

Elliman Report

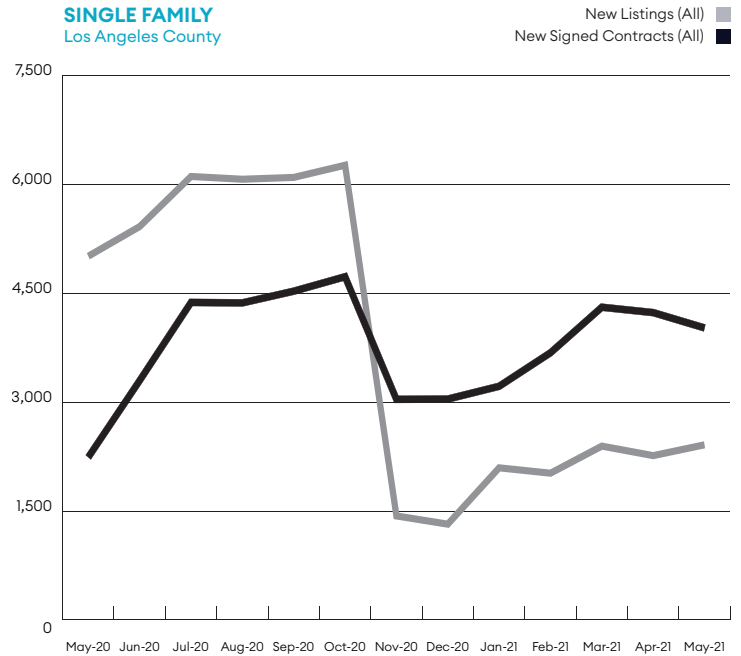
California

May 2021 New Signed Contracts

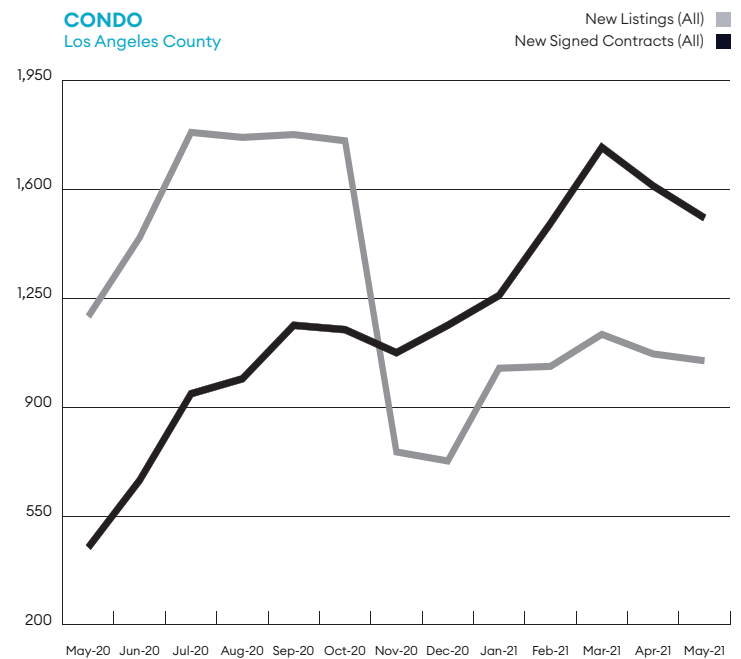
Los Angeles County

"New signed contracts more than doubled year over year by the highest rate in at least fourteen months. New inventory has fallen annually by a significant rate in each of the past seven months. Greater new signed contract growth for both single families and condos was skewed to the higher price tranches."

