

Elliman Report

California

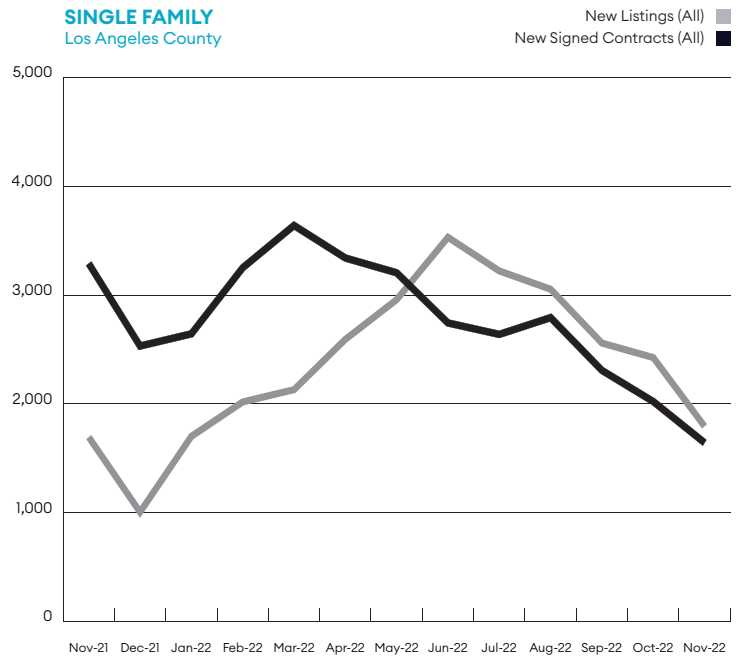
November 2022 New Signed Contracts

Los Angeles County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. Moreover, compared to pre-pandemic conditions, new listings have been falling faster than newly signed contracts since at least April."

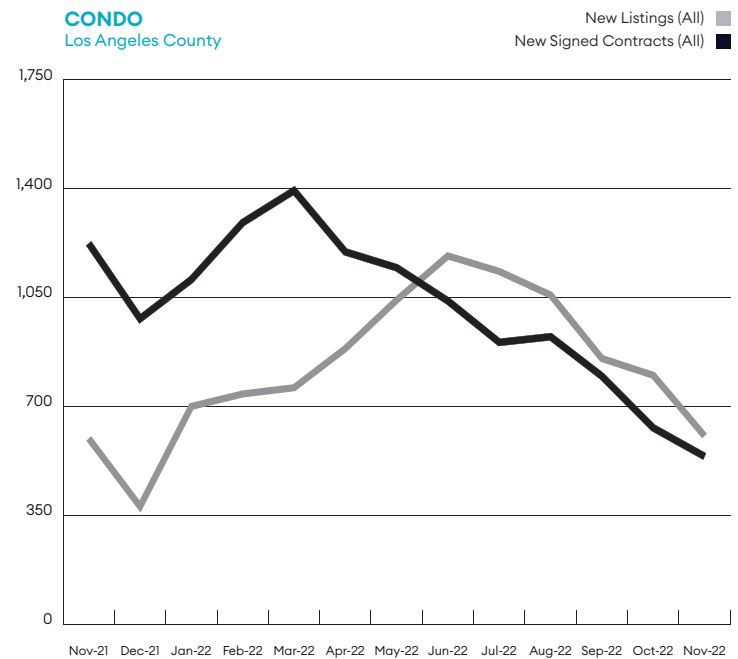
SINGLE FAMILY MATRIX Los Angeles County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	1,643	3,290	-50.1%
< \$300K	6	29	-79.3%
\$300K - \$499K	136	262	-48.1%
\$500K - \$699K	355	712	-50.1%
\$700K - \$899K	420	807	-48.0%
\$900K - \$999K	136	266	-48.9%
\$1M - \$1.99M	406	823	-50.7%
\$2M - \$4.99M	159	331	-52.0%
≥ \$5M	25	60	-58.3%
New Listings (All)	1,794	1,695	5.8%
< \$300K	6	15	-60.0%
\$300K - \$499K	128	136	-5.9%
\$500K - \$699K	316	333	-5.1%
\$700K - \$899K	367	399	-8.0%
\$900K - \$999K	154	135	14.1%
\$1M - \$1.99M	455	394	15.5%
\$2M - \$4.99M	259	209	23.9%
≥ \$5M	109	74	47.3%

