

Clark County Market Report

March 2018

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The Clark County real estate market had another good month in February, continuing January's strong start for the new year. You could see that best in the 685 *New Pending Residential Sales* submitted to RMLS. That was up 3.6% from January, up 2.5% from February 2017, but down 6.3% from February 2016, which had the best new sales activity for the month since 2005. To put that in perspective, new sales in February were better than in any other year since 2005, but were still down 18.0% from the February 2005 record. Furthermore, that strong new sales activity caused the backlog of sales waiting to close to grow 1.7% in February to 1,376 pending sales. At the rate sales closed in February, that represents 2.1 months of closings, ensuring a very good first quarter.

February was also a really good month for closing activity. You could see that reflected in the 554 *New Closed Residential Sales* reported to RMLS, up 18.4% from January, up 15.4% from February 2017, and up 27.7% from February 2016. In fact, the number of sales closed in February was better than in any other February since 2005, and was down just 2.3% from 2005's record. As a result, by the end of the month there had been 1,195 *Solds Year To Date* reported to RMLS, up 6.2% from a very good February 2017, and much better than any other February since 2005, down just 7.2% from the record set that month.

New listing activity, reflected by the 761 new residential listings submitted to RMLS was also strong in February, up 13.9% from February 2017. Even so, that was down 8.5% from February 2016, but it was still better than any other February since 2011. Yet, with the strong new sales activity there was only 1.1 new listing for each new pending sale. As a result, at the end of February there were just 1,578 *Active Listings* available, up 1.1% from January, but down 3.4% from February 2017, down 13.3% from February 2016, and down 36.1% from February 2015. This was easily the fewest listings available in February since at least 1990. Consequently, based on the number of pending residential sales, and taking into account only standing inventory, there were just 1.18 months of residential inventory available.

Predictably, average prices continued to push higher in February. For example, *Average Sale Price-All MLS* was \$371,475, up 11.7% from February 2017 and up 24.1% from February 2016. Similarly, *Median Sale Price-Residential* was \$345,000, up 15.0% from February 2017, up 33.7% from the previous high in February 2007, and up 81.6% from both February 2011 and 2012, which were the lows during the downturn. And the average residential sale price was \$377,800, up 11.8% from February 2017, and up 21.0% from February 2016. You can expect more upward pressure on prices as long as a inventory remains so limited and demand remains strong.

	FEBRUARY 2018	Change from Feb. 2017
Active Listings	1,578	-3.4%
Solds Year To Date	1,195	6.2%
New Closed Residential Sales	554	15.4%
New Pending Residential Sales	685	2.5%
Average Days on Market-Res. Solds	65	-4.4%
Average Sale Price-All MLS	\$371,475	11.7%
Median Sale Price-Residential	\$345,000	15.0%

Even with February's strong new sales activity and good closing numbers, the best news was that listing activity remained healthy. In fact, new listings year to date are up 16.9% from the same period last year. As a result, the number of Active Listings grew 1.1% from January, which would normally be considered a significant improvement. Yet, with the increasing new sales activity fueled by those new listings, the available residential inventory actually shrank from 1.2 months in January to 1.18 months in February. While that is a small change, it shows that new listings are being absorbed as quickly as they come on the market. Clearly, the health of this market depends upon a continuing supply of more good listings . . .