

Elliman Report

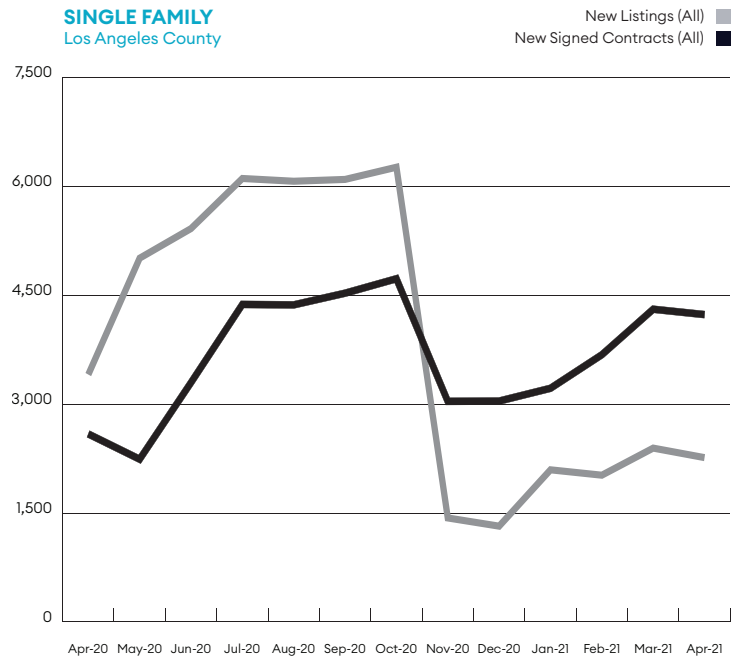
California

April 2021 New Signed Contracts

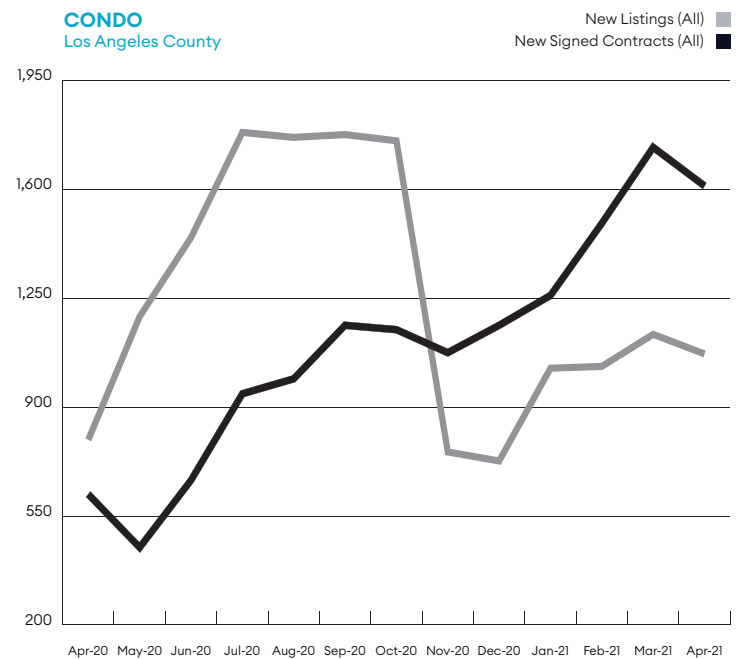
Los Angeles County

"New signed contracts for single families and condos combined have surged year over year for four straight months. Condo new signed contracts in particular have risen sharply year over year since September. New listings overall have steadily declined year over year since November."

