

Elliman Report

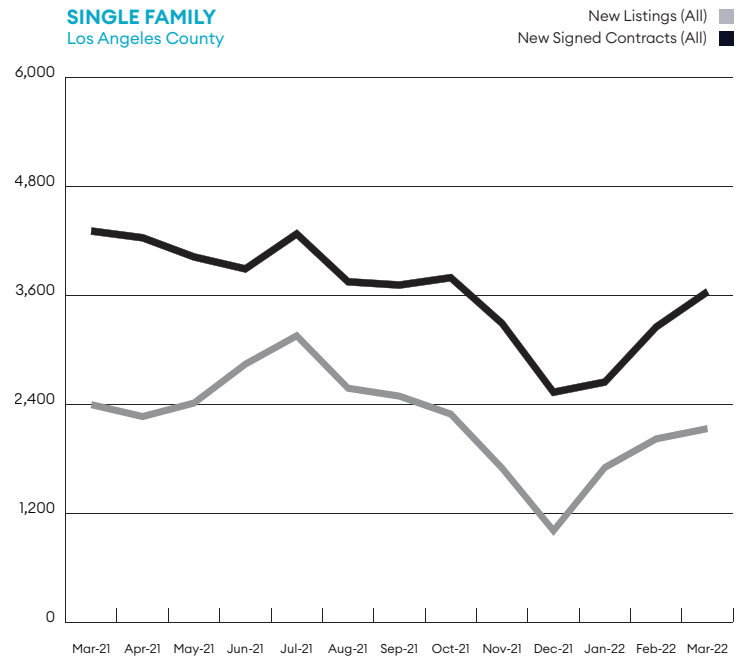
California

March 2022 New Signed Contracts

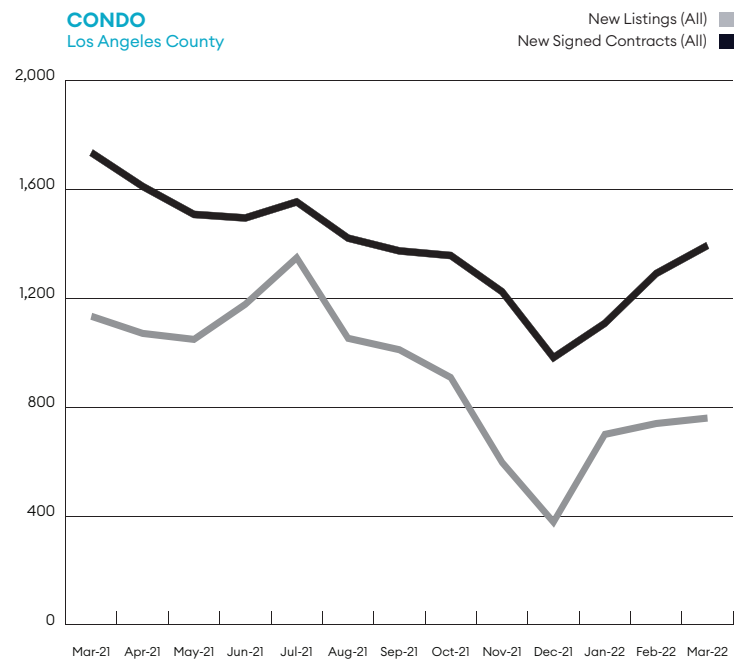
Los Angeles County

"Since December, the drop in new listings has continued to constrain new signed contract growth. As a result, newly signed contracts for single families and condos combined have exceeded pre-pandemic levels for the second straight month. However, new listings have remained at half pre-pandemic levels over the past year."

