



# ***REAL ESTATE HIGHLIGHTS***

## CLARK COUNTY REAL ESTATE MARKET REPORT



### ***OPPORTUNITIES IN THE CURRENT 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.

Inventory remains very limited and total-market-time has decreased once again! Our experienced team can help you navigate this competitive market to a successful sale or purchase of your next investment/personal home. Contact us today for a no-obligation consultation!

### ***RMLS MARKET ACTION REPORT***

SEE JUNE 2021  
REPORT BELOW



## *ZENITH RECENT LISTINGS & TRANSACTIONS*



*9204 NE 165th Avenue  
List Price \$530,000  
MLS #21111020*



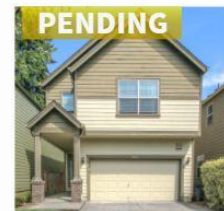
*4207 NE Tacoma Ct  
List Price \$699,990  
MLS #21170168*



*808 NE 82nd Street  
List Price \$329,990  
Offer received with  
**quick close!***



*12107 NE 40th Circle  
List Price \$429,990  
Multiple competitive  
offers received!*



*2643 NE 88th Place  
List Price \$429,990  
Multiple competitive  
offers received!*



*1119 NE 127th Avenue  
Listed FSBO  
Represented Buyer in  
competitive, multiple  
offer situation*



*1614 S 46th Place  
in Ridgefield,  
Represented Buyer  
without competition!*



*5808 NE 52nd Circle  
Represented Sellers  
to sell & buy, multiple  
offers brought **\$32K  
OVER** ask @ \$402,000!*

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



*"I have been working with Denny and his team since 2014. We were in a very difficult situation with a home we owned, before we could make arrangements to rent it, we had a problem with the plumbing and the entire house flooded while away on business. We contacted many contractors who wouldn't do the repairs. Reached out to Zenith, based on their great reputation, and Denny even offered to help personally. Unfortunately, the entire process took several months, but he worked with the insurance company to retrieve unrealized rental income and got the house restored and rent ready. They have also proven they can get your assets to perform. They have an uncanny ability to find great tenants. In the years we have employed their services, the longest we have gone without a tenant is 2 weeks. I cannot say enough great things about them. You all are a rare exception, thank you! - Beau Larsen*

## ZENITH PROPERTIES NW REAL ESTATE TEAM



DENNY MILLER  
Designated Broker  
[denny@zenithpro.com](mailto:denny@zenithpro.com)  
360.816.9751



REGAN MCCABE  
Licensed Broker  
[regan@zenithpro.com](mailto:regan@zenithpro.com)  
360.852.3897



MARINA AL-ROBAEE  
Licensed Broker  
[marina@zenithpro.com](mailto:marina@zenithpro.com)  
360.839.6772



JOANIE TAYLOR  
Licensed Real Estate  
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](http://www.zenithpro.com)



Clark County, Washington Market Action Addition

June 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.

<b>Total Active Listings* Reported in Market Action:</b>	<b>564</b>
<b>Less Listings with Purchase Contingencies*:</b>	<b>13</b>
<b>Readily Purchased Listings:</b>	<b>551</b>
<b>Percent of Total Active Listings:</b>	<b>97.7%</b>
<b>Less New Under Construction (not ready for occupancy):</b>	<b>47</b>
<b>Less New Proposed (not started):</b>	<b>88</b>
<b>Total Readily Purchased &amp; Occupied Listing:</b>	<b>416</b>
<b>Percent of Total Active Listings:</b>	<b>73.8%</b>
<b>Inventory in Months of Readily Purchased &amp; Occupied Listings:</b>	<b>0.4</b>

\* 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

June 2021 Reporting Period

## Residential Highlights

New listings (1,126) increased 15.0% from the 979 listed in June 2020, and increased 6.7% from the 1,055 listed in May 2021.

Pending sales (1,002) decreased 3.3% from the 1,036 offers accepted in June 2020, and decreased 3.6% from the 1,039 offers accepted in May 2021.

Closed sales (966) increased 33.4% from the 724 closings in June 2020, and increased 16.1% from the 832 closings in May 2021.

## Inventory and Total Market Time

Inventory held steady at 0.6 months in June. Total market time decreased to 16 days.

