

Elliman Report

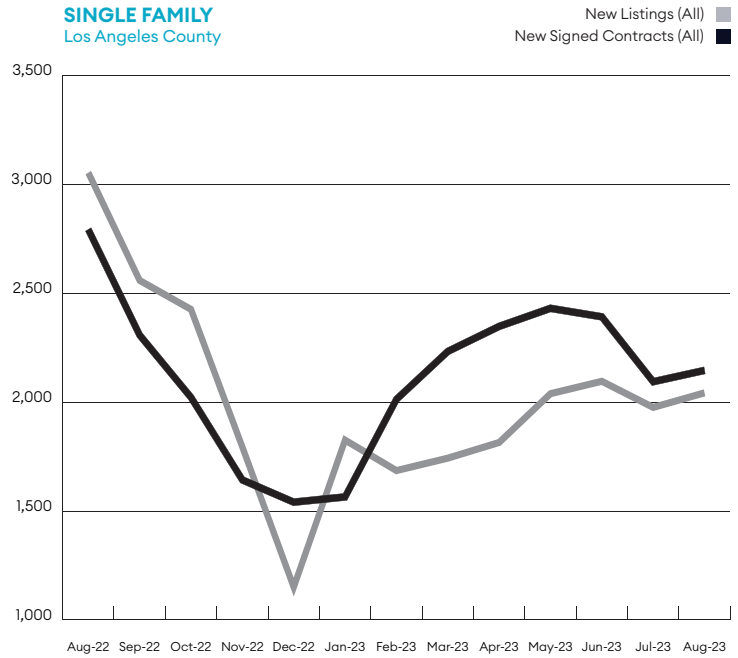
California

August 2023 New Signed Contracts

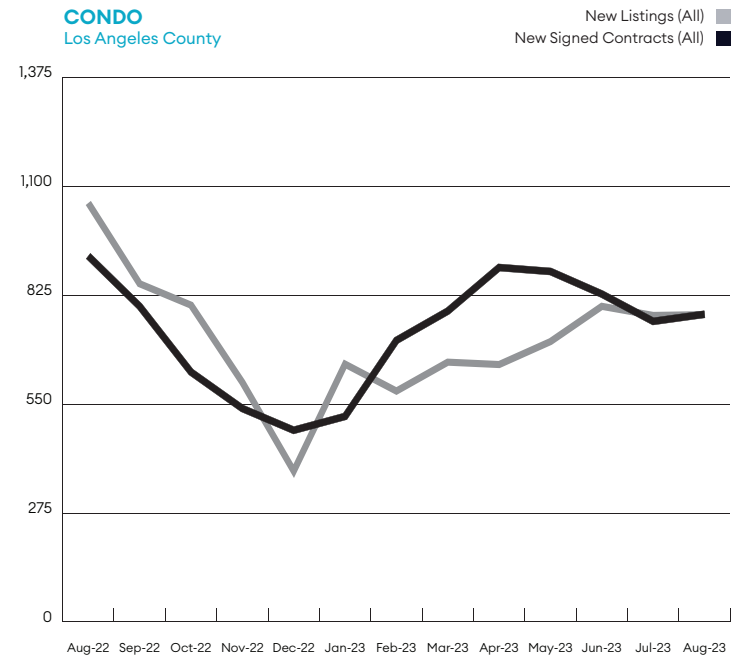
Los Angeles County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

SINGLE FAMILY MATRIX Los Angeles County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	2,146	2,793	-23.2%
< \$300K	12	17	-29.4%
\$300K - \$499K	144	227	-36.6%
\$500K - \$699K	403	532	-24.2%
\$700K - \$899K	549	728	-24.6%
\$900K - \$999K	187	248	-24.6%
\$1M - \$1.99M	591	743	-20.5%
\$2M - \$4.99M	219	259	-15.4%
≥ \$5M	41	39	5.1%
New Listings (All)	2,043	3,054	-33.1%
< \$300K	7	10	-30.0%
\$300K - \$499K	120	210	-42.9%
\$500K - \$699K	285	422	-32.5%
\$700K - \$899K	407	706	-42.4%
\$900K - \$999K	133	263	-49.4%
\$1M - \$1.99M	624	909	-31.4%
\$2M - \$4.99M	348	418	-16.7%
≥ \$5M	119	116	2.6%



