# ❖Clark County Market Report❖

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The Clark County real estate market cooled in September, but compared to recent years, it was still very hot indeed. In fact new sales activity was slower in September than in any month since January this year. Never the less, there were still more new pending sales in September than in any month in 2002. There were 679 *New Pending Residential Sales* reported in September, down 11.93% from August but up 9.69% from September 2002.

Even though new sales activity slowed in September, it was a very good month for closed sales. For example, there were 739 *New Closed Residential Sales* reported in September, an increase of 63.13% from September 2002. With all those closings, *Solds Year To Date* reached 6384, up 24.30% from September 2002. Except for the best years on record, this was as many sales as was typically reported in a year in this market. And there is more to come. There were still 2546 pending sales waiting to close at the end of September, yet another new record. While some of these sales will not close, this still represents three months worth of closings at the rate sales closed in September. It is clear that 2003 will not only set a new record for total sales, but may set a new benchmark against which we will compare future years.

| | **September 2003** | **% Change** from Sept. '02 |
|---|---|---|
| **Active Listings** | 2629 | -30.45% |
| **Solds Year To Date** | 6384 | 24.30% |
| **New Closed Residential Sales** | 739 | 63.13% |
| **New Pending Residential Sales** | 679 | 9.69% |
| **Time On Market-Solds** | 87 | -6.45% |
| **Average Sale Price-All MLS** | $188,328 | 0.13% |
| **Median Sale Price-Residential** | $172,800 | 4.16% |

Like new sales activity, listing activity was also down in September. There were 792 new residential listings reported in September, down 8.76% from August and down 18.60% from September 2002. For the second month in a row there was almost as many new sales as there were new listings. As a result, the number of *Active Listings* fell to 2629, down 4.37% from August, and down 30.45% from September 2002. At the rate sales closed in September, this represented just 2.7 months of available inventory. To put this in perspective, last September there were 6.0 months of available inventory.

According to September's market data, both average and median sale prices appeared to stabilize. *Average Sale Price-All MLS* rose to $188,328, up 0.30% from August, and up 0.13% from September 2002. *Median Sale Price-Residential* was $172,800, down 1.71% from August, and up 4.16% from September 2002. This was unexpected in the light of such limited inventory and such strong demand. In fact though, October 2003 was a statistical anomaly, with prices spiking dramatically upward, and falling sharply the next month. Compared to the 2002 yearly average through September, *Average Sale Price-All MLS* was up 3.31% and *Median Sale Price-Residential* was up 9.02%. Clearly, prices are continuing to rise.

The market in September followed the pattern so often seen when interest rates decline. As rates trend down, buyers and sellers delay taking action because they believe that next week or next month costs will be lower. They will wait until rates are acceptable, or until rates begin to rise. In September we saw that slower new sales and listing activity mirrored the decline in interest rates. That suggests that the slowdown in the market was interest rate driven, and that activity will increase yet again as rates either bottom out or reach levels acceptable to buyers.