

Elliman Report

California

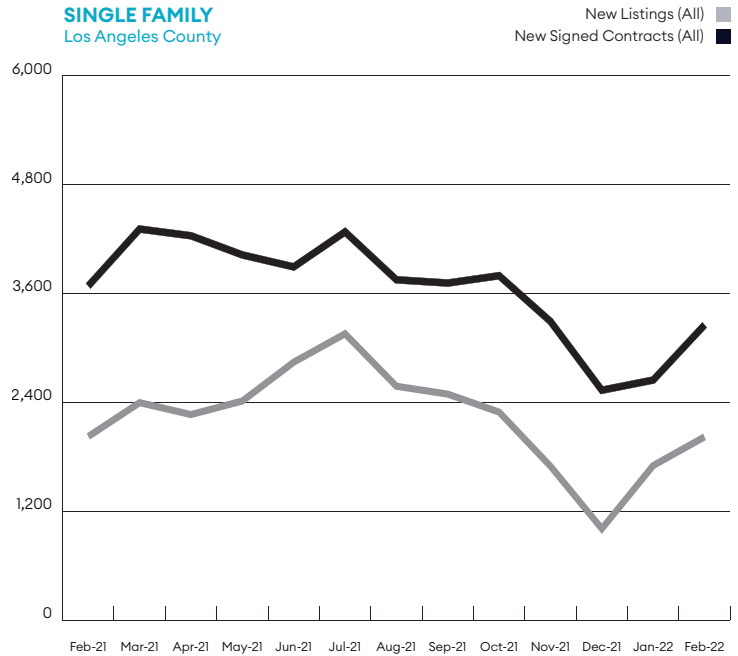
February 2022 New Signed Contracts

Los Angeles County

"New listings and newly signed contracts have fallen over the past three months, illustrating that constrained supply cannot meet demand. However, both single family and condo newly signed contracts were higher than pre-pandemic levels for the first time in eleven months."

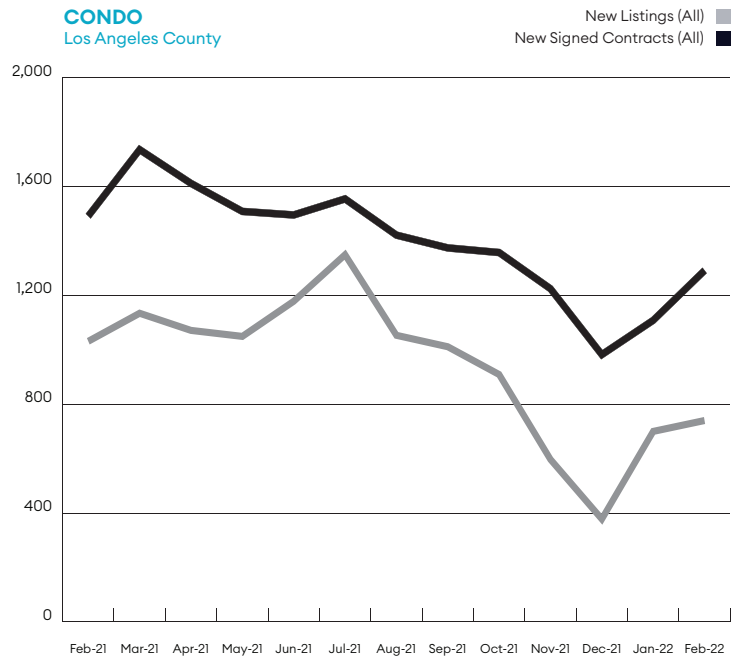
SINGLE FAMILY MATRIX Los Angeles County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	3,251	3,681	-11.7%
< \$300K	15	45	-66.7%
\$300K - \$499K	252	375	-32.8%
\$500K - \$699K	634	969	-34.6%
\$700K - \$899K	839	780	7.6%
\$900K - \$999K	272	249	9.2%
\$1M - \$1.99M	849	812	4.6%
\$2M - \$4.99M	323	396	-18.4%
≥ \$5M	67	55	21.8%
New Listings (All)	2,018	2,022	-0.2%
< \$300K	10	24	-58.3%
\$300K - \$499K	118	120	-1.7%
\$500K - \$699K	316	337	-6.2%
\$700K - \$899K	415	356	16.6%
\$900K - \$999K	169	119	42.0%
\$1M - \$1.99M	567	517	9.7%
\$2M - \$4.99M	296	377	-21.5%
≥ \$5M	127	172	-26.2%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	1,291	1,491	-13.4%
< \$300K	25	61	-59.0%
\$300K - \$499K	354	494	-28.3%
\$500K - \$599K	228	288	-20.8%
\$600K - \$699K	183	189	-3.2%
\$700K - \$799K	141	133	6.0%
\$800K - \$999K	155	141	9.9%
\$1M - \$1.99M	181	160	13.1%
≥ \$2M	24	25	-4.0%
New Listings (All)	740	1,031	-28.2%
< \$300K	10	31	-67.7%
\$300K - \$499K	144	249	-42.2%
\$500K - \$599K	89	151	-41.1%
\$600K - \$699K	107	132	-18.9%
\$700K - \$799K	80	116	-31.0%
\$800K - \$999K	94	121	-22.3%
\$1M - \$1.99M	146	177	-17.5%
≥ \$2M	70	54	29.6%

