



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



RMLS MARKET ACTION REPORT

SEE OCTOBER 2021
REPORT BELOW



OPPORTUNITIES IN THE CURRENT MARKET

Inventory in October dropped to 0.7 months and total-days-on-market increased to 22 days. Inventory of Readily Purchased & Occupied Homes (less new & proposed construction) is down to 0.5 months of inventory! This means even more competition for Buyer's who are looking for a move-in ready home.

The Median Price of Closed Sales in Clark County in October 2021 was \$485,000 (up \$12,000 from September 2021). This is up 2.5% from the previous month, and a 14.1% increase over October 2020, which was \$425,000. The lack of inventory continues to be a driving force for Buyer's making competitive, over-list-price offers.

The market remains strong for Seller's heading into the Winter Season.

ZENITH RECENT LISTINGS & TRANSACTIONS



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



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



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



*1641 NW 31st Ave
Represented Buyer in
competitive multiple
offer situation!*



*5234 P Street
Sold over list at
\$487,500!*



*4507 NE 130th Ave
Competitive multiple
offers - Sold over list
at \$437,200*



*13400 NE 100th St
New Construction
Buyer Representation*



*15010 NE 39th St
Investor/Buyer
Representation*

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

"I absolutely love how personal Zenith was for me. They contacted me in a timely manner. They were always extremely professional and they seem like genuine good people, you know? Just regular good humans I appreciate that; especially when it comes to big purchases."

- Jamal Coleman

ZENITH PROPERTIES NW REAL ESTATE TEAM



DENNY MILLER
Designated Broker
denny@zenithpro.com
360.816.9751



REGAN MCCABE
Licensed Broker
regan@zenithpro.com
360.852.3897



MARINA AL-ROBAEE
Licensed Broker
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



Clark County, Washington Market Action Addition

October 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:	664
Less Listings with Purchase Contingencies*:	21
Readily Purchased Listings:	643
Percent of Total Active Listings:	96.8%
Less New Under Construction (not ready for occupancy):	104
Less New Proposed (not started):	83
Total Readily Purchased & Occupied Listing:	456
Percent of Total Active Listings:	68.7%
Inventory in Months of Readily Purchased & Occupied Listings:	0.5

* 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

October 2021 Reporting Period

Residential Highlights

New listings (893) decreased 11.7% from the 1,011 listed in October 2020, and decreased 10.7% from the 1,000 listed in September 2021.

Pending sales (900) decreased 8.4% from the 982 offers accepted in October 2020, and increased 1.2% from the 889 offers accepted in September 2021.

Closed sales (897) decreased 6.2% from the 956 closings in October 2020, and decreased 2.2% from the 917 closings in September 2021.

Inventory and Total Market Time

Inventory decreased to 0.7 months in October. Total market time increased to 22 days.

Year-To-Date Summary

Comparing the first ten months of 2021 to the same period in 2020, new listings (10,199) increased 7.4%, pending sales (8,890) increased 5.5%, and closed sales (8,606) increased 15.2%.

Average and Median Sale Prices

Comparing 2021 to 2020 through October, the average sale price has increased 16.8% from \$444,900 to \$519,500. In the same comparison, the median sale price has increased 14.9% from \$403,000 to \$462,900.

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	
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:

+15.8% (\$509,900 v. \$440,400)

Median Sale Price % Change:

+13.4% (\$453,500 v. \$400,000)

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	October	893	900	897	545,000	485,000	22
	September	1,000	889	917	530,200	473,000	18
	Year-To-Date	10,199	8,890	8,606	519,500	462,900	22
2020	October	1,011	982	956	473,400	425,000	41
	Year-To-Date	9,495	8,424	7,470	444,900	403,000	51
Change	October	-11.7%	-8.4%	-6.2%	15.1%	14.1%	-46.3%
	Prev Mo 2021	-10.7%	1.2%	-2.2%	2.8%	2.5%	19.7%
	Year-To-Date	7.4%	5.5%	15.2%	16.8%	14.9%	-57.0%

*The Median Sales Price is UP \$12,000 from Last Month!

