

Elliman Report

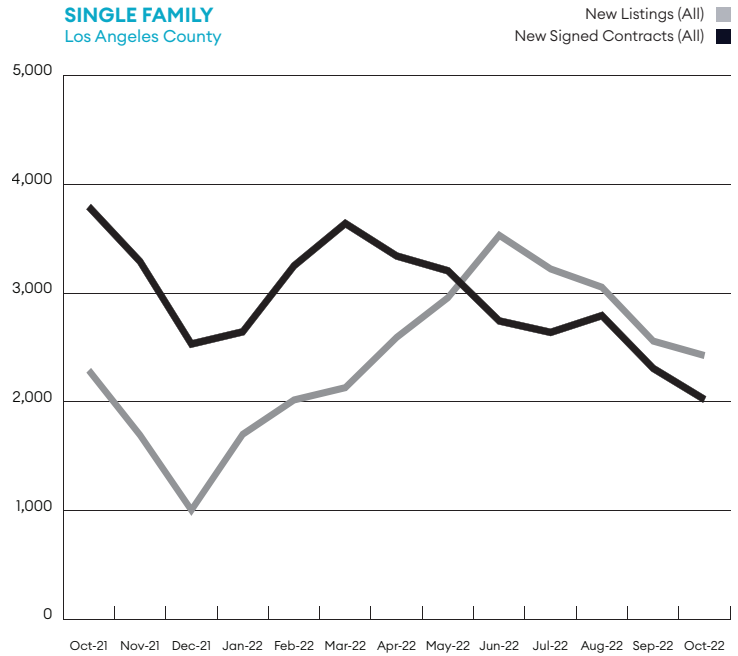
California

October 2022 New Signed Contracts

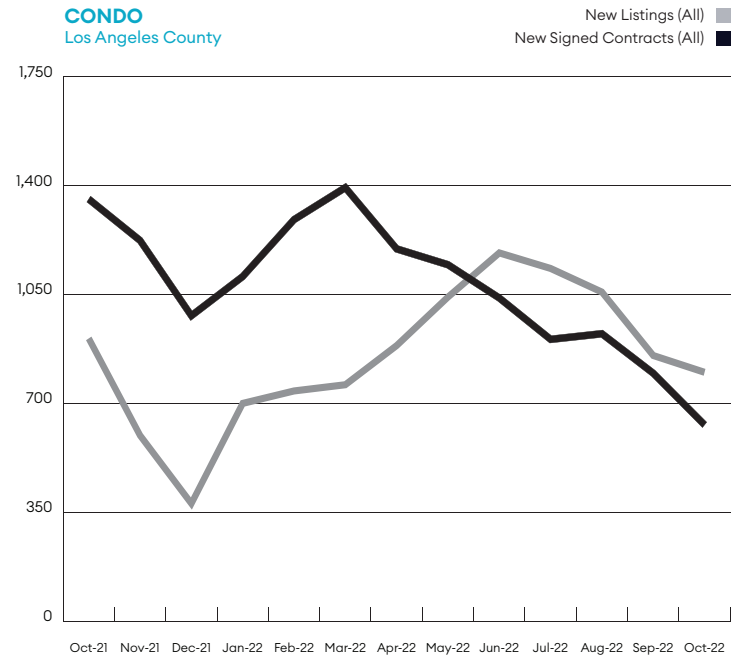
Los Angeles County

"Newly signed contracts have been falling annually for nearly a year, distorted by the 2020-2021 boom, and new listings have expanded annually twice in the past three months. Newly signed contracts have been substantially below pre-pandemic levels for the past seven months."

