

Elliman Report

California

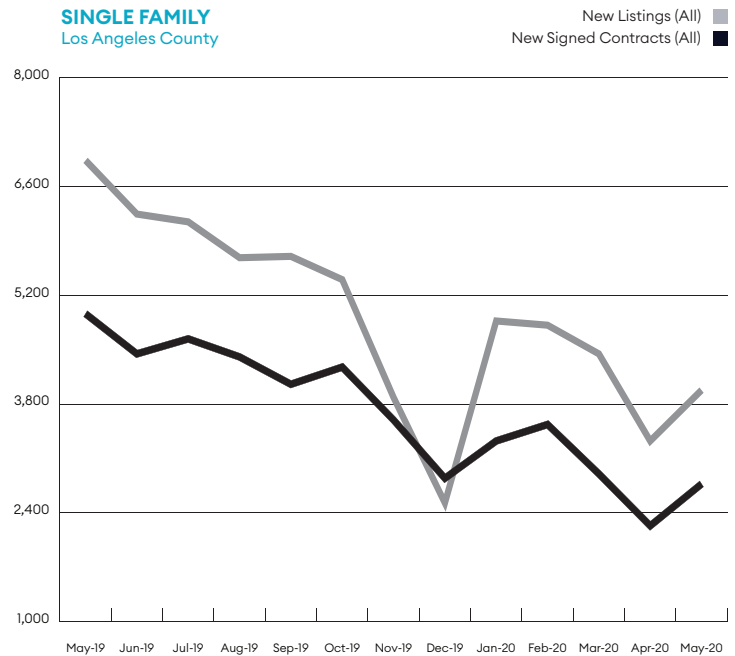
May 2020 New Signed Contracts

Los Angeles County

“After a long atypical decline in both new contracts and new listings since January, May activity jumped as pent-up demand began to spill out into the market.”

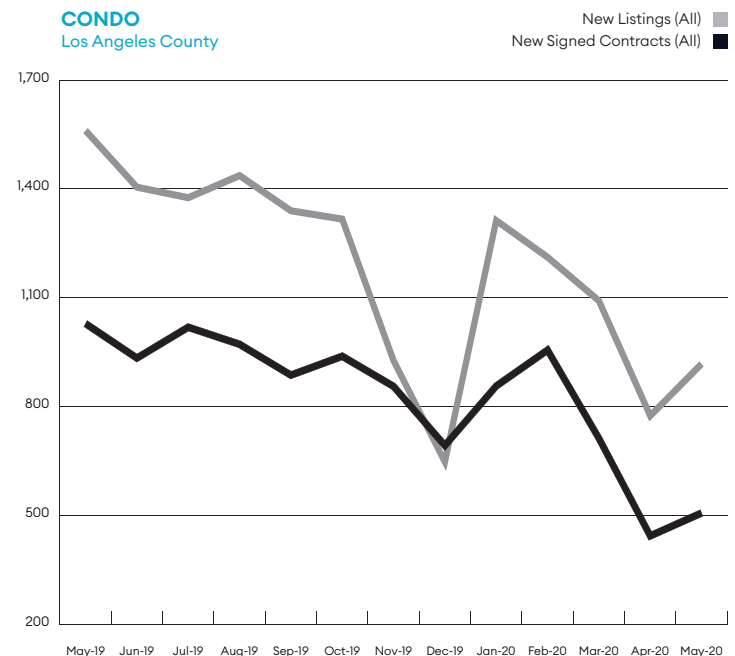
| SINGLE FAMILY MATRIX Los Angeles County | MAY 2020 | MAY 2019 | %Δ (YR) |
|--|--------------|--------------|---------------|
| New Signed Contracts (All) | 2,772 | 4,961 | -44.1% |
| < \$300K | 85 | 186 | -54.3% |
| \$300K - \$399K | 260 | 311 | -16.4% |
| \$400K - \$499K | 175 | 565 | -69.0% |
| \$500K - \$599K | 498 | 888 | -43.9% |
| \$600K - \$799K | 749 | 1,183 | -36.7% |
| \$800K - \$999K | 352 | 594 | -40.7% |
| \$1M - \$1.99M | 465 | 869 | -46.5% |
| ≥ \$2M | 188 | 365 | -48.5% |
| New Listings (All) | 3,979 | 6,934 | -42.6% |
| < \$300K | 79 | 249 | -68.3% |
| \$300K - \$399K | 146 | 396 | -63.1% |
| \$400K - \$499K | 280 | 648 | -56.8% |
| \$500K - \$599K | 519 | 1,001 | -48.2% |
| \$600K - \$799K | 888 | 1,550 | -42.7% |
| \$800K - \$999K | 503 | 744 | -32.4% |
| \$1M - \$1.99M | 893 | 1,482 | -39.7% |
| ≥ \$2M | 671 | 864 | -22.3% |

