

Elliman Report

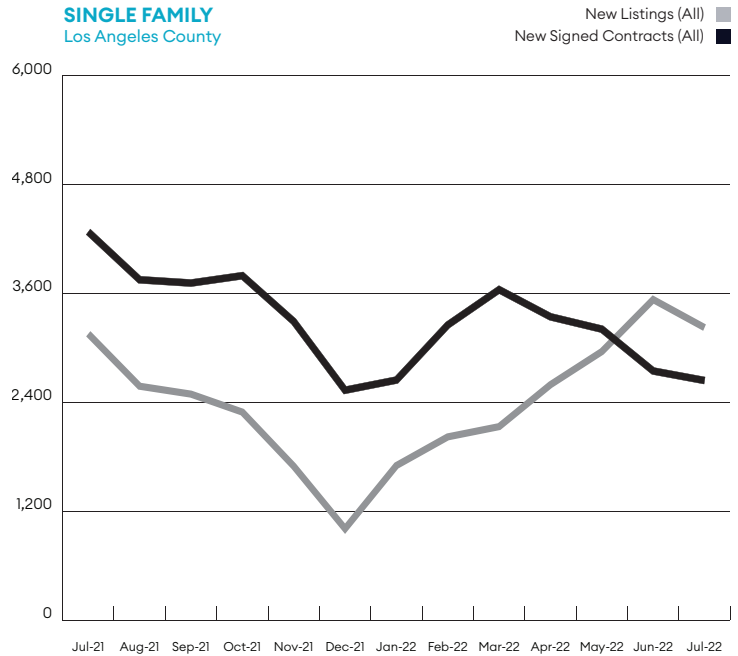
California

July 2022 New Signed Contracts

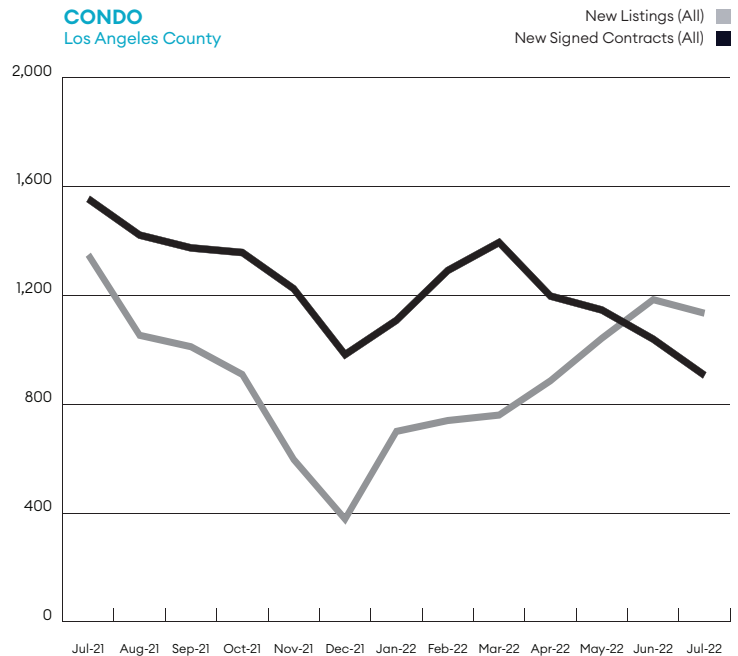
Los Angeles County

"While newly signed contracts have been down year over year since December against the backdrop of the prior year's sales surge, new listings fell both monthly and yearly for the first time in months."

