

Elliman Report

California

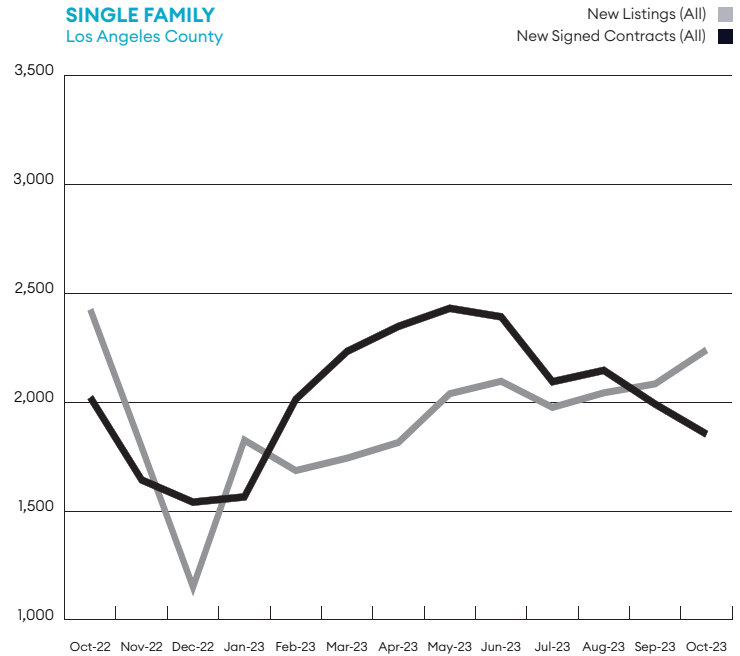
October 2023 New Signed Contracts

Los Angeles County

"The high-end new signed contract market outperformed the remainder with year over year gains. Both single family and condo newly signed contracts above the \$1 million threshold rose annually for the first time in a year and a half while the overall market continued to slip."

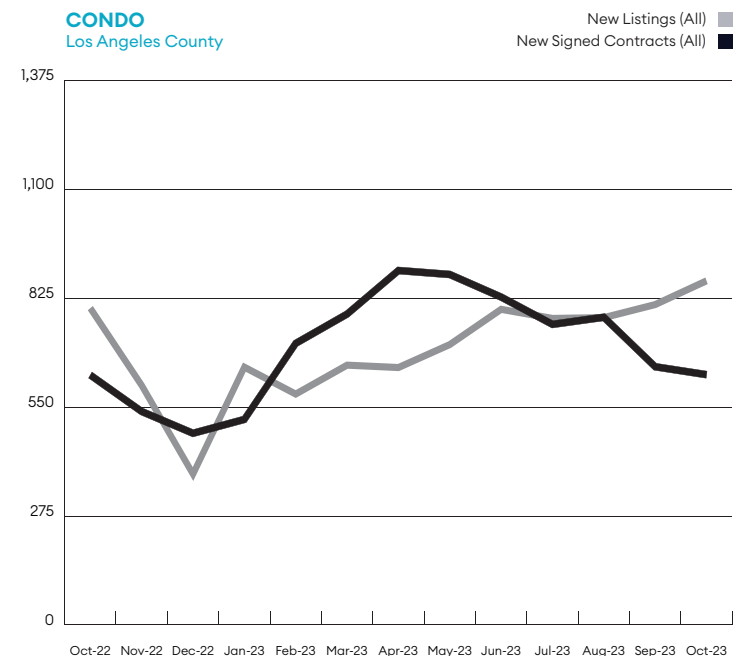
SINGLE FAMILY MATRIX Los Angeles County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	1,853	2,022	-8.4%
< \$300K	14	5	180.0%
\$300K - \$499K	129	154	-16.2%
\$500K - \$699K	354	443	-20.1%
\$700K - \$899K	453	507	-10.7%
\$900K - \$999K	122	152	-19.7%
\$1M - \$1.99M	530	522	1.5%
\$2M - \$4.99M	220	206	6.8%
≥ \$5M	31	33	-6.1%
New Listings (All)	2,240	2,426	-7.7%
< \$300K	8	8	0.0%
\$300K - \$499K	150	180	-16.7%
\$500K - \$699K	283	396	-28.5%
\$700K - \$899K	402	538	-25.3%
\$900K - \$999K	172	182	-5.5%
\$1M - \$1.99M	633	633	0.0%
\$2M - \$4.99M	444	356	24.7%
≥ \$5M	148	133	11.3%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	632	631	0.2%
< \$300K	11	9	22.2%
\$300K - \$499K	124	163	-23.9%
\$500K - \$599K	101	117	-13.7%
\$600K - \$699K	103	86	19.8%
\$700K - \$799K	66	68	-2.9%
\$800K - \$999K	92	67	37.3%
\$1M - \$1.99M	110	102	7.8%
≥ \$2M	25	19	31.6%
New Listings (All)	869	800	8.6%
< \$300K	7	7	0.0%
\$300K - \$499K	149	135	10.4%
\$500K - \$599K	137	140	-2.1%
\$600K - \$699K	131	119	10.1%
\$700K - \$799K	98	105	-6.7%
\$800K - \$999K	107	99	8.1%
\$1M - \$1.99M	177	134	32.1%
≥ \$2M	63	61	3.3%

