

Elliman Report

California

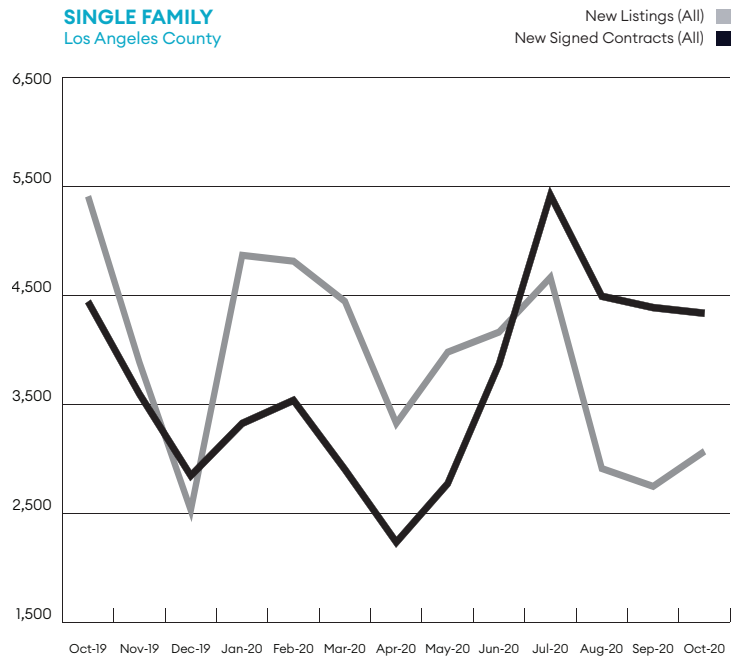
October 2020 New Signed Contracts

Los Angeles County

"Overall single family new signed contract activity slipped before year-ago levels for the first time since June, while condo new signed contracts remained well above the same month last year. Single family new listings fell sharply below year-ago levels."

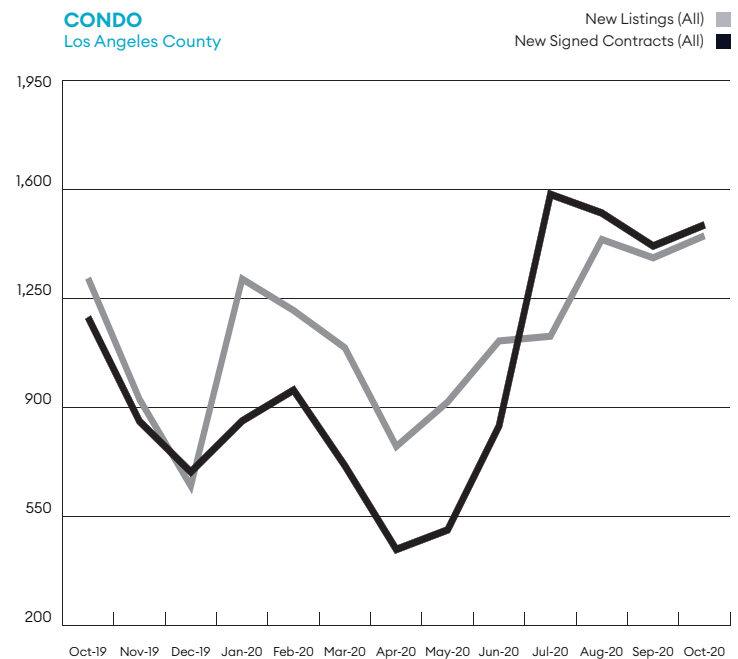
SINGLE FAMILY MATRIX Los Angeles County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	4,336	4,443	-2.4%
< \$300K	60	117	-48.7%
\$300K - \$399K	162	306	-47.1%
\$400K - \$499K	351	539	-34.9%
\$500K - \$599K	632	724	-12.7%
\$600K - \$799K	1,247	1,205	3.5%
\$800K - \$999K	630	580	8.6%
\$1M - \$1.99M	886	686	29.2%
≥ \$2M	368	286	28.7%
New Listings (All)	3,069	5,410	-43.3%
< \$300K	23	182	-87.4%
\$300K - \$399K	63	267	-76.4%
\$400K - \$499K	125	523	-76.1%
\$500K - \$599K	229	761	-69.9%
\$600K - \$799K	617	1,235	-50.0%
\$800K - \$999K	444	625	-29.0%
\$1M - \$1.99M	859	1,095	-21.6%
≥ \$2M	709	722	-1.8%

