

Elliman Report

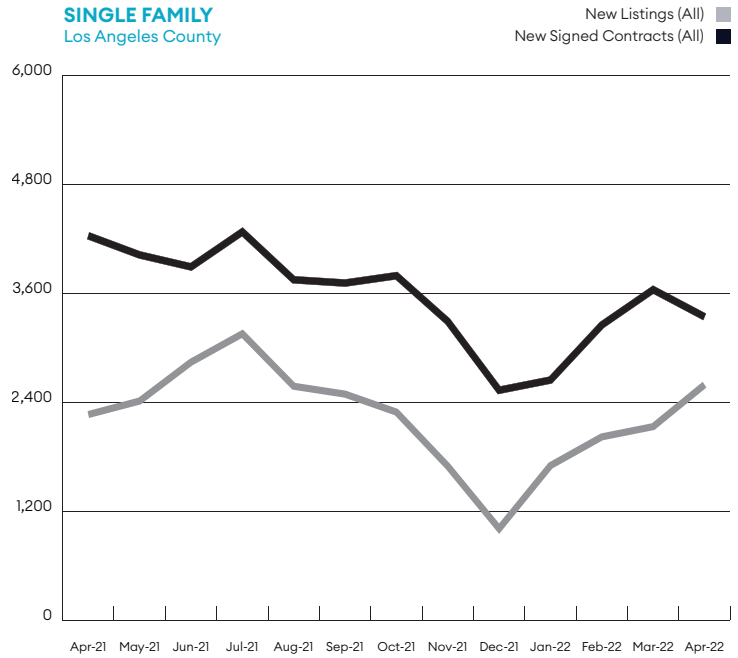
California

April 2022 New Signed Contracts

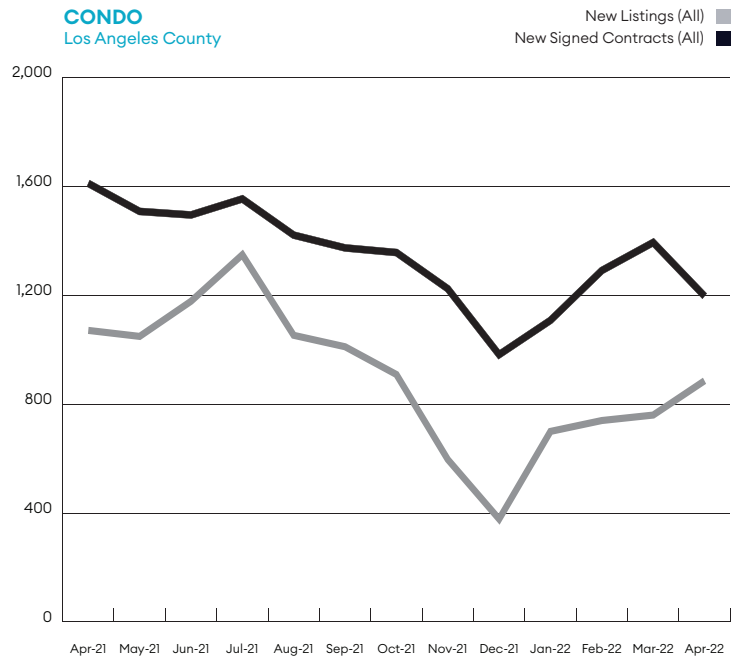
Los Angeles County

"Newly signed contracts for single families and condos declined month over month for the first time in 2022. However, the jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings."

SINGLE FAMILY MATRIX Los Angeles County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	3,341	4,234	-21.1%
< \$300K	11	37	-70.3%
\$300K - \$499K	226	370	-38.9%
\$500K - \$699K	576	1008	-42.9%
\$700K - \$899K	854	1004	-14.9%
\$900K - \$999K	280	288	-2.8%
\$1M - \$1.99M	955	996	-4.1%
\$2M - \$4.99M	367	438	-16.2%
≥ \$5M	72	93	-22.6%
New Listings (All)	2,593	2,264	14.5%
< \$300K	8	6	33.3%
\$300K - \$499K	142	131	8.4%
\$500K - \$699K	350	371	-5.7%
\$700K - \$899K	568	425	33.6%
\$900K - \$999K	222	154	44.2%
\$1M - \$1.99M	782	606	29.0%
\$2M - \$4.99M	363	410	-11.5%
≥ \$5M	158	161	-1.9%



