

Elliman Report

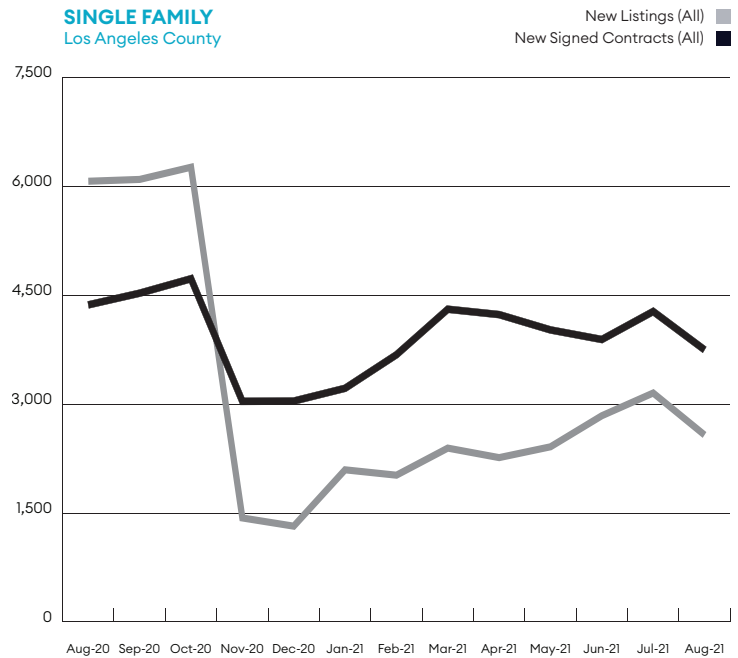
California

August 2021 New Signed Contracts

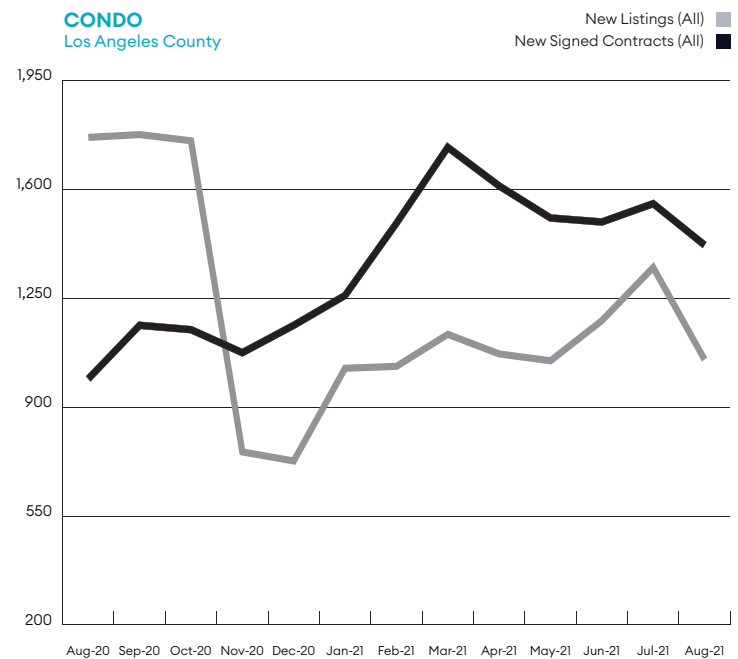
Los Angeles County

"Despite more declines in new listings, the condo's newly signed contract volume showed large yearly gains for the twelfth consecutive month. Single family new signed contracts fell annually for the second straight month, overwhelmed by the large drop in new listings entering the market."

