

Clark County Market Report

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The Clark County real estate market in April was like a mirror image of March, with sales activity in the first half reflecting the impact of the Governor's stay at home orders. But then sales activity picked up dramatically in the last two weeks. You could see that in the way the 596 *New Pending Residential Sales* were distributed through the month. Only 11% of those came in the first week, and only 17% came in the second week. But in the third week things changed, with 31% of the month's new pendings reported, and the last week accounted for 41% of the new pending sales. Despite that increase though, *New Pending Residential Sales* were down 20.5% from March, and down 32.0% from April 2019. In fact, you have to go back to 2012 to find fewer new pending sales in April. Interestingly though, the backlog of pending sales waiting to close grew 6.3% from March to 1,376. Yet that was down 11.3% from April 2019 and it was the smallest backlog of pending sales in April since 2014. At the rate sales closed in April that represents 2.35 months of closings.

Predictably, closing activity also fell off significantly. Some of that was due to an increase in pending sales that failed to close, and some was due to reduced new sales in the last half of March, but much of that was due to lengthening times required to close sales. Reflecting that were the 536 *New Closed Residential Sales* reported to RMLS, down 13.6% from March, and down 20.7% from April 2019. In fact, that was the smallest number of closed residential sales in April since 2014. Even so, with the strong sales in the first two and a half months this year, at the end of April there had been 2,514 *Solds Year To Date* reported, down just 3.3% from April 2019. But that was the fewest *Solds Year To Date* on record since April 2014. And it will continue to lag any recovery in new sales activity for 45 to 60 days until those new sales close. Still, if new sales activity maintains the pace it hit in the last two weeks of April, recovery will follow relatively quickly.

Unsurprisingly, listing activity was the most significantly impacted aspect of the real estate business in April. Reflecting that were the 675 new residential listings submitted to RMLS, down 34.0% from March, and down 40.8% from April 2019. That was by far the smallest number of listings submitted in April this decade. In fact it was down 13.9% from April 2011, which until now held the record low since 2010. Even so, with slower new sales activity the number of *Active Listings* grew to 1,849 at the end of April, up 0.6% from March, but down 22.7% from April 2019. And except for April 2017, that was fewer *Active Listings* than there were in any other April since 2005. More significantly, there were just 1.13 new residential listings for each new pending residential sale. And based on the number of closed residential sales in April, there were just 1.7 months of standing residential inventory available.

Average prices in April were surprisingly strong. You could see that in the *Average Sale Price-All MLS* which was \$410,949, off just 0.2% from March, and up 4.3% from April 2019. More importantly *Median Sale Price-Residential* was \$385,000, down 1.7% from March, but up 6.9% from April 2019, and up 9.3% from April 2018. That was also up 45.3% from the previous high in April 2007, and up 102.7% from the April 2011 low during the downturn. And the average residential sale price was \$412,800, down 3.2% from March, but up 5.6% from April 2019, and up 6.1% from April 2018.

	APRIL 2020	Change from April 2019
Active Listings	1,849	-22.7%
Solds Year To Date	2,514	-3.3%
New Closed Residential Sales	536	-20.7%
New Pending Residential Sales	596	-32.0%
Average Days on Market-Res. Solds	47	-19.0%
Average Sale Price- All MLS	\$410,949	4.3%
Median Sale Price-Residential	\$385,000	6.9%

The recovery in new sales activity in the second half of April is encouraging. Yet it highlights how brokers' restricted sales activities, and seller's concerns about visitors to their houses have exacerbated a significant shortage of inventory. In fact, anecdotal evidence from brokers tells us demand in most price segments is really hot while listings are in short supply. An indicator of that is the drop in Average Days on Market for Residential Solds, which fell from 63 days in March to 47 days in April. That tells us that for this market to recover fully we will need a lot more good listings.