

# Clark County Market Report

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July was a really exceptional month for the Clark County real estate market. You could see that best in the 1,029 *New Pending Residential Sales* reported to RMLS. That was down just 0.7% from June which recorded the best new sales for June since 2005, and it was up 11.4% from July 2019, and up 24.1% from July 2018. More impressively, there were more new pending sales this July than in July 2005, which until now had held the record for new pending sales. And as a result, the backlog of pending sales waiting to close grew 7.6% from June to 1,960. That was up 21.7% from July 2019 making it was the largest backlog of pending sales in July since 2016. Even at the healthy rate sales closed in July that still represents 1.9 months of closings.

Closing activity was also exceptional in July. You could see that in the 939 *New Closed Residential Sales* reported, up 29.7% from June, up 13.0% from July 2019, and up 19.0% from July 2018. In fact, July closings were up 14.5% from July 2015, which was the best closing activity for the month since 2005. And most impressively, July's closing activity was up 2.4% over the July 2005 record. Furthermore, with that stronger closing activity, at the end of July there had been 5,028 *Solds Year To Date* reported, down just 6.0% from July 2019. Remember that in June the difference was 9.3%. While that total was still the lowest since 2014, it was better than in any other year between 2006 and 2014 and with the very large backlog of pending sales waiting to close, total sales for the year will continue to catch up.

Listing activity also improved significantly in July. Reflecting that were the 1,174 new residential listings submitted to RMLS, up 19.9% from June. That was also up 1.2% from July 2019, and up 2.4% from July 2018. In fact, that was the most new residential listings reported in July this decade. Yet with the strong new sales activity the number of *Active Listings* fell to 1,587 at the end of July. That was down 5.0% from June, and down 36.3% from July 2019. To put that in perspective, that was smallest number of *Active Listings* in July since 2008. More significantly, there were just 1.14 new residential listings for each new pending residential sale. And based on the number of closed residential sales in July, there were just 1.1 months of standing residential inventory available.

Strong demand and limited inventory continued to push average prices higher in July. You could see that in the *Average Sale Price-All MLS* which was \$420,398, up 1.0% from June, and up 5.3% from July 2019. More importantly *Median Sale Price-Residential* was \$402,000, up 0.8% from June, up 6.1% from July 2019, and up 11.7% from July 2018. That was also up 49.4% from the previous high in July 2007, and up 119.3% from the July 2010 low during the downturn. And the average residential sale price was \$448,100, up 2.5% from June, up 8.5% from July 2019, and up 10.0% from July 2018. While the year over year increases have yet to indicate how quickly and significantly prices are increasing, recent month over month increases suggest that annualized increases in double digits are on the way.

	JULY 2020	Change from July 2019
Active Listings	1,587	-36.3%
Solds Year To Date	5,028	-6.0%
New Closed Residential Sales	939	13.0%
New Pending Residential Sales	1,029	11.4%
Average Days on Market-Res. Solds	47	11.9%
Average Sale Price- All MLS	\$420,398	5.3%
Median Sale Price-Residential	\$402,000	6.1%

*As this market began recovering in May some of us expected that typical Spring market activity would push into Summer. And while to some extent that may have been true, the sales numbers from June and July are much better than historical Spring numbers would suggest. Clearly there is more driving this market than seasonal demand pushed forward. One factor may be historically low interest rates, yet anecdotal evidence suggests much of the demand may be driven by consumers who now are thinking about where they want to live based on different criteria and with greater urgency. Still, whatever factors are influencing it, demand is at record levels, which means lack of inventory is going to continue to be a challenge . . .*