

Elliman Report

California

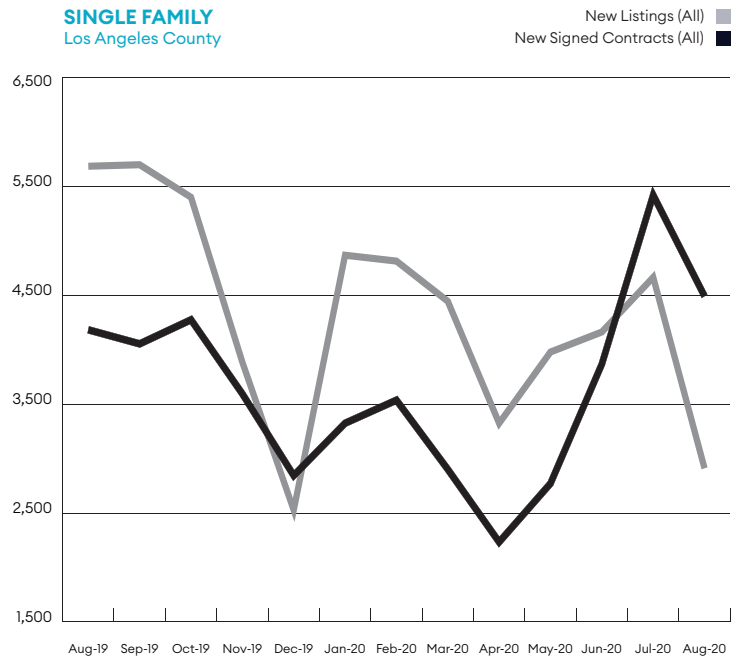
August 2020 New Signed Contracts

Los Angeles County

"New signed contract activity for single family and condos remained higher than year-ago levels but showed signs of peaking. Much of the gains in single family new signed contract levels were seen above the \$600,000 threshold."

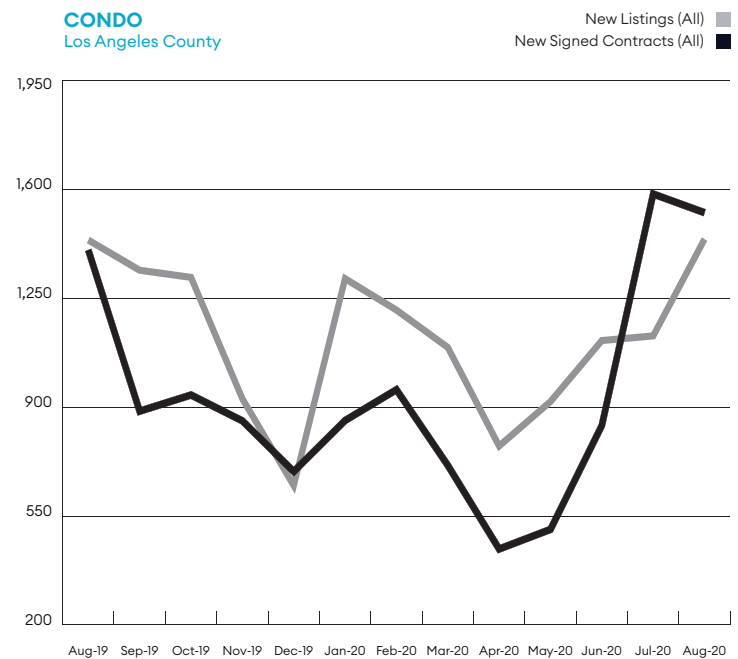
SINGLE FAMILY MATRIX Los Angeles County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	4,492	4,183	7.4%
< \$300K	72	175	-58.9%
\$300K - \$399K	199	226	-11.9%
\$400K - \$499K	356	473	-24.7%
\$500K - \$599K	653	712	-8.3%
\$600K - \$799K	1,177	1,014	16.1%
\$800K - \$999K	603	538	12.1%
\$1M - \$1.99M	967	723	33.7%
≥ \$2M	465	322	44.4%
New Listings (All)	2,911	5,685	-48.8%
< \$300K	32	217	-85.3%
\$300K - \$399K	64	324	-80.2%
\$400K - \$499K	146	576	-74.7%
\$500K - \$599K	223	861	-74.1%
\$600K - \$799K	517	1,363	-62.1%
\$800K - \$999K	353	681	-48.2%
\$1M - \$1.99M	857	1,017	-15.7%
≥ \$2M	719	646	11.3%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	1,525	1,405	8.5%
< \$200K	6	12	-50.0%
\$200K - \$299K	72	86	-16.3%
\$300K - \$399K	254	290	-12.4%
\$400K - \$499K	356	294	21.1%
\$500K - \$599K	289	212	36.3%
\$600K - \$799K	294	224	31.3%
\$800K - \$999K	96	137	-29.9%
≥ \$1M	158	150	5.3%
New Listings (All)	1,440	1,437	0.2%
< \$200K	3	14	-78.6%
\$200K - \$299K	44	99	-55.6%
\$300K - \$399K	138	303	-54.5%
\$400K - \$499K	220	247	-10.9%
\$500K - \$599K	214	200	7.0%
\$600K - \$799K	335	233	43.8%
\$800K - \$999K	174	132	31.8%
≥ \$1M	312	209	49.3%

