

Clark County Market Report

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Sales activity in June remained strong in the Clark County real estate market, although new sales were down marginally from May, consistent with the normal seasonal pattern. Reflecting that were the 912 *New Pending Residential Sales* submitted to RMLS, down 6.8% from May, and down just 1.9% from last June's strong activity. To put that in perspective, that was significantly better than in any other June since 2005's record. Furthermore, with the strong new sales activity, the backlog of pending sales waiting to close ended the month at 1,756 pendings. At the rate sales closed in June, that represents almost two months worth of closings, continuing to assure strong closing activity for the third quarter.

There was even more good news in June. Closing activity was even better than new sales, which reflected the excellent new sales activity in May. You could see that in the 869 *New Closed Residential Sales* reported, up 13.2% from May, up 7.2% from June 2016, and up 2.2% from June 2015. That was better than in any other June since 2005, and it was down just 8.4% from the June 2005 record. And with the strong closing activity, at the end of June there had been 4,500 *Solds Year To Date* reported, down 1.6% from June 2016, a significant improvement from 2.2% in May. In fact, *Solds Year To Date* were down just 8.1% from the June 2005 record, a very good year so far.

Also good news in June was the fact that listing activity continued at an improved pace compared to earlier in the year. You could see that in the 1,140 new residential listings reported, down just 2.7% from May, which was typical for the season. And interestingly, that was statistically unchanged from the 1,144 reported in June 2016. Yet with the stronger new sales activity there were still just 1.25 new listings for each pending sale reported.

Furthermore at the end of June there were 1,997 *Active Listings* available, up 6.1% from May, but down 5.5% from June 2016, and down 25.2% from June 2015. That was easily the fewest listings available in June since 2005, but it was up 5.7% from June 2005. As a result, based on the number of pending sales, and taking into account only standing inventory, there was just 1.25 months of residential inventory available.

Not surprisingly, average prices continued to push upward in June. For example, *Average Sale Price-All MLS* was \$348,218, up 11.1% from June 2016 and up 19.7% from June 2015. Similarly, *Median Sale Price-Residential* was \$331,000, up 1.9% from May, up 12.8% from June 2016, and up 24.7% from the previous high in June 2007. This was the twenty sixth month in a row that the *Median Sale Price-Residential* has been higher than the previous peak. And the average residential sale price was \$361,000, up 1.4% from May, up 9.8% from June 2016, and up 17.3% from June 2015. So despite improved listing activity, strong demand continues to push prices up.

| | DATA FOR JUNE 2017 | Change from June 2016 |
|-----------------------------------|-----------------------------|--------------------------------|
| Active Listings | 1,997 | -5.5% |
| Solds Year To Date | 4,500 | -1.6% |
| New Closed Residential Sales | 869 | 7.2% |
| New Pending Residential Sales | 912 | -1.9% |
| Average Days on Market-Res. Solds | 40 | -11.1% |
| Average Sale Price-All MLS | \$348,218 | 11.1% |
| Median Sale Price-Residential | \$331,000 | 12.8% |

June, like May, showed us how supply and demand are effecting this market. The fact that continued strength in listing activity was accompanied by strong new sales activity graphically demonstrates the linkage between inventory and sales. Additionally, the result of that normalized listing activity was that while total sales for the year had been lagging 2016 until May, that difference began to be reduced rather dramatically as listing activity increased. Then in June, we saw Solds Year To Date approaching last year's totals. These examples show how the market has been suppressed by the lack of inventory. So we still need more good listings . . .