

Clark County Market Report

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Sales activity picked up nicely in March in the Clark County real estate market, although not at the pace we saw in the last two years. You could see that in the 828 *New Pending Residential Sales* reported to RMLS. That was up 24.0% from February, but it was down 5.3% from March 2016, and down 6.3% from March 2015. Interestingly, this change was more a reflection of the limited inventory than it was of weakening buyer demand. Furthermore, new sales activity was still better than in any other year since 2005. And, the result of this was the backlog of pending sales waiting to close grew 15.6% from February to 1,629 pendings. Significantly, that reflected more than two months of closings, which assures a really good start for the second quarter.

Closing activity in March was also healthy, although not as strong as it was in March 2016. You could see that in the 642 *New Closed Residential Sales* reported. That was up 33.8% from February, and typical of the seasonal pattern, but it was down 26.5% from March 2016, and up just 4.9% from March 2015. Even so, that was still better than any other March since 2006, but it was down 10.4% from March 2006, and down 21.1% from the March 2005 record. The result of that healthy closing activity was that by the end of March there were 1,869 *Solds Year To Date*, down 2.2% from March 2016, but up 8.8% from March 2015. To put that in perspective, this was much better than any other March since 2006, down just 0.5% March 2006, and down 12.5% from March 2005. Considering the impact of the winter weather and low inventory, this was a good start for 2017.

The really good news was that listing activity picked up dramatically in March, with 964 new residential listings reported. That was up 44.3% from February. More importantly, it was statistically unchanged from March 2016 and March 2015, and up 9.1% from March 2014. That also meant there was just over 1.1 new listing for each pending sale reported. Still, at the end of March there were only 1,559 *Active Listings* available, down 1.2% from February, down 13.1% from March 2016, and down 35.6% from March 2015. That was the fewest listings available in March for at least the last 25 years. Consequently, based on the number of pending sales, and taking into account only standing inventory, there was just 0.9 of a month's worth of residential inventory available.

The relatively strong new sales activity, and the limited inventory continued to push average prices upward in March. For example, *Average Sale Price-All MLS* was \$334,906, up 8.9% from March 2016 and up 22.5% from March 2015. Similarly, *Median Sale Price-Residential* was \$316,500, up 5.5% from February, up 11.1% from March 2016, and up 19.4% from the previous high in March 2007. This was the twenty third month in a row that the *Median Sale Price-Residential* has been higher than the previous peak. And the average residential sale price was \$352,400, up 4.3% from March 2016, and up 25.8% from March 2015. So even with a somewhat moderate pace of sales, the lack of inventory, continued to put strong upward pressure on prices.

	DATA FOR MARCH 2017	Change from March 2016
Active Listings	1,559	-13.1%
Solds Year To Date	1,869	-2.2%
New Closed Residential Sales	642	-26.5%
New Pending Residential Sales	828	-5.3%
Average Days on Market-Res. Solds	67	1.5%
Average Sale Price-All MLS	\$334,906	8.9%
Median Sale Price-Residential	\$316,500	11.1%

The improvement in listing activity in March was later than the normal seasonal pattern, which suggests the weather had a lot to do with the market last winter. That, coupled with somewhat weaker sales activity in the first quarter, despite strong demand, shows how the lack of inventory has effected this market. Still, with such strong demand, if new listing activity increases like it usually does in the Spring, the prospects for the 2017 market look very good. There is just some catching up to do if this market is going to beat 2016 for total sales. So we still need a lot of good listings . . .