

# Clark County Market Report

May 2017

Mike Lamb

Broker at Windermere Stellar Vancouver

[Mike@MikeLamb.info](mailto:Mike@MikeLamb.info)

360-694-4050

Sales activity in the Clark County real estate market softened in April, contrary to the typical seasonal pattern and likely the result of the lack of inventory. You could see that in the 790 *New Pending Residential Sales* submitted to RMLS, down 4.6% from March, down 12.3% from April 2016, and down 7.5% from April 2015. Even so, new sales activity was still significantly better than in other April since 2006. And interestingly, despite that decline, the backlog of pending sales waiting to close grew 8.1% from March to 1,761 pendings at the end of April. That represents more than two months worth of closings, which continues to assure reasonable closing activity through the end of the first half.

Surprisingly given the large backlog of pending sales, closing activity also weakened in April. You could that see reflected in the 582 *New Closed Residential Sales* reported, down 9.4% from March, and also contrary to the normal seasonal pattern. In fact, *New Closed Residential Sales* were down 16.5% from April 2016, and down 13.3% from April 2015, but that was still better than any in other April since 2006. And despite that weaker closing activity, by the end of April there were 2,604 *Solds Year To Date* reported, down 2.3% from April 2016, but up 2.9% from April 2015. To put that in perspective, this was better than in any other April since 2005, but it was down 13.6% from the April 2005 record. So despite weaker new sales activity and weaker closing activity in April, there is still the potential for this to be a very good year.

Listing activity was also down in April, reflected by the 964 new residential listings reported. This was especially significant because listing activity typically picks up dramatically in April. Yet it was down 5.0% from March, and down 11.9% from April 2016. But with the weaker new sales activity there were still 1.2 new listings for each pending sale reported. And at the end of April there were 1,699 *Active Listings* available, up 9.0% from March, but down 10.0% from April 2016, and down 31.4% from April 2015. That was the fewest listings available in April for at least the last 25 years. As a result, based on the number of pending sales, and taking into account only standing inventory, there was just 1.1 months of residential inventory available.

Despite the somewhat weaker new sales activity, average prices continued to push upward in April. For example, *Average Sale Price-All MLS* was \$337,851, up 8.7% from April 2016 and up 24.1% from April 2015. Similarly, *Median Sale Price-Residential* was \$323,700, up 2.2% from March, up 11.6% from April 2016, and up 22.2% from the previous high in April 2007. This was the twenty fourth month in a row that the *Median Sale Price-Residential* has been higher than the previous peak. And the average residential sale price was \$358,900, up 10.3% from April 2016, and up 30.3% from April 2015. So even with the reduced pace of new sales activity, the lack of inventory continued to put strong upward pressure on prices.

	DATA FOR APRIL 2017	Change from April 2016
Active Listings	1,699	-10.0%
Solds Year To Date	2,604	-2.3%
New Closed Residential Sales	582	-16.5%
New Pending Residential Sales	790	-12.0%
Average Days on Market-Res. Solds	56	12.0%
Average Sale Price-All MLS	\$337,851	8.7%
Median Sale Price-Residential	\$323,700	11.6%

*Why did new sales, closing and listing activity all slow down in April? Certainly new sales activity was limited by the extremely low levels of inventory. And anecdotal evidence suggests the weaker listing activity was largely attributable to the cold wet weather that has hindered sellers' efforts to get their properties ready for market. But the reduced closing activity is interesting because of the very large backlog of pending sales waiting to close. This may just be an anomaly. In fact, compared to most years, this market is doing very well. Still, we will want to watch what happens in May and June. One thing we can be sure of though, we still need a lot of good listings . . .*