CONDO MATRIX Los Angeles County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	777	924	-15.9%
< \$300K	11	16	-31.3%
\$300K - \$499K	189	215	-12.1%
\$500K - \$599K	141	180	-21.7%
\$600K - \$699K	124	131	-5.3%
\$700K - \$799K	88	110	-20.0%
\$800K - \$999K	93	108	-13.9%
\$1M - \$1.99M	114	139	-18.0%
≥ \$2M	17	25	-32.0%
New Listings (All)	776	1,058	-26.7%
< \$300K	8	6	33.3%
\$300K - \$499K	117	176	-33.5%
\$500K - \$599K	102	169	-39.6%
\$600K - \$699K	122	185	-34.1%
\$700K - \$799K	116	146	-20.5%
\$800K - \$999K	114	138	-17.4%
\$1M - \$1.99M	153	180	-15.0%
≥ \$2M	44	58	-24.1%

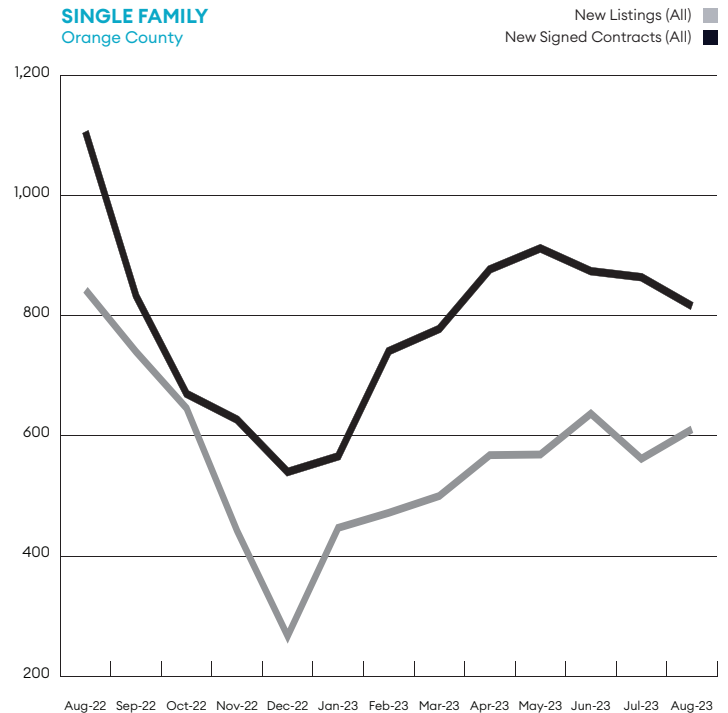


Source: TheMLS/CLAW (Combined Los Angeles Westside)

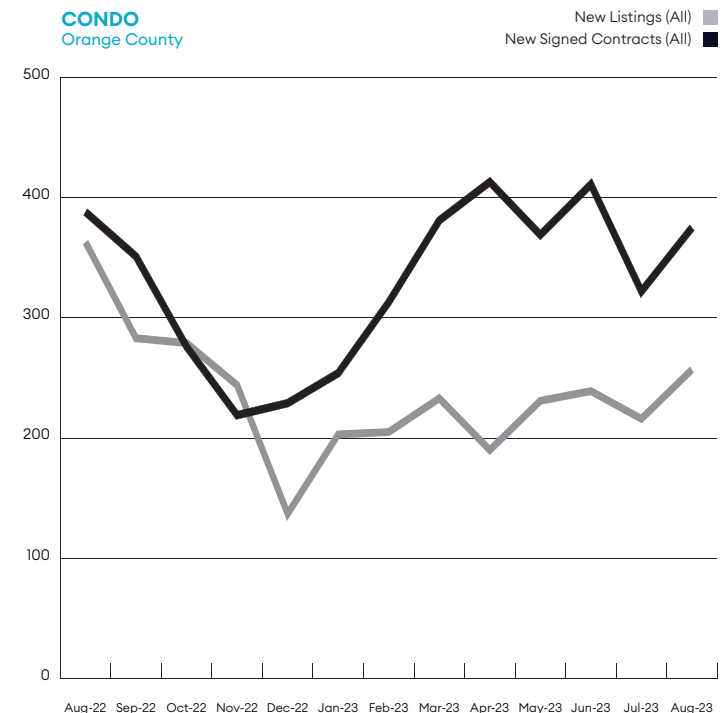
Orange County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