SINGLE FAMILY MATRIX Los Angeles County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	4,023	2,242	79.4%
< \$300K	21	69	-69.6%
\$300K - \$499K	358	361	-0.8%
\$500K - \$699K	919	728	26.2%
\$700K - \$899K	924	425	117.4%
\$900K - \$999K	286	127	125.2%
\$1M - \$1.99M	992	375	164.5%
\$2M - \$4.99M	443	139	218.7%
≥ \$5M	80	18	344.4%
New Listings (All)	2,413	5,011	-51.8%
< \$300K	5	89	-94.4%
\$300K - \$499K	128	528	-75.8%
\$500K - \$699K	401	1,269	-68.4%
\$700K - \$899K	436	896	-51.3%
\$900K - \$999K	160	251	-36.3%
\$1M - \$1.99M	691	1,161	-40.5%
\$2M - \$4.99M	414	627	-34.0%
≥ \$5M	178	190	-6.3%



CONDO MATRIX Los Angeles County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	1,508	449	235.9%
< \$300K	43	46	-6.5%
\$300K - \$499K	485	200	142.5%
\$500K - \$599K	274	67	309.0%
\$600K - \$699K	207	47	340.4%
\$700K - \$799K	124	28	342.9%
\$800K - \$999K	174	33	427.3%
\$1M - \$1.99M	173	23	652.2%
≥ \$2M	28	5	460.0%
New Listings (All)	1,049	1,191	-11.9%
< \$300K	24	73	-67.1%
\$300K - \$499K	234	433	-46.0%
\$500K - \$599K	135	169	-20.1%
\$600K - \$699K	170	125	36.0%
\$700K - \$799K	115	103	11.7%
\$800K - \$999K	127	110	15.5%
\$1M - \$1.99M	194	141	37.6%
≥ \$2M	50	37	35.1%

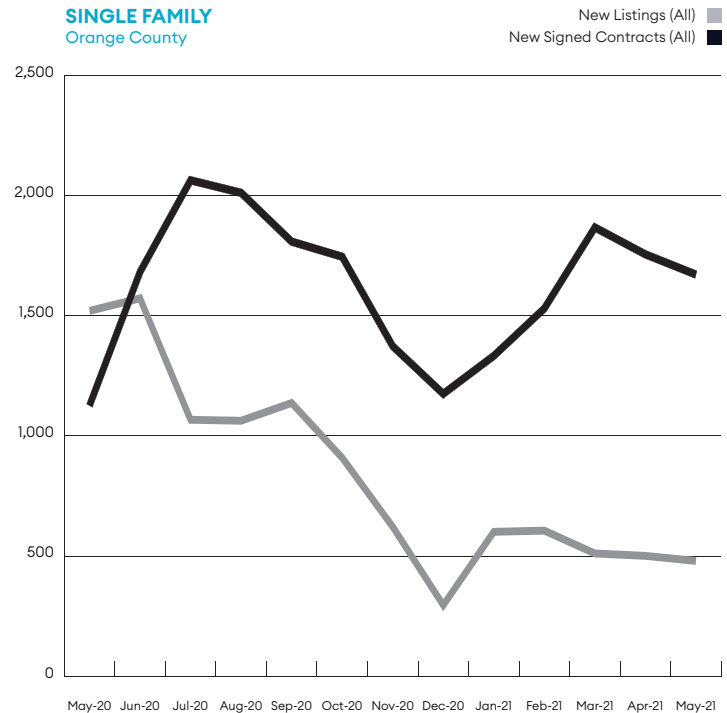


Source: TheMLS/CLAW (Combined Los Angeles Westside)