SINGLE FAMILY MATRIX Los Angeles County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	3,640	4,308	-15.5%
< \$300K	16	48	-66.7%
\$300K - \$499K	227	407	-44.2%
\$500K - \$699K	645	1093	-41.0%
\$700K - \$899K	931	968	-3.8%
\$900K - \$999K	287	283	1.4%
\$1M - \$1.99M	1,062	993	6.9%
\$2M - \$4.99M	403	424	-5.0%
≥ \$5M	69	92	-25.0%
New Listings (All)	2,131	2,395	-11.0%
< \$300K	11	14	-21.4%
\$300K - \$499K	136	177	-23.2%
\$500K - \$699K	327	396	-17.4%
\$700K - \$899K	452	438	3.2%
\$900K - \$999K	145	129	12.4%
\$1M - \$1.99M	629	643	-2.2%
\$2M - \$4.99M	303	419	-27.7%
≥ \$5M	128	179	-28.5%



CONDO MATRIX Los Angeles County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,394	1,735	-19.7%
< \$300K	19	61	-68.9%
\$300K - \$499K	325	569	-42.9%
\$500K - \$599K	233	312	-25.3%
\$600K - \$699K	216	238	-9.2%
\$700K - \$799K	166	165	0.6%
\$800K - \$999K	176	162	8.6%
\$1M - \$1.99M	222	196	13.3%
≥ \$2M	37	32	15.6%
New Listings (All)	760	1,134	-33.0%
< \$300K	14	31	-54.8%
\$300K - \$499K	136	272	-50.0%
\$500K - \$599K	112	157	-28.7%
\$600K - \$699K	109	145	-24.8%
\$700K - \$799K	85	104	-18.3%
\$800K - \$999K	102	140	-27.1%
\$1M - \$1.99M	146	218	-33.0%
≥ \$2M	56	67	-16.4%

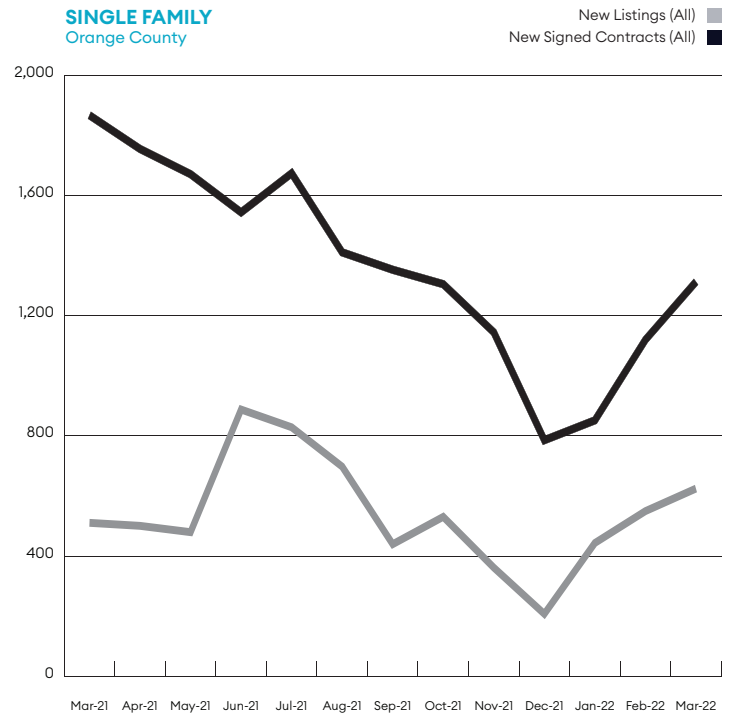


Source: TheMLS/CLAW (Combined Los Angeles Westside)

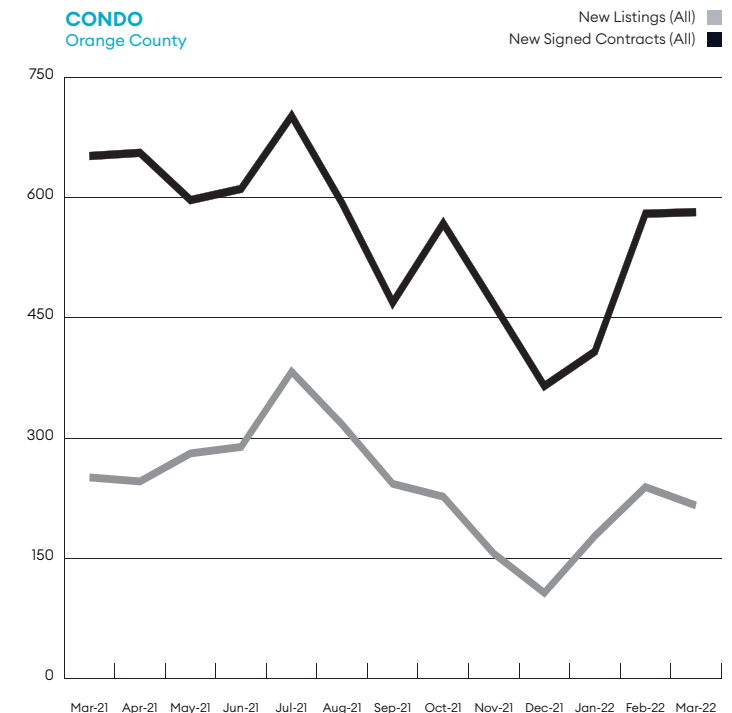
Orange County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since May. However, new listings rose annually for the first time this month, perhaps enabling potential gains in new signed contract levels in the coming months."

