

Elliman Report

California

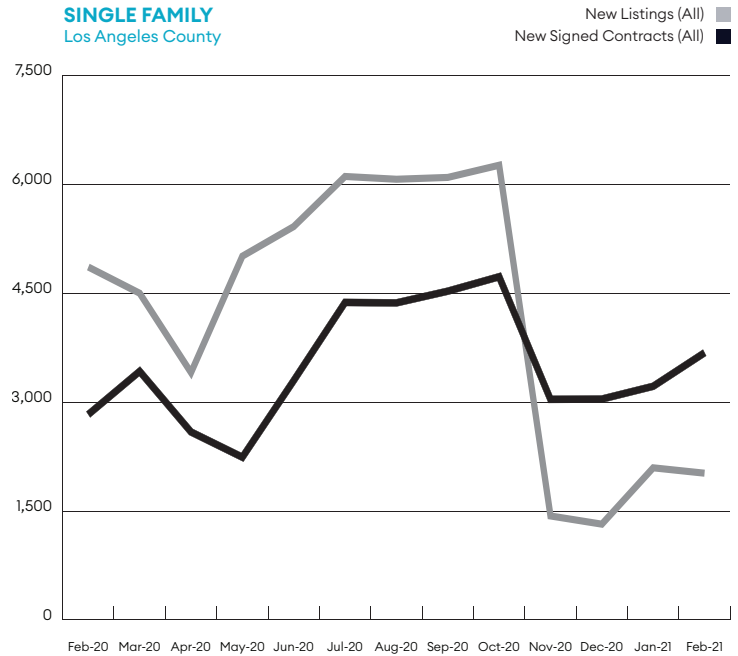
February 2021 New Signed Contracts

Los Angeles County

"The new year has seen two straight months with year over year gains in the combination of single family and condo new signed contracts. The month of February saw the largest annual increase in new signed contracts since this report series began last April. New inventory has fallen year over year by half over the last four months, keeping the pressure up on the market."

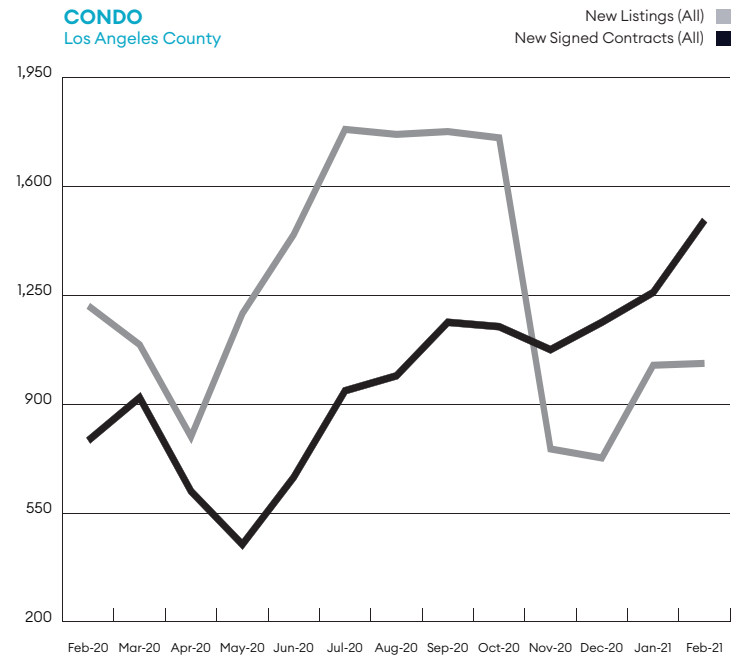
SINGLE FAMILY MATRIX Los Angeles County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	3,681	2,831	30.0%
< \$300K	45	94	-52.1%
\$300K - \$499K	375	451	-16.9%
\$500K - \$699K	969	909	6.6%
\$700K - \$899K	780	506	54.2%
\$900K - \$999K	249	135	84.4%
\$1M - \$1.99M	812	511	58.9%
\$2M - \$4.99M	396	190	108.4%
≥ \$5M	55	35	57.1%
New Listings (All)	2,022	4,862	-58.4%
< \$300K	24	139	-82.7%
\$300K - \$499K	120	563	-78.7%
\$500K - \$699K	337	1,256	-73.2%
\$700K - \$899K	356	849	-58.1%
\$900K - \$999K	119	236	-49.6%
\$1M - \$1.99M	517	995	-48.0%
\$2M - \$4.99M	377	625	-39.7%
≥ \$5M	172	199	-13.6%