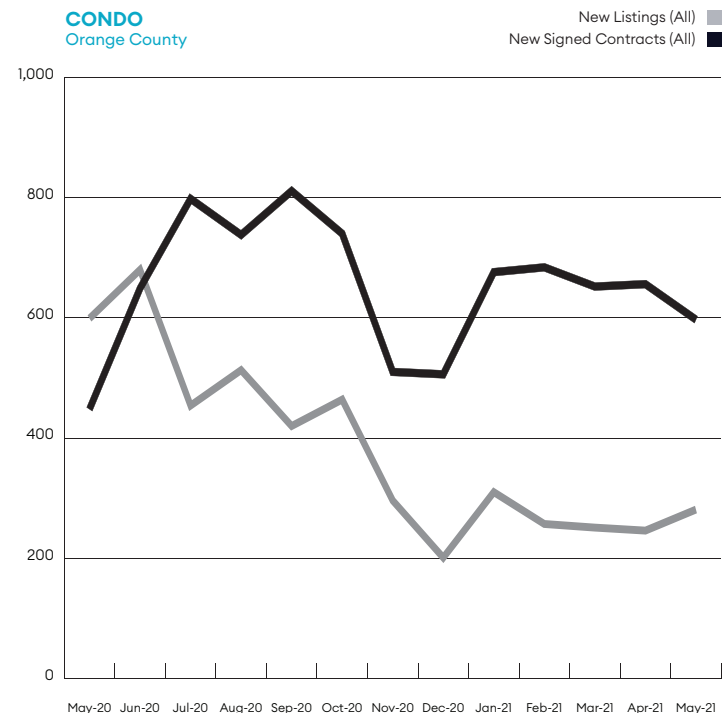
Orange County

"New signed contracts rose sharply year over year each month since January. New inventory has fallen year over year each month since the spring of last year. Greater new signed contract growth for both single families and condos was skewed to the higher price tranches."

SINGLE FAMILY MATRIX Orange County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	1,671	1,126	48.4%
< \$300K	0	0	
\$300K - \$399K	1	0	
\$400K - \$499K	5	16	-68.8%
\$500K - \$599K	39	70	-44.3%
\$600K - \$799K	330	393	-16.0%
\$800K - \$999K	437	236	85.2%
\$1M - \$1.99M	630	328	92.1%
≥ \$2M	229	83	175.9%
New Listings (All)	480	1,520	-68.4%
< \$300K	0	2	-100.0%
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	3	24	-87.5%
\$500K - \$599K	9	63	-85.7%
\$600K - \$799K	102	423	-75.9%
\$800K - \$999K	125	310	-59.7%
\$1M - \$1.99M	163	469	-65.2%
≥ \$2M	78	228	-65.8%



CONDO MATRIX Orange County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	597	448	33.3%
< \$200K	6	7	-14.3%
\$200K - \$299K	17	26	-34.6%
\$300K - \$399K	84	84	0.0%
\$400K - \$499K	147	95	54.7%
\$500K - \$599K	103	85	21.2%
\$600K - \$799K	127	88	44.3%
\$800K - \$999K	63	30	110.0%
≥ \$1M	50	33	51.5%
New Listings (All)	281	599	-53.1%
< \$200K	4	7	-42.9%
\$200K - \$299K	8	26	-69.2%
\$300K - \$399K	32	108	-70.4%
\$400K - \$499K	68	118	-42.4%
\$500K - \$599K	45	106	-57.5%
\$600K - \$799K	53	126	-57.9%
\$800K - \$999K	32	50	-36.0%
≥ \$1M	39	58	-32.8%

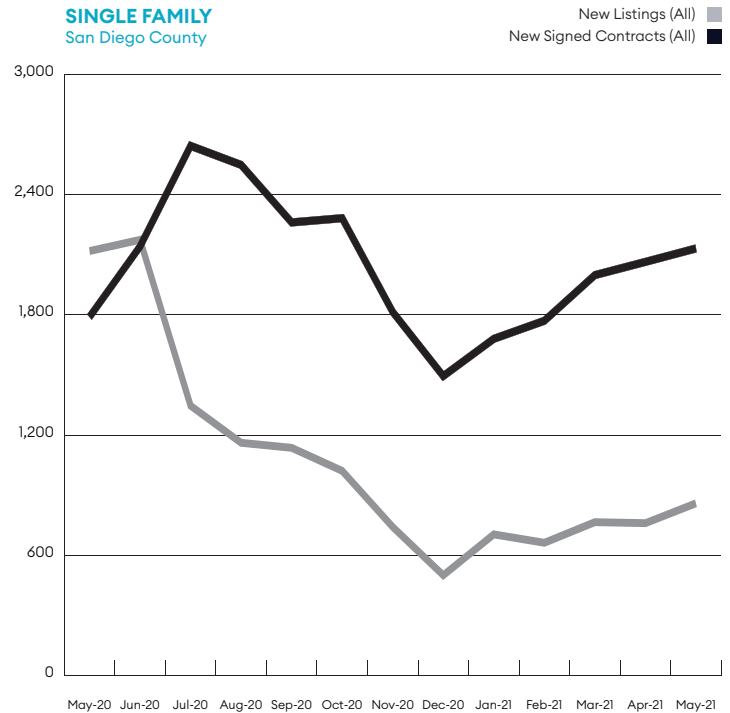


Source: California Regional Multiple Listing Service (CRMLS)