SINGLE FAMILY MATRIX Orange County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,313	1,867	-29.7%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	2	10	-80.0%
\$500K - \$599K	9	46	-80.4%
\$600K - \$799K	146	392	-62.8%
\$800K - \$999K	320	490	-34.7%
\$1M - \$1.99M	624	674	-7.4%
≥ \$2M	212	254	-16.5%
New Listings (All)	625	511	22.3%
< \$300K	0	0	
\$300K - \$399K	1	0	
\$400K - \$499K	0	1	-100.0%
\$500K - \$599K	1	5	-80.0%
\$600K - \$799K	35	90	-61.1%
\$800K - \$999K	147	123	19.5%
\$1M - \$1.99M	259	161	60.9%
≥ \$2M	182	131	38.9%



CONDO MATRIX Orange County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	582	652	-10.7%
< \$200K	8	2	300.0%
\$200K - \$299K	7	27	-74.1%
\$300K - \$399K	36	81	-55.6%
\$400K - \$499K	67	164	-59.1%
\$500K - \$599K	92	114	-19.3%
\$600K - \$799K	163	124	31.5%
\$800K - \$999K	103	65	58.5%
≥ \$1M	106	75	41.3%
New Listings (All)	216	251	-13.9%
< \$200K	2	9	-77.8%
\$200K - \$299K	4	6	-33.3%
\$300K - \$399K	13	40	-67.5%
\$400K - \$499K	24	48	-50.0%
\$500K - \$599K	30	48	-37.5%
\$600K - \$799K	53	49	8.2%
\$800K - \$999K	43	21	104.8%
≥ \$1M	47	30	56.7%

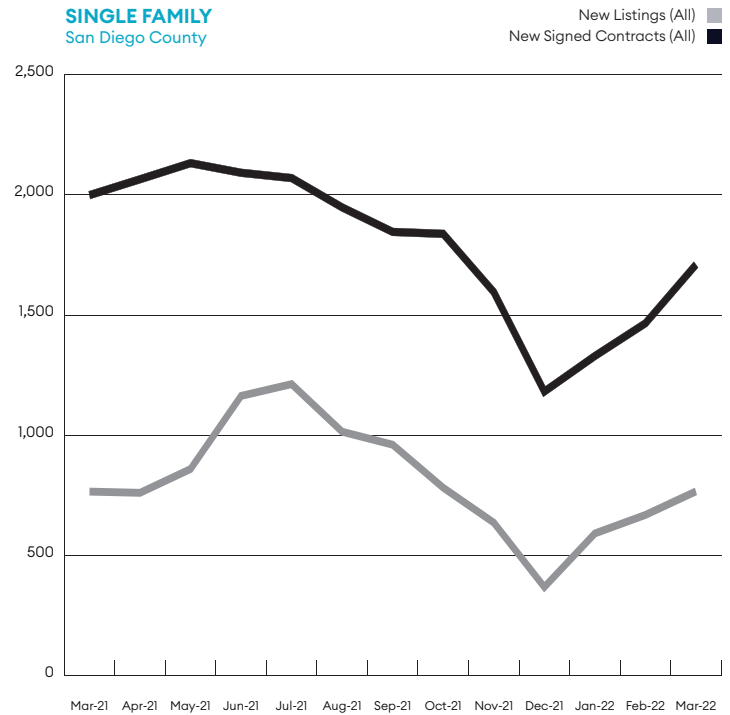


Source: California Regional Multiple Listing Service (CRMLS)

