



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



RMLS MARKET ACTION REPORT

SEE JULY 2021
REPORT BELOW



OPPORTUNITIES IN THE CURRENT MARKET

Inventory has increased slightly and the median sales price is slightly down from June. These changes tell us the market is beginning to moderate, but the activity we continue to see tells us it is still very much a Seller's market!

Zenith Properties, NW LLC has a top notch Real Estate Team, working hand-in-glove with the Property Management Team, offering streamlined access to first-hand knowledge of real estate market opportunities. Contact us today for a no-obligation consultation on your next sale or purchase!

ZENITH RECENT LISTINGS & TRANSACTIONS



*3733 NW Sierra Drive
Listed at \$969,000
MLS #21676070*



*4303 NW Sage Loop
Investment Opportunity!
Listed at \$379,900
MLS #21523578*



*39815 NE Gerber
McKee Road, 3.9AC
with view of Mt. St. Helens!
Listed at \$499,000
MLS #21653465*



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



*7014 N 94th Ave
List Price \$598,888
MLS #21030743*



2519 NW Norwood Place - Not Listed



315 N Fredericksburg Way - Not Listed / Dual Representation



3707 N Pioneer Canyon Drive - Multiple Offers Received!



9204 NE 165th Avenue



4207 NE Tacoma Ct



520 SE Columbia River Drive #234



*808 NE 82nd Street
Closed in Less Than
30 Days!!*



*12107 NE 40th Circle
Sold for \$20k over
asking at \$450,000!*



*2643 NE 88th Place
Sold for \$35k over
asking at \$465,000!*

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

"My wife and I now own three houses managed by Zenith Properties. Their expertise has made being a landlord very simple for us, as they handle virtually all the details of advertising, screening tenants, collecting rents, and managing repairs as they come up. Kelly Kerns is the property manager for the homes we currently own, and when a problem or a repair issue comes up she is on it immediately. We are now in the process of adding to our rental portfolio. Once again, they are great listeners and go out of their way to match their advise to our objectives. The entire team at Zenith, from management through maintenance, sales, and bookkeeping has earned our highest trust, and if you find yourself in a similar situation to ours you will not regret enlisting their services." - Donald Nelson

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Licensed Real Estate
Transaction Coordinator

*First-Class Performance...
Guaranteed!*





Clark County, Washington Market Action Addition

July 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:	706
Less Listings with Purchase Contingencies*:	14
Readily Purchased Listings:	692
Percent of Total Active Listings:	98.0%
Less New Under Construction (not ready for occupancy):	51
Less New Proposed (not started):	78
Total Readily Purchased & Occupied Listing:	563
Percent of Total Active Listings:	79.7%
Inventory in Months of Readily Purchased & Occupied Listings:	0.6 *Up from June

* 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

July 2021 Reporting Period

Residential Highlights

New listings (1,213) increased 3.3% from the 1,174 listed in July 2020, and increased 7.7% from the 1,126 listed in June 2021.

Pending sales (969) decreased 5.8% from the 1,029 offers accepted in July 2020, and decreased 3.3% from the 1,002 offers accepted in June 2021.

Closed sales (993) increased 5.8% from the 939 closings in July 2020, and increased 2.8% from the 966 closings in June 2021.

Inventory and Total Market Time

Inventory increased to 0.7 months in July. Total market time increased to 17 days.

Year-To-Date Summary

Comparing the first seven months of 2021 to the same period in 2020, new listings (7,141) increased 11.4%, pending sales (6,213) increased 14.3%, and closed sales (5,750) increased 24.6%.

Average and Median Sale Prices

Comparing 2021 to 2020 through July, the average sale price has increased 18.8% from \$428,300 to \$509,000. In the same comparison, the median sale price has increased 15.3% from \$392,000 to \$452,000.

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	
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:
+16.4% (\$490,800 v. \$421,800)
Median Sale Price % Change:
+13.8% (\$438,000 v. \$385,000)

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.

