

Elliman Report

California

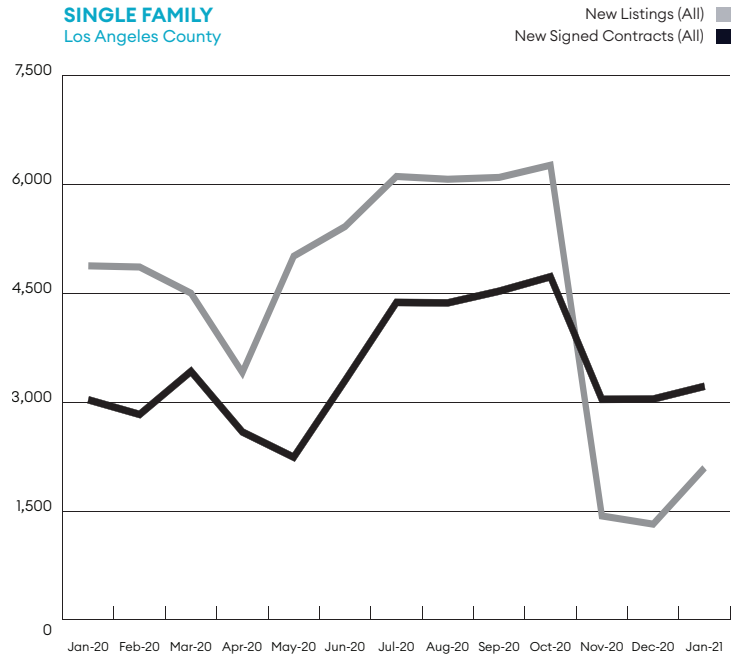
January 2021 New Signed Contracts

Los Angeles County

"Single family new signed contracts rose annually for the first time in three months. Condo's new signed contract growth continued on a tear, surging above year-ago levels for the fifth straight month. New inventory for both property types fell sharply over the same period."

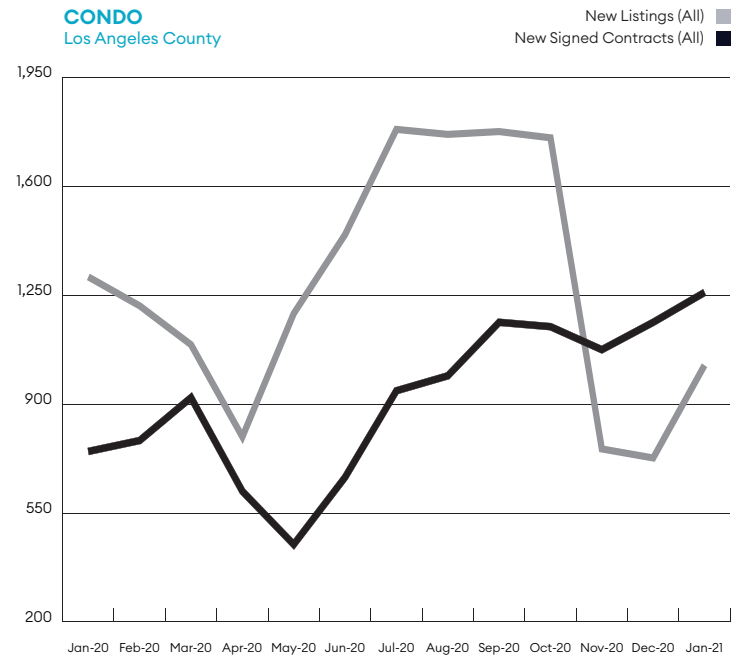
SINGLE FAMILY MATRIX Los Angeles County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	3,219	3,033	6.1%
< \$300K	45	112	-59.8%
\$300K - \$499K	316	503	-37.2%
\$500K - \$699K	870	981	-11.3%
\$700K - \$899K	678	531	27.7%
\$900K - \$999K	210	142	47.9%
\$1M - \$1.99M	755	553	36.5%
\$2M - \$4.99M	294	170	72.9%
≥ \$5M	51	41	24.4%
New Listings (All)	2,096	4,878	-57.0%
< \$300K	22	131	-83.2%
\$300K - \$499K	148	647	-77.1%
\$500K - \$699K	366	1,245	-70.6%
\$700K - \$899K	336	778	-56.8%
\$900K - \$999K	105	249	-57.8%
\$1M - \$1.99M	554	978	-43.4%
\$2M - \$4.99M	391	613	-36.2%
≥ \$5M	174	237	-26.6%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	1,259	748	68.3%
< \$300K	48	66	-27.3%
\$300K - \$499K	461	322	43.2%
\$500K - \$599K	228	92	147.8%
\$600K - \$699K	150	65	130.8%
\$700K - \$799K	105	52	101.9%
\$800K - \$999K	121	62	95.2%
\$1M - \$1.99M	126	80	57.5%
≥ \$2M	20	9	122.2%
New Listings (All)	1,025	1,309	-21.7%
< \$300K	24	76	-68.4%
\$300K - \$499K	219	439	-50.1%
\$500K - \$599K	153	182	-15.9%
\$600K - \$699K	136	145	-6.2%
\$700K - \$799K	109	86	26.7%
\$800K - \$999K	137	158	-13.3%
\$1M - \$1.99M	185	178	3.9%
≥ \$2M	62	45	37.8%

