

Elliman Report

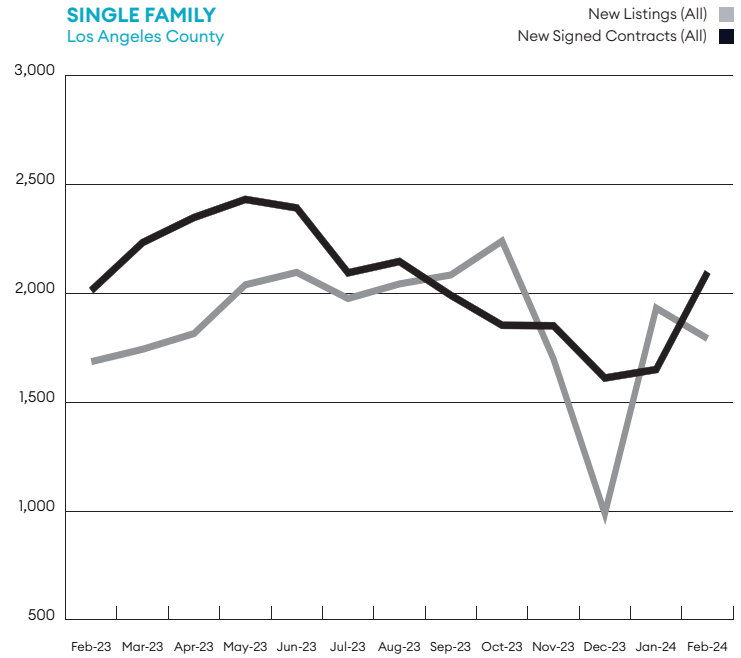
California

February 2024 New Signed Contracts

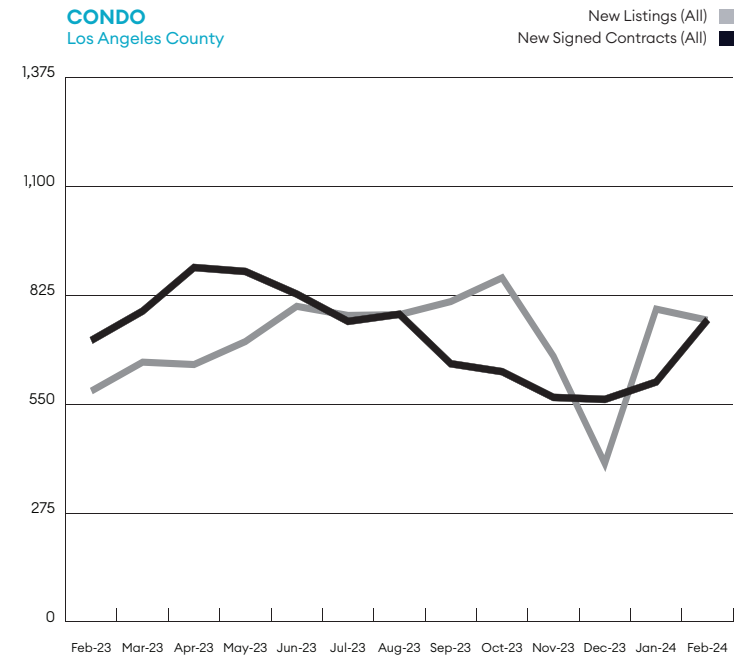
Los Angeles County

"Newly signed contracts for single families and condos rose annually for the fourth time as new listings surged. In particular, newly signed contracts for single families from \$900,000 to \$5 million and condos from \$800,000 to \$2 million continued to show significant gains and were primarily responsible for higher overall activity. The gains in new inventory are expected to spur additional contract signings beyond seasonal expectations in the coming months."

