

Elliman Report

California

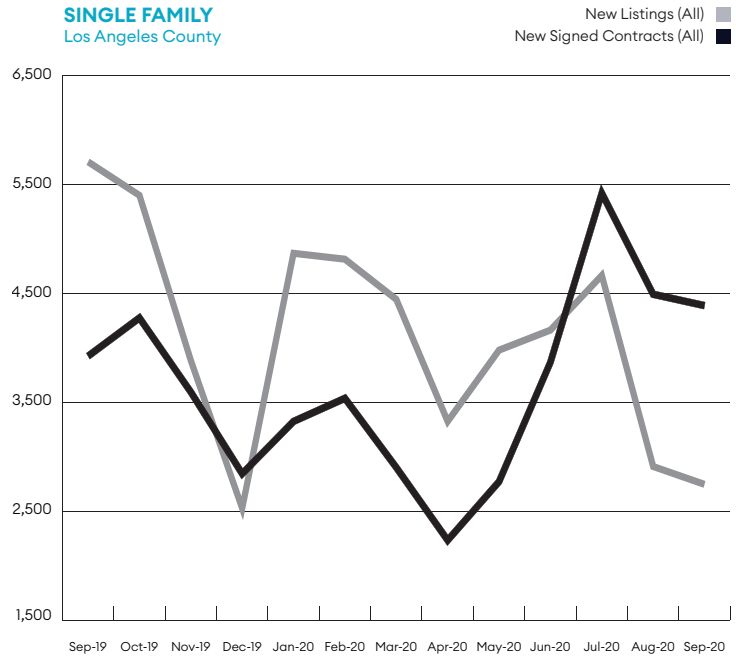
September 2020 New Signed Contracts

Los Angeles County

"Single family new signed contract activity gains remained above the \$600,000 threshold as the new listings dropped sharply. While condo new signed contracts rose sharply from the prior year, condo new listings more than doubled over the same period."

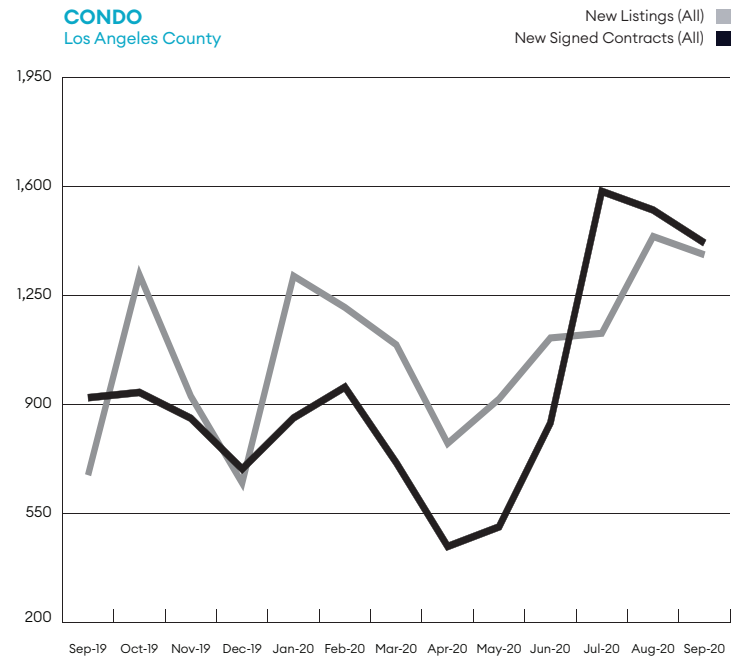
SINGLE FAMILY MATRIX Los Angeles County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	4,388	3,924	11.8%
< \$300K	72	133	-45.9%
\$300K - \$399K	174	227	-23.3%
\$400K - \$499K	365	430	-15.1%
\$500K - \$599K	588	685	-14.2%
\$600K - \$799K	1,185	1,007	17.7%
\$800K - \$999K	649	501	29.5%
\$1M - \$1.99M	937	682	37.4%
≥ \$2M	418	259	61.4%
New Listings (All)	2,747	5,708	-51.9%
< \$300K	29	199	-85.4%
\$300K - \$399K	59	312	-81.1%
\$400K - \$499K	145	484	-70.0%
\$500K - \$599K	243	849	-71.4%
\$600K - \$799K	570	1,255	-54.6%
\$800K - \$999K	361	617	-41.5%
\$1M - \$1.99M	723	1,180	-38.7%
≥ \$2M	617	812	-24.0%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	1,419	922	53.9%
< \$200K	6	9	-33.3%
\$200K - \$299K	58	74	-21.6%
\$300K - \$399K	253	211	19.9%
\$400K - \$499K	321	147	118.4%
\$500K - \$599K	243	154	57.8%
\$600K - \$799K	268	148	81.1%
\$800K - \$999K	129	81	59.3%
≥ \$1M	141	98	43.9%
New Listings (All)	1,381	673	105.2%
< \$200K	1	9	-88.9%
\$200K - \$299K	49	90	-45.6%
\$300K - \$399K	161	195	-17.4%
\$400K - \$499K	201	123	63.4%
\$500K - \$599K	198	100	98.0%
\$600K - \$799K	299	90	232.2%
\$800K - \$999K	186	44	322.7%
≥ \$1M	286	22	1,200.0%

