

Elliman Report

California

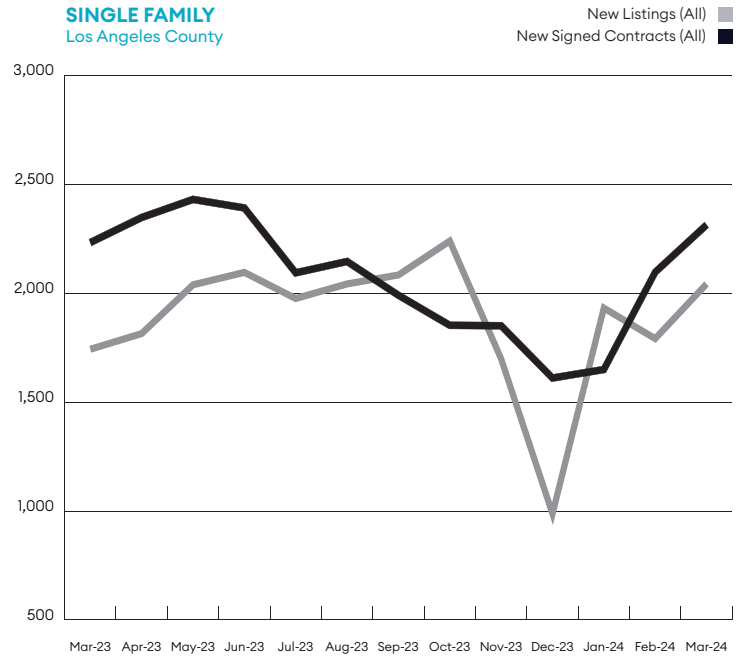
March 2024 New Signed Contracts

Los Angeles County

"Single family and condo new-signed contracts have increased year over year every month since November. Above the \$1 million threshold, newly signed contracts have risen much more significantly over the same period. New inventory growth has pressed higher across the market for the past three months, enabling more sales."

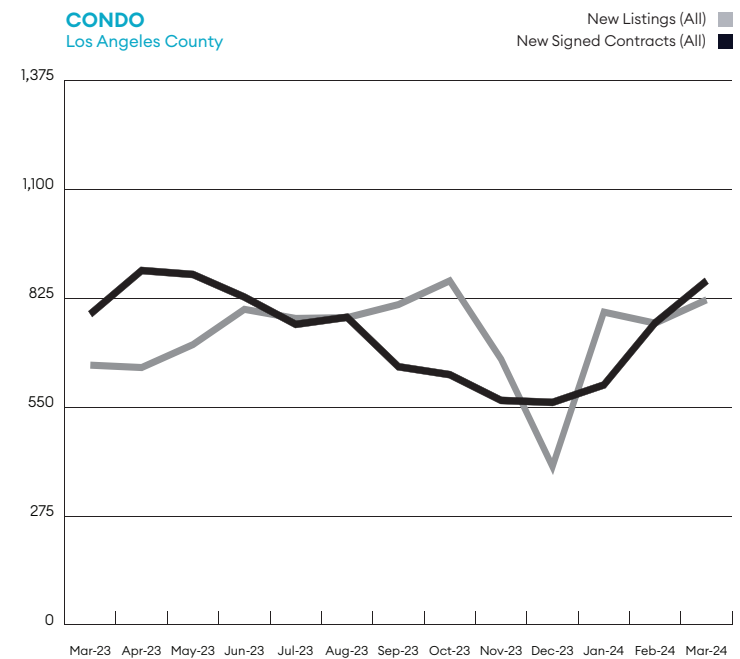
SINGLE FAMILY MATRIX Los Angeles County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	2,314	2,233	3.6%
< \$300K	8	14	-42.9%
\$300K - \$499K	173	207	-16.4%
\$500K - \$699K	357	483	-26.1%
\$700K - \$899K	566	545	3.9%
\$900K - \$999K	195	182	7.1%
\$1M - \$1.99M	676	537	25.9%
\$2M - \$4.99M	294	216	36.1%
≥ \$5M	45	49	-8.2%
New Listings (All)	2,043	1,743	17.2%
< \$300K	6	13	-53.8%
\$300K - \$499K	88	126	-30.2%
\$500K - \$699K	238	252	-5.6%
\$700K - \$899K	342	285	20.0%
\$900K - \$999K	172	128	34.4%
\$1M - \$1.99M	605	464	30.4%
\$2M - \$4.99M	420	348	20.7%
≥ \$5M	172	127	35.4%