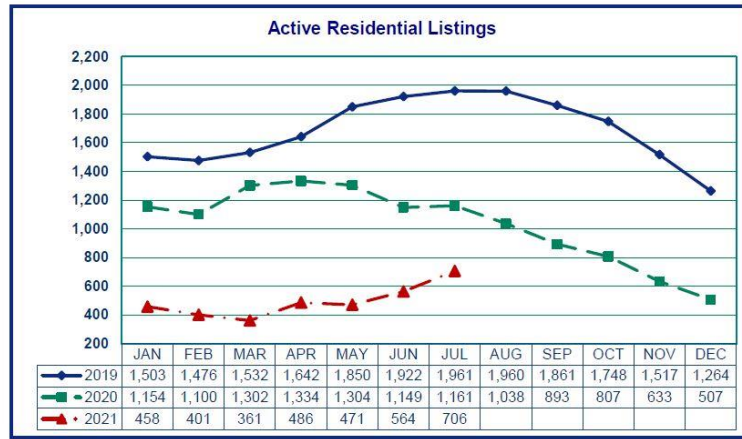
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2021	July	1,213	969	993	537,900	475,000	17
	June	1,126	1,002	966	530,000	476,800	16
	Year-To-Date	7,141	6,213	5,750	509,000	452,000	23
2020	July	1,174	1,029	939	448,100	402,000	47
	Year-To-Date	6,411	5,438	4,615	428,300	392,000	56
Change	July	3.3%	-5.8%	5.8%	20.0%	18.2%	-63.4%
	Prev Mo 2021	7.7%	-3.3%	2.8%	1.5%	-0.4%	7.1%
	Year-To-Date	11.4%	14.3%	24.6%	18.8%	15.3%	-58.2%

