

# Elliman Report

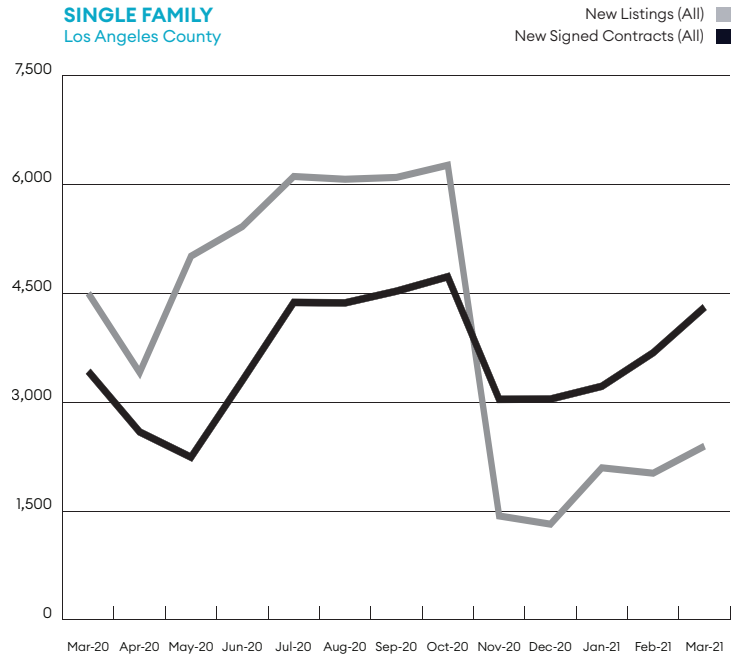
California

March 2021 New Signed Contracts

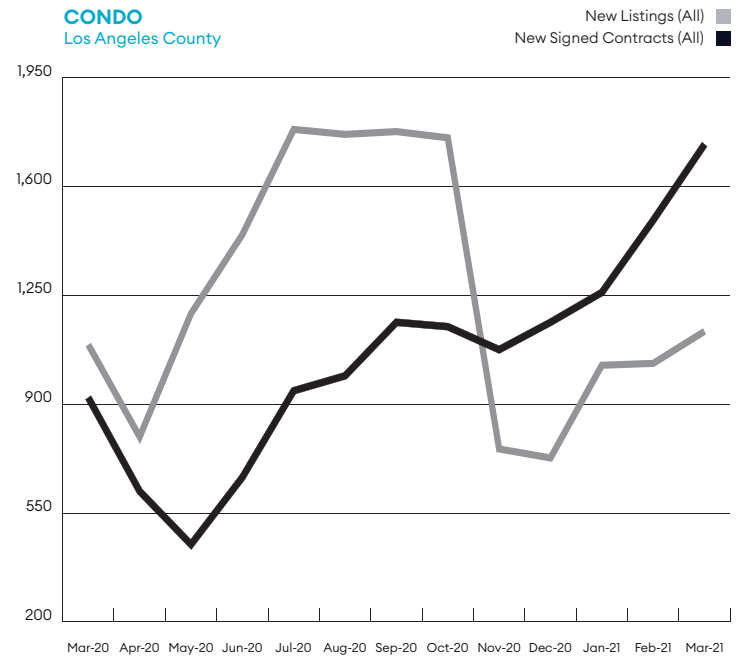
## Los Angeles County

"New signed contracts have increased annually since the beginning of the year for both single and condo properties, but condos saw a much higher growth rate. New signed contract growth is generally seeing greater year over year gains in higher price tranches. New inventory for single families has fallen sharply, whereas overall condo new inventory saw a modest gain."

SINGLE FAMILY MATRIX Los Angeles County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>4,308</b>	<b>3,425</b>	<b>25.8%</b>
< \$300K	48	93	-48.4%
\$300K - \$499K	407	482	-15.6%
\$500K - \$699K	1093	1055	3.6%
\$700K - \$899K	968	682	41.9%
\$900K - \$999K	283	176	60.8%
\$1M - \$1.99M	993	635	56.4%
\$2M - \$4.99M	424	257	65.0%
≥ \$5M	92	45	104.4%
<b>New Listings (All)</b>	<b>2,395</b>	<b>4,501</b>	<b>-46.8%</b>
< \$300K	14	120	-88.3%
\$300K - \$499K	177	595	-70.3%
\$500K - \$699K	396	1,250	-68.3%
\$700K - \$899K	438	824	-46.8%
\$900K - \$999K	129	242	-46.7%
\$1M - \$1.99M	643	920	-30.1%
\$2M - \$4.99M	419	421	-0.5%
≥ \$5M	179	129	38.8%



