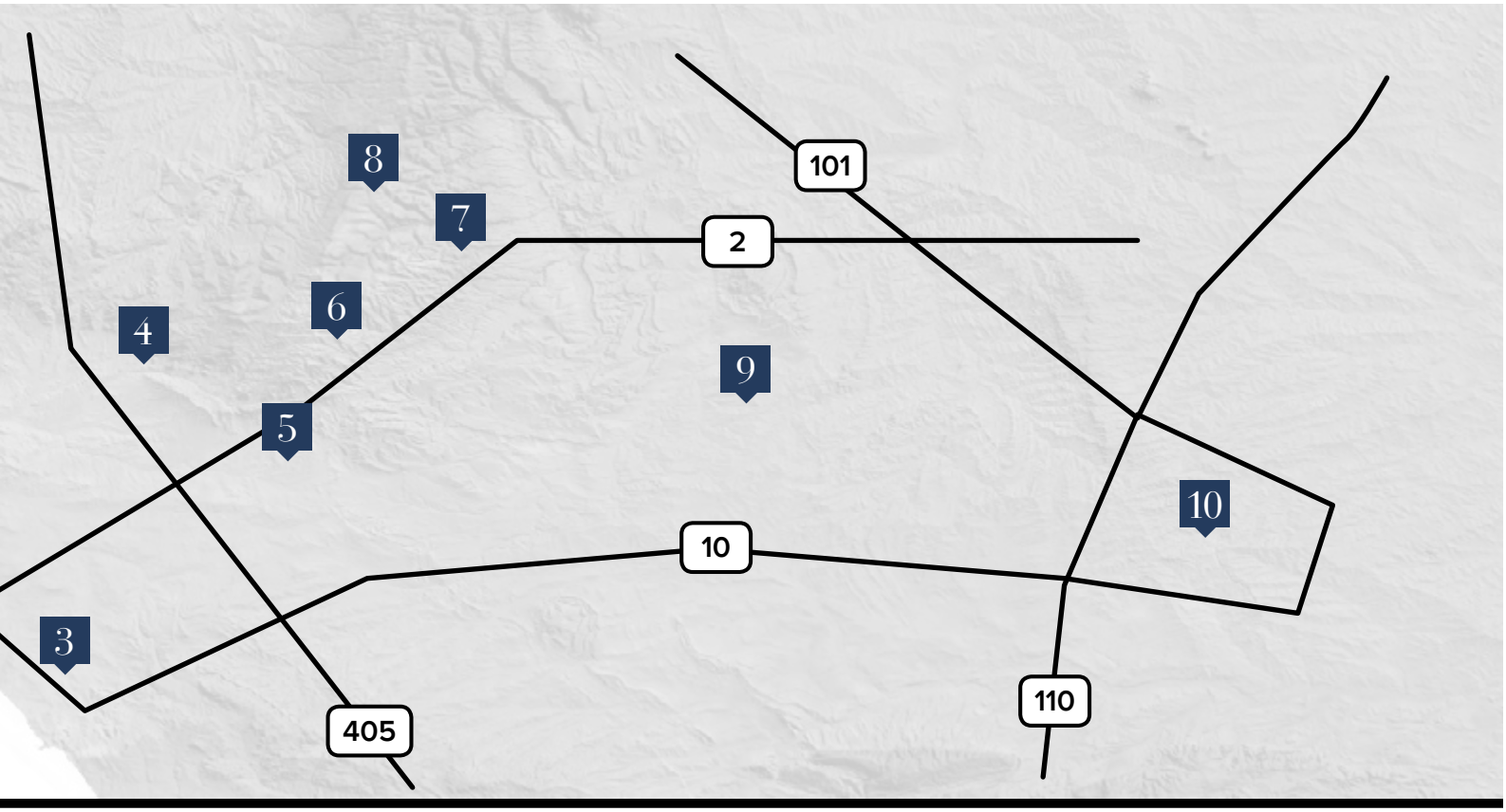
Both SFR and condos showed impressive advances in Q2. SFR sales volume surpassed last year by 20.3%, reaching 71 deals. Pricing is up across the board, with an average sale price of $2.6MM and average PPSF of $1,135/SF, representing a 0.5% and 17.5% increase, respectively. Condo living continues to advance at a rapid clip in Santa Monica, as average sale price increased 6.6% to $1.3MM, and average PPSF reached $876/SF, up 4.8%.

4 BEL AIR / HOLMBY HILLS

SFR volume surged to 39 deals during the period, while average sale price reached $5.9MM, up 1.9%. These increases, coupled with a hefty decrease in days spent on market, down to 124 days on average, indicates that Bel Air continues to be one of the most in-demand neighborhoods in LA.

5 CENTURY CITY / WESTWOOD

Values of SFRs advanced during the quarter, as average price reached $2.1MM, an 8.6% YoY increase, while valuations were up 4.6% to $778/SF. Condo sales volume surged to 157 deals, up a considerable 33.1% from Q2-14. Due to lack of new luxury inventory, median sale price dropped to $798K, a 2.4% decrease from the same period last year. Average PPSF also declined 4.5% to $630/SF.



6 BEVERLY HILLS

LA's most prestigious zip code saw a 20% spike in average sale price during Q2-15. 60 transactions, up from 51 a year ago, achieved an average sale price of $6.1MM and an average PPSF of $1,405/SF, or 14.1% above Q2-14. The condo market remains relatively small in the neighborhood, and prices remained steady; median sale price increased 11.2% YoY to $1.1MM.

7 WEST HOLLYWOOD

WeHo is on fire. New single-family residences as well as small and large-scale condo projects are sprouting up every day. Given the significant increase in both pricing and sales volumes in both asset classes, West Hollywood is becoming one of the most highly-coveted neighborhoods in LA. SFRs recorded an average sale price of $1.9MM. Most impressively, more than half of these homes were over $1.75MM, up an astounding 34.6% from Q2-14's benchmark of $1.3MM. CIM's 190-unit development, Sunset La Cienega, progresses quickly towards completion and is expected to serve this undersupplied market with an anticipated delivery mid-2016.

