

Elliman Report

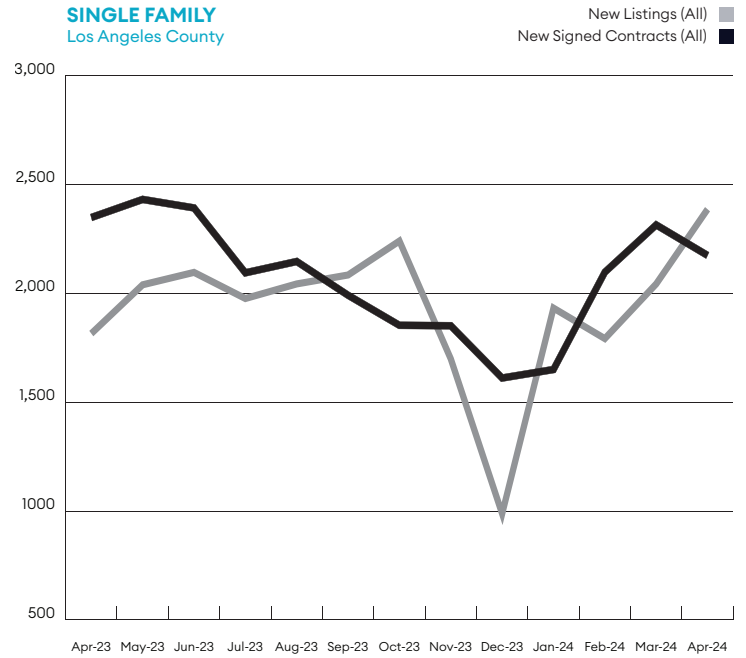
California

April 2024 New Signed Contracts

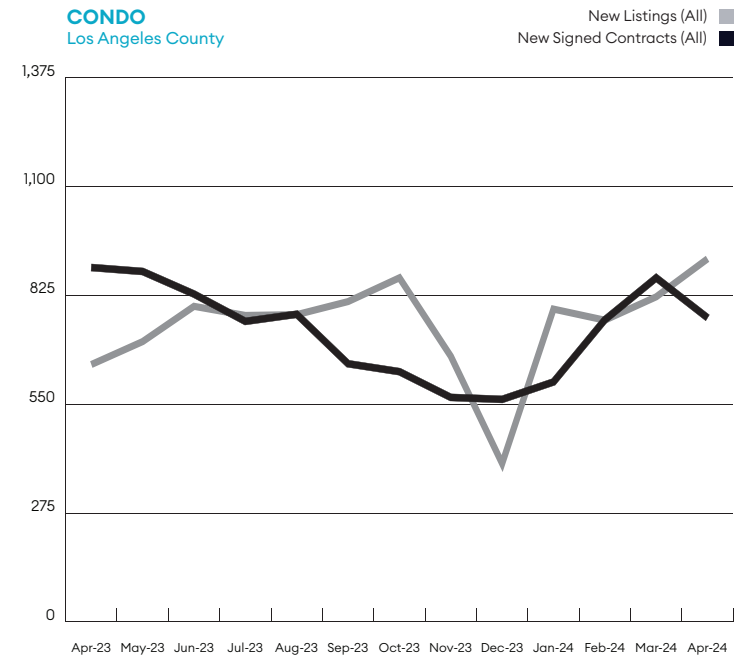
Los Angeles County

"The total number of newly signed contracts for single families and condos declined annually for the first time since September. Above the \$1 million threshold, newly signed contracts rose year over year for the seventh time. New inventory growth has expanded for the past four months, providing the potential to enable more sales and a check on price growth in the future."

