

Elliman Report

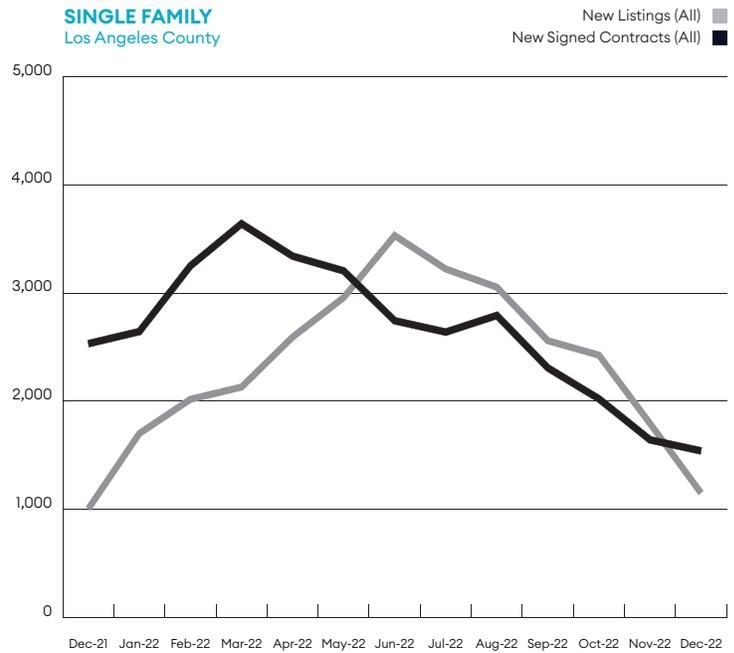
California

December 2022 New Signed Contracts

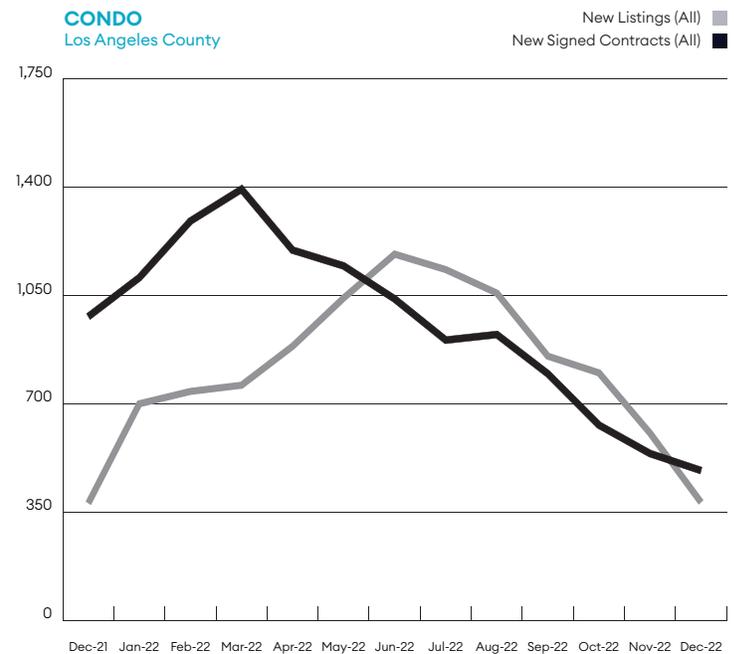
Los Angeles County

"New listings continued to decline faster month over month than newly signed contracts as would-be sellers continued to hold on to their lower rates. For context, new listings are entering the market at less than half the rate of pre-pandemic conditions for the fourth consecutive month."

