

# Elliman Report

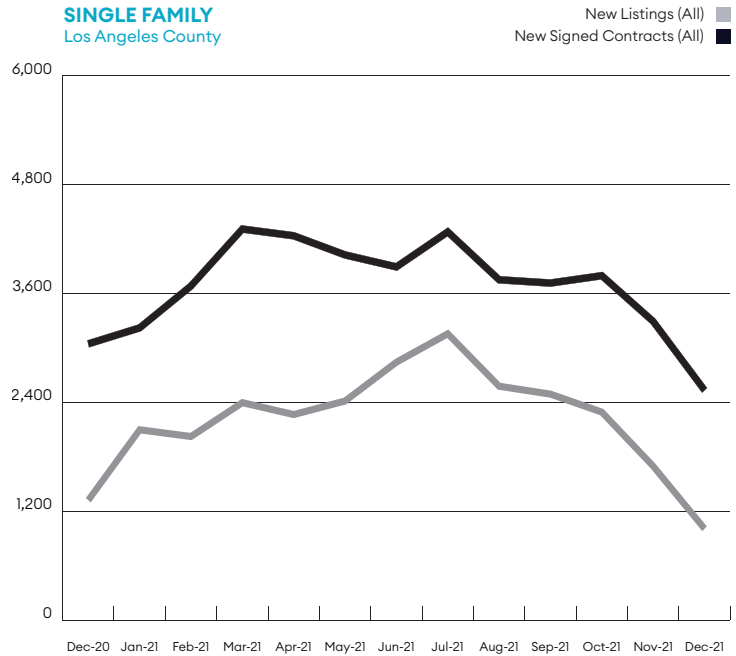
California

December 2021 New Signed Contracts

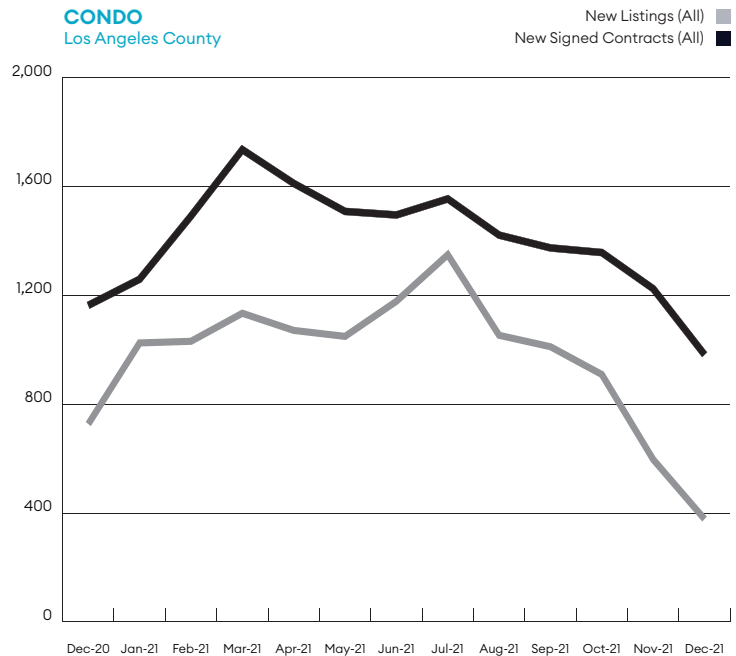
## Los Angeles County

"Newly signed contracts single family contracts were overpowered by the decline in new listings for the thirteenth time in fourteen months. The overall drop in new listings also overwhelmed the condo's newly signed contracts, as annual gains were limited to those above the \$600,000 threshold."

SINGLE FAMILY MATRIX Los Angeles County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>2,532</b>	<b>3,043</b>	<b>-16.8%</b>
< \$300K	21	36	-41.7%
\$300K - \$499K	220	353	-37.7%
\$500K - \$699K	564	906	-37.7%
\$700K - \$899K	671	643	4.4%
\$900K - \$999K	209	206	1.5%
\$1M - \$1.99M	590	607	-2.8%
\$2M - \$4.99M	209	235	-11.1%
≥ \$5M	48	57	-15.8%
<b>New Listings (All)</b>	<b>1,006</b>	<b>1,320</b>	<b>-23.8%</b>
< \$300K	8	16	-50.0%
\$300K - \$499K	94	119	-21.0%
\$500K - \$699K	205	267	-23.2%
\$700K - \$899K	211	227	-7.0%
\$900K - \$999K	79	71	11.3%
\$1M - \$1.99M	241	349	-30.9%
\$2M - \$4.99M	121	186	-34.9%
≥ \$5M	47	85	-44.7%



