

Elliman Report

California

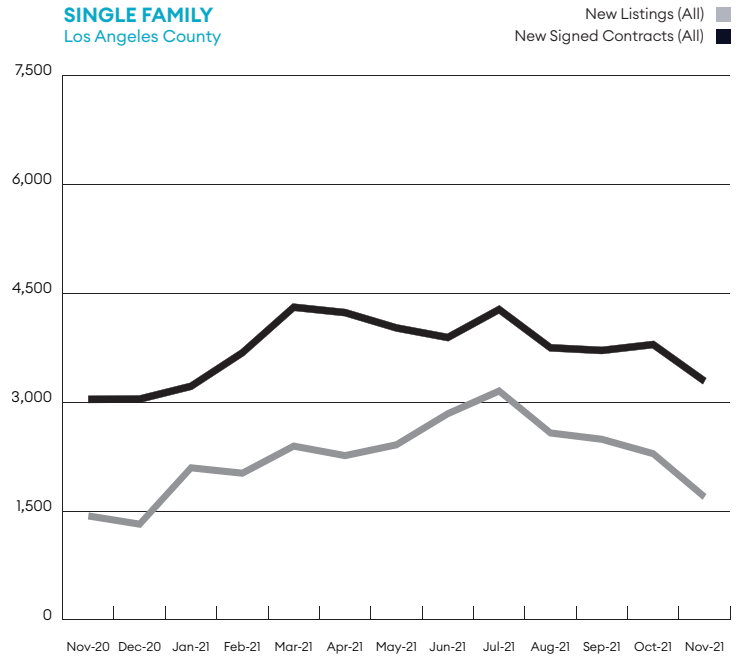
November 2021 New Signed Contracts

Los Angeles County

"With the post-lockdown surge in activity more than a year ago, single family new signed contracts rose for the first time since June. By price tranche, single family new signed contracts rose above the \$700,000 threshold. In addition, newly signed contracts for condos rose annually for the fifteenth straight month, and all its price tranches increased above the \$500,000 threshold."

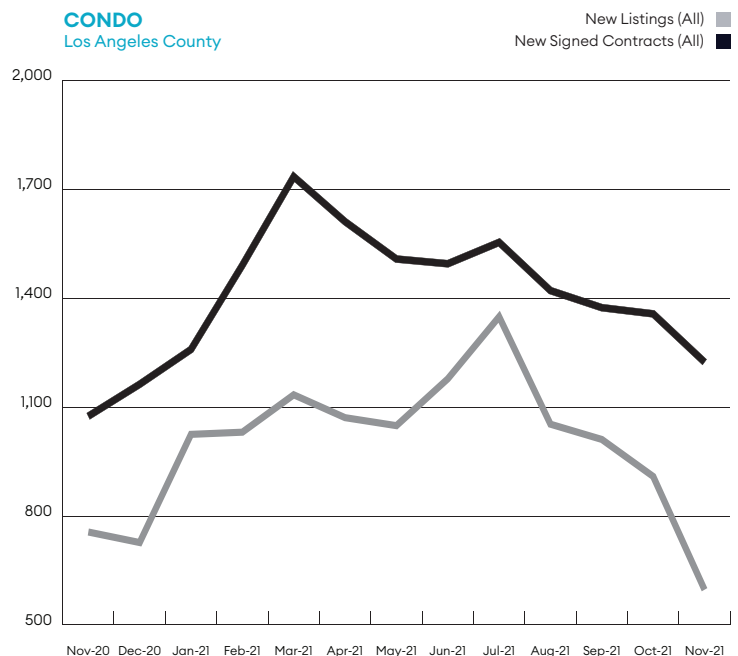
SINGLE FAMILY MATRIX Los Angeles County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	3,290	3,039	8.3%
< \$300K	29	38	-23.7%
\$300K - \$499K	262	360	-27.2%
\$500K - \$699K	712	949	-25.0%
\$700K - \$899K	807	632	27.7%
\$900K - \$999K	266	156	70.5%
\$1M - \$1.99M	823	648	27.0%
\$2M - \$4.99M	331	229	44.5%
≥ \$5M	60	27	122.2%
New Listings (All)	1,695	1,433	18.3%
< \$300K	15	17	-11.8%
\$300K - \$499K	136	67	103.0%
\$500K - \$699K	333	197	69.0%
\$700K - \$899K	399	201	98.5%
\$900K - \$999K	135	110	22.7%
\$1M - \$1.99M	394	382	3.1%
\$2M - \$4.99M	209	328	-36.3%
≥ \$5M	74	131	-43.5%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	1,224	1,075	13.9%
< \$300K	29	57	-49.1%
\$300K - \$499K	336	430	-21.9%
\$500K - \$599K	232	176	31.8%
\$600K - \$699K	159	120	32.5%
\$700K - \$799K	129	79	63.3%
\$800K - \$999K	137	90	52.2%
\$1M - \$1.99M	171	113	51.3%
≥ \$2M	31	10	210.0%
New Listings (All)	597	756	-21.0%
< \$300K	9	30	-70.0%
\$300K - \$499K	159	176	-9.7%
\$500K - \$599K	83	101	-17.8%
\$600K - \$699K	90	101	-10.9%
\$700K - \$799K	74	80	-7.5%
\$800K - \$999K	61	108	-43.5%
\$1M - \$1.99M	92	124	-25.8%
≥ \$2M	29	36	-19.4%