CONDO
Los Angeles County

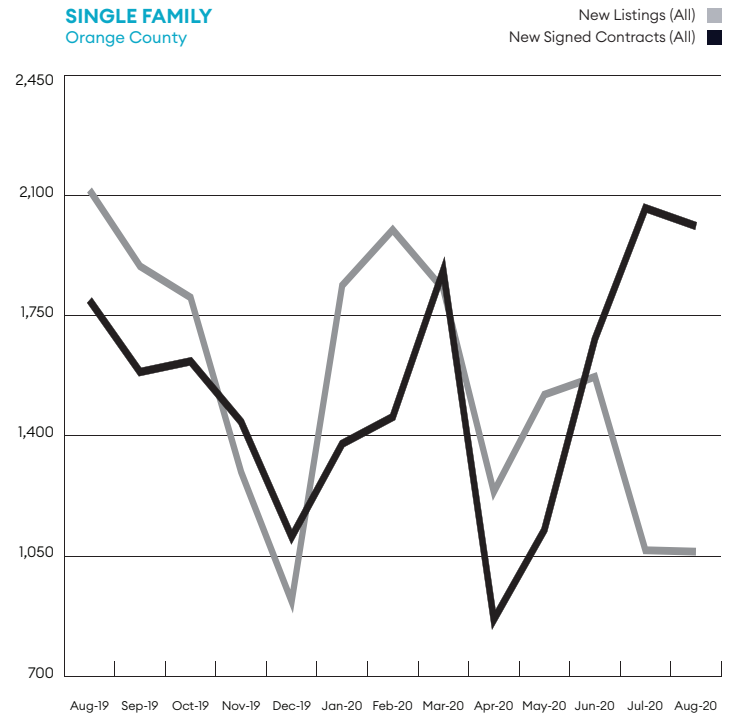


Source: TheMLS/CLAW (Combined Los Angeles Westside)