SINGLE FAMILY MATRIX Los Angeles County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	1,541	2,532	-39.1%
< \$300K	10	21	-52.4%
\$300K - \$499K	149	220	-32.3%
\$500K - \$699K	352	564	-37.6%
\$700K - \$899K	354	671	-47.2%
\$900K - \$999K	106	209	-49.3%
\$1M - \$1.99M	406	590	-31.2%
\$2M - \$4.99M	137	209	-34.4%
≥ \$5M	27	48	-43.8%
New Listings (All)	1,151	1,006	14.4%
< \$300K	10	8	25.0%
\$300K - \$499K	105	94	11.7%
\$500K - \$699K	208	205	1.5%
\$700K - \$899K	258	211	22.3%
\$900K - \$999K	71	79	-10.1%
\$1M - \$1.99M	307	241	27.4%
\$2M - \$4.99M	127	121	5.0%
≥ \$5M	65	47	38.3%



CONDO MATRIX Los Angeles County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	484	982	-50.7%
< \$300K	9	18	-50.0%
\$300K - \$499K	131	308	-57.5%
\$500K - \$599K	91	158	-42.4%
\$600K - \$699K	64	138	-53.6%
\$700K - \$799K	59	103	-42.7%
\$800K - \$999K	48	109	-56.0%
\$1M - \$1.99M	69	128	-46.1%
≥ \$2M	13	20	-35.0%
New Listings (All)	381	378	0.8%
< \$300K	5	8	-37.5%
\$300K - \$499K	86	82	4.9%
\$500K - \$599K	81	63	28.6%
\$600K - \$699K	46	44	4.5%
\$700K - \$799K	32	34	-5.9%
\$800K - \$999K	43	58	-25.9%
\$1M - \$1.99M	65	66	-1.5%
≥ \$2M	23	23	0.0%

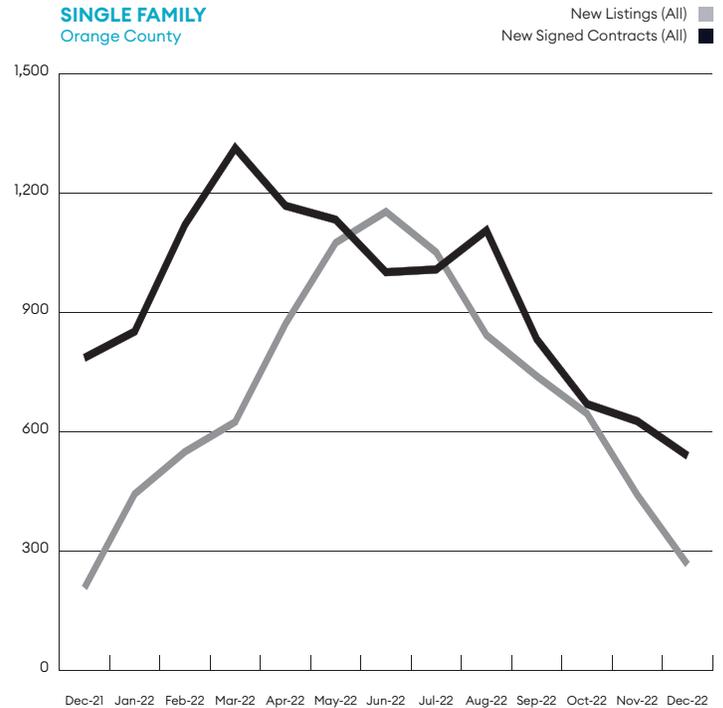


Source: TheMLS/CLAW (Combined Los Angeles Westside)

