

Clark County Market Report

May 2018

Mike Lamb

Broker at Windermere Stellar, Vancouver, WA

Mike@MikeLamb.info

360-921-1397

The Clark County real estate market recorded another strong month in April, and while it wasn't the best on record, it was very good. You could see that in the 816 *New Pending Residential Sales* submitted to RMLS, down 1.9% from March, but up 3.3% from April 2017. Interestingly *New Pending Residential Sales* were down 9.1% from April 2016 which was the best April since 2005, and down 4.5% from April 2015. That decline was due to the constrained inventory. And just like in March, this was the third best April for new sales activity since 2005's record. Additionally, the strong new sales activity caused the backlog of pending sales to grow 7.2% from March to 1,559 pendings. At the rate sales closed in April, that backlog represents a healthy 2.3 months of closings.

Closing activity in April was even better than new sales activity, due to the strong new sales in February and March. That was best seen in the 690 *New Closed Residential Sales* reported to RMLS, up 2.8% from March, and up 18.6% from April 2017, but down 1.0% from April 2016. Still, the number of *New Closed Residential Sales* in April was better than in any other April since 2005. As a result, by the end of the month there had been 2,742 *Solds Year To Date* reported to RMLS, up 5.3% from a good April 2017, up 2.9% from a really good April 2016, and much better than in any other April since 2005, down just 9.0% from April 2005's record.

New listing activity continued to improve in April, following the typical seasonal pattern. That was reflected in the 997 new residential listings submitted to RMLS, up 8.8% from April 2017, but down 4.1% from April 2016 and down 0.3% from April 2015.

Despite the increase in new listings, with the strong new sales activity there were only 1.2 new listings for each new pending sale. Despite that, at the end of April there were 1,884 *Active Listings* available, up 11.7% from March, and up 10.9% from April 2017, but down 0.2% from April 2016, and down 23.9% from April 2015. After April 2017, this was fewest listings available in April since 2005 when there were 1,809 *Active Listings*. As a result, based on the number of pending residential sales, and taking into account only standing inventory, there were just 1.31 months of residential inventory available.

Predictably, average prices continued to push higher in April. For example, *Average Sale Price-All MLS* was \$380,789, up 12.7% from April 2017 and up 22.5% from April 2016. The *Median Sale Price-Residential* was \$352,300, up 8.8% from April 2017, up 32.9% from the previous high in April 2007, and up 85.5% from April 2011, which was the low during the downturn. And the average residential sale price was \$389,200, up 8.4% from April 2017, and up 19.6% from April 2016. So far the modest increases in interest rates appear to have had little impact on average prices.

	APRIL 2018	Change from April 2017
Active Listings	1,884	10.9%
Solds Year To Date	2,742	5.3%
New Closed Residential Sales	690	18.6%
New Pending Residential Sales	816	3.3%
Average Days on Market-Res. Solds	43	-23.2%
Average Sale Price-All MLS	\$380,789	12.7%
Median Sale Price-Residential	\$352,300	8.8%

It is noteworthy that despite really strong buyer demand in April, new sales activity was not the best in recent memory. Anecdotal evidence, from any broker you care to ask, tells us that was due to insufficient inventory. And that reminds us yet again of the importance of listing activity. So it was significant that April was the fourth month in a row in which listing activity increased, and was greater than the same month last year. As a result, for the second month in a row the number of Active Listings was larger than it was in the same month last year, even though it was still at historically low levels. Furthermore, with rising interest rates encouraging buyers to act before rates go higher, it is reasonable to expect demand to be robust, at least for the short term. That means we still need more good listings . . .