CONDO
Los Angeles County

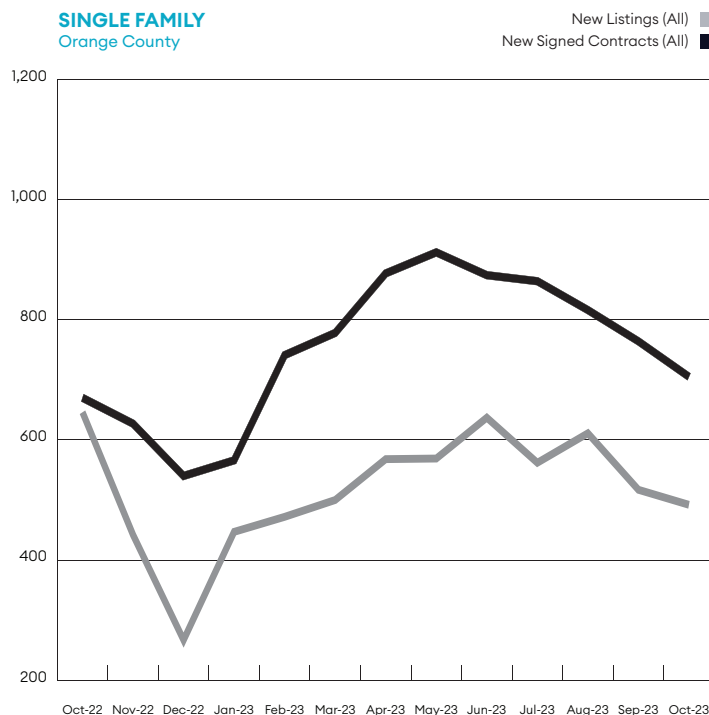


Source: TheMLS/CLAW (Combined Los Angeles Westside)

