

Clark County Market Report

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Real estate sales in Clark County continued to slow in October. The best indicator of that was the 433 *New Pending Residential Sales* reported to RMLS, down 2.7% from an already slow September, and down 9.8% from October 2022. Significantly, the last time new sales activity declined in October was in 2016, so that decline was not typical. As a result, *New Pending Residential Sales* were down 51.9% from October 2021, and down 55.9% from October 2020, which was this market's record high. That was also down 42.5% from October 2019, and it was the fewest *New Pending Residential Sales* for the month since 2010. Consequently, the backlog of pending residential sales shrank 7.8% from September to 733. That was down 7.6% from October 2022, down 57.2% from October 2021, and it was the smallest backlog of pending sales in November since 2007. At the rate sales closed in October that represented just 1.7 months of closings.

Unsurprisingly, closing activity also weakened in October, reflecting slower new sales activity in August and September. There were just 445 *New Closed Residential Sales* reported, down 6.5% from September, and down 17.0% from October 2022. To put that in perspective that was also down 50.2% from October 2021, down 53.5% from the October 2020 record, and it was by far the smallest number of residential closings for the month since 2011. As a result, at the end of October there had been just 5,435 *Solds Year to Date* reported, down 28.1% from October 2022, and down 41.7% from the October 2021 record. That was significantly fewer *Solds Year to Date* reported in October than in any year since 2011.

Listing activity also continued to slow in October, with just 601 new residential listings submitted. That was down 4.8% from September's historically anemic listing activity, down 5.5% from October 2022, down 32.7% from October 2021, and it was the weakest listing activity for the month since 2012. Despite that, with slowing new sales activity the number of *Active Listings* grew to 1,530, up 1.9% from September. That was down 0.3% from October 2022, but up 79.2% from the October 2021 record low, and up 49.0% from October 2020. Even so, that was much less inventory than in any other October this century. As a result, there was just 1.4 new residential listings for each new pending residential sale in October. And based on the number of closed residential sales in September there were only 2.1 months of standing residential inventory available.

Predictably, with slower new sales and higher interest rates, average prices generally showed little change in October. For example, *Average Sale Price-All MLS* was \$581,668, up just 0.1% from September and down 1.6% from October 2022. More significantly, *Median Sale Price-Residential* rose 0.8% from \$525,600 in September to \$530,000, up just 1.0% from \$525,000 in October 2022. Interestingly however the average residential sale price was \$595,600 in October, up 1.5% from September, and up 5.3% from \$565,400 in October 2022.

	OCTOBER 2023	Change from Oct. 2022
Active Listings	1,530	-0.3%
Solds Year To Date	5,435	-28.1%
New Closed Residential Sales	445	-17.0%
New Pending Residential Sales	433	-9.8%
Average Days on Market-Res. Solds	41	-4.7%
Average Sale Price- All MLS	\$581,668	-1.6%
Median Sale Price-Residential	\$530,000	1.0%

It may not be obvious without digging into the numbers, but at least in this market sales activity closely tracks new listing activity. For example, this year through the end of October there were 6,890 new residential listings submitted. That was down 24.5% from 2022, down 32.8% from 2021, and down 27.4% from 2020. More interestingly, total residential sales through October were 78% of listing activity year to date. That was the same percentage sold as in 2022, but unsurprisingly both years were down from 84% in 2021. The percentage of residential sales to listings in 2020 was 73%, and going back from 2020 to 2015 it ranged between 71% and 76%. Even in 2012 the percentage of sales to listings was 70%. So clearly, the higher percentage of sales to listings we have seen over the last three years tells us that low levels of inventory continue to restrict sales in this market. Believe it or not, we still need more good listings.