

Elliman Report

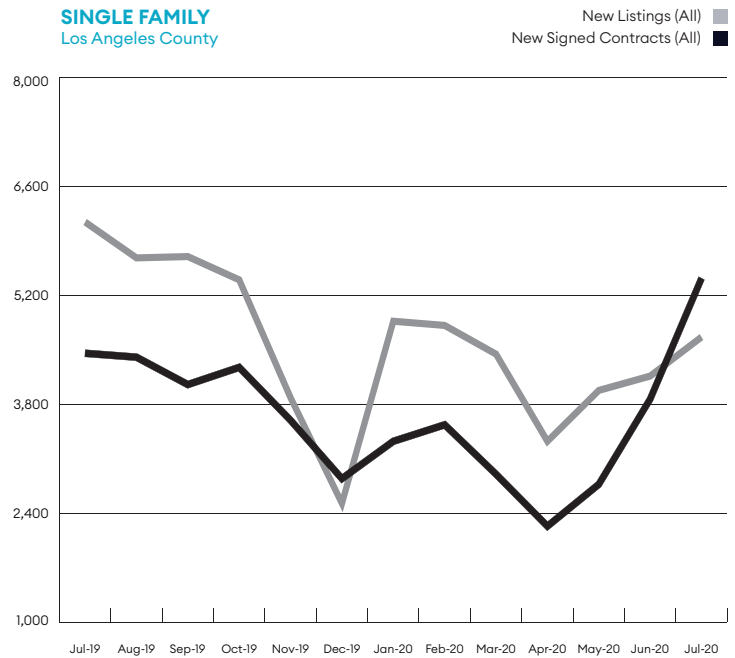
California

July 2020 New Signed Contracts

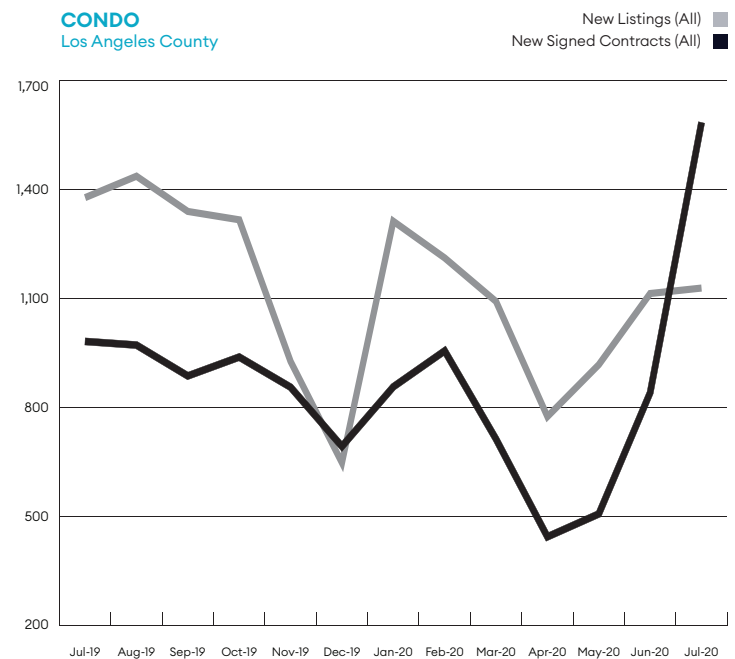
Los Angeles County

"Single family and condo new signed contracts surged ahead of year-ago levels for the first time since the shutdown. After bottoming in April, new signed contracts and new listings have grown rapidly over the subsequent months."