SINGLE FAMILY MATRIX Los Angeles County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	2,639	4,277	-38.3%
< \$300K	18	26	-30.8%
\$300K - \$499K	169	370	-54.3%
\$500K - \$699K	488	953	-48.8%
\$700K - \$899K	722	1039	-30.5%
\$900K - \$999K	221	311	-28.9%
\$1M - \$1.99M	731	1,068	-31.6%
\$2M - \$4.99M	250	407	-38.6%
≥ \$5M	40	103	-61.2%
New Listings (All)	3,222	3,154	2.2%
< \$300K	13	21	-38.1%
\$300K - \$499K	203	206	-1.5%
\$500K - \$699K	472	558	-15.4%
\$700K - \$899K	723	705	2.6%
\$900K - \$999K	287	215	33.5%
\$1M - \$1.99M	951	850	11.9%
\$2M - \$4.99M	441	440	0.2%
≥ \$5M	132	159	-17.0%



CONDO MATRIX Los Angeles County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	906	1,554	-41.7%
< \$300K	15	33	-54.5%
\$300K - \$499K	213	503	-57.7%
\$500K - \$599K	184	291	-36.8%
\$600K - \$699K	133	216	-38.4%
\$700K - \$799K	97	145	-33.1%
\$800K - \$999K	103	135	-23.7%
\$1M - \$1.99M	132	204	-35.3%
≥ \$2M	29	27	7.4%
New Listings (All)	1,134	1,349	-15.9%
< \$300K	12	21	-42.9%
\$300K - \$499K	190	303	-37.3%
\$500K - \$599K	186	228	-18.4%
\$600K - \$699K	179	159	12.6%
\$700K - \$799K	137	140	-2.1%
\$800K - \$999K	177	166	6.6%
\$1M - \$1.99M	201	248	-19.0%
≥ \$2M	52	84	-38.1%

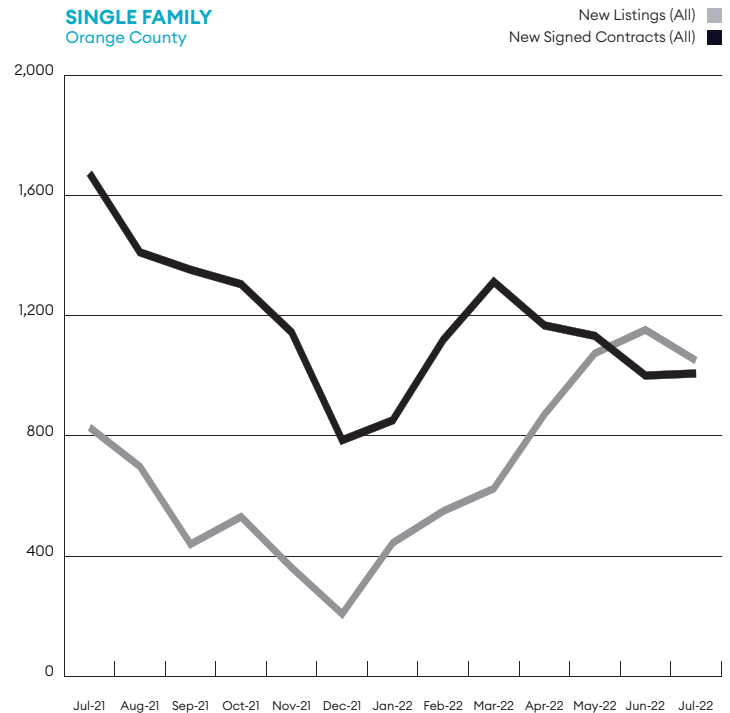


Source: TheMLS/CLAW (Combined Los Angeles Westside)