SINGLE FAMILY MATRIX Los Angeles County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	2,174	2,348	-7.4%
< \$300K	7	9	-22.2%
\$300K - \$499K	134	218	-38.5%
\$500K - \$699K	347	481	-27.9%
\$700K - \$899K	544	591	-8.0%
\$900K - \$999K	197	168	17.3%
\$1M - \$1.99M	631	611	3.3%
\$2M - \$4.99M	268	244	9.8%
≥ \$5M	46	26	76.9%
New Listings (All)	2,386	1,815	31.5%
< \$300K	2	6	-66.7%
\$300K - \$499K	102	98	4.1%
\$500K - \$699K	249	247	0.8%
\$700K - \$899K	405	313	29.4%
\$900K - \$999K	166	123	35.0%
\$1M - \$1.99M	780	529	47.4%
\$2M - \$4.99M	494	370	33.5%
≥ \$5M	188	129	45.7%



CONDO MATRIX Los Angeles County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	768	895	-14.2%
< \$300K	9	20	-55.0%
\$300K - \$499K	141	211	-33.2%
\$500K - \$599K	139	173	-19.7%
\$600K - \$699K	135	127	6.3%
\$700K - \$799K	96	114	-15.8%
\$800K - \$999K	104	102	2.0%
\$1M - \$1.99M	124	126	-1.6%
≥ \$2M	20	22	-9.1%
New Listings (All)	917	650	41.1%
< \$300K	12	9	33.3%
\$300K - \$499K	154	121	27.3%
\$500K - \$599K	116	88	31.8%
\$600K - \$699K	133	84	58.3%
\$700K - \$799K	113	81	39.5%
\$800K - \$999K	149	88	69.3%
\$1M - \$1.99M	190	131	45.0%
≥ \$2M	50	48	4.2%

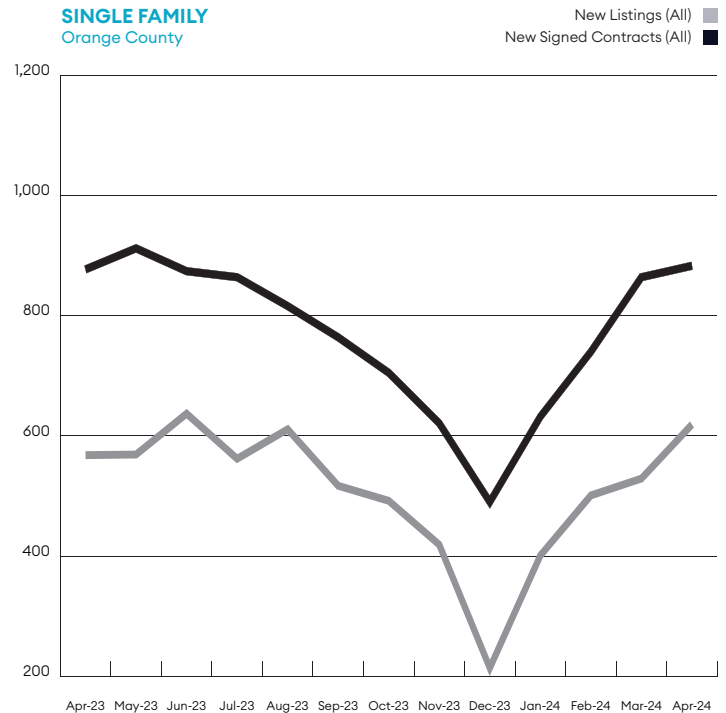


Source: TheMLS/CLAW (Combined Los Angeles Westside)