CONDO MATRIX Los Angeles County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>982</b>	<b>1,163</b>	<b>-15.6%</b>
< \$300K	18	69	-73.9%
\$300K - \$499K	308	444	-30.6%
\$500K - \$599K	158	217	-27.2%
\$600K - \$699K	138	121	14.0%
\$700K - \$799K	103	86	19.8%
\$800K - \$999K	109	94	16.0%
\$1M - \$1.99M	128	117	9.4%
≥ \$2M	20	15	33.3%
<b>New Listings (All)</b>	<b>378</b>	<b>727</b>	<b>-48.0%</b>
< \$300K	8	34	-76.5%
\$300K - \$499K	82	226	-63.7%
\$500K - \$599K	63	112	-43.8%
\$600K - \$699K	44	92	-52.2%
\$700K - \$799K	34	62	-45.2%
\$800K - \$999K	58	63	-7.9%
\$1M - \$1.99M	66	112	-41.1%
≥ \$2M	23	26	-11.5%

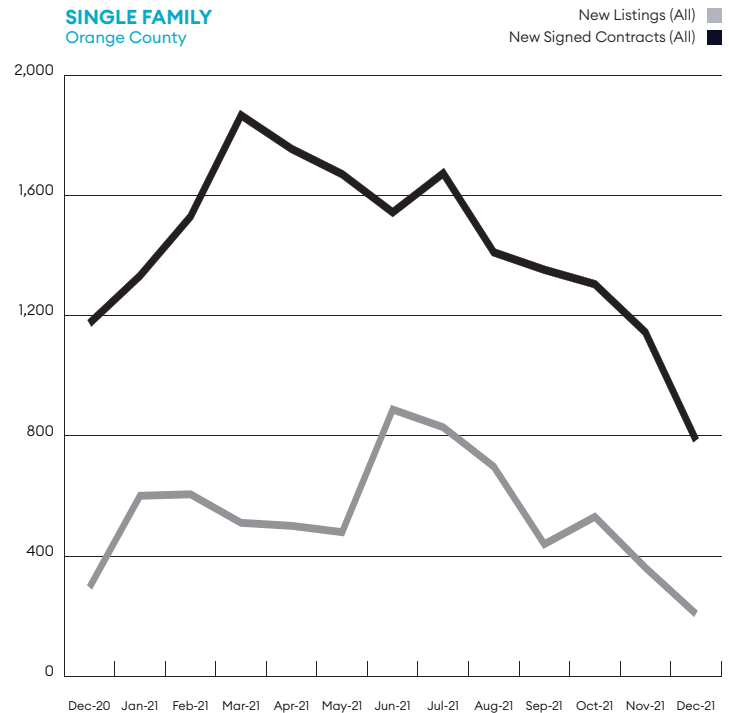


Source: TheMLS/CLAW (Combined Los Angeles Westside)