8 SUNSET STRIP

Continued demand for residences near the Sunset Strip supported an upward trend in both volume and valuations. 107 SFR sales were recorded during the period, the second time in 5 years that number has exceeded 100 deals. Average PPSF increased 12.1% from Q2-14 to $952/SF. The condo market remains small on the Sunset Strip, with just 11 deals transacting during the period.

9 HANCOCK PARK

Q2-15 posted explosive increases in sales volume for both SFRs and condos in the historic central LA neighborhood. SFRs recorded a total of 64 transactions, up over 45% from Q2-14, and achieved average pricing of $2.0MM, down 11.1% from $2.3MM last year. Condos followed a similar trend with volume rising 34.6% to 35 deals at an average sale price of $660K.

10 DOWNTOWN LOS ANGELES

Yet another strong selling period for one of LA's most rapidly growing residential markets. Condos reached an average sale price of $821K and average PPSF of $647/SF, year-over-year increases of 5.0% and 11.0%, respectively. Metropolis (Phase 1) has reported 60% pre-sales as of the end of Q2. Construction on multiple other residential projects are well under way, including TEN50 and Oceanwide Plaza.

LA PRIME MARKETS Q2-15 SNAPSHOT

SINGLE-FAMILY RESIDENCE SALES
(OVER $1 MILLION)

LA's prime market for single-family residences valued greater than $1MM delivered record-breaking results once again in Q2-15. The second quarter typically produces the highest number of transactions as buyers flood the market following a slower winter selling season. Volume in Q2-15 eclipsed the 1,000 sale mark for the first time, reaching 1,053 transactions, up 12.0% from Q2-14. Average sale price also set a 10-year record, growing 5.6% YoY to $2.75MM, which represents the highest historical average sale price in any second quarter in LA's prime markets.

Most notably, average PPSF netted out at $931/SF during the period, setting yet another record as the highest Q2 benchmark in 10 years, up an astounding 7.5% from Q2-14. In another record-breaking achievement during the quarter, more than half of all sales in LA's prime markets were higher than $1.9MM, the highest median sale price in any quarter in the past 10 years – see Median Sale Price graph on Page 8. We continue to attribute much of this price appreciation to continued high demand in an undersupplied luxury market.

1,053 SALES

HIGHEST VOLUME OF ANY QUARTER IN LAST 10 YEARS

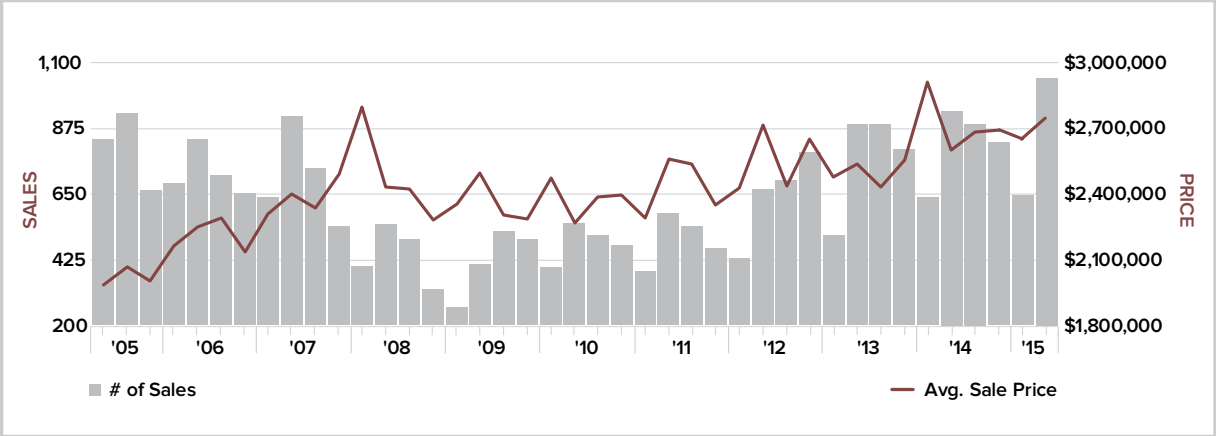
$2.75MM

HIGHEST Q2 AVG. SALE PRICE IN LAST 10 YEARS

$931/SF

2ND HIGHEST PPSF IN LAST 10 YEARS

10-YEAR SINGLE-FAMILY RESIDENCE VOLUME AND AVERAGE SALE PRICE



Q2-15 SINGLE-FAMILY RESIDENCE PERFORMANCE

	Q2-15	YoY %	Q2-14	QoQ %	Q1-15
Average Sale Price	$2,749,670	5.6%	$2,603,319	3.6%	$2,653,989
Average PPSF	$931	7.5%	$866	7.5%	$866
Median Sale Price	$1,905,000	5.1%	$1,812,500	4.4%	$1,825,500
Number of Sales	1,053	12.0%	940	62.5%	648
Days on Market	86	-4.4%	90	-18.1%	105
Listing Discount	-2.2%	-	4.9%	-	-3.9%
New Listings	1,785	12.5%	1,586	18.3%	1,509

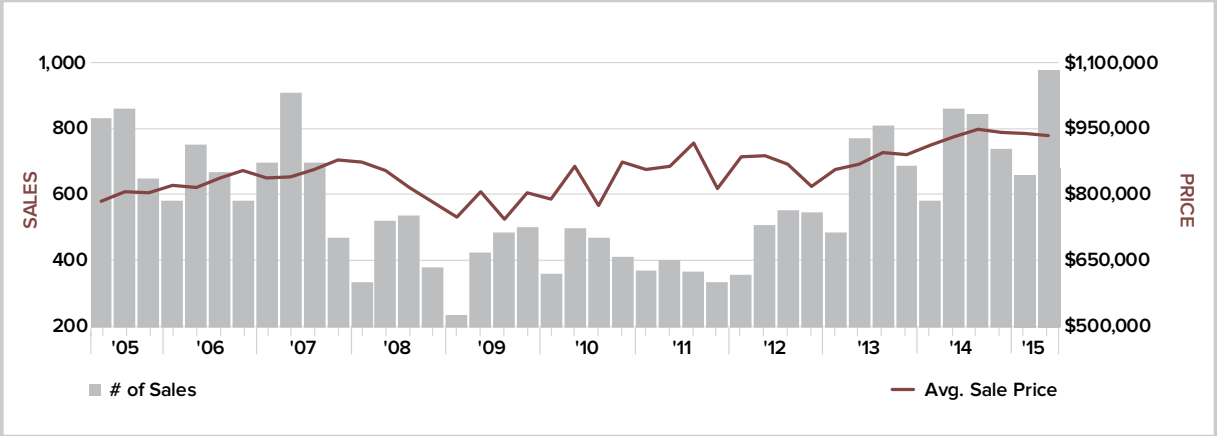
Source: MLS

CONDOMINIUM RESIDENCE SALES
(OVER $500,000)

