

Elliman Report

California

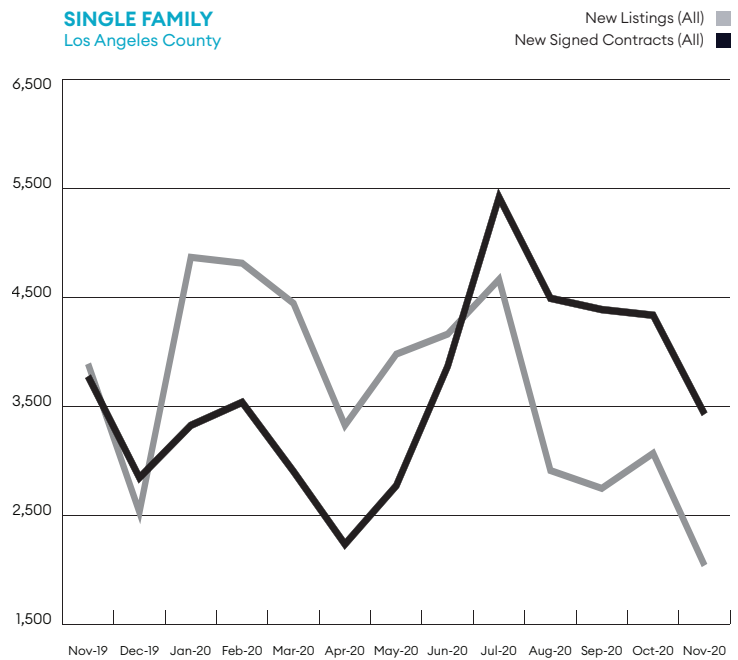
November 2020 New Signed Contracts

Los Angeles County

"Year over year gains for condo new signed contracts continued to outperform the increases in single family new signed contracts. However, new inventory for single families plummeted, maintaining a brisk market pace. New signed contract growth was seen above the \$600,000 threshold for single families and above the \$300,000 threshold for condos."

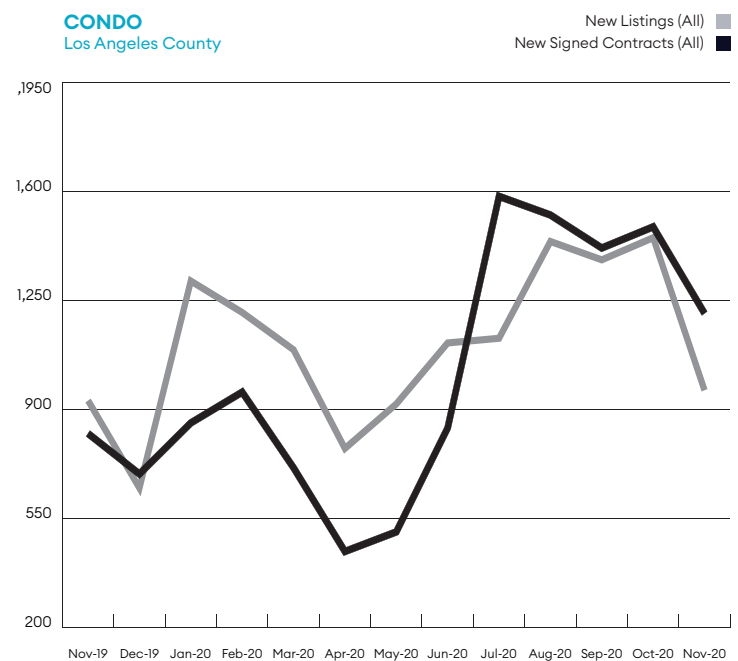
SINGLE FAMILY MATRIX Los Angeles County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	3,429	3,775	-9.2%
< \$300K	41	125	-67.2%
\$300K - \$399K	139	201	-30.8%
\$400K - \$499K	257	404	-36.4%
\$500K - \$599K	492	669	-26.5%
\$600K - \$799K	992	970	2.3%
\$800K - \$999K	489	434	12.7%
\$1M - \$1.99M	720	680	5.9%
≥ \$2M	299	292	2.4%
New Listings (All)	2,039	3,891	-47.6%
< \$300K	20	133	-85.0%
\$300K - \$399K	45	186	-75.8%
\$400K - \$499K	91	396	-77.0%
\$500K - \$599K	192	613	-68.7%
\$600K - \$799K	413	907	-54.5%
\$800K - \$999K	278	453	-38.6%
\$1M - \$1.99M	522	700	-25.4%
≥ \$2M	478	503	-5.0%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	1,209	823	46.9%
< \$200K	7	8	-12.5%
\$200K - \$299K	54	68	-20.6%
\$300K - \$399K	193	186	3.8%
\$400K - \$499K	269	169	59.2%
\$500K - \$599K	209	108	93.5%
\$600K - \$799K	232	131	77.1%
\$800K - \$999K	100	66	51.5%
≥ \$1M	145	87	66.7%
New Listings (All)	962	929	3.6%
< \$200K	1	16	-93.8%
\$200K - \$299K	35	71	-50.7%
\$300K - \$399K	107	175	-38.9%
\$400K - \$499K	165	164	0.6%
\$500K - \$599K	133	125	6.4%
\$600K - \$799K	213	150	42.0%
\$800K - \$999K	127	85	49.4%
≥ \$1M	181	143	26.6%

