

Elliman Report

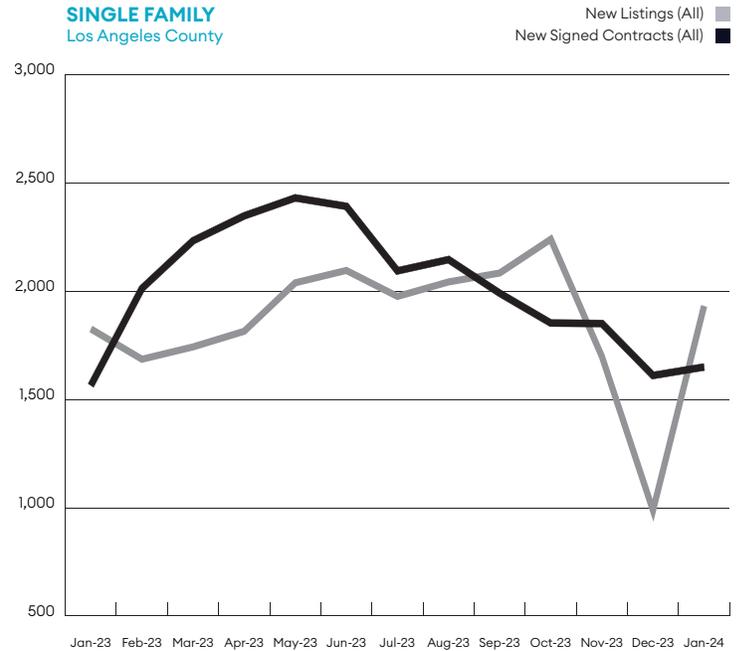
California

January 2024 New Signed Contracts

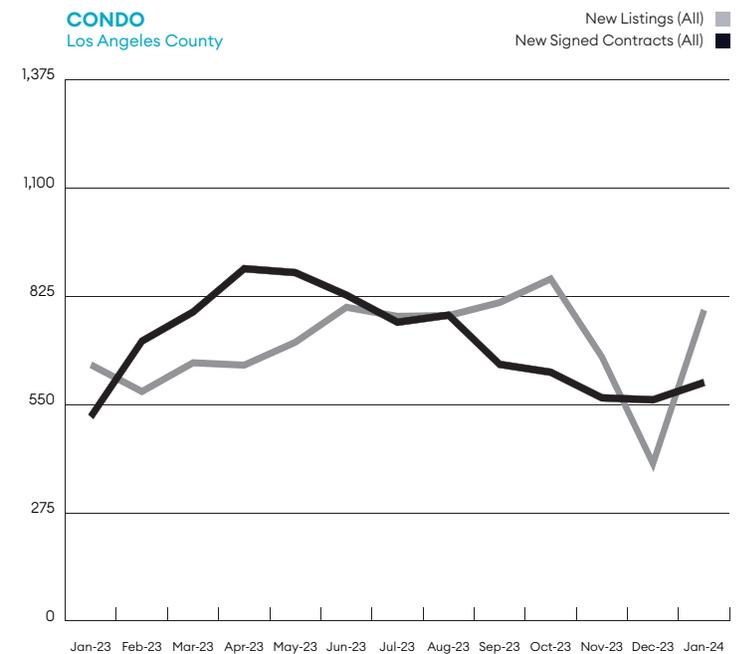
Los Angeles County

"Newly signed contracts for both single families and condos rose year over year during the past three months as new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families and condos above the \$1 million threshold continued to outpace the overall market. Single families above the thresholds saw the most significant yearly gain over two years."

| SINGLE FAMILY MATRIX Los Angeles County | JAN 2024 | JAN 2023 | %Δ (YR) |
|--|--------------|--------------|-------------|
| New Signed Contracts (All) | 1,650 | 1,565 | 5.4% |
| < \$300K | 4 | 7 | -42.9% |
| \$300K - \$499K | 102 | 144 | -29.2% |
| \$500K - \$699K | 286 | 343 | -16.6% |
| \$700K - \$899K | 439 | 416 | 5.5% |
| \$900K - \$999K | 165 | 125 | 32.0% |
| \$1M - \$1.99M | 455 | 379 | 20.1% |
| \$2M - \$4.99M | 175 | 121 | 44.6% |
| ≥ \$5M | 24 | 30 | -20.0% |
| New Listings (All) | 1,932 | 1,826 | 5.8% |
| < \$300K | 4 | 12 | -66.7% |
| \$300K - \$499K | 113 | 109 | 3.7% |
| \$500K - \$699K | 231 | 289 | -20.1% |
| \$700K - \$899K | 337 | 334 | 0.9% |
| \$900K - \$999K | 122 | 129 | -5.4% |
| \$1M - \$1.99M | 521 | 458 | 13.8% |
| \$2M - \$4.99M | 422 | 314 | 34.4% |
| ≥ \$5M | 182 | 181 | 0.6% |