CONDO
Los Angeles County

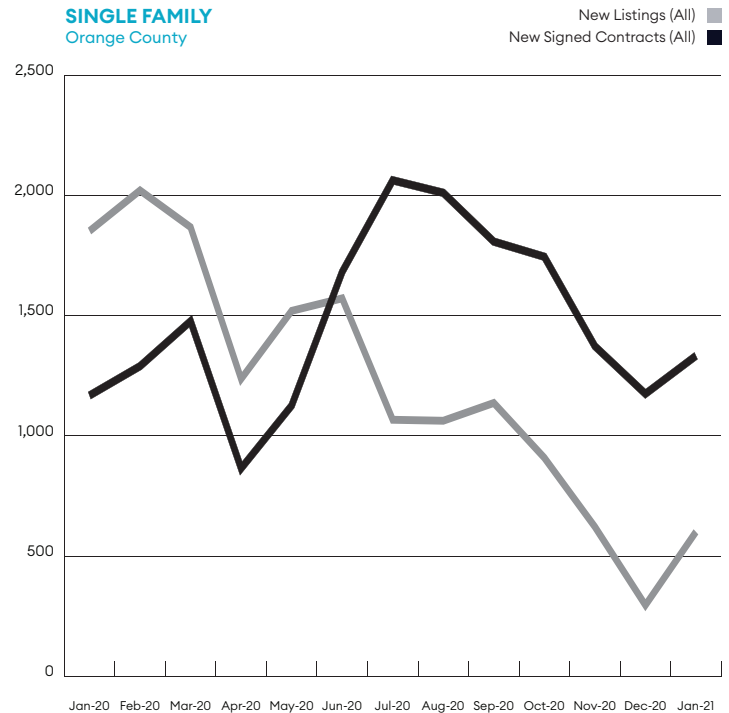


Source: TheMLS/CLAW (Combined Los Angeles Westside)

