

# Elliman Report

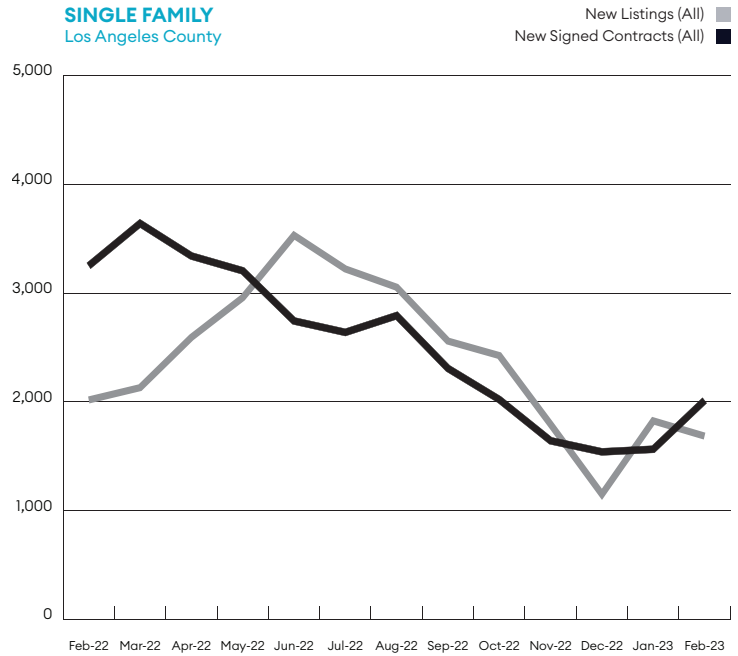
California

February 2023 New Signed Contracts

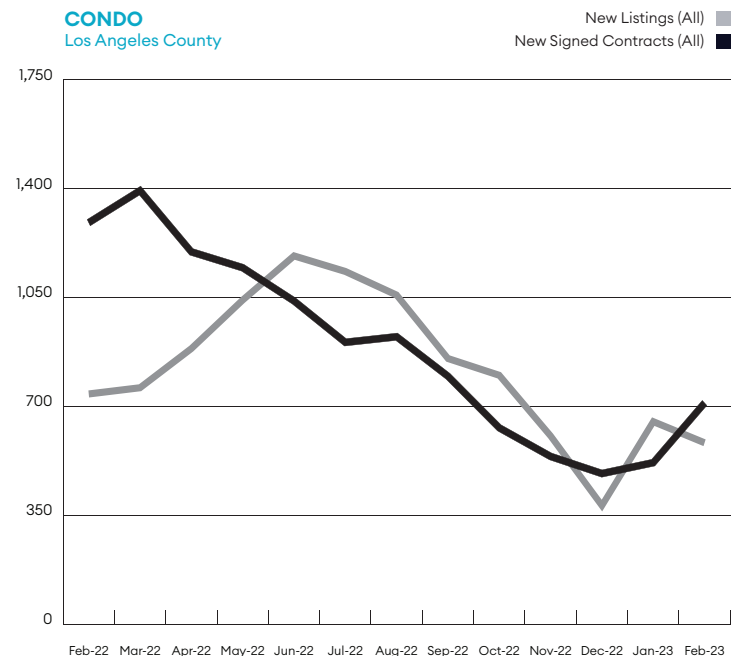
## Los Angeles County

"The number of newly signed contracts surged month over month by its highest amount in nearly three years as new listings fell for the seventh time in eight months."

SINGLE FAMILY MATRIX Los Angeles County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>2,013</b>	<b>3,251</b>	<b>-38.1%</b>
< \$300K	14	15	-6.7%
\$300K - \$499K	167	252	-33.7%
\$500K - \$699K	425	634	-33.0%
\$700K - \$899K	516	839	-38.5%
\$900K - \$999K	155	272	-43.0%
\$1M - \$1.99M	480	849	-43.5%
\$2M - \$4.99M	199	323	-38.4%
≥ \$5M	57	67	-14.9%
<b>New Listings (All)</b>	<b>1,686</b>	<b>2,018</b>	<b>-16.5%</b>
< \$300K	8	10	-20.0%
\$300K - \$499K	104	118	-11.9%
\$500K - \$699K	232	316	-26.6%
\$700K - \$899K	308	415	-25.8%
\$900K - \$999K	100	169	-40.8%
\$1M - \$1.99M	448	567	-21.0%
\$2M - \$4.99M	301	296	1.7%
≥ \$5M	185	127	45.7%



