

Elliman Report

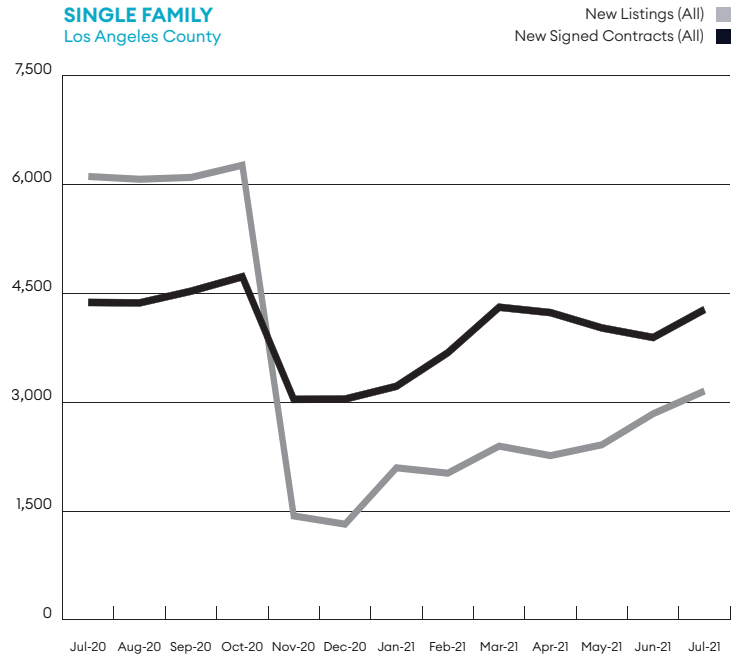
California

July 2021 New Signed Contracts

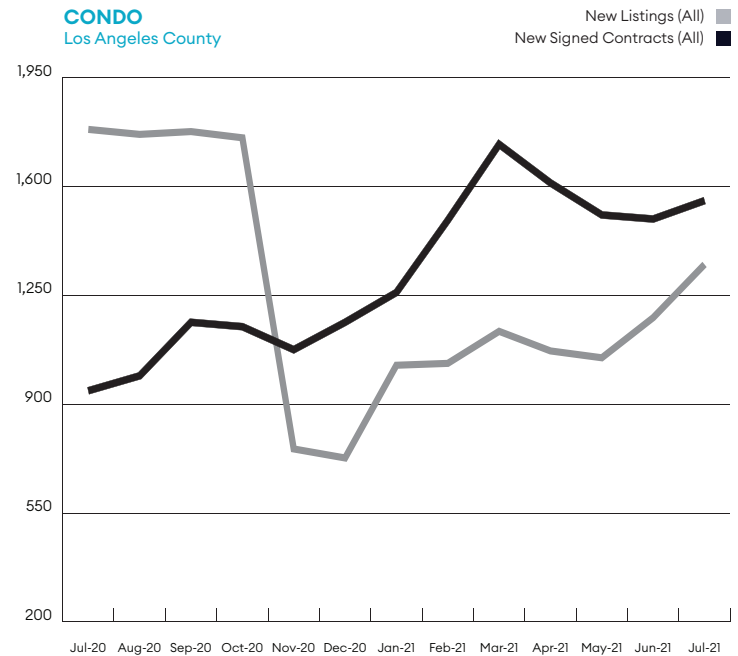
Los Angeles County

"New signed contract volume for single families compared to the prior year went negative for the first time since December, finally overpowered by the fifty percent average annual decline in new listings each month since last November. In contrast, condo new signed contracts have been rising year over year since last September and accelerated since January."