SINGLE FAMILY MATRIX Los Angeles County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	4,234	2,590	63.5%
< \$300K	37	89	-58.4%
\$300K - \$499K	370	376	-1.6%
\$500K - \$699K	1008	854	18.0%
\$700K - \$899K	1004	519	93.4%
\$900K - \$999K	288	132	118.2%
\$1M - \$1.99M	996	430	131.6%
\$2M - \$4.99M	438	157	179.0%
≥ \$5M	93	33	181.8%
New Listings (All)	2,264	3,408	-33.6%
< \$300K	6	88	-93.2%
\$300K - \$499K	131	489	-73.2%
\$500K - \$699K	371	975	-61.9%
\$700K - \$899K	425	601	-29.3%
\$900K - \$999K	154	187	-17.6%
\$1M - \$1.99M	606	666	-9.0%
\$2M - \$4.99M	410	301	36.2%
≥ \$5M	161	101	59.4%



CONDO MATRIX Los Angeles County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	1,611	620	159.8%
< \$300K	39	34	14.7%
\$300K - \$499K	516	277	86.3%
\$500K - \$599K	268	74	262.2%
\$600K - \$699K	224	72	211.1%
\$700K - \$799K	145	45	222.2%
\$800K - \$999K	180	48	275.0%
\$1M - \$1.99M	207	64	223.4%
≥ \$2M	32	6	433.3%
New Listings (All)	1,071	795	34.7%
< \$300K	24	64	-62.5%
\$300K - \$499K	261	298	-12.4%
\$500K - \$599K	131	111	18.0%
\$600K - \$699K	152	88	72.7%
\$700K - \$799K	113	40	182.5%
\$800K - \$999K	148	73	102.7%
\$1M - \$1.99M	184	102	80.4%
≥ \$2M	58	19	205.3%

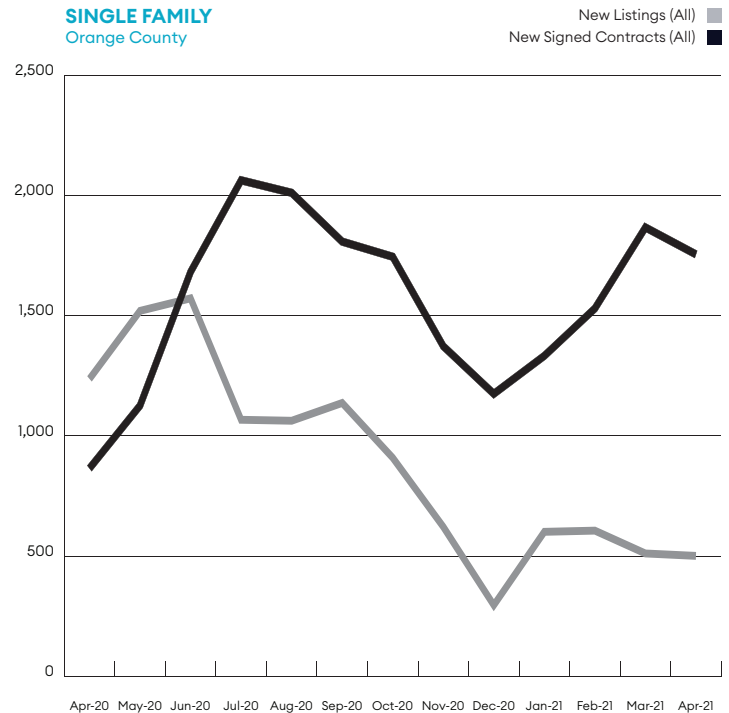


Source: TheMLS/CLAW (Combined Los Angeles Westside)

