

Clark County Market Report

Mike Lamb, Associate Broker
Windermere Vancouver, 360-694-4050

www.MikeLamb.info

January 2005

Put 2004 in the record books. In every category, the Clark County real estate market set new benchmarks in besting 2003's record performance.. For example, there were 8,819 closed residential sales reported to RMLS, up 10.29% from 2003 and up 30.71% from 2002. Total sales including residential, land, and commercial/investment hit 9003, up 4.43% from 2003 and up 29.54% from 2002. December was also the best month on record for closed sales, as indicated by the 682 residential sales reported, up 19.23% from December 2003, and up 25.60% from December 2002.

December was also the best month on record for new sales activity. Until now, December 2002 held that record but there were 508 *New Pending Residential Sales* this December, up 17.05% from 2003, and up 10.68% from December 2002. This was better than over half the months on record and was definitely not typical of a December. At the end of December there were still 1312 pending sales waiting to close, down 8.64% from December 2003 due to the great closing activity in December. Even though the number of pending sales waiting to close was down, the number of current pendings still represents a very good start for the new year.

Listing activity followed the seasonal trend by falling 29.17% in December compared to November. Nevertheless, listing activity was stronger than in any other December with 573 new residential listings submitted, up 7.71% from December 2003 and 5.52% from December 2002. At the end of December there were 2052 *Active Listings*, down 4.34% from November and down 10.31% from December 2003. The number of residential listings available fell to 1,554. At the rate sales closed in December the available *Active Listings* would supply 2.5 months of available residential inventory, down from 2.7 months in November. To put this in perspective there were 3.2 months of inventory in December 2003, and 4.3 months of inventory available in December 2002.

Not surprisingly, prices ended the year up strongly. In fact, 2004 saw the greatest increase in prices since the late 1970's. *Average Sale Price-All MLS* rose to \$221,932, up 0.09% from November, and up 16.49% from December 2003. *Median Sale Price-Residential* rose to \$199,500 in December, up 2.31% from November and up 14.00% from December 2003. In December the average

residential sale price was \$227,200, down 3.69% from November but up 11.05% from December 2003. These increases are not directly indicative of appreciation, but the magnitude of the price changes suggests that appreciation for 2004 was between 12% and 15% on average.

It was a very good year if you were a seller, but not such a good year for buyers. While inventory appears to be increasing somewhat, there is nothing on the horizon to suggest that inventory will increase enough to change this from a seller's market. Furthermore, in 2005 buyers in the price ranges under \$300,000 will continue to find limited inventory. Even worse, the days of finding new single family detached housing under \$200,000 are pretty much over. While condos and townhouses remain affordable, most of the new inventory built in 2005 will be in the upper price ranges due to the high cost of lots. The good news is the economy growing and interest rates should remain affordable through 2005 suggesting we will have another good year in the Clark County real estate market.

	December 2004	% Change from Dec. '03
Active Listings	2052	-10.31%
Solds Year To Date	9003	4.43%
New Closed Residential Sales	682	19.23%
New Pending Residential Sales	508	17.05%
Time On Market- All Solds	59	-29.76%
Average Sale Price- All MLS	\$221,932	16.49%
Median Sale Price- Residential	\$199,500	14.00%