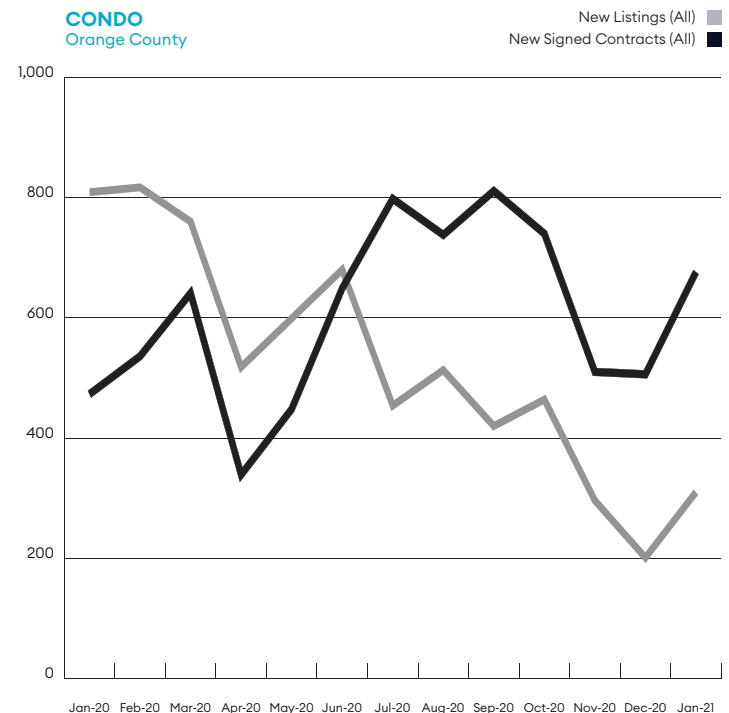
Orange County

"Single family new signed contracts rose annually for the first time in three months. Condo's new signed contract growth surged above year-ago levels outpacing single family gains. New inventory for both property types has been falling annually each month since at least last April."

SINGLE FAMILY MATRIX Orange County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	1,333	1,168	14.1%
< \$300K	1	0	
\$300K - \$399K	2	2	0.0%
\$400K - \$499K	10	16	-37.5%
\$500K - \$599K	54	101	-46.5%
\$600K - \$799K	320	383	-16.4%
\$800K - \$999K	324	243	33.3%
\$1M - \$1.99M	429	302	42.1%
≥ \$2M	193	121	59.5%
New Listings (All)	601	1,852	-67.5%
< \$300K	0	1	-100.0%
\$300K - \$399K	1	2	-50.0%
\$400K - \$499K	3	29	-89.7%
\$500K - \$599K	20	105	-81.0%
\$600K - \$799K	109	481	-77.3%
\$800K - \$999K	131	416	-68.5%
\$1M - \$1.99M	197	550	-64.2%
≥ \$2M	140	268	-47.8%



CONDO MATRIX Orange County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	676	473	42.9%
< \$200K	3	1	200.0%
\$200K - \$299K	29	36	-19.4%
\$300K - \$399K	104	76	36.8%
\$400K - \$499K	136	108	25.9%
\$500K - \$599K	99	83	19.3%
\$600K - \$799K	161	94	71.3%
\$800K - \$999K	71	44	61.4%
≥ \$1M	73	31	135.5%
New Listings (All)	310	809	-61.7%
< \$200K	4	7	-42.9%
\$200K - \$299K	15	46	-67.4%
\$300K - \$399K	48	144	-66.7%
\$400K - \$499K	66	159	-58.5%
\$500K - \$599K	40	135	-70.4%
\$600K - \$799K	64	179	-64.2%
\$800K - \$999K	34	66	-48.5%
≥ \$1M	39	73	-46.6%

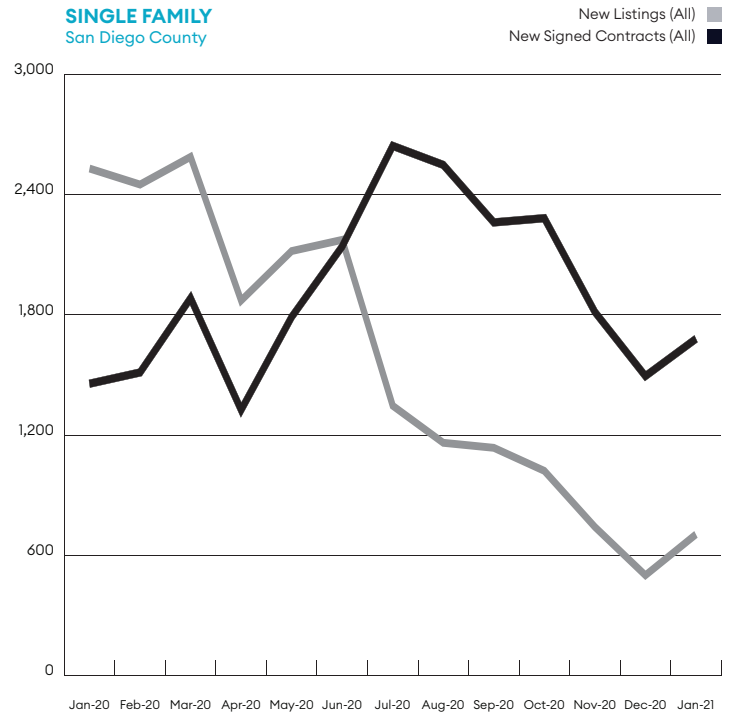


Source: California Regional Multiple Listing Service (CRMLS)