CONDO
Los Angeles County



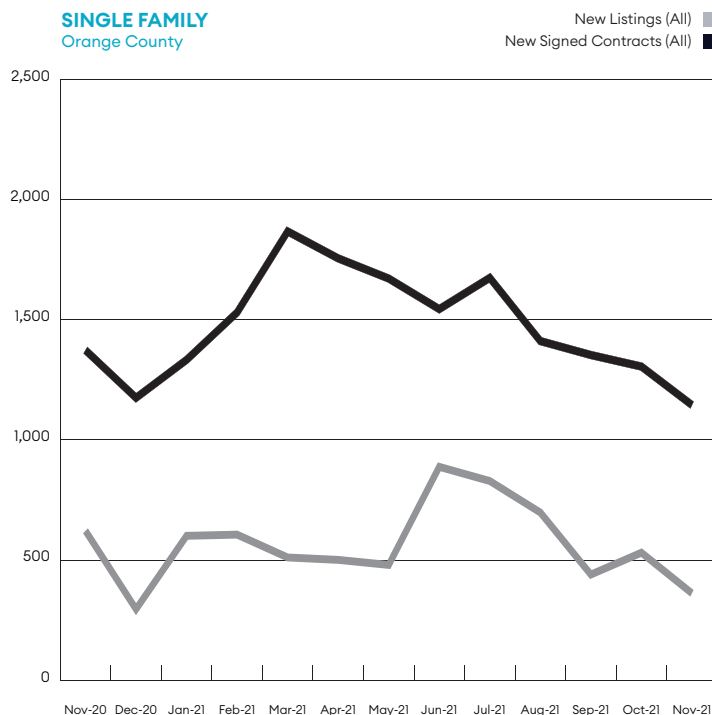
Source: TheMLS/CLAW (Combined Los Angeles Westside)

Orange County

"Newly signed contracts for single families and condos fell year over year but were overpowered by a significant drop in new listings over the same period. This pattern kept the market unusually tight. However, single family newly signed contracts rose annually above the \$1 million threshold while condos increased above the \$600,000 threshold from the same month a year ago."