## Year-To-Date Summary

Comparing the first six months of 2021 to the same period in 2020, new listings (5,904) increased 13.1%, pending sales (5,285) increased 18.8%, and closed sales (4,702) increased 29.7%.

## Average and Median Sale Prices

Comparing 2021 to 2020 through June, the average sale price has increased 18.9% from \$422,900 to \$502,800. In the same comparison, the median sale price has increased 15.2% from \$389,900 to \$449,000.

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	
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:
+15.4% (\$482,100 v. \$417,800)
Median Sale Price % Change:
+12.0% (\$430,000 v. \$384,100)

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.

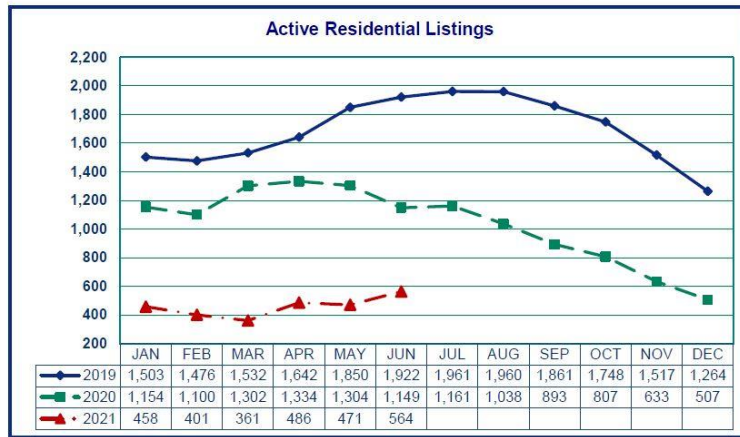
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2021	June	1,126	1,002	966	530,000	476,800	16
	May	1,055	1,039	832	520,600	465,000	18
	Year-To-Date	5,904	5,285	4,702	502,800	449,000	25
2020	June	979	1,036	724	437,100	398,900	46
	Year-To-Date	5,218	4,448	3,624	422,900	389,900	58
Change	June	15.0%	-3.3%	33.4%	21.3%	19.5%	-65.2%
	Prev Mo 2021	6.7%	-3.6%	16.1%	1.8%	2.5%	-12.5%
	Year-To-Date	13.1%	18.8%	29.7%	18.9%	15.2%	-57.5%

\*The Median Sales Price jumped UP another \$11.8K from Last Month!

