

Elliman Report

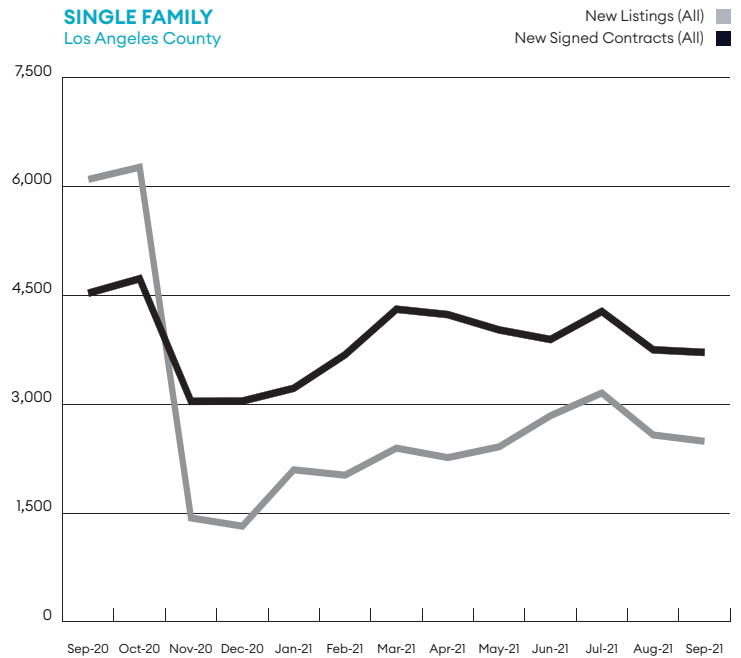
California

September 2021 New Signed Contracts

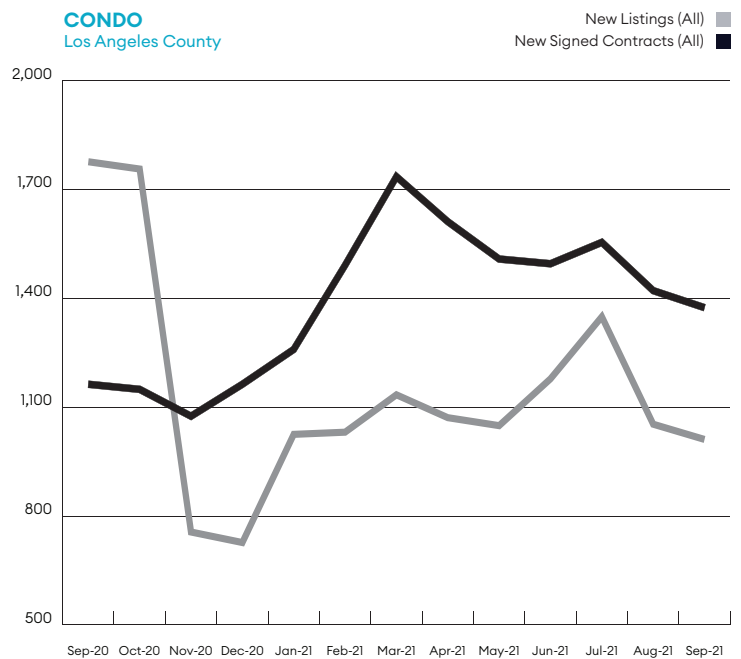
Los Angeles County

"Comparisons against the last summer's post-lockdown new signed contract single family boom have distorted trends in addition to the eleventh consecutive month of significant year over year new inventory declines. The chronic lack of supply has restrained sales levels. In contrast, newly signed contracts for condos are well above prior-year levels."