SINGLE FAMILY MATRIX Los Angeles County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	5,420	4,456	21.6%
< \$300K	101	164	-38.4%
\$300K - \$399K	280	227	23.3%
\$400K - \$499K	345	478	-27.8%
\$500K - \$599K	670	814	-17.7%
\$600K - \$799K	1,190	1,129	5.4%
\$800K - \$999K	688	542	26.9%
\$1M - \$1.99M	1,234	787	56.8%
≥ \$2M	912	315	189.5%
New Listings (All)	4,665	6,143	-24.1%
< \$300K	92	221	-58.4%
\$300K - \$399K	92	306	-69.9%
\$400K - \$499K	396	570	-30.5%
\$500K - \$599K	634	899	-29.5%
\$600K - \$799K	1,307	1,406	-7.0%
\$800K - \$999K	652	718	-9.2%
\$1M - \$1.99M	1,022	1,238	-17.4%
≥ \$2M	470	785	-40.1%



CONDO MATRIX Los Angeles County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	1,585	982	61.4%
< \$200K	14	8	75.0%
\$200K - \$299K	73	65	12.3%
\$300K - \$399K	243	231	5.2%
\$400K - \$499K	290	195	48.7%
\$500K - \$599K	241	136	77.2%
\$600K - \$799K	320	173	85.0%
\$800K - \$999K	171	81	111.1%
≥ \$1M	233	93	150.5%
New Listings (All)	1,129	1,378	-18.1%
< \$200K	3	18	-83.3%
\$200K - \$299K	71	92	-22.8%
\$300K - \$399K	236	318	-25.8%
\$400K - \$499K	209	203	3.0%
\$500K - \$599K	180	197	-8.6%
\$600K - \$799K	208	221	-5.9%
\$800K - \$999K	115	131	-12.2%
≥ \$1M	107	198	-46.0%

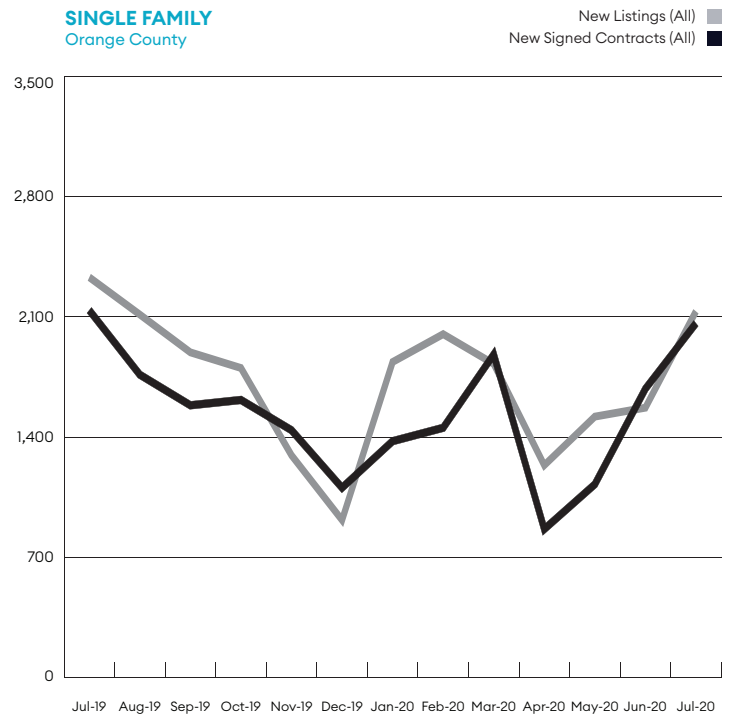


Source: TheMLS/CLAW (Combined Los Angeles Westside)