SINGLE FAMILY MATRIX Los Angeles County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	4,277	4,374	-2.2%
< \$300K	26	85	-69.4%
\$300K - \$499K	370	520	-28.8%
\$500K - \$699K	953	1,229	-22.5%
\$700K - \$899K	1,039	900	15.4%
\$900K - \$999K	311	245	26.9%
\$1M - \$1.99M	1,068	952	12.2%
\$2M - \$4.99M	407	368	10.6%
≥ \$5M	103	75	37.3%
New Listings (All)	3,154	6,109	-48.4%
< \$300K	21	100	-79.0%
\$300K - \$499K	206	525	-60.8%
\$500K - \$699K	558	1,480	-62.3%
\$700K - \$899K	705	1,135	-37.9%
\$900K - \$999K	215	378	-43.1%
\$1M - \$1.99M	850	1,467	-42.1%
\$2M - \$4.99M	440	775	-43.2%
≥ \$5M	159	249	-36.1%



CONDO MATRIX Los Angeles County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	1,554	943	64.8%
< \$300K	33	49	-32.7%
\$300K - \$499K	503	385	30.6%
\$500K - \$599K	291	143	103.5%
\$600K - \$699K	216	116	86.2%
\$700K - \$799K	145	76	90.8%
\$800K - \$999K	135	87	55.2%
\$1M - \$1.99M	204	81	151.9%
≥ \$2M	27	6	350.0%
New Listings (All)	1,349	1,783	-24.3%
< \$300K	21	86	-75.6%
\$300K - \$499K	303	607	-50.1%
\$500K - \$599K	228	268	-14.9%
\$600K - \$699K	159	209	-23.9%
\$700K - \$799K	140	167	-16.2%
\$800K - \$999K	166	188	-11.7%
\$1M - \$1.99M	248	205	21.0%
≥ \$2M	84	53	58.5%

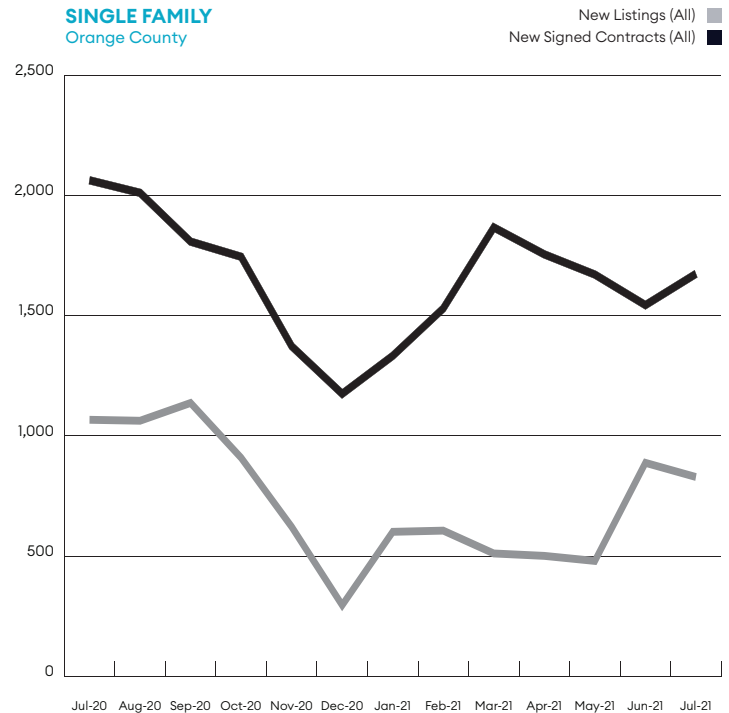


Source: TheMLS/CLAW (Combined Los Angeles Westside)