| CONDO MATRIX Los Angeles County | JAN 2024 | JAN 2023 | %Δ (YR) |
|------------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 606 | 519 | 16.8% |
| < \$300K | 9 | 11 | -18.2% |
| \$300K - \$499K | 145 | 143 | 1.4% |
| \$500K - \$599K | 115 | 86 | 33.7% |
| \$600K - \$699K | 92 | 78 | 17.9% |
| \$700K - \$799K | 83 | 54 | 53.7% |
| \$800K - \$999K | 67 | 58 | 15.5% |
| \$1M - \$1.99M | 83 | 74 | 12.2% |
| ≥ \$2M | 12 | 15 | -20.0% |
| New Listings (All) | 790 | 651 | 21.4% |
| < \$300K | 8 | 12 | -33.3% |
| \$300K - \$499K | 113 | 125 | -9.6% |
| \$500K - \$599K | 121 | 94 | 28.7% |
| \$600K - \$699K | 122 | 90 | 35.6% |
| \$700K - \$799K | 108 | 76 | 42.1% |
| \$800K - \$999K | 110 | 82 | 34.1% |
| \$1M - \$1.99M | 161 | 122 | 32.0% |
| ≥ \$2M | 47 | 50 | -6.0% |

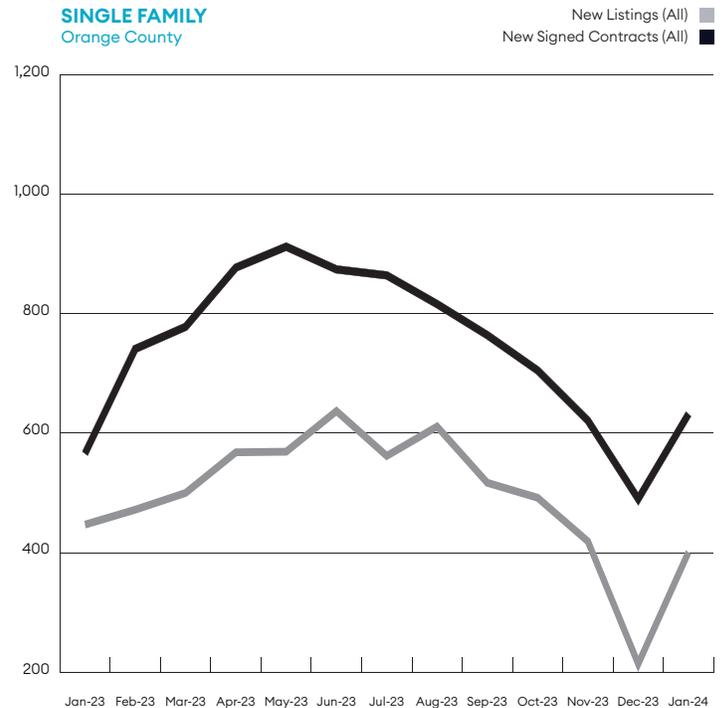


Source: TheMLS/CLAW (Combined Los Angeles Westside)

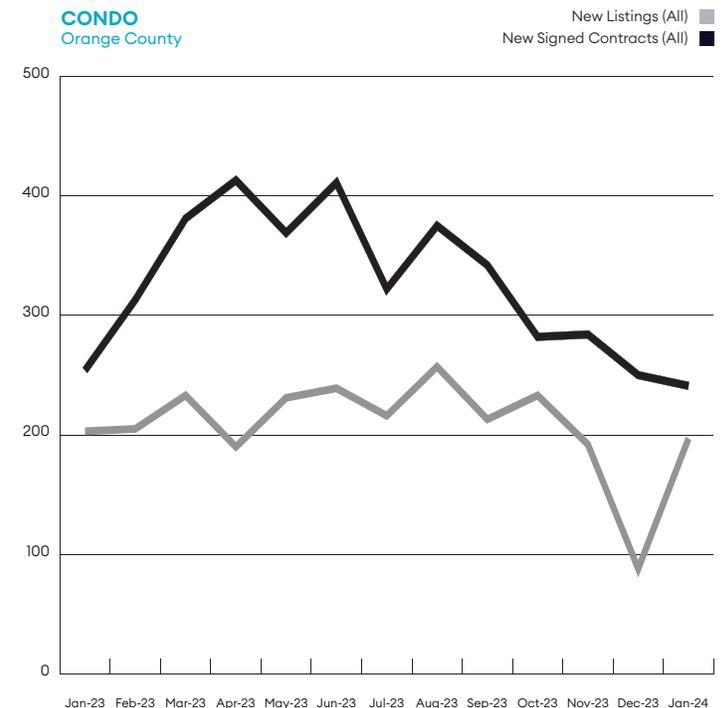
Orange County

"Newly signed contracts for single families expanded year over year for the first time in three months while new listings declined. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families and condos above the \$1 million threshold continued to outpace the overall market. Single families above the thresholds saw the most significant yearly gain in nearly two years."