SINGLE FAMILY
Los Angeles County



| CONDO MATRIX Los Angeles County | MAY 2020 | MAY 2019 | %Δ (YR) |
|------------------------------------|-------------|--------------|---------------|
| New Signed Contracts (All) | 507 | 1,029 | -50.7% |
| < \$200K | 6 | 5 | 20.0% |
| \$200K - \$299K | 40 | 88 | -54.5% |
| \$300K - \$399K | 110 | 252 | -56.3% |
| \$400K - \$499K | 121 | 219 | -44.7% |
| \$500K - \$599K | 79 | 135 | -41.5% |
| \$600K - \$799K | 85 | 161 | -47.2% |
| \$800K - \$999K | 31 | 79 | -60.8% |
| ≥ \$1M | 35 | 90 | -61.1% |
| New Listings (All) | 918 | 1,561 | -41.2% |
| < \$200K | 9 | 8 | 12.5% |
| \$200K - \$299K | 55 | 105 | -47.6% |
| \$300K - \$399K | 170 | 305 | -44.3% |
| \$400K - \$499K | 174 | 270 | -35.6% |
| \$500K - \$599K | 139 | 195 | -28.7% |
| \$600K - \$799K | 167 | 274 | -39.1% |
| \$800K - \$999K | 76 | 165 | -53.9% |
| ≥ \$1M | 128 | 239 | -46.4% |

CONDO
Los Angeles County

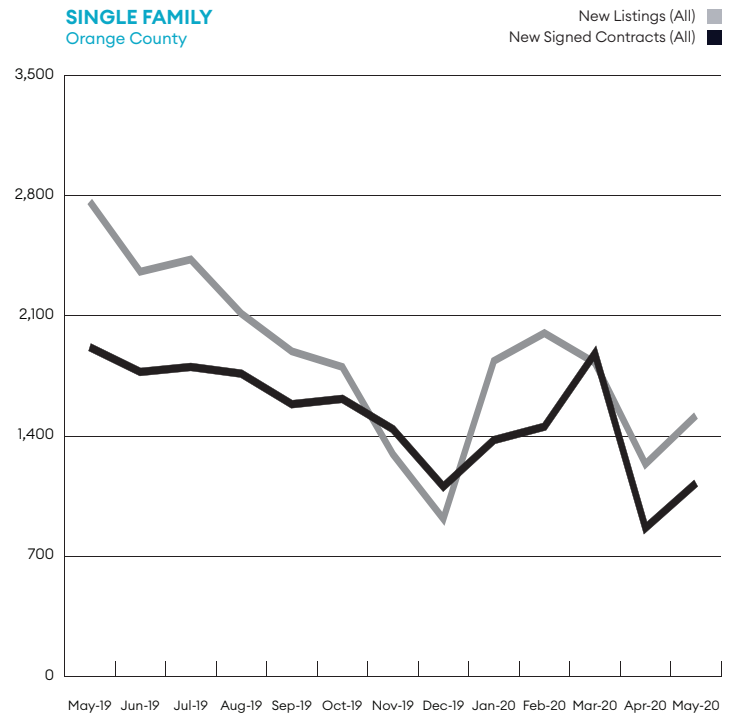


Source: TheMLS/CLAW (Combined Los Angeles Westside)

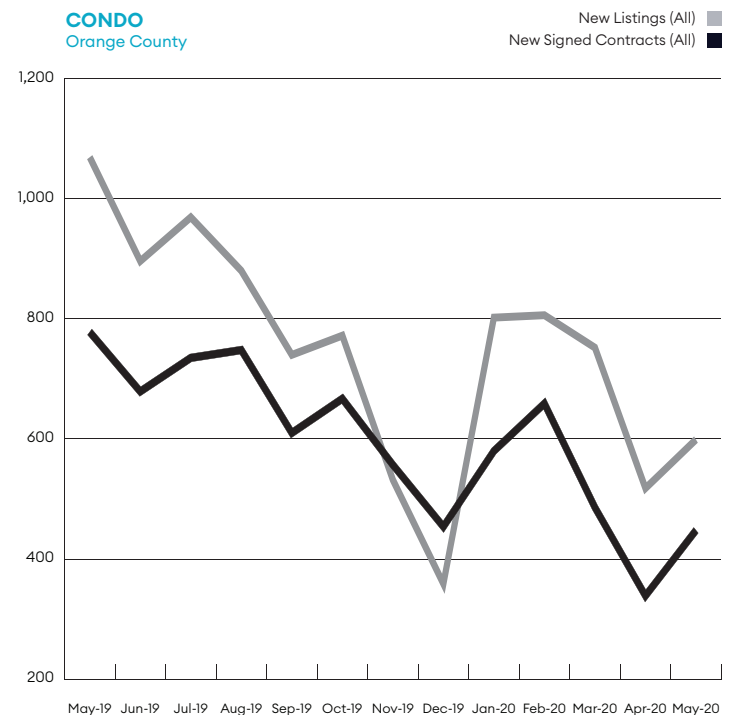
Orange County

“New signed contracts and new listings forcefully entered the market in May as market participants began to claw back the unprecedented drop in activity due to the Coronavirus “shelter in place” rules over the spring.”