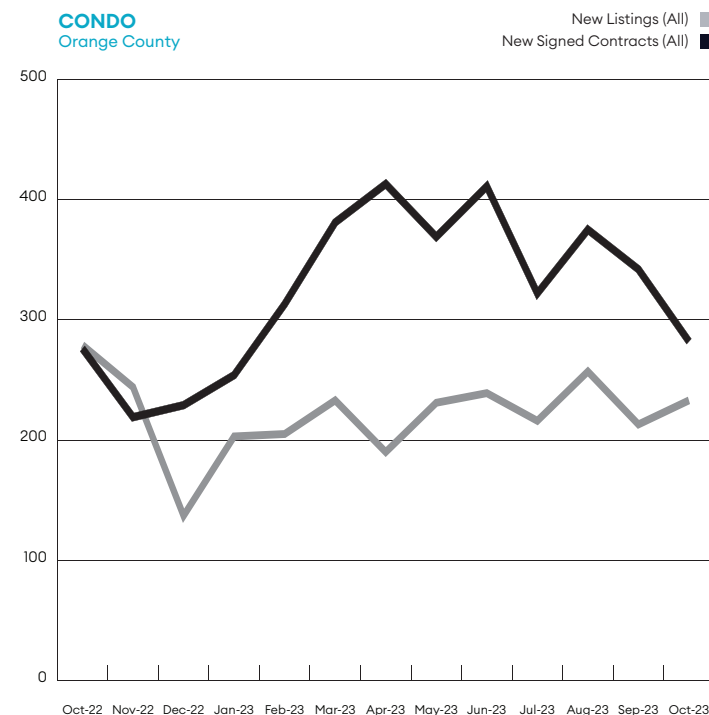
Orange County

"The high-end new signed contract market surged annually, outperforming the remainder with year over year gains. Both single family and condo newly signed contracts above the \$1 million threshold jumped annually while the overall market edged up modestly."

SINGLE FAMILY MATRIX Orange County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	705	670	5.2%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	5	-100.0%
\$500K - \$599K	1	11	-90.9%
\$600K - \$799K	60	98	-38.8%
\$800K - \$999K	151	169	-10.7%
\$1M - \$1.99M	341	274	24.5%
≥ \$2M	152	113	34.5%
New Listings (All)	492	646	-23.8%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	0	
\$500K - \$599K	1	5	-80.0%
\$600K - \$799K	38	82	-53.7%
\$800K - \$999K	74	133	-44.4%
\$1M - \$1.99M	224	299	-25.1%
≥ \$2M	154	127	21.3%



CONDO MATRIX Orange County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	282	276	2.2%
< \$200K	5	4	25.0%
\$200K - \$299K	1	4	-75.0%
\$300K - \$399K	16	21	-23.8%
\$400K - \$499K	35	45	-22.2%
\$500K - \$599K	49	49	0.0%
\$600K - \$799K	71	72	-1.4%
\$800K - \$999K	45	37	21.6%
≥ \$1M	60	44	36.4%
New Listings (All)	233	279	-16.5%
< \$200K	3	0	
\$200K - \$299K	5	1	400.0%
\$300K - \$399K	8	14	-42.9%
\$400K - \$499K	22	38	-42.1%
\$500K - \$599K	33	42	-21.4%
\$600K - \$799K	59	76	-22.4%
\$800K - \$999K	41	36	13.9%
≥ \$1M	62	72	-13.9%



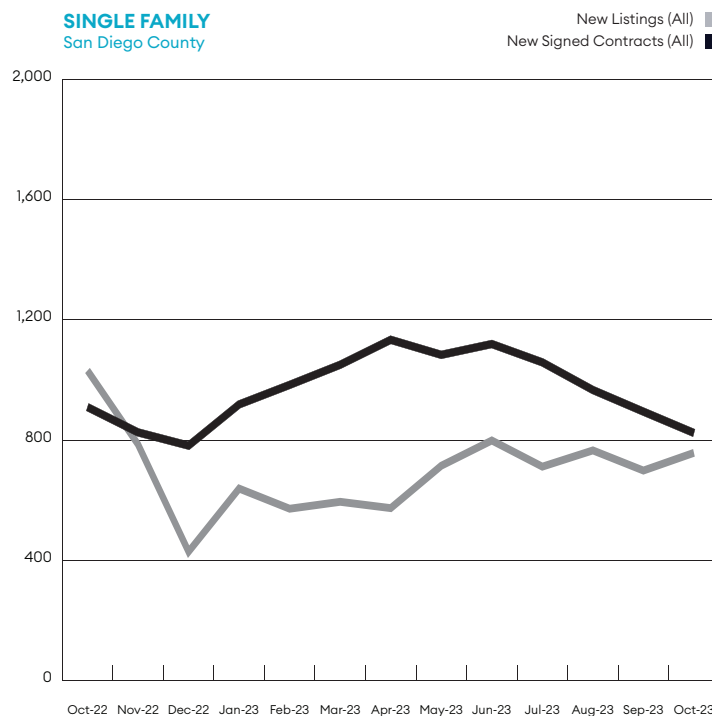
Source: California Regional Multiple Listing Service (CRMLS)

San Diego County

"The high-end new signed contract market surged annually, outperforming the remainder with year over year gains. Both single family and condo newly signed contracts above the \$1 million threshold jumped annually while the overall market slid."