SINGLE FAMILY Los Angeles County



CONDO MATRIX Los Angeles County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	539	1,224	-56.0%
< \$300K	12	29	-58.6%
\$300K - \$499K	142	336	-57.7%
\$500K - \$599K	117	232	-49.6%
\$600K - \$699K	71	159	-55.3%
\$700K - \$799K	50	129	-61.2%
\$800K - \$999K	51	137	-62.8%
\$1M - \$1.99M	77	171	-55.0%
≥ \$2M	19	31	-38.7%
New Listings (All)	605	597	1.3%
< \$300K	7	9	-22.2%
\$300K - \$499K	131	159	-17.6%
\$500K - \$599K	104	83	25.3%
\$600K - \$699K	78	90	-13.3%
\$700K - \$799K	75	74	1.4%
\$800K - \$999K	69	61	13.1%
\$1M - \$1.99M	92	92	0.0%
≥ \$2M	49	29	69.0%

CONDO Los Angeles County

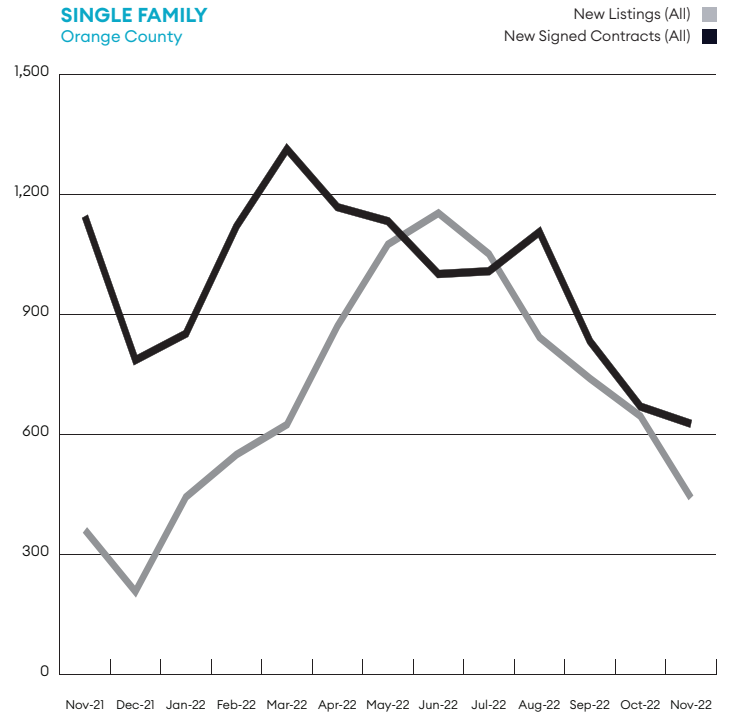


Source: TheMLS/CLAW (Combined Los Angeles Westside)

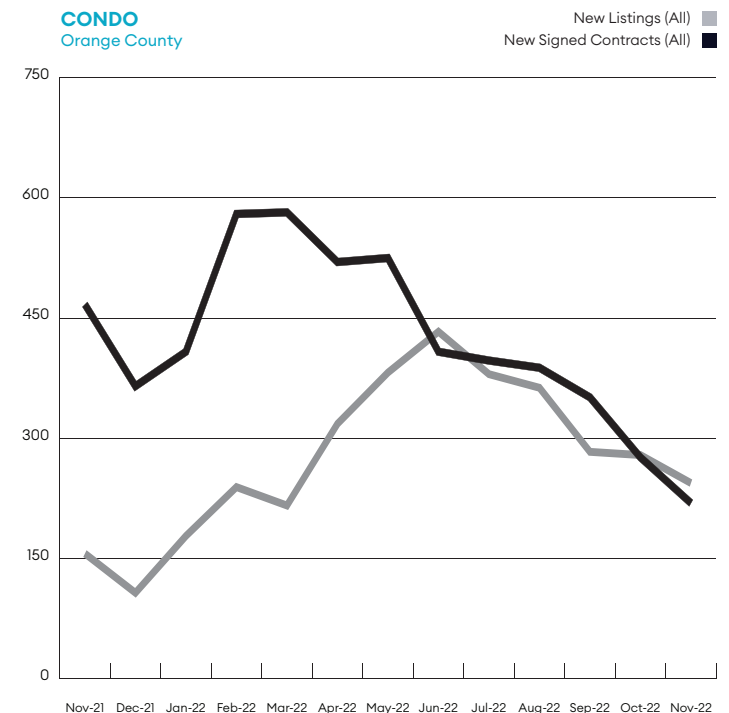
Orange County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. Moreover, compared to pre-pandemic conditions, new listings have been falling faster than newly signed contracts since at least April."

