

Elliman Report

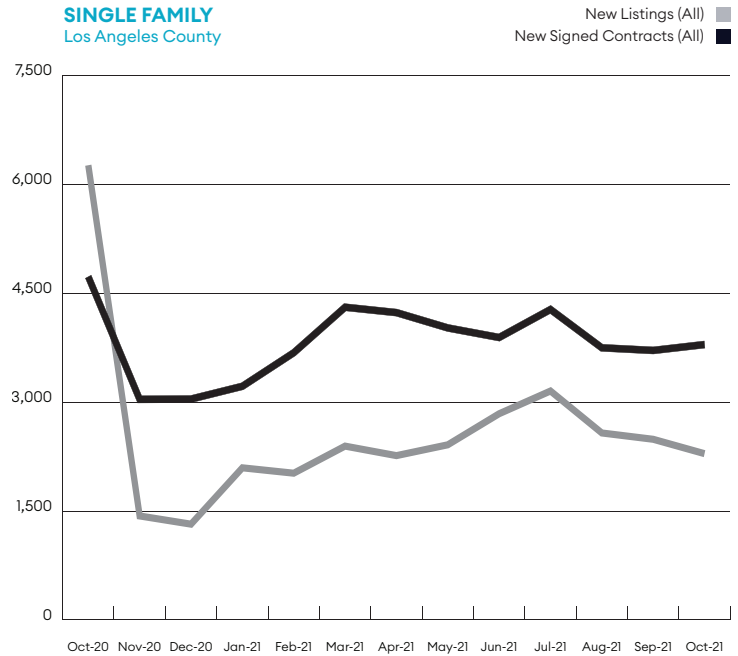
California

October 2021 New Signed Contracts

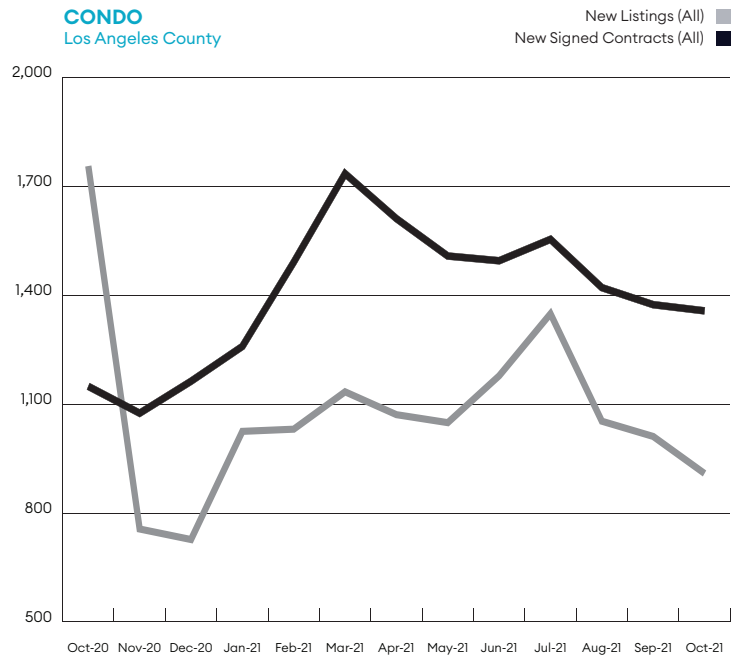
Los Angeles County

"October is likely the last month of distortions caused by the post-lockdown surge in activity in 2020. Newly signed contracts were down annually across all price tranches within the single family market, while condo new sign contracts expanded above the \$500,000 threshold."