CONDO MATRIX Los Angeles County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	1,197	1,611	-25.7%
< \$300K	18	39	-53.8%
\$300K - \$499K	278	516	-46.1%
\$500K - \$599K	209	268	-22.0%
\$600K - \$699K	202	224	-9.8%
\$700K - \$799K	138	145	-4.8%
\$800K - \$999K	148	180	-17.8%
\$1M - \$1.99M	164	207	-20.8%
≥ \$2M	40	32	25.0%
New Listings (All)	886	1,071	-17.3%
< \$300K	10	24	-58.3%
\$300K - \$499K	172	261	-34.1%
\$500K - \$599K	122	131	-6.9%
\$600K - \$699K	121	152	-20.4%
\$700K - \$799K	114	113	0.9%
\$800K - \$999K	133	148	-10.1%
\$1M - \$1.99M	165	184	-10.3%
≥ \$2M	49	58	-15.5%

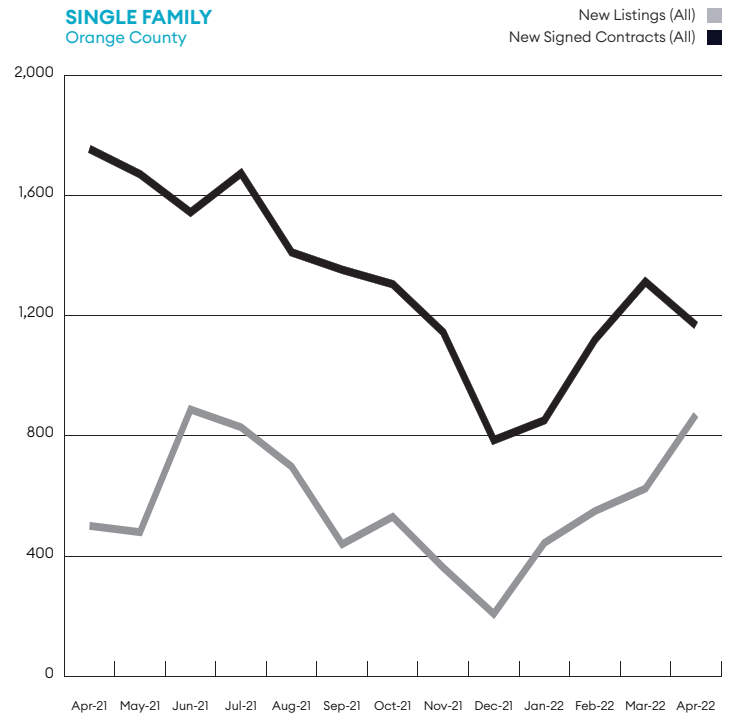


Source: TheMLS/CLAW (Combined Los Angeles Westside)