SINGLE FAMILY MATRIX Orange County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	627	1,145	-45.2%
< \$300K	0	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	0	2	-100.0%
\$500K - \$599K	8	21	-61.9%
\$600K - \$799K	100	169	-40.8%
\$800K - \$999K	139	305	-54.4%
\$1M - \$1.99M	300	480	-37.5%
≥ \$2M	80	166	-51.8%
New Listings (All)	442	362	22.1%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	2	0	
\$500K - \$599K	6	7	-14.3%
\$600K - \$799K	50	54	-7.4%
\$800K - \$999K	101	105	-3.8%
\$1M - \$1.99M	176	128	37.5%
≥ \$2M	107	68	57.4%



CONDO MATRIX Orange County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	219	467	-53.1%
< \$200K	3	3	0.0%
\$200K - \$299K	6	13	-53.8%
\$300K - \$399K	16	56	-71.4%
\$400K - \$499K	30	97	-69.1%
\$500K - \$599K	41	70	-41.4%
\$600K - \$799K	55	127	-56.7%
\$800K - \$999K	30	56	-46.4%
≥ \$1M	38	45	-15.6%
New Listings (All)	244	156	56.4%
< \$200K	5	1	400.0%
\$200K - \$299K	4	1	300.0%
\$300K - \$399K	9	23	-60.9%
\$400K - \$499K	40	26	53.8%
\$500K - \$599K	38	21	81.0%
\$600K - \$799K	63	39	61.5%
\$800K - \$999K	31	20	55.0%
≥ \$1M	54	25	116.0%

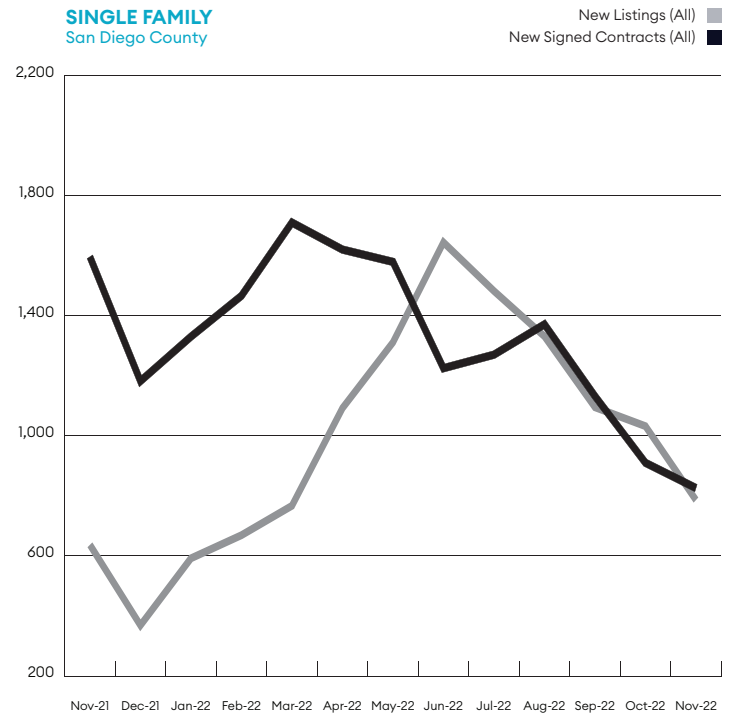


Source: California Regional Multiple Listing Service (CRMLS)