CONDO
Los Angeles County

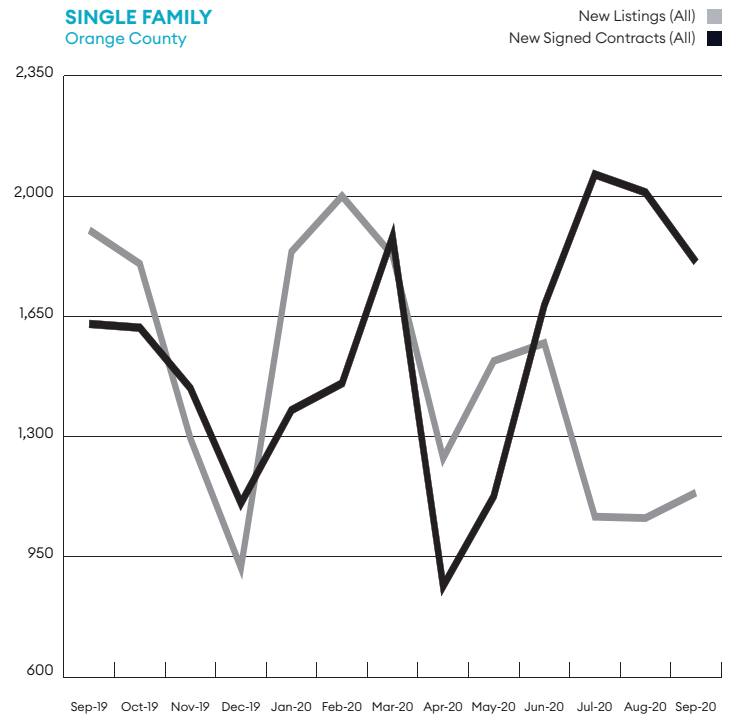


Source: TheMLS/CLAW (Combined Los Angeles Westside)

