

Clark County Market Report

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November was a really good month for the Clark County real estate market. You could see that best in new sales activity, reflected by the 657 *New Pending Residential Sales* submitted to RMLS. That was easily the best new sales activity in November in at least 15 years. In fact it was up 7.4% from a really good November 2016, and it was even up 3.0% from the previous banner year in November 2005. And even though new sales activity was down from a very good October, that change was typical of the normal pattern for the season. The result of that strong sales activity was the backlog of sales waiting to close ended the month at 1,267 pendings. At the rate sales closed in November, that represents a backlog of 1.8 months of closings, which ensures a good start for 2018.

November was also one of the best in recent memory for closing activity, second only to November 2016. You could see that in the 690 *New Closed Residential Sales* reported to RMLS, down 2.1% from November 2016, but better than any other November in at least the last 15 years, and up 4.7% from the previous benchmark in 2005. As a result, by the end of November there had been 8,953 *Solds Year To Date* reported to RMLS, up 0.5% from a very good November 2016. More significantly this was the best total sales through November since 2005. Furthermore, considering the large backlog of pending sales waiting to close, December will likely end the year slightly ahead of 2016, with the best total sales recorded since 2005.

Listing activity was also better than usual in November. Reflecting that were the 641 new residential listings submitted to RMLS, up 9.0% from November 2016, and easily the best new listing activity in November this decade. Yet with the strong new sales activity there was still less than 1 new listing for each pending sale reported. As a result, at the end of September there were just 1,850 *Active Listings* available, down 9.1% from October and down 2.0% from November 2016, down 14.2% from November 2015, and down 35.3% from November 2014. This was easily the fewest listings available in November since at least 1990. As a result, based on the number of pending residential sales, and taking into account only standing inventory, there were just 1.6 months of residential inventory available.

Not surprisingly, average prices continued to push significantly higher in November. For example, *Average Sale Price-All MLS* was \$360,231, up 11.7% from November 2016 and up 22.2% from November 2015. Similarly, *Median Sale Price-Residential* was \$330,000, up 10.5% from November 2016, and up 26.9% from the previous high in November 2007. This was the thirtieth month in a row that *Median Sale Price-Residential* has been higher than the previous peak. And the average residential sale price was \$366,700, up 11.4% from November 2016, and up 21.1% from November 2015.

	NOVEMBER 2017	Change from Nov. 2016
Active Listings	1,850	-2.0%
Solds Year To Date	8,953	0.5%
New Closed Residential Sales	690	-2.1%
New Pending Residential Sales	657	7.4%
Average Days on Market-Res. Solds	44	-12.0%
Average Sale Price-All MLS	\$360,231	11.7%
Median Sale Price-Residential	\$330,000	10.5%

In terms of sales for the year, 2017 will end the year remarkably similar to 2016. And based only on total sales, we may be tempted to think of the last two years as twins. But at best they would be fraternal twins. You may recall that from March through September 2017 total sales significantly lagged 2016. You may also recall that listing activity was also significantly weaker than normal during much of that period. In fact it is striking that when listing activity began to normalize, sales also increased. This clearly shows how critical supply is for the market. So it is encouraging that listing activity is continuing at a pace that will support stronger sales. Yet even with the improved listing activity, strong new sales activity absorbed the new listings and inventory shrank for the second month in a row. So we still need a lot more good listings.