SINGLE FAMILY Los Angeles County



CONDO MATRIX Los Angeles County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	1,491	783	90.4%
< \$300K	61	70	-12.9%
\$300K - \$499K	494	317	55.8%
\$500K - \$599K	288	123	134.1%
\$600K - \$699K	189	81	133.3%
\$700K - \$799K	133	49	171.4%
\$800K - \$999K	141	68	107.4%
\$1M - \$1.99M	160	66	142.4%
≥ \$2M	25	9	177.8%
New Listings (All)	1,031	1,216	-15.2%
< \$300K	31	84	-63.1%
\$300K - \$499K	249	452	-44.9%
\$500K - \$599K	151	173	-12.7%
\$600K - \$699K	132	136	-2.9%
\$700K - \$799K	116	77	50.6%
\$800K - \$999K	121	105	15.2%
\$1M - \$1.99M	177	138	28.3%
≥ \$2M	54	51	5.9%

CONDO Los Angeles County

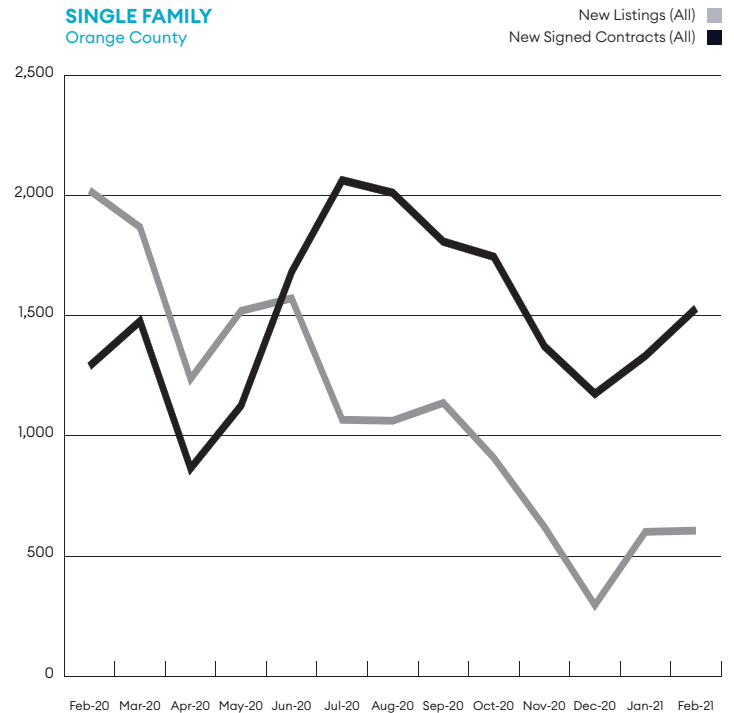


Source: TheMLS/CLAW (Combined Los Angeles Westside)