CONDO
Los Angeles County

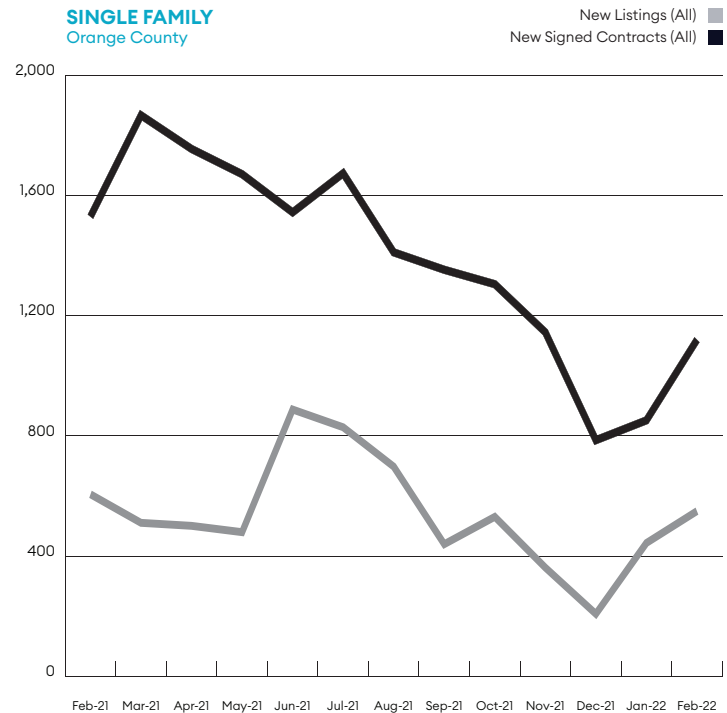


Source: TheMLS/CLAW (Combined Los Angeles Westside)