SINGLE FAMILY Los Angeles County



CONDO MATRIX Los Angeles County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	869	785	10.7%
< \$300K	11	19	-42.1%
\$300K - \$499K	153	205	-25.4%
\$500K - \$599K	139	144	-3.5%
\$600K - \$699K	145	127	14.2%
\$700K - \$799K	99	78	26.9%
\$800K - \$999K	140	85	64.7%
\$1M - \$1.99M	152	107	42.1%
≥ \$2M	30	20	50.0%
New Listings (All)	821	656	25.2%
< \$300K	6	14	-57.1%
\$300K - \$499K	147	136	8.1%
\$500K - \$599K	118	115	2.6%
\$600K - \$699K	130	74	75.7%
\$700K - \$799K	96	70	37.1%
\$800K - \$999K	129	78	65.4%
\$1M - \$1.99M	149	129	15.5%
≥ \$2M	46	40	15.0%

CONDO Los Angeles County

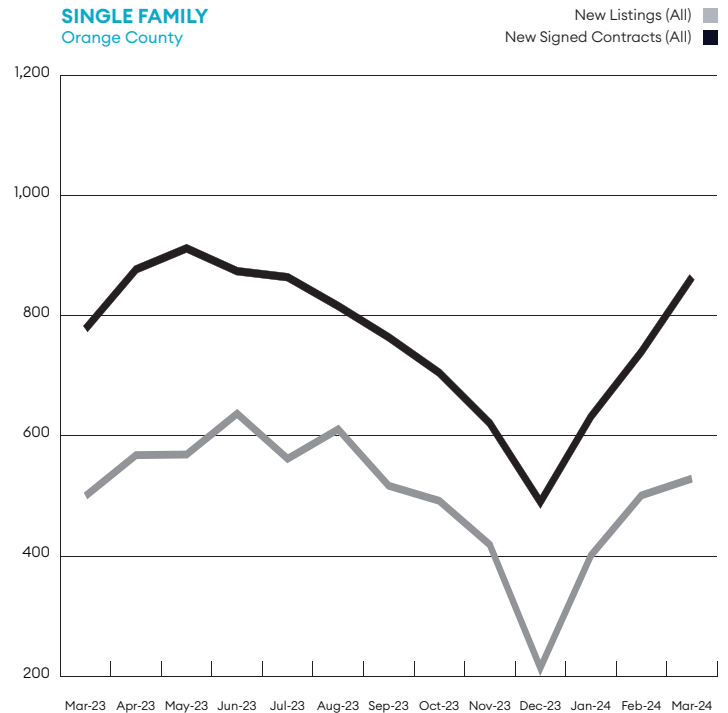


Source: TheMLS/CLAW (Combined Los Angeles Westside)