AREA REPORT • OCTOBER 2021

SW Washington

		RESIDENTIAL															COMMERCIAL		LAND		MULTIFAMILY		
		Current Month							Year-To-Date							Avg. Sale Price % Change ³	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 ²	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	19	21	0	18	-33.3%	16	429,400	16	233	213	31.5%	206	431,000	399,500	28	5.7%	4	504,800	-	-	12	608,800
12	NW Heights	9	22	3	20	0.0%	20	367,400	14	208	186	-8.4%	180	345,500	353,800	18	14.3%	1	730,000	3	458,700	31	538,100
13	SW Heights	9	7	1	7	-50.0%	12	607,200	37	135	127	14.4%	128	653,800	429,500	46	19.2%	1	33,000	2	865,000	9	793,800
14	Lincoln/Hazel Dell	12	13	0	11	-21.4%	15	412,300	15	157	139	-6.1%	146	434,300	425,000	13	8.8%	-	-	2	129,000	3	646,700
15	E Hazel Dell	21	41	4	28	-45.1%	34	448,800	24	436	386	-1.0%	381	413,500	415,000	13	13.5%	3	483,300	11	250,100	3	508,300
20	NE Heights	11	25	6	18	12.5%	16	471,900	19	238	213	61.4%	208	415,900	401,100	17	20.6%	-	-	1	22,000	3	790,300
21	Orchards	41	75	2	56	3.7%	43	417,800	14	455	391	2.1%	339	422,700	410,000	18	22.3%	2	192,500	7	252,900	6	8,808,300
22	Evergreen	29	70	7	81	3.8%	80	407,500	15	964	900	13.8%	909	399,500	395,000	14	14.0%	3	1,282,000	3	320,000	10	548,300
23	E Heights	17	23	0	26	85.7%	13	656,800	18	198	172	9.6%	163	524,400	412,100	26	22.5%	-	-	2	220,000	-	-
24	Cascade Park	9	18	1	19	-24.0%	23	503,400	11	258	235	5.9%	231	478,500	460,000	13	5.5%	1	495,000	1	837,600	6	888,800
25	Five Corners	4	15	2	18	-35.7%	20	431,500	14	219	209	-1.9%	200	412,300	408,400	10	14.5%	-	-	-	-	3	946,000
26	E Orchards	29	54	14	48	-11.1%	47	545,900	37	523	396	13.8%	403	500,100	480,000	23	8.9%	2	1,035,000	2	277,500	2	826,800
27	Fisher's Landing	8	19	3	22	4.8%	19	603,800	22	216	197	-9.2%	197	513,900	480,000	16	23.1%	-	-	5	387,100	1	875,000
31	SE County	5	4	1	3	-50.0%	6	788,000	41	40	32	-5.9%	29	853,300	747,000	73	22.2%	-	-	7	379,900	-	-
32	Camas City	53	64	7	79	1.3%	64	712,200	26	753	676	-12.1%	666	710,700	625,000	26	22.1%	2	475,000	63	316,000	9	609,000
33	Washougal	41	48	9	54	12.5%	47	537,300	18	482	411	13.2%	373	568,100	532,000	23	21.1%	3	563,300	59	228,800	4	492,700
41	N Hazel Dell	8	27	0	32	3.2%	23	446,500	16	337	300	4.5%	278	510,800	485,000	25	20.2%	-	-	2	516,300	2	1,800,000
42	S Salmon Creek	17	29	4	23	-39.5%	40	470,700	27	358	334	13.6%	327	442,700	440,000	16	14.5%	-	-	4	831,900	3	16,453,300
43	N Felida	10	32	1	28	-22.2%	19	630,800	9	302	289	3.2%	286	604,800	540,000	23	19.1%	-	-	9	346,700	-	-
44	N Salmon Creek	22	21	-	22	-38.9%	49	558,100	25	374	341	-24.7%	367	543,700	519,900	23	16.9%	-	-	12	168,300	-	-
50	Ridgefield	64	68	11	60	-31.8%	77	597,800	19	795	668	1.2%	677	533,000	495,000	28	12.6%	2	528,000	9	532,700	3	631,600
51	W of I-5 County	1	5	1	7	133.3%	4	1,422,900	19	60	51	15.9%	48	928,100	808,000	28	23.9%	-	-	8	396,900	-	-
52	NW E of I-5 County	20	9	6	19	111.1%	17	743,200	23	290	167	96.5%	139	690,400	475,900	47	-3.9%	1	477,500	25	258,000	-	-
61	Battleground	88	76	11	88	66.0%	65	587,100	29	750	640	18.3%	565	529,500	470,000	26	22.9%	1	390,000	23	415,100	3	839,400
62	Brush Prairie	75	74	16	81	-22.1%	94	584,300	27	1,005	869	12.9%	808	568,100	519,900	21	13.8%	2	558,800	20	476,600	1	481,600
63	East County	-	-	0	0	-	0	-	-	5	5	400.0%	5	644,200	620,000	10	72.1%	-	-	-	-	-	-
64	Central County	2	3	0	3	-25.0%	3	748,300	46	36	37	0.0%	38	689,400	673,500	33	12.2%	-	-	6	320,700	-	-
65	Mid-Central County	7	3	1	4	-20.0%	6	542,100	18	61	51	4.1%	53	769,100	731,000	22	17.0%	-	-	5	346,800	-	-
66	Yacolt	16	8	4	7	133.3%	11	532,500	13	123	94	1.1%	94	517,100	489,500	26	6.9%	-	-	12	289,200	-	-
70	La Center	9	9	3	12	-45.5%	6	522,800	16	120	106	-31.2%	108	554,100	519,100	30	17.7%	-	-	5	269,700	2	375,000
71	N Central	7	7	0	4	100.0%	8	754,100	34	53	41	51.9%	43	640,300	650,000	37	31.6%	-	-	8	260,900	-	-
72	NE Corner	1	3	1	2	-	0	-	-	15	14	133.3%	13	549,700	500,000	70	16.7%	-	-	2	209,500	-	-
73	Clark County Total	664	893	119	900	-8.4%	897	545,000	22	10,199	8,890	5.5%	8,606	519,500	462,900	22	15.8%	28	596,800	318	323,000	116	1,483,200
80	Woodland City	6	7	1	11	-21.4%	9	452,300	18	111	99	-16.8%	90	421,400	384,300	18	20.3%	1	250,000	3	252,000	-	-
81	Woodland Area	13	7	-	7	-30.0%	10	524,700	19	94	74	22.5%	72	602,300	572,500	34	10.7%	1	915,000	44	247,700	-	-
82	Cowlitz County	111	117	9	97	-5.8%	103	395,500	28	1,138	972	9.0%	942	383,100	359,900	28	18.3%	2	1,012,500	138	160,100	30	408,200
83	Cowlitz County Total	130	131	10	115	-9.4%	122	410,300	26	1,343	1,145	6.9%	1,104	400,500	370,000	27	18.3%	4	797,500	185	182,400	30	408,200
87	Pacific County Total	32	14	5	20	17.6%	30	359,700	39	253	222	23.3%	220	337,800	303,000	45	24.7%	6	345,800	111	98,200	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 October 2021 with October 2020. The Year-To-Date section compares 2021 Year-To-Date statistics through October with 2020 Year-To-Date statistics through October.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (11/1/20-10/31/21) with 12 months before (11/1/19-10/31/20).