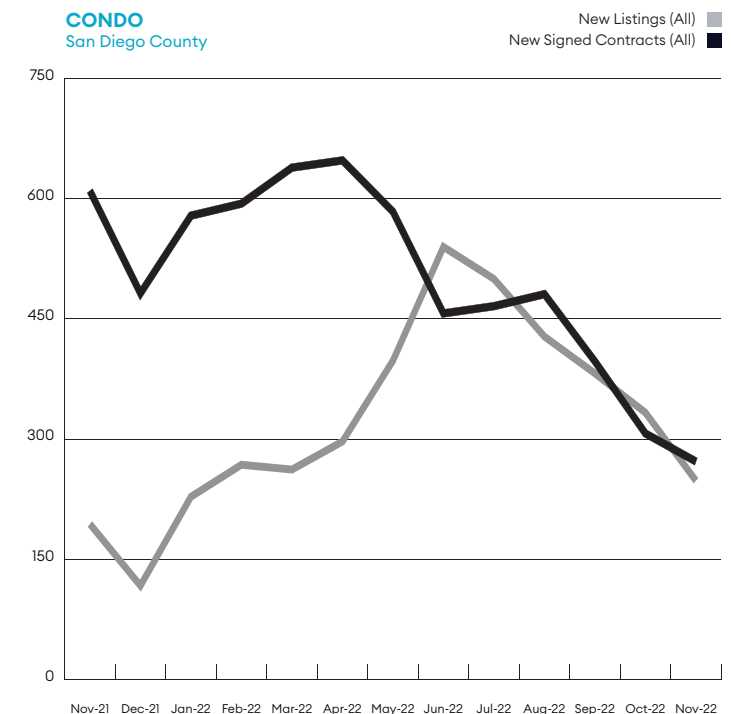
San Diego County

"New listings fell faster month over month in November than newly signed contracts as would-be sellers remained wedded to their lower rates. Moreover, compared to pre-pandemic conditions, new listings have been falling faster than newly signed contracts since at least May."

SINGLE FAMILY MATRIX San Diego County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	826	1,596	-48.2%
< \$300K	2	4	-50.0%
\$300K - \$399K	7	9	-22.2%
\$400K - \$499K	15	33	-54.5%
\$500K - \$599K	71	159	-55.3%
\$600K - \$799K	258	543	-52.5%
\$800K - \$999K	190	355	-46.5%
\$1M - \$1.99M	225	387	-41.9%
≥ \$2M	58	106	-45.3%
New Listings (All)	786	637	23.4%
< \$300K	7	4	75.0%
\$300K - \$399K	4	3	33.3%
\$400K - \$499K	10	16	-37.5%
\$500K - \$599K	29	37	-21.6%
\$600K - \$799K	199	224	-11.2%
\$800K - \$999K	166	137	21.2%
\$1M - \$1.99M	265	148	79.1%
≥ \$2M	106	68	55.9%



CONDO MATRIX San Diego County	NOV 2022	NOV 2021	%Δ (YR)
New Signed Contracts (All)	272	610	-55.4%
< \$200K	0	3	-100.0%
\$200K - \$299K	7	21	-66.7%
\$300K - \$399K	33	95	-65.3%
\$400K - \$499K	60	156	-61.5%
\$500K - \$599K	52	125	-58.4%
\$600K - \$799K	73	110	-33.6%
\$800K - \$999K	19	44	-56.8%
≥ \$1M	28	56	-50.0%
New Listings (All)	248	194	27.8%
< \$200K	2	3	-33.3%
\$200K - \$299K	3	13	-76.9%
\$300K - \$399K	22	29	-24.1%
\$400K - \$499K	55	45	22.2%
\$500K - \$599K	41	27	51.9%
\$600K - \$799K	70	34	105.9%
\$800K - \$999K	26	20	30.0%
≥ \$1M	29	23	26.1%



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