

# Elliman Report

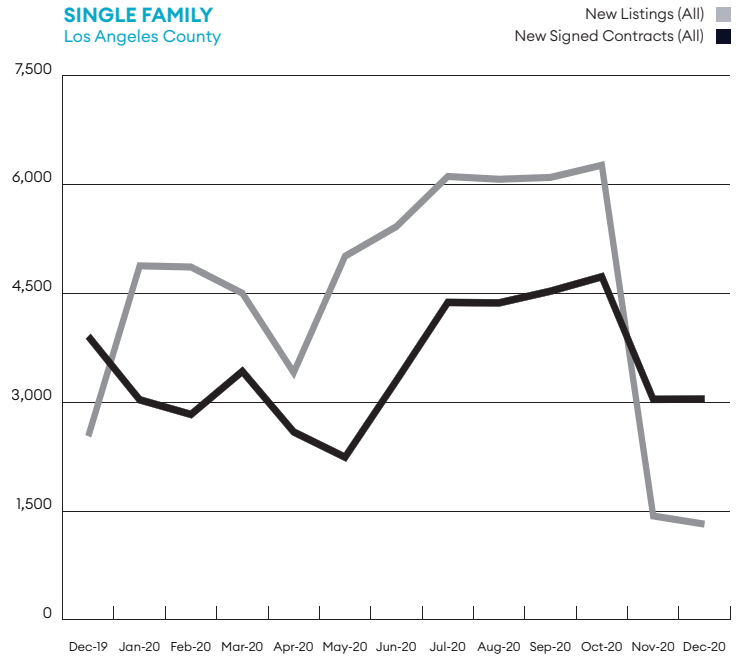
California

December 2020 New Signed Contracts

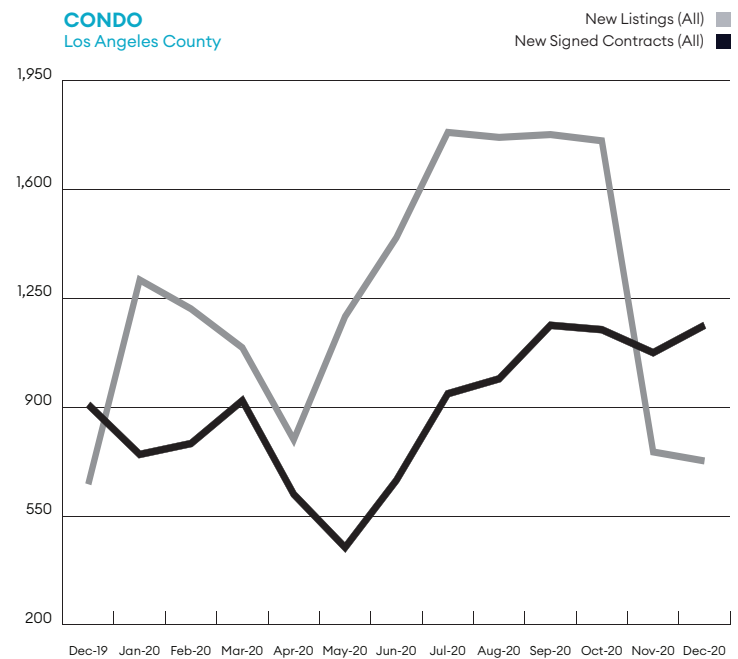
## Los Angeles County

"Year over year gains for condo new signed contracts continued to outperform single family new signed contract growth. New inventory for both property types fell sharply, helping maintain the robust market pace."

SINGLE FAMILY MATRIX Los Angeles County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>3,043</b>	<b>3,907</b>	<b>-22.1%</b>
< \$300K	36	138	-73.9%
\$300K - \$499K	353	583	-39.5%
\$500K - \$699K	906	1287	-29.6%
\$700K - \$899K	643	668	-3.7%
\$900K - \$999K	206	189	9.0%
\$1M - \$1.99M	607	723	-16.0%
\$2M - \$4.99M	235	269	-12.6%
≥ \$5M	57	50	14.0%
<b>New Listings (All)</b>	<b>1,320</b>	<b>2,531</b>	<b>-47.8%</b>
< \$300K	16	107	-85.0%
\$300K - \$499K	119	448	-73.4%
\$500K - \$699K	267	770	-65.3%
\$700K - \$899K	227	429	-47.1%
\$900K - \$999K	71	109	-34.9%
\$1M - \$1.99M	349	419	-16.7%
\$2M - \$4.99M	186	185	0.5%
≥ \$5M	85	64	32.8%



