



# Clark County Market Report



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

[www.MikeLamb.info](http://www.MikeLamb.info)

**August 2009**

The Clark County real estate market continued to improve in July. This was best seen in new sales activity, which posted its best month since September 2007. Reflecting this, there were 598 *New Pending Residential Sales* reported, up 1.5% from June, up 30.3% from July 2008 and down just 2.9% from July 2007. It was a good month, but even more significant, it was the seventh month in a row in which new sales activity has improved from the prior month.

It was also the best month for closed sales since August 2008. And like pending activity, this was also the seventh month in a row in which closing activity has improved from the prior month. In July there were 525 *New Closed Residential Sales* reported, up 9.4% from June, up 23.5% from July 2008, but still down 13.1% from July 2007. The continuing improvement in closed sales pushed *Solds Year To Date* to 2,601, down 11.2% from July 2008. More good news was that despite the relatively large number of closings in July, the backlog of pending sales did not change significantly. At the end of July there were still 1,080 residential pending sales waiting to close, which suggests that total sales for the year are on track to continue to outpace 2008.

In spite of the other improvements in the market, listing activity actually softened in July. There were only 899 new residential listings submitted in July, down 8.6% from June, and down 23.8% from July 2008. At the end of July there were 5,689 *Active Listings*, up 0.9% from June, but down 26.0% from July 2008, and down 14.8% from July 2007. Interestingly, this was the first month in almost a year in which the total number of *Active Listings* grew from the previous month.

As a result of the growth in new sales activity, and the weak new listing activity, available residential inventory continued to fall. Based on the number of sales closed in July, RMLS reported there were 7.3 months of available residential inventory, down from 7.9 months in June. But based on the number of new pending sales reported in July, there would be only 6.5 months of available inventory. This is significant because as the available inventory gets closer to six months we may begin seeing limited choices in some market segments.

Even though the market continued to improve, prices remained relatively stable. For example, *Median Sale Price-Residential* was virtually unchanged from June, up only 0.2%, but down 13.1% from July 2008 and down 21.1% from July 2007. *Average Sale Price-All MLS* was also virtually unchanged from June at \$241,391, down 14.2% from July 2008 and down 22.0% from July 2007. The biggest change was in the average residential sale price, which at \$237,300 was down 2.9% from June, and down 16.3% from July 2008.

*The fact that this market has continued to improve is really good news. Furthermore, both new sales and closed sales activity in July was good enough that they would have been considered respectable prior to 2002. So while the market has improved to the point that we can talk about recovery, there are still some issues. One of these is distressed sales, which are a significant part of the current market. While these distressed sales may be good news for some buyers, these sales continue to be a drag on prices. This is important because in order for the market to normalize, prices must respond to increased demand. And this is related to another issue, which is inventory. As long as prices remain soft, potential sellers who can wait will sit out, which will ultimately restrict available inventory. We have seen this happening in the weak new listing activity this year. But in a normal market, listing activity grows in response to increased sales activity. So these will be the next issues. The good news for now is we are finally seeing enough sales activity to start talking about a normal market . . .*

	<b>July 2009</b>	<b>% Change from July '08</b>
<b>Active Listings</b>	5,689	-26.0%
<b>Solds Year To Date</b>	2,601	-11.2%
<b>New Closed Residential Sales</b>	525	23.5%
<b>New Pending Residential Sales</b>	598	30.3%
<b>Average Days On Market-Residential Solds</b>	148	This data was not collected last year
<b>Average Sale Price -All MLS</b>	\$241,391	-14.2%
<b>Median Sale Price-Residential</b>	\$213,000	-13.1%