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

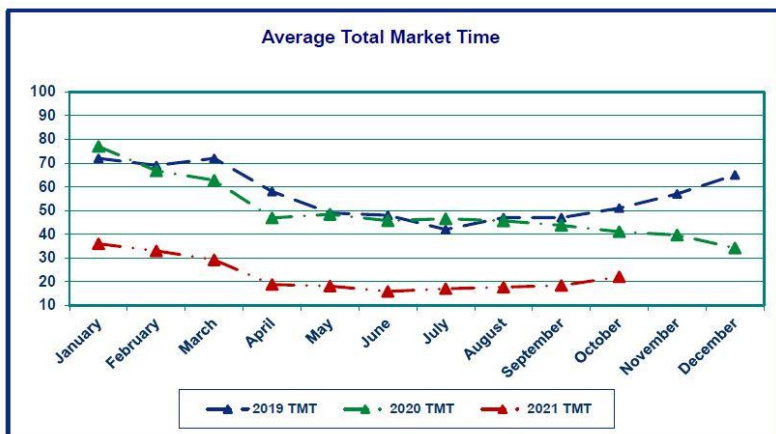
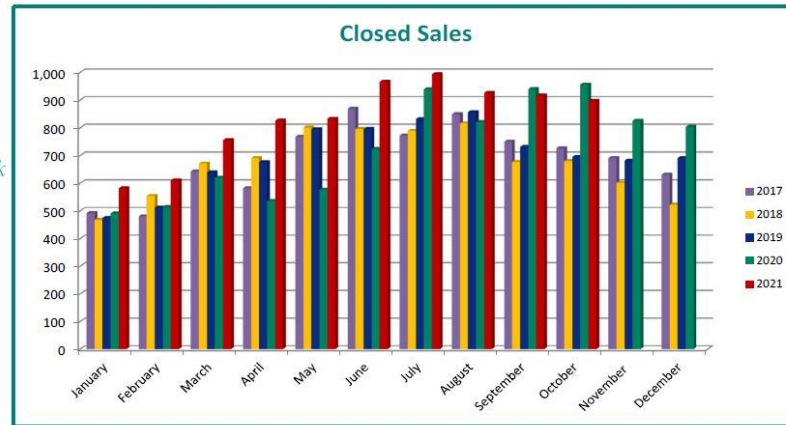
CLARK COUNTY, WA

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.



