

Clark County Market Report

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January's snow and ice cooled the Clark County real estate market, effectively shutting it down for a week. You could see the result of that in the 445 *New Pending Residential Sales* reported to RMLS, which was 76% of the average of new sales for the month since 2005. That tells us if the weather had been better, sales activity would have been at least average for the month. As a result *New Pending Residential Sales* were up 16.5% from December, although they were still down 12.8% from January 2022, and down 36.5% from January 2021. That was fewer new sales than in any January since 2011, but it was still more than in any January between 2007 and 2011. Additionally, the backlog of pending residential sales grew 25.5% from 648 in December to 813 at the end of January. While that was a significant improvement, it was still the smallest backlog of pending sales in January since 2013. At the rate sales closed in January that represented 2.3 months of closings.

Unlike new sales activity, closing activity weakened in January with just 309 *New Closed Residential Sales* reported. That was down 18.9% from December, but it was typical for the season due to slower new sales activity in December. This year however the decline was significantly smaller than in any January since 2016. Despite that, *New Closed Residential Sales* were down 38.9% from January 2022, and down 43.9% from the January 2021 record. That was the fewest residential closings for the month since 2012. Consequently, by the end of the month there had been just 351 *Solds Year to Date* reported, down 4.6% from January 2023, down 37.7% from January 2022, and down 48.2% from the January 2021 record. In fact, that was the fewest *Solds Year to Date* reported in January since 2012.

Listing activity was also impacted by the weather, with just 547 new residential listings submitted. Even though that was up 2.2% from a very anemic January 2023, it was down 21.3% from January 2022, and down 36.0% from January 2021. In fact that was the weakest listing activity compared to any other January since at least 2000. As a result, the number of *Active Listings* fell to 1,221, down 6.1% from December. While that was up 20.8% from January 2023, and up 141.8% from the January 2022 record low, it was down 23.1% from January 2020. That was much less inventory than in any other January this century. As a result, there was just 1.2 new residential listing for each new pending residential sale in January. And based on the number of closed residential sales there were only 2.2 months of standing residential inventory available.

Average sales prices showed little change in January. For example, *Average Sale Price-All MLS* was \$554,465, down 4.7% from December, but up 1.6% from January 2023. More significantly, *Median Sale Price-Residential* was \$510,800, down 1.8% from December but up 3.4% from \$494,000 in January 2023. And the average residential sale price was \$570,200 in January, down 4.5% from December, but up 3.4% from \$551,400 in January 2023, and up 3.1% from \$553,100 in January 2022.

	JANUARY 2024	Change from Jan. 2023
Active Listings	1,221	20.8%
Solds Year To Date	351	-4.6%
New Closed Residential Sales	309	-2.5%
New Pending Residential Sales	445	-12.8%
Average Days on Market-Res. Solds	64	14.3%
Average Sale Price-All MLS	\$554,465	1.6%
Median Sale Price-Residential	\$510,800	3.4%

The weather clearly had an impact in January, with both new listings and new sales down by approximately a week's worth of activity. If new sales numbers are adjusted for that loss of production, new residential sales would have been significantly better than they were in 10 of the Januarys since 2005, including 2023. And if listing numbers are adjusted for the loss of production they would have been better than they were in 6 of the Januarys since 2012, including both 2023 and 2022. So while there is cause for optimism, the critical issue is still lack of inventory. To put that in perspective, ten years ago in January there were 2,381 Active Listings, and fifteen years ago there were 6,386. Even in 2005's strong market there were 2,045 Active Listings in January. Consequently, if you want to know how this market will do in 2024, just watch listing activity.