SINGLE FAMILY MATRIX Los Angeles County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	2,097	2,013	4.2%
< \$300K	4	14	-71.4%
\$300K - \$499K	148	167	-11.4%
\$500K - \$699K	361	425	-15.1%
\$700K - \$899K	500	516	-3.1%
\$900K - \$999K	184	155	18.7%
\$1M - \$1.99M	637	480	32.7%
\$2M - \$4.99M	227	199	14.1%
≥ \$5M	36	57	-36.8%
New Listings (All)	1,792	1,686	6.3%
< \$300K	4	8	-50.0%
\$300K - \$499K	92	104	-11.5%
\$500K - \$699K	203	232	-12.5%
\$700K - \$899K	340	308	10.4%
\$900K - \$999K	119	100	19.0%
\$1M - \$1.99M	511	448	14.1%
\$2M - \$4.99M	399	301	32.6%
≥ \$5M	124	185	-33.0%



CONDO MATRIX Los Angeles County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	763	711	7.3%
< \$300K	12	8	50.0%
\$300K - \$499K	151	168	-10.1%
\$500K - \$599K	153	148	3.4%
\$600K - \$699K	126	107	17.8%
\$700K - \$799K	90	77	16.9%
\$800K - \$999K	110	75	46.7%
\$1M - \$1.99M	100	97	3.1%
≥ \$2M	21	31	-32.3%
New Listings (All)	762	583	30.7%
< \$300K	7	12	-41.7%
\$300K - \$499K	117	118	-0.8%
\$500K - \$599K	107	94	13.8%
\$600K - \$699K	113	80	41.3%
\$700K - \$799K	96	53	81.1%
\$800K - \$999K	116	70	65.7%
\$1M - \$1.99M	150	121	24.0%
≥ \$2M	56	35	60.0%

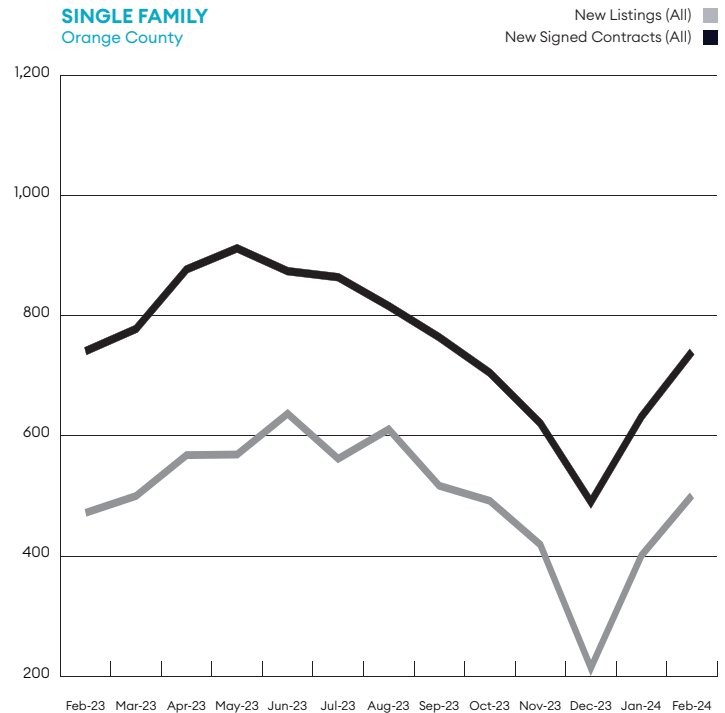


Source: TheMLS/CLAW (Combined Los Angeles Westside)

