

Elliman Report

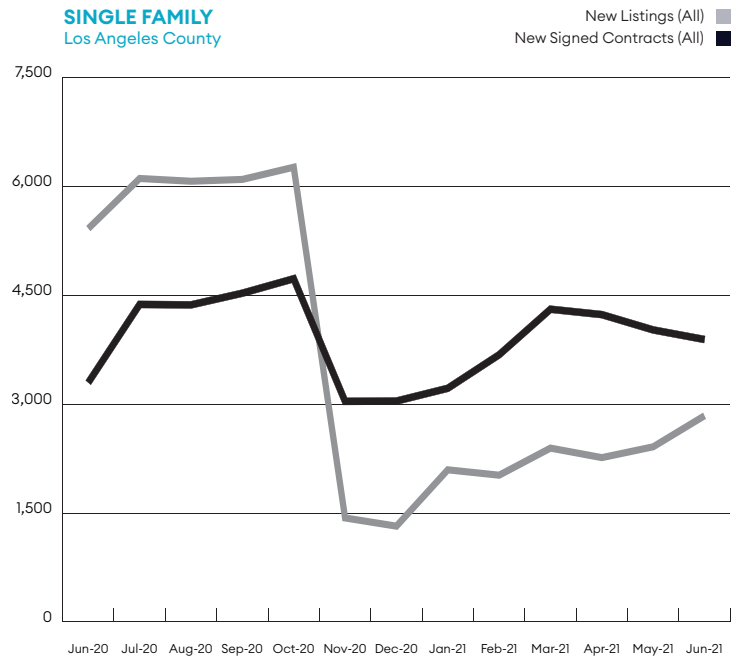
California

June 2021 New Signed Contracts

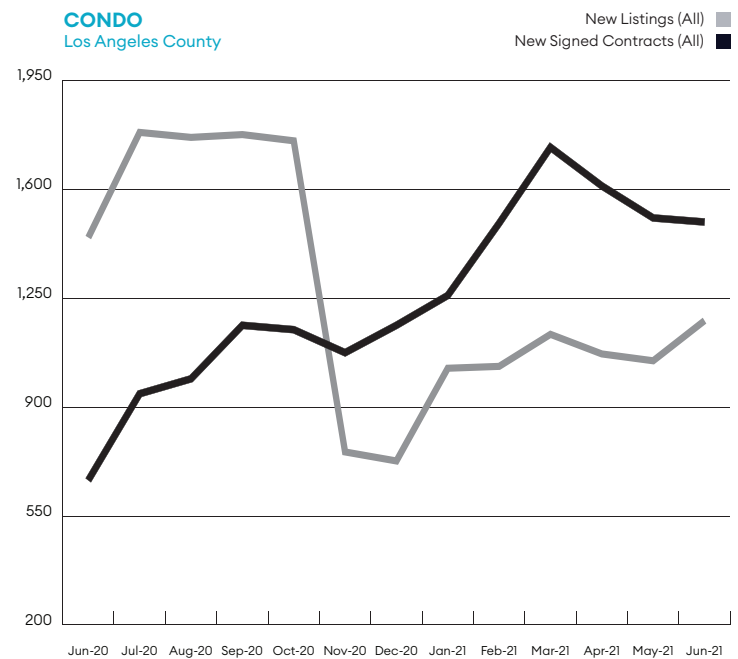
Los Angeles County

"New signed contracts for single families and condos combined jumped year over year every month in the new year. Condo new signed contracts have been rising annually every month since last August at a higher rate than single families, attributable to the much larger decline in single family new inventory over the same period. Overall new signed contracts were on par with the same period in 2019, albeit with much less new inventory coming to market."

