

Elliman Report

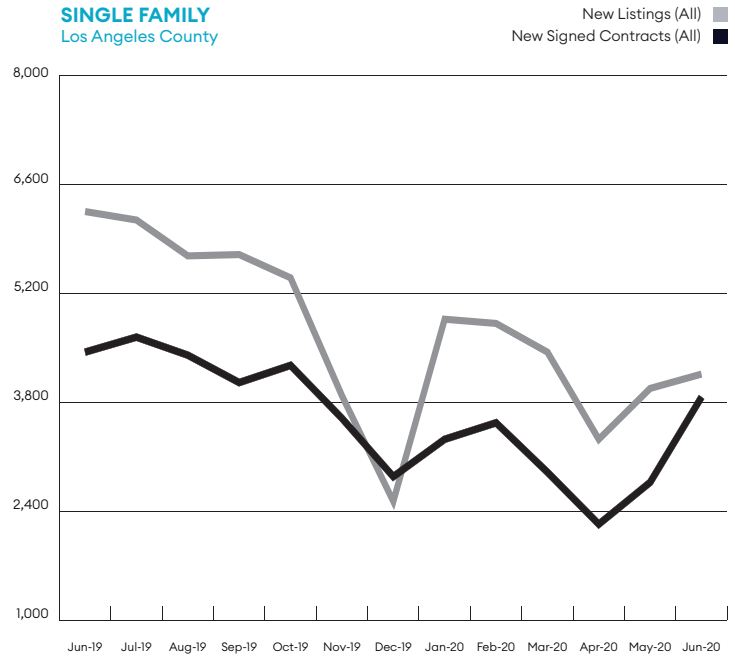
California

June 2020 New Signed Contracts

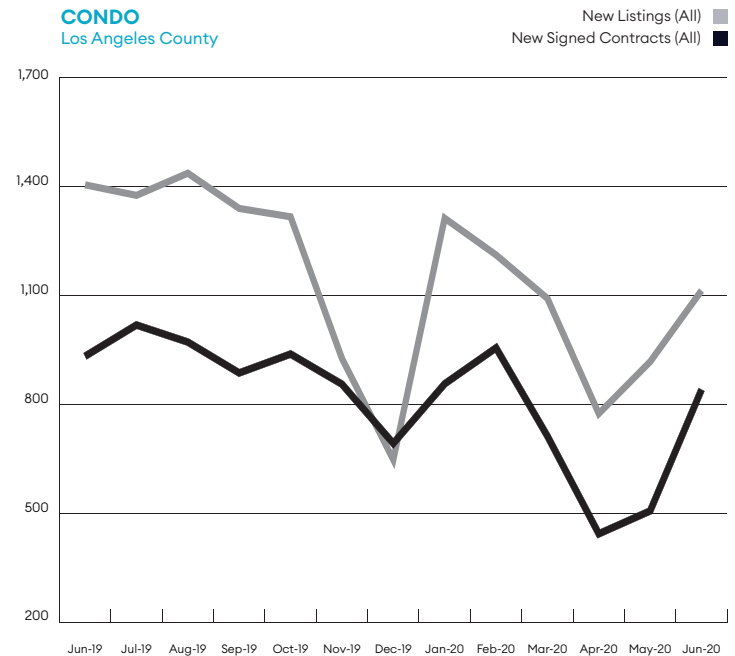
Los Angeles County

"May and June new signed contracts continued to bounce upward from the April bottom as the housing market opened up. New signed contracts and new listing levels remained short of year-ago levels, but the market has nearly clawed back from the shutdown."