Steady price appreciation and rising sales volume remained consistent in LA's prime condo markets. In step with SFRs, condos set numerous records in the second quarter. Most notably, volume and $/SF valuation benchmarks reached unprecedented levels. With 983 completed deals over $500K recorded during the period, Q2-15 marked the highest sales volume of any quarter in the past 10 years. While average pricing remained flat on both a YoY and QoQ basis, average price per square foot reached $618/SF, more than 2.7% above Q2-14, the highest level in LA's condo history. All signs – and strong economic indicators – point to the ever-increasing demand for LA condo living.

Median sale price reached $767K in the quarter, another 10-year record, and a strong indication that steady gains in pricing are not attributable to a few large deals at the top of the market, but rather, a true upward shift in condo pricing across the entire market. A true seller's market, condo owners are eager to list their properties, with new listings increasing 3.3% from Q2-14, and 6.9% from the first quarter to 1,367 homes in Q2-15.

10-YEAR CONDOMINIUM VOLUME AND AVERAGE SALE PRICE



983 SALES

HIGHEST VOLUME OF ANY QUARTER IN LAST 10 YEARS

$939K

HIGHEST Q2 AVG. SALE PRICE IN LAST 10 YEARS

$618/SF

HIGHEST PPSF OF ANY QUARTER IN LAST 10 YEARS

Q2-15 CONDOMINIUM PERFORMANCE

	Q2-15	YoY %	Q2-14	QoQ %	Q1-15
Average Sale Price	$939,669	0.3%	$936.843	-0.4%	$943,344
Average PPSF	$618	2.7%	$602	1.5%	$609
Median Sale Price	$767,500	3.0%	$745,000	1.7%	$755,000
Number of Sales	983	13.2%	868	47.8%	665
Days on Market	83	-2.4%	85	-13.5%	96
Listing Discount	-1.0%	-	-0.7%	-	-2.0%
New Listings	1,367	3.3%	1,323	6.9%	1,279

SINGLE-FAMILY RESIDENCES

Q2 2015

Single-family residences experienced significantly higher sales volumes compared to Q2-14, with 1,053 deals recorded, a 12.0% increase. In the largest segment – $1MM-$3MM – more homes traded at a higher price and valuation, with 10.1% more deals taking place during the period, or 806 transactions. Average sale price remained steady around $1.7MM, while average PPSF jumped to $741/SF, a 4.2% YoY increase.

Average pricing remained constant for transactions in the $3MM-$5MM segment, while volumes shot up 11.0% to 141 deals. Though sale price steadied at approximately $3.7MM, average PPSF increased 15.3% YoY to $979/SF, supporting our opinion that values for LA's most luxurious homes are on the rise.

At the very top of the market, 106 homes transacted above $5MM. Yet another record broken, this is the first quarter to achieve over 100 home sales above the $5MM mark. That represents a 30.9% YoY increase from Q2-14's previous record of 81 deals valued greater than $5MM. These residences also attained even higher pricing, recording an average price of $9.1MM and average PPSF of $1,426/SF, a 1.3% and 1.0% YoY increase, respectively.

On the inventory side, 3.5 months of supply remained on the market at the end of Q2-15, signaling that we continue to be in a seller's market. A well-balanced market is considered to maintain 4 to 6 months of supply on an ongoing basis.

SINGLE-FAMILY RESIDENCE SALES BY PRICE SEGMENT

$1MM - $3MM

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	806	$1,744,265	$741
Change	10.1%	2.6%	4.2%
Q2-14	732	$1,700,082	$711
Q2-15	806	$1,744,265	$741
Change	64.2%	2.8%	5.9%
Q1-15	491	$1,697,418	$700

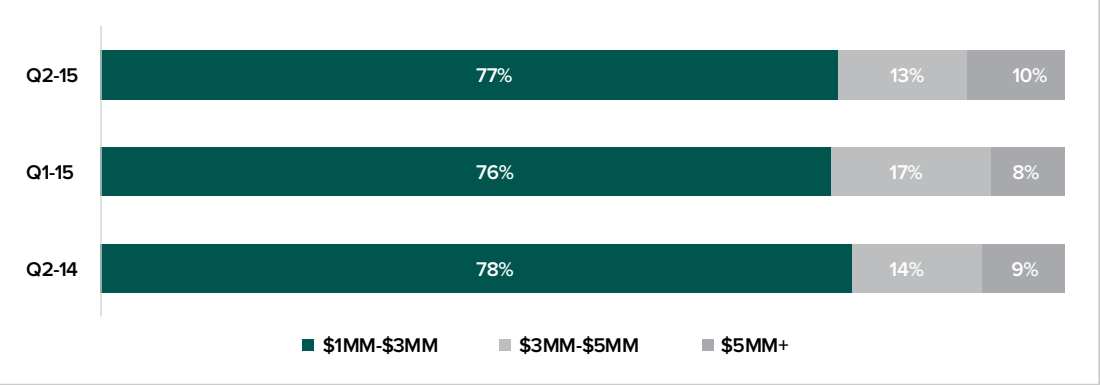
$3MM - $5MM

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	141	$3,753,855	$979
Change	11.0%	-0.3%	15.3%
Q2-14	127	$3,766,409	$849
Q2-15	141	$3,753,855	$979
Change	30.6%	0.6%	6.0%
Q1-15	108	$3,731,166	$924