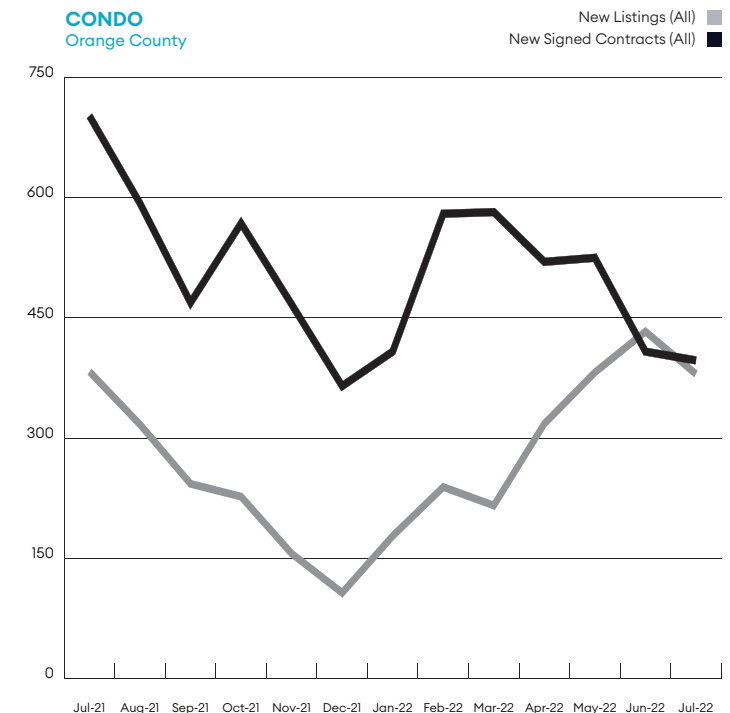
Orange County

"Newly signed contracts have been down year over year since May of 2021. New listings fell monthly for the first time since December, slowing the rate of listing inventory growth."

SINGLE FAMILY MATRIX Orange County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	1,008	1,674	-39.8%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	12	-91.7%
\$500K - \$599K	4	48	-91.7%
\$600K - \$799K	126	298	-57.7%
\$800K - \$999K	236	459	-48.6%
\$1M - \$1.99M	479	644	-25.6%
≥ \$2M	162	213	-23.9%
New Listings (All)	1,051	829	26.8%
< \$300K	0	1	-100.0%
\$300K - \$399K	0	0	
\$400K - \$499K	3	3	0.0%
\$500K - \$599K	10	6	66.7%
\$600K - \$799K	104	121	-14.0%
\$800K - \$999K	255	225	13.3%
\$1M - \$1.99M	467	319	46.4%
≥ \$2M	212	154	37.7%



CONDO MATRIX Orange County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	397	702	-43.4%
< \$200K	3	5	-40.0%
\$200K - \$299K	4	20	-80.0%
\$300K - \$399K	27	74	-63.5%
\$400K - \$499K	67	146	-54.1%
\$500K - \$599K	72	136	-47.1%
\$600K - \$799K	97	158	-38.6%
\$800K - \$999K	49	77	-36.4%
≥ \$1M	78	86	-9.3%
New Listings (All)	380	383	-0.8%
< \$200K	1	9	-88.9%
\$200K - \$299K	5	5	0.0%
\$300K - \$399K	18	48	-62.5%
\$400K - \$499K	44	61	-27.9%
\$500K - \$599K	67	79	-15.2%
\$600K - \$799K	128	90	42.2%
\$800K - \$999K	53	45	17.8%
≥ \$1M	64	46	39.1%

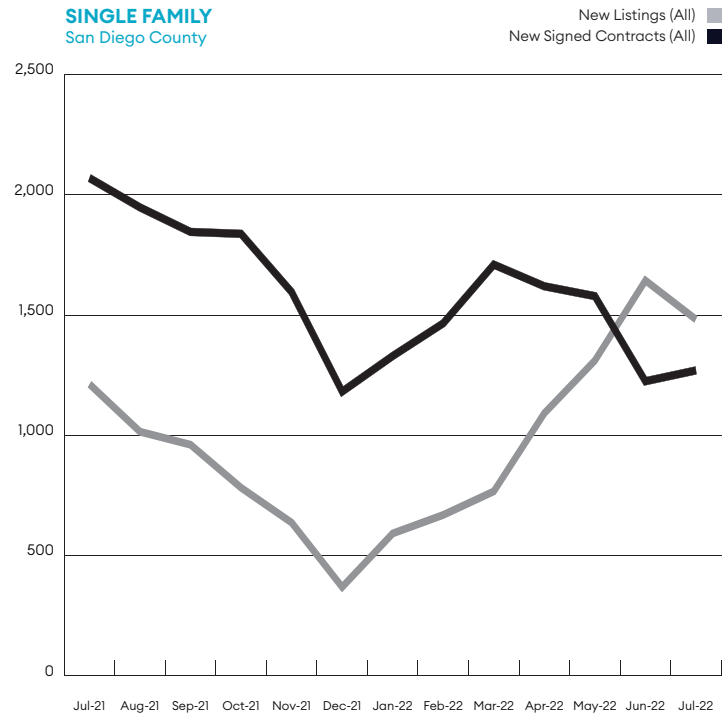


Source: California Regional Multiple Listing Service (CRMLS)