SINGLE FAMILY MATRIX Los Angeles County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	2,022	3,794	-46.7%
< \$300K	5	18	-72.2%
\$300K - \$499K	154	325	-52.6%
\$500K - \$699K	443	872	-49.2%
\$700K - \$899K	507	948	-46.5%
\$900K - \$999K	152	272	-44.1%
\$1M - \$1.99M	522	922	-43.4%
\$2M - \$4.99M	206	367	-43.9%
≥ \$5M	33	70	-52.9%
New Listings (All)	2,426	2,291	5.9%
< \$300K	8	17	-52.9%
\$300K - \$499K	180	203	-11.3%
\$500K - \$699K	396	423	-6.4%
\$700K - \$899K	538	501	7.4%
\$900K - \$999K	182	153	19.0%
\$1M - \$1.99M	633	611	3.6%
\$2M - \$4.99M	356	273	30.4%
≥ \$5M	133	110	20.9%



CONDO MATRIX Los Angeles County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	631	1,357	-53.5%
< \$300K	9	16	-43.8%
\$300K - \$499K	163	382	-57.3%
\$500K - \$599K	117	252	-53.6%
\$600K - \$699K	86	194	-55.7%
\$700K - \$799K	68	130	-47.7%
\$800K - \$999K	67	160	-58.1%
\$1M - \$1.99M	102	197	-48.2%
≥ \$2M	19	26	-26.9%
New Listings (All)	800	909	-12.0%
< \$300K	7	17	-58.8%
\$300K - \$499K	135	199	-32.2%
\$500K - \$599K	140	125	12.0%
\$600K - \$699K	119	122	-2.5%
\$700K - \$799K	105	108	-2.8%
\$800K - \$999K	99	133	-25.6%
\$1M - \$1.99M	134	150	-10.7%
≥ \$2M	61	55	10.9%

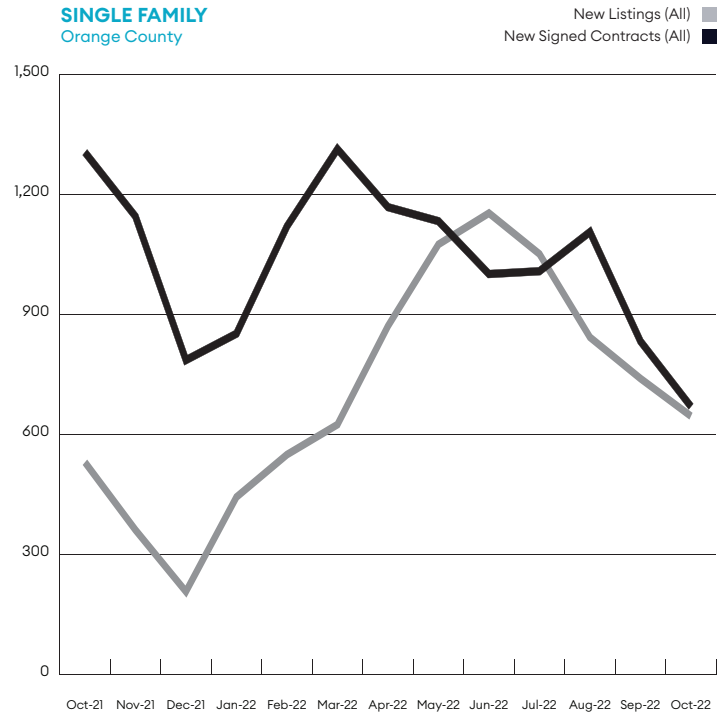


Source: TheMLS/CLAW (Combined Los Angeles Westside)