SINGLE FAMILY MATRIX Orange County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	816	1,106	-26.2%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	2	1	100.0%
\$500K - \$599K	6	16	-62.5%
\$600K - \$799K	89	143	-37.8%
\$800K - \$999K	151	292	-48.3%
\$1M - \$1.99M	414	486	-14.8%
≥ \$2M	154	168	-8.3%
New Listings (All)	611	843	-27.5%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	0	
\$500K - \$599K	4	6	-33.3%
\$600K - \$799K	42	83	-49.4%
\$800K - \$999K	92	168	-45.2%
\$1M - \$1.99M	301	419	-28.2%
≥ \$2M	171	167	2.4%



CONDO MATRIX Orange County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	375	388	-3.4%
< \$200K	6	4	50.0%
\$200K - \$299K	3	3	0.0%
\$300K - \$399K	22	28	-21.4%
\$400K - \$499K	38	60	-36.7%
\$500K - \$599K	60	66	-9.1%
\$600K - \$799K	114	109	4.6%
\$800K - \$999K	63	42	50.0%
≥ \$1M	69	76	-9.2%
New Listings (All)	257	363	-29.2%
< \$200K	0	2	-100.0%
\$200K - \$299K	3	5	-40.0%
\$300K - \$399K	10	17	-41.2%
\$400K - \$499K	23	42	-45.2%
\$500K - \$599K	29	61	-52.5%
\$600K - \$799K	73	111	-34.2%
\$800K - \$999K	50	66	-24.2%
≥ \$1M	69	59	16.9%

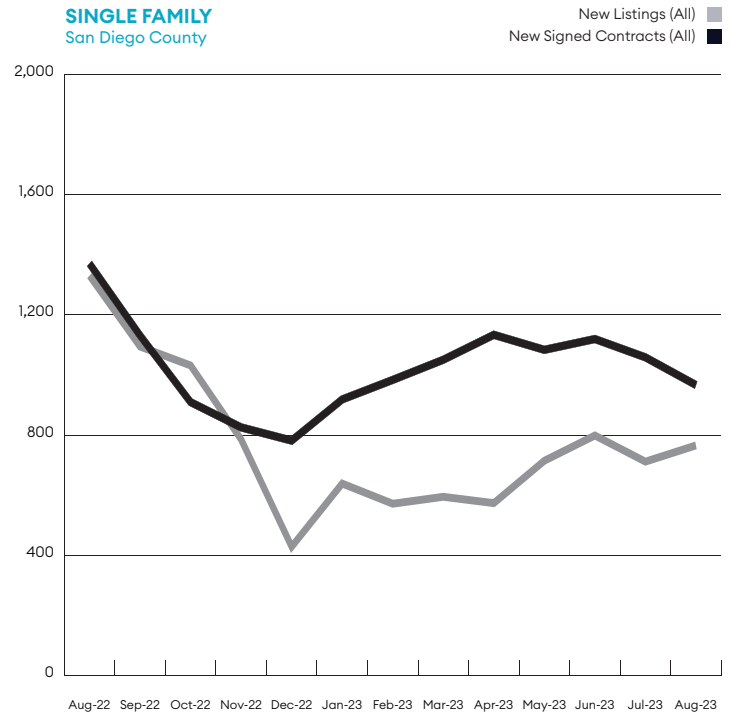


Source: California Regional Multiple Listing Service (CRMLS)