SINGLE FAMILY
Los Angeles County



CONDO MATRIX Los Angeles County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	1,487	1,190	25.0%
< \$200K	7	12	-41.7%
\$200K - \$299K	75	69	8.7%
\$300K - \$399K	233	242	-3.7%
\$400K - \$499K	313	263	19.0%
\$500K - \$599K	297	190	56.3%
\$600K - \$799K	281	201	39.8%
\$800K - \$999K	135	95	42.1%
≥ \$1M	146	118	23.7%
New Listings (All)	1,452	1,316	10.3%
< \$200K	3	9	-66.7%
\$200K - \$299K	40	77	-48.1%
\$300K - \$399K	151	283	-46.6%
\$400K - \$499K	208	221	-5.9%
\$500K - \$599K	228	170	34.1%
\$600K - \$799K	324	231	40.3%
\$800K - \$999K	179	131	36.6%
≥ \$1M	319	194	64.4%

CONDO
Los Angeles County

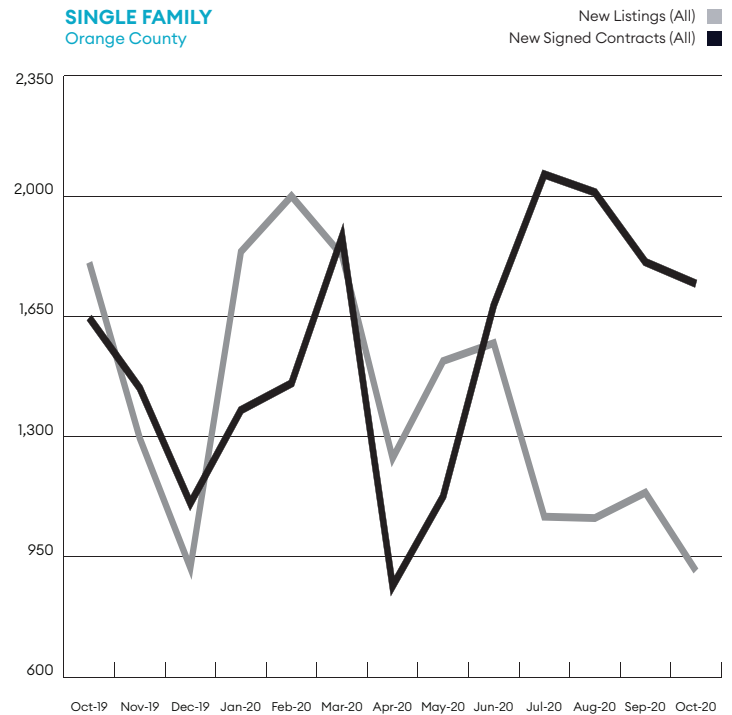


Source: TheMLS/CLAW (Combined Los Angeles Westside)