CONDO MATRIX Los Angeles County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>711</b>	<b>1,291</b>	<b>-44.9%</b>
< \$300K	8	25	-68.0%
\$300K - \$499K	168	354	-52.5%
\$500K - \$599K	148	228	-35.1%
\$600K - \$699K	107	183	-41.5%
\$700K - \$799K	77	141	-45.4%
\$800K - \$999K	75	155	-51.6%
\$1M - \$1.99M	97	181	-46.4%
≥ \$2M	31	24	29.2%
<b>New Listings (All)</b>	<b>583</b>	<b>740</b>	<b>-21.2%</b>
< \$300K	12	10	20.0%
\$300K - \$499K	118	144	-18.1%
\$500K - \$599K	94	89	5.6%
\$600K - \$699K	80	107	-25.2%
\$700K - \$799K	53	80	-33.8%
\$800K - \$999K	70	94	-25.5%
\$1M - \$1.99M	121	146	-17.1%
≥ \$2M	35	70	-50.0%

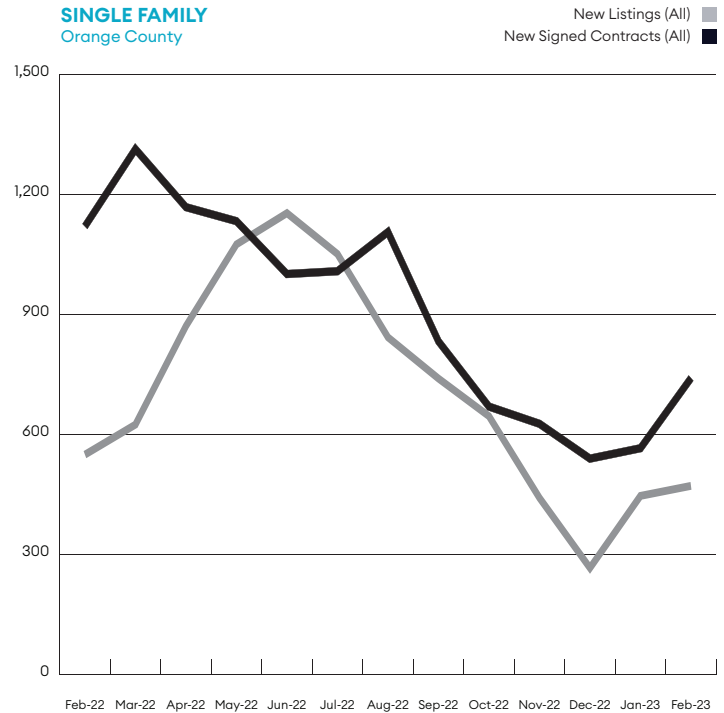


Source: TheMLS/CLAW (Combined Los Angeles Westside)