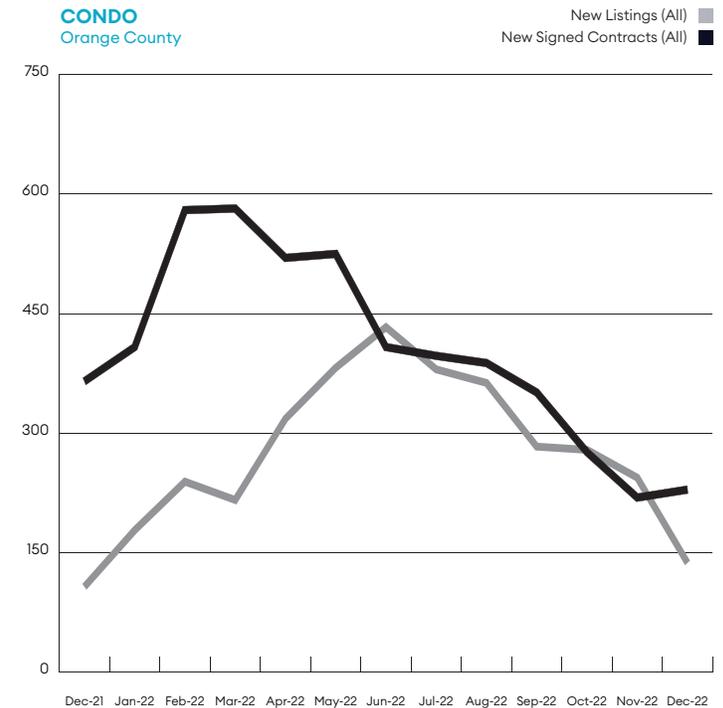
Orange County

"New listings continued to decline faster month over month than newly signed contracts as would-be sellers continued to hold on to their lower rates. For context, new listings are entering the market at less than half the rate of pre-pandemic conditions for the past nine months."

SINGLE FAMILY MATRIX Orange County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	540	786	-31.3%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	2	4	-50.0%
\$500K - \$599K	11	14	-21.4%
\$600K - \$799K	79	112	-29.5%
\$800K - \$999K	126	216	-41.7%
\$1M - \$1.99M	238	342	-30.4%
≥ \$2M	84	97	-13.4%
New Listings (All)	267	208	28.4%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	0	
\$500K - \$599K	1	3	-66.7%
\$600K - \$799K	33	17	94.1%
\$800K - \$999K	57	54	5.6%
\$1M - \$1.99M	125	83	50.6%
≥ \$2M	51	51	0.0%



CONDO MATRIX Orange County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	229	365	-37.3%
< \$200K	1	4	-75.0%
\$200K - \$299K	5	11	-54.5%
\$300K - \$399K	21	40	-47.5%
\$400K - \$499K	45	63	-28.6%
\$500K - \$599K	36	60	-40.0%
\$600K - \$799K	57	87	-34.5%
\$800K - \$999K	26	41	-36.6%
≥ \$1M	38	59	-35.6%
New Listings (All)	137	107	28.0%
< \$200K	6	1	500.0%
\$200K - \$299K	4	2	100.0%
\$300K - \$399K	3	10	-70.0%
\$400K - \$499K	23	24	-4.2%
\$500K - \$599K	16	18	-11.1%
\$600K - \$799K	31	22	40.9%
\$800K - \$999K	22	14	57.1%
≥ \$1M	32	16	100.0%

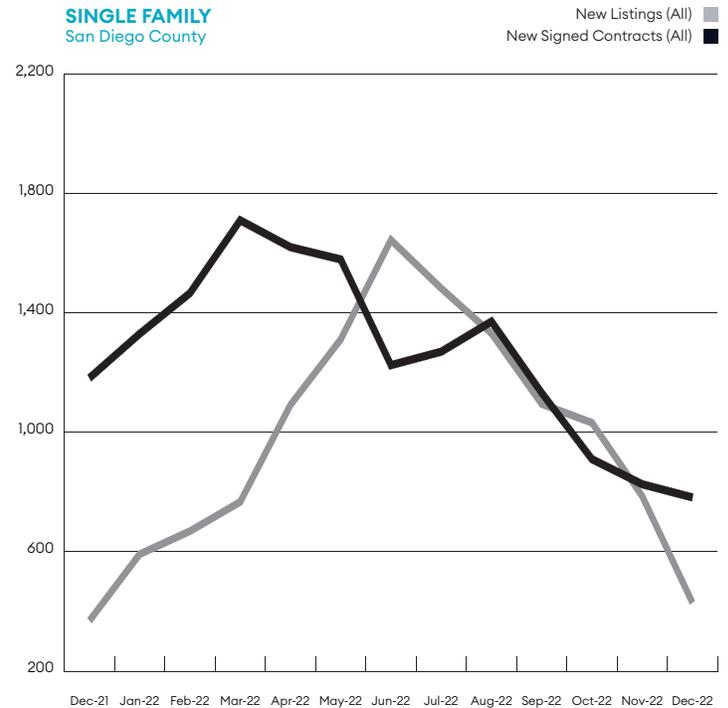


Source: California Regional Multiple Listing Service (CRMLS)