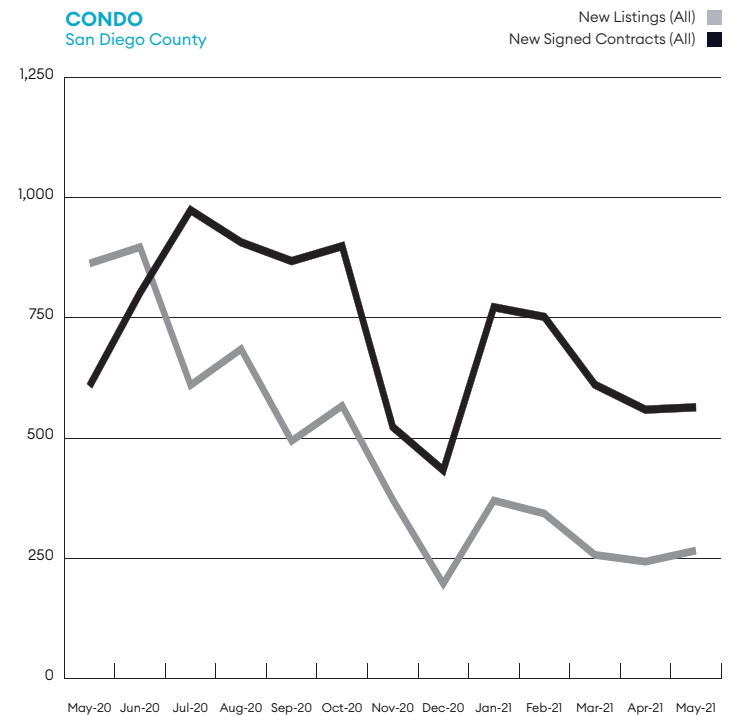
San Diego County

"New signed contracts pressed higher each month as compared to the prior year since the start of 2021. New inventory has fallen year over year each month since last spring. Greater new signed contract growth for both single families and condos was skewed to the higher price tranches."

SINGLE FAMILY MATRIX San Diego County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	2,132	1,790	19.1%
< \$300K	12	19	-36.8%
\$300K - \$399K	16	36	-55.6%
\$400K - \$499K	58	198	-70.7%
\$500K - \$599K	216	436	-50.5%
\$600K - \$799K	708	564	25.5%
\$800K - \$999K	422	222	90.1%
\$1M - \$1.99M	544	249	118.5%
≥ \$2M	156	66	136.4%
New Listings (All)	860	2,119	-59.4%
< \$300K	9	10	-10.0%
\$300K - \$399K	4	30	-86.7%
\$400K - \$499K	23	160	-85.6%
\$500K - \$599K	68	423	-83.9%
\$600K - \$799K	259	611	-57.6%
\$800K - \$999K	146	275	-46.9%
\$1M - \$1.99M	206	424	-51.4%
≥ \$2M	145	186	-22.0%



CONDO MATRIX San Diego County	MAY 2021	MAY 2020	%Δ (YR)
New Signed Contracts (All)	564	608	-7.2%
< \$200K	5	8	-37.5%
\$200K - \$299K	39	92	-57.6%
\$300K - \$399K	125	190	-34.2%
\$400K - \$499K	136	155	-12.3%
\$500K - \$599K	89	65	36.9%
\$600K - \$799K	93	56	66.1%
\$800K - \$999K	31	21	47.6%
≥ \$1M	46	21	119.0%
New Listings (All)	266	863	-69.2%
< \$200K	1	15	-93.3%
\$200K - \$299K	16	130	-87.7%
\$300K - \$399K	40	197	-79.7%
\$400K - \$499K	56	189	-70.4%
\$500K - \$599K	36	98	-63.3%
\$600K - \$799K	55	102	-46.1%
\$800K - \$999K	20	50	-60.0%
≥ \$1M	42	82	-48.8%



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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