*The Median Sales Price is DOWN \$1,800 from Last Month

AREA REPORT • JULY 2021

SW Washington

		RESIDENTIAL															COMMERCIAL			LAND		MULTI-FAMILY	
		Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date		
		Active Listings	New Listings	Expired/Canceled 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	Avg. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	18	29	2	26	225.0%	22	473,800	22	168	155	64.9%	144	426,900	392,500	32	14.1%	4	504,800	-	-	6	769,800
12	NW Heights	17	26	2	16	-30.4%	17	386,000	19	145	123	-8.9%	123	339,600	350,000	17	15.5%	1	730,000	-	-	23	486,500
13	SW Heights	11	21	1	15	-25.0%	11	792,400	35	103	94	22.1%	88	648,200	395,000	54	21.4%	1	33,000	2	865,000	6	917,700
14	Lincoln/Hazel Dell	6	19	2	13	-35.0%	19	479,200	9	102	95	-5.9%	100	424,300	400,000	14	12.4%	-	-	2	129,000	3	646,700
15	E Hazel Dell	22	52	4	39	-13.3%	50	397,000	10	320	282	13.3%	268	403,400	407,800	13	13.1%	1	130,000	9	230,100	2	545,000
20	NE Heights	15	33	2	26	44.4%	31	402,700	17	176	154	87.8%	142	407,500	395,000	18	23.1%	-	-	1	22,000	3	790,300
21	Orchards	19	50	2	43	-8.5%	36	432,200	10	279	248	5.1%	206	414,000	403,500	20	16.8%	1	300,000	4	235,000	6	8,808,300
22	Evergreen	37	113	5	94	10.6%	103	416,400	12	713	658	24.6%	618	393,700	385,000	14	13.5%	-	-	1	265,000	9	555,900
23	E Heights	17	32	3	25	19.0%	23	539,000	20	131	114	14.0%	106	493,800	412,300	30	28.1%	-	-	1	240,000	-	-
24	Cascade Park	20	38	3	28	-9.7%	33	512,400	9	189	167	8.4%	156	471,600	450,000	13	13.2%	1	495,000	1	837,600	3	1,043,300
25	Five Corners	13	29	1	24	50.0%	22	418,800	6	155	141	1.4%	128	403,200	395,000	10	12.6%	-	-	-	-	1	528,000
26	E Orchards	26	58	17	37	32.1%	46	510,800	13	359	291	35.3%	271	483,500	471,000	19	9.3%	2	1,035,000	1	325,000	1	593,500
27	Fisher's Landing	12	19	2	17	-43.3%	28	503,300	9	158	143	0.7%	143	503,400	475,000	16	17.4%	-	-	4	196,400	1	875,000
31	SE County	6	4	1	4	-33.3%	3	1,615,000	36	23	18	-18.2%	15	859,000	729,900	79	18.5%	-	-	4	379,800	-	-
32	Camas City	49	88	8	73	-22.3%	74	705,100	18	529	481	-2.4%	473	697,900	615,700	28	18.6%	2	475,000	57	309,500	8	605,200
33	Washougal	46	62	3	50	22.0%	48	595,600	24	327	268	22.4%	229	560,800	525,000	23	25.2%	3	563,300	54	223,000	1	440,000
41	N Hazel Dell	22	47	0	38	18.8%	40	526,400	9	230	201	2.0%	177	515,800	485,000	28	17.1%	-	-	-	-	1	1,400,000
42	S Salmon Creek	23	40	1	43	38.7%	47	463,800	8	253	244	26.4%	211	441,200	432,000	13	14.9%	-	-	2	801,300	1	700,000
43	N Felida	17	35	0	31	-20.5%	26	644,300	9	223	211	12.8%	201	581,000	530,000	25	21.3%	-	-	8	342,500	-	-
44	N Salmon Creek	34	55	0	38	-28.3%	37	510,900	24	277	239	-23.9%	247	529,900	500,000	22	16.2%	-	-	10	144,500	-	-
50	Ridgefield	49	68	2	55	-32.9%	69	579,200	35	544	485	25.3%	490	513,600	481,700	31	10.9%	1	197,000	9	532,700	2	714,900
51	W of I-5 County	6	5	-	3	-40.0%	7	1,066,400	47	43	30	7.1%	32	888,100	761,300	31	15.8%	-	-	5	401,000	-	-
62	NW E of I-5 County	16	27	9	15	15.4%	18	676,900	40	224	126	117.2%	94	692,000	461,400	55	6.3%	-	-	20	270,300	-	-
63	Battleground	85	106	7	84	5.0%	68	586,400	21	477	404	10.7%	341	507,400	481,000	26	20.6%	-	-	18	444,100	2	926,600
65	Brush Prairie	77	103	3	86	-18.1%	84	576,400	11	696	595	21.7%	513	563,600	516,300	24	13.1%	1	487,500	13	472,500	1	481,600
67	East County	1	2	0	1	-	0	-	-	4	3	200.0%	2	620,000	620,000	16	37.2%	-	-	-	-	-	-
68	Central County	3	5	0	4	-33.3%	7	800,300	10	30	29	20.8%	30	691,400	673,500	35	17.9%	-	-	3	238,300	-	-
69	Mid-Central County	6	5	0	8	14.3%	6	908,700	15	46	37	19.4%	32	797,400	740,000	16	17.8%	-	-	3	356,300	-	-
70	Yacolt	11	22	2	18	5.9%	7	477,100	8	85	67	4.7%	56	504,300	478,500	35	12.8%	-	-	9	295,100	-	-
71	La Center	12	12	1	9	-52.6%	7	506,400	10	84	74	-17.8%	81	534,300	504,500	34	8.9%	-	-	3	255,800	-	-
72	N Central	8	6	3	4	-33.3%	2	837,500	11	36	25	31.6%	24	612,300	649,500	31	26.0%	-	-	5	127,000	-	-
73	NE Corner	2	2	0	2	100.0%	2	420,000	297	12	11	120.0%	9	516,000	490,000	93	15.4%	-	-	1	179,000	-	-
74	Clark County Total	706	1,213	86	969	-5.8%	993	537,900	17	7,141	6,213	14.3%	5,750	509,000	452,000	23	16.4%	18	504,500	250	305,700	80	1,259,400
80	Woodland City	12	15	1	8	-52.9%	8	422,600	9	81	64	-20.0%	59	401,800	380,000	19	16.1%	1	250,000	1	280,000	-	-
81	Woodland Area	9	10	-	10	42.9%	6	698,900	59	59	51	28.1%	44	610,200	594,500	44	13.7%	1	915,000	40	250,900	-	-
82	Cowlitz County	87	137	8	119	13.3%	97	395,000	15	755	651	8.9%	597	371,200	349,900	28	19.7%	1	325,000	93	161,600	19	411,900
83	Cowlitz County Total	108	162	9	137	6.2%	111	413,400	17	895	766	7.3%	700	388,800	356,800	27	18.6%	3	496,700	134	189,100	19	411,900
87	Pacific County Total	35	35	2	23	-4.2%	22	337,100	19	173	148	21.3%	138	321,400	281,000	54	14.0%	3	433,300	67	99,100	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 July 2021 with July 2020. The Year-To-Date section compares 2021 Year-To-Date statistics through July with 2020 Year-To-Date statistics through July.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (8/1/20-7/31/21) with 12 months before (8/1/19-7/31/20).