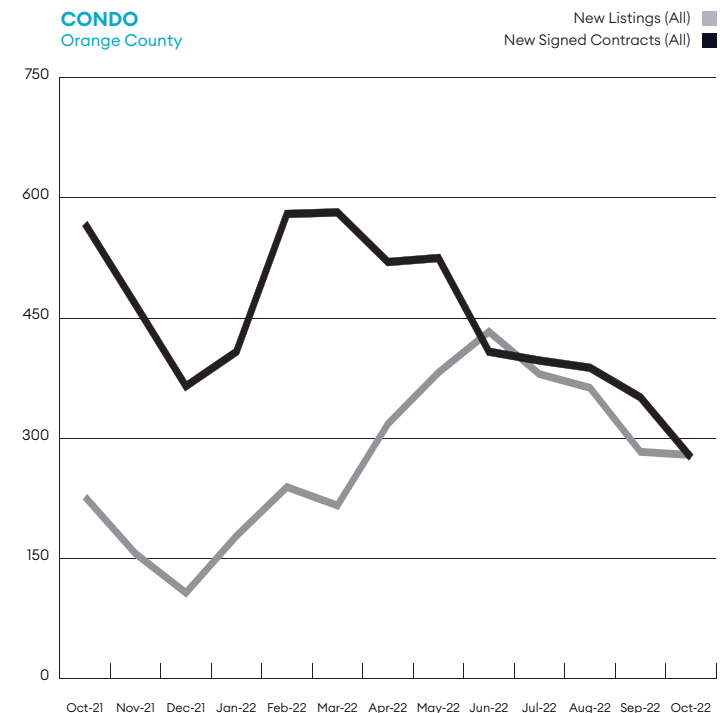
Orange County

"Newly signed contracts have been falling annually for more than a year, distorted by the 2020-2021 boom, and new listings have expanded annually over the past eight months. New listings have been substantially below pre-pandemic levels for the past seven months."

SINGLE FAMILY MATRIX Orange County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	670	1,305	-48.7%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	5	1	400.0%
\$500K - \$599K	11	21	-47.6%
\$600K - \$799K	98	234	-58.1%
\$800K - \$999K	169	325	-48.0%
\$1M - \$1.99M	274	562	-51.2%
≥ \$2M	113	162	-30.2%
New Listings (All)	646	531	21.7%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	0	1	-100.0%
\$500K - \$599K	5	6	-16.7%
\$600K - \$799K	82	76	7.9%
\$800K - \$999K	133	125	6.4%
\$1M - \$1.99M	299	202	48.0%
≥ \$2M	127	120	5.8%



CONDO MATRIX Orange County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	276	568	-51.4%
< \$200K	4	1	300.0%
\$200K - \$299K	4	16	-75.0%
\$300K - \$399K	21	55	-61.8%
\$400K - \$499K	45	109	-58.7%
\$500K - \$599K	49	102	-52.0%
\$600K - \$799K	72	150	-52.0%
\$800K - \$999K	37	65	-43.1%
≥ \$1M	44	70	-37.1%
New Listings (All)	279	227	22.9%
< \$200K	0	6	-100.0%
\$200K - \$299K	1	3	-66.7%
\$300K - \$399K	14	24	-41.7%
\$400K - \$499K	38	44	-13.6%
\$500K - \$599K	42	34	23.5%
\$600K - \$799K	76	56	35.7%
\$800K - \$999K	36	27	33.3%
≥ \$1M	72	33	118.2%

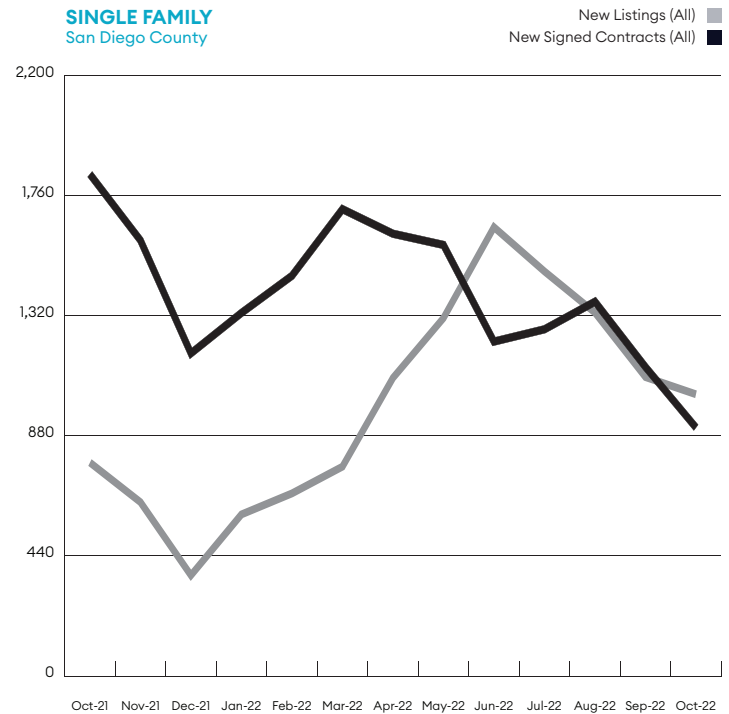


Source: California Regional Multiple Listing Service (CRMLS)