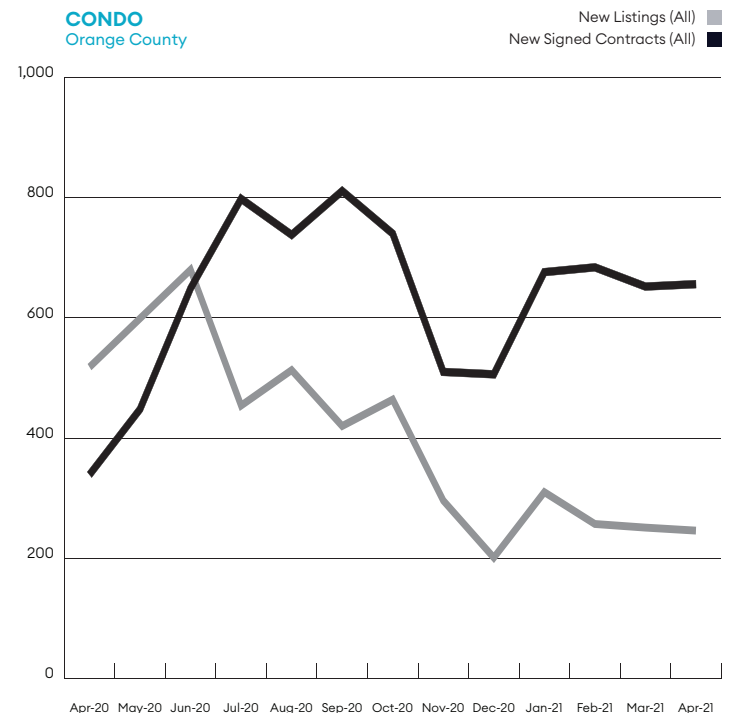
Orange County

"New signed contracts for single families and condos combined more than doubled year over year, rising for the fourth consecutive month. In addition to the streak, the rate of annual growth surged in April. New listings for both property types fell annually by an average of roughly half over the past thirteen months."

SINGLE FAMILY MATRIX Orange County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	1,755	865	102.9%
< \$300K	0	0	
\$300K - \$399K	1	3	-66.7%
\$400K - \$499K	12	23	-47.8%
\$500K - \$599K	30	59	-49.2%
\$600K - \$799K	346	313	10.5%
\$800K - \$999K	487	208	134.1%
\$1M - \$1.99M	628	194	223.7%
≥ \$2M	251	65	286.2%
New Listings (All)	501	1,237	-59.5%
< \$300K	0	1	-100.0%
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	3	24	-87.5%
\$500K - \$599K	8	72	-88.9%
\$600K - \$799K	95	382	-75.1%
\$800K - \$999K	119	282	-57.8%
\$1M - \$1.99M	168	334	-49.7%
≥ \$2M	108	141	-23.4%



CONDO MATRIX Orange County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	656	339	93.5%
< \$200K	3	4	-25.0%
\$200K - \$299K	21	13	61.5%
\$300K - \$399K	94	68	38.2%
\$400K - \$499K	158	87	81.6%
\$500K - \$599K	135	56	141.1%
\$600K - \$799K	137	67	104.5%
\$800K - \$999K	53	19	178.9%
≥ \$1M	55	25	120.0%
New Listings (All)	246	518	-52.5%
< \$200K	10	2	400.0%
\$200K - \$299K	6	23	-73.9%
\$300K - \$399K	37	87	-57.5%
\$400K - \$499K	53	122	-56.6%
\$500K - \$599K	29	75	-61.3%
\$600K - \$799K	55	117	-53.0%
\$800K - \$999K	21	42	-50.0%
≥ \$1M	35	50	-30.0%

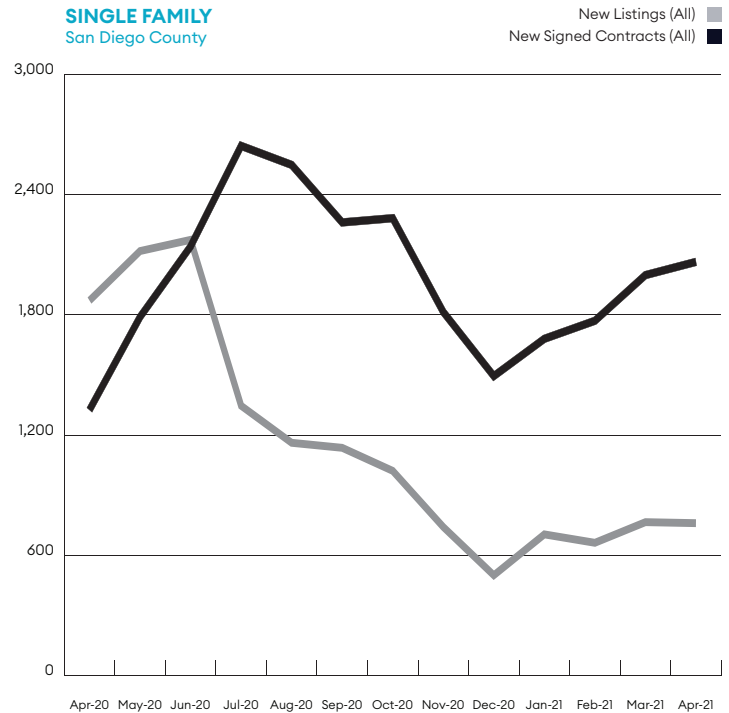


Source: California Regional Multiple Listing Service (CRMLS)