SINGLE FAMILY MATRIX Los Angeles County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	3,749	4,368	-14.2%
< \$300K	22	80	-72.5%
\$300K - \$499K	338	453	-25.4%
\$500K - \$699K	831	1,211	-31.4%
\$700K - \$899K	924	873	5.8%
\$900K - \$999K	272	279	-2.5%
\$1M - \$1.99M	941	1,007	-6.6%
\$2M - \$4.99M	354	399	-11.3%
≥ \$5M	67	66	1.5%
New Listings (All)	2,576	6,071	-57.6%
< \$300K	13	73	-82.2%
\$300K - \$499K	180	556	-67.6%
\$500K - \$699K	504	1,376	-63.4%
\$700K - \$899K	584	1,153	-49.3%
\$900K - \$999K	200	367	-45.5%
\$1M - \$1.99M	674	1,554	-56.6%
\$2M - \$4.99M	311	767	-59.5%
≥ \$5M	110	225	-51.1%



CONDO MATRIX Los Angeles County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,421	991	43.4%
< \$300K	43	77	-44.2%
\$300K - \$499K	440	363	21.2%
\$500K - \$599K	261	159	64.2%
\$600K - \$699K	197	115	71.3%
\$700K - \$799K	129	82	57.3%
\$800K - \$999K	157	82	91.5%
\$1M - \$1.99M	166	101	64.4%
≥ \$2M	28	12	133.3%
New Listings (All)	1,053	1,767	-40.4%
< \$300K	21	88	-76.1%
\$300K - \$499K	248	562	-55.9%
\$500K - \$599K	170	277	-38.6%
\$600K - \$699K	135	223	-39.5%
\$700K - \$799K	125	161	-22.4%
\$800K - \$999K	133	185	-28.1%
\$1M - \$1.99M	171	219	-21.9%
≥ \$2M	50	52	-3.8%

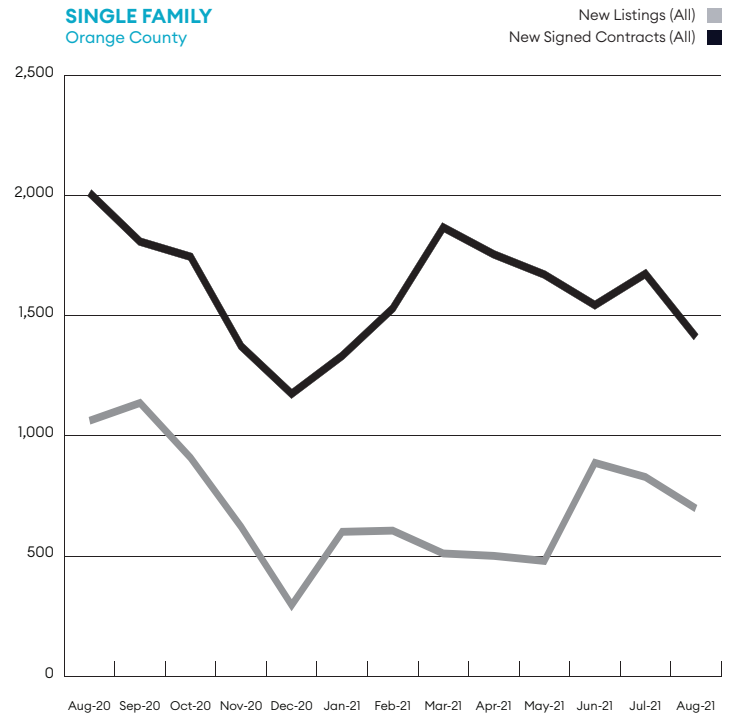


Source: TheMLS/CLAW (Combined Los Angeles Westside)