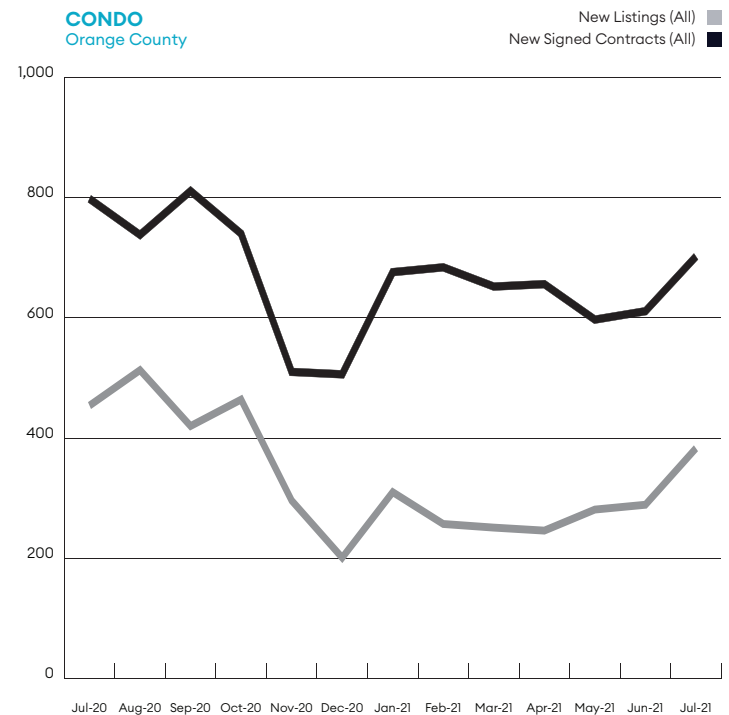
Orange County

"Year over year, new signed contract volume for both single families and condos went negative for the second straight month. The lack of new inventory continued to restrain demand, and the year-ago post-lockdown sales surge exaggerated comparisons."

SINGLE FAMILY MATRIX Orange County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	1,674	2,063	-18.9%
< \$300K	0	1	-100.0%
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	12	26	-53.8%
\$500K - \$599K	48	103	-53.4%
\$600K - \$799K	298	613	-51.4%
\$800K - \$999K	459	523	-12.2%
\$1M - \$1.99M	644	605	6.4%
≥ \$2M	213	191	11.5%
New Listings (All)	829	1,067	-22.3%
< \$300K	1	1	0.0%
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	3	14	-78.6%
\$500K - \$599K	6	50	-87.9%
\$600K - \$799K	121	290	-58.2%
\$800K - \$999K	225	250	-10.0%
\$1M - \$1.99M	319	314	1.6%
≥ \$2M	154	148	4.1%



CONDO MATRIX Orange County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	702	798	-12.0%
< \$200K	5	5	0.0%
\$200K - \$299K	20	35	-42.9%
\$300K - \$399K	74	132	-43.9%
\$400K - \$499K	146	194	-24.7%
\$500K - \$599K	136	138	-1.4%
\$600K - \$799K	158	176	-10.2%
\$800K - \$999K	77	72	6.9%
≥ \$1M	86	46	87.0%
New Listings (All)	383	454	-15.5%
< \$200K	9	3	200.0%
\$200K - \$299K	5	15	-65.5%
\$300K - \$399K	48	65	-26.2%
\$400K - \$499K	61	93	-34.1%
\$500K - \$599K	79	74	6.8%
\$600K - \$799K	90	101	-10.9%
\$800K - \$999K	45	49	-7.2%
≥ \$1M	46	55	-16.4%

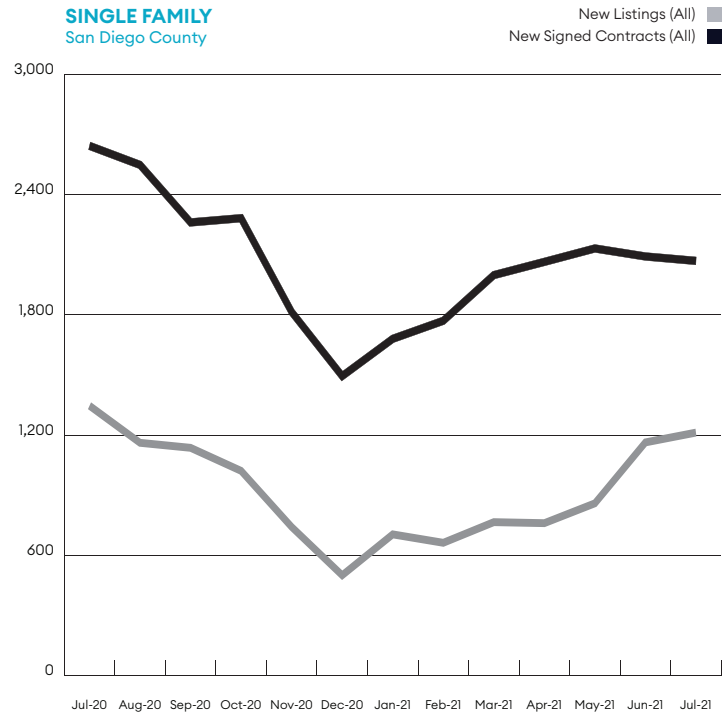


Source: California Regional Multiple Listing Service (CRMLS)

