

Elliman Report

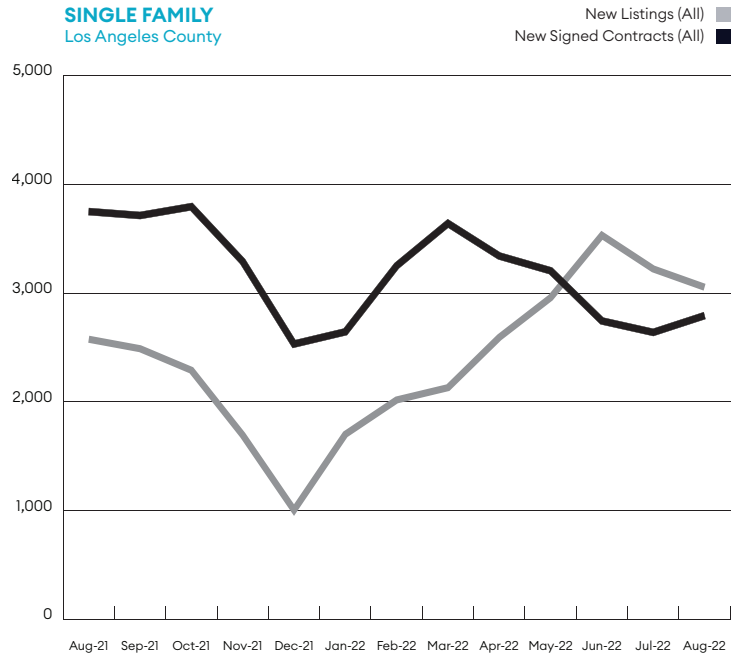
California

August 2022 New Signed Contracts

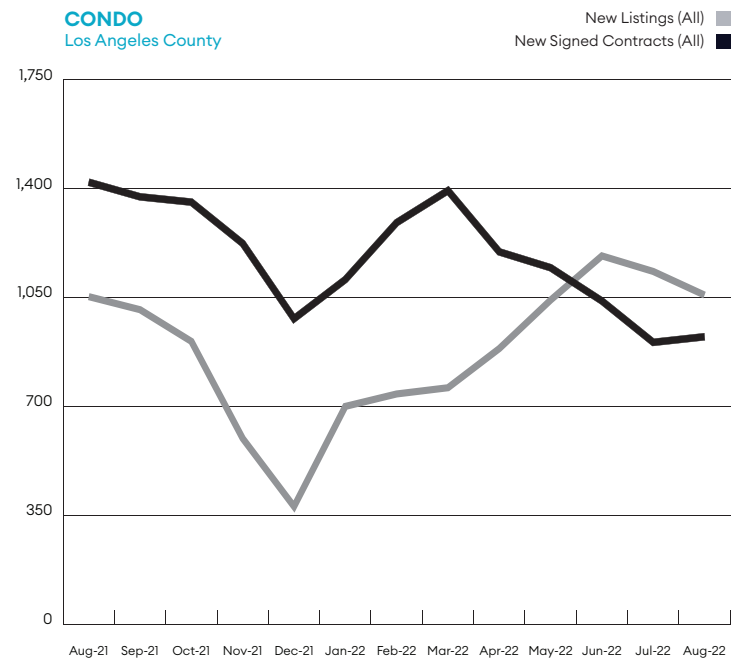
Los Angeles County

"Newly signed contracts continued to decline from year-ago levels since December. However, new listings are significantly lower than pre-pandemic levels providing a firm underpinning on prices."

