



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



RMLS MARKET ACTION REPORT

SEE AUGUST 2021
REPORT BELOW



OPPORTUNITIES IN THE CURRENT MARKET

Inventory has increased slightly again in August and we are starting to see properties with longer days on the market.

Inventory has been at historical lows for the last 12 months, with only 1.0 month or less. Inventory bottomed out this year in March, with only 0.5 months. Since then, it has been slowly ticking up, with August coming in at 0.8 months of inventory. The trend is headed higher, which will moderate price increases and give Buyers some welcome relief.

The Median Price of Closed Sales, in Clark County in August 2021, was \$484,400 (up \$9,800 from July 2021). This is an increase of 15.4% over August 2020, which was \$420,000.

Real Estate activity continues to be strong in the first few weeks of September 2021.

ZENITH RECENT LISTINGS & TRANSACTIONS



*3733 NW Sierra Drive
Listed at \$969,500
MLS #21676070*



*2400 N W 41st Ave
Listed at \$849,990
MLS #21544873*



*39815 NE Gerber
McKee Road, 3.9AC
Mountain View & New Price!
Listed at \$449,000
MLS #21653465*



*520 SE Columbia River
Drive #122
Investment Opportunity!
List Price \$379,990
MLS #21291255*



*5234 P Street
List Price \$479,990
MLS #21617972*



*13817 NW 10th Ct #C
Multiple Offers Recvd!*



*7014 N 94th Ave
MLS #21030743*



*4303 NW Sage Loop
Investment Opportunity!
MLS #21523578*



*9204 NE 165th Avenue
Sold \$20k Over List!*



*4207 NE Tacoma Ct
Sold at List!*



*520 SE Columbia River
Drive #234 - Sold at
\$375,000!*



*2519 NW Norwood
Place - Not Listed*



*315 N Fredericksburg
Way - Not Listed /
Dual Representation*



*3707 N Pioneer Canyon
Drive - Sold \$35k Over
List!*



*5816 NW 25th Avenue
Buyer Representation*



*2608 S White Salmon Dr
Buyer Rep in Multiple
Offer Situation*

Offering Full Service Property Management, Buyer/Seller Representation, Real Estate Investment Consulting, Rental Potential Analysis, and so much more!

"I've used Zenith for 4 years now, and couldn't be more happy with them. They are professional, timely, and have made owning an investment property a breeze. They are extremely responsive to all my inquiries, Marina in particular, and have been a pleasure to work with! From the initial purchase of the property to managing, Zenith does it all and I recommend them whole-heartedly." - Stephen Cook

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Transaction Coordinator

*First-Class Performance...
Guaranteed!*



RMLS MARKET ACTION REPORT

Provided by & Notes Courtesy of Zenith Properties NW, LLC
Denny Miller, Designated Broker & Real Estate Team
www.zenithpro.com



Clark County, Washington Market Action Addition

August 2021

The Clark County, Washington real estate marketplace has some unique characteristics. There is a much higher proportion of active residential listings in Clark County that are Proposed, defined as "not yet under construction", than exists in any other RMLS™ area. This means that there are fewer homes listed as Active that are ready to move into in an immediate timeframe.

The Clark County Association of Realtors®, an RMLS™ shareholder, has asked us to produce some additional statistics each month to delve more deeply into the inventory counts in Clark County. The following summary shows the number of homes available for immediate purchase and occupancy.

Total Active Listings* Reported in Market Action:	728
Less Listings with Purchase Contingencies*:	18
Readily Purchased Listings:	710
Percent of Total Active Listings:	97.5%
Less New Under Construction (not ready for occupancy):	79
Less New Proposed (not started):	77
Total Readily Purchased & Occupied Listing:	554
Percent of Total Active Listings:	76.1%
Inventory in Months of Readily Purchased & Occupied Listings:	0.6

* Active Listings reported in Market Action include three statuses (ACT, BMP, SSP). Two of these statuses are defined as listings with accepted offers that are still marketed as active listings due to the type of offer on the property. These are Bumpable Buyer, which is an offer that is contingent on the sale of the buyer's current home, and Short Sale Pending, where an offer has been accepted by the seller but the required third party approvals have not been obtained.