| SINGLE FAMILY MATRIX Orange County | MAY 2020 | MAY 2019 | %Δ (YR) |
|---------------------------------------|--------------|--------------|---------------|
| New Signed Contracts (All) | 1,126 | 1,918 | -41.3% |
| < \$300K | 0 | 0 | |
| \$300K - \$399K | 0 | 6 | -100.0% |
| \$400K - \$499K | 16 | 48 | -66.7% |
| \$500K - \$599K | 70 | 165 | -57.6% |
| \$600K - \$799K | 393 | 645 | -39.1% |
| \$800K - \$999K | 236 | 441 | -46.5% |
| \$1M - \$1.99M | 328 | 485 | -32.4% |
| ≥ \$2M | 83 | 128 | -35.2% |
| New Listings (All) | 1,520 | 2,767 | -45.1% |
| < \$300K | 2 | 0 | |
| \$300K - \$399K | 1 | 6 | -83.3% |
| \$400K - \$499K | 24 | 58 | -58.6% |
| \$500K - \$599K | 63 | 214 | -70.6% |
| \$600K - \$799K | 423 | 753 | -43.8% |
| \$800K - \$999K | 310 | 619 | -49.9% |
| \$1M - \$1.99M | 469 | 823 | -43.0% |
| ≥ \$2M | 228 | 294 | -22.4% |



| CONDO MATRIX Orange County | MAY 2020 | MAY 2019 | %Δ (YR) |
|-----------------------------------|-------------|--------------|---------------|
| New Signed Contracts (All) | 448 | 778 | -42.4% |
| < \$200K | 7 | 9 | -22.2% |
| \$200K - \$299K | 26 | 50 | -48.0% |
| \$300K - \$399K | 84 | 143 | -41.3% |
| \$400K - \$499K | 95 | 181 | -47.5% |
| \$500K - \$599K | 85 | 144 | -41.0% |
| \$600K - \$799K | 88 | 136 | -35.3% |
| \$800K - \$999K | 30 | 61 | -50.8% |
| ≥ \$1M | 33 | 54 | -38.9% |
| New Listings (All) | 599 | 1,069 | -44.0% |
| < \$200K | 7 | 8 | -12.5% |
| \$200K - \$299K | 26 | 60 | -56.7% |
| \$300K - \$399K | 108 | 184 | -41.3% |
| \$400K - \$499K | 118 | 237 | -50.2% |
| \$500K - \$599K | 106 | 195 | -45.6% |
| \$600K - \$799K | 126 | 198 | -36.4% |
| \$800K - \$999K | 50 | 106 | -52.8% |
| ≥ \$1M | 58 | 81 | -28.4% |

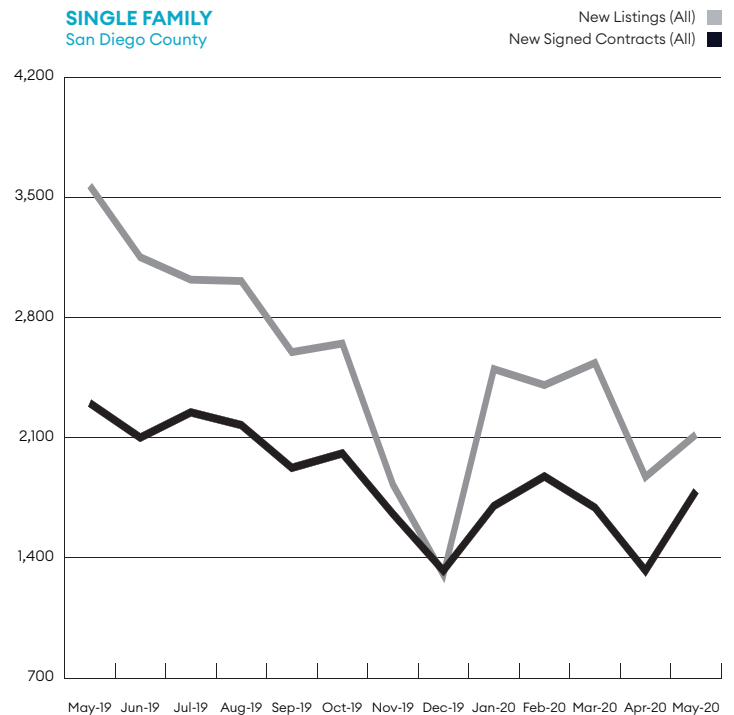


Source: California Regional Multiple Listing Service (CRMLS)