| SINGLE FAMILY MATRIX Orange County | JAN 2024 | JAN 2023 | %Δ (YR) |
|---------------------------------------|-------------|-------------|---------------|
| New Signed Contracts (All) | 632 | 566 | 11.7% |
| < \$300K | 0 | 0 | |
| \$300K - \$399K | 1 | 0 | |
| \$400K - \$499K | 0 | 0 | |
| \$500K - \$599K | 3 | 3 | 0.0% |
| \$600K - \$799K | 52 | 85 | -38.8% |
| \$800K - \$999K | 153 | 143 | 7.0% |
| \$1M - \$1.99M | 298 | 236 | 26.3% |
| ≥ \$2M | 125 | 99 | 26.3% |
| New Listings (All) | 401 | 447 | -10.3% |
| < \$300K | 0 | 0 | |
| \$300K - \$399K | 0 | 0 | |
| \$400K - \$499K | 1 | 1 | 0.0% |
| \$500K - \$599K | 3 | 0 | |
| \$600K - \$799K | 17 | 36 | -52.8% |
| \$800K - \$999K | 45 | 96 | -53.1% |
| \$1M - \$1.99M | 193 | 205 | -5.9% |
| ≥ \$2M | 142 | 109 | 30.3% |



| CONDO MATRIX Orange County | JAN 2024 | JAN 2023 | %Δ (YR) |
|-----------------------------------|-------------|-------------|--------------|
| New Signed Contracts (All) | 241 | 254 | -5.1% |
| < \$200K | 2 | 3 | -33.3% |
| \$200K - \$299K | 3 | 3 | 0.0% |
| \$300K - \$399K | 9 | 14 | -35.7% |
| \$400K - \$499K | 30 | 38 | -21.1% |
| \$500K - \$599K | 31 | 37 | -16.2% |
| \$600K - \$799K | 75 | 71 | 5.6% |
| \$800K - \$999K | 40 | 34 | 17.6% |
| ≥ \$1M | 51 | 54 | -5.6% |
| New Listings (All) | 197 | 203 | -3.0% |
| < \$200K | 0 | 3 | -100.0% |
| \$200K - \$299K | 2 | 5 | -60.0% |
| \$300K - \$399K | 11 | 6 | 83.3% |
| \$400K - \$499K | 22 | 22 | 0.0% |
| \$500K - \$599K | 29 | 31 | -6.5% |
| \$600K - \$799K | 58 | 54 | 7.4% |
| \$800K - \$999K | 27 | 30 | -10.0% |
| ≥ \$1M | 48 | 52 | -7.7% |

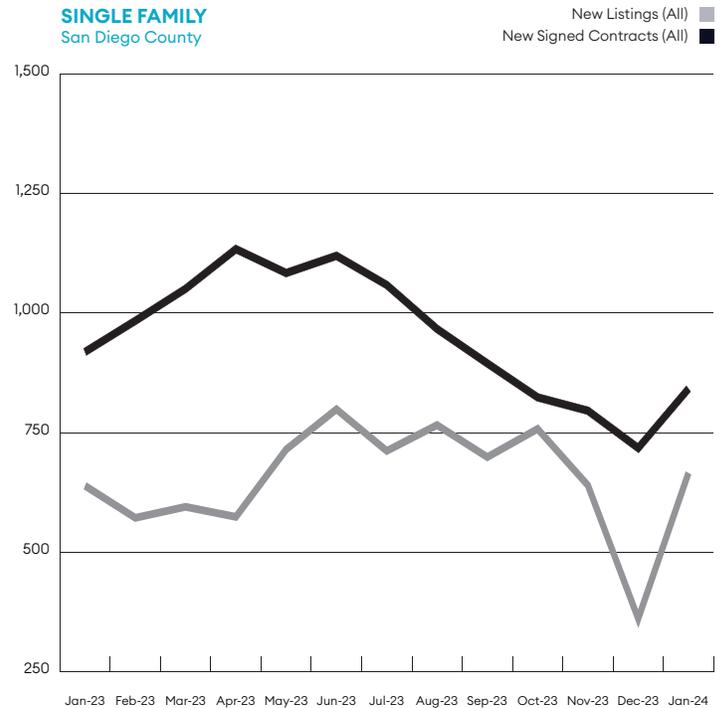


Source: California Regional Multiple Listing Service (CRMLS)