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

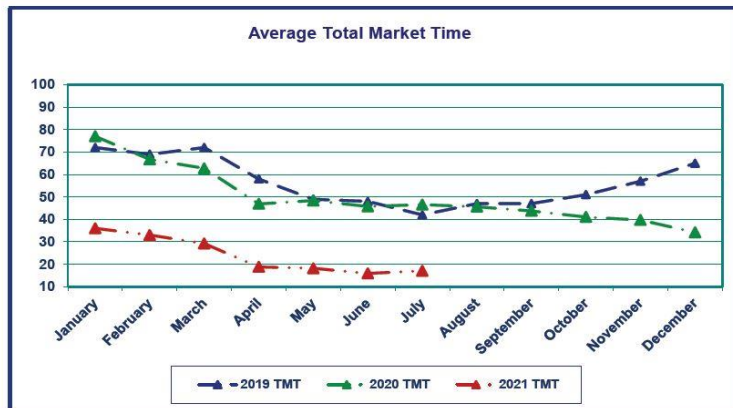
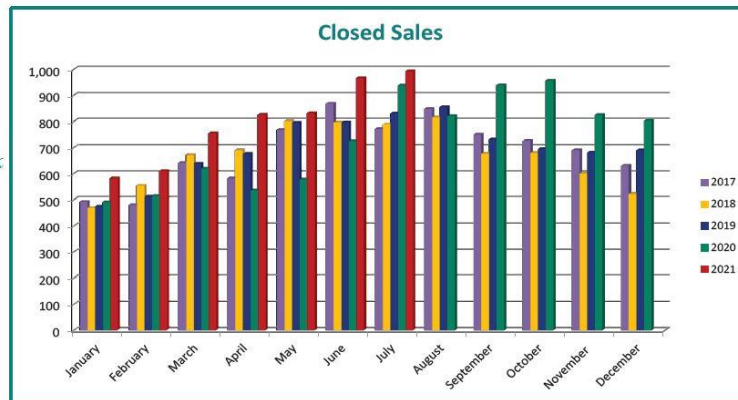
CLARK COUNTY, WA

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.



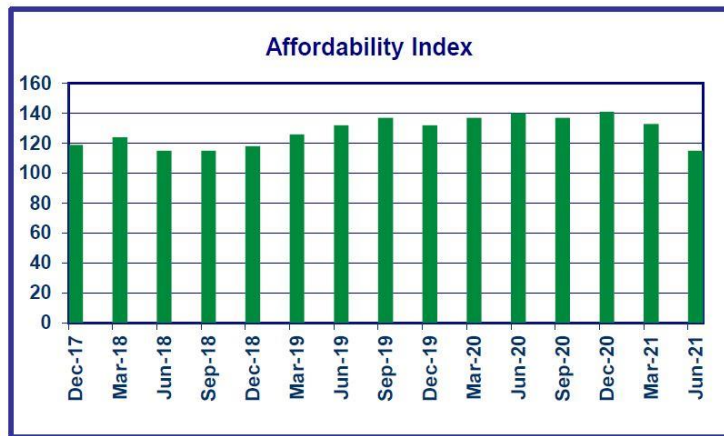
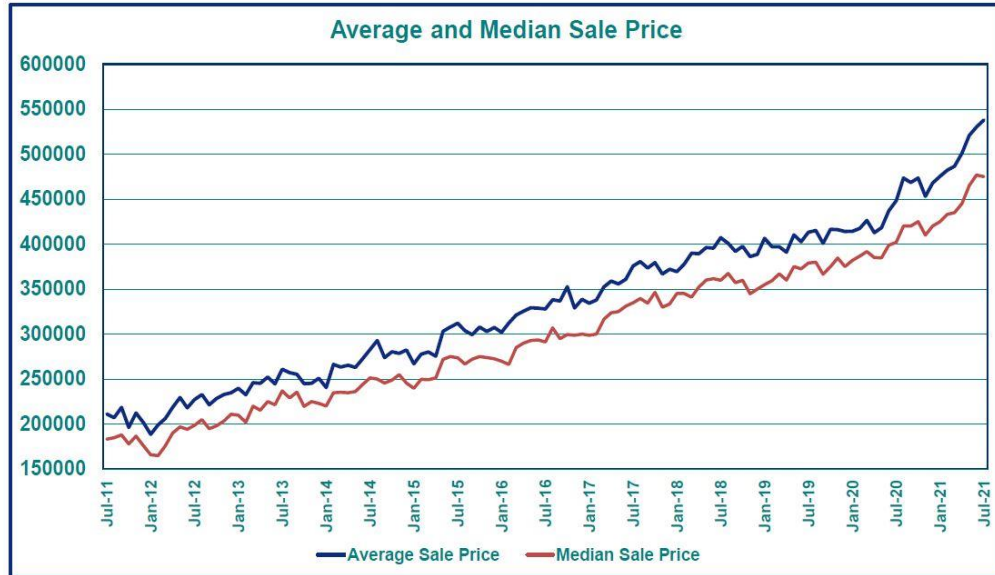
DAYS ON MARKET

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.