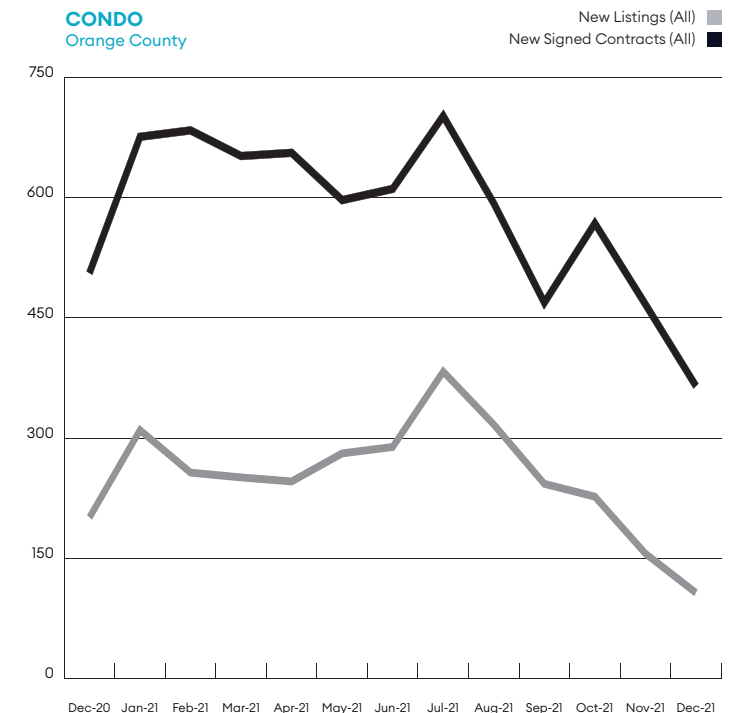
# Orange County

"Newly signed single family and condo contracts fell year over year every month since June due to the cumulative impact of twenty-one straight months of significant annual declines in new listings."

SINGLE FAMILY MATRIX Orange County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>786</b>	<b>1,175</b>	<b>-33.1%</b>
< \$300K	0	0	
\$300K - \$399K	1	0	
\$400K - \$499K	4	11	-63.6%
\$500K - \$599K	14	42	-66.7%
\$600K - \$799K	112	336	-66.7%
\$800K - \$999K	216	280	-22.9%
\$1M - \$1.99M	342	383	-10.7%
≥ \$2M	97	123	-21.1%
<b>New Listings (All)</b>	<b>208</b>	<b>296</b>	<b>-29.7%</b>
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	2	-100.0%
\$500K - \$599K	3	18	-83.3%
\$600K - \$799K	17	56	-69.6%
\$800K - \$999K	54	51	5.9%
\$1M - \$1.99M	83	94	-11.7%
≥ \$2M	51	75	-32.0%



CONDO MATRIX Orange County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>365</b>	<b>506</b>	<b>-27.9%</b>
< \$200K	4	2	100.0%
\$200K - \$299K	11	23	-52.2%
\$300K - \$399K	40	94	-57.4%
\$400K - \$499K	63	125	-49.6%
\$500K - \$599K	60	75	-20.0%
\$600K - \$799K	87	103	-15.5%
\$800K - \$999K	41	36	13.9%
≥ \$1M	59	48	22.9%
<b>New Listings (All)</b>	<b>107</b>	<b>201</b>	<b>-46.8%</b>
< \$200K	1	0	
\$200K - \$299K	2	9	-77.8%
\$300K - \$399K	10	33	-69.7%
\$400K - \$499K	24	41	-41.5%
\$500K - \$599K	18	22	-18.2%
\$600K - \$799K	22	47	-53.2%
\$800K - \$999K	14	20	-30.0%
≥ \$1M	16	29	-44.8%

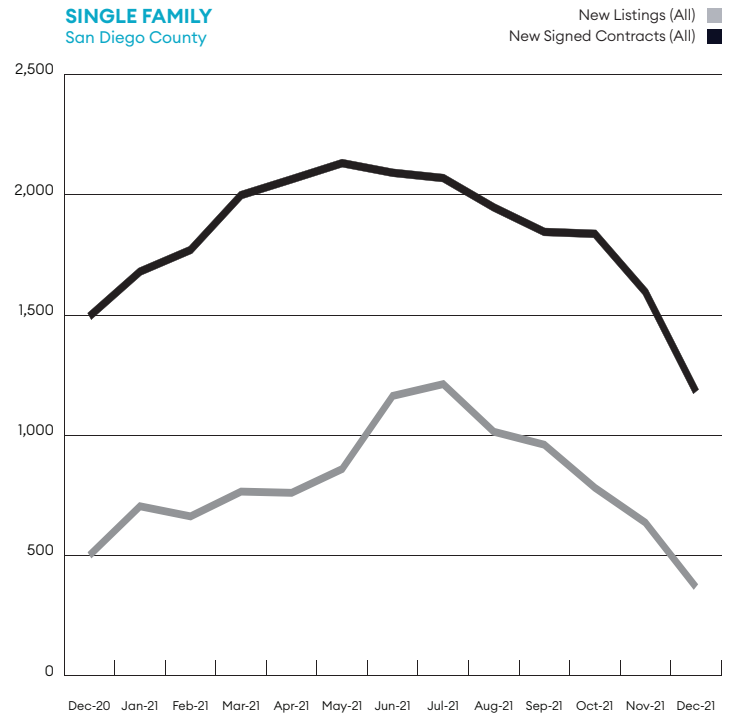


Source: California Regional Multiple Listing Service (CRMLS)

