

Clark County Market Report

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The Clark County real estate market slowed dramatically in April, with sales and listing activity looking more like we saw in 2014 or 2015, than in the first three months of 2022. You could see that best in new sales activity, reflected by the 802 *New Pending Residential Sales* reported to RMLS. That was down 14.0% from March, and down 12.5% from last April, which was the second best on record. To put that in perspective, *New Pending Residential Sales* were down 8.6% from April 2019, down just 1.7% from April 2018, and up 1.5% from April 2017. In fact, new sales activity in April was the 8th best on record, down substantially from March which was the second best on record. As a result, at the end of April there were 1,483 pending sales waiting to close, down 2.8% from March, due in part to strong closing activity, and down 28.1% from the April 2021 record. At the rate sales closed in April that represented 1.5 months of closings.

In contrast to new sales, closing activity in April increased from March, reflecting the strong new sales activity we saw in February and March. That was reflected in the 806 *New Closed Residential Sales* reported, up 2.9% from March, but down 12.1% from a very good April 2021. In fact, *New Closed Residential Sales* were up 19.2% from April 2019, and up 16.8% from April 2018 which was the high between April 2006 and April 2021, and down just 5.3% from the April 2005 record. The result of that strong closing activity was that at the end of April there had been 2,971 *Solds Year to Date* reported, the second best on record. That was down 4.8% from the April 2021 record, but up 8.4% from April 2018 which was the best reported between April 2006 and April 2020.

Interestingly, listing activity also slowed in April with 948 new residential listings submitted. That was down 6.1% from March, and down 15.6% from April 2021. While that was significantly better than April 2020, it was also down 16.8% from April 2019, and down 4.9% from April 2018, but up 3.5% from April 2017. Yet despite the decline in listing activity, with slower new sales the number of *Active Listings* rose 19.7% from March to 754 Active Listings, up 17.6% from April 2021, but down 59.2% from April 2020, and down 68.5% from April 2019. As a result, there was just 1.18 new residential listings for each new pending residential sale. And based on the number of closed residential sales in April there were just 15 days of standing residential inventory available

Despite the slowdown in April, low inventory and still healthy demand continued to support higher prices. For example *Average Sale Price-All MLS* was \$590,555, up 23.9% from April 2021. *Median Sale Price-Residential* was \$528,500, up 0.7% from March, up 18.8% from \$445,000 in April 2021, and up 37.3% from \$385,000 in April 2020. That was also up 99.4% from the previous high in April 2007, and up 178.3% from the April 2011 low during the downturn. And the average residential sale price rose 2.7% from March to \$587,300, up 17.2% from \$501,100 in April 2021.

	APRIL 2022	Change from April 2021
Active Listings	754	17.6%
Solds Year To Date	2,971	-4.8%
New Closed Residential Sales	806	-12.0%
New Pending Residential Sales	802	-12.6%
Average Days on Market-Res. Slds	18	-5.3%
Average Sale Price- All MLS	\$590,555	23.9%
Median Sale Price-Residential	\$528,500	18.8%

It is too soon to tell why the market changed in April, and to know if that was just a blip, or if it was an indication of a shift in the market. But we do know that historically low levels of inventory are still limiting sales. And we know that April certainly felt different than any month since mid-2020. Still, the 802 new pending residential sales and 948 new residential listings in April ranked better than average historically. In fact, new sales activity was better this April than it was in 10 of the 18 Aprils since the 2005 record. Furthermore, the fact that both sales and listing activity declined similarly suggests there is more going on than just a drop in demand. Whatever the reason or reasons though, a less overheated market should moderate price increases and ultimately lead to a healthier, more balanced, and more sustainable market.