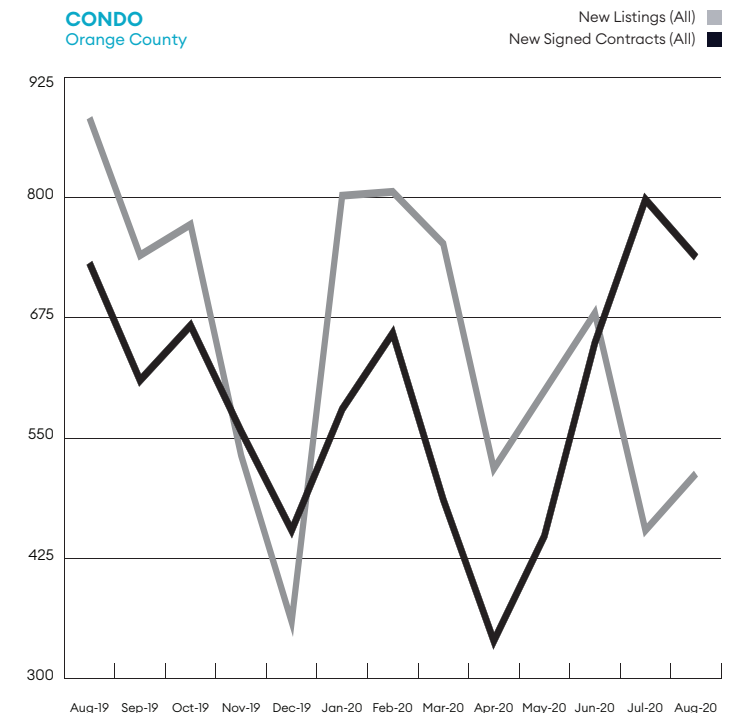
Orange County

"New signed contract activity for single family and condos remained higher than year-ago levels but showed signs of peaking. Much of the gains in single family new signed contract levels were seen above the \$800,000 threshold."

SINGLE FAMILY MATRIX Orange County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	2,011	1,795	12.0%
< \$300K	0	0	
\$300K - \$399K	1	5	-80.0%
\$400K - \$499K	29	44	-34.1%
\$500K - \$599K	95	183	-48.1%
\$600K - \$799K	603	641	-5.9%
\$800K - \$999K	492	392	25.5%
\$1M - \$1.99M	581	391	48.6%
≥ \$2M	210	139	51.1%
New Listings (All)	1,063	2,116	-49.8%
< \$300K	0	3	-100.0%
\$300K - \$399K	3	3	0.0%
\$400K - \$499K	12	48	-75.0%
\$500K - \$599K	34	170	-80.0%
\$600K - \$799K	231	667	-65.4%
\$800K - \$999K	235	449	-47.7%
\$1M - \$1.99M	351	538	-34.8%
≥ \$2M	197	238	-17.2%



CONDO MATRIX Orange County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	738	732	0.8%
< \$200K	6	7	-14.3%
\$200K - \$299K	34	33	3.0%
\$300K - \$399K	130	161	-19.3%
\$400K - \$499K	175	164	6.7%
\$500K - \$599K	138	135	2.2%
\$600K - \$799K	151	126	19.8%
\$800K - \$999K	48	74	-35.1%
≥ \$1M	56	32	75.0%
New Listings (All)	513	883	-41.9%
< \$200K	5	8	-37.5%
\$200K - \$299K	25	53	-52.8%
\$300K - \$399K	74	177	-58.2%
\$400K - \$499K	98	192	-49.0%
\$500K - \$599K	87	152	-42.8%
\$600K - \$799K	108	168	-35.7%
\$800K - \$999K	52	65	-20.0%
≥ \$1M	64	68	-5.9%

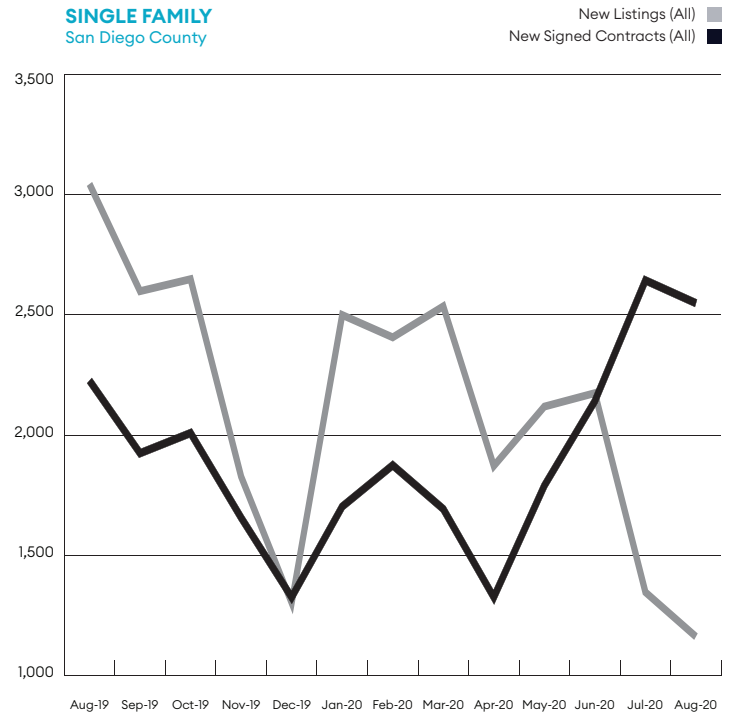


Source: California Regional Multiple Listing Service (CRMLS)