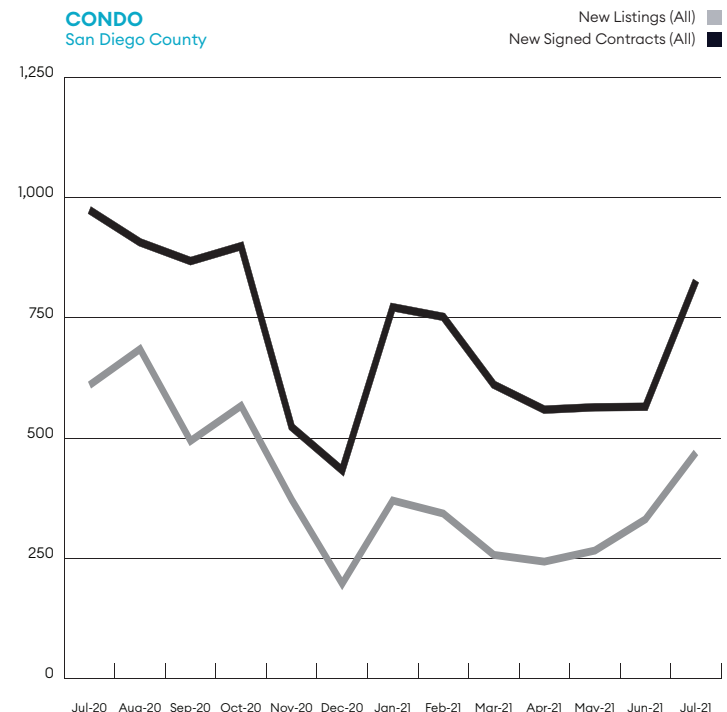
San Diego County

"New signed contract volume for single families and condos went negative for the second and third straight months. In addition, the sharp year over year drop in new inventory every month since at least May of 2020 and continued to restrain demand."

SINGLE FAMILY MATRIX San Diego County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	2,070	2,644	-21.7%
< \$300K	4	20	-80.0%
\$300K - \$399K	10	46	-78.3%
\$400K - \$499K	51	206	-75.2%
\$500K - \$599K	199	519	-61.7%
\$600K - \$799K	739	792	-6.7%
\$800K - \$999K	418	397	5.3%
\$1M - \$1.99M	490	517	-5.2%
≥ \$2M	159	147	8.2%
New Listings (All)	1,213	1,347	-9.9%
< \$300K	7	10	-26.3%
\$300K - \$399K	8	18	-55.6%
\$400K - \$499K	18	100	-81.9%
\$500K - \$599K	94	241	-61.0%
\$600K - \$799K	390	394	-0.9%
\$800K - \$999K	279	211	32.2%
\$1M - \$1.99M	287	260	10.6%
≥ \$2M	130	115	13.0%



CONDO MATRIX San Diego County	JUL 2021	JUL 2020	%Δ (YR)
New Signed Contracts (All)	827	974	-15.1%
< \$200K	2	13	-84.6%
\$200K - \$299K	43	144	-70.1%
\$300K - \$399K	165	284	-41.9%
\$400K - \$499K	196	224	-12.5%
\$500K - \$599K	168	115	46.1%
\$600K - \$799K	142	108	31.5%
\$800K - \$999K	49	29	69.0%
≥ \$1M	62	57	8.8%
New Listings (All)	470	610	-22.9%
< \$200K	2	7	-69.2%
\$200K - \$299K	17	73	-76.6%
\$300K - \$399K	84	159	-47.0%
\$400K - \$499K	113	128	-11.7%
\$500K - \$599K	64	79	-19.0%
\$600K - \$799K	93	64	45.3%
\$800K - \$999K	24	32	-25.0%
≥ \$1M	73	69	5.8%



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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