SINGLE FAMILY MATRIX Los Angeles County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	3,868	4,445	-13.0%
< \$300K	101	150	-32.7%
\$300K - \$399K	194	277	-30.0%
\$400K - \$499K	342	435	-21.4%
\$500K - \$599K	556	781	-28.8%
\$600K - \$799K	1,000	1,137	-12.0%
\$800K - \$999K	454	529	-14.2%
\$1M - \$1.99M	792	816	-2.9%
≥ \$2M	429	320	34.1%
New Listings (All)	4,163	6,252	-33.4%
< \$300K	66	196	-66.3%
\$300K - \$399K	136	280	-51.4%
\$400K - \$499K	274	549	-50.1%
\$500K - \$599K	510	909	-43.9%
\$600K - \$799K	966	1,416	-31.8%
\$800K - \$999K	536	793	-32.4%
\$1M - \$1.99M	985	1,289	-23.6%
≥ \$2M	690	820	-15.9%



CONDO MATRIX Los Angeles County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	841	933	-9.9%
< \$200K	6	7	-14.3%
\$200K - \$299K	60	68	-11.8%
\$300K - \$399K	189	218	-13.3%
\$400K - \$499K	167	171	-2.3%
\$500K - \$599K	115	127	-9.4%
\$600K - \$799K	160	160	0.0%
\$800K - \$999K	66	87	-24.1%
≥ \$1M	78	95	-17.9%
New Listings (All)	1,114	1,405	-20.7%
< \$200K	18	24	-25.0%
\$200K - \$299K	47	89	-47.2%
\$300K - \$399K	178	288	-38.2%
\$400K - \$499K	197	245	-19.6%
\$500K - \$599K	129	194	-33.5%
\$600K - \$799K	211	225	-6.2%
\$800K - \$999K	118	126	-6.3%
≥ \$1M	216	214	0.9%

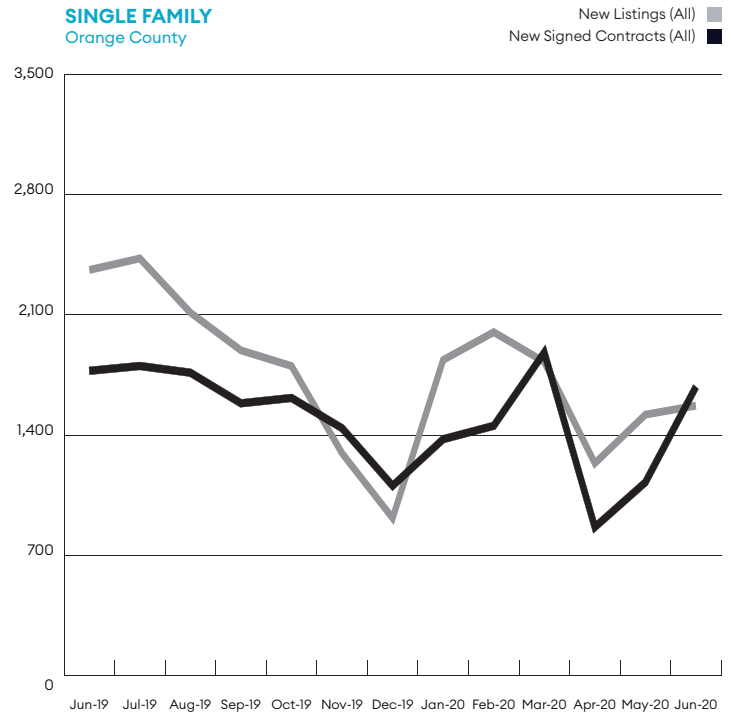


Source: TheMLS/CLAW (Combined Los Angeles Westside)