SINGLE FAMILY MATRIX Los Angeles County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	3,713	4,529	-18.0%
< \$300K	24	39	-38.5%
\$300K - \$499K	319	432	-26.2%
\$500K - \$699K	871	1,179	-26.1%
\$700K - \$899K	962	961	0.1%
\$900K - \$999K	252	306	-17.6%
\$1M - \$1.99M	872	1,067	-18.3%
\$2M - \$4.99M	344	470	-26.8%
≥ \$5M	69	75	-8.0%
New Listings (All)	2,489	6,096	-59.2%
< \$300K	6	59	-89.8%
\$300K - \$499K	178	514	-65.4%
\$500K - \$699K	457	1,448	-68.4%
\$700K - \$899K	561	1,230	-54.4%
\$900K - \$999K	179	384	-53.4%
\$1M - \$1.99M	611	1,528	-60.0%
\$2M - \$4.99M	362	738	-50.9%
≥ \$5M	135	195	-30.8%



CONDO MATRIX Los Angeles County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,374	1,163	18.1%
< \$300K	30	53	-43.4%
\$300K - \$499K	425	461	-7.8%
\$500K - \$599K	249	180	38.3%
\$600K - \$699K	189	156	21.2%
\$700K - \$799K	138	90	53.3%
\$800K - \$999K	147	120	22.5%
\$1M - \$1.99M	171	96	78.1%
≥ \$2M	25	7	257.1%
New Listings (All)	1,011	1,776	-43.1%
< \$300K	13	69	-81.2%
\$300K - \$499K	206	588	-65.0%
\$500K - \$599K	168	236	-28.8%
\$600K - \$699K	153	224	-31.7%
\$700K - \$799K	101	158	-36.1%
\$800K - \$999K	129	225	-42.7%
\$1M - \$1.99M	181	230	-21.3%
≥ \$2M	60	46	30.4%

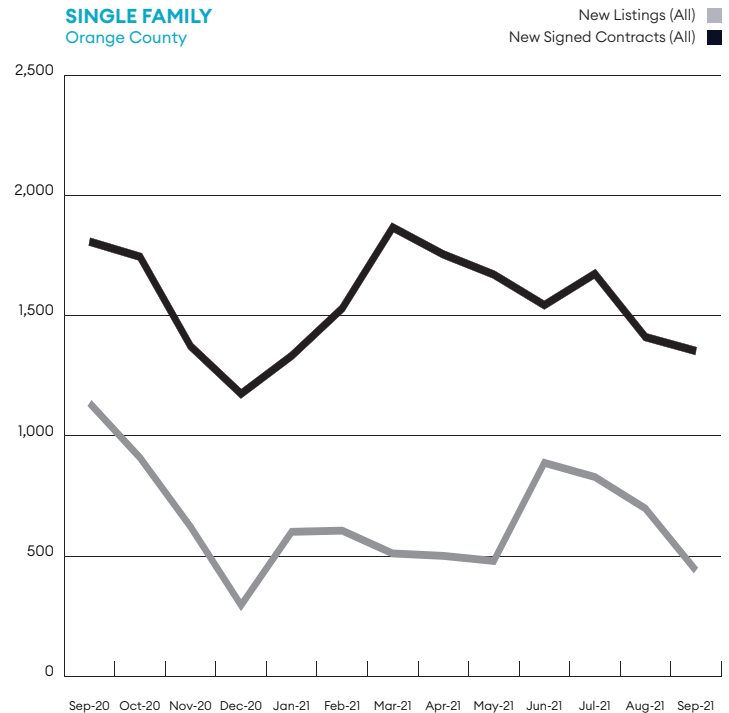


Source: TheMLS/CLAW (Combined Los Angeles Westside)

