

Clark County Market Report

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In some respects May was another really good month for the Clark County real estate market, although new sales activity was not the best in recent memory. Reflecting that were the 884 *New Pending Residential Sales* submitted to RMLS, up 8.3% from April, but down 9.7% from May 2017, which was the best May for new sales since 2005. *New Pending Residential Sales* were also down 6.4% from May 2016, and down 3.9% from May 2015. Even so, new sales activity was better this May than in any of the other Mays since 2005. More impressively, May's good new sales activity caused the backlog of sales waiting to close to grow 4.0% from April to 1,621 pendings. Even at the healthy rate sales closed in May, that represents 2 months of closings ensuring a strong finish to the second quarter.

In contrast to new sales activity, closing activity was the best it has been in May since 2005. You could see that in the 801 *New Closed Residential Sales* reported to RMLS, up 16.1% from April, up 4.3% from a very good May 2017, and up 5.1% from May 2016. In fact, closed sales this May were down just 0.6% from the May 2005 record. As a result, by the end of the month there had been 3,693 *Solds Year To Date* reported to RMLS, up 4.6% from a very good May 2017, up 2.4% from May 2016, much better than in any other May since 2005, and down just 6.9% from the May 2005 record.

Significantly, listing activity in May was better than any other May this decade. That was reflected in the 1,282 new residential listings submitted to RMLS, up 28.6% from April, up 9.5% from May 2017, and up 17.2% from May 2016. As a result the number of new listings for each pending sale grew from 1.2 in April to 1.8 in May. Additionally, at the end of May there were 2,083 *Active Listings* available, up 10.6% from April, up 15.6% from May 2017, and up 2.3% from May 2016, but down 18.5% from May 2015. In fact, after May 2017 and May 2016, this still the fewest listings available in May since 2005 when there were 1,724 *Active Listings*. As a result, based on the number of pending residential sales, and taking into account only standing inventory, there were just 1.47 months of residential inventory available.

Not surprisingly, average prices continued to push higher in May. For example, *Average Sale Price-All MLS* was \$384,796, up 12.2% from May 2017 and up 23.4% from May 2016. Similarly *Median Sale Price-Residential* was \$360,000, up 10.8% from May 2017, up 34.8% from the previous high in May 2007, and up 89.6% from May 2011, which was the low during the downturn. And the average residential sale price was \$396,300, up 11.4% from May 2017, and up 20.4% from May 2016. So it appears the growing inventory and modestly higher interest rates have had little if any impact on average prices thus far.

	MAY 2018	Change from May 2017
Active Listings	2,083	15.6%
Solds Year To Date	3,693	4.6%
New Closed Residential Sales	801	4.3%
New Pending Residential Sales	884	9.7%
Average Days on Market-Res. Solds	40	-9.1%
Average Sale Price-All MLS	\$384,796	12.2%
Median Sale Price-Residential	\$360,000	10.8%

The most significant characteristics of the market this year have been the healthy increase in listing activity, and the relatively modest increase in number of listings available. In fact, it is worth noting that May was the fifth month in a row in which listing activity increased and was greater than in the same month last year. It is no coincidence that sales year to date are the best they have been since 2005's record, the improved listing activity and the growing inventory have been fueling improved sales. Even so, inventory is still very constrained below \$400,000 and overall it is well short of adequate. Furthermore, anecdotal evidence tells us there are still many buyers who have been unable to find homes. So we still need more good listings . . .