## AREA REPORT • JUNE 2021

### SW Washington

		RESIDENTIAL															COMMERCIAL			LAND		MULTIFAMILY	
		Current Month								Year-To-Date							Year-To-Date		Year-To-Date		Year-To-Date		
		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales	Pending Sales 2021 v. 2020 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2021 v. 2020 <sup>1</sup>	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change <sup>2</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	21	27	3	22	10.0%	30	434,900	40	139	130	51.2%	121	419,100	384,500	34	12.5%	4	504,800	-	-	5	784,000
12	NW Heights	12	21	1	17	-15.0%	25	368,300	17	119	108	-3.6%	104	332,200	338,000	17	12.2%	-	-	-	-	21	486,500
13	SW Heights	6	10	2	10	-23.1%	6	607,900	16	82	80	35.6%	77	627,600	385,000	57	21.0%	-	-	2	865,000	6	917,700
14	Lincoln/Hazel Dell	6	21	0	21	10.5%	18	455,600	10	83	83	2.5%	81	411,500	400,000	15	11.3%	-	-	1	169,900	2	635,000
15	E Hazel Dell	15	48	2	48	-5.9%	47	421,000	16	288	246	18.8%	217	404,900	404,000	13	15.6%	-	-	9	230,100	2	545,000
16	NE Heights	10	33	1	29	222.2%	17	415,200	7	141	131	101.5%	110	409,000	395,000	19	21.8%	-	-	-	-	3	790,300
17	Orchards	14	48	5	37	0.0%	27	411,100	5	226	207	7.3%	169	411,100	400,000	22	14.2%	1	300,000	3	123,300	6	8,808,300
18	Evergreen	29	107	6	109	7.9%	88	417,400	13	600	565	26.1%	510	388,800	381,200	15	12.8%	-	-	-	-	8	539,800
19	E Heights	10	24	2	20	0.0%	12	470,400	10	97	90	11.1%	83	481,300	400,000	33	25.5%	-	-	1	240,000	-	-
20	Cascade Park	11	37	2	33	26.9%	31	490,900	17	151	140	12.9%	122	461,300	446,000	15	17.1%	1	495,000	1	837,600	2	1,300,000
21	Five Corners	7	31	3	29	-21.6%	20	419,600	6	126	118	-4.1%	104	399,700	385,000	11	13.0%	-	-	-	-	1	528,000
22	E Orchards	17	48	6	52	8.3%	42	489,900	22	301	257	36.7%	224	477,700	469,500	21	9.0%	2	1,035,000	-	-	1	503,500
23	Fisher's Landing	12	30	2	27	0.0%	23	493,000	4	139	126	12.5%	112	499,300	456,500	18	14.1%	-	-	4	196,400	1	875,000
24	SE County	6	7	2	3	-	2	827,500	4	19	14	-12.5%	12	670,000	642,000	89	7.9%	-	-	3	339,700	-	-
25	Camas City	49	90	12	73	-32.4%	88	713,400	11	440	408	0.7%	396	695,600	615,000	30	17.0%	2	475,000	53	313,600	6	623,700
26	Washougal	39	54	3	55	61.8%	48	606,100	10	264	220	22.9%	180	550,900	510,000	23	21.9%	2	680,000	49	220,600	-	-
27	N Hazel Dell	15	42	4	38	11.4%	33	541,000	22	183	165	0.0%	136	513,500	480,000	34	15.7%	-	-	-	-	1	1,400,000
28	S Salmon Creek	21	55	3	40	21.2%	37	436,100	16	213	202	23.9%	162	435,800	427,600	15	12.3%	-	-	1	770,000	1	700,000
29	N Felida	11	36	2	35	16.7%	43	588,300	41	186	180	20.0%	171	574,100	518,000	28	20.1%	-	-	7	341,400	-	-
30	N Salmon Creek	19	40	6	35	-47.8%	41	660,600	16	222	204	-21.8%	209	532,900	500,000	21	14.8%	-	-	10	144,500	-	-
31	Ridgefield	44	70	15	67	-23.9%	73	520,800	20	472	430	39.6%	411	502,500	474,400	31	9.0%	1	197,000	7	225,000	2	714,900
32	W of I-5 County	4	6	2	3	-70.0%	9	1,057,500	25	38	27	17.4%	25	836,100	757,500	26	8.5%	-	-	4	407,500	-	-
33	NW E of I-5 County	11	11	6	12	-7.7%	10	699,900	16	197	115	144.7%	75	696,900	460,900	59	9.1%	-	-	18	275,300	-	-
34	Battleground	67	78	12	70	29.6%	58	518,400	8	367	322	12.6%	267	487,300	450,000	28	17.0%	-	-	16	361,900	-	-
35	Brush Prairie	71	104	11	79	-13.2%	91	572,700	12	591	514	33.2%	423	559,900	515,600	25	14.2%	1	467,500	11	465,300	1	481,600
36	East County	0	0	0	0	-100.0%	2	620,000	16	2	2	100.0%	2	620,000	620,000	16	8.9%	-	-	-	-	-	-
37	Central County	3	3	0	4	33.3%	3	703,300	38	25	25	36.9%	23	656,200	665,000	43	17.1%	-	-	2	217,500	-	-
38	Mid-Central County	10	9	0	9	125.0%	9	885,000	16	41	30	25.0%	26	771,800	725,500	16	14.7%	-	-	3	356,300	-	-
39	Yacolt	9	15	-	9	-40.0%	12	447,600	16	61	49	2.1%	49	508,200	490,000	39	15.8%	-	-	6	320,100	-	-
40	La Center	7	13	4	9	-50.0%	13	593,600	19	72	66	-8.3%	72	533,700	497,800	36	7.3%	-	-	3	255,800	-	-
41	N Central	6	6	3	4	33.3%	6	772,300	17	30	22	69.2%	22	591,800	639,500	33	31.9%	-	-	5	127,000	-	-
42	NE Corner	2	2	-	2	100.0%	2	445,000	16	9	9	125.0%	7	543,400	500,000	35	14.7%	-	-	1	179,000	-	-
43	Clark County Total	564	1,126	120	1,002	-3.3%	966	530,000	16	5,904	5,285	18.8%	4,702	502,800	449,000	25	15.4%	14	561,300	220	287,900	69	1,351,900
44	Woodland City	5	15	2	15	15.4%	11	496,900	39	66	59	-6.3%	50	399,600	377,500	21	10.3%	1	250,000	-	-	-	-
45	Woodland Area	9	10	3	8	-11.1%	11	625,200	9	49	41	25.5%	38	596,200	595,000	41	9.4%	1	915,000	34	240,200	-	-
46	Cowlitz County	74	133	7	119	6.3%	100	392,700	12	616	542	7.8%	493	366,600	343,000	29	20.6%	1	325,000	80	153,800	14	405,600
47	Cowlitz County Total	88	158	12	142	6.0%	122	423,100	14	731	642	7.7%	581	384,500	350,000	29	18.2%	3	496,700	114	179,600	14	405,600
48	Pacific County Total	24	25	2	28	-15.2%	21	301,700	18	138	126	26.0%	115	319,500	275,000	61	15.4%	3	433,300	55	90,800	1	1,650,000