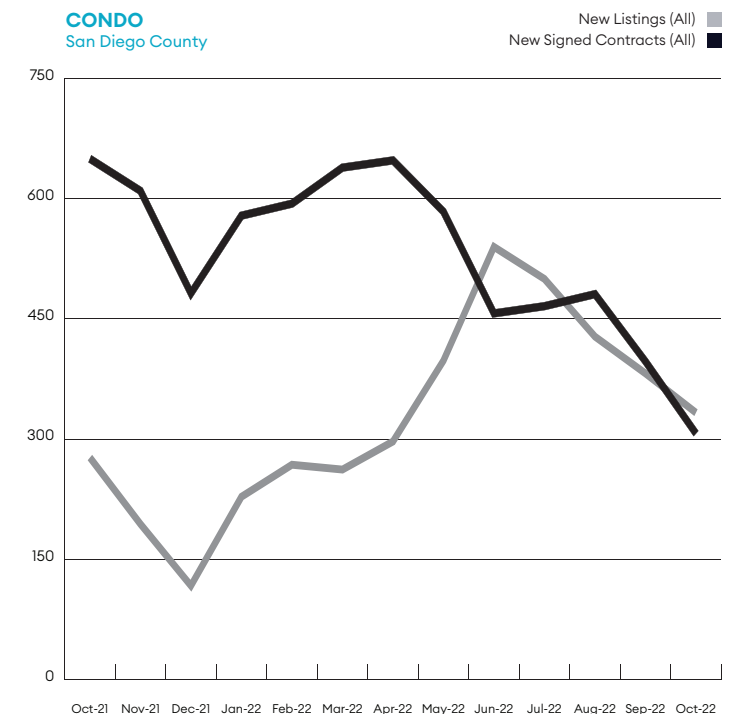
San Diego County

"Newly signed contracts have been falling annually for more than a year, distorted by the 2020-2021 boom, and new listings have expanded annually over the past eight months. New listings have been substantially below pre-pandemic levels for the past six months."

SINGLE FAMILY MATRIX San Diego County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	910	1,838	-50.5%
< \$300K	1	12	-91.7%
\$300K - \$399K	9	9	0.0%
\$400K - \$499K	19	33	-42.4%
\$500K - \$599K	56	146	-61.6%
\$600K - \$799K	296	666	-55.6%
\$800K - \$999K	207	424	-51.2%
\$1M - \$1.99M	244	427	-42.9%
≥ \$2M	78	121	-35.5%
New Listings (All)	1,032	782	32.0%
< \$300K	2	3	-33.3%
\$300K - \$399K	8	4	100.0%
\$400K - \$499K	13	12	8.3%
\$500K - \$599K	48	42	14.3%
\$600K - \$799K	257	247	4.0%
\$800K - \$999K	223	177	26.0%
\$1M - \$1.99M	342	207	65.2%
≥ \$2M	139	90	54.4%



CONDO MATRIX San Diego County	OCT 2022	OCT 2021	%Δ (YR)
New Signed Contracts (All)	307	650	-52.8%
< \$200K	1	3	-66.7%
\$200K - \$299K	8	34	-76.5%
\$300K - \$399K	44	100	-56.0%
\$400K - \$499K	73	152	-52.0%
\$500K - \$599K	68	123	-44.7%
\$600K - \$799K	68	132	-48.5%
\$800K - \$999K	21	38	-44.7%
≥ \$1M	24	68	-64.7%
New Listings (All)	333	277	20.2%
< \$200K	0	1	-100.0%
\$200K - \$299K	4	13	-69.2%
\$300K - \$399K	28	44	-36.4%
\$400K - \$499K	72	67	7.5%
\$500K - \$599K	61	46	32.6%
\$600K - \$799K	85	46	84.8%
\$800K - \$999K	33	24	37.5%
≥ \$1M	50	36	38.9%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com