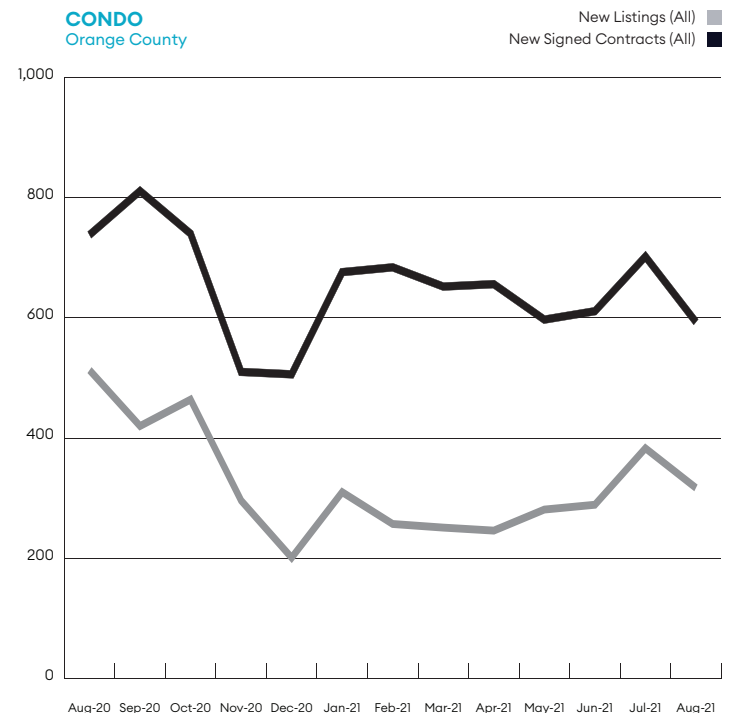
Orange County

"Both single family and condo new signed contract activity fell year over year gains for the third straight months, unable to keep up with the large decline in new listings. Combined, new listings for both property types have fallen year over year every month since at least April 2020."

SINGLE FAMILY MATRIX Orange County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,411	2,011	-29.8%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	5	29	-82.8%
\$500K - \$599K	21	95	-77.9%
\$600K - \$799K	239	603	-60.4%
\$800K - \$999K	411	492	-16.5%
\$1M - \$1.99M	555	581	-4.5%
≥ \$2M	180	210	-14.3%
New Listings (All)	698	1,063	-34.3%
< \$300K	0	0	
\$300K - \$399K	2	3	-33.3%
\$400K - \$499K	3	12	-75.0%
\$500K - \$599K	14	34	-58.8%
\$600K - \$799K	121	231	-47.6%
\$800K - \$999K	156	235	-33.6%
\$1M - \$1.99M	275	351	-21.7%
≥ \$2M	127	197	-35.5%



CONDO MATRIX Orange County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	593	738	-19.6%
< \$200K	3	6	-50.0%
\$200K - \$299K	9	34	-73.5%
\$300K - \$399K	74	130	-43.1%
\$400K - \$499K	113	175	-35.4%
\$500K - \$599K	106	138	-23.2%
\$600K - \$799K	154	151	2.0%
\$800K - \$999K	70	48	45.8%
≥ \$1M	64	56	14.3%
New Listings (All)	317	513	-38.2%
< \$200K	4	5	-20.0%
\$200K - \$299K	9	25	-64.0%
\$300K - \$399K	29	74	-60.8%
\$400K - \$499K	64	98	-34.7%
\$500K - \$599K	48	87	-44.8%
\$600K - \$799K	81	108	-25.0%
\$800K - \$999K	45	52	-13.5%
≥ \$1M	37	64	-42.2%

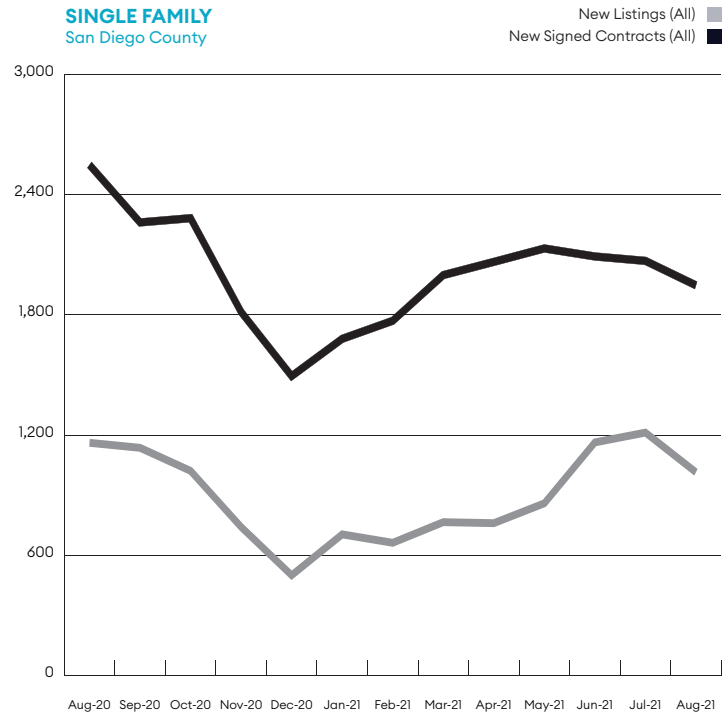


Source: California Regional Multiple Listing Service (CRMLS)