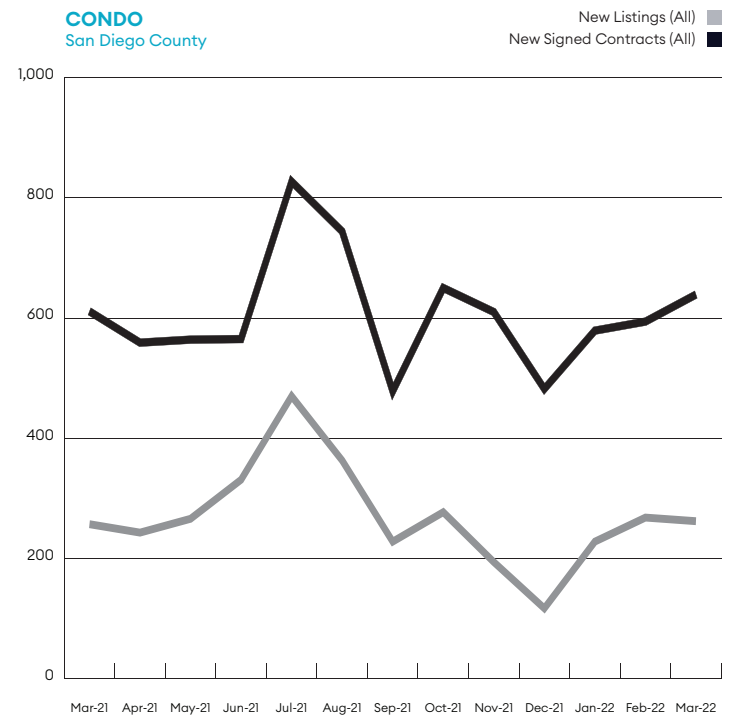
San Diego County

"The drop in new listings for the combination of single families and condos has continued to constrain annual new signed contract growth since May. However, new listings rose annually for the first time this month in nearly two years, perhaps enabling potential gains in new signed contract levels in the coming months."

SINGLE FAMILY MATRIX San Diego County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	1,710	1,999	-14.5%
< \$300K	6	11	-45.5%
\$300K - \$399K	14	21	-33.3%
\$400K - \$499K	25	71	-64.8%
\$500K - \$599K	58	270	-78.5%
\$600K - \$799K	504	676	-25.4%
\$800K - \$999K	416	356	16.9%
\$1M - \$1.99M	496	441	12.5%
≥ \$2M	191	153	24.8%
New Listings (All)	767	766	0.1%
< \$300K	2	6	-66.7%
\$300K - \$399K	9	5	80.0%
\$400K - \$499K	13	28	-53.6%
\$500K - \$599K	34	104	-67.3%
\$600K - \$799K	168	218	-22.9%
\$800K - \$999K	189	114	65.8%
\$1M - \$1.99M	215	154	39.6%
≥ \$2M	137	137	0.0%



CONDO MATRIX San Diego County	MAR 2022	MAR 2021	%Δ (YR)
New Signed Contracts (All)	639	611	4.6%
< \$200K	0	2	-100.0%
\$200K - \$299K	14	52	-73.1%
\$300K - \$399K	53	141	-62.4%
\$400K - \$499K	152	141	7.8%
\$500K - \$599K	146	97	50.5%
\$600K - \$799K	161	96	67.7%
\$800K - \$999K	54	33	63.6%
≥ \$1M	59	49	20.4%
New Listings (All)	262	257	1.9%
< \$200K	2	0	-66.7%
\$200K - \$299K	7	21	-66.7%
\$300K - \$399K	27	35	-22.9%
\$400K - \$499K	41	49	-16.3%
\$500K - \$599K	39	47	-17.0%
\$600K - \$799K	65	36	80.6%
\$800K - \$999K	28	21	33.3%
≥ \$1M	53	48	10.4%



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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