SINGLE FAMILY MATRIX Los Angeles County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	3,891	3,298	18.0%
< \$300K	14	105	-86.7%
\$300K - \$499K	299	461	-35.1%
\$500K - \$699K	905	1024	-11.6%
\$700K - \$899K	930	668	39.2%
\$900K - \$999K	297	170	74.7%
\$1M - \$1.99M	986	601	64.1%
\$2M - \$4.99M	384	220	74.5%
≥ \$5M	76	49	55.1%
New Listings (All)	2,841	5,419	-47.6%
< \$300K	16	85	-81.2%
\$300K - \$499K	163	500	-67.4%
\$500K - \$699K	491	1,299	-62.2%
\$700K - \$899K	570	998	-42.9%
\$900K - \$999K	213	339	-37.2%
\$1M - \$1.99M	778	1,326	-41.3%
\$2M - \$4.99M	425	649	-34.5%
≥ \$5M	185	223	-17.0%



CONDO MATRIX Los Angeles County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	1,495	665	124.8%
< \$300K	51	59	-13.6%
\$300K - \$499K	444	290	53.1%
\$500K - \$599K	265	90	194.4%
\$600K - \$699K	219	77	184.4%
\$700K - \$799K	143	50	186.0%
\$800K - \$999K	166	47	253.2%
\$1M - \$1.99M	184	49	275.5%
≥ \$2M	23	3	666.7%
New Listings (All)	1,178	1,445	-18.5%
< \$300K	17	80	-78.8%
\$300K - \$499K	300	490	-38.8%
\$500K - \$599K	172	195	-11.8%
\$600K - \$699K	127	171	-25.7%
\$700K - \$799K	128	99	29.3%
\$800K - \$999K	141	145	-2.8%
\$1M - \$1.99M	236	216	9.3%
≥ \$2M	57	49	16.3%

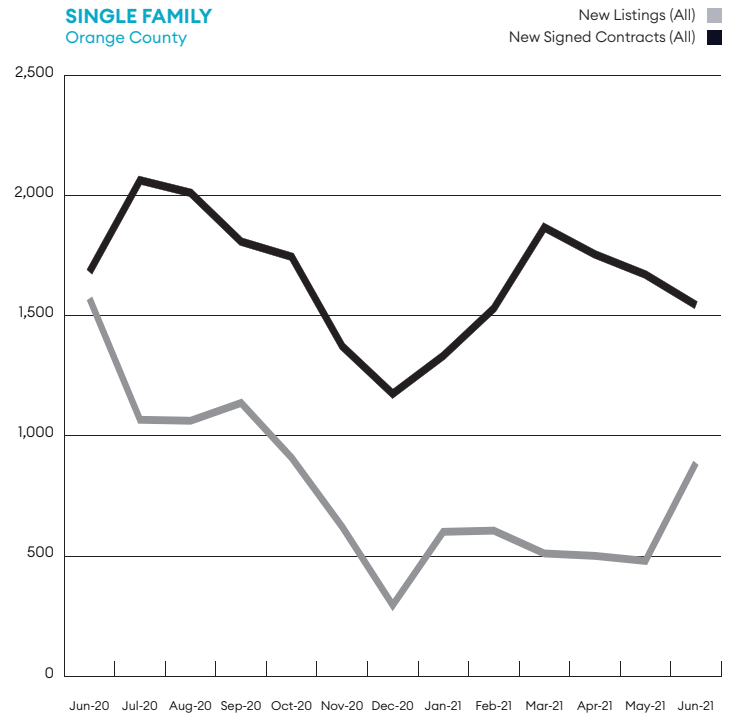


Source: TheMLS/CLAW (Combined Los Angeles Westside)