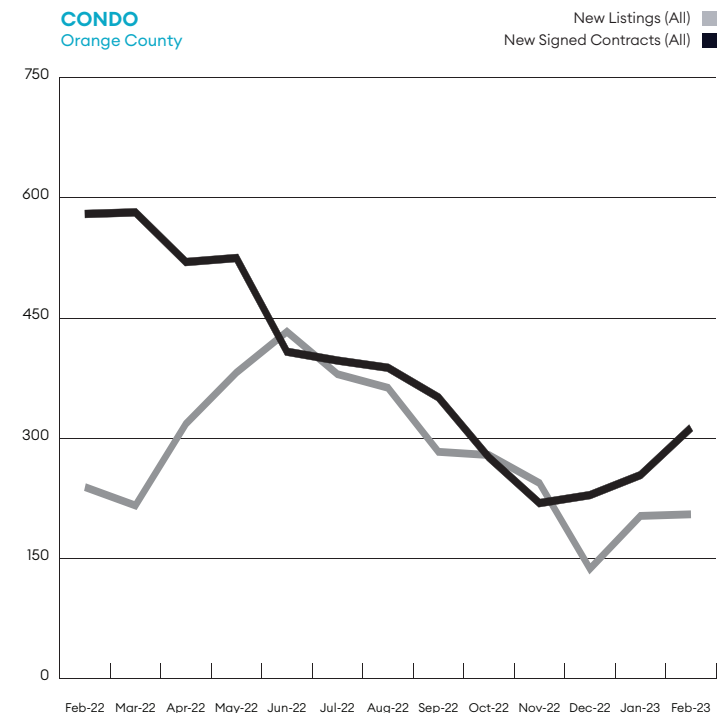
# Orange County

"The number of newly signed contracts surged month over month by its highest amount in a year as new listings edged higher."

SINGLE FAMILY MATRIX Orange County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>741</b>	<b>1,120</b>	<b>-33.8%</b>
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	5	-100.0%
\$500K - \$599K	10	16	-37.5%
\$600K - \$799K	82	121	-32.2%
\$800K - \$999K	182	276	-34.1%
\$1M - \$1.99M	345	500	-31.0%
≥ \$2M	122	202	-39.6%
<b>New Listings (All)</b>	<b>472</b>	<b>550</b>	<b>-14.2%</b>
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	2	0	
\$500K - \$599K	5	1	400.0%
\$600K - \$799K	46	46	0.0%
\$800K - \$999K	85	123	-30.9%
\$1M - \$1.99M	206	237	-13.1%
≥ \$2M	128	143	-10.5%



CONDO MATRIX Orange County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>313</b>	<b>580</b>	<b>-46.0%</b>
< \$200K	6	8	-25.0%
\$200K - \$299K	6	12	-50.0%
\$300K - \$399K	13	39	-66.7%
\$400K - \$499K	44	89	-50.6%
\$500K - \$599K	52	100	-48.0%
\$600K - \$799K	89	150	-40.7%
\$800K - \$999K	45	82	-45.1%
≥ \$1M	58	100	-42.0%
<b>New Listings (All)</b>	<b>205</b>	<b>239</b>	<b>-14.2%</b>
< \$200K	1	2	-50.0%
\$200K - \$299K	1	2	-50.0%
\$300K - \$399K	17	14	21.4%
\$400K - \$499K	29	29	0.0%
\$500K - \$599K	41	43	-4.7%
\$600K - \$799K	53	53	0.0%
\$800K - \$999K	22	46	-52.2%
≥ \$1M	41	50	-18.0%

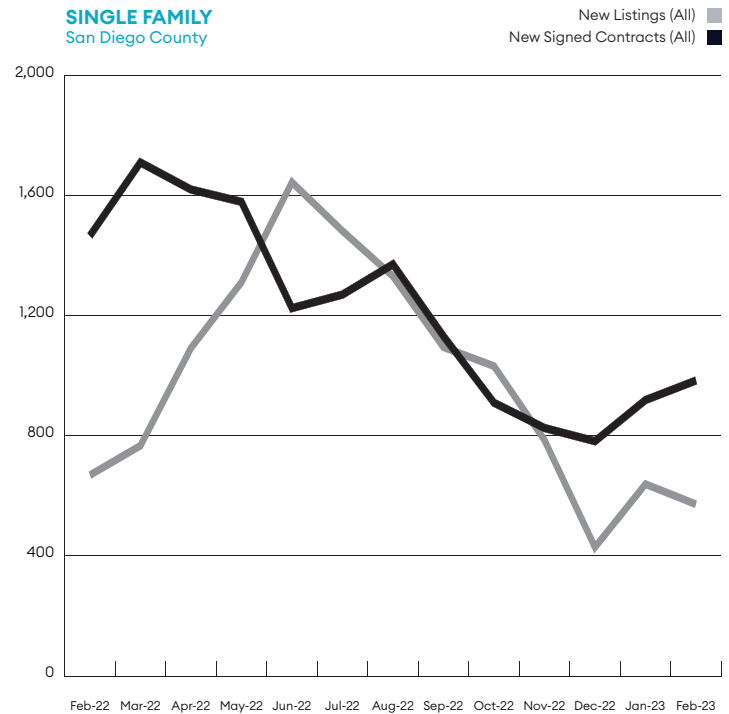


Source: California Regional Multiple Listing Service (CRMLS)