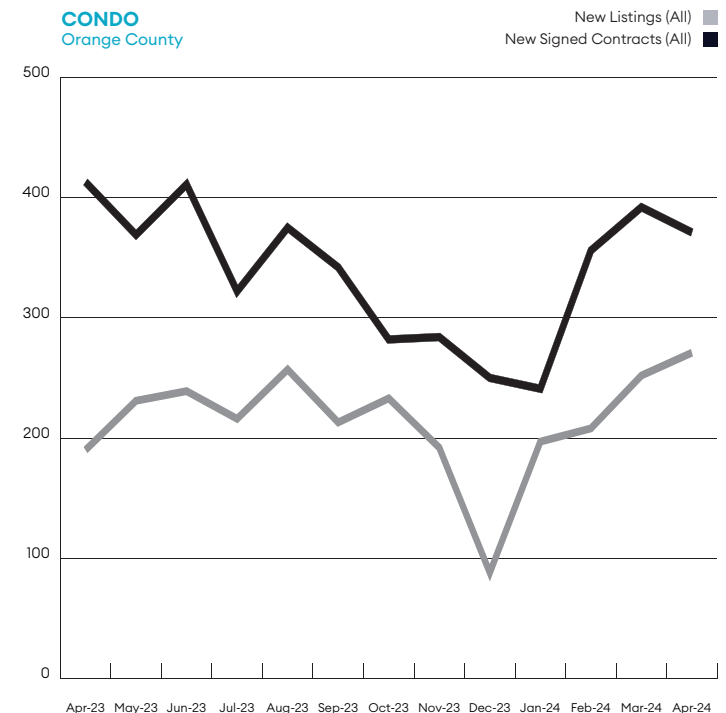
Orange County

"The total number of newly signed contracts for single families and condos declined annually for the first time since December. Above the \$1 million threshold, newly signed contracts rose year over year for the ninth time. New inventory growth has expanded for the past three months, providing the potential to enable more sales and a check on price growth in the future."

SINGLE FAMILY MATRIX Orange County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	883	877	0.7%
< \$300K	0	0	
\$300K - \$399K	0	0	
\$400K - \$499K	1	0	
\$500K - \$599K	3	8	-62.5%
\$600K - \$799K	47	87	-46.0%
\$800K - \$999K	157	197	-20.3%
\$1M - \$1.99M	481	427	12.6%
≥ \$2M	194	158	22.8%
New Listings (All)	619	568	9.0%
< \$300K	0	0	
\$300K - \$399K	0	1	-100.0%
\$400K - \$499K	1	1	0.0%
\$500K - \$599K	2	3	-33.3%
\$600K - \$799K	16	30	-46.7%
\$800K - \$999K	86	95	-9.5%
\$1M - \$1.99M	303	253	19.8%
≥ \$2M	211	185	14.1%



CONDO MATRIX Orange County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	371	413	-10.2%
< \$200K	4	6	-33.3%
\$200K - \$299K	5	4	25.0%
\$300K - \$399K	12	21	-42.9%
\$400K - \$499K	46	60	-23.3%
\$500K - \$599K	56	91	-38.5%
\$600K - \$799K	95	111	-14.4%
\$800K - \$999K	63	44	43.2%
≥ \$1M	90	76	18.4%
New Listings (All)	271	190	42.6%
< \$200K	2	1	100.0%
\$200K - \$299K	8	1	700.0%
\$300K - \$399K	13	9	44.4%
\$400K - \$499K	32	25	28.0%
\$500K - \$599K	33	21	57.1%
\$600K - \$799K	56	59	-5.1%
\$800K - \$999K	27	22	22.7%
≥ \$1M	100	52	92.3%

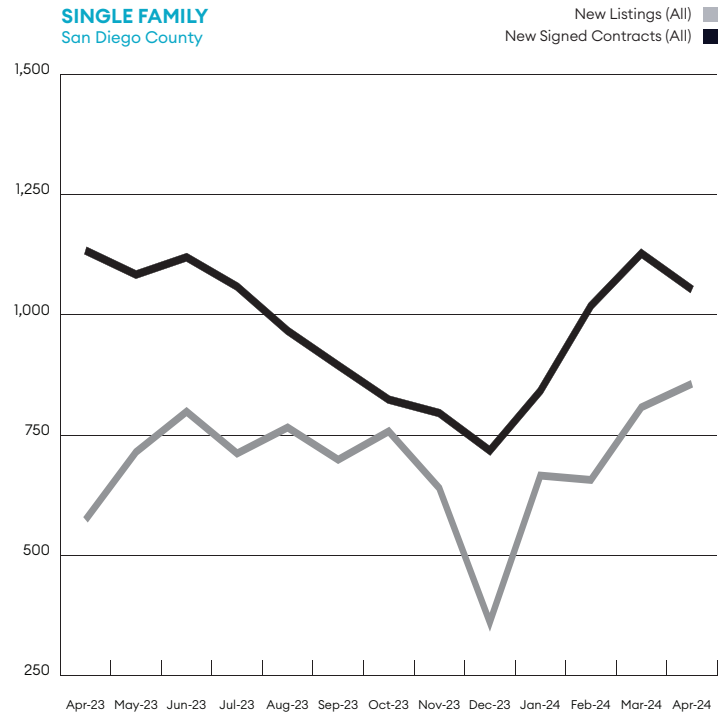


Source: California Regional Multiple Listing Service (CRMLS)

