

Clark County Market Report

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February set a new monthly low for inventory in the Clark County real estate market, which constrained new sales activity even though that was not readily apparent in the sales data. In fact, there were 758 *New Pending Residential Sales* reported to RMLS, up 8.1% from January and better than the typical seasonal increase. More impressively, *New Pending Residential Sales* were the second best on record, much better than in any other February since 2006, and down just 9.1% from the February 2005 record. As a result, at the end of February there were 1,473 pending sales waiting to close, up 6.9% from January, but down 20.8% from the February 2021 record. To put that in perspective, the backlog was down just one pending sale from February 2020 and it was larger than in any other February since 2010. At the rate sales closed in February that represented a healthy 2.4 months of closings.

Closing activity was also very good in February, even though it was not enough to beat last February's record. Reflecting that were the 567 *New Closed Residential Sales* reported, up 6.2% from January, but down 7.1% from February 2021. To put that in perspective, *New Closed Residential Sales* were up 10.3% from February 2020, up 2.4% from February 2018 which was the high between February 2006 and February 2020, and tied with February 2005, which held the record until 2021. As a result, at the end of February there were the 1,221 *Solds Year to Date*, also the second best on record, down 9.3% from the February 2021, but up 7.7% from February 2020, and impressively up 0.7% from February 2005, the record before 2021.

Significantly, listing activity improved in February compared to January, with 842 new residential listings submitted to RMLS. That was up 18.4% from February 2021, and it was easily the most new residential listings for the month since 2010. As a result, the number of *Active Listings* rose 10.3% from January. Even so, historically strong demand easily absorbed those listings and drove total Active Listings down to 557. That was a new record low, down 9.0% from February 2021, down 64.7% from February 2020, and down 73.1% from February 2019. Consequently, there were just 1.11 new residential listings for each new pending residential sale. And based on the number of closed residential sales in February there were just 12 days of standing residential inventory available, unchanged from January.

Unsurprisingly, low inventory and record demand pushed prices dramatically higher in February. For example *Average Sale Price-All MLS* was \$607,681, up 28.9% from February 2021. More importantly *Median Sale Price-Residential* was \$512,000, up 18.2% from \$433,100 in February 2021, and up 32.4% from \$386,700 in February 2020. That was also up 98.5% from the previous high in February 2007, and up 169.5% from the February 2012 low during the downturn. And the average residential sale price rose 2.3% from January to \$565,700 in February, up 17.4% from \$482,000 in February 2021.

	FEBRUARY 2022	Change from Feb. 2021
Active Listings	557	-9.0%
Solds Year To Date	1,221	-9.3%
New Closed Residential Sales	567	-7.1%
New Pending Residential Sales	758	8.3%
Average Days on Market-Res. Sids	27	-18.2%
Average Sale Price- All MLS	\$607,681	28.9%
Median Sale Price-Residential	\$512,000	18.2%

The historically strong demand continued unabated in February. And despite really good listing activity there were still not enough listings to meet the demand. In fact, in the last six months the supply of available standing inventory dropped from 23 days in September and October, to 15 days in November, 11 days in December, and 12 days in both January and February. A predictable result has been record low average days on the market. For residential properties it was just 27 days in February, down 18.2% from last February. Another predictable result has been dramatically increasing sale prices. Just one example of that was the February average residential sale price which was \$565,700, up 17.4% from \$482,000 in February 2021. As long as the strong demand continues, we will see more of the same. And we will need a lot more listings . . .