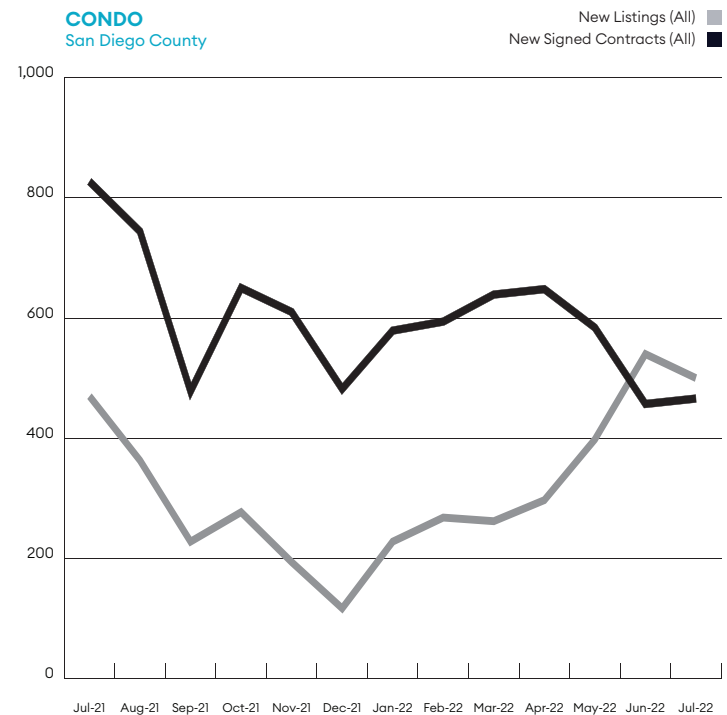
San Diego County

"Newly signed contracts rose month over month since the rate of market activity peaked in March. The supply of new listings declined for the first time since December slowing the number of listings entering the market."

SINGLE FAMILY MATRIX San Diego County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	1,270	2,070	-38.6%
< \$300K	7	4	75.0%
\$300K - \$399K	8	10	-20.0%
\$400K - \$499K	28	51	-45.1%
\$500K - \$599K	66	199	-66.8%
\$600K - \$799K	380	739	-48.6%
\$800K - \$999K	301	418	-28.0%
\$1M - \$1.99M	374	490	-23.7%
≥ \$2M	106	159	-33.3%
New Listings (All)	1,482	1,213	22.2%
< \$300K	2	7	-71.4%
\$300K - \$399K	8	8	0.0%
\$400K - \$499K	16	18	-11.1%
\$500K - \$599K	40	94	-57.4%
\$600K - \$799K	372	390	-4.6%
\$800K - \$999K	370	279	32.6%
\$1M - \$1.99M	484	287	68.6%
≥ \$2M	190	130	46.2%



CONDO MATRIX San Diego County	JUL 2022	JUL 2021	%Δ (YR)
New Signed Contracts (All)	466	827	-43.7%
< \$200K	0	2	-100.0%
\$200K - \$299K	8	43	-81.4%
\$300K - \$399K	63	165	-61.8%
\$400K - \$499K	116	196	-40.8%
\$500K - \$599K	92	168	-45.2%
\$600K - \$799K	108	142	-23.9%
\$800K - \$999K	36	49	-26.5%
≥ \$1M	43	62	-30.6%
New Listings (All)	500	470	6.4%
< \$200K	1	2	-50.0%
\$200K - \$299K	5	17	-70.6%
\$300K - \$399K	37	84	-56.0%
\$400K - \$499K	98	113	-13.3%
\$500K - \$599K	102	64	59.4%
\$600K - \$799K	137	93	47.3%
\$800K - \$999K	53	24	120.8%
≥ \$1M	67	73	-8.2%



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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