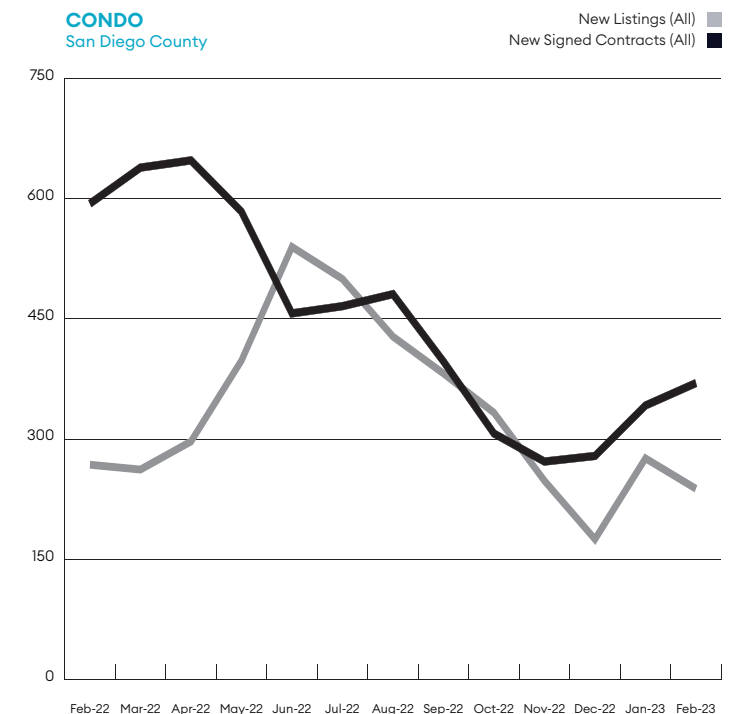
# San Diego County

"The number of newly signed contracts rose month over month for the second time as new listings fell for the seventh time in eight months."

SINGLE FAMILY MATRIX San Diego County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>984</b>	<b>1,466</b>	<b>-32.9%</b>
< \$300K	2	6	-66.7%
\$300K - \$399K	6	14	-57.1%
\$400K - \$499K	20	16	25.0%
\$500K - \$599K	54	67	-19.4%
\$600K - \$799K	285	467	-39.0%
\$800K - \$999K	211	341	-38.1%
\$1M - \$1.99M	299	415	-28.0%
≥ \$2M	107	140	-23.6%
<b>New Listings (All)</b>	<b>572</b>	<b>669</b>	<b>-14.5%</b>
< \$300K	1	3	-66.7%
\$300K - \$399K	4	2	100.0%
\$400K - \$499K	10	15	-33.3%
\$500K - \$599K	27	23	17.4%
\$600K - \$799K	108	186	-41.9%
\$800K - \$999K	122	137	-10.9%
\$1M - \$1.99M	173	198	-12.6%
≥ \$2M	127	105	21.0%



CONDO MATRIX San Diego County	FEB 2023	FEB 2022	%Δ (YR)
<b>New Signed Contracts (All)</b>	<b>370</b>	<b>594</b>	<b>-37.7%</b>
< \$200K	4	1	300.0%
\$200K - \$299K	2	23	-91.3%
\$300K - \$399K	56	88	-36.4%
\$400K - \$499K	88	131	-32.8%
\$500K - \$599K	73	116	-37.1%
\$600K - \$799K	73	140	-47.9%
\$800K - \$999K	31	51	-39.2%
≥ \$1M	43	44	-2.3%
<b>New Listings (All)</b>	<b>238</b>	<b>268</b>	<b>-11.2%</b>
< \$200K	1	0	
\$200K - \$299K	4	12	-66.7%
\$300K - \$399K	21	22	-4.5%
\$400K - \$499K	42	56	-25.0%
\$500K - \$599K	35	45	-22.2%
\$600K - \$799K	69	60	15.0%
\$800K - \$999K	26	21	23.8%
≥ \$1M	40	52	-23.1%



Source: California Regional Multiple Listing Service (CRMLS)

Questions or comments? Email report author  
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Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

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