SINGLE FAMILY MATRIX Los Angeles County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	3,794	4,728	-19.8%
< \$300K	18	42	-57.1%
\$300K - \$499K	325	425	-23.5%
\$500K - \$699K	872	1,166	-25.2%
\$700K - \$899K	948	1,059	-10.5%
\$900K - \$999K	272	327	-16.8%
\$1M - \$1.99M	922	1,168	-21.1%
\$2M - \$4.99M	367	461	-20.4%
≥ \$5M	70	80	-12.5%
New Listings (All)	2,291	6,264	-63.4%
< \$300K	17	58	-70.7%
\$300K - \$499K	203	520	-61.0%
\$500K - \$699K	423	1,488	-71.6%
\$700K - \$899K	501	1,287	-61.1%
\$900K - \$999K	153	378	-59.5%
\$1M - \$1.99M	611	1,530	-60.1%
\$2M - \$4.99M	273	795	-65.7%
≥ \$5M	110	208	-47.1%



CONDO MATRIX Los Angeles County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,357	1,149	18.1%
< \$300K	16	59	-72.9%
\$300K - \$499K	382	477	-19.9%
\$500K - \$599K	252	202	24.8%
\$600K - \$699K	194	128	51.6%
\$700K - \$799K	130	75	73.3%
\$800K - \$999K	160	114	40.4%
\$1M - \$1.99M	197	81	143.2%
≥ \$2M	26	13	100.0%
New Listings (All)	909	1,756	-48.2%
< \$300K	17	78	-78.2%
\$300K - \$499K	199	555	-64.1%
\$500K - \$599K	125	283	-55.8%
\$600K - \$699K	122	212	-42.5%
\$700K - \$799K	108	165	-34.5%
\$800K - \$999K	133	194	-31.4%
\$1M - \$1.99M	150	206	-27.2%
≥ \$2M	55	63	-12.7%

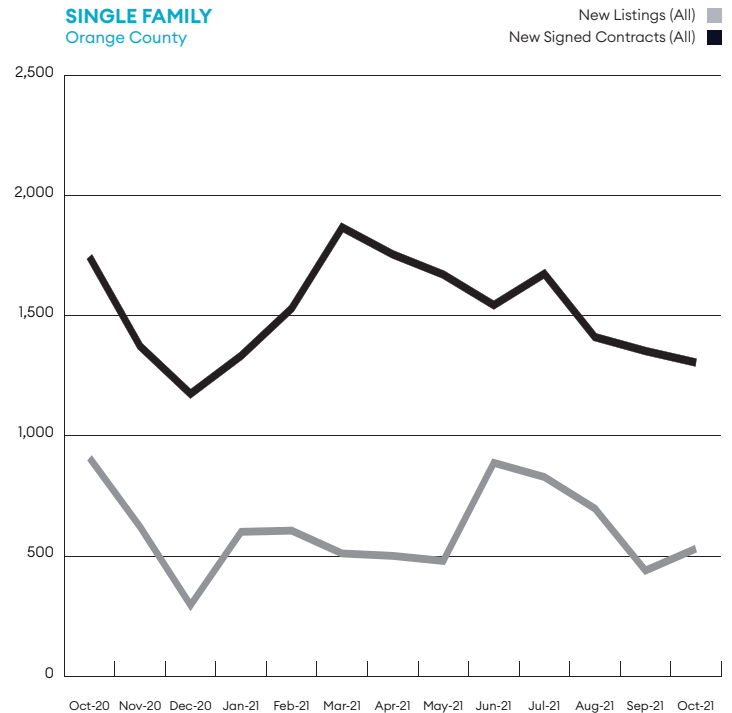


Source: TheMLS/CLAW (Combined Los Angeles Westside)