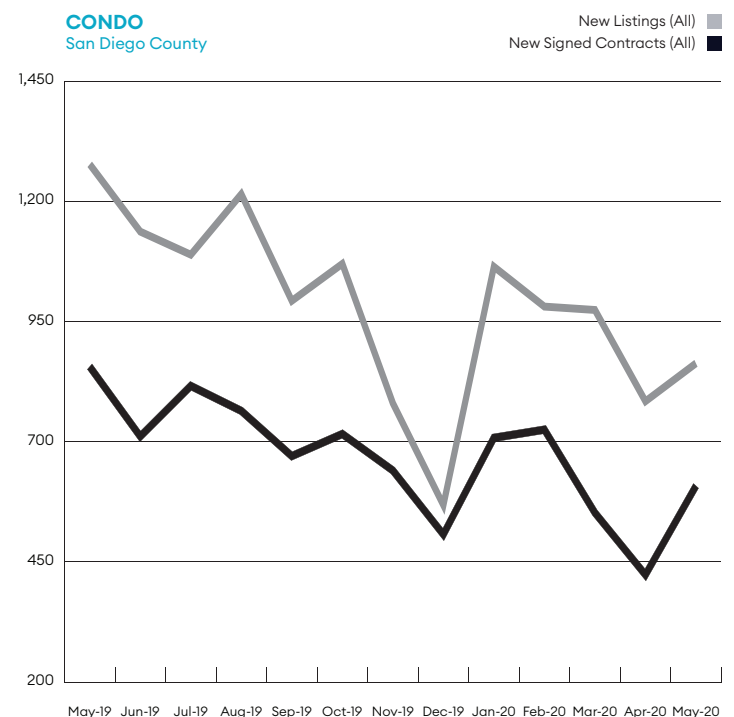
San Diego County

“The \$300K to \$500K single family market saw a much larger year over year decline in newly signed contracts and new listings in May than the balance of the market.”

| SINGLE FAMILY MATRIX San Diego County | MAY 2020 | MAY 2019 | %Δ (YR) |
|--|--------------|--------------|---------------|
| New Signed Contracts (All) | 1,790 | 2,302 | -22.2% |
| < \$300K | 19 | 12 | 58.3% |
| \$300K - \$399K | 36 | 66 | -45.5% |
| \$400K - \$499K | 198 | 326 | -39.3% |
| \$500K - \$599K | 436 | 476 | -8.4% |
| \$600K - \$799K | 564 | 680 | -17.1% |
| \$800K - \$999K | 222 | 305 | -27.2% |
| \$1M - \$1.99M | 249 | 351 | -29.1% |
| ≥ \$2M | 66 | 86 | -23.3% |
| New Listings (All) | 2,119 | 3,569 | -40.6% |
| < \$300K | 10 | 28 | -64.3% |
| \$300K - \$399K | 30 | 79 | -62.0% |
| \$400K - \$499K | 160 | 413 | -61.3% |
| \$500K - \$599K | 423 | 700 | -39.6% |
| \$600K - \$799K | 611 | 994 | -38.5% |
| \$800K - \$999K | 275 | 488 | -43.6% |
| \$1M - \$1.99M | 424 | 647 | -34.5% |
| ≥ \$2M | 186 | 220 | -15.5% |



| CONDO MATRIX San Diego County | MAY 2020 | MAY 2019 | %Δ (YR) |
|-----------------------------------|-------------|--------------|---------------|
| New Signed Contracts (All) | 608 | 856 | -29.0% |
| < \$200K | 8 | 16 | -50.0% |
| \$200K - \$299K | 92 | 123 | -25.2% |
| \$300K - \$399K | 190 | 269 | -29.4% |
| \$400K - \$499K | 155 | 207 | -25.1% |
| \$500K - \$599K | 65 | 93 | -30.1% |
| \$600K - \$799K | 56 | 85 | -34.1% |
| \$800K - \$999K | 21 | 23 | -8.7% |
| ≥ \$1M | 21 | 40 | -47.5% |
| New Listings (All) | 863 | 1,277 | -32.4% |
| < \$200K | 15 | 23 | -34.8% |
| \$200K - \$299K | 130 | 165 | -21.2% |
| \$300K - \$399K | 197 | 348 | -43.4% |
| \$400K - \$499K | 189 | 279 | -32.3% |
| \$500K - \$599K | 98 | 154 | -36.4% |
| \$600K - \$799K | 102 | 144 | -29.2% |
| \$800K - \$999K | 50 | 54 | -7.4% |
| ≥ \$1M | 82 | 110 | -25.5% |



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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