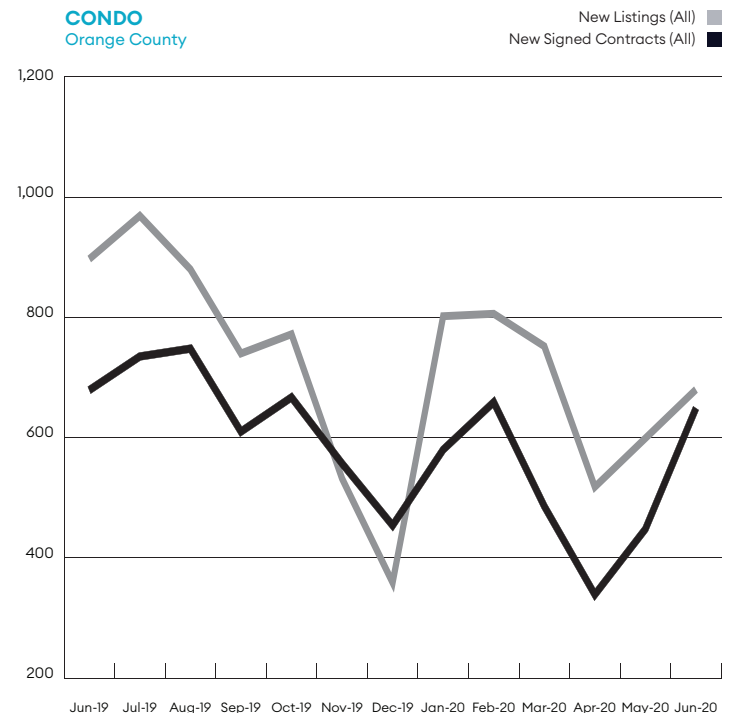
Orange County

"May and June new signed contracts continued to bounce upward from the April bottom as the housing market opened up. New signed contracts and new listing levels remained short of year-ago levels, but the market has nearly clawed back from the shutdown."

SINGLE FAMILY MATRIX Orange County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	1,682	1,775	-5.2%
< \$300K	0	0	
\$300K - \$399K	0	5	-100.0%
\$400K - \$499K	22	41	-46.3%
\$500K - \$599K	106	158	-32.9%
\$600K - \$799K	534	608	-12.2%
\$800K - \$999K	389	389	0.0%
\$1M - \$1.99M	454	453	0.2%
≥ \$2M	177	121	46.3%
New Listings (All)	1,572	2,362	-33.4%
< \$300K	1	3	
\$300K - \$399K	3	4	-25.0%
\$400K - \$499K	15	42	-64.3%
\$500K - \$599K	78	192	-59.4%
\$600K - \$799K	437	745	-41.3%
\$800K - \$999K	355	502	-29.3%
\$1M - \$1.99M	473	603	-21.6%
≥ \$2M	210	271	-22.5%



CONDO MATRIX Orange County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	649	679	-4.4%
< \$200K	7	9	-22.2%
\$200K - \$299K	36	48	-25.0%
\$300K - \$399K	105	133	-21.1%
\$400K - \$499K	139	157	-11.5%
\$500K - \$599K	117	125	-6.4%
\$600K - \$799K	151	120	25.8%
\$800K - \$999K	44	56	-21.4%
≥ \$1M	50	31	61.3%
New Listings (All)	680	897	-24.2%
< \$200K	5	9	-44.4%
\$200K - \$299K	26	47	-44.7%
\$300K - \$399K	105	184	-42.9%
\$400K - \$499K	151	174	-13.2%
\$500K - \$599K	103	166	-38.0%
\$600K - \$799K	167	177	-5.6%
\$800K - \$999K	69	73	-5.5%
≥ \$1M	54	67	-19.4%

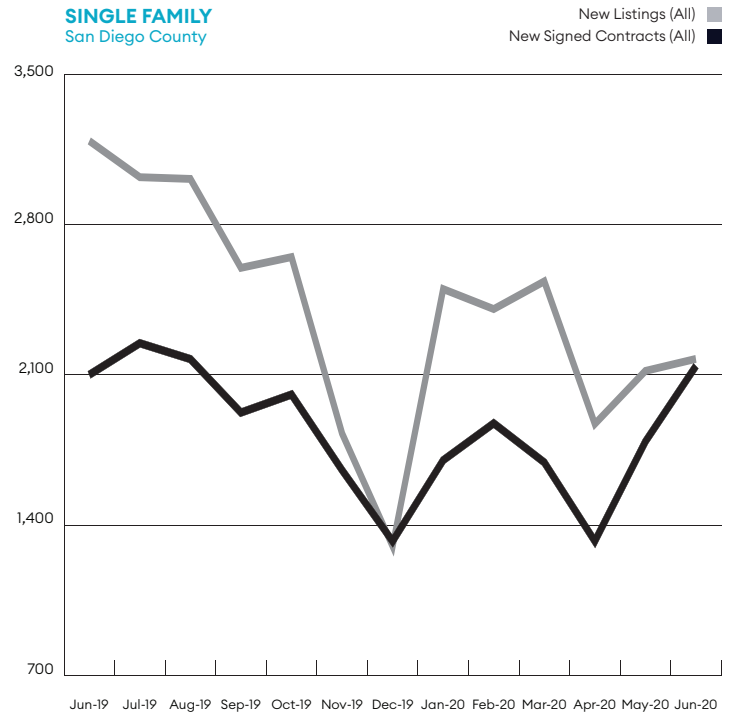


Source: California Regional Multiple Listing Service (CRMLS)