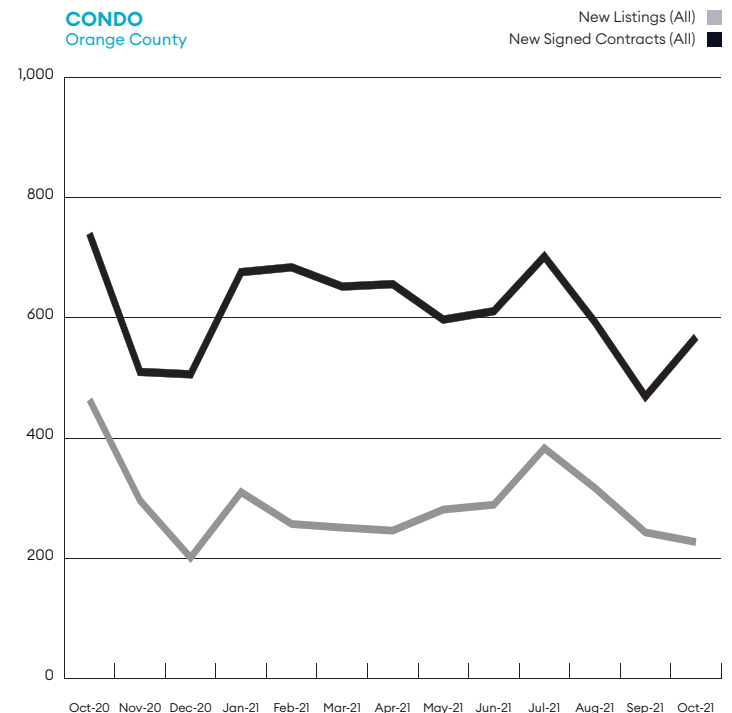
Orange County

"October appears to be the last month of distortions caused by the post-lockdown surge in activity in 2020. Newly signed contracts rose annually above the \$1 million threshold within the single family market while condos showed year-over-year gains above the \$600,000 threshold."

SINGLE FAMILY MATRIX Orange County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,305	1,745	-25.2%
< \$300K	0	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	1	22	-95.5%
\$500K - \$599K	21	78	-73.1%
\$600K - \$799K	234	535	-56.3%
\$800K - \$999K	325	454	-28.4%
\$1M - \$1.99M	562	509	10.4%
≥ \$2M	162	145	11.7%
New Listings (All)	531	909	-41.6%
< \$300K	0	0	
\$300K - \$399K	1	1	0.0%
\$400K - \$499K	1	9	-88.9%
\$500K - \$599K	6	26	-76.9%
\$600K - \$799K	76	193	-60.6%
\$800K - \$999K	125	203	-38.4%
\$1M - \$1.99M	202	299	-32.4%
≥ \$2M	120	178	-32.6%



CONDO MATRIX Orange County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	568	740	-23.2%
< \$200K	1	7	-85.7%
\$200K - \$299K	16	45	-64.4%
\$300K - \$399K	55	135	-59.3%
\$400K - \$499K	109	168	-35.1%
\$500K - \$599K	102	124	-17.7%
\$600K - \$799K	150	142	5.6%
\$800K - \$999K	65	58	12.1%
≥ \$1M	70	61	14.8%
New Listings (All)	227	464	-51.1%
< \$200K	6	5	20.0%
\$200K - \$299K	3	25	-88.0%
\$300K - \$399K	24	76	-68.4%
\$400K - \$499K	44	95	-53.7%
\$500K - \$599K	34	70	-51.4%
\$600K - \$799K	56	87	-35.6%
\$800K - \$999K	27	45	-40.0%
≥ \$1M	33	61	-45.9%

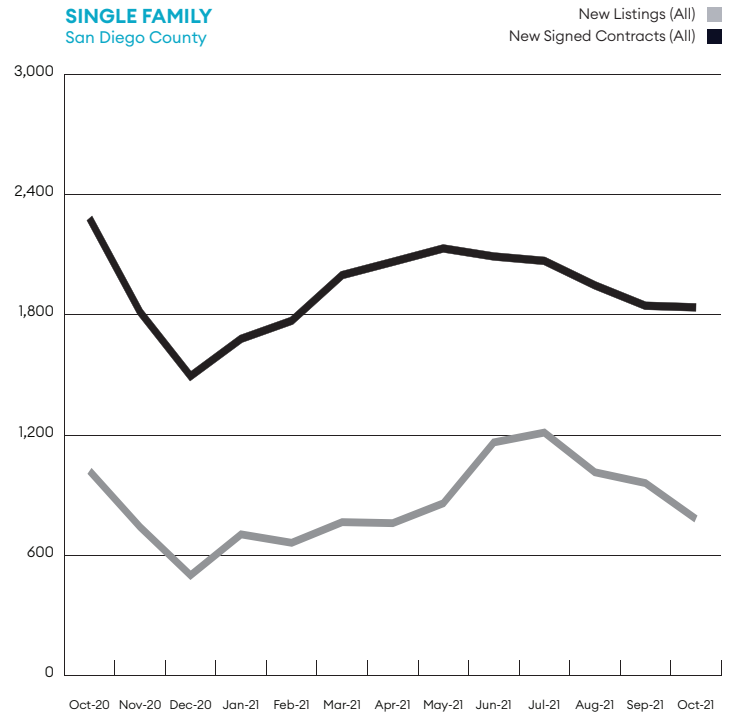


Source: California Regional Multiple Listing Service (CRMLS)