SINGLE FAMILY MATRIX Los Angeles County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	2,793	3,749	-25.5%
< \$300K	17	22	-22.7%
\$300K - \$499K	227	338	-32.8%
\$500K - \$699K	532	831	-36.0%
\$700K - \$899K	728	924	-21.2%
\$900K - \$999K	248	272	-8.8%
\$1M - \$1.99M	743	941	-21.0%
\$2M - \$4.99M	259	354	-26.8%
≥ \$5M	39	67	-41.8%
New Listings (All)	3,054	2,576	18.6%
< \$300K	10	13	-23.1%
\$300K - \$499K	210	180	16.7%
\$500K - \$699K	422	504	-16.3%
\$700K - \$899K	706	584	20.9%
\$900K - \$999K	263	200	31.5%
\$1M - \$1.99M	909	674	34.9%
\$2M - \$4.99M	418	311	34.4%
≥ \$5M	116	110	5.5%



CONDO MATRIX Los Angeles County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	924	1,421	-35.0%
< \$300K	16	43	-62.8%
\$300K - \$499K	215	440	-51.1%
\$500K - \$599K	180	261	-31.0%
\$600K - \$699K	131	197	-33.5%
\$700K - \$799K	110	129	-14.7%
\$800K - \$999K	108	157	-31.2%
\$1M - \$1.99M	139	166	-16.3%
≥ \$2M	25	28	-10.7%
New Listings (All)	1,058	1,053	0.5%
< \$300K	6	21	-71.4%
\$300K - \$499K	176	248	-29.0%
\$500K - \$599K	169	170	-0.6%
\$600K - \$699K	185	135	37.0%
\$700K - \$799K	146	125	16.8%
\$800K - \$999K	138	133	3.8%
\$1M - \$1.99M	180	171	5.3%
≥ \$2M	58	50	16.0%

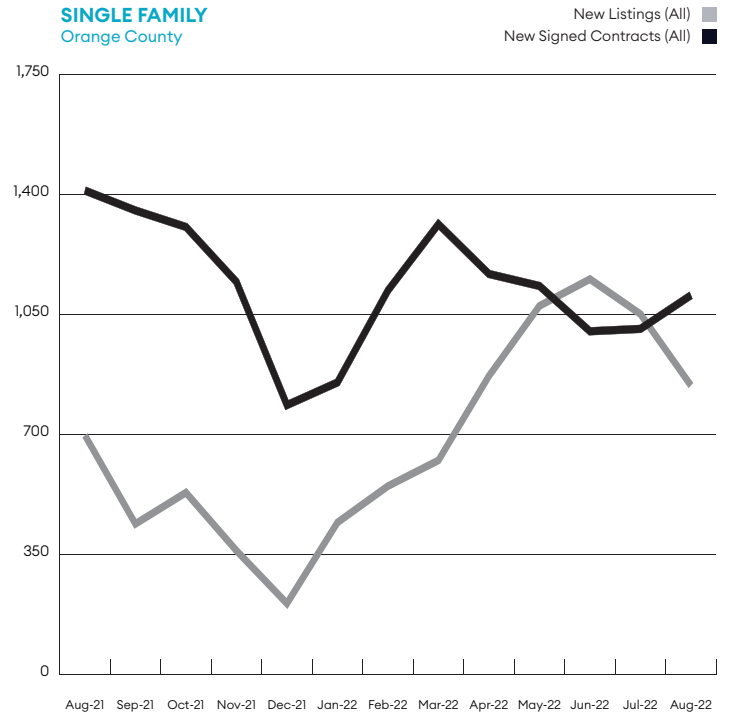


Source: TheMLS/CLAW (Combined Los Angeles Westside)