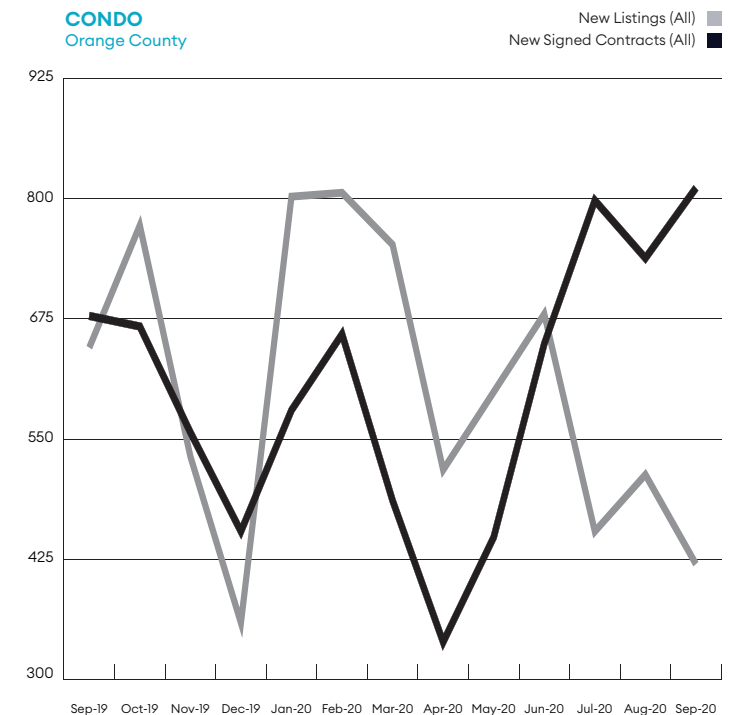
Orange County

"Most of the single family new signed contract activity gains remained above the \$600,000 threshold as the new listings declined sharply. Condo's new signed contracts rose from the prior year, with most of the increases occurring above the \$300,000 threshold."

SINGLE FAMILY MATRIX Orange County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	1,808	1,628	11.1%
< \$300K	0	2	
\$300K - \$399K	5	2	150.0%
\$400K - \$499K	22	50	-56.0%
\$500K - \$599K	75	147	-49.0%
\$600K - \$799K	563	556	1.3%
\$800K - \$999K	486	375	29.6%
\$1M - \$1.99M	487	360	35.3%
≥ \$2M	170	136	25.0%
New Listings (All)	1,137	1,901	-40.2%
< \$300K	5	2	150.0%
\$300K - \$399K	14	6	133.3%
\$400K - \$499K	67	38	76.3%
\$500K - \$599K	153	166	-7.8%
\$600K - \$799K	294	567	-48.1%
\$800K - \$999K	181	407	-55.5%
\$1M - \$1.99M	282	467	-39.6%
≥ \$2M	141	248	-43.1%



CONDO MATRIX Orange County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	811	678	19.6%
< \$200K	4	7	-42.9%
\$200K - \$299K	33	44	-25.0%
\$300K - \$399K	153	142	7.7%
\$400K - \$499K	176	162	8.6%
\$500K - \$599K	164	115	42.6%
\$600K - \$799K	170	120	41.7%
\$800K - \$999K	60	48	25.0%
≥ \$1M	51	40	27.5%
New Listings (All)	420	645	-34.9%
< \$200K	5	6	-16.7%
\$200K - \$299K	24	53	-54.7%
\$300K - \$399K	72	118	-39.0%
\$400K - \$499K	81	127	-36.2%
\$500K - \$599K	75	108	-30.6%
\$600K - \$799K	88	117	-24.8%
\$800K - \$999K	35	63	-44.4%
≥ \$1M	40	53	-24.5%

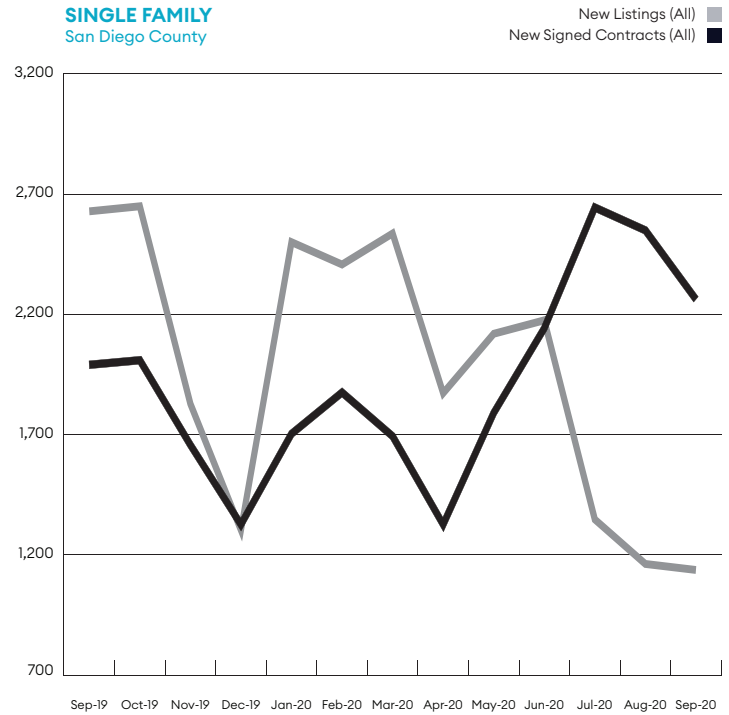


Source: California Regional Multiple Listing Service (CRMLS)

