



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



OPPORTUNITIES IN THE CURRENT MARKET

November inventory dropped again, to 0.6 months, with readily purchased and occupied listings down to just 0.4 months! This is the lowest inventory we have seen since June 2021 with total market time increased to 24 days.

We see the median price of closed sales in Clark County at \$483,500 (down \$1,500 from October 2021). This is 0.3% down from previous month, and a 17.9% increase over November 2020, which was at \$410,000.

The shortage of inventory still indicates high sale prices will remain well into the beginning of 2022.

RMLS MARKET ACTION REPORT

SEE NOVEMBER 2021
REPORT BELOW



ZENITH RECENT LISTINGS & TRANSACTIONS



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



*3104 NW 46th Loop
Listed at \$799,990
MLS #21046628*



*3526 NE Franklin St
Listed at \$639,900
MLS #21140698*



*3733 NW Sierra Drive
Listed at \$959,500
MLS #21676070*



*2400 N W 41st Ave
Listed at \$839,990
MLS #21544873*

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

"Had the pleasure of working on a real estate deal with Denny Miller and the Zenith Team. They were extremely professional and hard working. A Special thanks to Marina, who was great! Her professionalism, excellent communication and hard work are what got the deal closed!" - Ryan Prendergast

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Licensed Real Estate
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*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

November 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:	522	
Less Listings with Purchase Contingencies*:	13	
Readily Purchased Listings:	509	
Percent of Total Active Listings:	97.5%	
Less New Under Construction (not ready for occupancy):	93	
Less New Proposed (not started):	104	
Total Readily Purchased & Occupied Listing:	312	
Percent of Total Active Listings:	59.8%	
Inventory in Months of Readily Purchased & Occupied Listings:	0.4	*Lowest Inventory of Readily Purchased & Occupied Listings Since June 2021!

* 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: Regional Multiple Listing Service (RMLS), Portland, Oregon

MARKET ACTION

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

Residential Review: Southwest Washington

November 2021 Reporting Period

Residential Highlights

New listings (741) increased 17.6% from the 630 listed in November 2020, and decreased 17.0% from the 893 listed in October 2021.

Pending sales (825) increased 9.9% from the 751 offers accepted in November 2020, and decreased 8.3% from the 900 offers accepted in October 2021.

Closed sales (810) decreased 1.8% from the 825 closings in November 2020, and decreased 9.7% from the 897 closings in October 2021.

Inventory and Total Market Time

Inventory decreased to 0.6 months in November. Total market time increased to 24 days.

Year-To-Date Summary

Comparing the first eleven months of 2021 to the same period in 2020, new listings (10,954) increased 7.9%, pending sales (9,678) increased 5.9%, and closed sales (9,451) increased 13.3%.

Average and Median Sale Prices

Comparing 2021 to 2020 through November, the average sale price has increased 17.1% from \$445,900 to \$522,000. In the same comparison, the median sale price has increased 14.8% from \$405,000 to \$465,000.

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	0.8
September	2.5	1.0	0.8
October	2.5	0.8	0.7
November	2.2	0.8	0.6
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:
+16.7% (\$517,800 v. \$443,500)
Median Sale Price % Change:
+14.2% (\$460,000 v. \$402,800)

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	November	741	825	810	547,800	483,500	24
	October	893	900	897	545,000	485,000	22
	Year-To-Date	10,954	9,678	9,451	522,000	465,000	22
2020	November	630	751	825	453,000	410,000	40
	Year-To-Date	10,148	9,137	8,340	445,900	405,000	50
Change	November	17.6%	9.9%	-1.8%	20.9%	17.9%	-40.3%
	Prev Mo 2021	-17.0%	-8.3%	-9.7%	0.5%	-0.3%	7.5%
	Year-To-Date	7.9%	5.9%	13.3%	17.1%	14.8%	-55.6%

*The Median Sales Price is **DOWN** \$1,500 from Last Month!