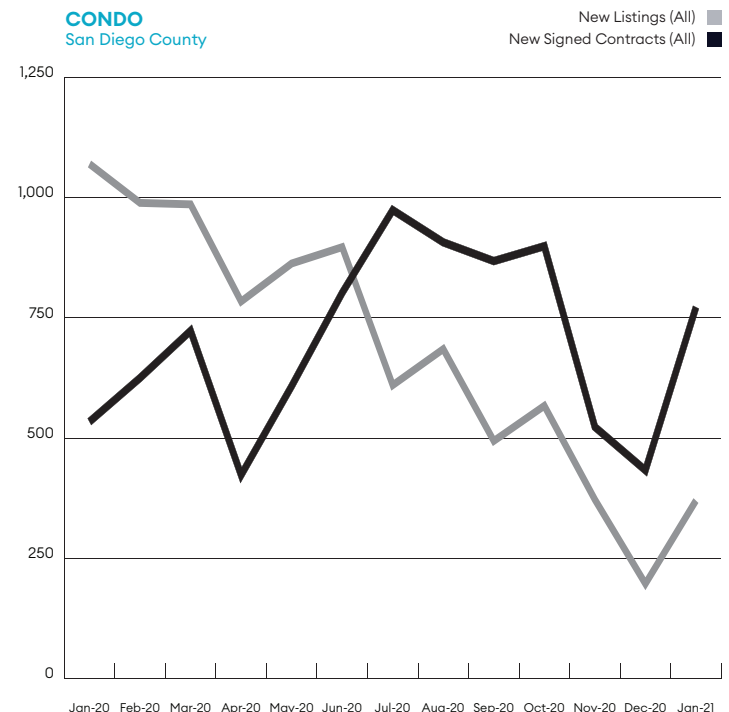
San Diego County

"Single family new signed contracts rose annually for the first time in three months. Condo's new signed contract growth surged above year-ago levels outpacing single family gains. New inventory for both property types has been falling annually each month since at least last May."

SINGLE FAMILY MATRIX San Diego County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	1,681	1,457	15.4%
< \$300K	17	15	13.3%
\$300K - \$399K	32	57	-43.9%
\$400K - \$499K	71	175	-59.4%
\$500K - \$599K	291	297	-2.0%
\$600K - \$799K	576	421	36.8%
\$800K - \$999K	287	186	54.3%
\$1M - \$1.99M	310	242	28.1%
≥ \$2M	97	64	51.6%
New Listings (All)	705	2,531	-72.1%
< \$300K	6	27	-77.8%
\$300K - \$399K	9	54	-83.3%
\$400K - \$499K	31	262	-88.2%
\$500K - \$599K	77	506	-84.8%
\$600K - \$799K	212	695	-69.5%
\$800K - \$999K	99	322	-69.3%
\$1M - \$1.99M	154	468	-67.1%
≥ \$2M	117	197	-40.6%



CONDO MATRIX San Diego County	JAN 2021	JAN 2020	%Δ (YR)
New Signed Contracts (All)	772	534	44.6%
< \$200K	11	8	37.5%
\$200K - \$299K	83	77	7.8%
\$300K - \$399K	194	170	14.1%
\$400K - \$499K	174	106	64.2%
\$500K - \$599K	109	59	84.7%
\$600K - \$799K	104	64	62.5%
\$800K - \$999K	39	18	116.7%
≥ \$1M	58	32	81.3%
New Listings (All)	370	1,070	-65.4%
< \$200K	6	23	-73.9%
\$200K - \$299K	34	135	-74.8%
\$300K - \$399K	80	256	-68.8%
\$400K - \$499K	69	215	-67.9%
\$500K - \$599K	44	130	-66.2%
\$600K - \$799K	53	119	-55.5%
\$800K - \$999K	28	71	-60.6%
≥ \$1M	56	121	-53.7%



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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