

Elliman Report

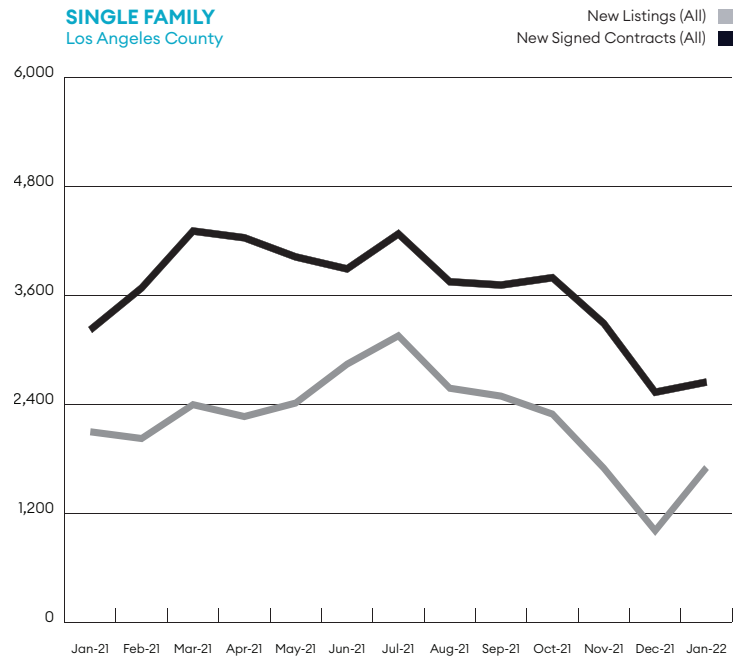
California

January 2022 New Signed Contracts

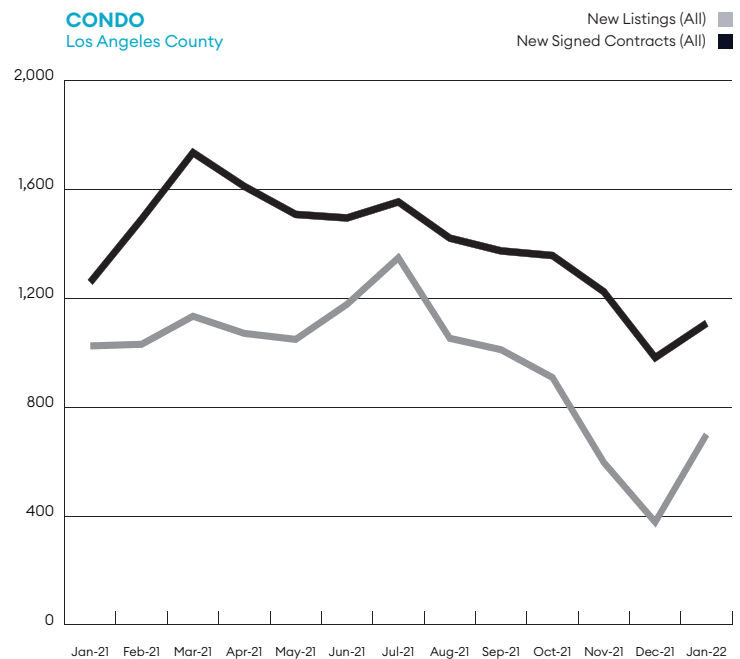
Los Angeles County

"Newly signed contracts for single families and condos combined continued to be overpowered by the lack of new inventory coming online for the second straight month. However, newly signed contracts continued to rise above the \$600,000 threshold within the condo market."