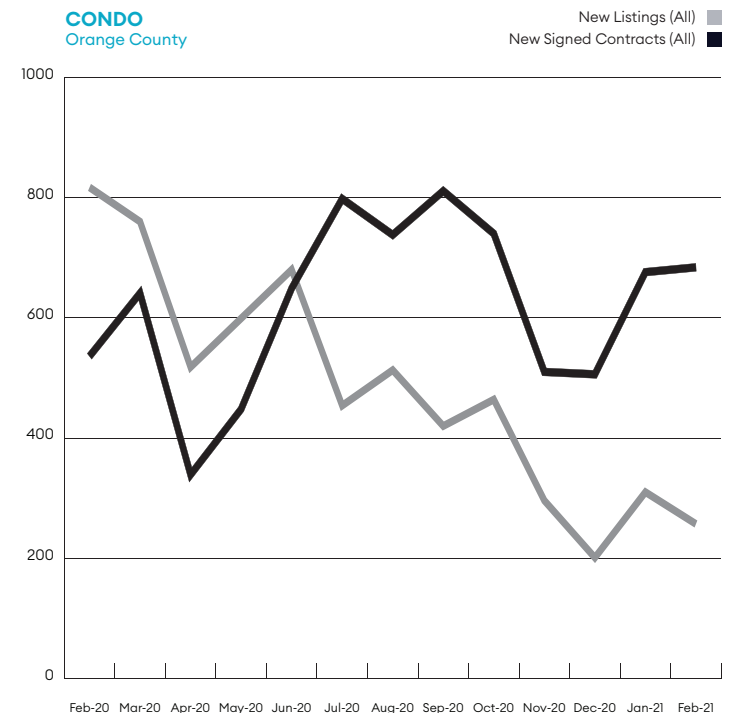
Orange County

"New inventory for single family and condos combined fell year over year by the largest amount since April when tracking began. The new year has seen two straight months with year over year gains in the combination of single family and condo new signed contracts. The month of February saw the second-largest annual increase in new signed contracts since this report series began last April, with January seeing a slightly larger gain."

SINGLE FAMILY MATRIX Orange County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	1,530	1,290	18.6%
< \$300K	1	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	15	22	-31.8%
\$500K - \$599K	50	92	-45.7%
\$600K - \$799K	359	397	-9.6%
\$800K - \$999K	389	302	28.8%
\$1M - \$1.99M	496	362	37.0%
≥ \$2M	220	113	94.7%
New Listings (All)	606	2,021	-70.0%
< \$300K	0	0	
\$300K - \$399K	0	2	-100.0%
\$400K - \$499K	3	24	-87.5%
\$500K - \$599K	10	96	-89.6%
\$600K - \$799K	113	539	-79.0%
\$800K - \$999K	132	462	-71.4%
\$1M - \$1.99M	211	659	-68.0%
≥ \$2M	137	239	-42.7%



CONDO MATRIX Orange County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	684	536	27.6%
< \$200K	3	4	-25.0%
\$200K - \$299K	31	32	-3.1%
\$300K - \$399K	108	89	21.3%
\$400K - \$499K	160	115	39.1%
\$500K - \$599K	90	109	-17.4%
\$600K - \$799K	162	102	58.8%
\$800K - \$999K	68	58	17.2%
≥ \$1M	62	27	129.6%
New Listings (All)	257	817	-68.5%
< \$200K	4	10	-60.0%
\$200K - \$299K	14	36	-61.1%
\$300K - \$399K	31	130	-76.2%
\$400K - \$499K	48	172	-72.1%
\$500K - \$599K	46	152	-69.7%
\$600K - \$799K	43	174	-75.3%
\$800K - \$999K	30	64	-53.1%
≥ \$1M	41	79	-48.1%

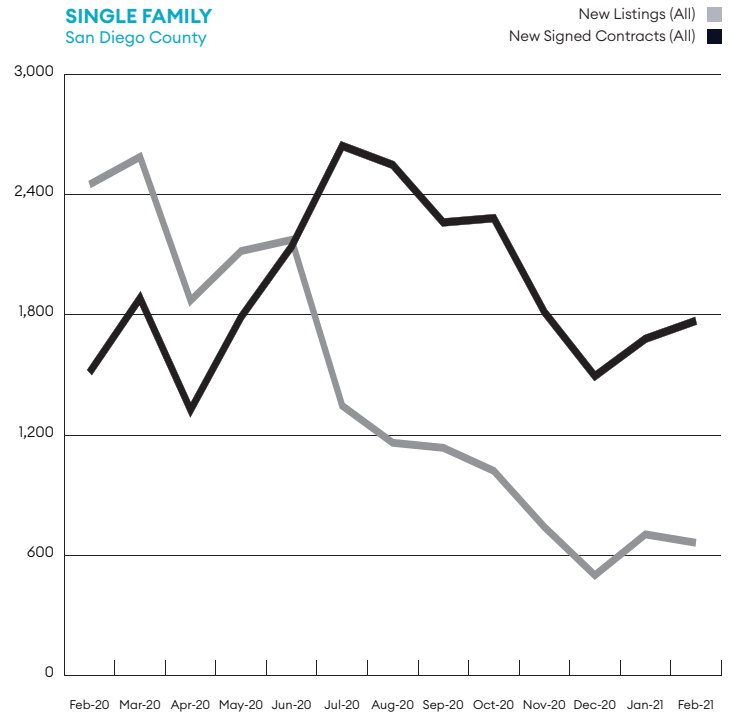


Source: California Regional Multiple Listing Service (CRMLS)