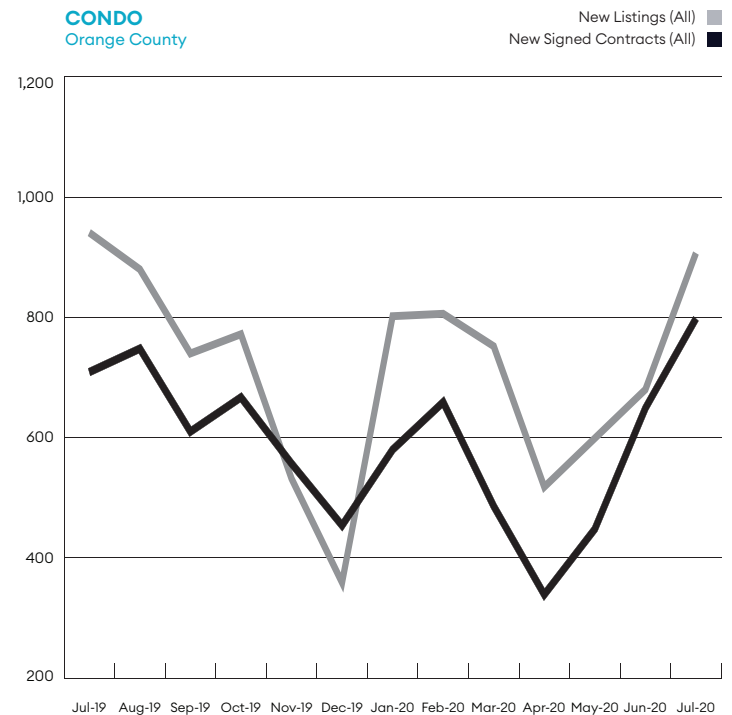
Orange County

"Condo new signed contracts exceeded year-ago levels for the first time since the shutdown. After bottoming in April, new signed contracts and new listings have grown rapidly over the subsequent months."

SINGLE FAMILY MATRIX Orange County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	2,063	2,139	-3.6%
< \$300K	1	0	
\$300K - \$399K	1	6	-83.3%
\$400K - \$499K	26	440	-94.1%
\$500K - \$599K	103	178	-42.1%
\$600K - \$799K	613	620	-1.1%
\$800K - \$999K	523	380	37.6%
\$1M - \$1.99M	605	376	60.9%
≥ \$2M	191	139	37.4%
New Listings (All)	2,133	2,331	-8.5%
< \$300K	2	2	
\$300K - \$399K	1	3	-66.7%
\$400K - \$499K	28	39	-28.2%
\$500K - \$599K	99	193	-48.7%
\$600K - \$799K	579	706	-18.0%
\$800K - \$999K	500	535	-6.5%
\$1M - \$1.99M	628	577	8.8%
≥ \$2M	296	276	7.2%



CONDO MATRIX Orange County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	798	709	12.6%
< \$200K	5	5	0.0%
\$200K - \$299K	35	32	9.4%
\$300K - \$399K	132	164	-19.5%
\$400K - \$499K	194	158	22.8%
\$500K - \$599K	138	131	5.3%
\$600K - \$799K	176	125	40.8%
\$800K - \$999K	72	59	22.0%
≥ \$1M	46	35	31.4%
New Listings (All)	907	941	-3.6%
< \$200K	6	10	-40.0%
\$200K - \$299K	29	61	-52.5%
\$300K - \$399K	130	161	-19.3%
\$400K - \$499K	185	193	-4.1%
\$500K - \$599K	148	179	-17.3%
\$600K - \$799K	202	182	11.0%
\$800K - \$999K	97	70	38.6%
≥ \$1M	110	85	29.4%

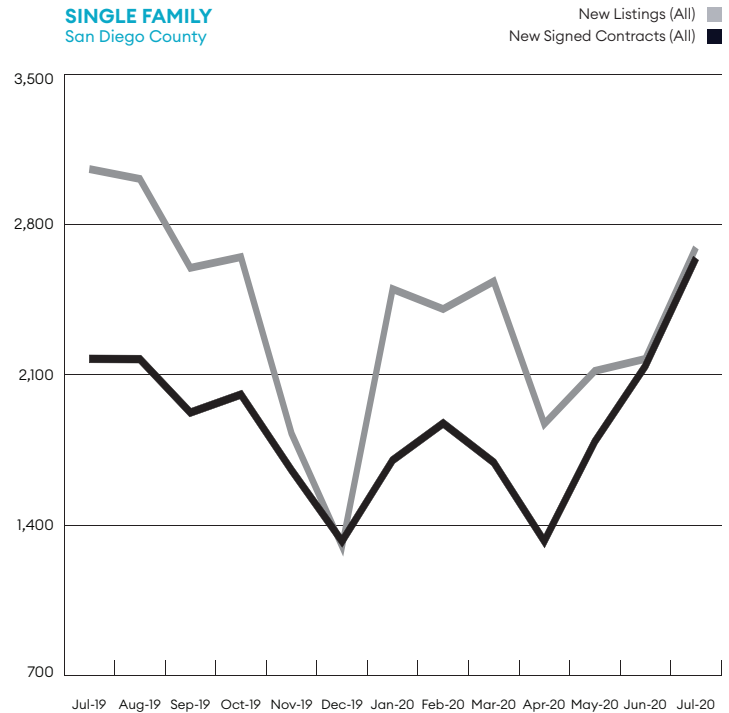


Source: California Regional Multiple Listing Service (CRMLS)