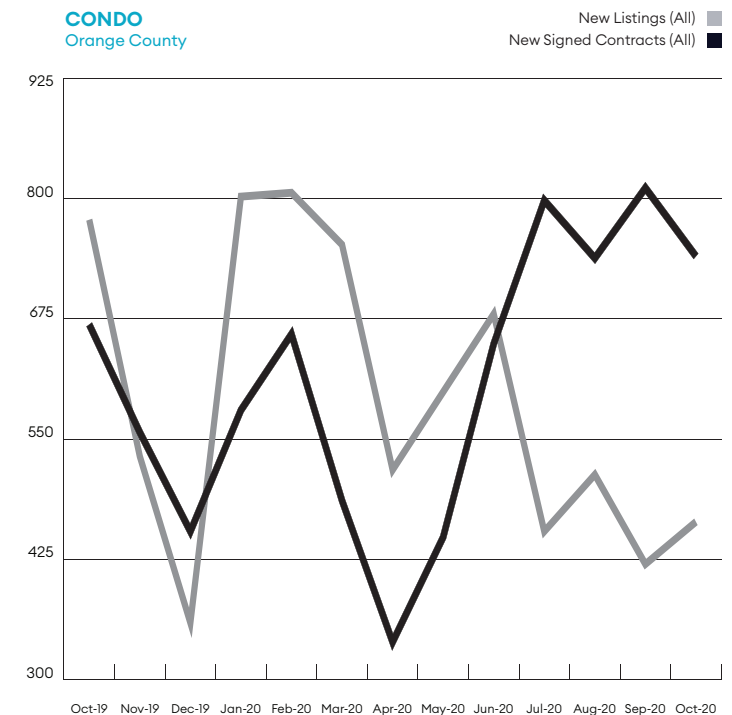
Orange County

"Overall single family new signed contract activity edged higher than year-ago levels, concentrated above the \$800,000 threshold. Single family and condo new listings continued to fall sharply below year-ago levels."

SINGLE FAMILY MATRIX Orange County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	1,745	1,646	6.0%
< \$300K	0	0	
\$300K - \$399K	2	2	0.0%
\$400K - \$499K	22	36	-38.9%
\$500K - \$599K	78	164	-52.4%
\$600K - \$799K	535	580	-7.8%
\$800K - \$999K	454	384	18.2%
\$1M - \$1.99M	509	356	43.0%
≥ \$2M	145	124	16.9%
New Listings (All)	909	1,807	-49.7%
< \$300K	0	4	-100.0%
\$300K - \$399K	1	7	-85.7%
\$400K - \$499K	9	43	-79.1%
\$500K - \$599K	26	158	-83.5%
\$600K - \$799K	193	538	-64.1%
\$800K - \$999K	203	378	-46.3%
\$1M - \$1.99M	299	455	-34.3%
≥ \$2M	178	224	-20.5%



CONDO MATRIX Orange County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	740	669	10.6%
< \$200K	7	4	75.0%
\$200K - \$299K	45	47	-4.3%
\$300K - \$399K	135	143	-5.6%
\$400K - \$499K	168	147	14.3%
\$500K - \$599K	124	127	-2.4%
\$600K - \$799K	142	119	19.3%
\$800K - \$999K	58	36	61.1%
≥ \$1M	61	46	32.6%
New Listings (All)	464	778	-40.4%
< \$200K	5	16	-68.8%
\$200K - \$299K	25	49	-49.0%
\$300K - \$399K	76	146	-47.9%
\$400K - \$499K	95	178	-46.6%
\$500K - \$599K	70	114	-38.6%
\$600K - \$799K	87	133	-34.6%
\$800K - \$999K	45	78	-42.3%
≥ \$1M	61	64	-4.7%

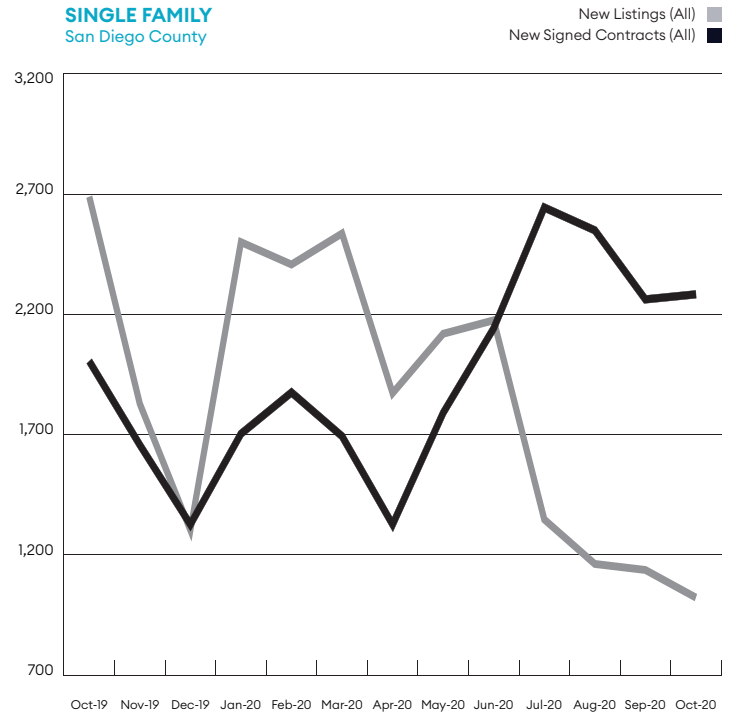


Source: California Regional Multiple Listing Service (CRMLS)