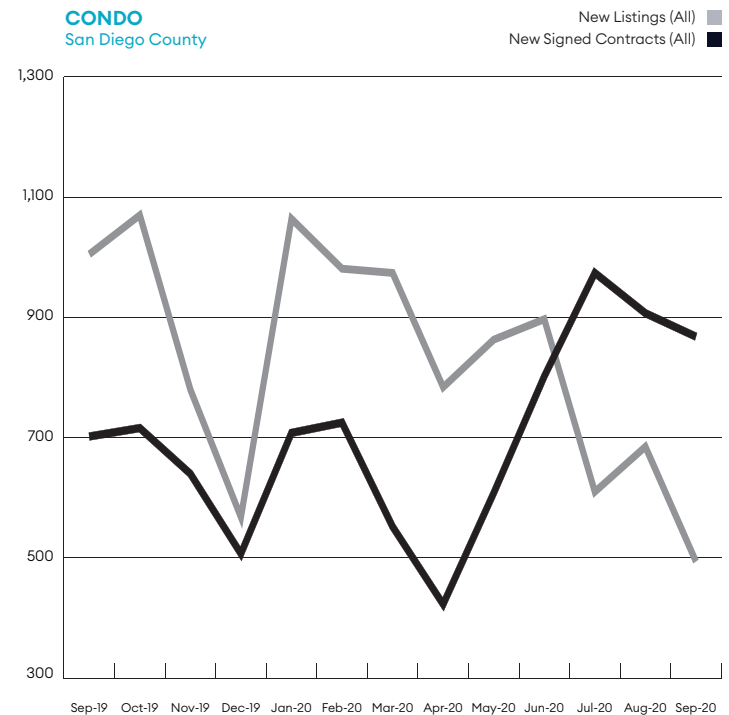
San Diego County

"New signed contract activity for single family and condos remained well above year-ago levels but continued to show plateauing in recent months. However, supply remained limited with new listings falling to roughly half prior-year levels.

SINGLE FAMILY MATRIX San Diego County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	2,262	1,990	13.7%
< \$300K	12	10	20.0%
\$300K - \$399K	36	50	-28.0%
\$400K - \$499K	163	275	-40.7%
\$500K - \$599K	418	495	-15.6%
\$600K - \$799K	752	586	28.3%
\$800K - \$999K	332	225	47.6%
\$1M - \$1.99M	410	281	45.9%
≥ \$2M	139	68	104.4%
New Listings (All)	1,137	2,628	-56.7%
< \$300K	5	28	-82.1%
\$300K - \$399K	14	77	-81.8%
\$400K - \$499K	67	307	-78.2%
\$500K - \$599K	153	521	-70.6%
\$600K - \$799K	294	725	-59.4%
\$800K - \$999K	181	322	-43.8%
\$1M - \$1.99M	282	475	-40.6%
≥ \$2M	141	173	-18.5%



CONDO MATRIX San Diego County	SEPT 2020	SEPT 2019	%Δ (YR)
New Signed Contracts (All)	868	702	23.6%
< \$200K	10	13	-23.1%
\$200K - \$299K	93	117	-20.5%
\$300K - \$399K	243	236	3.0%
\$400K - \$499K	216	146	47.9%
\$500K - \$599K	130	84	54.8%
\$600K - \$799K	93	58	60.3%
\$800K - \$999K	35	20	75.0%
≥ \$1M	48	28	71.4%
New Listings (All)	494	1,005	-50.8%
< \$200K	9	15	-40.0%
\$200K - \$299K	53	147	-63.9%
\$300K - \$399K	113	274	-58.8%
\$400K - \$499K	103	199	-48.2%
\$500K - \$599K	63	108	-41.7%
\$600K - \$799K	60	112	-46.4%
\$800K - \$999K	25	63	-60.3%
≥ \$1M	68	87	-21.8%



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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