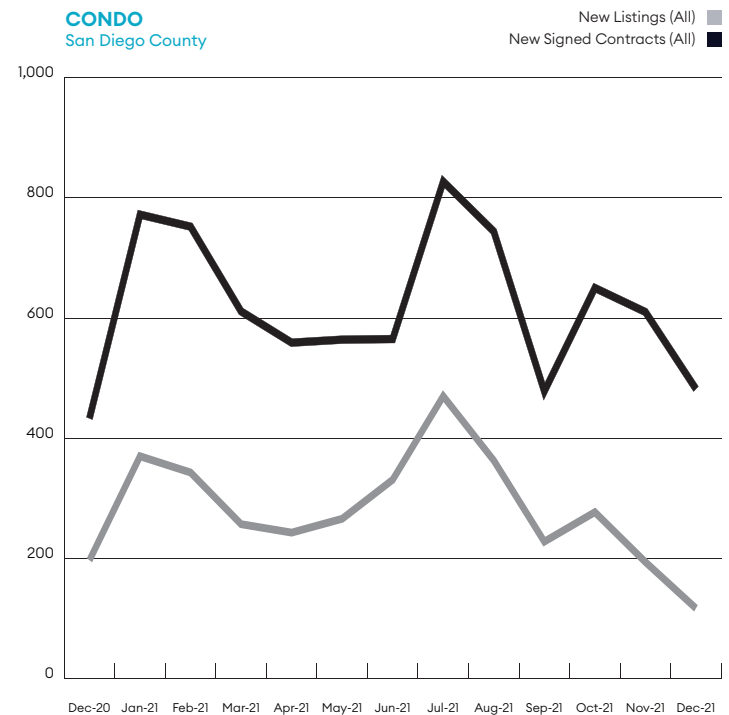
# San Diego County

"Newly signed single family and condo contracts fell year over year every month since the spring due to the cumulative impact of twenty consecutive months of substantial year-over-year declines in new listings."

SINGLE FAMILY MATRIX San Diego County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>1,182</b>	<b>1,495</b>	<b>-20.9%</b>
< \$300K	7	2	250.0%
\$300K - \$399K	9	22	-59.1%
\$400K - \$499K	33	111	-70.3%
\$500K - \$599K	95	277	-65.7%
\$600K - \$799K	395	540	-26.9%
\$800K - \$999K	276	223	23.8%
\$1M - \$1.99M	282	241	17.0%
≥ \$2M	85	79	7.6%
<b>New Listings (All)</b>	<b>369</b>	<b>501</b>	<b>-26.3%</b>
< \$300K	5	8	-37.5%
\$300K - \$399K	2	7	-71.4%
\$400K - \$499K	7	20	-65.0%
\$500K - \$599K	30	65	-53.8%
\$600K - \$799K	118	163	-27.6%
\$800K - \$999K	84	66	27.3%
\$1M - \$1.99M	83	89	-6.7%
≥ \$2M	40	83	-51.8%



CONDO MATRIX San Diego County	DEC 2021	DEC 2020	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>482</b>	<b>433</b>	<b>11.3%</b>
< \$200K	1	5	-80.0%
\$200K - \$299K	16	48	-66.7%
\$300K - \$399K	78	124	-37.1%
\$400K - \$499K	113	107	5.6%
\$500K - \$599K	99	62	59.7%
\$600K - \$799K	100	45	122.2%
\$800K - \$999K	27	16	68.8%
≥ \$1M	48	26	84.6%
<b>New Listings (All)</b>	<b>117</b>	<b>197</b>	<b>-40.6%</b>
< \$200K	2	5	-60.0%
\$200K - \$299K	5	27	-81.5%
\$300K - \$399K	20	42	-52.4%
\$400K - \$499K	22	33	-33.3%
\$500K - \$599K	14	31	-54.8%
\$600K - \$799K	23	18	27.8%
\$800K - \$999K	10	14	-28.6%
≥ \$1M	21	27	-22.2%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author  
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