Source: RMLS Regional Multiple Listing Service, Portland Oregon

MARKET ACTION

A Publication of RMLS, The Source for Real Estate Statistics in Your Community

Residential Review: Southwest Washington

August 2021 Reporting Period

Residential Highlights

New listings (1,087) increased 1.3% from the 1,073 listed in August 2020, and decreased 10.4% from the 1,213 listed in July 2021.

Pending sales (1,008) decreased 7.9% from the 1,095 offers accepted in August 2020, and increased 4.0% from the 969 offers accepted in July 2021.

Closed sales (926) increased 12.8% from the 821 closings in August 2020, and decreased 6.7% from the 993 closings in July 2021.

Inventory and Total Market Time

Inventory increased to 0.8 months in August. Total market time increased to **18 days**.

Year-To-Date Summary

Comparing the first eight months of 2021 to the same period in 2020, new listings (8,252) increased 9.8%, pending sales (7,175) increased 10.2%, and closed sales (6,721) increased 22.9%.

Average and Median Sale Prices

Comparing 2021 to 2020 through August, the average sale price has increased 18.2% from \$435,200 to \$514,200. In the same comparison, the median sale price has increased 14.9% from \$397,100 to \$456,100.

Inventory in Months*			
	2019	2020	2021
January	3.2	2.4	0.8
February	2.9	2.1	0.7
March	2.4	2.1	0.5
April	2.4	2.5	0.6
May	2.3	2.3	0.6
June	2.4	1.6	0.6
July	2.4	1.2	0.7
August	2.3	1.3	0.8
September	2.5	1.0	
October	2.5	0.8	
November	2.2	0.8	
December	1.8	0.6	

*Inventory in Months is calculated by dividing the Active Residential Listings at the end of the month in question by the number of closed sales for that month. This number includes proposed and under construction homes.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months

Average Sale Price % Change:
+16.2% (\$497,200 v. \$427,800)
Median Sale Price % Change:
+13.8% (\$444,000 v. \$390,000)

For further explanation of this measure, see the second footnote on page 3.

Due to significant differences between the counties in Southwest Washington, the Residential Review on pages 1, 3, 4, and 5 contain Clark County data only. For data on Cowlitz County, see the Area Report on page 2, or the graphs on page 5 and page 6.

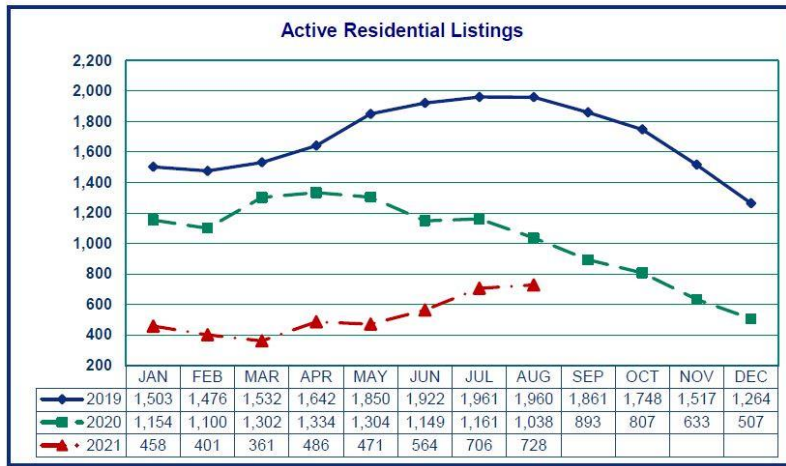
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2021	August	1,087	1,008	926	543,100	484,800	18
	July	1,213	969	993	537,900	475,000	17
	Year-To-Date	8,252	7,175	6,721	514,200	456,100	23
2020	August	1,073	1,095	821	473,400	420,000	46
	Year-To-Date	7,513	6,510	5,467	435,200	397,100	54
Change	August	1.3%	-7.9%	12.8%	14.7%	15.4%	-61.5%
	Prev Mo 2021	-10.4%	4.0%	-6.7%	1.0%	2.1%	3.9%
	Year-To-Date	9.8%	10.2%	22.9%	18.2%	14.9%	-58.1%

*The Median Sales Price is UP \$9,800 from Last Month!