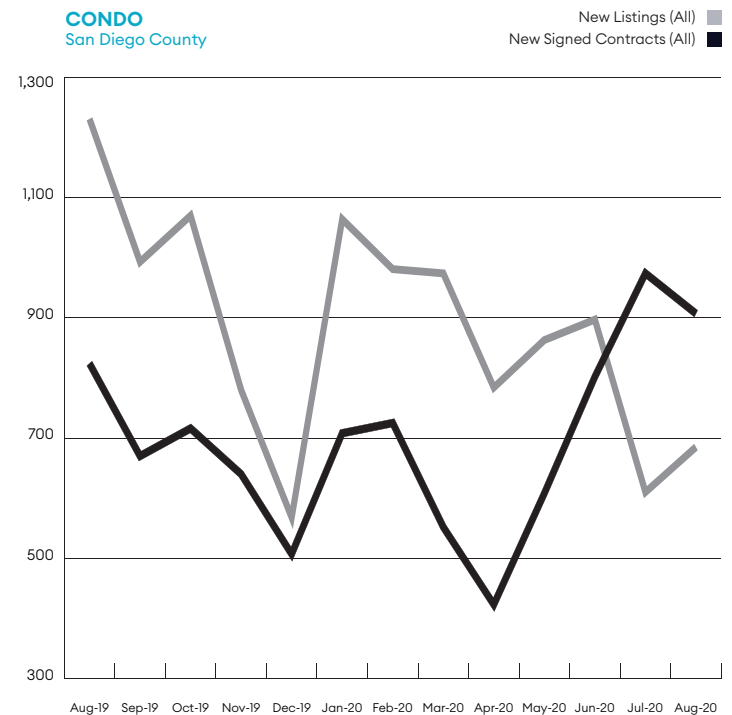
San Diego County

"New signed contract activity for single family and condos remained higher than year-ago levels but showed signs of peaking. Much of the gains in single family new signed contract levels were seen above the \$500,000 threshold."

SINGLE FAMILY MATRIX San Diego County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	2,549	2,227	14.5%
< \$300K	10	8	25.0%
\$300K - \$399K	27	80	-66.3%
\$400K - \$499K	177	308	-42.5%
\$500K - \$599K	504	485	3.9%
\$600K - \$799K	806	660	22.1%
\$800K - \$999K	393	270	45.6%
\$1M - \$1.99M	480	329	45.9%
≥ \$2M	152	87	74.7%
New Listings (All)	1,162	3,045	-61.8%
< \$300K	8	20	-60.0%
\$300K - \$399K	12	80	-85.0%
\$400K - \$499K	55	392	-86.0%
\$500K - \$599K	155	605	-74.4%
\$600K - \$799K	328	843	-61.1%
\$800K - \$999K	162	418	-61.2%
\$1M - \$1.99M	263	503	-47.7%
≥ \$2M	179	184	-2.7%



CONDO MATRIX San Diego County	AUG 2020	AUG 2019	%Δ (YR)
New Signed Contracts (All)	907	824	10.1%
< \$200K	9	17	-47.1%
\$200K - \$299K	101	138	-26.8%
\$300K - \$399K	261	241	8.3%
\$400K - \$499K	221	180	22.8%
\$500K - \$599K	131	88	48.9%
\$600K - \$799K	98	73	34.2%
\$800K - \$999K	32	31	3.2%
≥ \$1M	54	56	-3.6%
New Listings (All)	685	1,231	-44.4%
< \$200K	7	26	-73.1%
\$200K - \$299K	65	172	-62.2%
\$300K - \$399K	136	345	-60.6%
\$400K - \$499K	128	260	-50.8%
\$500K - \$599K	94	134	-29.9%
\$600K - \$799K	98	118	-16.9%
\$800K - \$999K	47	67	-29.9%
≥ \$1M	110	109	0.9%



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