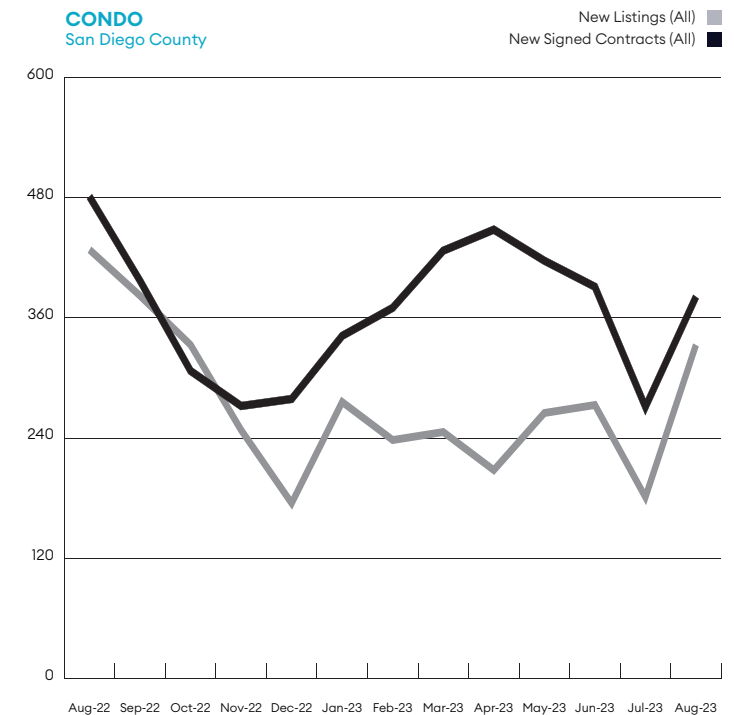
San Diego County

"The year over year decline in newly signed contracts still reflected the momentum of last year's pandemic-era housing boom despite sharply rising mortgage rates, yet new listings declined much faster during the same period, keeping the market pace brisk."

SINGLE FAMILY MATRIX San Diego County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	967	1,371	-29.5%
< \$300K	5	2	150.0%
\$300K - \$399K	5	3	66.7%
\$400K - \$499K	12	11	9.1%
\$500K - \$599K	35	70	-50.0%
\$600K - \$799K	238	429	-44.5%
\$800K - \$999K	239	328	-27.1%
\$1M - \$1.99M	332	417	-20.4%
≥ \$2M	101	111	-9.0%
New Listings (All)	766	1,331	-42.4%
< \$300K	1	3	-66.7%
\$300K - \$399K	1	3	-66.7%
\$400K - \$499K	9	18	-50.0%
\$500K - \$599K	19	44	-56.8%
\$600K - \$799K	145	381	-61.9%
\$800K - \$999K	157	312	-49.7%
\$1M - \$1.99M	285	387	-26.4%
≥ \$2M	149	183	-18.6%



CONDO MATRIX San Diego County	AUG 2023	AUG 2022	%Δ (YR)
New Signed Contracts (All)	381	481	-20.8%
< \$200K	0	0	
\$200K - \$299K	2	13	-84.6%
\$300K - \$399K	23	55	-58.2%
\$400K - \$499K	82	120	-31.7%
\$500K - \$599K	81	112	-27.7%
\$600K - \$799K	106	98	8.2%
\$800K - \$999K	32	34	-5.9%
≥ \$1M	55	49	12.2%
New Listings (All)	333	428	-22.2%
< \$200K	0	0	
\$200K - \$299K	5	5	0.0%
\$300K - \$399K	27	54	-50.0%
\$400K - \$499K	47	71	-33.8%
\$500K - \$599K	62	94	-34.0%
\$600K - \$799K	81	111	-27.0%
\$800K - \$999K	35	36	-2.8%
≥ \$1M	76	57	33.3%



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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