CONDO MATRIX Los Angeles County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,163</b>	<b>908</b>	<b>28.1%</b>
< \$300K	69	80	-13.8%
\$300K - \$499K	444	393	13.0%
\$500K - \$599K	217	111	95.5%
\$600K - \$699K	121	89	36.0%
\$700K - \$799K	86	62	38.7%
\$800K - \$999K	94	81	16.0%
\$1M - \$1.99M	117	79	48.1%
≥ \$2M	15	13	15.4%
<b>New Listings (All)</b>	<b>727</b>	<b>652</b>	<b>11.5%</b>
< \$300K	34	66	-48.5%
\$300K - \$499K	226	268	-15.7%
\$500K - \$599K	112	86	30.2%
\$600K - \$699K	92	48	91.7%
\$700K - \$799K	62	53	17.0%
\$800K - \$999K	63	46	37.0%
\$1M - \$1.99M	112	63	77.8%
≥ \$2M	26	22	18.2%

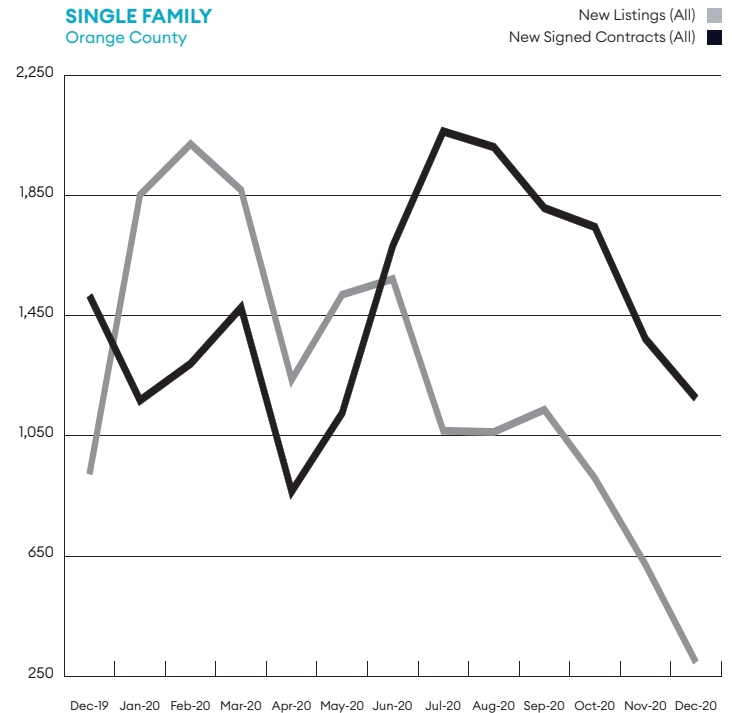


Source: TheMLS/CLAW (Combined Los Angeles Westside)