AREA REPORT • NOVEMBER 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	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales	Pending Sales 2021 v. 2020 ³	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	11	14	1	21	5.0%	19	525,600	10	248	234	30.0%	225	439,000	400,000	27	10.0%	4	504,800	-	-	13	593,900
12	NW Heights	7	17	1	16	0.0%	17	346,100	21	225	201	-7.4%	197	345,500	352,800	18	15.6%	1	730,000	3	458,700	32	532,300
13	SW Heights	6	10	-	12	50.0%	5	501,900	14	145	136	16.0%	134	645,800	415,000	44	22.6%	1	33,000	2	865,000	10	754,100
14	Lincoln/Hazel Dell	12	29	2	27	125.0%	11	568,300	23	156	166	3.8%	157	443,700	430,000	14	10.6%	-	-	2	129,000	4	610,000
15	E Hazel Dell	16	31	3	37	8.8%	23	368,300	11	466	419	-0.5%	404	410,900	415,000	13	13.3%	4	478,800	11	250,100	4	596,200
16	NE Heights	5	15	1	22	15.8%	15	437,000	14	254	235	56.7%	224	417,500	406,200	17	22.2%	-	-	1	22,000	3	790,300
17	Orchards	16	53	6	74	138.7%	56	423,700	21	509	465	14.3%	399	423,400	410,000	18	23.5%	2	192,500	7	252,900	6	8,808,300
18	Evergreen	31	60	7	56	-5.1%	69	436,300	20	1,026	952	12.4%	961	402,100	395,900	14	14.8%	3	1,282,000	3	320,000	11	547,600
19	E Heights	10	6	2	13	-31.6%	19	540,800	17	204	183	5.2%	183	527,300	412,500	25	21.3%	-	-	2	220,000	1	610,000
20	Cascade Park	4	15	3	18	-18.2%	19	403,100	20	273	253	5.4%	250	472,700	453,500	14	3.0%	1	495,000	1	837,600	6	888,800
21	Five Corners	5	22	1	19	-29.6%	22	435,100	23	241	228	-4.6%	222	414,600	408,400	11	14.7%	-	-	1	630,000	4	888,300
22	E Orchards	16	34	16	37	94.7%	27	552,000	55	557	428	16.9%	433	504,500	480,000	26	9.1%	2	1,035,000	3	401,300	2	826,800
23	Fisher's Landing	9	14	2	15	-37.5%	14	572,400	28	230	211	-12.4%	211	517,900	480,000	17	26.9%	-	-	5	367,100	1	875,000
24	SE County	1	1	0	5	0.0%	3	838,300	77	41	37	-2.6%	33	840,800	747,000	72	27.2%	-	-	8	366,100	-	-
25	Camas City	31	44	7	54	-16.9%	69	752,500	24	798	729	-12.2%	738	714,700	630,000	26	23.2%	3	590,000	68	316,900	9	609,000
26	Washougal	26	33	10	49	53.1%	37	566,400	26	516	453	15.3%	412	568,400	530,000	23	17.5%	3	563,300	64	238,600	4	492,700
27	N Hazel Dell	9	22	7	22	-31.3%	32	518,600	26	360	320	0.0%	309	511,300	486,500	25	20.9%	-	-	2	516,300	2	1,800,000
28	S Salmon Creek	10	20	5	28	3.7%	23	487,500	11	377	359	12.5%	352	445,500	440,000	15	13.5%	-	-	5	775,500	3	16,453,300
29	N Felida	9	21	1	21	5.0%	32	672,100	11	324	312	4.7%	319	611,600	545,000	22	19.9%	-	-	9	346,700	-	-
30	N Salmon Creek	15	20	2	28	3.7%	23	630,200	21	395	369	-23.4%	391	548,800	525,000	23	19.5%	-	-	12	168,300	-	-
31	Ridgefield	52	52	18	59	-13.2%	67	556,200	22	849	723	-0.7%	747	534,800	500,000	27	14.3%	2	528,000	11	825,400	3	631,600
32	W of I-5 County	-	2	0	3	-40.0%	6	804,600	33	62	54	10.2%	54	914,400	795,000	28	21.1%	-	-	8	396,900	-	-
33	NW E of I-5 County	18	15	7	11	37.5%	23	697,400	33	305	176	69.2%	163	690,800	503,900	45	-3.8%	2	451,300	27	254,500	-	-
34	Battleground	84	67	6	68	15.3%	68	575,200	27	817	706	17.9%	636	535,100	475,000	27	24.0%	1	390,000	24	411,000	3	839,400
35	Brush Prairie	83	85	16	68	21.4%	85	567,700	29	1,092	936	13.6%	897	567,700	520,000	22	13.3%	2	558,800	23	507,100	1	481,600
36	East County	2	4	0	2	100.0%	0	-	-	9	7	250.0%	5	644,200	620,000	10	72.1%	-	-	-	-	-	-
37	Central County	1	-	0	1	-80.0%	3	619,700	29	36	38	-9.5%	41	684,300	665,000	33	10.1%	-	-	6	320,700	-	-
38	Mid-Central County	4	7	1	9	28.6%	4	913,500	27	68	50	7.1%	57	779,200	739,900	22	19.8%	-	-	7	344,100	-	-
39	Yacolt	12	12	1	16	166.7%	7	547,900	40	137	111	12.1%	101	519,200	489,000	27	5.5%	-	-	12	289,200	-	-
40	La Center	12	11	1	7	-53.3%	7	420,600	37	131	113	-32.7%	115	545,900	514,100	30	17.6%	1	200,000	5	269,700	2	375,000
41	N Central	5	5	-	6	200.0%	3	540,000	6	58	47	62.1%	46	633,700	649,500	35	29.4%	-	-	8	260,900	1	820,000
42	NE Corner	0	0	0	1	0.0%	2	555,000	4	15	15	114.3%	15	550,400	500,000	61	18.1%	-	-	2	209,500	-	-
43	Clark County Total	622	741	127	825	9.9%	810	547,800	24	10,954	9,678	5.9%	9,451	522,000	465,000	22	16.7%	32	582,500	342	339,300	125	1,418,100
44	Woodland City	5	6	1	5	-44.4%	9	450,300	13	118	104	-18.6%	100	423,600	394,300	17	18.8%	1	250,000	3	252,000	-	-
45	Woodland Area	5	9	2	14	100.0%	7	570,100	23	103	87	21.3%	79	599,400	570,000	33	15.9%	1	915,000	47	242,500	-	-
46	Cowlitz County	82	73	13	97	15.5%	87	389,200	18	1,214	1,066	9.9%	1,031	383,700	360,000	27	15.8%	2	1,012,500	157	160,400	33	403,700
47	Cowlitz County Total	92	88	16	116	16.0%	103	406,800	18	1,435	1,257	7.9%	1,210	401,100	370,000	26	16.1%	4	797,500	207	180,400	33	403,700
48	Pacific County Total	25	8	2	12	-60.0%	14	362,200	56	261	234	17.0%	234	339,300	310,000	46	25.7%	6	345,600	123	97,400	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 November 2021 with November 2020. The Year-To-Date section compares 2021 Year-To-Date statistics through November with 2020 Year-To-Date statistics through November.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (12/1/20-11/30/21) with 12 months before (12/1/19-11/30/20).