AREA REPORT • AUGUST 2021

SW Washington

		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
		Current Month								Year-To-Date							Avg. Sale Price % Change ²	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales	Pending Sales 2021 v. 2020 ¹	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales	Pending Sales 2021 v. 2020 ¹	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time		Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	17	18	3	23	0.0%	20	459,100	13	186	177	51.3%	164	430,800	396,300	30	12.7%	4	504,800	-	-	9	659,600
12	NW Heights	10	20	4	24	-14.3%	13	380,900	11	165	146	-8.8%	137	344,000	353,600	17	15.6%	1	730,000	-	-	24	481,900
13	SW Heights	8	9	3	12	-14.3%	13	533,900	30	112	106	17.8%	101	633,500	395,000	51	18.9%	1	33,000	2	865,000	7	893,700
14	Lincoln/Hazel Dell	15	26	1	17	-19.0%	15	480,500	10	128	112	-8.2%	116	432,200	421,000	14	8.2%	-	2	129,000	3	646,700	
15	E Hazel Dell	20	37	3	39	2.6%	36	426,300	10	357	321	12.6%	308	406,800	411,500	12	13.3%	3	483,300	9	230,100	2	545,000
20	NE Heights	12	20	1	27	50.0%	25	419,000	9	196	181	84.7%	168	409,300	400,000	17	20.8%	-	-	1	22,000	3	790,300
21	Orchards	30	54	0	44	-18.5%	50	436,900	16	333	291	0.7%	259	418,800	410,000	19	19.7%	1	300,000	5	282,000	6	8,808,300
22	Evergreen	40	82	6	83	-16.2%	94	419,900	13	796	736	17.2%	716	397,100	390,000	14	14.0%	1	348,000	3	320,000	9	555,900
23	E Heights	17	22	3	22	0.0%	16	403,200	19	155	135	14.4%	123	482,000	405,000	29	24.4%	-	1	240,000	-	-	
24	Cascade Park	14	23	2	24	4.3%	25	492,400	13	213	191	8.5%	181	474,500	450,000	13	13.4%	1	495,000	1	837,600	3	1,043,300
25	Five Corners	7	25	2	30	30.4%	27	406,500	6	181	171	5.6%	155	403,700	400,000	9	11.9%	-	-	-	1	528,000	
26	E Orchards	34	60	21	35	-12.5%	37	482,500	25	419	314	21.7%	310	484,700	470,400	20	7.8%	2	1,035,000	1	325,000	1	503,500
27	Fisher's Landing	14	25	2	20	-25.9%	17	522,200	14	183	161	-4.7%	161	505,200	475,000	16	20.5%	-	4	196,400	1	875,000	
31	SE County	6	7	2	7	75.0%	2	940,000	306	30	24	-7.7%	17	868,500	729,900	105	12.4%	-	-	4	379,800	-	-
32	Camas City	62	81	12	59	-45.9%	65	840,900	26	611	538	-10.2%	546	717,500	625,000	27	20.5%	2	475,000	59	310,900	8	605,200
33	Washougal	44	45	4	50	-10.7%	47	651,700	25	373	317	16.5%	277	576,200	540,000	24	24.7%	3	563,300	55	225,900	2	602,800
41	N Hazel Dell	23	47	2	40	29.0%	33	537,900	27	278	240	6.2%	211	519,700	500,000	28	19.0%	-	1	457,500	1	1,400,000	