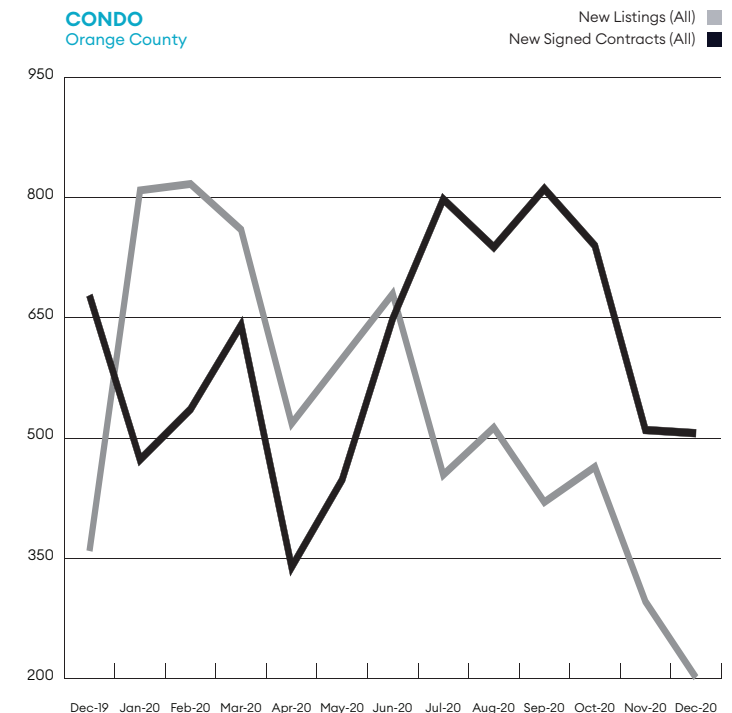
# Orange County

"New signed contracts for single families and condos continued to decline year over year. New inventory for both property types fell sharply, helping maintain the robust market pace."

SINGLE FAMILY MATRIX Orange County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,175</b>	<b>1,517</b>	<b>-22.5%</b>
< \$300K	0	0	
\$300K - \$399K	0	4	-100.0%
\$400K - \$499K	11	32	-65.6%
\$500K - \$599K	42	139	-69.8%
\$600K - \$799K	336	506	-33.6%
\$800K - \$999K	280	339	-17.4%
\$1M - \$1.99M	383	391	-2.0%
≥ \$2M	123	106	16.0%
<b>New Listings (All)</b>	<b>296</b>	<b>922</b>	<b>-67.9%</b>
< \$300K	0	1	-100.0%
\$300K - \$399K	0	4	-100.0%
\$400K - \$499K	2	15	-86.7%
\$500K - \$599K	18	64	-71.9%
\$600K - \$799K	56	299	-81.3%
\$800K - \$999K	51	199	-74.4%
\$1M - \$1.99M	94	240	-60.8%
≥ \$2M	75	100	-25.0%



CONDO MATRIX Orange County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>506</b>	<b>678</b>	<b>-25.4%</b>
< \$200K	2	4	-50.0%
\$200K - \$299K	23	33	-30.3%
\$300K - \$399K	94	116	-19.0%
\$400K - \$499K	125	153	-18.3%
\$500K - \$599K	75	119	-37.0%
\$600K - \$799K	103	147	-29.9%
\$800K - \$999K	36	58	-37.9%
≥ \$1M	48	48	0.0%
<b>New Listings (All)</b>	<b>201</b>	<b>359</b>	<b>-44.0%</b>
< \$200K	0	6	-100.0%
\$200K - \$299K	9	25	-64.0%
\$300K - \$399K	33	52	-36.5%
\$400K - \$499K	41	84	-51.2%
\$500K - \$599K	22	62	-64.5%
\$600K - \$799K	47	64	-26.6%
\$800K - \$999K	20	37	-45.9%
≥ \$1M	29	29	0.0%

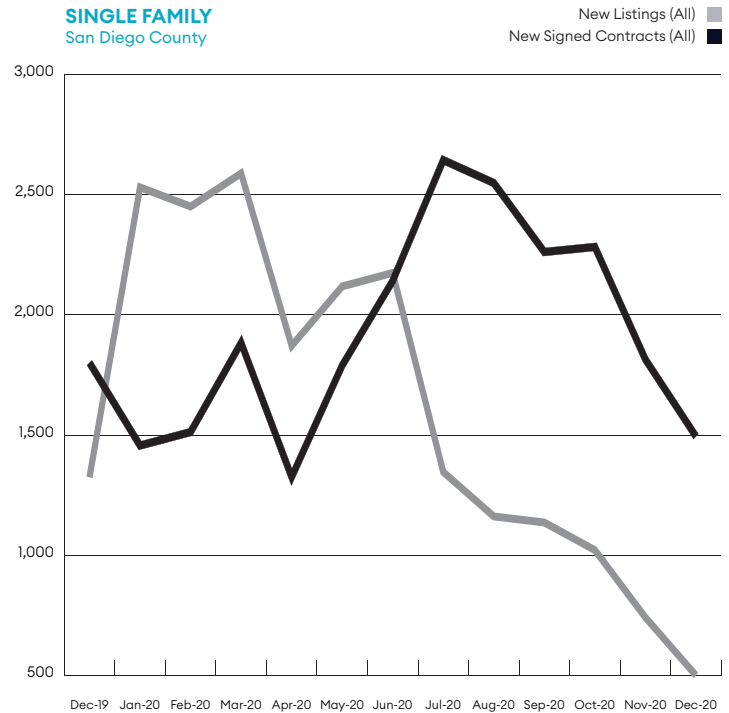


Source: California Regional Multiple Listing Service (CRMLS)