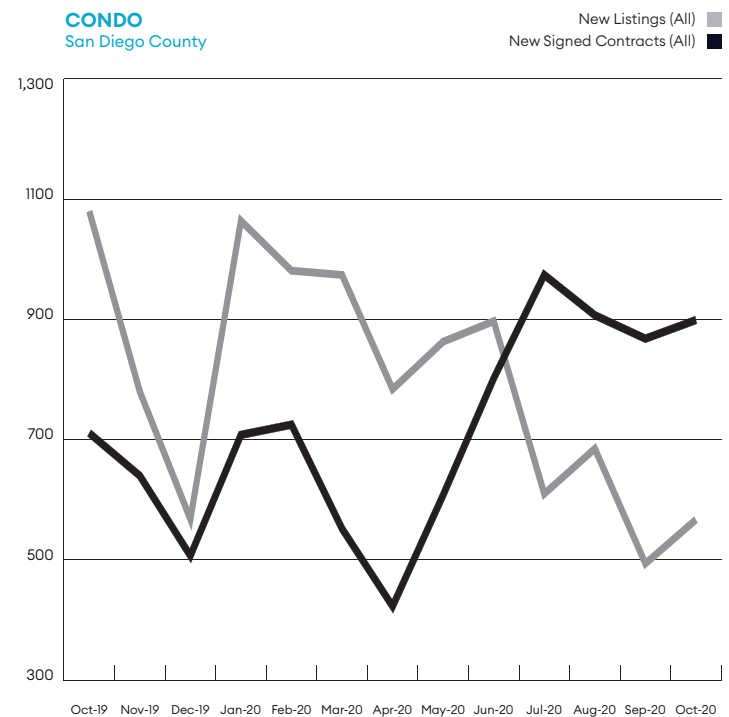
San Diego County

"Overall single family new signed contract activity edged higher than year-ago levels, concentrated above the \$600,000 threshold. Single family and condo new listings continued to fall sharply below year-ago levels."

SINGLE FAMILY MATRIX San Diego County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	2,283	2,005	13.9%
< \$300K	9	24	-62.5%
\$300K - \$399K	20	65	-69.2%
\$400K - \$499K	160	268	-40.3%
\$500K - \$599K	429	437	-1.8%
\$600K - \$799K	732	585	25.1%
\$800K - \$999K	367	238	54.2%
\$1M - \$1.99M	443	306	44.8%
≥ \$2M	123	82	50.0%
New Listings (All)	1,022	2,689	-62.0%
< \$300K	6	33	-81.8%
\$300K - \$399K	17	84	-79.8%
\$400K - \$499K	49	291	-83.2%
\$500K - \$599K	150	535	-72.0%
\$600K - \$799K	273	748	-63.5%
\$800K - \$999K	156	363	-57.0%
\$1M - \$1.99M	226	459	-50.8%
≥ \$2M	145	176	-17.6%



CONDO MATRIX San Diego County	OCT 2020	OCT 2019	%Δ (YR)
New Signed Contracts (All)	899	711	26.4%
< \$200K	16	12	33.3%
\$200K - \$299K	104	118	-11.9%
\$300K - \$399K	253	224	12.9%
\$400K - \$499K	216	170	27.1%
\$500K - \$599K	122	70	74.3%
\$600K - \$799K	95	58	63.8%
\$800K - \$999K	40	24	66.7%
≥ \$1M	53	35	51.4%
New Listings (All)	567	1,080	-47.5%
< \$200K	10	28	-64.3%
\$200K - \$299K	63	163	-61.3%
\$300K - \$399K	120	283	-57.6%
\$400K - \$499K	103	194	-46.9%
\$500K - \$599K	64	135	-52.6%
\$600K - \$799K	83	130	-36.2%
\$800K - \$999K	44	46	-4.3%
≥ \$1M	80	101	-20.8%



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