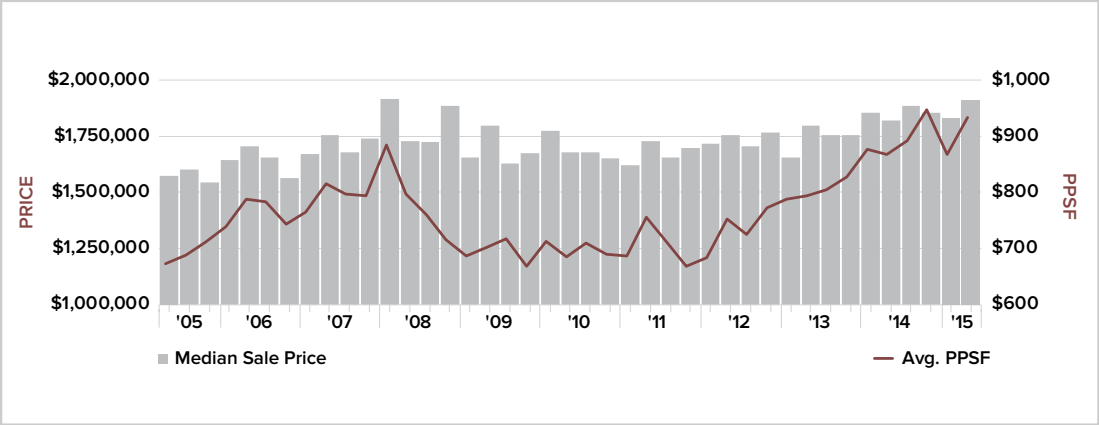
$5MM+

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	106	$9,058,789	$1,426
Change	30.9%	1.3%	1.0%
Q2-14	81	$8,942,294	$1,412
Q2-15	106	$9,058,789	$1,426
Change	116.3%	-8.2%	5.6%
Q1-15	49	$9,865,040	$1,350