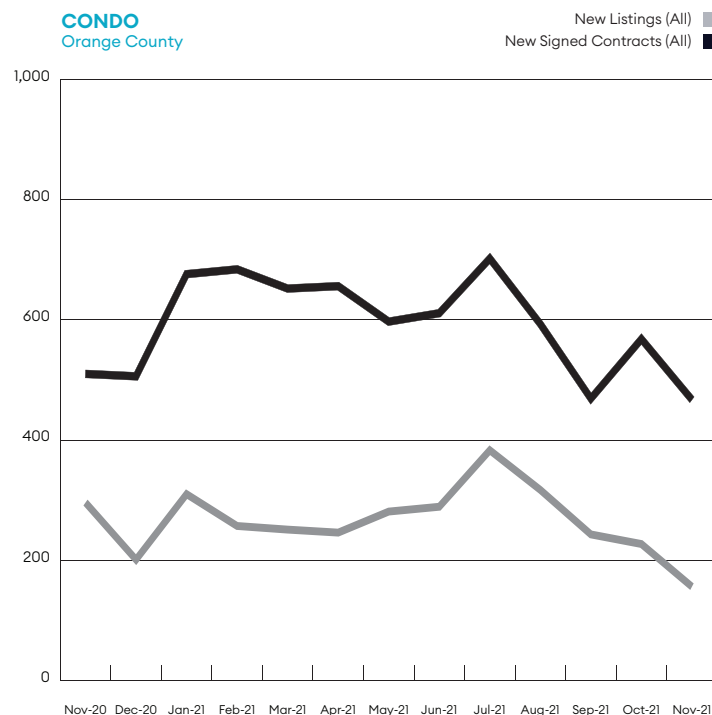
SINGLE FAMILY MATRIX Orange County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	1,145	1,373	-16.6%
< \$300K	0	0	
\$300K - \$399K	2	0	
\$400K - \$499K	2	20	-90.0%
\$500K - \$599K	21	51	-58.8%
\$600K - \$799K	169	373	-54.7%
\$800K - \$999K	305	376	-18.9%
\$1M - \$1.99M	480	427	12.4%
≥ \$2M	166	126	31.7%
New Listings (All)	362	622	-41.8%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	0	6	-100.0%
\$500K - \$599K	7	19	-63.2%
\$600K - \$799K	54	122	-55.7%
\$800K - \$999K	105	128	-18.0%
\$1M - \$1.99M	128	222	-42.3%
≥ \$2M	68	124	-45.2%

SINGLE FAMILY
Orange County



CONDO MATRIX Orange County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	467	510	-8.4%
< \$200K	3	4	-25.0%
\$200K - \$299K	13	26	-50.0%
\$300K - \$399K	56	75	-25.3%
\$400K - \$499K	97	125	-22.4%
\$500K - \$599K	70	98	-28.6%
\$600K - \$799K	127	115	10.4%
\$800K - \$999K	56	33	69.7%
≥ \$1M	45	34	32.4%
New Listings (All)	156	296	-47.3%
< \$200K	1	0	
\$200K - \$299K	1	14	-92.9%
\$300K - \$399K	23	54	-57.4%
\$400K - \$499K	26	65	-60.0%
\$500K - \$599K	21	35	-40.0%
\$600K - \$799K	39	59	-33.9%
\$800K - \$999K	20	31	-35.5%
≥ \$1M	25	38	-34.2%

CONDO
Orange County

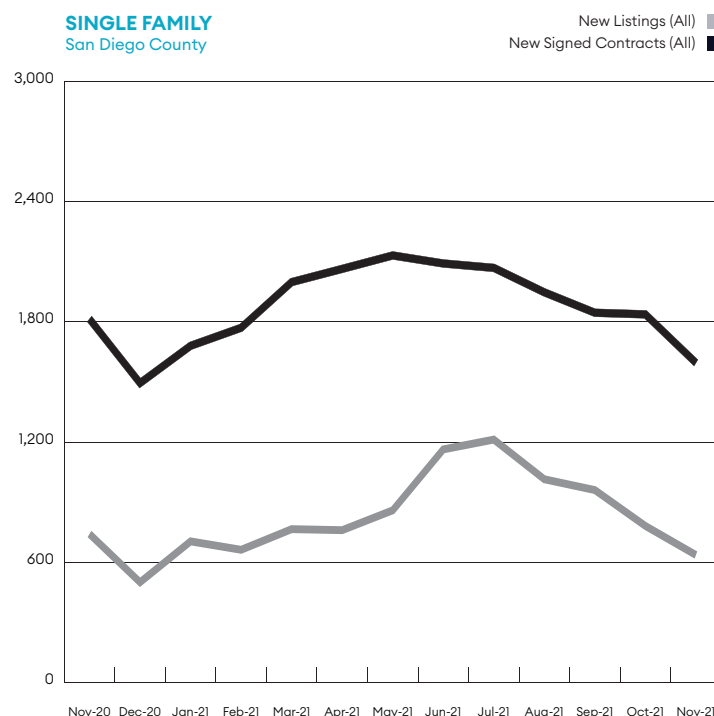


Source: California Regional Multiple Listing Service (CRMLS)