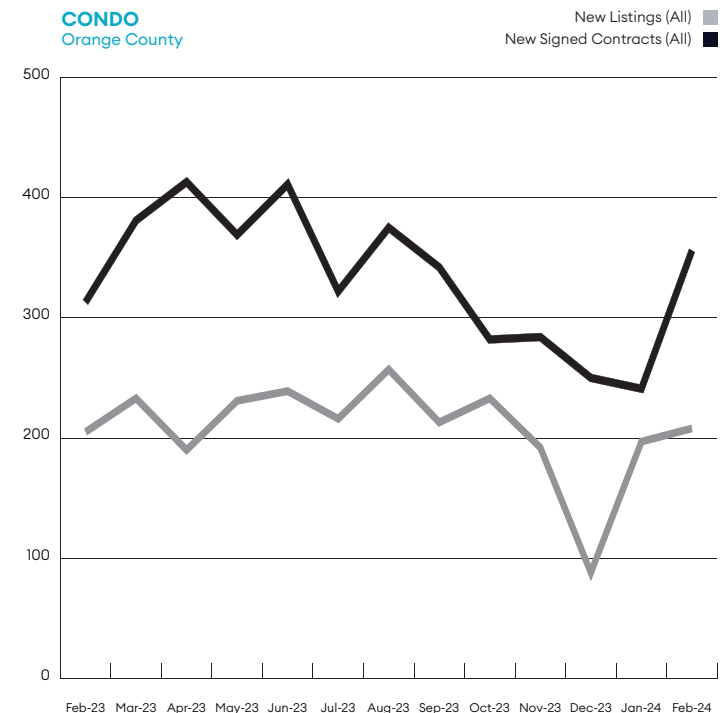
Orange County

"Newly signed contracts for single families showed stability as condos rose annually for the fourth time in five months as new listings increased. In particular, newly signed contracts and new listings for single families and condos above \$1 million surged. The gains in new inventory are expected to spur additional contract signings beyond seasonal expectations in the coming months."

SINGLE FAMILY MATRIX Orange County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	740	741	-0.1%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	0	0	
\$500K - \$599K	4	10	-60.0%
\$600K - \$799K	40	82	-51.2%
\$800K - \$999K	139	182	-23.6%
\$1M - \$1.99M	375	345	8.7%
≥ \$2M	182	122	49.2%
New Listings (All)	501	472	6.1%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	2	-50.0%
\$500K - \$599K	1	5	-80.0%
\$600K - \$799K	21	46	-54.3%
\$800K - \$999K	63	85	-25.9%
\$1M - \$1.99M	230	206	11.7%
≥ \$2M	185	128	44.5%



CONDO MATRIX Orange County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	356	313	13.7%
< \$200K	3	6	-50.0%
\$200K - \$299K	5	6	-16.7%
\$300K - \$399K	12	13	-7.7%
\$400K - \$499K	36	44	-18.2%
\$500K - \$599K	58	52	11.5%
\$600K - \$799K	110	89	23.6%
\$800K - \$999K	44	45	-2.2%
≥ \$1M	88	58	51.7%
New Listings (All)	208	205	1.5%
< \$200K	1	1	0.0%
\$200K - \$299K	1	1	0.0%
\$300K - \$399K	5	17	-70.6%
\$400K - \$499K	24	29	-17.2%
\$500K - \$599K	35	41	-14.6%
\$600K - \$799K	57	53	7.5%
\$800K - \$999K	29	22	31.8%
≥ \$1M	56	41	36.6%

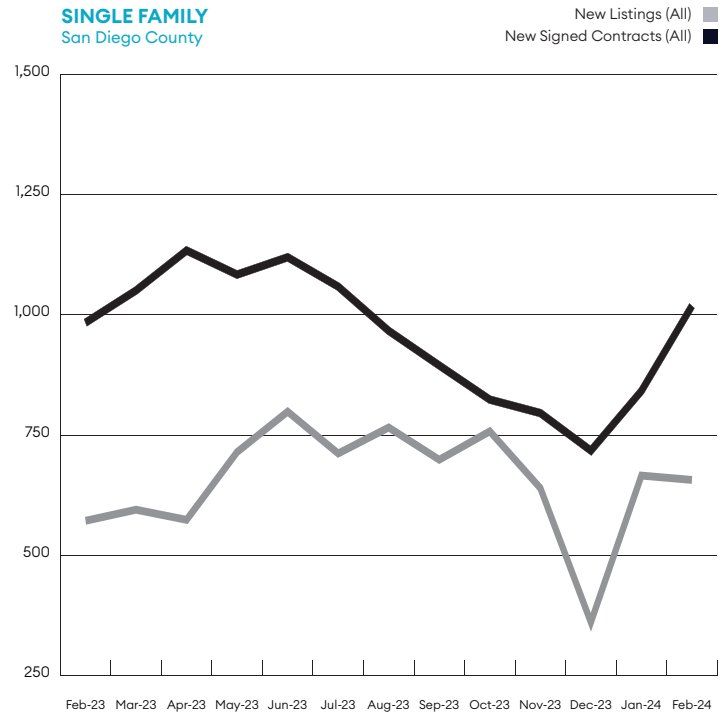


Source: California Regional Multiple Listing Service (CRMLS)