PERCENTAGE OF SALES BY PRICE SEGMENT



MEDIAN SALE PRICE AND AVERAGE PPSF



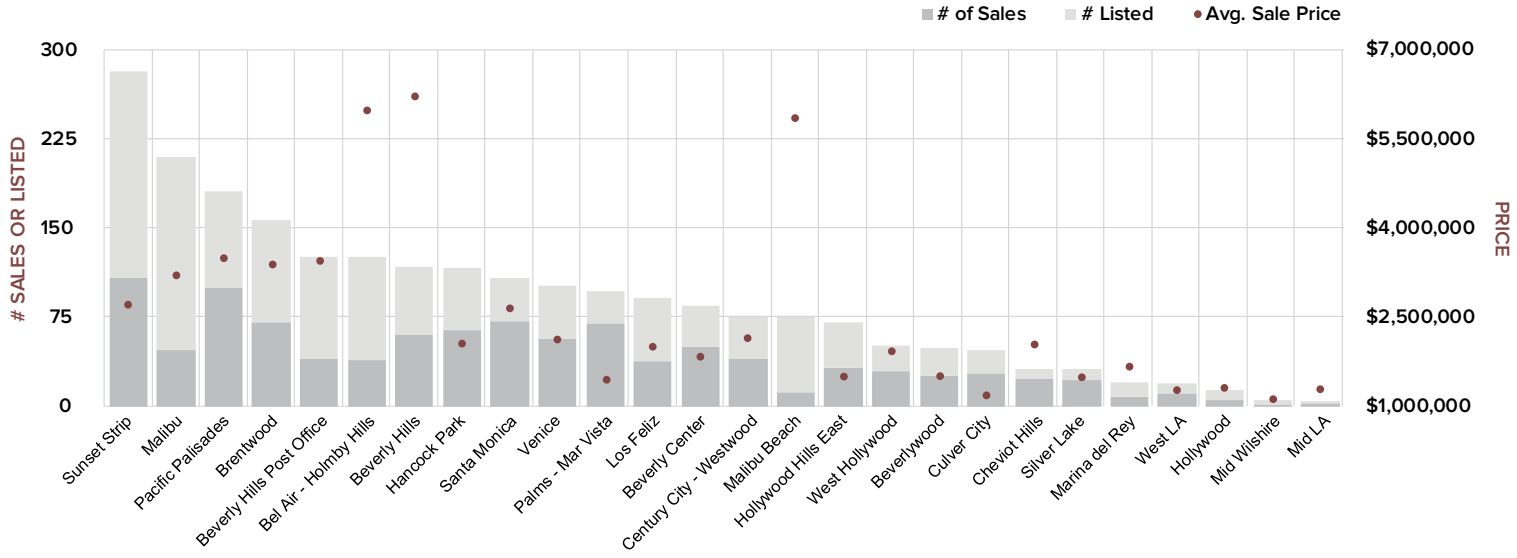
Source: MLS

LOS ANGELES PRIME MARKETS:
SINGLE-FAMILY RESIDENCES

PRIME AREA BY NEIGHBORHOOD

	SALES				INVENTORY (7/1/15)			
Neighborhood	# of Sales	Avg. Sale Price	Discount to List Price	PPSF	# Listed	Avg. List Price	PPSF	Months of Supply
Beverly Hills	60	$6,112,710	-4.71%	$1,405	56	$11,882,177	$1,905	2.8
Beverly Hills Post Office	40	$3,415,253	-4.09%	$865	85	$7,366,349	$1,340	6.4
Sunset Strip	107	$2,688,931	-3.98%	$952	172	$4,223,135	$1,185	4.8
Bel Air - Holmby Hills	39	$5,905,563	-10.81%	$1,142	86	$10,173,965	$1,505	6.6
Century City - Westwood	40	$2,117,800	1.30%	$778	35	$3,024,629	$908	2.6
Brentwood	70	$3,345,759	2.29%	$956	85	$5,311,000	$1,117	3.6
West LA	11	$1,276,304	-2.50%	$559	8	$1,668,438	$645	2.2
Cheviot Hills	23	$2,001,064	-0.58%	$743	8	$3,340,375	$773	1.0
Beverlywood	26	$1,500,756	0.30%	$667	23	$1,941,087	$755	2.7
West Hollywood	30	$1,888,350	-1.14%	$867	21	$2,168,995	$919	2.1
Venice	56	$2,098,358	-0.34%	$1,011	45	$2,509,733	$1,067	2.4
Marina del Rey	8	$1,655,500	1.78%	$721	12	$3,647,583	$976	4.5
Palms - Mar Vista	69	$1,454,356	1.44%	$715	27	$1,559,111	$695	1.2
Santa Monica	71	$2,621,162	2.53%	$1,135	36	$5,304,167	$1,269	1.5
Pacific Palisades	99	$3,450,741	0.08%	$1,035	80	$5,892,750	$1,229	2.4
Mid LA	3	$1,278,133	0.56%	$375	2	$1,500,000	$363	2.0
Mid Wilshire	2	$1,120,000	-1.75%	$398	4	$1,464,500	$398	6.0
Hancock Park	64	$2,006,903	-0.69%	$679	51	$2,427,882	$665	2.4
Beverly Center	50	$1,834,577	-0.51%	$678	34	$2,056,394	$733	2.0
Hollywood	6	$1,307,833	5.06%	$677	8	$1,565,000	$637	4.0
Silver Lake	22	$1,485,436	2.59%	$631	9	$1,403,556	$569	1.2
Los Feliz	38	$1,965,658	1.99%	$687	52	$2,647,618	$753	4.1
Culver City	28	$1,182,068	3.43%	$627	19	$1,440,099	$641	2.0
Hollywood Hills East	32	$1,498,930	1.11%	$602	38	$3,245,287	$957	3.6
Malibu Beach	12	$5,778,958	-8.45%	$1,883	63	$10,287,944	$3,044	15.8
Malibu	47	$3,162,597	-5.13%	$865	161	$4,934,807	$1,180	10.3
TOTAL/*AVERAGE*	1,053	*$2,749,670*	*-2.16%*	*$931*	1,220	*$5,388,214*	*$1,307*	*3.5*

TOTAL TRANSACTION ACTIVITY BY NEIGHBORHOOD



CONDOMINIUM RESIDENCES

Q2 2015

Steady price appreciation remains the theme in luxury condos sales in the second quarter. Highlighted by continued increases in average and median sale prices, as well as average price per square foot since early 2012, Q2's performance by price segment validated the trends we have been observing in the past few years. Similar to Q1-15, the $1MM-$3MM condo segment performed much like the $3MM-$5MM segment for SFRs. Condos in this middle bracket experienced a 22.7% surge in sales volume, contributing to a rise in median sale price as more condos traded in the segment than in previous years. Though prices in this segment show a slight YoY decrease, averages are still hovering right around $1.4MM and the $750/SF benchmarks.

Condominium transactions valued above $3MM increased in volume relative to Q2-14, though average sale price for the period decreased 18.7% YoY to $3.6MM, and average PPSF was down 26.2% to $1,162/SF. We attribute this price decrease to the small overall market for $3MM+ condos in Los Angeles at the moment. We do, however, expect this segment to be a much bigger player in years, and even quarters, to come as more ultra-luxury new development projects come to market.

Similar to single-family residence inventory, condo real estate continue to be a seller's market, with approximately 2.4 months of supply on market at the end of Q2. Arguably more undersupplied than SFRs, condos remain a highly in-demand in LA.

CONDOMINIUM SALES BY PRICE SEGMENT

$500K - $1MM

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	727	$708,338	$529
Change	**10.2%**	**1.4%**	**6.7%**
Q2-14	660	$698,228	$496
Q2-15	727	$708,338	$529
Change	**44.5%**	**0.6%**	**4.8%**
Q1-15	503	$703,967	$505

$1MM - $3MM

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	238	$1,442,718	$738
Change	**22.7%**	**-3.4%**	**-2.8%**
Q2-14	194	$1,493,736	$759
Q2-15	238	$1,442,718	$738
Change	**59.7%**	**-2.0%**	**-1.7%**
Q1-15	149	$1,471,502	$751

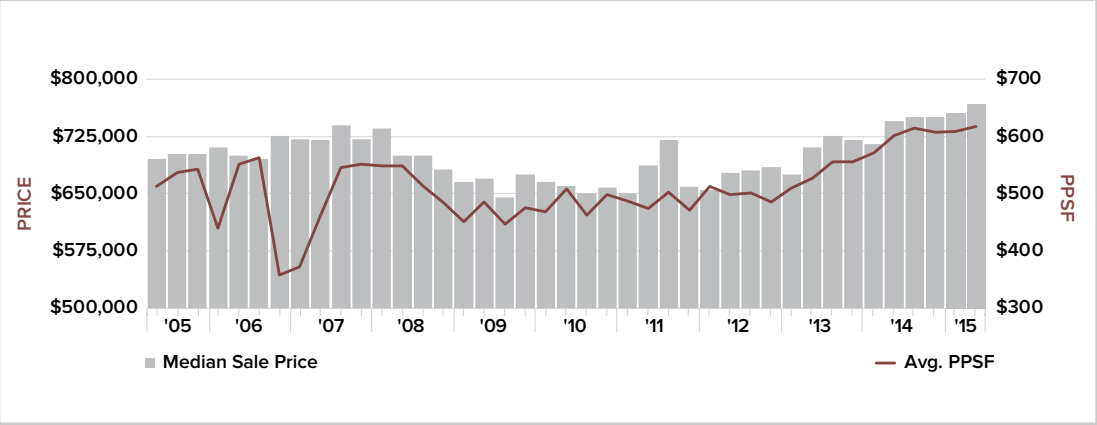
$3MM+

	# of Sales	Avg. Sale Price	Avg. PPSF
Q2-15	18	$3,631,444	$1,162
Change	**28.6%**	**-18.7%**	**-26.2%**
Q2-14	14	$4,468,929	$1,575
Q2-15	18	$3,631,444	$1,162
Change	**0.0%**	**-11.0%**	**15.7%**
Q1-15	18	$4,078,056	$1,379

Q2-15 CONDOMINIUM SALES BY CATEGORY

	# of Sales	Sales Share	Total Volume	Avg. Sale Price	Avg. PPSF
Studio	19	1.9%	$16,069,388	$845,757	$614
1 BR	128	13.0%	$90,497,932	$707,015	$683
2 BR	630	64.1%	$575,294,092	$913,165	$613
3 BR	193	19.6%	$224,688,787	$1,164,191	$613
4+ BR	13	1.3%	$17,144,700	$1,318,823	$529