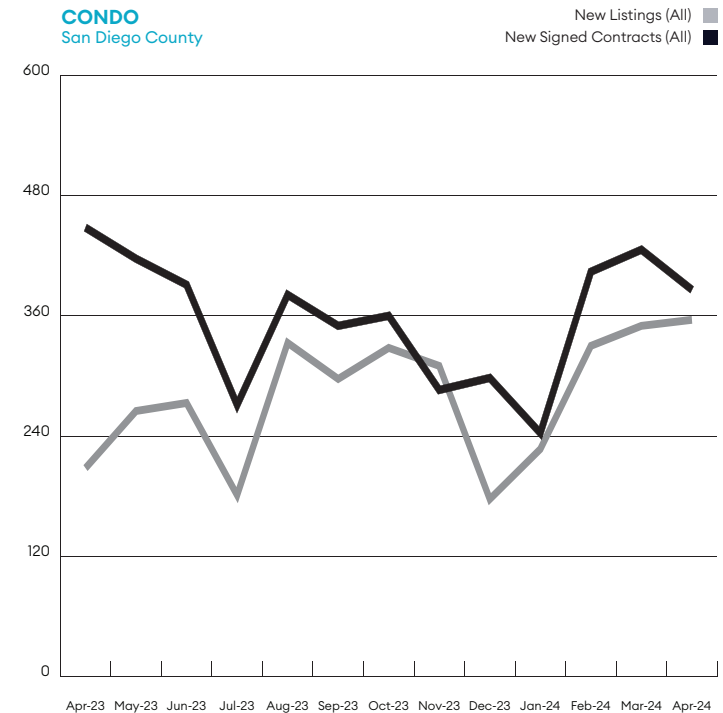
San Diego County

"The number of newly signed contracts for single families and condos declined annually for the first time since January. Above the \$1 million threshold, newly signed contracts rose year over year for the seventh time. New inventory growth has expanded for the past three months, providing the potential to enable more sales and a check on price growth in the future."

SINGLE FAMILY MATRIX San Diego County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	1,053	1,134	-7.1%
< \$300K	1	5	-80.0%
\$300K - \$399K	9	7	28.6%
\$400K - \$499K	9	27	-66.7%
\$500K - \$599K	31	47	-34.0%
\$600K - \$799K	201	309	-35.0%
\$800K - \$999K	282	271	4.1%
\$1M - \$1.99M	376	341	10.3%
≥ \$2M	144	127	13.4%
New Listings (All)	857	574	49.3%
< \$300K	5	3	66.7%
\$300K - \$399K	4	5	-20.0%
\$400K - \$499K	6	6	0.0%
\$500K - \$599K	13	24	-45.8%
\$600K - \$799K	100	82	22.0%
\$800K - \$999K	160	118	35.6%
\$1M - \$1.99M	377	184	104.9%
≥ \$2M	192	152	26.3%



CONDO MATRIX San Diego County	APR 2024	APR 2023	%Δ (YR)
New Signed Contracts (All)	386	448	-13.8%
< \$200K	3	1	200.0%
\$200K - \$299K	2	8	-75.0%
\$300K - \$399K	27	46	-41.3%
\$400K - \$499K	84	100	-16.0%
\$500K - \$599K	72	96	-25.0%
\$600K - \$799K	109	106	2.8%
\$800K - \$999K	42	40	5.0%
≥ \$1M	47	51	-7.8%
New Listings (All)	356	208	71.2%
< \$200K	0	4	-100.0%
\$200K - \$299K	2	0	
\$300K - \$399K	25	16	56.3%
\$400K - \$499K	51	30	70.0%
\$500K - \$599K	62	29	113.8%
\$600K - \$799K	100	52	92.3%
\$800K - \$999K	40	20	100.0%
≥ \$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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