42	S Salmon Creek	19	37	1	38	2.7%	41	455,300	20	292	282	23.1%	253	443,100	440,000	14	16.2%	-	2	601,300	1	700,000	
43	N Felida	11	23	0	31	-11.4%	37	638,500	23	248	240	11.6%	242	591,400	533,500	24	24.4%	-	8	342,500	-	-	
44	N Salmon Creek	31	38	4	38	-20.8%	36	602,300	17	315	275	-25.5%	283	539,100	500,000	21	16.4%	-	10	144,500	-	-	
50	Ridgefield	57	100	11	76	-26.9%	50	549,500	10	647	559	14.3%	541	517,100	485,000	30	10.6%	1	197,000	9	532,700	2	714,900
51	W of I-5 County	5	8	0	11	57.1%	2	984,000	2	52	41	17.1%	34	893,700	782,500	29	7.4%	-	5	401,000	-	-	
52	NW E of I-5 County	19	19	6	16	33.3%	17	556,900	47	244	139	101.4%	111	671,300	465,900	54	-5.0%	-	20	270,300	-	-	
61	Battleground	96	96	6	83	18.6%	77	558,900	16	575	482	10.8%	424	516,900	467,500	25	21.3%	-	19	439,100	2	926,600	
62	Brush Prairie	75	118	5	113	11.9%	87	597,100	10	817	706	19.3%	604	568,500	520,000	22	14.4%	2	558,800	13	472,500	1	481,600
63	East County	0	1	0	2	-	0	-	-	5	5	400.0%	2	620,000	620,000	16	37.2%	-	-	-	-	-	
64	Central County	3	3	0	4	-33.3%	2	815,000	20	33	33	13.8%	33	697,800	682,000	33	11.4%	-	3	238,300	-	-	
65	Mid-Central County	6	4	1	4	-55.6%	10	808,300	21	50	41	2.5%	42	800,000	740,000	17	18.9%	-	5	346,800	-	-	
66	Yacolt	16	17	3	12	0.0%	14	543,900	8	102	77	1.3%	70	512,200	489,500	30	10.0%	-	9	295,100	-	-	
70	La Center	11	17	0	16	-20.0%	10	657,200	21	102	90	-16.7%	81	547,800	512,000	33	14.2%	-	4	304,400	-	-	
71	N Central	5	5	0	7	133.3%	5	502,200	41	42	32	45.5%	29	593,300	630,000	32	29.0%	-	6	156,700	-	-	
72	NE Corner	1	0	0	1	0.0%	3	622,300	12	12	12	100.0%	12	542,600	495,000	73	19.9%	-	1	179,000	-	-	
73	Clark County Total	728	1,087	108	1,008	-7.9%	926	543,100	18	8,252	7,175	10.2%	6,721	514,200	456,100	23	16.2%	22	518,100	262	308,800	86	1,208,800
80	Woodland City	7	10	2	15	0.0%	9	382,200	9	91	79	-16.8%	68	399,200	380,000	18	21.1%	1	250,000	2	315,500	-	-
81	Woodland Area	12	15	3	12	71.4%	2	927,500	18	74	61	24.4%	47	626,700	599,900	42	13.8%	1	915,000	40	250,900	-	-
82	Cowlitz County	73	120	11	127	21.0%	113	398,700	19	878	775	10.6%	714	375,300	350,000	25	18.6%	2	1,012,500	110	162,300	22	407,900
83	Cowlitz County Total	92	145	16	154	21.3%	124	406,000	18	1,043	915	9.2%	829	391,500	360,000	25	18.0%	4	797,500	152	187,600	22	407,900
87	Pacific County Total	28	36	6	30	20.0%	23	332,700	28	209	177	20.4%	161	323,000	290,000	50	13.3%	4	396,300	92	96,400	1	1,950,000