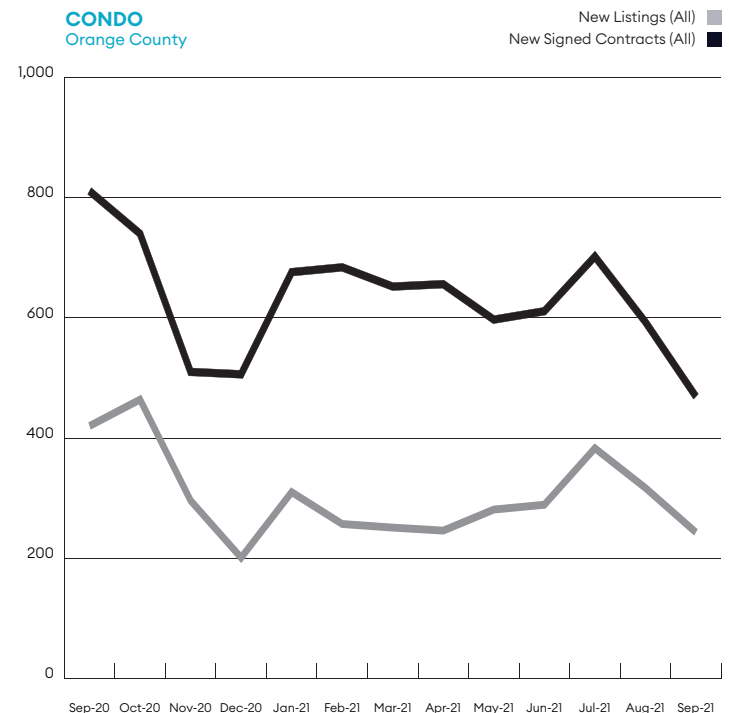
Orange County

"The chronic lack of supply has restrained sales levels. Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends. Eighteen months of significant year-over-year new inventory declines have reigned in sales."

SINGLE FAMILY MATRIX Orange County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,353	1,808	-25.2%
< \$300K	1	0	
\$300K - \$399K	0	5	-100.0%
\$400K - \$499K	3	22	-86.4%
\$500K - \$599K	23	75	-69.3%
\$600K - \$799K	218	563	-61.3%
\$800K - \$999K	345	486	-29.0%
\$1M - \$1.99M	554	487	13.8%
≥ \$2M	209	170	22.9%
New Listings (All)	440	1,137	-61.3%
< \$300K	0	5	-100.0%
\$300K - \$399K	0	14	-100.0%
\$400K - \$499K	1	67	-98.5%
\$500K - \$599K	7	153	-95.4%
\$600K - \$799K	80	294	-72.8%
\$800K - \$999K	108	181	-40.3%
\$1M - \$1.99M	171	282	-39.4%
≥ \$2M	73	141	-48.2%



CONDO MATRIX Orange County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	469	811	-42.2%
< \$200K	5	4	25.0%
\$200K - \$299K	15	33	-54.5%
\$300K - \$399K	55	153	-64.1%
\$400K - \$499K	87	176	-50.6%
\$500K - \$599K	85	164	-48.2%
\$600K - \$799K	111	170	-34.7%
\$800K - \$999K	51	60	-15.0%
≥ \$1M	60	51	17.6%
New Listings (All)	243	420	-42.1%
< \$200K	1	5	-80.0%
\$200K - \$299K	7	24	-70.8%
\$300K - \$399K	29	72	-59.7%
\$400K - \$499K	45	81	-44.4%
\$500K - \$599K	45	75	-40.0%
\$600K - \$799K	59	88	-33.0%
\$800K - \$999K	32	35	-8.6%
≥ \$1M	25	40	-37.5%

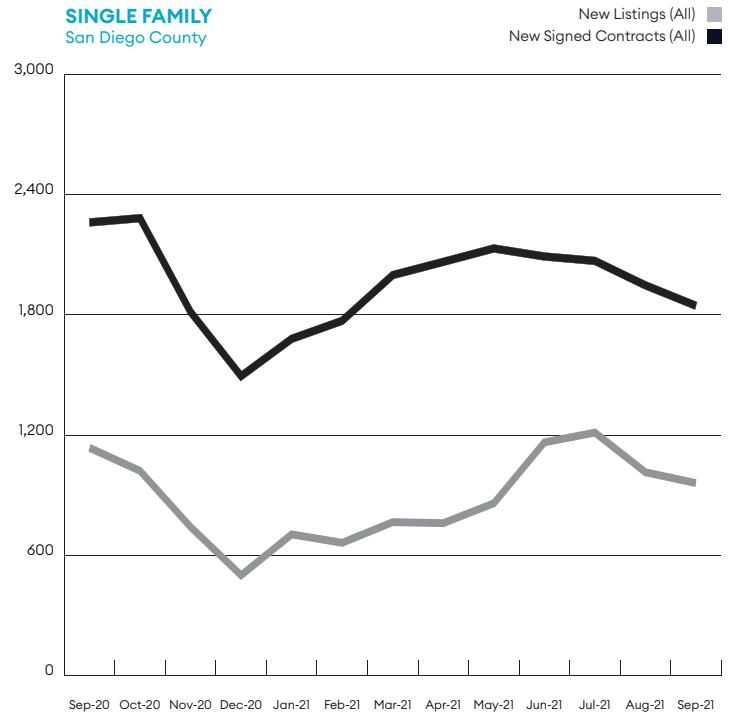


Source: California Regional Multiple Listing Service (CRMLS)