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

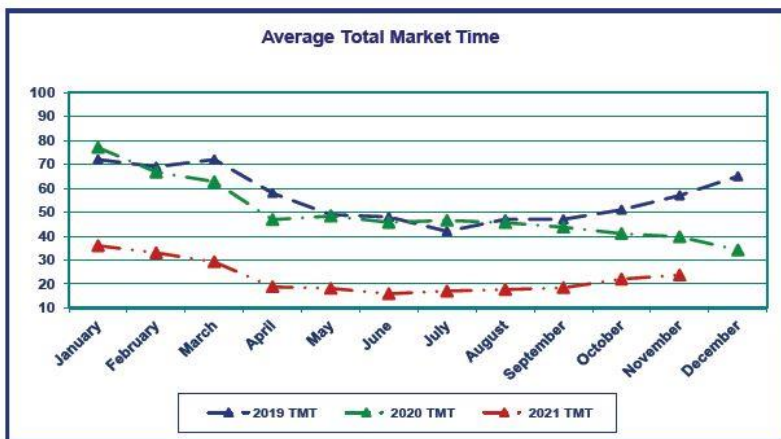
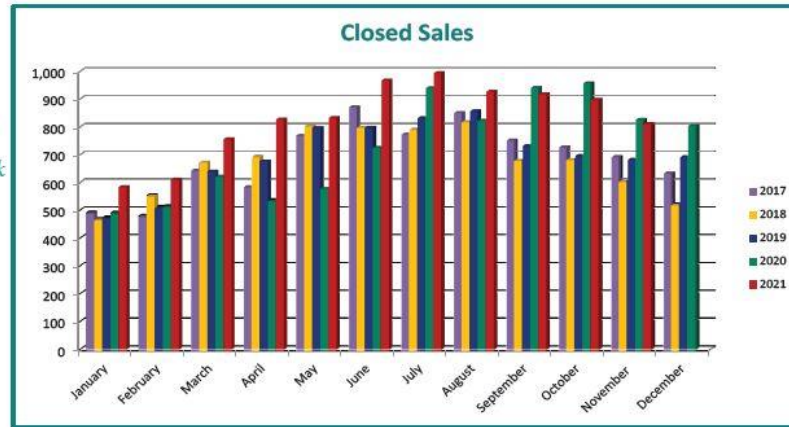
CLARK COUNTY, WA