SINGLE FAMILY MATRIX Los Angeles County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	2,644	3,219	-17.9%
< \$300K	15	45	-66.7%
\$300K - \$499K	230	316	-27.2%
\$500K - \$699K	543	870	-37.6%
\$700K - \$899K	670	678	-1.2%
\$900K - \$999K	223	210	6.2%
\$1M - \$1.99M	660	755	-12.6%
\$2M - \$4.99M	237	294	-19.4%
≥ \$5M	66	51	29.4%
New Listings (All)	1,702	2,096	-18.8%
< \$300K	3	22	-86.4%
\$300K - \$499K	103	148	-30.4%
\$500K - \$699K	277	366	-24.3%
\$700K - \$899K	366	336	8.9%
\$900K - \$999K	119	105	13.3%
\$1M - \$1.99M	483	554	-12.8%
\$2M - \$4.99M	239	391	-38.9%
≥ \$5M	112	174	-35.6%



CONDO MATRIX Los Angeles County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	1,108	1,259	-12.0%
< \$300K	24	48	-50.0%
\$300K - \$499K	279	461	-39.5%
\$500K - \$599K	210	228	-7.9%
\$600K - \$699K	183	150	22.0%
\$700K - \$799K	113	105	7.6%
\$800K - \$999K	129	121	6.6%
\$1M - \$1.99M	137	126	8.7%
≥ \$2M	33	20	65.0%
New Listings (All)	700	1,025	-31.7%
< \$300K	8	24	-66.7%
\$300K - \$499K	131	219	-40.2%
\$500K - \$599K	104	153	-32.0%
\$600K - \$699K	96	136	-29.4%
\$700K - \$799K	66	109	-39.4%
\$800K - \$999K	104	137	-24.1%
\$1M - \$1.99M	140	185	-24.3%
≥ \$2M	51	62	-17.7%

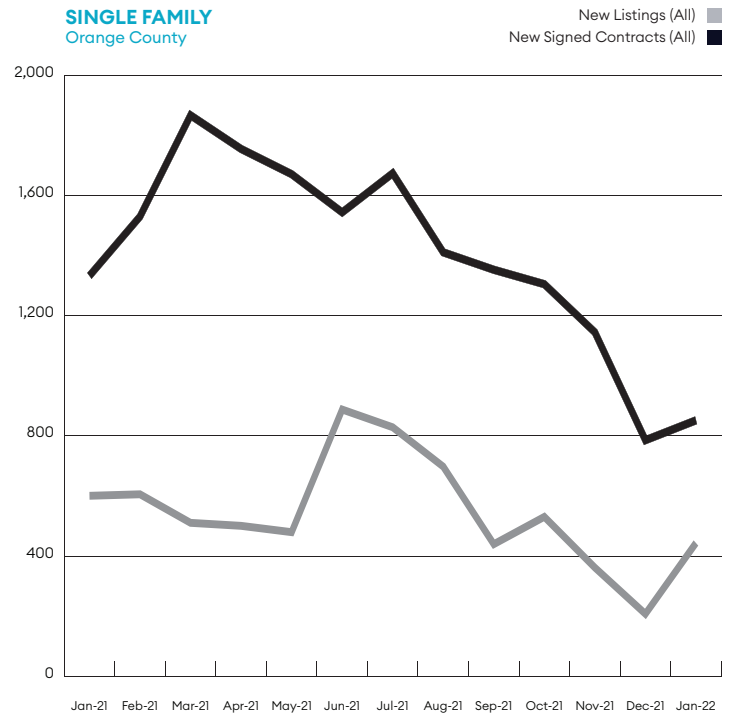


Source: TheMLS/CLAW (Combined Los Angeles Westside)