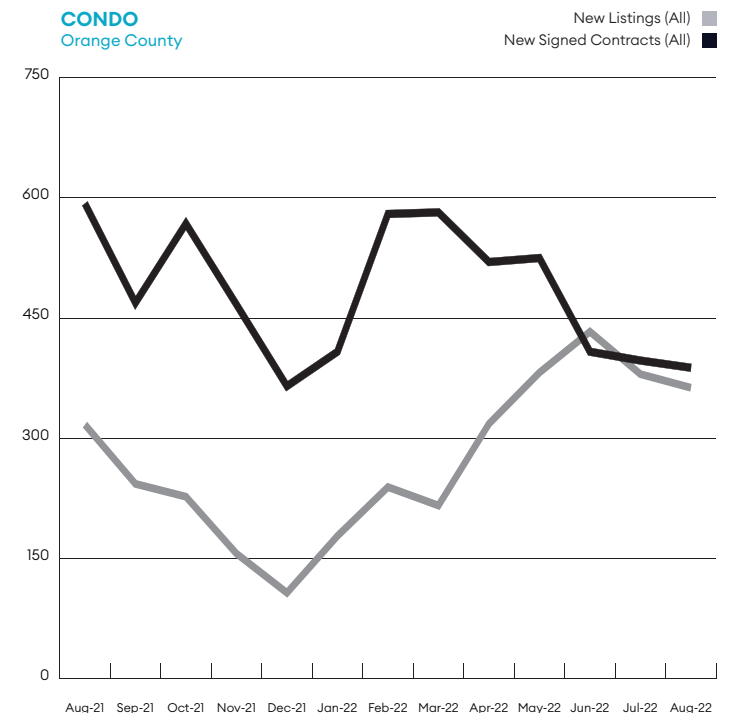
Orange County

"Newly signed contracts continued to decline from year-ago levels since May of 2021. However, new listings are significantly lower than pre-pandemic levels providing a firmer underpinning on prices."

SINGLE FAMILY MATRIX Orange County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	1,106	1,411	-21.6%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	5	-80.0%
\$500K - \$599K	16	21	-23.8%
\$600K - \$799K	143	239	-40.2%
\$800K - \$999K	292	411	-29.0%
\$1M - \$1.99M	486	555	-12.4%
≥ \$2M	168	180	-6.7%
New Listings (All)	843	698	20.8%
< \$300K	0	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	0	3	-100.0%
\$500K - \$599K	6	14	-57.1%
\$600K - \$799K	83	121	-31.4%
\$800K - \$999K	168	156	7.7%
\$1M - \$1.99M	419	275	52.4%
≥ \$2M	167	127	31.5%



CONDO MATRIX Orange County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	388	593	-34.6%
< \$200K	4	3	33.3%
\$200K - \$299K	3	9	-66.7%
\$300K - \$399K	28	74	-62.2%
\$400K - \$499K	60	113	-46.9%
\$500K - \$599K	66	106	-37.7%
\$600K - \$799K	109	154	-29.2%
\$800K - \$999K	42	70	-40.0%
≥ \$1M	76	64	18.8%
New Listings (All)	363	317	14.5%
< \$200K	2	4	-50.0%
\$200K - \$299K	5	9	-44.4%
\$300K - \$399K	17	29	-41.4%
\$400K - \$499K	42	64	-34.4%
\$500K - \$599K	61	48	27.1%
\$600K - \$799K	111	81	37.0%
\$800K - \$999K	66	45	46.7%
≥ \$1M	59	37	59.5%

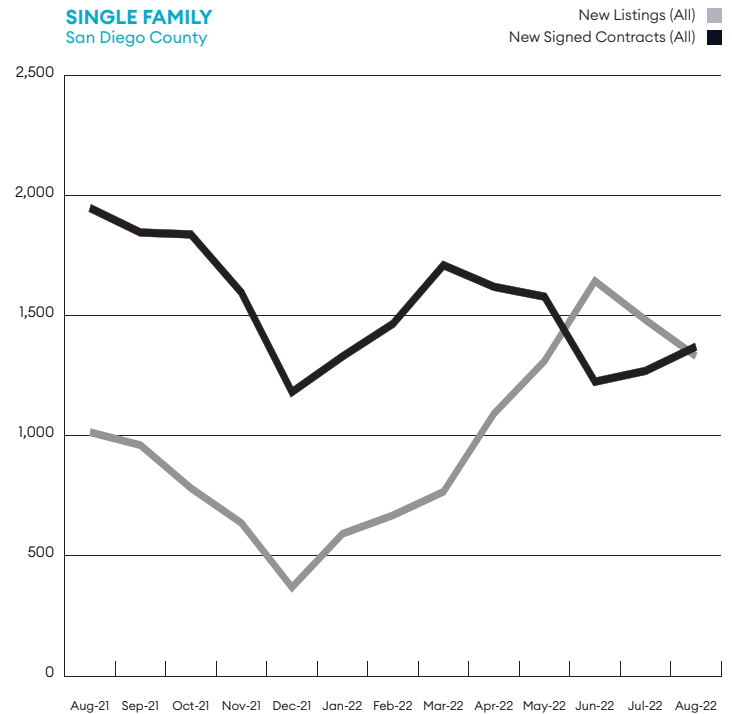


Source: California Regional Multiple Listing Service (CRMLS)