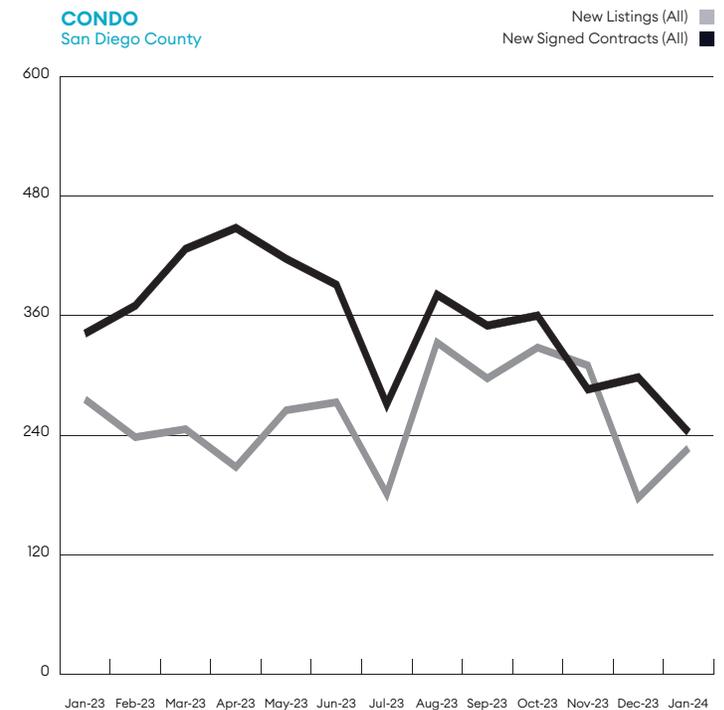
San Diego County

"Single family new signed contracts continued to fall year over year while new listings expanded. The Fed pivot in December set the stage for lower mortgage rates in 2024, which is expected to add more listings and increase demand. Newly signed contract annual gains for single families above the \$1 million threshold increased annually for the fourth consecutive month."

| SINGLE FAMILY MATRIX San Diego County | JAN 2024 | JAN 2023 | %Δ (YR) |
|--|----------|----------|---------|
| New Signed Contracts (All) | 842 | 919 | -8.4% |
| < \$300K | 3 | 3 | 0.0% |
| \$300K - \$399K | 4 | 2 | 100.0% |
| \$400K - \$499K | 15 | 24 | -37.5% |
| \$500K - \$599K | 31 | 41 | -24.4% |
| \$600K - \$799K | 195 | 276 | -29.3% |
| \$800K - \$999K | 202 | 228 | -11.4% |
| \$1M - \$1.99M | 292 | 284 | 2.8% |
| ≥ \$2M | 100 | 61 | 63.9% |
| New Listings (All) | 666 | 639 | 4.2% |
| < \$300K | 1 | 3 | -66.7% |
| \$300K - \$399K | 7 | 4 | 75.0% |
| \$400K - \$499K | 9 | 11 | -18.2% |
| \$500K - \$599K | 18 | 29 | -37.9% |
| \$600K - \$799K | 101 | 143 | -29.4% |
| \$800K - \$999K | 125 | 124 | 0.8% |
| \$1M - \$1.99M | 243 | 216 | 12.5% |
| ≥ \$2M | 162 | 109 | 48.6% |



| CONDO MATRIX San Diego County | JAN 2024 | JAN 2023 | %Δ (YR) |
|-----------------------------------|----------|----------|---------|
| New Signed Contracts (All) | 243 | 342 | -28.9% |
| < \$200K | 1 | 2 | -50.0% |
| \$200K - \$299K | 1 | 6 | -83.3% |
| \$300K - \$399K | 22 | 39 | -43.6% |
| \$400K - \$499K | 45 | 80 | -43.8% |
| \$500K - \$599K | 55 | 82 | -32.9% |
| \$600K - \$799K | 67 | 78 | -14.1% |
| \$800K - \$999K | 22 | 23 | -4.3% |
| ≥ \$1M | 30 | 32 | -6.3% |
| New Listings (All) | 227 | 276 | -17.8% |
| < \$200K | 0 | 0 | |
| \$200K - \$299K | 1 | 3 | -66.7% |
| \$300K - \$399K | 16 | 21 | -23.8% |
| \$400K - \$499K | 39 | 55 | -29.1% |
| \$500K - \$599K | 53 | 46 | 15.2% |
| \$600K - \$799K | 55 | 66 | -16.7% |
| \$800K - \$999K | 15 | 30 | -50.0% |
| ≥ \$1M | 48 | 55 | -12.7% |



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