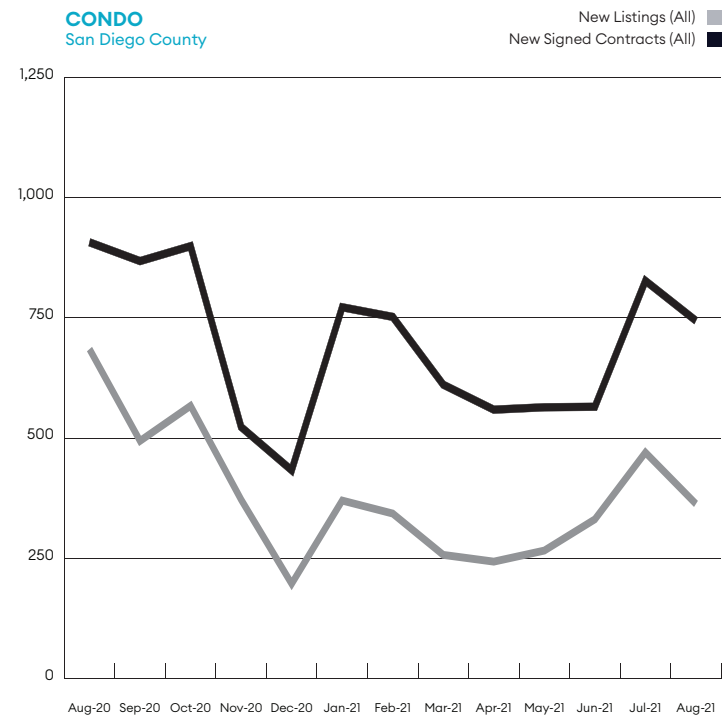
San Diego County

"While overall single family new signed contract volume fell annually for the third straight month, most of the weakness was observed below the \$600,000 price threshold. New signed contract volume patterns for condos were similar with trend weakness below the \$400,000 threshold."

SINGLE FAMILY MATRIX San Diego County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	1,948	2,549	-23.6%
< \$300K	7	10	-30.0%
\$300K - \$399K	9	27	-66.7%
\$400K - \$499K	45	177	-74.6%
\$500K - \$599K	196	504	-61.1%
\$600K - \$799K	680	806	-15.6%
\$800K - \$999K	404	393	2.8%
\$1M - \$1.99M	448	480	-6.7%
≥ \$2M	159	152	4.6%
New Listings (All)	1,015	1,162	-12.7%
< \$300K	1	8	-87.5%
\$300K - \$399K	8	12	-33.3%
\$400K - \$499K	18	55	-67.3%
\$500K - \$599K	72	155	-53.5%
\$600K - \$799K	316	328	-3.7%
\$800K - \$999K	236	162	45.7%
\$1M - \$1.99M	250	263	-4.9%
≥ \$2M	114	179	-36.3%



CONDO MATRIX San Diego County	AUG 2021	AUG 2020	%Δ (YR)
New Signed Contracts (All)	744	907	-18.0%
< \$200K	5	9	-44.4%
\$200K - \$299K	25	101	-75.2%
\$300K - \$399K	136	261	-47.9%
\$400K - \$499K	206	221	-6.8%
\$500K - \$599K	138	131	5.3%
\$600K - \$799K	136	98	38.8%
\$800K - \$999K	39	32	21.9%
≥ \$1M	59	54	9.3%
New Listings (All)	363	685	-47.0%
< \$200K	1	7	-85.7%
\$200K - \$299K	11	65	-83.1%
\$300K - \$399K	53	136	-61.0%
\$400K - \$499K	91	128	-28.9%
\$500K - \$599K	65	94	-30.9%
\$600K - \$799K	80	98	-18.4%
\$800K - \$999K	18	47	-61.7%
≥ \$1M	44	110	-60.0%



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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