CONDO
Los Angeles County

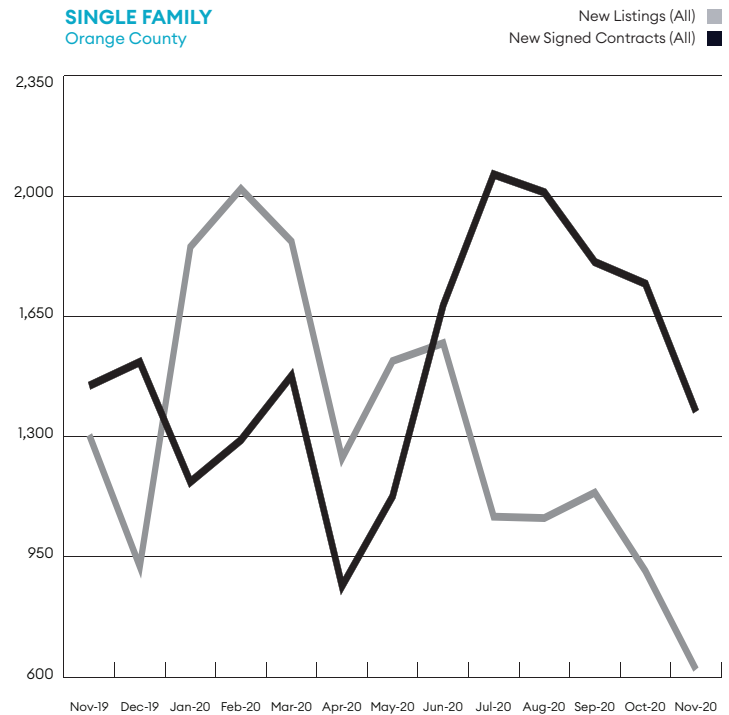


Source: TheMLS/CLAW (Combined Los Angeles Westside)