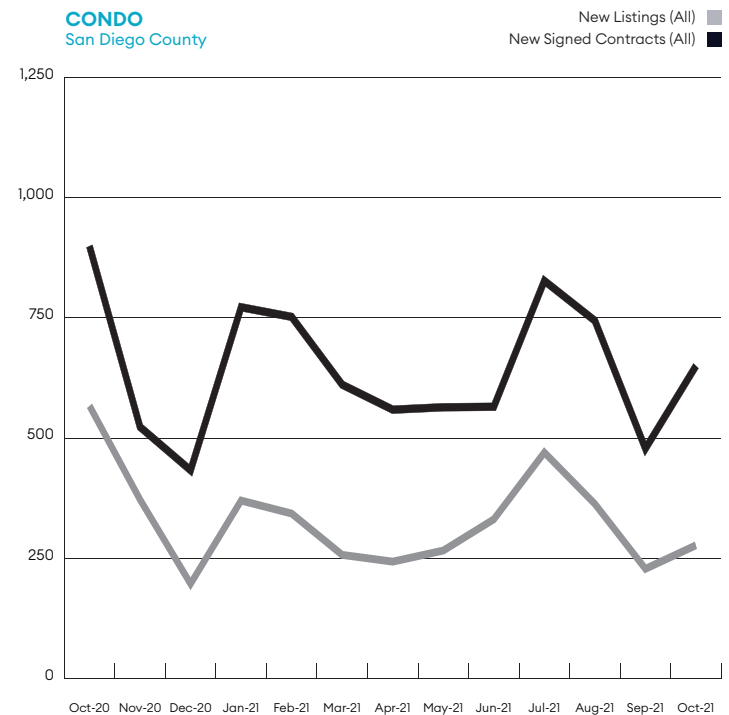
San Diego County

"New listings for both property types combined fell annually for the eighteenth consecutive month, severely constraining the potential level of newly signed contracts. Moreover, compared to the same period two years ago, the decline in new listings was even more severe."

SINGLE FAMILY MATRIX San Diego County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	1,838	2,283	-19.5%
< \$300K	12	9	33.3%
\$300K - \$399K	9	20	-55.0%
\$400K - \$499K	33	160	-79.4%
\$500K - \$599K	146	429	-66.0%
\$600K - \$799K	666	732	-9.0%
\$800K - \$999K	424	367	15.5%
\$1M - \$1.99M	427	443	-3.6%
≥ \$2M	121	123	-1.6%
New Listings (All)	782	1,022	-23.5%
< \$300K	3	6	-50.0%
\$300K - \$399K	4	17	-76.5%
\$400K - \$499K	12	49	-75.5%
\$500K - \$599K	42	150	-72.0%
\$600K - \$799K	247	273	-9.5%
\$800K - \$999K	177	156	13.5%
\$1M - \$1.99M	207	226	-8.4%
≥ \$2M	90	145	-37.9%



CONDO MATRIX San Diego County	OCT 2021	OCT 2020	%Δ (YR)
New Signed Contracts (All)	650	899	-27.7%
< \$200K	3	16	-81.3%
\$200K - \$299K	34	104	-67.3%
\$300K - \$399K	100	253	-60.5%
\$400K - \$499K	152	216	-29.6%
\$500K - \$599K	123	122	0.8%
\$600K - \$799K	132	95	38.9%
\$800K - \$999K	38	40	-5.0%
≥ \$1M	68	53	28.3%
New Listings (All)	277	567	-51.1%
< \$200K	1	10	-90.0%
\$200K - \$299K	13	63	-79.4%
\$300K - \$399K	44	120	-63.3%
\$400K - \$499K	67	103	-35.0%
\$500K - \$599K	46	64	-28.1%
\$600K - \$799K	46	83	-44.6%
\$800K - \$999K	24	44	-45.5%
≥ \$1M	36	80	-55.0%



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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