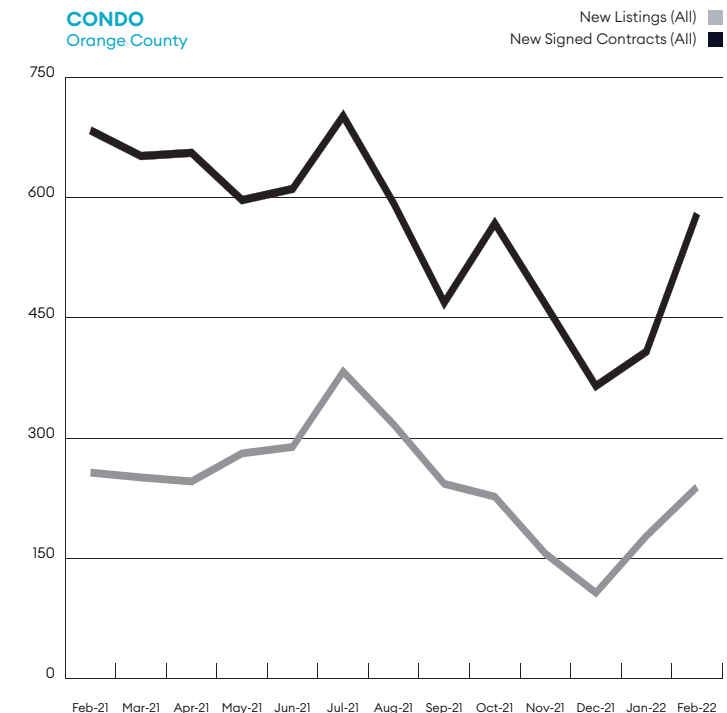
Orange County

"Both new listings and newly signed contracts for both property types have fallen over the past nine months showing that supply cannot meet demand. Overall, newly signed contracts remained below pre-pandemic levels as supply continued to collapse."

SINGLE FAMILY MATRIX Orange County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	1,120	1,530	-26.8%
< \$300K	0	1	-100.0%
\$300K - \$399K	0	0	
\$400K - \$499K	5	15	-66.7%
\$500K - \$599K	16	50	-68.0%
\$600K - \$799K	121	359	-66.3%
\$800K - \$999K	276	389	-29.0%
\$1M - \$1.99M	500	496	0.8%
≥ \$2M	202	220	-8.2%
New Listings (All)	550	606	-9.2%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	3	-100.0%
\$500K - \$599K	1	10	-90.0%
\$600K - \$799K	46	113	-59.3%
\$800K - \$999K	123	132	-6.8%
\$1M - \$1.99M	237	211	12.3%
≥ \$2M	143	137	4.4%



CONDO MATRIX Orange County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	580	684	-15.2%
< \$200K	8	3	166.7%
\$200K - \$299K	12	31	-61.3%
\$300K - \$399K	39	108	-63.9%
\$400K - \$499K	89	160	-44.4%
\$500K - \$599K	100	90	11.1%
\$600K - \$799K	150	162	-7.4%
\$800K - \$999K	82	68	20.6%
≥ \$1M	100	62	61.3%
New Listings (All)	239	257	-7.0%
< \$200K	2	4	-50.0%
\$200K - \$299K	2	14	-85.7%
\$300K - \$399K	14	31	-54.8%
\$400K - \$499K	29	48	-39.6%
\$500K - \$599K	43	46	-6.5%
\$600K - \$799K	53	43	23.3%
\$800K - \$999K	46	30	53.3%
≥ \$1M	50	41	22.0%

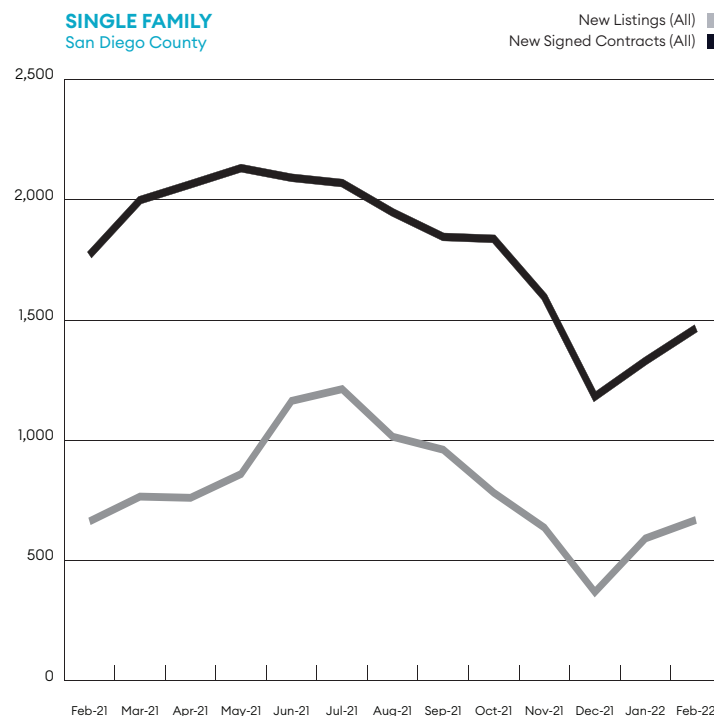


Source: California Regional Multiple Listing Service (CRMLS)