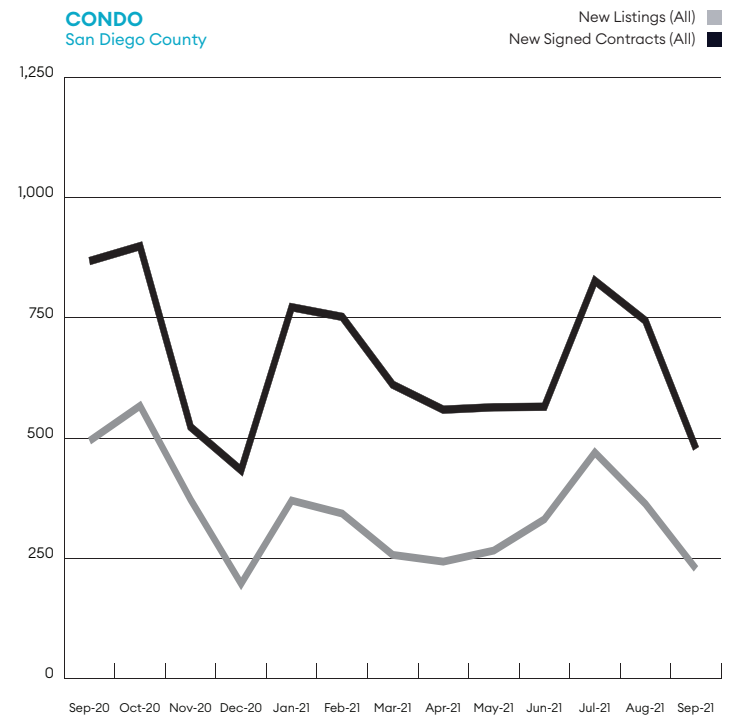
San Diego County

"The chronic lack of supply has restrained sales levels. Comparisons against the last summer's post-lockdown new signed contract boom have distorted trends. Seventeen months of significant year-over-year new inventory declines have reigned in sales."

SINGLE FAMILY MATRIX San Diego County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	1,846	2,262	-18.4%
< \$300K	6	12	-50.0%
\$300K - \$399K	8	36	-77.8%
\$400K - \$499K	46	163	-71.8%
\$500K - \$599K	169	418	-59.6%
\$600K - \$799K	652	752	-13.3%
\$800K - \$999K	384	332	15.7%
\$1M - \$1.99M	455	410	11.0%
≥ \$2M	126	139	-9.4%
New Listings (All)	961	1,137	-15.5%
< \$300K	7	5	40.0%
\$300K - \$399K	7	14	-50.0%
\$400K - \$499K	15	67	-77.6%
\$500K - \$599K	70	153	-54.2%
\$600K - \$799K	348	294	18.4%
\$800K - \$999K	198	181	9.4%
\$1M - \$1.99M	214	282	-24.1%
≥ \$2M	102	141	-27.7%



CONDO MATRIX San Diego County	SEP 2021	SEP 2020	%Δ (YR)
New Signed Contracts (All)	478	868	-44.9%
< \$200K	1	10	-90.0%
\$200K - \$299K	29	93	-68.8%
\$300K - \$399K	80	243	-67.1%
\$400K - \$499K	122	216	-43.5%
\$500K - \$599K	95	130	-26.9%
\$600K - \$799K	96	93	3.2%
\$800K - \$999K	13	35	-62.9%
≥ \$1M	42	48	-12.5%
New Listings (All)	228	494	-53.8%
< \$200K	0	9	-100.0%
\$200K - \$299K	11	53	-79.2%
\$300K - \$399K	34	113	-69.9%
\$400K - \$499K	54	103	-47.6%
\$500K - \$599K	39	63	-38.1%
\$600K - \$799K	53	60	-11.7%
\$800K - \$999K	15	25	-40.0%
≥ \$1M	22	68	-67.6%



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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