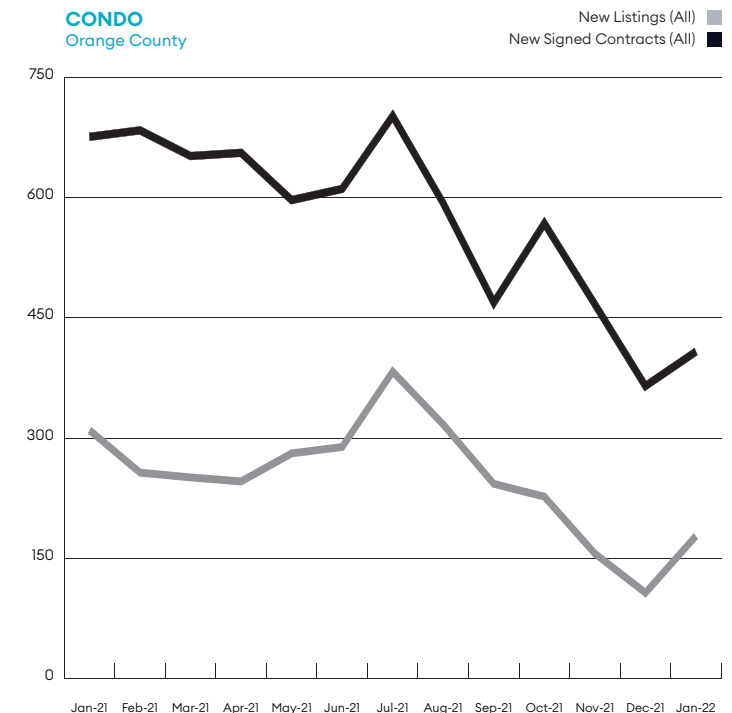
Orange County

"The introduction of single-family and condo new inventory to the market has been largely limited during the pandemic. As a result, the new signed contract volume for both property types has declined year over year since last May."

SINGLE FAMILY MATRIX Orange County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	852	1,333	-36.1%
< \$300K	1	1	0.0%
\$300K - \$399K	1	2	-50.0%
\$400K - \$499K	2	10	-80.0%
\$500K - \$599K	10	54	-81.5%
\$600K - \$799K	109	320	-65.9%
\$800K - \$999K	215	324	-33.6%
\$1M - \$1.99M	342	429	-20.3%
≥ \$2M	172	193	-10.9%
New Listings (All)	444	601	-26.1%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	1	3	-66.7%
\$500K - \$599K	6	20	-70.0%
\$600K - \$799K	49	109	-55.0%
\$800K - \$999K	86	131	-34.4%
\$1M - \$1.99M	172	197	-12.7%
≥ \$2M	130	140	-7.1%



CONDO MATRIX Orange County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	408	676	-39.6%
< \$200K	5	3	66.7%
\$200K - \$299K	9	29	-69.0%
\$300K - \$399K	42	104	-59.6%
\$400K - \$499K	67	136	-50.7%
\$500K - \$599K	73	99	-26.3%
\$600K - \$799K	95	161	-41.0%
\$800K - \$999K	55	71	-22.5%
≥ \$1M	62	73	-15.1%
New Listings (All)	178	310	-42.6%
< \$200K	2	4	-50.0%
\$200K - \$299K	5	15	-66.7%
\$300K - \$399K	15	48	-68.8%
\$400K - \$499K	27	66	-59.1%
\$500K - \$599K	17	40	-57.5%
\$600K - \$799K	52	64	-18.8%
\$800K - \$999K	23	34	-32.4%
≥ \$1M	37	39	-5.1%

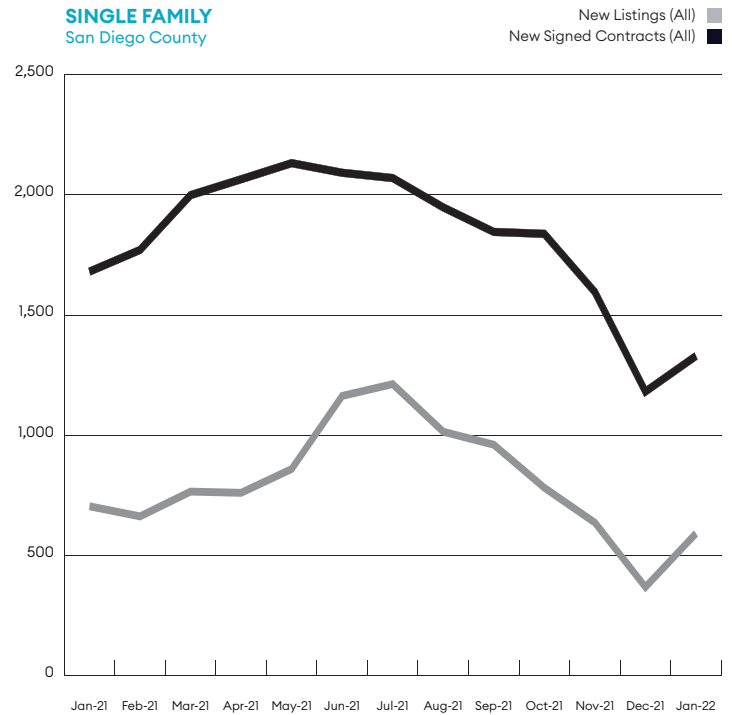


Source: California Regional Multiple Listing Service (CRMLS)