**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.*



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

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (7/1/2020-6/30/2021) with 12 months before (7/1/2019-6/30/2020).

<sup>3</sup> 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

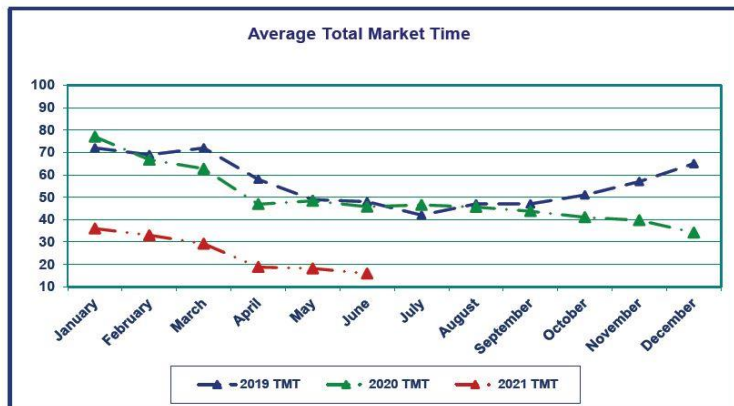
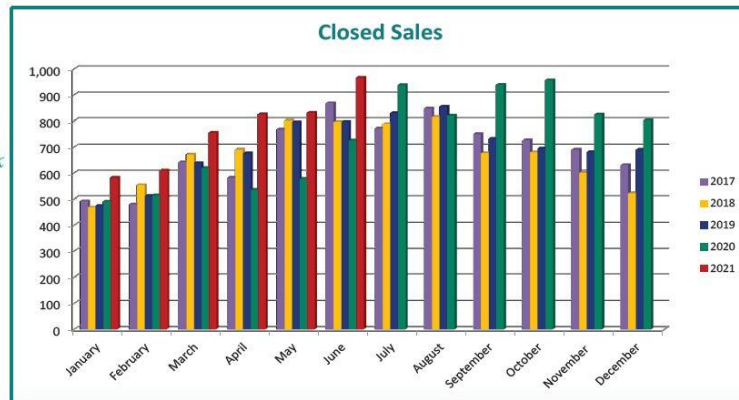
### CLARK COUNTY, WA