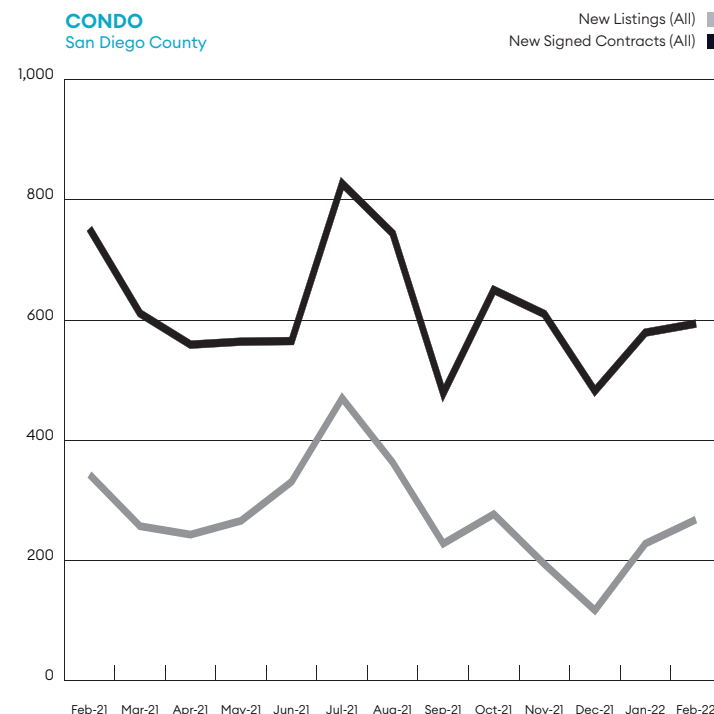
San Diego County

"Single family new listings rose year over year for the first time since tracking began in May 2020. However, newly signed contracts remained below pre-pandemic levels as supply continued to collapse."

SINGLE FAMILY MATRIX San Diego County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	1,466	1,771	-17.2%
< \$300K	6	14	-57.1%
\$300K - \$399K	14	13	7.7%
\$400K - \$499K	16	83	-80.7%
\$500K - \$599K	67	287	-76.7%
\$600K - \$799K	467	592	-21.1%
\$800K - \$999K	341	301	13.3%
\$1M - \$1.99M	415	343	21.0%
≥ \$2M	140	138	1.4%
New Listings (All)	669	663	0.9%
< \$300K	3	2	50.0%
\$300K - \$399K	2	5	-60.0%
\$400K - \$499K	15	31	-51.6%
\$500K - \$599K	23	79	-70.9%
\$600K - \$799K	186	195	-4.6%
\$800K - \$999K	137	97	41.2%
\$1M - \$1.99M	198	155	27.7%
≥ \$2M	105	99	6.1%



CONDO MATRIX San Diego County	FEB 2022	FEB 2021	%Δ (YR)
New Signed Contracts (All)	594	752	-21.0%
< \$200K	1	5	-80.0%
\$200K - \$299K	23	83	-72.3%
\$300K - \$399K	88	197	-55.3%
\$400K - \$499K	131	183	-28.4%
\$500K - \$599K	116	102	13.7%
\$600K - \$799K	140	99	41.4%
\$800K - \$999K	51	31	64.5%
≥ \$1M	44	52	-15.4%
New Listings (All)	268	343	-21.9%
< \$200K	0	4	-100.0%
\$200K - \$299K	12	27	-55.6%
\$300K - \$399K	22	72	-69.4%
\$400K - \$499K	56	57	-1.8%
\$500K - \$599K	45	41	9.8%
\$600K - \$799K	60	56	7.1%
\$800K - \$999K	21	27	-22.2%
≥ \$1M	52	59	-11.9%



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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