

# Clark County Market Report

August 2022

Mike Lamb

Broker at Windermere Northwest Living, Vancouver, WA

[Mike@MikeLamb.info](mailto:Mike@MikeLamb.info)

360-921-1397

New sales activity in the Clark County real estate market improved in July, which was surprising because sales typically decline when summer vacations heat up. In fact, between 2011 and 2021 new sales activity increased in only two Julys, up 6.8% in 2015, and up 6.4% in 2014. This July there were 702 *New Pending Residential Sales* reported to RMLS, which was up 4.2% from June, but still down 27.6% from July 2021. Yet despite the increase that was the smallest number of *New Pending Residential Sales* for the month since July 2012. Furthermore, since 2005 only during the years from 2007 through 2012 were there fewer *New Pending Residential Sales* in July. As a result, at the end of the month there were 1,177 pending sales waiting to close, down 1.7% from June, and the smallest backlog of pending sales for the month since July 2011. At the reduced rate sales closed in July that represented just 1.8 months of closings.

Closing activity slowed significantly in July, in contrast to the increased new sales activity. But that should not have been surprising given the weaker new sales activity in May and June. And you could see that in the 666 *New Closed Residential Sales* reported, down 14.6% from June, and down 32.9% from the July 2021 record. In fact, there were fewer closings last month than in any other July since 2013. Consequently, July was the month in which *Solds Year to Date* fell dramatically behind 2021's pace. At the end of the month there had been 5,427 *Solds Year to Date* reported, down 13.4% from the July 2021 record. Yet with the strong sales in the first quarter that was still up 7.9% from July 2020, and up 1.5% from July 2019. Still, *Solds Year to Date* were down compared to any other July since 2015.

Listing activity also slowed in July. There were just 978 new residential listings submitted, down 16.1% from June, and down 19.4% from July 2021. Interestingly, that was the first time since 2014 that there have been less than 1,000 new residential listings submitted in July. Yet with weaker new sales activity, the number of *Active Listings* still grew to 1,596, up 2.9% from June and up 40.3% from July 2021. That was also up 0.6% from July 2020, but it was still down 36.0% from July 2019 and less than any other year on record. Furthermore, the growing inventory increased the number of new residential listings for each new pending residential sale from 1.73 months in June to 1.87 months in July. And based on the number of closed residential sales in July there were 1.6 months of standing residential inventory available.

Unsurprisingly, average prices continued to moderate in July. For example *Average Sale Price-All MLS* was \$595,157, down 0.1% from June but still up 17.0% from July 2021. *Median Sale Price-Residential* was \$529,400, down 0.8% from June, but up 11.5% from \$475,000 in July 2021, and up 31.7% from \$402,000 in July 2020. And the average residential sale price fell 4.7% from June to \$582,800, but that was still up 8.4% from \$537,900 in July 2021.

	AUGUST 2022	Change from Aug 2021
Active Listings	1,596	68.4%
Solds Year To Date	5,427	-13.4%
New Closed Residential Sales	666	-32.9%
New Pending Residential Sales	702	-27.6%
Average Days on Market-Res. Slds	24	41.2%
Average Sale Price- All MLS	\$595,157	17.0%
Median Sale Price- Residential	\$529,400	11.5%

*The improvement in new sales activity in July was significant for several reasons. First, it is very unusual to see new sales activity increase in July. But even more significant, for that to happen in the midst this summer's "vacation on steroids" suggests there is still life in this market. Furthermore, the improvement in new sales activity happened while inventory was still historically low. To put that in perspective, this market is still better than we saw in any of the eight Julys between 2006 and 2013. So even though this market seems to be recalibrating, the fact that new sales activity improved as inventory grew suggests that increases in inventory will continue to stimulate sales. That means we still need more good listings . . .*