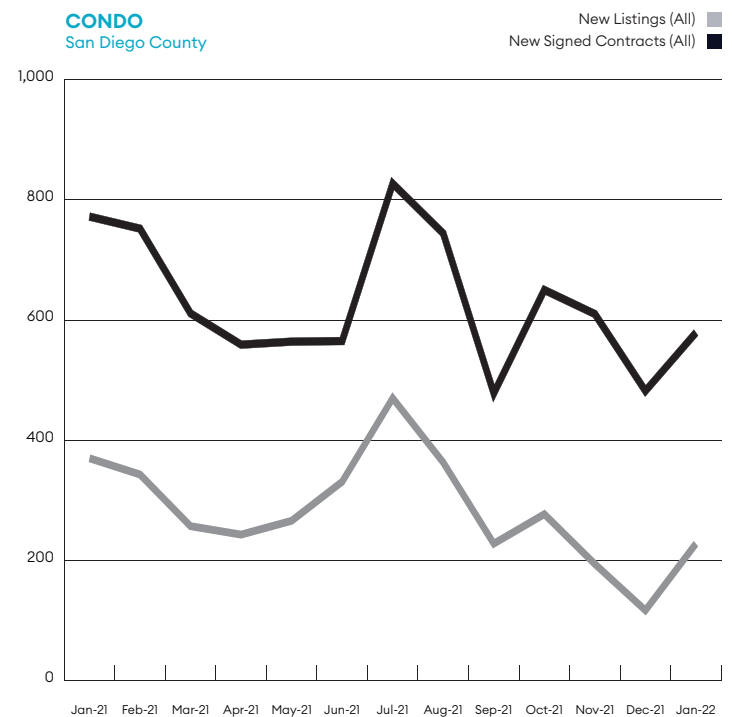
San Diego County

"The introduction of single family and condo new inventory to the market has been anemic during the pandemic. Single family new signed contracts have been negative year over year since last May, while condo new signed contracts declined year over year in eight of the past twelve months."

SINGLE FAMILY MATRIX San Diego County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	1,330	1,681	-20.9%
< \$300K	6	17	-64.7%
\$300K - \$399K	7	32	-78.1%
\$400K - \$499K	30	71	-57.7%
\$500K - \$599K	91	291	-68.7%
\$600K - \$799K	417	576	-27.6%
\$800K - \$999K	302	287	5.2%
\$1M - \$1.99M	343	310	10.6%
≥ \$2M	134	97	38.1%
New Listings (All)	592	705	-16.0%
< \$300K	2	6	-66.7%
\$300K - \$399K	6	9	-33.3%
\$400K - \$499K	9	31	-71.0%
\$500K - \$599K	29	77	-62.3%
\$600K - \$799K	181	212	-14.6%
\$800K - \$999K	120	99	21.2%
\$1M - \$1.99M	146	154	-5.2%
≥ \$2M	99	117	-15.4%



CONDO MATRIX San Diego County	JAN 2022	JAN 2021	%Δ (YR)
New Signed Contracts (All)	579	772	-25.0%
< \$200K	1	11	-90.9%
\$200K - \$299K	18	83	-78.3%
\$300K - \$399K	77	194	-60.3%
\$400K - \$499K	140	174	-19.5%
\$500K - \$599K	116	109	6.4%
\$600K - \$799K	129	104	24.0%
\$800K - \$999K	46	39	17.9%
≥ \$1M	52	58	-10.3%
New Listings (All)	228	370	-38.4%
< \$200K	1	6	-83.3%
\$200K - \$299K	10	34	-70.6%
\$300K - \$399K	28	80	-65.0%
\$400K - \$499K	36	69	-47.8%
\$500K - \$599K	47	44	6.8%
\$600K - \$799K	50	53	-5.7%
\$800K - \$999K	19	28	-32.1%
≥ \$1M	37	56	-33.9%



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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