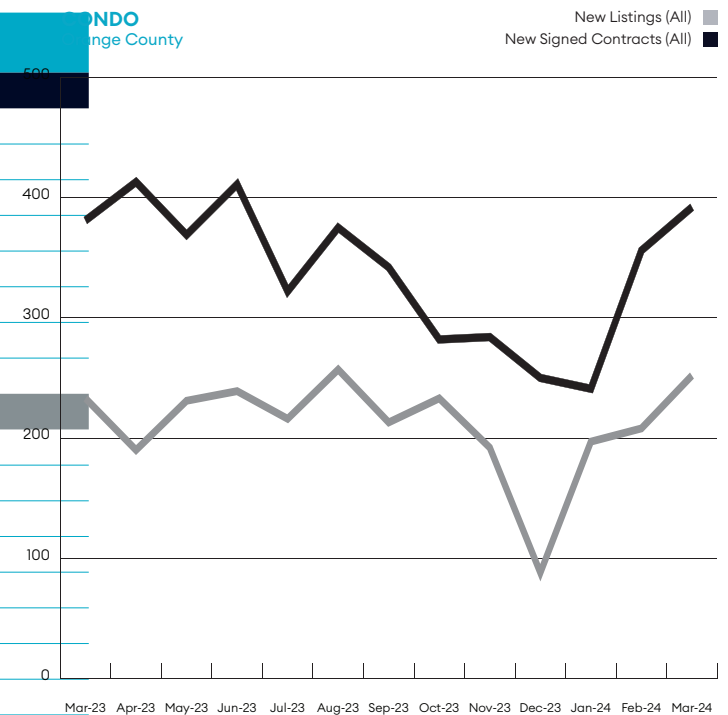
Orange County

"Single family and condo new-signed contracts have increased year over year every month since January. Above the \$1 million threshold, newly signed contracts have risen much more significantly over the same period and have been pressing higher since September. New inventory growth has pressed higher across the market for the past two months, enabling more sales."

SINGLE FAMILY MATRIX Orange County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	864	778	11.1%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	1	0.0%
\$500K - \$599K	3	10	-70.0%
\$600K - \$799K	41	106	-61.3%
\$800K - \$999K	134	196	-31.6%
\$1M - \$1.99M	468	343	36.4%
≥ \$2M	217	122	77.9%
New Listings (All)	529	500	5.8%
< \$300K	0	0	
\$300K - \$399K	1	0	
\$400K - \$499K	0	0	
\$500K - \$599K	0	6	-100.0%
\$600K - \$799K	19	39	-51.3%
\$800K - \$999K	68	93	-26.9%
\$1M - \$1.99M	240	223	7.6%
≥ \$2M	201	139	44.6%



CONDO MATRIX Orange County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	392	381	2.9%
< \$200K	2	3	-33.3%
\$200K - \$299K	4	5	-20.0%
\$300K - \$399K	15	22	-31.8%
\$400K - \$499K	45	53	-15.1%
\$500K - \$599K	76	81	-6.2%
\$600K - \$799K	91	104	-12.5%
\$800K - \$999K	62	44	40.9%
≥ \$1M	97	69	40.6%
New Listings (All)	252	233	8.2%
< \$200K	0	3	-100.0%
\$200K - \$299K	1	1	0.0%
\$300K - \$399K	13	4	225.0%
\$400K - \$499K	26	37	-29.7%
\$500K - \$599K	38	48	-20.8%
\$600K - \$799K	57	51	11.8%
\$800K - \$999K	43	35	22.9%
≥ \$1M	74	54	37.0%

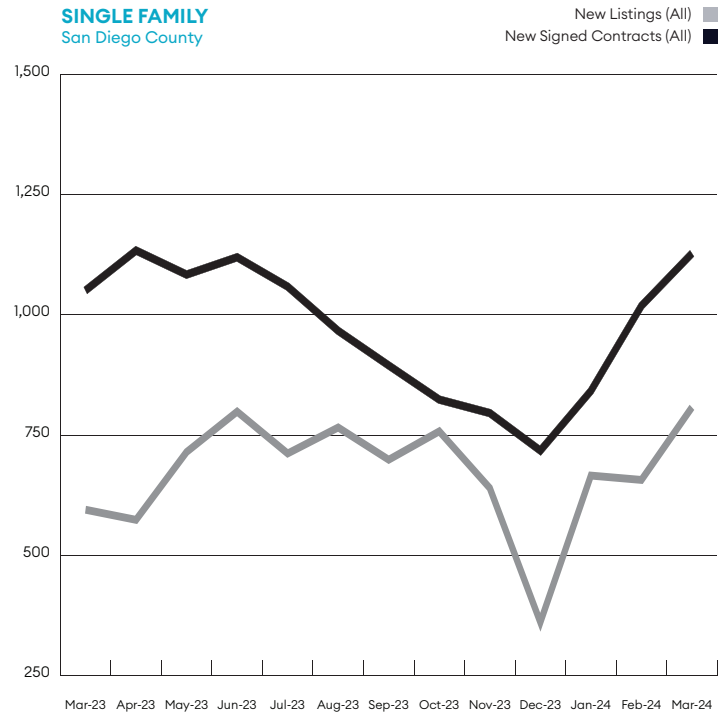


Source: California Regional Multiple Listing Service (CRMLS)