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

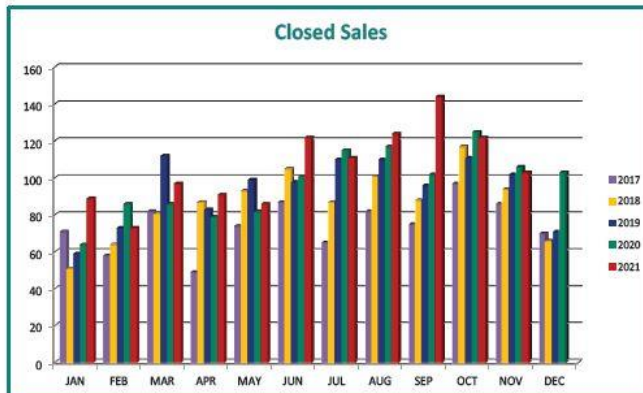
This graph represents new listings in Cowlitz County, Washington over the past three calendar years.



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 November 2021

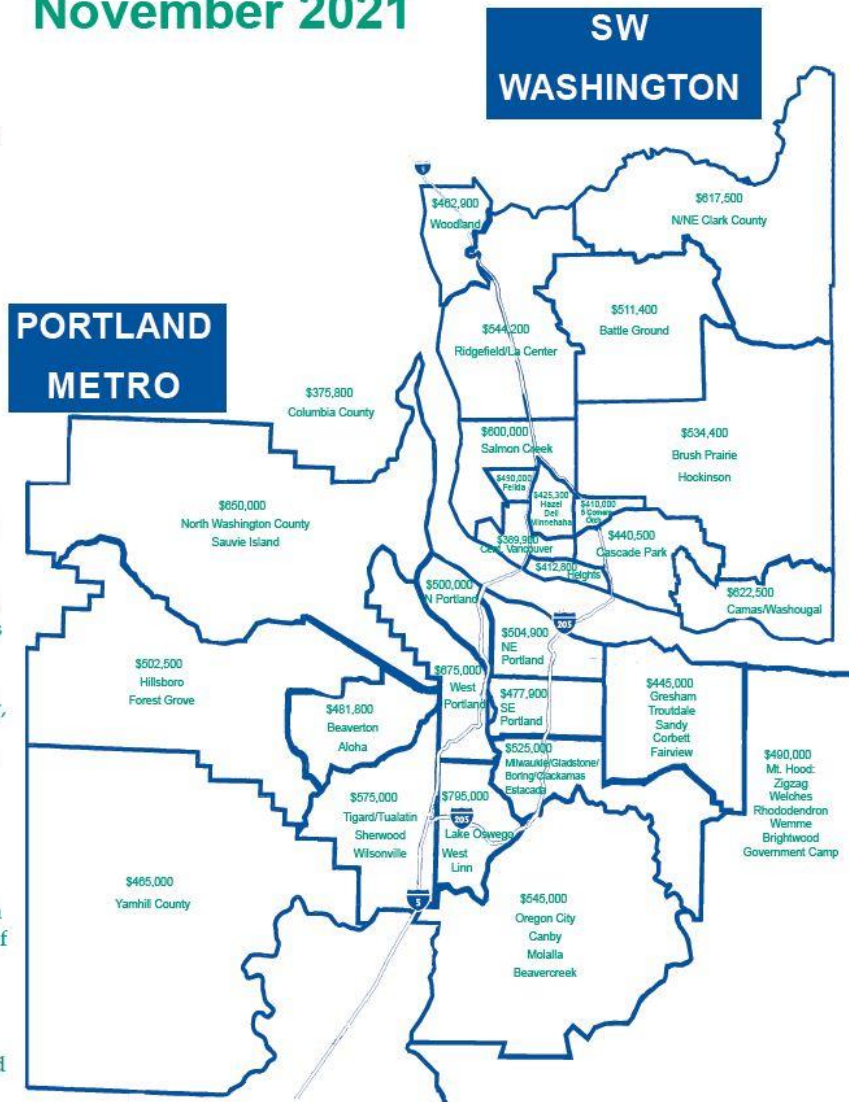
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The statistics presented in Market Action are compiled monthly based on figures generated by RMLS.

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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