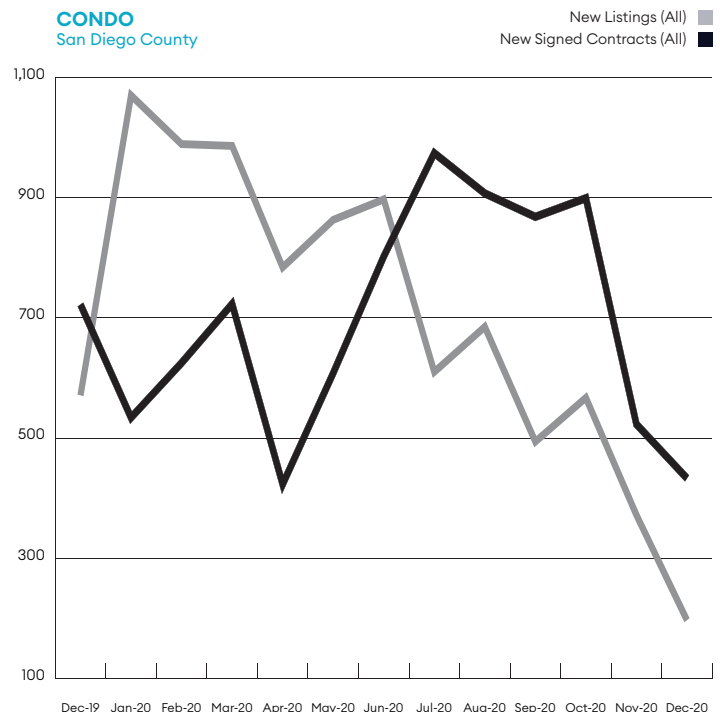
# San Diego County

"New signed contracts for single families and condos continued to decline year over year. New inventory for both property types fell sharply, helping maintain the robust market pace."

SINGLE FAMILY MATRIX San Diego County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,495</b>	<b>1,801</b>	<b>-17.0%</b>
< \$300K	2	7	-71.4%
\$300K - \$399K	22	45	-51.1%
\$400K - \$499K	111	234	-52.6%
\$500K - \$599K	277	443	-37.5%
\$600K - \$799K	540	487	10.9%
\$800K - \$999K	223	235	-5.1%
\$1M - \$1.99M	241	282	-14.5%
≥ \$2M	79	68	16.2%
<b>New Listings (All)</b>	<b>501</b>	<b>1,325</b>	<b>-62.2%</b>
< \$300K	8	15	-46.7%
\$300K - \$399K	7	45	-84.4%
\$400K - \$499K	20	155	-87.1%
\$500K - \$599K	65	279	-76.7%
\$600K - \$799K	163	393	-58.5%
\$800K - \$999K	66	147	-55.1%
\$1M - \$1.99M	89	208	-57.2%
≥ \$2M	83	83	0.0%



CONDO MATRIX San Diego County	DEC 2020	DEC 2019	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>433</b>	<b>722</b>	<b>-40.0%</b>
< \$200K	5	10	-50.0%
\$200K - \$299K	48	115	-58.3%
\$300K - \$399K	124	219	-43.4%
\$400K - \$499K	107	161	-33.5%
\$500K - \$599K	62	88	-29.5%
\$600K - \$799K	45	58	-22.4%
\$800K - \$999K	16	25	-36.0%
≥ \$1M	26	46	-43.5%
<b>New Listings (All)</b>	<b>197</b>	<b>571</b>	<b>-65.5%</b>
< \$200K	5	9	-44.4%
\$200K - \$299K	27	106	-74.5%
\$300K - \$399K	42	175	-76.0%
\$400K - \$499K	33	95	-65.3%
\$500K - \$599K	31	56	-44.6%
\$600K - \$799K	18	44	-59.1%
\$800K - \$999K	14	28	-50.0%
≥ \$1M	27	58	-53.4%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author  
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