

Clark County Market Report

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The Clark County real estate market closely followed the typical seasonal pattern in November, even though sales numbers were down a bit more than in the last few years. You could see that in the 564 *New Pending Residential Sales* submitted to RMLS, down 17.8% from October. That change from the prior month was smaller than it was in November 2014 and November 2015, and almost the same as it was in November 2016. In fact it was only larger than the 13.6% decline last November. And compared to recent years, *New Pending Residential Sales* were down 14.2% from November 2017, down 7.8% from November 2016, and down 8.0% from November 2015. Even so, this was still the fourth best October for new sales since the 2005 record. Not surprisingly, the slower new sales activity caused the backlog of pending sales to shrink 12.5% from October to 1,021. At the rate sales closed in November that represents 1.5 months of closings, down from around 2.0 months in the summer.

Closing activity also followed the seasonal pattern. That could be seen in the 601 *New Closed Residential Sales* reported to RMLS, down 11.6% from October, but that was a much smaller decline from the prior month than the 26.0% drop in November 2014, and the 30.0% drop in November 2015. Still, it was not nearly as good as the 8.8% increase in November 2016, or the 5.0% decline in November 2016. Like new pending sales, closings were down 12.9% from November 2017, and down 14.8 from November 2016, but they were much better than in any other November since 2005. As a result, by the end of November there had been 8,690 *Solds Year To Date* reported to RMLS, down just 2.9% from November 2017, down 2.5% from November 2016, and much better than in any other November since 2005.

Listing activity also slowed in November, but not as much as is typical for this time of year. That was reflected in the 728 new residential listings submitted to RMLS, down 13.6% from October, but up 13.6% from November 2017, and up 23.8% from November 2016. In fact this was the best listing activity in November this decade. As a result, at the end of November there were 2,354 *Active Listings* available, up 27.2% from November 2017, up 24.7% from November 2016 and up 9.1% from November 2015, but still significantly lower than in any other November for at least twenty years. Consequently, there were just 1.29 new listings for each new pending sale, and based on the number of closed residential sales in November there were only 2.32 months of standing residential inventory available.

With slower in new sales activity, increases in average prices continued to moderate in November. For example, *Average Sale Price-All MLS* was \$390,053, up 8.3% from November 2017 and up 20.9% from November 2016. Interestingly *Median Sale Price-Residential* was \$344,900, down 4.2% from October, but up 4.5% from November 2017, up 32.7% from the previous high in November 2007, and up 84.6% from November 2011, which was the low during the downturn. And the average residential sale price was \$386,200, up 5.3% from November 2017, and up 17.4% from November 2016.

	DECEMBER 2018	Change from Dec. 2017
Active Listings	2,354	27.2%
Solds Year To Date	8,690	-2.9%
New Closed Residential Sales	601	-12.9%
New Pending Residential Sales	564	-14.2%
Average Days on Market-Res. Solds	52	18.2%
Average Sale Price-All MLS	\$390,053	8.3%
Median Sale Price-Residential	\$344,900	4.5%

The data suggests this market has leveled off at a slower pace which is typical for this time of year. Yet the contrast from the frenetic pace of last Spring appears to have led some to fear we may be seeing a more significant shift. While it is still too soon to know whether the market is changing more dramatically, there is good news. Buyers are finding more inventory, which should over time stimulate more sales. And for the market as whole the price changes we are seeing now are much more sustainable for the longer term. So while we may not have gotten everything we wanted for Christmas, at least we didn't get a lump of coal . . .