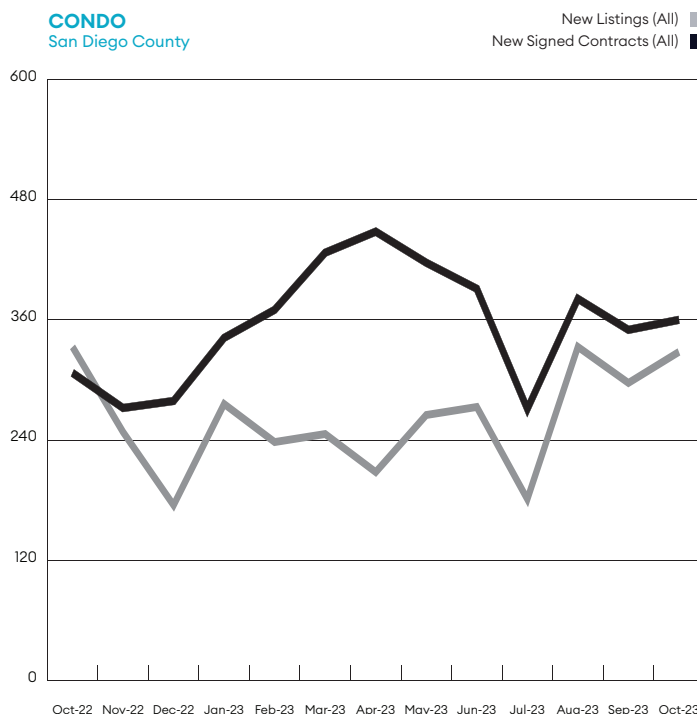
SINGLE FAMILY MATRIX San Diego County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	824	910	-9.5%
< \$300K	3	1	200.0%
\$300K - \$399K	3	9	-66.7%
\$400K - \$499K	7	19	-63.2%
\$500K - \$599K	27	56	-51.8%
\$600K - \$799K	207	296	-30.1%
\$800K - \$999K	199	207	-3.9%
\$1M - \$1.99M	283	244	16.0%
≥ \$2M	95	78	21.8%
New Listings (All)	758	1,032	-26.6%
< \$300K	1	2	-50.0%
\$300K - \$399K	6	8	-25.0%
\$400K - \$499K	16	13	23.1%
\$500K - \$599K	23	48	-52.1%
\$600K - \$799K	131	257	-49.0%
\$800K - \$999K	167	223	-25.1%
\$1M - \$1.99M	260	342	-24.0%
≥ \$2M	154	139	10.8%

SINGLE FAMILY
San Diego County



CONDO MATRIX San Diego County	OCT 2023	OCT 2022	%Δ (YR)
New Signed Contracts (All)	360	307	17.3%
< \$200K	2	1	100.0%
\$200K - \$299K	2	8	-75.0%
\$300K - \$399K	30	44	-31.8%
\$400K - \$499K	83	73	13.7%
\$500K - \$599K	66	68	-2.9%
\$600K - \$799K	91	68	33.8%
\$800K - \$999K	39	21	85.7%
≥ \$1M	47	24	95.8%
New Listings (All)	328	333	-1.5%
< \$200K	2	0	
\$200K - \$299K	3	4	-25.0%
\$300K - \$399K	38	28	35.7%
\$400K - \$499K	53	72	-26.4%
\$500K - \$599K	46	61	-24.6%
\$600K - \$799K	72	85	-15.3%
\$800K - \$999K	48	33	45.5%
≥ \$1M	66	50	32.0%

CONDO
San Diego County



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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