*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

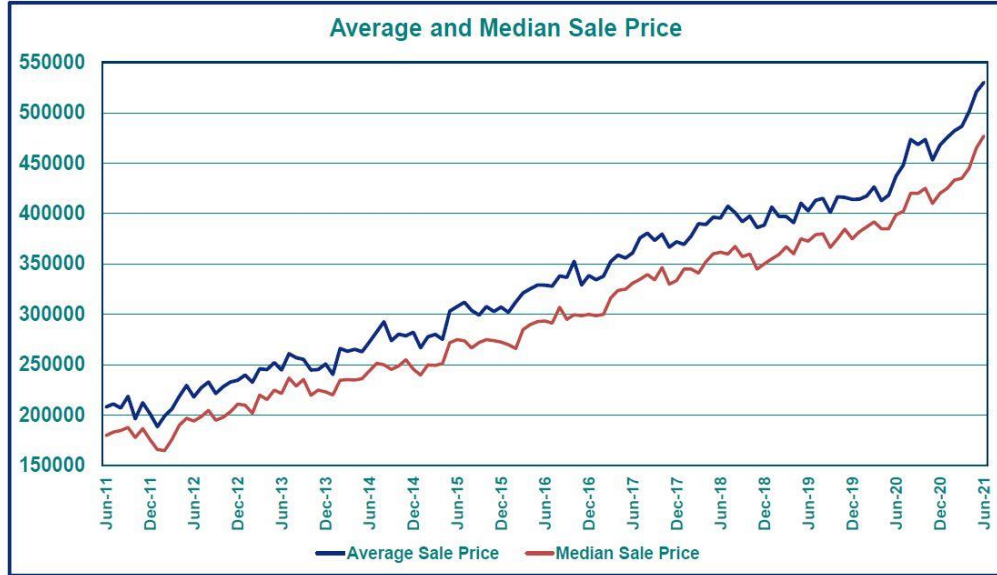
### CLARK COUNTY, WA

*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 June 2021

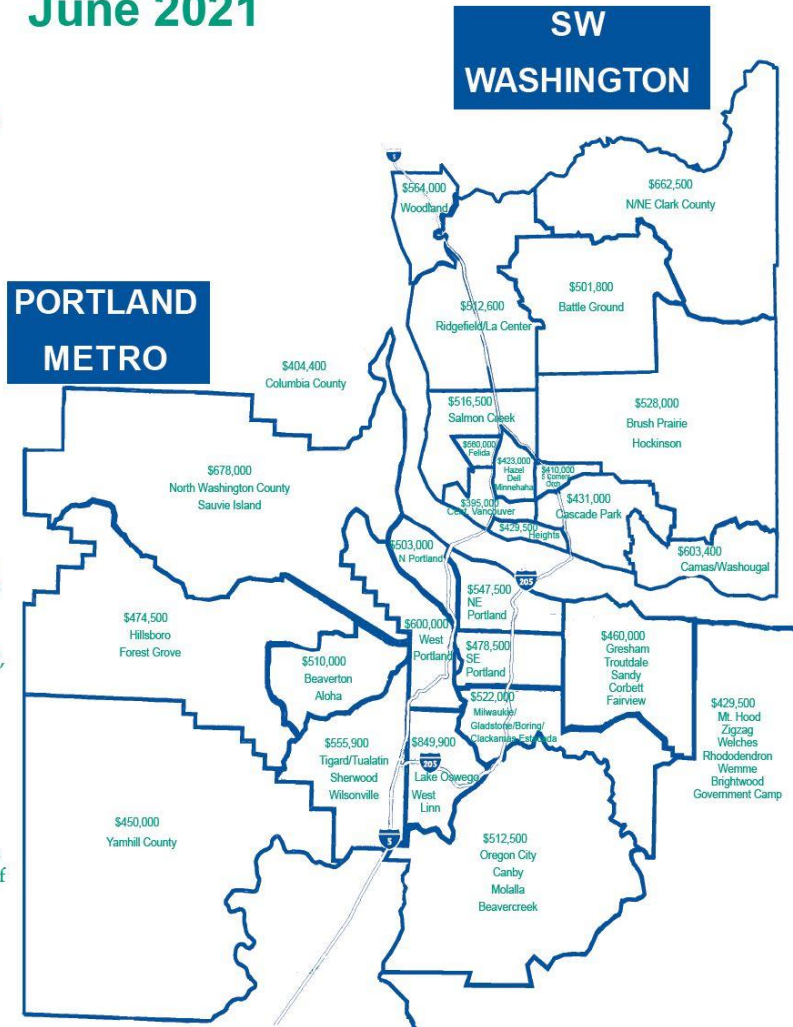
Contact RMLS  
16101 SW 72<sup>nd</sup> Ave.  
Suite 200  
Portland, OR 97224  
503.236.7657  
communications@rmls.com

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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