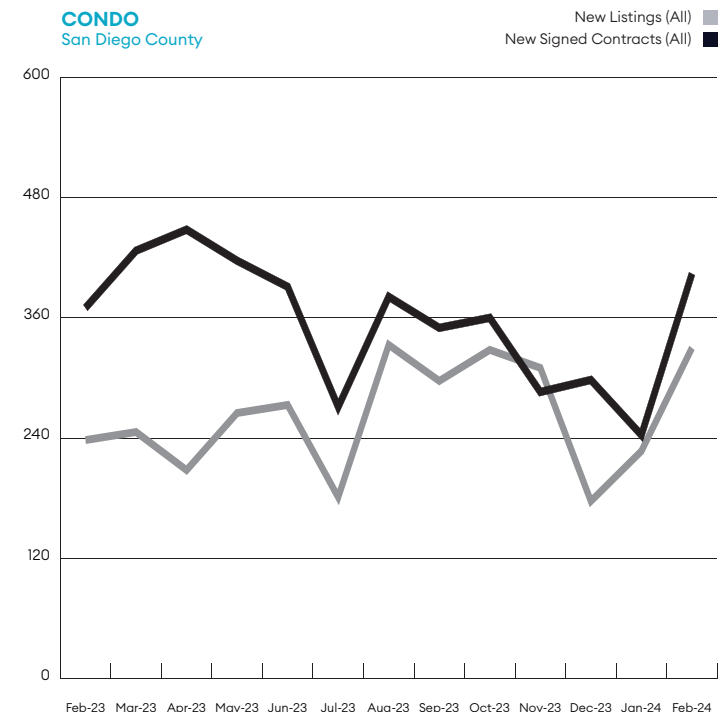
San Diego County

"Newly signed single family contracts showed stability as condos rose annually and new listings jumped. In particular, newly signed contracts and new listings for single families and condos above \$800,000 surged. The gains in new inventory are expected to spur additional contract signings beyond seasonal expectations in the coming months."

SINGLE FAMILY MATRIX San Diego County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	1,019	984	3.6%
< \$300K	6	2	200.0%
\$300K - \$399K	8	6	33.3%
\$400K - \$499K	13	20	-35.0%
\$500K - \$599K	34	54	-37.0%
\$600K - \$799K	226	285	-20.7%
\$800K - \$999K	249	211	18.0%
\$1M - \$1.99M	349	299	16.7%
≥ \$2M	134	107	25.2%
New Listings (All)	657	572	14.9%
< \$300K	2	1	100.0%
\$300K - \$399K	5	4	25.0%
\$400K - \$499K	10	10	0.0%
\$500K - \$599K	13	27	-51.9%
\$600K - \$799K	102	108	-5.6%
\$800K - \$999K	123	122	0.8%
\$1M - \$1.99M	233	173	34.7%
≥ \$2M	169	127	33.1%



CONDO MATRIX San Diego County	FEB 2024	FEB 2023	%Δ (YR)
New Signed Contracts (All)	404	370	9.2%
< \$200K	1	4	-75.0%
\$200K - \$299K	2	2	0.0%
\$300K - \$399K	22	56	-60.7%
\$400K - \$499K	92	88	4.5%
\$500K - \$599K	95	73	30.1%
\$600K - \$799K	99	73	35.6%
\$800K - \$999K	41	31	32.3%
≥ \$1M	52	43	20.9%
New Listings (All)	330	238	38.7%
< \$200K	4	1	300.0%
\$200K - \$299K	4	4	0.0%
\$300K - \$399K	24	21	14.3%
\$400K - \$499K	58	42	38.1%
\$500K - \$599K	65	35	85.7%
\$600K - \$799K	92	69	33.3%
\$800K - \$999K	29	26	11.5%
≥ \$1M	54	40	35.0%



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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