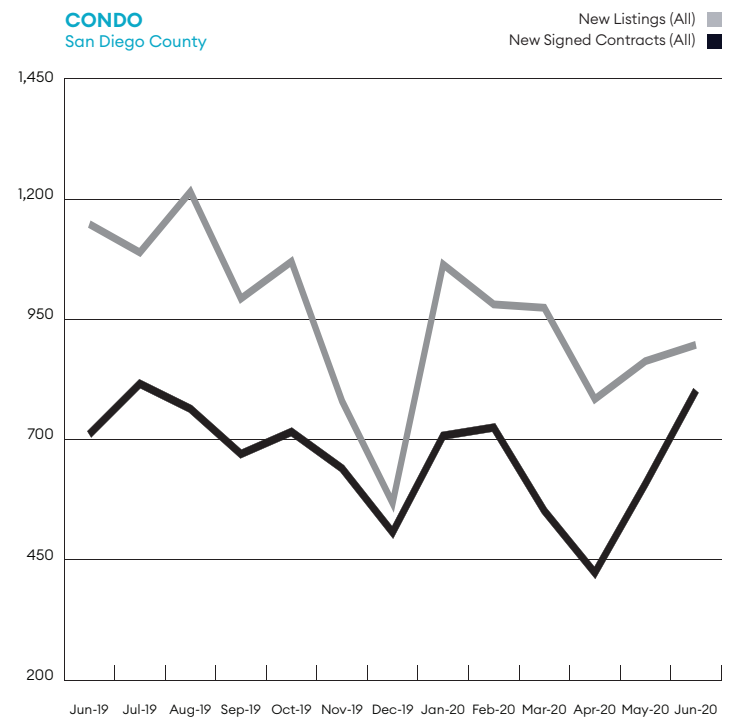
San Diego County

“New listing inventory remains well short of year-ago levels, struggling to keep pace with sharp rebound in overall new signed contracts, which have surpassed the numbers realized last year.”

SINGLE FAMILY MATRIX San Diego County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	2,142	2,101	2.0%
< \$300K	9	15	-40.0%
\$300K - \$399K	39	59	-33.9%
\$400K - \$499K	192	263	-27.0%
\$500K - \$599K	470	474	-0.8%
\$600K - \$799K	682	650	4.9%
\$800K - \$999K	281	269	4.5%
\$1M - \$1.99M	359	306	17.3%
≥ \$2M	110	65	69.2%
New Listings (All)	2,175	3,190	-31.8%
< \$300K	16	27	-40.7%
\$300K - \$399K	26	75	-65.3%
\$400K - \$499K	170	383	-55.6%
\$500K - \$599K	371	655	-43.4%
\$600K - \$799K	638	885	-27.9%
\$800K - \$999K	309	426	-27.5%
\$1M - \$1.99M	469	545	-13.9%
≥ \$2M	176	194	-9.3%



CONDO MATRIX San Diego County	JUNE 2020	JUNE 2019	%Δ (YR)
New Signed Contracts (All)	802	711	12.8%
< \$200K	7	10	-30.0%
\$200K - \$299K	114	114	0.0%
\$300K - \$399K	230	218	5.5%
\$400K - \$499K	196	176	11.4%
\$500K - \$599K	106	87	21.8%
\$600K - \$799K	79	37	113.5%
\$800K - \$999K	31	35	-11.4%
≥ \$1M	39	34	14.7%
New Listings (All)	897	1,148	-21.9%
< \$200K	15	17	-11.8%
\$200K - \$299K	116	171	-32.2%
\$300K - \$399K	218	331	-34.1%
\$400K - \$499K	187	251	-25.5%
\$500K - \$599K	113	132	-14.4%
\$600K - \$799K	117	108	8.3%
\$800K - \$999K	45	52	-13.5%
≥ \$1M	86	86	0.0%



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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