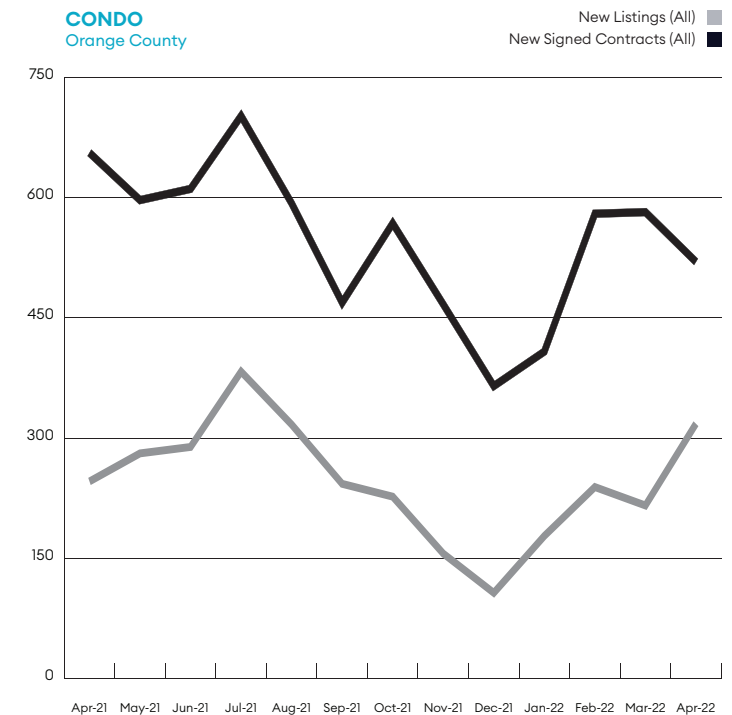
Orange County

"Newly signed contracts for single families and condos declined month over month for the first time in 2022. However, the jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings."

SINGLE FAMILY MATRIX Orange County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	1,168	1,755	-33.4%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	1	12	-91.7%
\$500K - \$599K	10	30	-66.7%
\$600K - \$799K	89	346	-74.3%
\$800K - \$999K	293	487	-39.8%
\$1M - \$1.99M	598	628	-4.8%
≥ \$2M	177	251	-29.5%
New Listings (All)	871	501	73.9%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	3	-100.0%
\$500K - \$599K	3	8	-62.5%
\$600K - \$799K	70	95	-26.3%
\$800K - \$999K	169	119	42.0%
\$1M - \$1.99M	420	168	150.0%
≥ \$2M	209	108	93.5%



CONDO MATRIX Orange County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	520	656	-20.7%
< \$200K	2	3	-33.3%
\$200K - \$299K	10	21	-52.4%
\$300K - \$399K	42	94	-55.3%
\$400K - \$499K	59	158	-62.7%
\$500K - \$599K	83	135	-38.5%
\$600K - \$799K	147	137	7.3%
\$800K - \$999K	84	53	58.5%
≥ \$1M	93	55	69.1%
New Listings (All)	318	246	29.3%
< \$200K	1	10	-90.0%
\$200K - \$299K	0	6	-100.0%
\$300K - \$399K	16	37	-56.8%
\$400K - \$499K	39	53	-26.4%
\$500K - \$599K	38	29	31.0%
\$600K - \$799K	94	55	70.9%
\$800K - \$999K	52	21	147.6%
≥ \$1M	78	35	122.9%

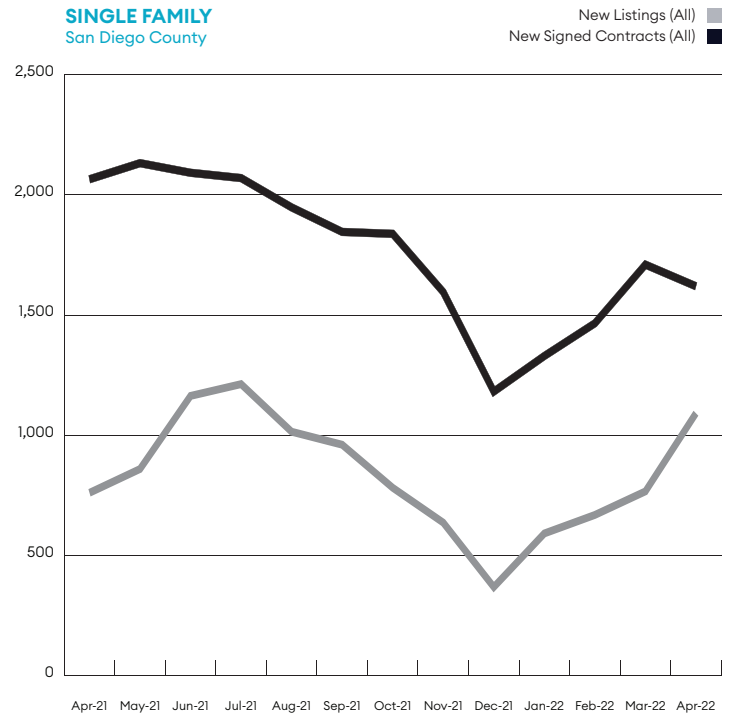


Source: California Regional Multiple Listing Service (CRMLS)