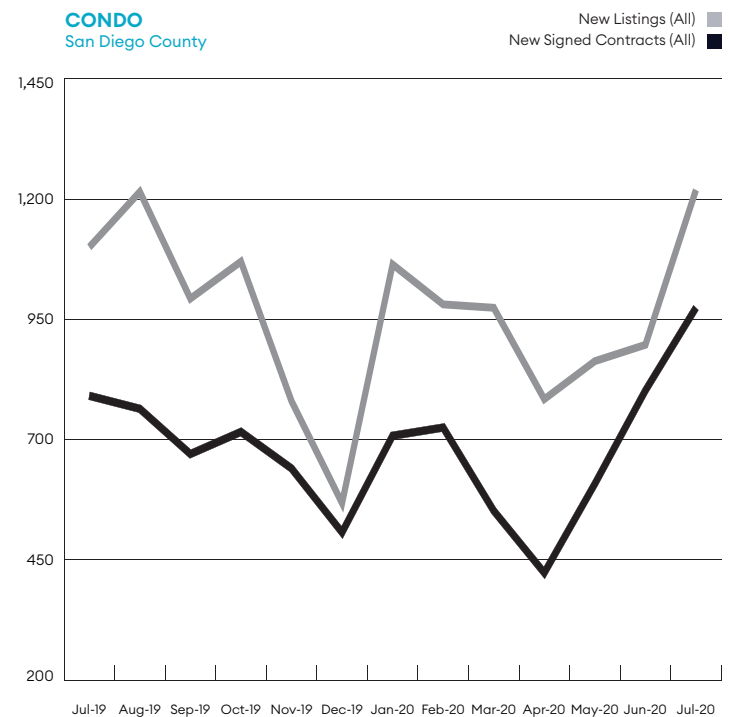
San Diego County

“Single family and condo new signed contracts surged ahead of year-ago levels for the first time since the shutdown. After bottoming in April, new signed contracts and new listings have grown rapidly over the subsequent months.”

SINGLE FAMILY MATRIX San Diego County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	2,644	2,175	21.6%
< \$300K	20	10	100.0%
\$300K - \$399K	46	62	-25.8%
\$400K - \$499K	206	285	-27.7%
\$500K - \$599K	519	479	8.4%
\$600K - \$799K	792	646	22.6%
\$800K - \$999K	397	283	40.3%
\$1M - \$1.99M	517	323	60.1%
≥ \$2M	147	87	69.0%
New Listings (All)	2,694	3,059	-11.9%
< \$300K	19	22	-13.6%
\$300K - \$399K	36	82	-56.1%
\$400K - \$499K	199	399	-50.1%
\$500K - \$599K	482	602	-19.9%
\$600K - \$799K	787	835	-5.7%
\$800K - \$999K	422	368	14.7%
\$1M - \$1.99M	519	554	-6.3%
≥ \$2M	230	197	16.8%



CONDO MATRIX San Diego County	JULY 2020	JULY 2019	%Δ (YR)
New Signed Contracts (All)	974	791	23.1%
< \$200K	13	13	0.0%
\$200K - \$299K	144	133	8.3%
\$300K - \$399K	284	238	19.3%
\$400K - \$499K	224	167	34.1%
\$500K - \$599K	115	101	13.9%
\$600K - \$799K	108	68	58.8%
\$800K - \$999K	29	28	3.6%
≥ \$1M	57	43	32.6%
New Listings (All)	1,219	1,100	10.8%
< \$200K	13	17	-23.5%
\$200K - \$299K	145	178	-18.5%
\$300K - \$399K	317	281	12.8%
\$400K - \$499K	256	228	12.3%
\$500K - \$599K	158	123	28.5%
\$600K - \$799K	128	113	13.3%
\$800K - \$999K	64	42	52.4%
≥ \$1M	138	118	16.9%



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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