CONDO MATRIX Los Angeles County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,735</b>	<b>921</b>	<b>88.4%</b>
< \$300K	61	66	-7.6%
\$300K - \$499K	569	348	63.5%
\$500K - \$599K	312	158	97.5%
\$600K - \$699K	238	100	138.0%
\$700K - \$799K	165	57	189.5%
\$800K - \$999K	162	81	100.0%
\$1M - \$1.99M	196	98	100.0%
≥ \$2M	32	13	146.2%
<b>New Listings (All)</b>	<b>1,134</b>	<b>1,091</b>	<b>3.9%</b>
< \$300K	31	78	-60.3%
\$300K - \$499K	272	402	-32.3%
\$500K - \$599K	157	155	1.3%
\$600K - \$699K	145	121	19.8%
\$700K - \$799K	104	92	13.0%
\$800K - \$999K	140	88	59.1%
\$1M - \$1.99M	218	131	66.4%
≥ \$2M	67	24	179.2%

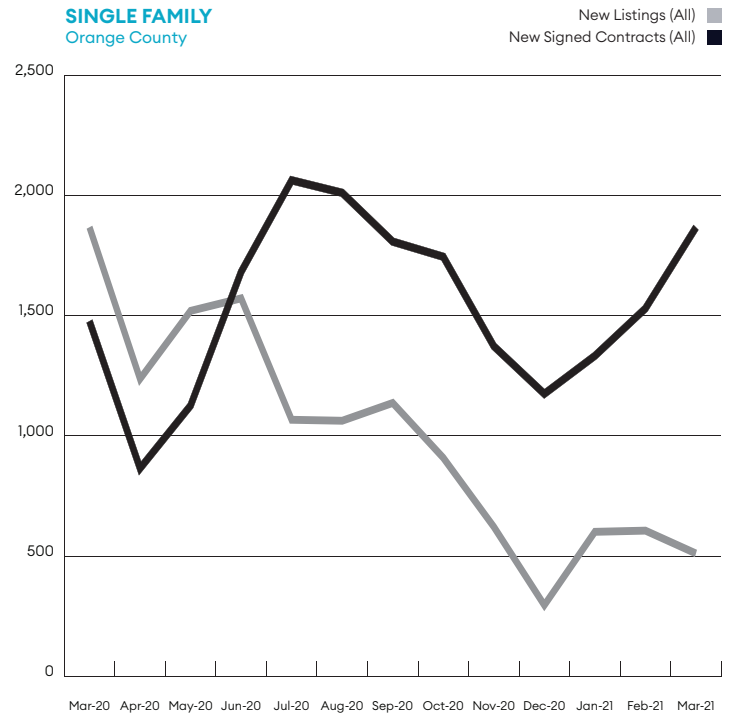


Source: TheMLS/CLAW (Combined Los Angeles Westside)