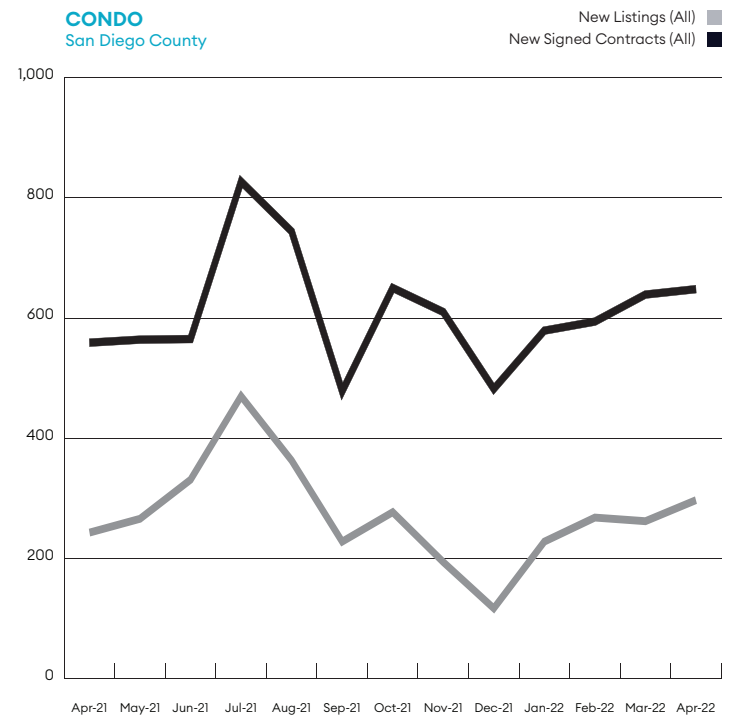
San Diego County

"Newly signed contracts for single families declined month over month for the first time in 2022. However, condo newly signed contracts saw a nominal monthly increase. In addition, the jump in mortgage rates took some of the edge off of still elevated demand, enabling seasonal expansion of new listings."

SINGLE FAMILY MATRIX San Diego County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	1,620	2,065	-21.5%
< \$300K	6	15	-60.0%
\$300K - \$399K	8	15	-46.7%
\$400K - \$499K	22	58	-62.1%
\$500K - \$599K	58	236	-75.4%
\$600K - \$799K	438	694	-36.9%
\$800K - \$999K	419	398	5.3%
\$1M - \$1.99M	513	480	6.9%
≥ \$2M	156	169	-7.7%
New Listings (All)	1,092	761	43.5%
< \$300K	2	8	-75.0%
\$300K - \$399K	5	10	-50.0%
\$400K - \$499K	17	3	466.7%
\$500K - \$599K	31	83	-62.7%
\$600K - \$799K	257	225	14.2%
\$800K - \$999K	276	132	109.1%
\$1M - \$1.99M	342	194	76.3%
≥ \$2M	162	106	52.8%



CONDO MATRIX San Diego County	APR 2022	APR 2021	%Δ (YR)
New Signed Contracts (All)	648	559	15.9%
< \$200K	1	0	-
\$200K - \$299K	11	57	-80.7%
\$300K - \$399K	55	117	-53.0%
\$400K - \$499K	132	145	-9.0%
\$500K - \$599K	144	107	34.6%
\$600K - \$799K	170	69	146.4%
\$800K - \$999K	46	26	76.9%
≥ \$1M	89	38	134.2%
New Listings (All)	297	243	22.2%
< \$200K	1	2	-50.0%
\$200K - \$299K	2	20	-90.0%
\$300K - \$399K	33	37	-10.8%
\$400K - \$499K	54	49	10.2%
\$500K - \$599K	51	34	50.0%
\$600K - \$799K	78	40	95.0%
\$800K - \$999K	29	23	26.1%
≥ \$1M	49	38	28.9%



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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