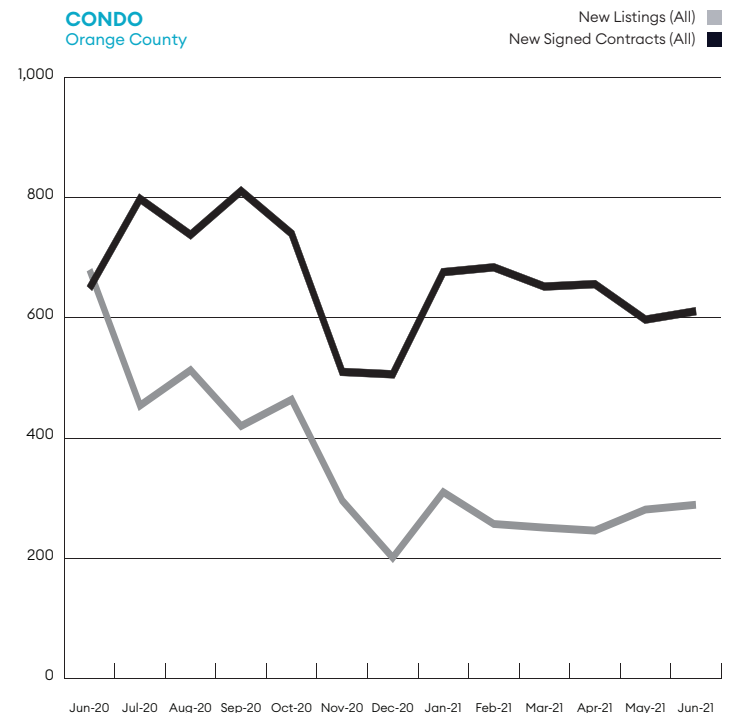
Orange County

"New signed contracts for single families and condos fell year over year for the first time in 2021, restrained by significant annual declines in new inventory. Overall new signed contracts fell behind the same period in 2019, with much less new inventory coming to market."

SINGLE FAMILY MATRIX Orange County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	1,544	1,682	-8.2%
< \$300K	0	0	
\$300K - \$399K	2	0	
\$400K - \$499K	5	22	-77.3%
\$500K - \$599K	28	106	-73.6%
\$600K - \$799K	296	534	-44.6%
\$800K - \$999K	437	389	12.3%
\$1M - \$1.99M	591	454	30.2%
≥ \$2M	185	177	4.5%
New Listings (All)	888	1,572	-43.5%
< \$300K	0	1	-100.0%
\$300K - \$399K	2	3	-33.3%
\$400K - \$499K	2	15	-86.7%
\$500K - \$599K	17	78	-78.2%
\$600K - \$799K	131	437	-70.0%
\$800K - \$999K	225	355	-36.6%
\$1M - \$1.99M	330	473	-30.2%
≥ \$2M	181	210	-13.8%



CONDO MATRIX Orange County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	611	649	-5.9%
< \$200K	8	7	14.3%
\$200K - \$299K	20	36	-44.4%
\$300K - \$399K	75	105	-28.6%
\$400K - \$499K	143	139	2.9%
\$500K - \$599K	116	117	-0.9%
\$600K - \$799K	122	151	-19.2%
\$800K - \$999K	59	44	34.1%
≥ \$1M	68	50	36.0%
New Listings (All)	289	680	-57.5%
< \$200K	4	5	-20.0%
\$200K - \$299K	5	26	-80.8%
\$300K - \$399K	33	105	-68.6%
\$400K - \$499K	68	151	-55.0%
\$500K - \$599K	59	103	-42.7%
\$600K - \$799K	67	167	-59.9%
\$800K - \$999K	21	69	-69.6%
≥ \$1M	32	54	-40.7%

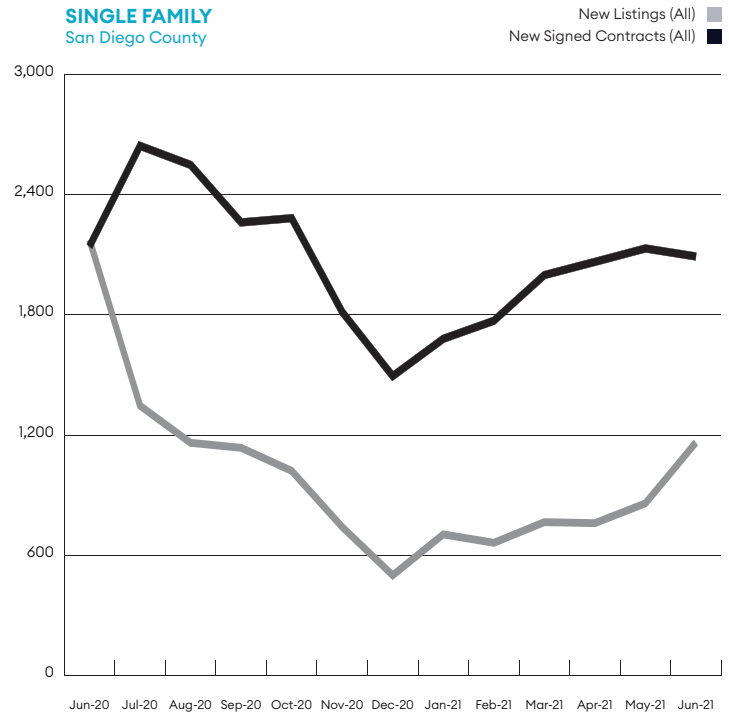


Source: California Regional Multiple Listing Service (CRMLS)