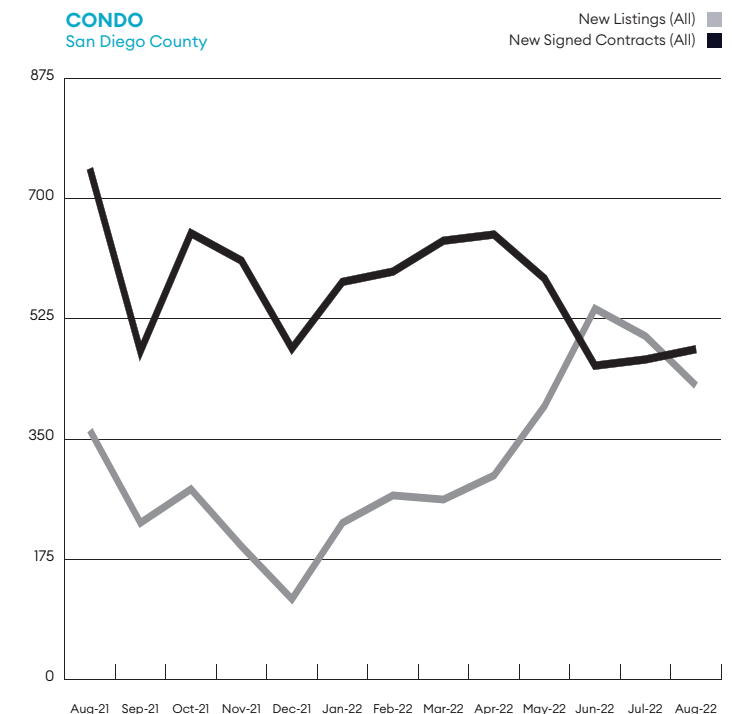
San Diego County

"Newly signed contracts continued to decline from year-ago levels since May of 2021. However, new listings are significantly lower than pre-pandemic levels providing a firmer underpinning on prices."

SINGLE FAMILY MATRIX San Diego County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	1,371	1,948	-29.6%
< \$300K	2	7	-71.4%
\$300K - \$399K	3	9	-66.7%
\$400K - \$499K	11	45	-75.6%
\$500K - \$599K	70	196	-64.3%
\$600K - \$799K	429	680	-36.9%
\$800K - \$999K	328	404	-18.8%
\$1M - \$1.99M	417	448	-6.9%
≥ \$2M	111	159	-30.2%
New Listings (All)	1,331	1,015	31.1%
< \$300K	3	1	200.0%
\$300K - \$399K	3	8	-62.5%
\$400K - \$499K	18	18	0.0%
\$500K - \$599K	44	72	-38.9%
\$600K - \$799K	381	316	20.6%
\$800K - \$999K	312	236	32.2%
\$1M - \$1.99M	387	250	54.8%
≥ \$2M	183	114	60.5%



CONDO MATRIX San Diego County	AUG 2022	AUG 2021	%Δ (YR)
New Signed Contracts (All)	481	744	-35.3%
< \$200K	0	5	-100.0%
\$200K - \$299K	13	25	-48.0%
\$300K - \$399K	55	136	-59.6%
\$400K - \$499K	120	206	-41.7%
\$500K - \$599K	112	138	-18.8%
\$600K - \$799K	98	136	-27.9%
\$800K - \$999K	34	39	-12.8%
≥ \$1M	49	59	-16.9%
New Listings (All)	428	363	17.9%
< \$200K	0	1	-100.0%
\$200K - \$299K	5	11	-54.5%
\$300K - \$399K	54	53	1.9%
\$400K - \$499K	71	91	-22.0%
\$500K - \$599K	94	65	44.6%
\$600K - \$799K	111	80	38.8%
\$800K - \$999K	36	18	100.0%
≥ \$1M	57	44	29.5%



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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