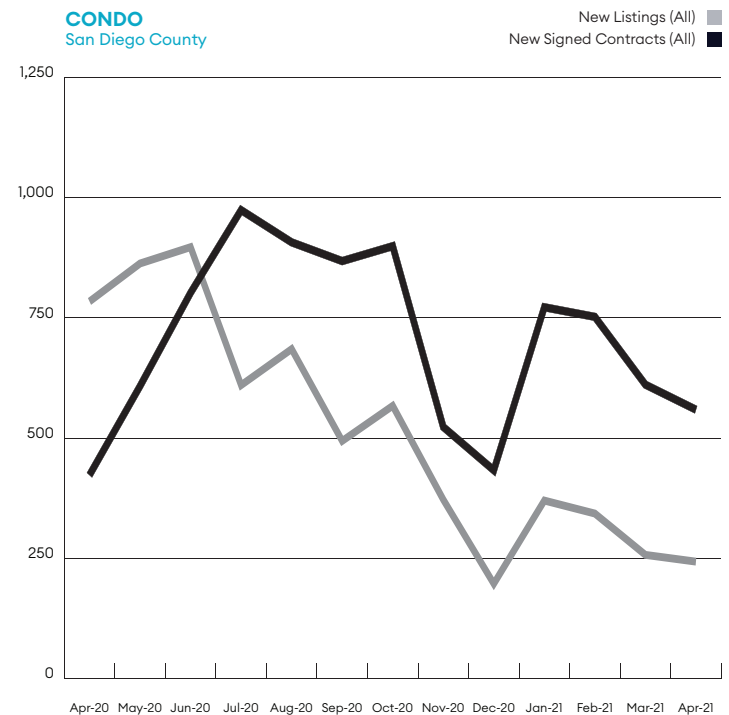
San Diego County

"New signed contracts for single families more than doubled year over year, rising for the fourth consecutive month. Condo new signed contracts has expanded annually for the third time in four months. New listings for both property types had fallen substantially year over year every month since May when tracking began."

SINGLE FAMILY MATRIX San Diego County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	2,065	1,326	55.7%
< \$300K	15	10	50.0%
\$300K - \$399K	15	37	-59.5%
\$400K - \$499K	58	166	-65.1%
\$500K - \$599K	236	311	-24.1%
\$600K - \$799K	694	417	66.4%
\$800K - \$999K	398	182	118.7%
\$1M - \$1.99M	480	169	184.0%
≥ \$2M	169	34	397.1%
New Listings (All)	761	1,872	-59.3%
< \$300K	8	16	-50.0%
\$300K - \$399K	10	39	-74.4%
\$400K - \$499K	3	155	-98.1%
\$500K - \$599K	83	374	-77.8%
\$600K - \$799K	225	561	-59.9%
\$800K - \$999K	132	271	-51.3%
\$1M - \$1.99M	194	325	-40.3%
≥ \$2M	106	131	-19.1%



CONDO MATRIX San Diego County	APR 2021	APR 2020	%Δ (YR)
New Signed Contracts (All)	559	423	32.2%
< \$200K	0	11	-100.0%
\$200K - \$299K	57	73	-21.9%
\$300K - \$399K	117	139	-15.8%
\$400K - \$499K	145	97	49.5%
\$500K - \$599K	107	43	148.8%
\$600K - \$799K	69	31	122.6%
\$800K - \$999K	26	15	73.3%
≥ \$1M	38	14	171.4%
New Listings (All)	243	784	-69.0%
< \$200K	2	15	-86.7%
\$200K - \$299K	20	140	-85.7%
\$300K - \$399K	37	211	-82.5%
\$400K - \$499K	49	141	-65.2%
\$500K - \$599K	34	89	-61.8%
\$600K - \$799K	40	91	-56.0%
\$800K - \$999K	23	34	-32.4%
≥ \$1M	38	63	-39.7%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com