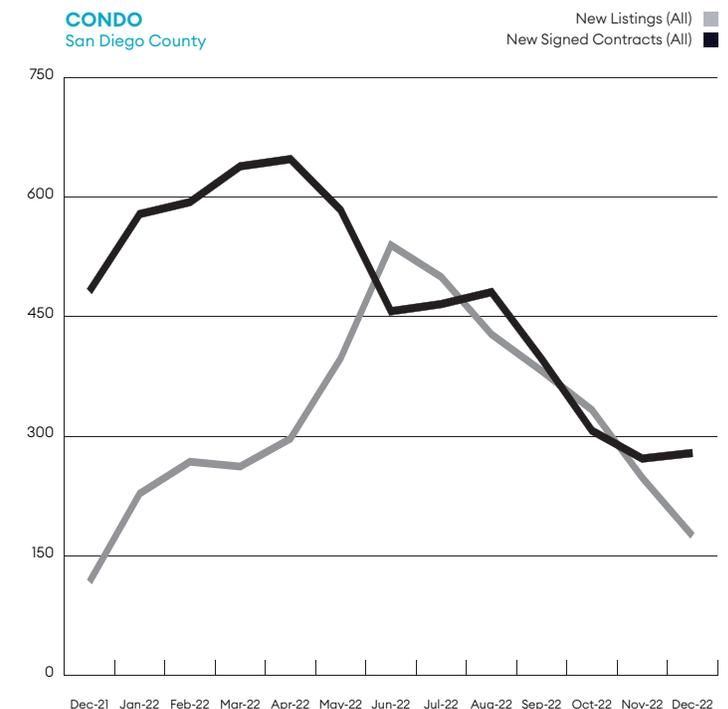
San Diego County

"New listings continued to decline faster month over month than newly signed contracts as would-be sellers continued to hold on to their lower rates. For context, new listings are entering the market at less than half the rate of pre-pandemic conditions for the past eight months."

SINGLE FAMILY MATRIX San Diego County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	782	1,182	-33.8%
< \$300K	5	7	-28.6%
\$300K - \$399K	2	9	-77.8%
\$400K - \$499K	14	33	-57.6%
\$500K - \$599K	53	95	-44.2%
\$600K - \$799K	281	395	-28.9%
\$800K - \$999K	161	276	-41.7%
\$1M - \$1.99M	203	282	-28.0%
≥ \$2M	63	85	-25.9%
New Listings (All)	429	369	16.3%
< \$300K	2	5	-60.0%
\$300K - \$399K	1	2	-50.0%
\$400K - \$499K	19	7	171.4%
\$500K - \$599K	16	30	-46.7%
\$600K - \$799K	101	118	-14.4%
\$800K - \$999K	98	84	16.7%
\$1M - \$1.99M	126	83	51.8%
≥ \$2M	66	40	65.0%



CONDO MATRIX San Diego County	DEC 2022	DEC 2021	%Δ (YR)
New Signed Contracts (All)	279	482	-42.1%
< \$200K	0	1	-100.0%
\$200K - \$299K	9	16	-43.8%
\$300K - \$399K	34	78	-56.4%
\$400K - \$499K	70	113	-38.1%
\$500K - \$599K	54	99	-45.5%
\$600K - \$799K	73	100	-27.0%
\$800K - \$999K	17	27	-37.0%
≥ \$1M	22	48	-54.2%
New Listings (All)	175	117	49.6%
< \$200K	3	2	50.0%
\$200K - \$299K	2	5	-60.0%
\$300K - \$399K	15	20	-25.0%
\$400K - \$499K	32	22	45.5%
\$500K - \$599K	41	14	192.9%
\$600K - \$799K	50	23	117.4%
\$800K - \$999K	14	10	40.0%
≥ \$1M	18	21	-14.3%



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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