MEDIAN SALE PRICE AND AVERAGE PPSF



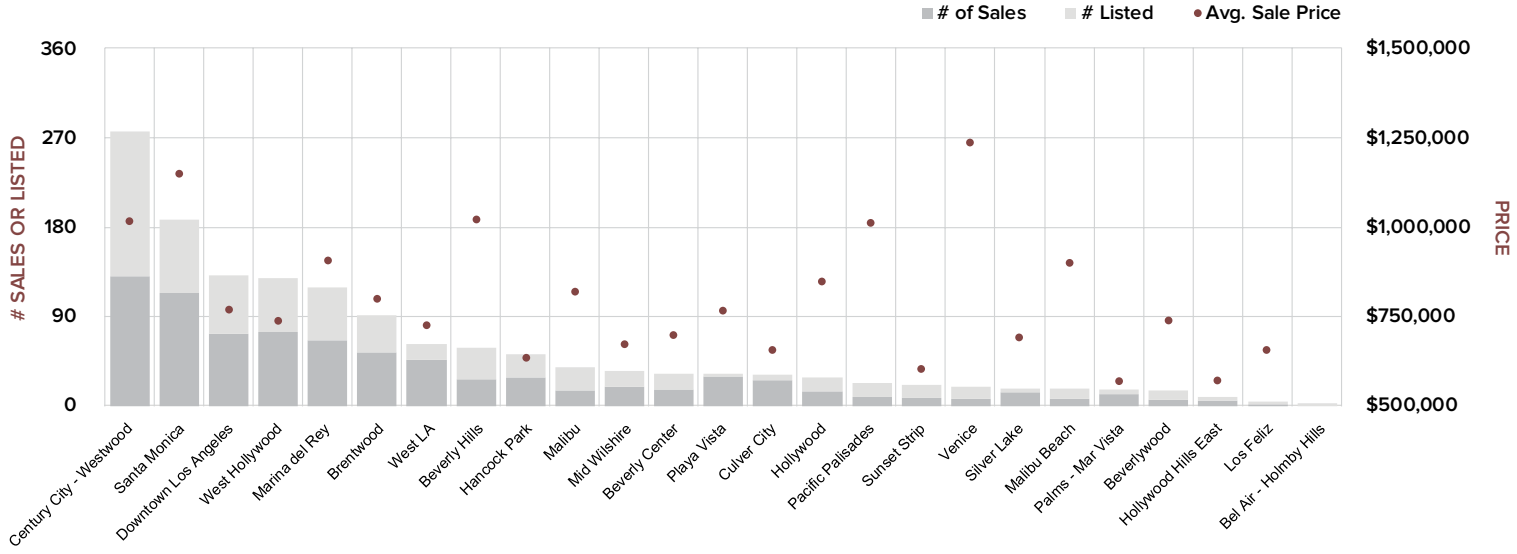
Source: MLS

LOS ANGELES PRIME MARKETS:
CONDOMINIUMS

PRIME AREA BY NEIGHBORHOOD

	SALES				INVENTORY (7/1/15)			
Neighborhood	# of Sales	Avg. Sale Price	Discount to List Price	PPSF	# Listed	Avg. List Price	PPSF	Months of Supply
Beverly Hills	33	$1,122,035	-2.58%	$634	38	$1,305,071	$687	3.5
Sunset Strip	11	$624,359	-1.62%	$462	15	$1,212,267	$823	4.1
Bel Air - Holmby Hills	-	-	-	-	3	$818,667	$475	-
Century City - Westwood	157	$1,112,323	-3.91%	$630	173	$2,421,160	$1,085	3.3
Brentwood	65	$858,349	0.39%	$550	45	$989,051	$562	2.1
West LA	56	$770,388	1.16%	$503	19	$831,126	$515	1.0
Beverlywood	8	$783,736	-3.50%	$501	11	$807,818	$517	4.1
West Hollywood	90	$784,623	-1.58%	$605	64	$1,096,083	$739	2.1
Venice	10	$1,378,400	1.38%	$711	14	$1,446,786	$680	4.2
Marina del Rey	80	$987,083	-1.17%	$638	63	$1,142,210	$685	2.4
Palms - Mar Vista	15	$587,467	1.11%	$456	6	$694,389	$422	1.2
Santa Monica	137	$1,274,150	1.23%	$876	88	$1,809,848	$1,182	1.9
Pacific Palisades	12	$1,113,667	0.20%	$568	16	$930,781	$655	4.0
Mid LA	-	-	-	-	1	$549,000	$377	-
Mid Wilshire	24	$707,104	-2.91%	$466	19	$812,389	$518	2.4
Hancock Park	35	$660,157	-1.29%	$429	28	$736,384	$483	2.4
Beverly Center	21	$736,014	-1.14%	$510	18	$808,488	$583	2.6
Hollywood	18	$911,099	-1.97%	$618	17	$823,564	$581	2.8
Silver Lake	17	$729,735	0.46%	$477	5	$741,360	$531	0.9
Los Feliz	3	$686,633	1.01%	$522	3	$620,000	$462	3.0
Culver City	32	$687,345	2.71%	$437	6	$731,167	$468	0.6
Hollywood Hills East	7	$585,736	-0.41%	$400	5	$742,200	$441	2.1
Malibu Beach	9	$978,333	-4.22%	$980	13	$1,285,846	$1,216	4.3
Malibu	19	$881,763	-4.67%	$585	28	$1,360,046	$793	4.4
Playa Vista	36	$820,111	0.45%	$526	3	$949,000	$473	0.3
Downtown Los Angeles	88	$821,413	-0.68%	$647	70	$1,263,614	$948	2.4
TOTAL/*AVERAGE*	983	*$939,669*	*-1.03%*	*$618*	771	*$1,457,699*	*$850*	*2.4*

TOTAL TRANSACTION ACTIVITY BY NEIGHBORHOOD



NEIGHBORHOOD SPOTLIGHT:

MALIBU & MALIBU BEACH (AREAS 32 + 33)

Driving a convertible with the top down, digging your toes in the sand and riding a peeling wave are all images that come to mind when we hear Malibu—and for good reason, given that the region boasts one of the most beautiful stretches of coastline (21 miles to be exact). Even Barbie® herself, the quintessential sun-kissed California girl, claimed Malibu her home in 1971. Yet, by that time, throes of ocean-seekers, trail-head junkies and star-studded celebrities had already discovered LA's posh Pacific playground.

