

Clark County Market Report

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The Clark County real estate market started 2019 on a bright note, with significantly improving sales and listing activity. You could see the improvement in new sales activity in the 628 *New Pending Residential Sales* submitted to RMLS, up 30.0% from December, and typical of the normal seasonal increase for January. More significantly, that improvement signaled a change in the trajectory of the market, since activity had been slowing in the last quarter of 2018. And even though *New Pending Residential Sales* were down 5.0% from January 2018, they were up 7.2% from January 2017. They were also down 9.8% from January 2016, but they were exactly the same as in January 2015, and more importantly they were much better than in any other January since 2006. As a result, the backlog of pending sales grew 13.4% from December to 1,097. At the rate sales closed in January that represents 2.31 months of closings, up from 1.85 months in December.

Closing activity was also very good in January. You could see that in the 474 *New Closed Residential Sales* reported to RMLS, down 9.2% from December, but that was much better than the typical pattern for January. Furthermore, *New Closed Residential Sales* were up 1.3% from January 2018, down just 3.7% from January 2017, but up 3.5% from January 2016. In fact, other than 2017, this was the best January for closings since 2005. As a result, at the end of January there were 548 *Solds Year To Date* reported to RMLS, up 0.6% from January 2018, down 3.4% from January 2017, but up 2.4% from January 2016, and much better than in any other year since 2005.

Listing activity picked up nicely in January too. You could see that in the 860 new residential listings submitted to RMLS, up 118.3% from December, which was easily the largest increase in new listings in January this decade. That was up 13.6% from January 2018, and up 36.9% from January 2017. Yet despite that, at the end of January there were just 2,092 *Active Listings* available, down marginally from 2,094 in December, but up 38.7% from January 2018, up 23.1% from January 2017, and up 15.3% from January 2016. Still that was significantly smaller than in any other January since 2005. As a result, there were just 1.37 new listings for each new pending sale. And based on the number of closed residential sales in January there were just 2.38 months of standing residential inventory available.

With the stronger new sales activity, average prices began to increase more rapidly in January. For example, *Average Sale Price-All MLS* was \$400,711, up 1.9% from December, up 10.0% from January 2018, and up 20.5% from January 2017. Similarly, *Median Sale Price-Residential* was \$355,000, up 1.4% from December, but up just 2.9% from January 2018. That was up 36.6% from the previous high in January 2007, and up 113.9% from January 2012, which was the low during the downturn. And the average residential sale price was \$406,400, up 4.6% from December, up 10.0% from January 2018, and up 21.6% from January 2017.

	JANUARY 2019	Change from Jan. 2018
Active Listings	2,092	38.7%
Solds Year To Date	548	0.6%
New Closed Residential Sales	474	1.3%
New Pending Residential Sales	628	-5.0%
Average Days on Market-Res. Solds	72	26.3%
Average Sale Price-All MLS	\$400,711	10.0%
Median Sale Price-Residential	\$355,000	2.9%

January was a good start for 2019, which suggests this could be another good year for Clark County real estate. But February's weather appears to have slowed market activity, so it may be a while before we see what this market will really do this year. One thing is clear though, despite the fact that new listing activity was very good in January, inventory did not grow. That tells us the new listings were being absorbed as quickly as they came on the market. It also tells us the challenge for this market continues to be a shortage of good inventory. If that continues, it will constrain this market. So we need more good listings . .