

Clark County Market Report

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The Clark County real estate market closed out 2018 with one of its better years since 2005. New sales activity reflected that with 483 *New Pending Residential Sales* submitted to RMLS, down 14.4% from November, but that was significantly smaller than the typical seasonal decline for December. And *New Pending Residential Sales* were down just 2.4% from December 2017, down 3.2% from December 2016, and down 3.8% from December 2015, which was the recent high. But new sales activity was better than in any other December since 2005, and it was down only 5.7% from that record month. That was especially good news for the new year, because it provided a strong start for the new year. Even so, with the seasonally slower new sales activity in December, the backlog of pending sales shrank 5.3% from November to 967. At the rate sales closed in December that represents 1.85 months of closings, down from around 2.0 months during the summer, but still very good for this time of year.

In contrast, closing activity was somewhat softer than it has been in recent Decembers. That could be seen in the 522 *New Closed Residential Sales* reported to RMLS, down 13.1% from November, down 17.3% from December 2017, down 28.4% from December 2016, and down 21.7% from December 2015. Still, closing activity was better than in any other December since 2005. And, as a result at year end there had been 9,325 *Solds Year To Date* reported to RMLS, down 3.3% from December 2017, and down 4.0% from December 2016, but much better than in any other year since 2005.

Listing activity also slowed in December, although that decline was more than in recent years. You could see that in the 394 new residential listings submitted to RMLS, down 4.4% from November, down 45.9% from December 2017, and down 1.8% from December 2016. Consequently at the end of December there were 2,094 *Active Listings* available, down 11.1% from November, but up 31.1% from December 2017, and up 8.8% from December 2016. But that was still significantly lower than in any other December for at least twenty years. As a result, there were just 0.8 new listings for each new pending sale, and based on the number of closed residential sales in December there were only 2.26 months of standing residential inventory available.

With the seasonally slower new sales activity, increases in average prices continued to moderate in December. For example, *Average Sale Price-All MLS* was \$393,252, up 9.0% from December 2017 and up 21.5% from December 2016. Interestingly *Median Sale Price-Residential* was \$350,000, up just 0.3% from November, but up 5.0% from December 2017, up 34.6% from the previous high in December 2006 and December 2007, and up 98.9% from December 2011, which was the low during the downturn. And the average residential sale price was \$388,600, up 0.6% from November, up 4.5% from December 2017, and up 14.8% from December 2016.

	DECEMBER 2018	Change from Dec. 2017
Active Listings	2,094	31.1%
Solds Year To Date	9,325	-3.3%
New Closed Residential Sales	522	-17.3%
New Pending Residential Sales	483	-2.4%
Average Days on Market-Res. Solds	59	15.7%
Average Sale Price-All MLS	\$393,252	9.0%
Median Sale Price-Residential	\$350,000	5.0%

In retrospect, you might say 2018 was a play with two very different acts. In the first act, there was the frenetic, go-go pace of the year until about August. Then, in the second act, the pace slowed dramatically. It is significant that despite that slower tempo in the last part of the year, 2018 was still one of the better years this market has seen. And more importantly, the year end year data indicates that fears of a significant market correction, fanned by the change in the second act, were wrong or at least premature. In fact, if anything new sales activity suggests we may be starting the new year with stronger new sales activity that is typical. That is good news, but in order to sustain that activity for very long we need more good listings . . .