Situated north of Santa Monica and the Pacific Palisades, the Malibu of today still remains centered around sun and surf. Spots like Paradise Cove, Surfrider Beach and Zuma Beach attract visitors from all over the globe, but that's not the only reason to veer off PCH. Malibu offers top-notch dining and shopping destinations, including a handful of picturesque wineries and the popular Malibu Country Mart. As one of the world's most recognized Japanese restaurants, Nobu is on every foodie's bucket list; up the coast, you can still converse over picnic-style fare at Neptune's Net, a local staple since The Beach Boys were blaring from brightly-colored buggies.

Local flavor reminiscent of decades past can still be felt at the historic and recently renovated Malibu Pier. Greeting visitors with 1930's era gates, the pier is anchored by Malibu Farm, a farm-to-table experience where crisp Arnold Palmers are served in mason jars and "bites" include crab cakes and cauliflower pizza. The coziness of the cafe confronts with the vastness of the ocean in a most beautiful way, inviting patrons to watch fisherman casting lines off the pier and follow the line-up of surfers just beyond the break at Surfrider Beach.

Calmer waters and multi-million dollar homes lie just south at "Billionaire's Beach", a one and a half mile patch of shore that has earned its nickname for the growing number of tech executives and entrepreneurs who have swooped up properties there. These include Oracle CEO Larry Ellison and Dreamworks Animation Co-founder, David Geffen, whose glassy mansions have been built by architect heavy-hitters such as Richard Meier, Michael Graves and Jack Moses. Why, even the campus at Pepperdine spoils its students with ocean-view dorms, an easy selling point for scholars looking to attend the acclaimed university.

With its mix of private enclaves and public beaches, Malibu presents the opportunity to stroll, surf, paddle, kayak, play volleyball, or just watch from the comforts of one's beach chair. Getting lost in the neighboring hillsides and canyons preserves that old country, equestrian feeling, while the sand and sea cater to the waterman in all of us.

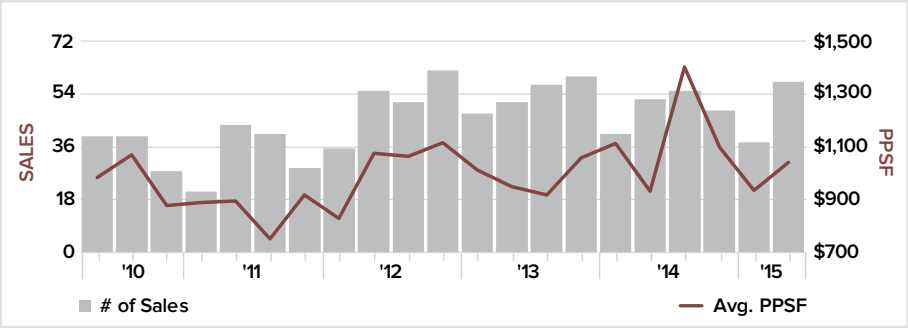
Getting To Know "The Bu"

While you're here, be sure to visit The Agency's newest project, **The Residences at Carbon Beach**, a highly-coveted collection of eight ocean view condominiums just steps away from the sands of Billionaire's Beach and then hop in to the **Getty Villa** for a dose of Greek and Roman antiquities. Spend the afternoon hiking **Solstice Canyon**, which features the only year-round waterfall in the Santa Monica Mountains, or enjoy vistas stretching to the Palos Verdes Peninsula and Santa Catalina Island from your perch at **Point Dume**. Head to **Malibu Country Mart** to shop high-fashion outposts like St. Barth, Oliver Peoples and James Perse. Kids can enjoy the sandboxes by day, as adults feast on the acclaimed **Mr. Chow** by night. Additionally, stay tuned for **Nobu Ryoken**, the latest Nobu concept hotel set to open nearly next door to the restaurant on Pacific Coast Highway.

MALIBU AT A GLANCE

SINGLE-FAMILY RESIDENCE SALES
(OVER $1 MILLION)

QUARTERLY VOLUME AND AVERAGE PPSF

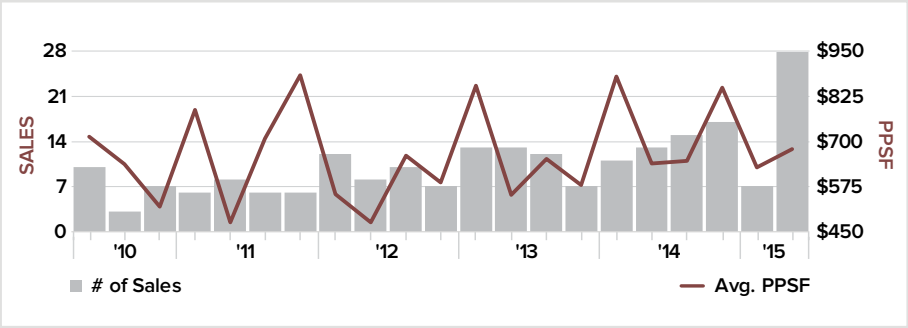


Q2-15 MALIBU/MALIBU BEACH SFR PERFORMANCE

	Q2-15	YoY %	Q2-14	QoQ %	Q1-15
Average Sale Price	$3,694,738	11.4%	$3,316,823	15.1%	$3,208,793
Average PPSF	$1,044	11.8%	$934	11.4%	$937
Median Sale Price	$2,750,000	6.8%	$2,575,000	24.3%	$2,213,000
Number of Sales	59	11.3%	53	55.3%	38
Days on Market	184	12.9%	163	-1.1%	186
Listing Discount	-6.2%	-	-2.9%	-	-6.7%
New Listings	137	-7.4%	148	1.5%	135

CONDOMINIUM RESIDENCE SALES
(OVER $500,000)