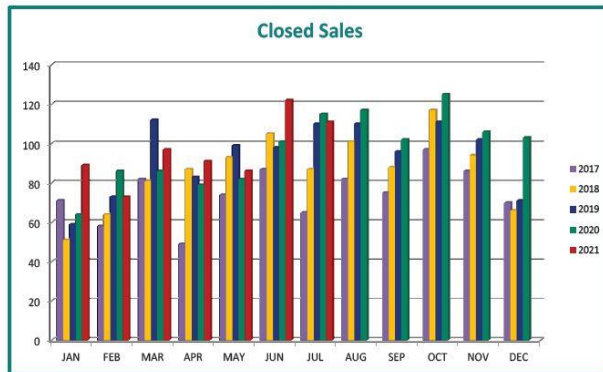
AFFORDABILITY CLARK COUNTY, WA

This graph shows affordability for housing in Clark County, Washington, in June 2021.

AFFORDABILITY - According to a formula from the National Association of REALTORS®, buying a house in the Clark County area is affordable for a family earning the median income. A family earning the median income (\$85,495 in 2021, per HUD) can afford 113% of a monthly mortgage payment on a median priced home (\$476,800 in June). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 2.87% (per Freddie Mac).

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.

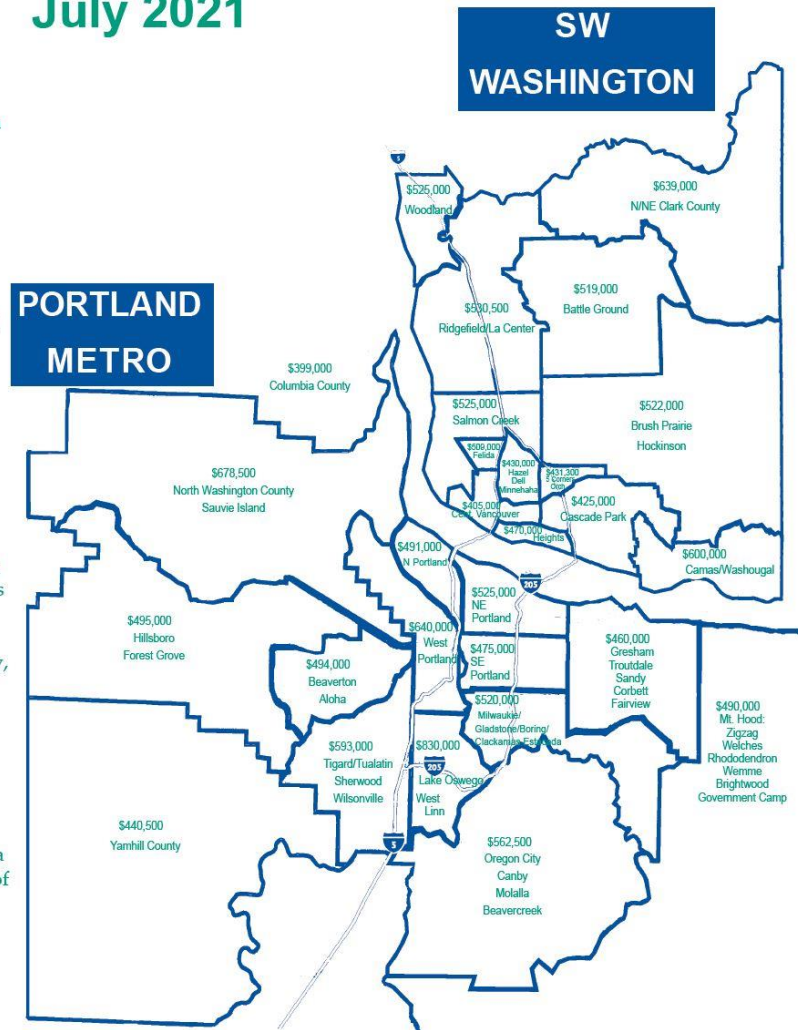
AVERAGE SALE PRICE COWLITZ COUNTY, WA

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



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