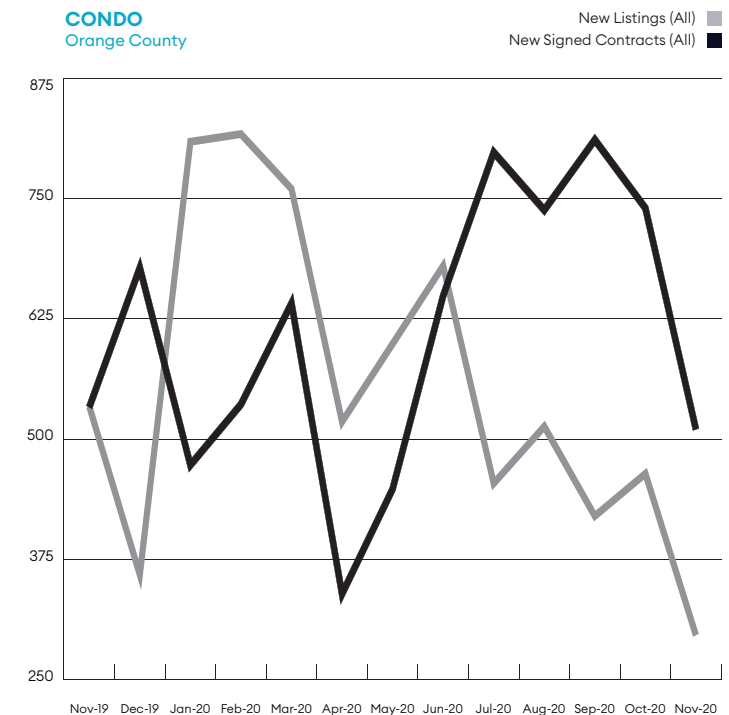
Orange County

"New signed contracts for single families and condos slipped year over year. However, new inventory for both property types dropped sharply, keeping the market pace moving quickly. New signed contract growth was seen above the \$800,000 threshold for single families with no distinct condos pattern."

SINGLE FAMILY MATRIX Orange County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	1,373	1,448	-5.2%
< \$300K	0	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	20	35	-42.9%
\$500K - \$599K	51	135	-62.2%
\$600K - \$799K	373	523	-28.7%
\$800K - \$999K	376	313	20.1%
\$1M - \$1.99M	427	348	22.7%
≥ \$2M	126	92	37.0%
New Listings (All)	622	1,305	-52.3%
< \$300K	0	1	-100.0%
\$300K - \$399K	1	1	0.0%
\$400K - \$499K	6	28	-78.6%
\$500K - \$599K	19	94	-79.8%
\$600K - \$799K	122	437	-72.1%
\$800K - \$999K	128	247	-48.2%
\$1M - \$1.99M	222	359	-38.2%
≥ \$2M	124	138	-10.1%



CONDO MATRIX Orange County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	510	533	-4.3%
< \$200K	4	4	0.0%
\$200K - \$299K	26	37	-29.7%
\$300K - \$399K	75	110	-31.8%
\$400K - \$499K	125	121	3.3%
\$500K - \$599K	98	102	-3.9%
\$600K - \$799K	115	88	30.7%
\$800K - \$999K	33	39	-15.4%
≥ \$1M	34	32	6.3%
New Listings (All)	296	534	-44.6%
< \$200K	0	7	-100.0%
\$200K - \$299K	14	37	-62.2%
\$300K - \$399K	54	107	-49.5%
\$400K - \$499K	65	97	-33.0%
\$500K - \$599K	35	92	-62.0%
\$600K - \$799K	59	111	-46.8%
\$800K - \$999K	31	42	-26.2%
≥ \$1M	38	41	-7.3%

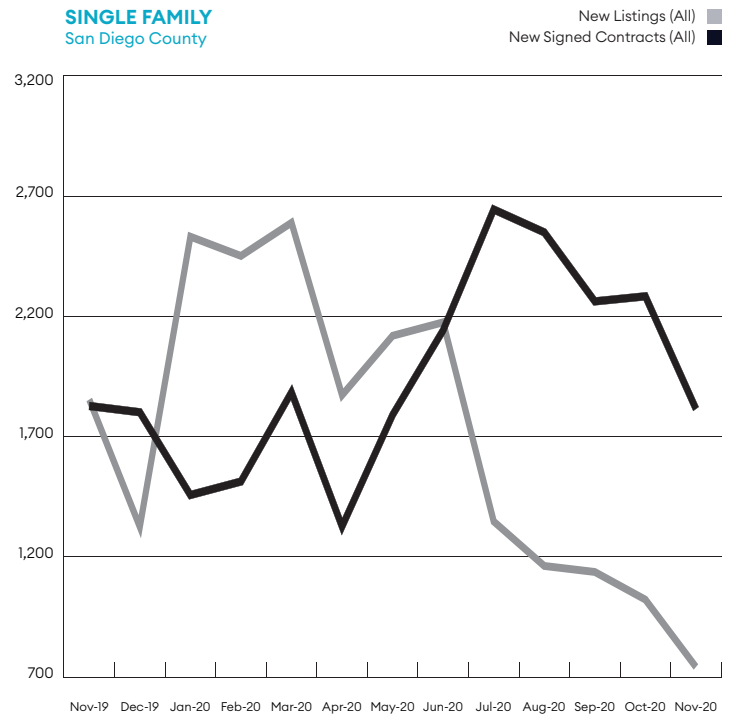


Source: California Regional Multiple Listing Service (CRMLS)