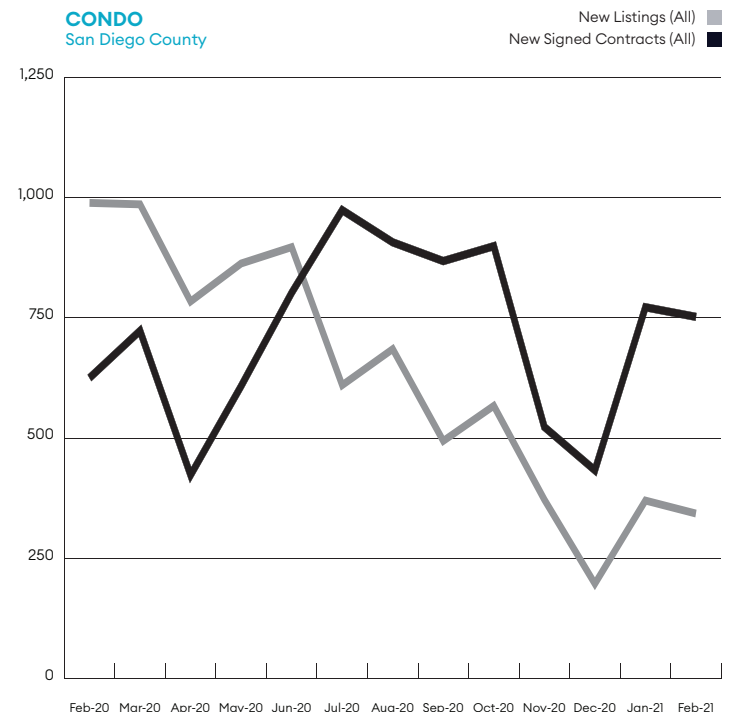
San Diego County

"The new year has seen two straight months with year over year gains in the combination of single family and condo new signed contracts. New inventory for single family and condos combined fell year over year by the largest amount since May when tracking began, keeping the pressure up on the market."

SINGLE FAMILY MATRIX San Diego County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	1,771	1,513	17.1%
< \$300K	14	14	0.0%
\$300K - \$399K	13	42	-69.0%
\$400K - \$499K	83	157	-47.1%
\$500K - \$599K	287	330	-13.0%
\$600K - \$799K	592	465	27.3%
\$800K - \$999K	301	212	42.0%
\$1M - \$1.99M	343	232	47.8%
≥ \$2M	138	61	126.2%
New Listings (All)	663	2,451	-72.9%
< \$300K	2	27	-92.6%
\$300K - \$399K	5	65	-92.3%
\$400K - \$499K	31	192	-83.9%
\$500K - \$599K	79	468	-83.1%
\$600K - \$799K	195	713	-72.7%
\$800K - \$999K	97	330	-70.6%
\$1M - \$1.99M	155	448	-65.4%
≥ \$2M	99	208	-52.4%



CONDO MATRIX San Diego County	FEB 2021	FEB 2020	%Δ (YR)
New Signed Contracts (All)	752	625	20.3%
< \$200K	5	11	-54.5%
\$200K - \$299K	83	89	-6.7%
\$300K - \$399K	197	187	5.3%
\$400K - \$499K	183	135	35.6%
\$500K - \$599K	102	87	17.2%
\$600K - \$799K	99	63	57.1%
\$800K - \$999K	31	28	10.7%
≥ \$1M	52	25	108.0%
New Listings (All)	343	989	-65.3%
< \$200K	4	15	-73.3%
\$200K - \$299K	27	130	-79.2%
\$300K - \$399K	72	252	-71.4%
\$400K - \$499K	57	194	-70.6%
\$500K - \$599K	41	119	-65.5%
\$600K - \$799K	56	112	-50.0%
\$800K - \$999K	27	56	-51.8%
≥ \$1M	59	111	-46.8%



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