ACTIVE RESIDENTIAL LISTINGS

CLARK COUNTY, WA

This graph shows the active residential listings over the past three calendar years in Clark County, Washington.

NEW LISTINGS

CLARK COUNTY, WA

This graph shows the new residential listings over the past three calendar years in Clark County, Washington.



¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares August 2021 with August 2020. The Year-To-Date section compares 2021 Year-To-Date statistics through August with 2020 Year-To-Date statistics through August.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/20-8/31/21) with 12 months before (9/1/19-8/31/20).

³ Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



PENDING LISTINGS

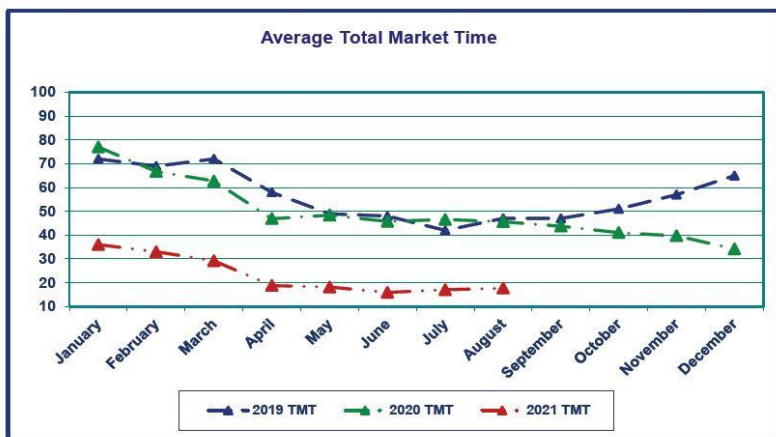
CLARK COUNTY, WA

This graph represents monthly accepted offers in Clark County, Washington over the past three calendar years.

CLOSED SALES

CLARK COUNTY, WA

This graph shows the closed sales over the past five calendar years in Clark County, Washington.



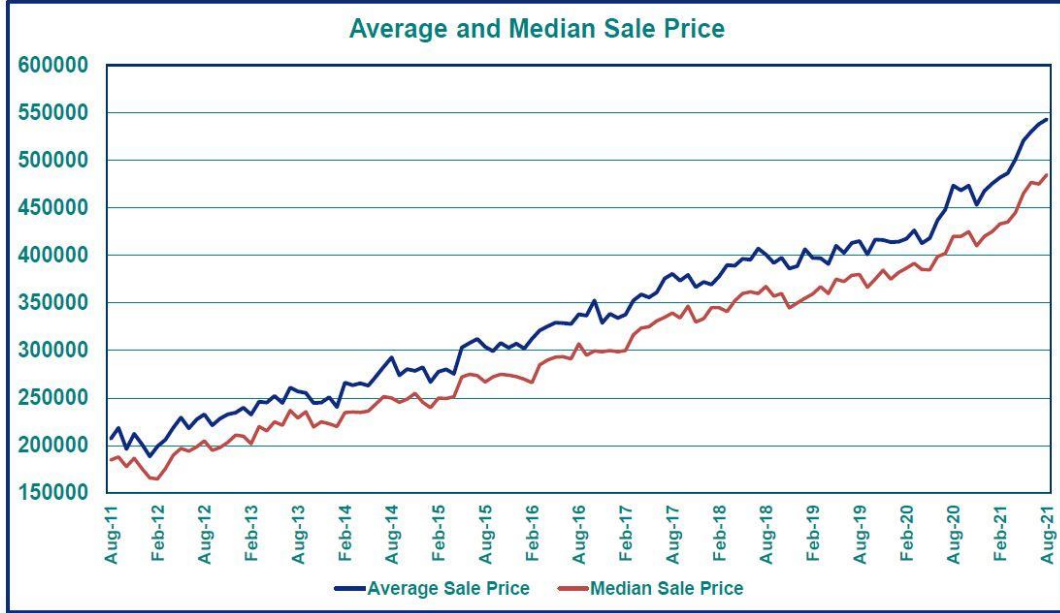
DAYS ON MARKET

CLARK COUNTY, WA

This graph shows the average market time for sales in Clark County, Washington over the past three calendar years.

SALE PRICE
CLARK COUNTY, WA

This graph represents the average and median sale price for all homes sold in Clark County, Washington.



NEW LISTINGS
COWLITZ COUNTY, WA

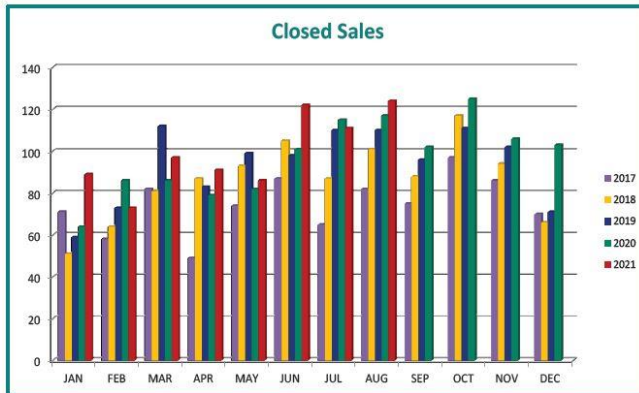
This graph represents new listings in Cowlitz County, Washington over the past three calendar years.



