

Clark County Market Report

June 2011

Mike Lamb
Associate Broker

www.MikeLamb.info
Windermere Vancouver

MLamb@windermere.com
360-694-4050

The Clark County real estate market finally showed significant improvement in May. One indicator of this was new sales activity, which was better than May 2010, just slightly behind May 2009, and better than May 2008. This was best reflected by the 531 *New Pending Residential Sales* reported, up 2.9% from April, up 20.1% from May 2010, down just 1.9% from May 2009, and up 9.7% from May 2008. It is also worth noting that this was the fourth month in a row in which *New Pending Residential Sales* have been well above 500, suggesting the market is establishing a new baseline of sales activity that is notably better than we have seen in the past twelve months.

Another indicator of improvement was closing activity, which continued to trend up in May, increasing for the fourth month in a row. This was reflected by the 419 *New Closed Residential Sales* reported, up 0.2% from April, but down 21.4% from tax credit stimulated May 2010. To put this in perspective, *New Closed Residential Sales* were up 18.7% from May 2009, and up 4.8% from April 2008. As a result of this improved closing activity, *Solds Year To Date* increased to 2,116 by the end of the month, down just 11.3% from 2010, but up 28.2% from May 2009, and up 9.9% from May 2008. Better yet, if the continued improvement in new sales activity continues, total sales for the year should trend well above 2010 levels within the next few months.

Listing activity also improved in May, reflected by the 814 new residential listings submitted, up 8.8% from April, and up 8.7% from May 2010. Despite this increase, with more new sales activity there were still only 1.5 new listing for each pending sale. At the end of the month there were 4,748 *Active Listings*, up just 0.5% from April (at a time when inventory typically grows significantly), down 11.9% from May 2010, down 18.9% from May 2009, and down 35.5% from May 2008. As has been the case for the last nine months, this was the smallest number of *Active Listings* available since 2006. More significantly, even though RMLS reported there were 7.9 months of inventory (based on the number of closed sales in May), there were just 6.5 months of inventory available based on the number of new pendings reported in May.

More good news was the fact that prices continued to stabilize in May. For example, *Average Sale Price-All MLS* was \$207,561, up 0.2% from April, but still down 9.7% from May 2010, and down 13.9% from May 2009. More significantly, *Median Sale Price-Residential* was unchanged from April at \$189,900, down just 5.1% from May 2010, down 11.7% from May 2009, and down 28.9% from its May high in 2007. Interestingly, the average residential sale price rose 3.5% from April to \$219,200, down just 3.6% from May 2010. And the fact that prices appear to be stabilizing, together with the other improvements in the market suggests that Summer is finally coming to this market.

	DATA FOR MAY 2011	Change from May 2010
Active Listings	4,748	-11.9%
Solds Year To Date	2,116	-11.3%
New Closed Residential Sales	419	-21.4%
New Pending Residential Sales	531	20.1%
Average Days on Market-Res. Solds	123	0.8%
Average Sale Price-All MLS	\$207,561	-9.7%
Median Sale Price-Residential	\$189,900	-5.1%

It has been such a long time since we have seen a "normal market," it might be hard for us to recognize it in the current situation. But that is what this market is starting to look like. There is a more reasonable relationship between supply and demand, market times are falling, and prices are stabilizing. Better yet, with increased new sales activity, the prognosis appears to be pretty positive for at least the short term. So like summer when it finally comes, let's enjoy it . . .