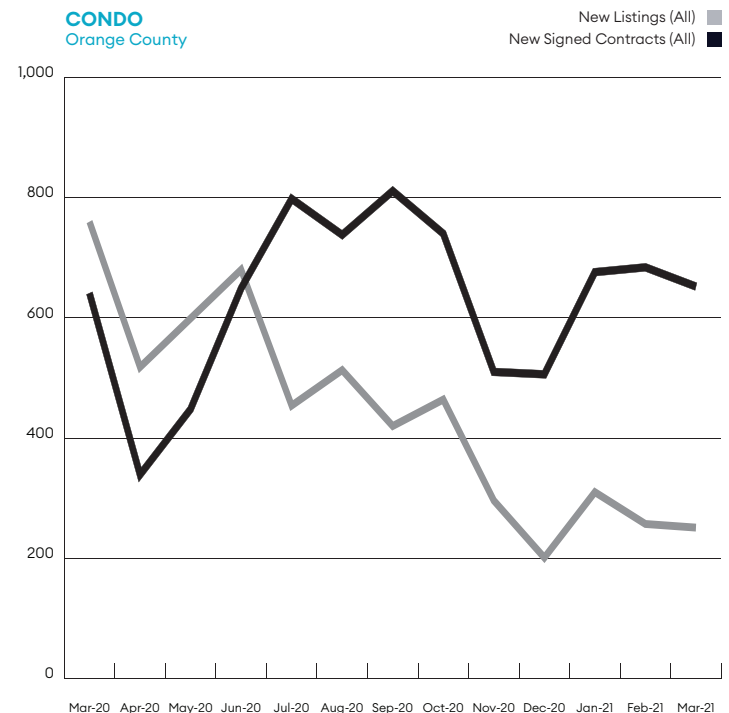
# Orange County

"New signed contracts rose annually since the beginning of the year for both single family and condo properties. Single families saw a larger rate of growth. New signed contract growth is generally seeing greater year over year gains in higher price tranches. New inventory for single families and condos has fallen sharply year over year."

SINGLE FAMILY MATRIX Orange County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,867</b>	<b>1,477</b>	<b>26.4%</b>
< \$300K	0	0	
\$300K - \$399K	1	3	-66.7%
\$400K - \$499K	10	19	-47.4%
\$500K - \$599K	46	67	-31.3%
\$600K - \$799K	392	482	-18.7%
\$800K - \$999K	490	371	32.1%
\$1M - \$1.99M	674	423	59.3%
≥ \$2M	254	112	126.8%
<b>New Listings (All)</b>	<b>511</b>	<b>1,868</b>	<b>-72.6%</b>
< \$300K	0	3	-100.0%
\$300K - \$399K	0	5	-100.0%
\$400K - \$499K	1	22	-95.5%
\$500K - \$599K	5	94	-94.7%
\$600K - \$799K	90	546	-83.5%
\$800K - \$999K	123	442	-72.2%
\$1M - \$1.99M	161	527	-69.4%
≥ \$2M	131	229	-42.8%



CONDO MATRIX Orange County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>652</b>	<b>641</b>	<b>1.7%</b>
< \$200K	2	4	-50.0%
\$200K - \$299K	27	28	-3.6%
\$300K - \$399K	81	103	-21.4%
\$400K - \$499K	164	146	12.3%
\$500K - \$599K	114	118	-3.4%
\$600K - \$799K	124	150	-17.3%
\$800K - \$999K	65	47	38.3%
≥ \$1M	75	45	66.7%
<b>New Listings (All)</b>	<b>251</b>	<b>760</b>	<b>-67.0%</b>
< \$200K	9	8	12.5%
\$200K - \$299K	6	30	-80.0%
\$300K - \$399K	40	134	-70.1%
\$400K - \$499K	48	138	-65.2%
\$500K - \$599K	48	129	-62.8%
\$600K - \$799K	49	183	-73.2%
\$800K - \$999K	21	71	-70.4%
≥ \$1M	30	67	-55.2%

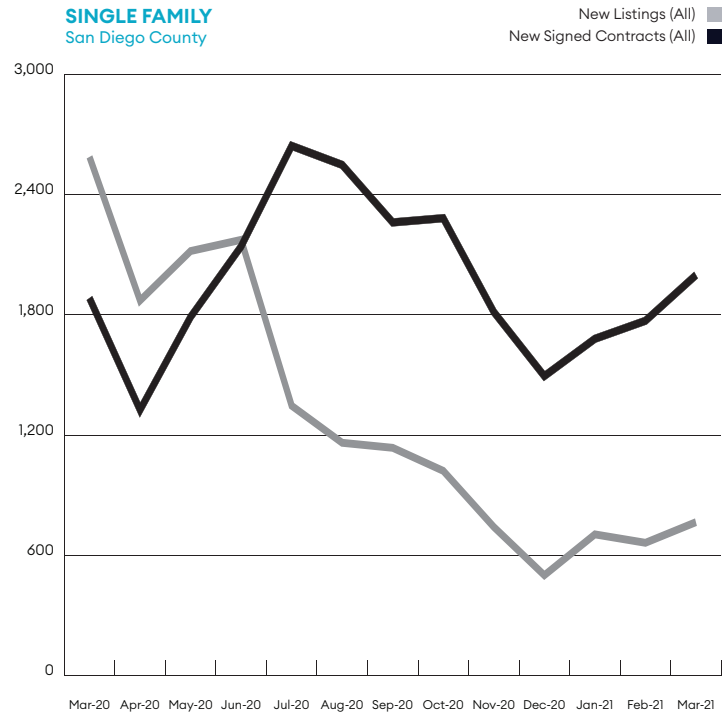


Source: California Regional Multiple Listing Service (CRMLS)