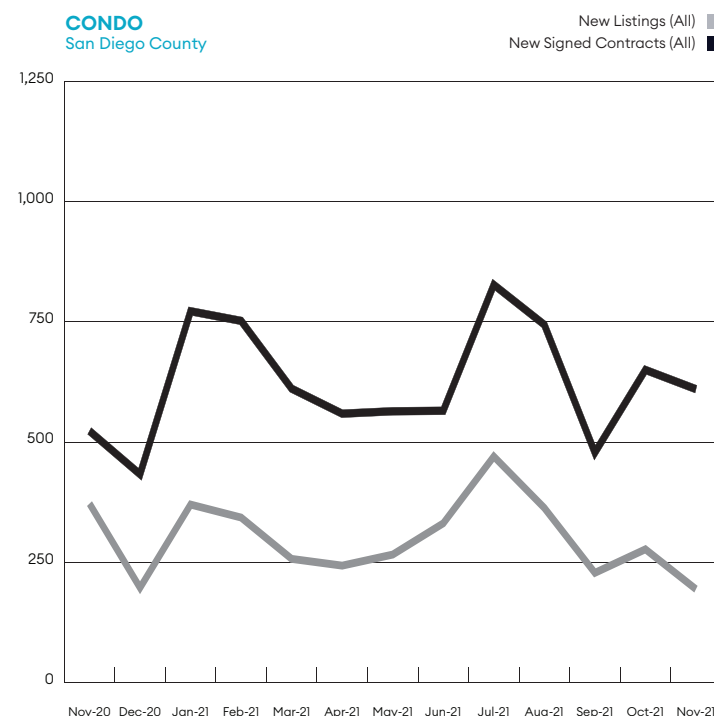
San Diego County

"Newly signed contracts for single families declined year over year but was exceeded by a decline in new listings over the same period. The decline in new listings continued to restrain new contract activity. However, single family newly signed contracts rose annually above the \$800,000 threshold from the same period last year."

SINGLE FAMILY MATRIX San Diego County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	1,596	1,815	-12.1%
< \$300K	4	13	-69.2%
\$300K - \$399K	9	29	-69.0%
\$400K - \$499K	33	118	-72.0%
\$500K - \$599K	159	347	-54.2%
\$600K - \$799K	543	596	-8.9%
\$800K - \$999K	355	298	19.1%
\$1M - \$1.99M	387	322	20.2%
≥ \$2M	106	92	15.2%
New Listings (All)	637	742	-14.2%
< \$300K	4	6	-33.3%
\$300K - \$399K	3	11	-72.7%
\$400K - \$499K	16	45	-64.4%
\$500K - \$599K	37	116	-68.1%
\$600K - \$799K	224	216	3.7%
\$800K - \$999K	137	114	20.2%
\$1M - \$1.99M	148	141	5.0%
≥ \$2M	68	93	-26.9%



CONDO MATRIX San Diego County	NOV 2021	NOV 2020	%Δ (YR)
New Signed Contracts (All)	610	523	16.6%
< \$200K	3	3	0.0%
\$200K - \$299K	21	72	-70.8%
\$300K - \$399K	95	127	-25.2%
\$400K - \$499K	156	121	28.9%
\$500K - \$599K	125	64	95.3%
\$600K - \$799K	110	62	77.4%
\$800K - \$999K	44	33	33.3%
≥ \$1M	56	41	36.6%
New Listings (All)	194	372	-47.8%
< \$200K	3	5	-40.0%
\$200K - \$299K	13	51	-74.5%
\$300K - \$399K	29	87	-66.7%
\$400K - \$499K	45	69	-34.8%
\$500K - \$599K	27	54	-50.0%
\$600K - \$799K	34	44	-22.7%
\$800K - \$999K	20	20	0.0%
≥ \$1M	23	42	-45.2%



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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