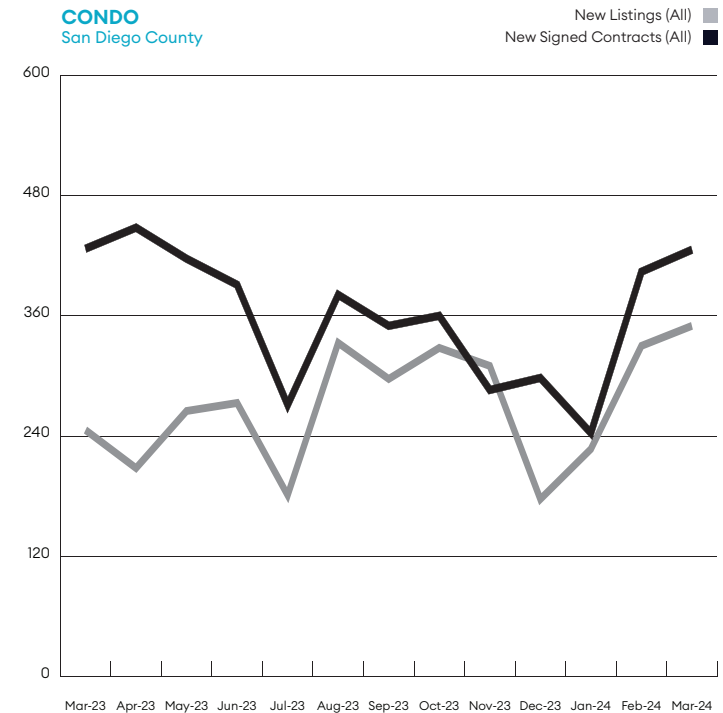
San Diego County

"For the past two months, the number of new-signed contracts for single-family and condos has increased year over year. Above the \$1 million threshold, newly signed contracts have risen much more significantly over the same period and have been pressing higher since October. New inventory growth has pressed higher across the market for the past two months, enabling more sales."

SINGLE FAMILY MATRIX San Diego County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	1,128	1,051	7.3%
< \$300K	1	2	-50.0%
\$300K - \$399K	6	6	0.0%
\$400K - \$499K	13	26	-50.0%
\$500K - \$599K	36	47	-23.4%
\$600K - \$799K	225	280	-19.6%
\$800K - \$999K	280	268	4.5%
\$1M - \$1.99M	405	311	30.2%
≥ \$2M	162	111	45.9%
New Listings (All)	808	595	35.8%
< \$300K	0	2	-100.0%
\$300K - \$399K	6	7	-14.3%
\$400K - \$499K	11	11	0.0%
\$500K - \$599K	25	19	31.6%
\$600K - \$799K	115	112	2.7%
\$800K - \$999K	163	122	33.6%
\$1M - \$1.99M	295	192	53.6%
≥ \$2M	193	130	48.5%



CONDO MATRIX San Diego County	MAR 2024	MAR 2023	%Δ (YR)
New Signed Contracts (All)	426	427	-0.2%
< \$200K	3	3	0.0%
\$200K - \$299K	3	4	-25.0%
\$300K - \$399K	28	44	-36.4%
\$400K - \$499K	79	116	-31.9%
\$500K - \$599K	86	82	4.9%
\$600K - \$799K	117	110	6.4%
\$800K - \$999K	52	39	33.3%
≥ \$1M	58	29	100.0%
New Listings (All)	350	246	42.3%
< \$200K	0	3	-100.0%
\$200K - \$299K	2	3	-33.3%
\$300K - \$399K	29	23	26.1%
\$400K - \$499K	70	47	48.9%
\$500K - \$599K	61	48	27.1%
\$600K - \$799K	86	54	59.3%
\$800K - \$999K	44	23	91.3%
≥ \$1M	58	45	28.9%



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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