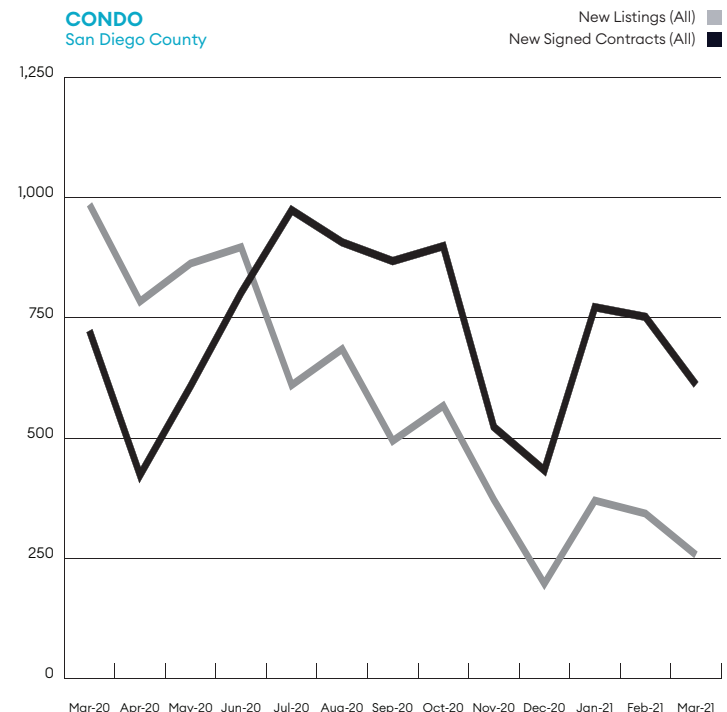
# San Diego County

"Single family new signed contracts edged higher year over year while condos declined, but the collapse in new inventory coming to market restrained sales for both. Most of the new signed contract activity skewed towards the upper end of the market."

SINGLE FAMILY MATRIX San Diego County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,999</b>	<b>1,884</b>	<b>6.1%</b>
< \$300K	11	12	-8.3%
\$300K - \$399K	21	39	-46.2%
\$400K - \$499K	71	189	-62.4%
\$500K - \$599K	270	454	-40.5%
\$600K - \$799K	676	567	19.2%
\$800K - \$999K	356	233	52.8%
\$1M - \$1.99M	441	308	43.2%
≥ \$2M	153	82	86.6%
<b>New Listings (All)</b>	<b>766</b>	<b>2,589</b>	<b>-70.4%</b>
< \$300K	6	14	-57.1%
\$300K - \$399K	5	67	-92.5%
\$400K - \$499K	28	229	-87.8%
\$500K - \$599K	104	517	-79.9%
\$600K - \$799K	218	740	-70.5%
\$800K - \$999K	114	370	-69.2%
\$1M - \$1.99M	154	488	-68.4%
≥ \$2M	137	164	-16.5%



CONDO MATRIX San Diego County	MAR 2021	MAR 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>611</b>	<b>723</b>	<b>-15.5%</b>
< \$200K	2	20	-90.0%
\$200K - \$299K	52	110	-52.7%
\$300K - \$399K	141	215	-34.4%
\$400K - \$499K	141	149	-5.4%
\$500K - \$599K	97	99	-2.0%
\$600K - \$799K	96	62	54.8%
\$800K - \$999K	33	23	43.5%
≥ \$1M	49	45	8.9%
<b>New Listings (All)</b>	<b>257</b>	<b>986</b>	<b>-73.9%</b>
< \$200K	0	19	-100.0%
\$200K - \$299K	21	149	-85.9%
\$300K - \$399K	35	248	-85.9%
\$400K - \$499K	49	202	-75.7%
\$500K - \$599K	47	133	-64.7%
\$600K - \$799K	36	99	-63.6%
\$800K - \$999K	21	43	-51.2%
≥ \$1M	48	93	-48.4%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author  
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