QUARTERLY VOLUME AND AVERAGE PPSF



Q2-15 MALIBU/MALIBU BEACH CONDOMINIUM PERFORMANCE

	Q2-15	YoY %	Q2-14	QoQ %	Q1-15
Average Sale Price	$912,804	4.3%	$875,192	-8.9%	$1,002,000
Average PPSF	$679	6.4%	$638	8.1%	$628
Median Sale Price	$765,000	-20.1%	$957,500	-13.1%	$880,000
Number of Sales	28	115.4%	13	300.0%	7
Days on Market	125	-12.0%	142	13.6%	110
Listing Discount	-4.5%	-	-5.4%	-	-1.3%
New Listings	41	32.3%	31	-4.7%	43

Q2-15 PERFORMANCE BY NEIGHBORHOOD

– SINGLE-FAMILY RESIDENCES & CONDOMINIUM RESIDENCES

BEVERLY HILLS

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	60	$6,112,710	$5,250,000	94	$1,405
Change	17.6%	19.9%	35.5%	-10.5%	14.1%
Q2-14	51	$5,099,048	$3,875,000	105	$1,231
CONDOMINIUM RESIDENCES					
Q2-15	33	$1,122,035	$1,100,000	95	$634
Change	-8.3%	-3.0%	11.2%	6.7%	-0.8%
Q2-14	36	$1,156,761	$989,500	89	$639

BEVERLY HILLS POST OFFICE

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	40	$3,415,253	$2,822,500	127	$865
Change	2.6%	10.0%	28.3%	2.7%	5.6%
Q2-14	39	$3,105,144	$2,200,000	123	$820
CONDOMINIUM RESIDENCES					
Q2-15	-	-	-	-	-
Change	-	-	-	-	-
Q2-14	-	-	-	-	-

SUNSET STRIP

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	107	$2,688,931	$1,940,000	85	$952
Change	18.9%	5.8%	4.1%	-19.0%	12.1%
Q2-14	90	$2,541,389	$1,863,125	105	$849
CONDOMINIUM RESIDENCES					
Q2-15	11	$624,359	$590,000	90	$462
Change	-26.7%	-43.8%	-3.3%	-15.4%	-42.1%
Q2-14	15	$1,110,967	$610,000	78	$798

BEL AIR / HOLMBY HILLS

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	39	$5,905,563	$2,487,500	124	$1,142
Change	39.3%	1.9%	-21.4%	-23.0%	-6.9%
Q2-14	28	$5,794,914	$3,166,650	161	$1,227
CONDOMINIUM RESIDENCES					
Q2-15	-	-	-	-	-
Change	-	-	-	-	-
Q2-14	-	-	-	-	-

CENTURY CITY / WESTWOOD

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	40	$2,117,800	$1,685,000	63	$778
Change	-9.1%	8.6%	4.0%	5.0%	4.6%
Q2-14	44	$1,949,645	$1,620,000	60	$744
CONDOMINIUM RESIDENCES					
Q2-15	157	$1,112,323	$798,000	96	$630
Change	33.1%	-9.4%	-2.4%	-11.1%	-4.5%
Q2-14	118	$1,227,434	$817,500	108	$660

BRENTWOOD

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	70	$3,345,759	$2,832,500	76	$956
Change	4.5%	-16.1%	1.7%	-23.1%	-2.1%
Q2-14	67	$3,989,001	$2,785,000	98	$976
CONDOMINIUM RESIDENCES					
Q2-15	65	$858,349	$805,000	79	$550
Change	38.3%	5.8%	10.3%	17.7%	7.2%
Q2-14	47	$811,573	$730,000	67	$513

WEST HOLLYWOOD

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	30	$1,888,350	$1,750,000	66	$867
Change	11.1%	17.7%	34.6%	-34.7%	6.4%
Q2-14	27	$1,604,705	$1,300,000	101	$815
CONDOMINIUM RESIDENCES					
Q2-15	90	$784,623	$700,000	72	$605
Change	30.4%	-0.8%	-3.4%	-8.9%	6.0%
Q2-14	69	$790,736	$725,000	79	$571

SANTA MONICA

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	71	$2,621,162	$2,200,000	62	$1,135
Change	20.3%	0.5%	7.3%	-6.1%	17.5%
Q2-14	59	$2,609,133	$2,050,000	66	$966
CONDOMINIUM RESIDENCES					
Q2-15	137	$1,274,150	$1,088,000	78	$876
Change	7.0%	6.6%	18.1%	0.0%	4.8%
Q2-14	128	$1,195,807	$921,500	78	$836

PACIFIC PALISADES

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	99	$3,450,741	$2,569,000	76	$1,035
Change	13.8%	9.7%	0.7%	1.3%	8.7%
Q2-14	87	$3,144,641	$2,550,000	75	$952
CONDOMINIUM RESIDENCES					
Q2-15	12	$1,113,667	$1,070,000	59	$568
Change	-33.3%	24.5%	26.9%	5.4%	12.9%
Q2-14	18	$894,278	$843,500	56	$503

HANCOCK PARK

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	64	$2,006,903	$1,450,000	86	$679
Change	45.5%	-11.1%	-12.7%	-4.6%	2.8%
Q2-14	44	$2,258,422	$1,660,000	90	$660
CONDOMINIUM RESIDENCES					
Q2-15	35	$660,157	$620,000	81	$429
Change	34.6%	-14.1%	-0.1%	-5.9%	-6.7%
Q2-14	26	$768,265	$620,900	86	$459

MALIBU (AREA 33)

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	47	$3,162,597	$2,570,000	184	$865
Change	6.8%	11.0%	7.6%	19.8%	14.2%
Q2-14	44	$2,848,099	$2,387,500	154	$757
CONDOMINIUM RESIDENCES					
Q2-15	19	$881,763	$760,000	118	$585
Change	137.5%	-3.4%	-24.4%	-22.9%	-1.2%
Q2-14	8	$912,813	$1,005,000	153	$592

DOWNTOWN L.A.

SINGLE-FAMILY RESIDENCES	# of Sales	Avg. Sale Price	Median Sale Price	DOM	Avg PPSF
Q2-15	-	-	-	-	-
Change	-	-	-	-	-
Q2-14	-	-	-	-	-
CONDOMINIUM RESIDENCES					
Q2-15	88	$821,413	$662,500	78	$647
Change	2.3%	5.0%	2.6%	-4.9%	11.0%
Q2-14	86	$782,561	$645,700	82	$583

Source: MLS

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