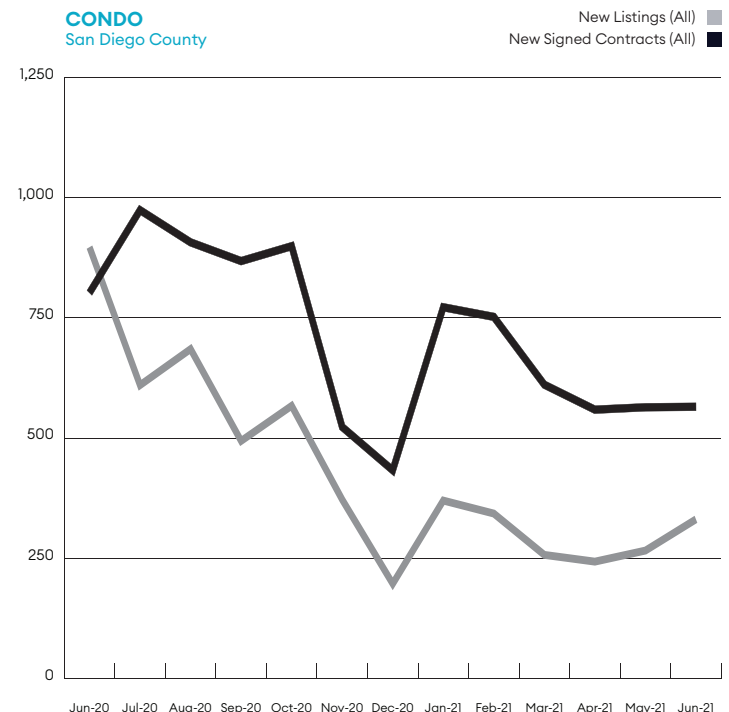
San Diego County

"New signed contracts for both single families and condos fell year over year for the first time since May 2020, restrained by significant annual declines in new inventory. Overall new signed contracts fell behind the same period in 2019, with much less new inventory coming to market."

SINGLE FAMILY MATRIX San Diego County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	2,092	2,142	-2.3%
< \$300K	9	9	0.0%
\$300K - \$399K	12	39	-69.2%
\$400K - \$499K	61	192	-68.2%
\$500K - \$599K	212	470	-54.9%
\$600K - \$799K	719	682	5.4%
\$800K - \$999K	428	281	52.3%
\$1M - \$1.99M	481	359	34.0%
≥ \$2M	170	110	54.5%
New Listings (All)	1,164	2,175	-46.5%
< \$300K	10	16	-37.5%
\$300K - \$399K	5	26	-80.8%
\$400K - \$499K	20	170	-88.2%
\$500K - \$599K	77	371	-79.2%
\$600K - \$799K	352	638	-44.8%
\$800K - \$999K	258	309	-16.5%
\$1M - \$1.99M	307	469	-34.5%
≥ \$2M	135	176	-23.3%



CONDO MATRIX San Diego County	JUN 2021	JUN 2020	%Δ (YR)
New Signed Contracts (All)	565	802	-29.6%
< \$200K	1	7	-85.7%
\$200K - \$299K	37	114	-67.5%
\$300K - \$399K	116	230	-49.6%
\$400K - \$499K	134	196	-31.6%
\$500K - \$599K	106	106	0.0%
\$600K - \$799K	88	79	11.4%
\$800K - \$999K	39	31	25.8%
≥ \$1M	44	39	12.8%
New Listings (All)	331	897	-63.1%
< \$200K	2	15	-86.7%
\$200K - \$299K	15	116	-87.1%
\$300K - \$399K	68	218	-68.8%
\$400K - \$499K	77	187	-58.8%
\$500K - \$599K	54	113	-52.2%
\$600K - \$799K	59	117	-49.6%
\$800K - \$999K	18	45	-60.0%
≥ \$1M	38	86	-55.8%



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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