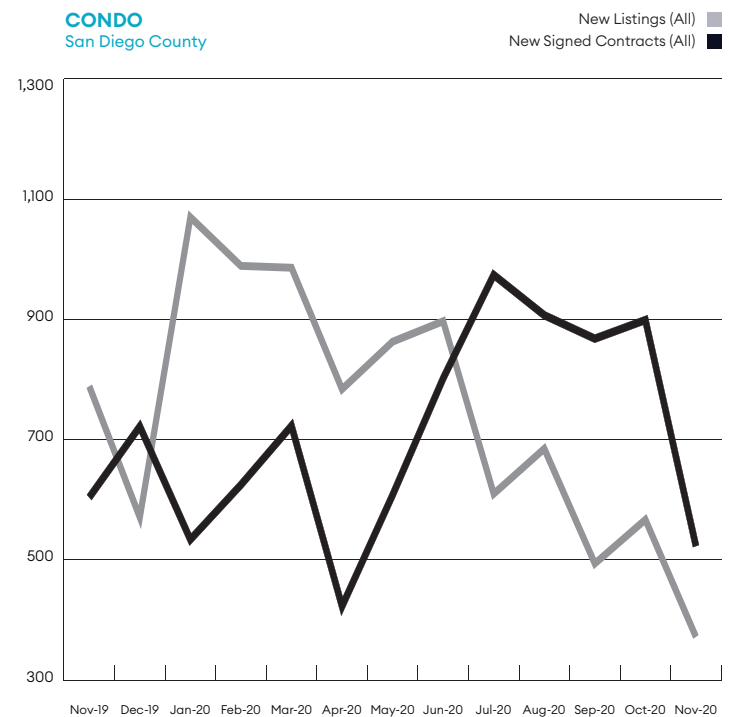
San Diego County

"New signed contracts for single families and condos slipped year over year. However, new inventory for both property types dropped sharply, keeping the market pace moving quickly. New signed contract growth was concentrated above the \$600,000 threshold for single families and above the \$500,000 threshold for condos."

SINGLE FAMILY MATRIX San Diego County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	1,815	1,827	-0.7%
< \$300K	13	21	-38.1%
\$300K - \$399K	29	58	-50.0%
\$400K - \$499K	118	239	-50.6%
\$500K - \$599K	347	372	-6.7%
\$600K - \$799K	596	547	9.0%
\$800K - \$999K	298	214	39.3%
\$1M - \$1.99M	322	300	7.3%
≥ \$2M	92	76	21.1%
New Listings (All)	742	1,854	-60.0%
< \$300K	6	33	-81.8%
\$300K - \$399K	11	79	-86.1%
\$400K - \$499K	45	217	-79.3%
\$500K - \$599K	116	373	-68.9%
\$600K - \$799K	216	513	-57.9%
\$800K - \$999K	114	240	-52.5%
\$1M - \$1.99M	141	278	-49.3%
≥ \$2M	93	121	-23.1%



CONDO MATRIX San Diego County	NOV 2020	NOV 2019	%Δ (YR)
New Signed Contracts (All)	523	604	-13.4%
< \$200K	3	12	-75.0%
\$200K - \$299K	72	89	-19.1%
\$300K - \$399K	127	176	-27.8%
\$400K - \$499K	121	149	-18.8%
\$500K - \$599K	64	60	6.7%
\$600K - \$799K	62	60	3.3%
\$800K - \$999K	33	19	73.7%
≥ \$1M	41	39	5.1%
New Listings (All)	372	789	-52.9%
< \$200K	5	16	-68.8%
\$200K - \$299K	51	143	-64.3%
\$300K - \$399K	87	221	-60.6%
\$400K - \$499K	69	136	-49.3%
\$500K - \$599K	54	87	-37.9%
\$600K - \$799K	44	69	-36.2%
\$800K - \$999K	20	49	-59.2%
≥ \$1M	42	68	-38.2%



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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