PENDING LISTINGS

COWLITZ COUNTY, WA

This graph represents monthly accepted offers over the past three calendar years in Cowlitz County, Washington.



CLOSED SALES

COWLITZ COUNTY, WA

This graph shows the closed sales over the past five calendar years in Cowlitz County, Washington.

AVERAGE SALE PRICE

COWLITZ COUNTY, WA

This graph represents the monthly average sale price for all homes sold in Cowlitz County, Washington.



MEDIAN SALE PRICE

August 2021

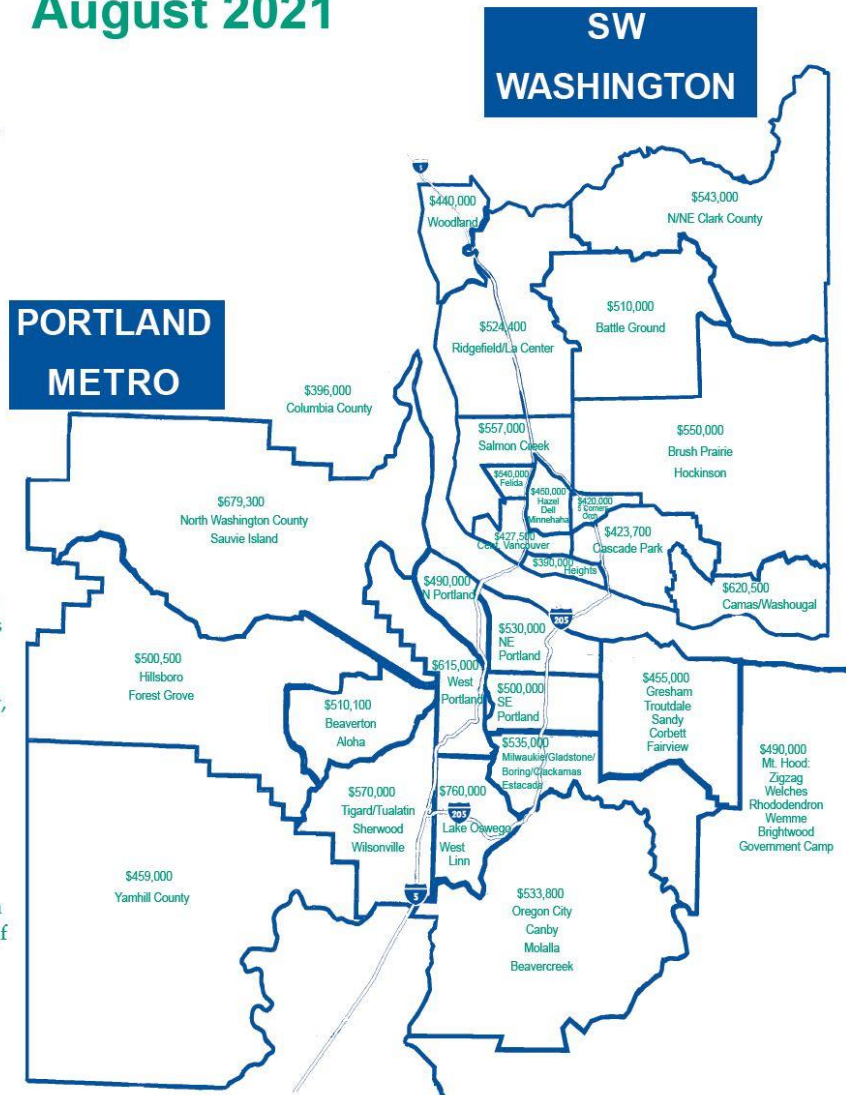
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The statistics presented in Market Action are compiled monthly based on figures generated by RMLS.

Market Action Reports are compiled for the following areas: Portland metropolitan area, Southwest Washington, Mid-Columbia, Columbia Basin, Baker County, Coos County, Curry County, Douglas County, Grant County, Josephine County, Lane County, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

RMLS was formed by area Boards and Associations of REALTORS® in 1991.

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