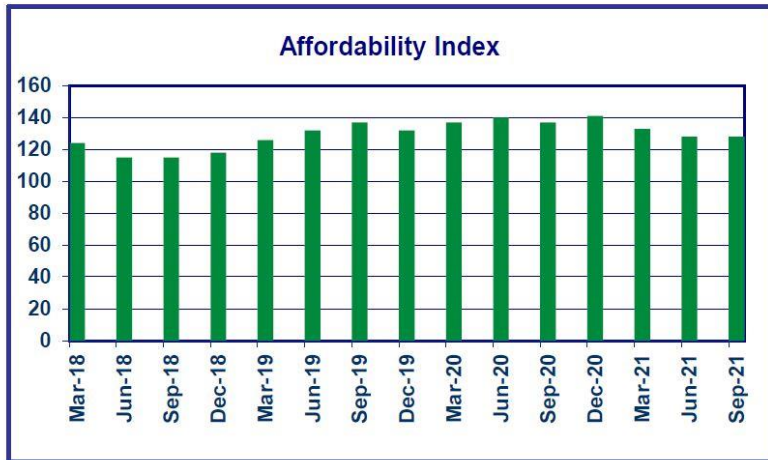
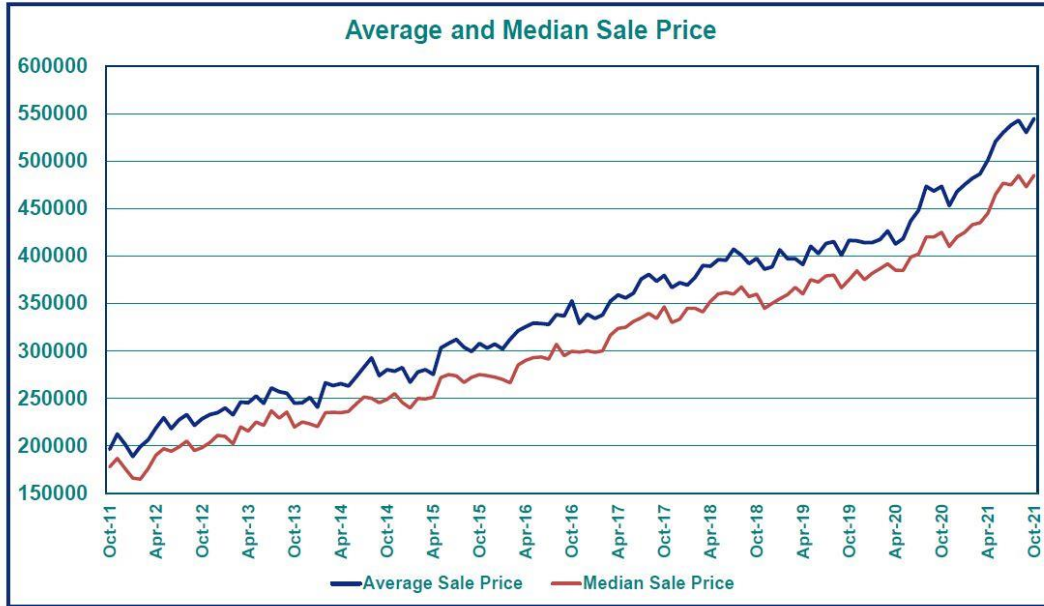
DAYS ON MARKET

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.



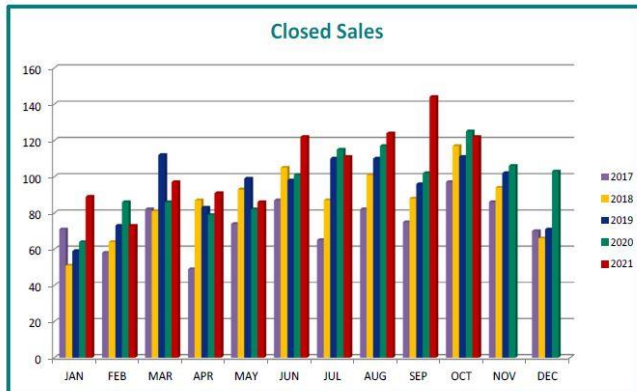
AFFORDABILITY
CLARK COUNTY, WA

This graph shows affordability for housing in Clark County, Washington, in September 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 (\$96,909 in 2021, per HUD) can afford 128% of a monthly mortgage payment on a median priced home (\$476,800 in September). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 2.9% (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.





MEDIAN SALE PRICE October 2021

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

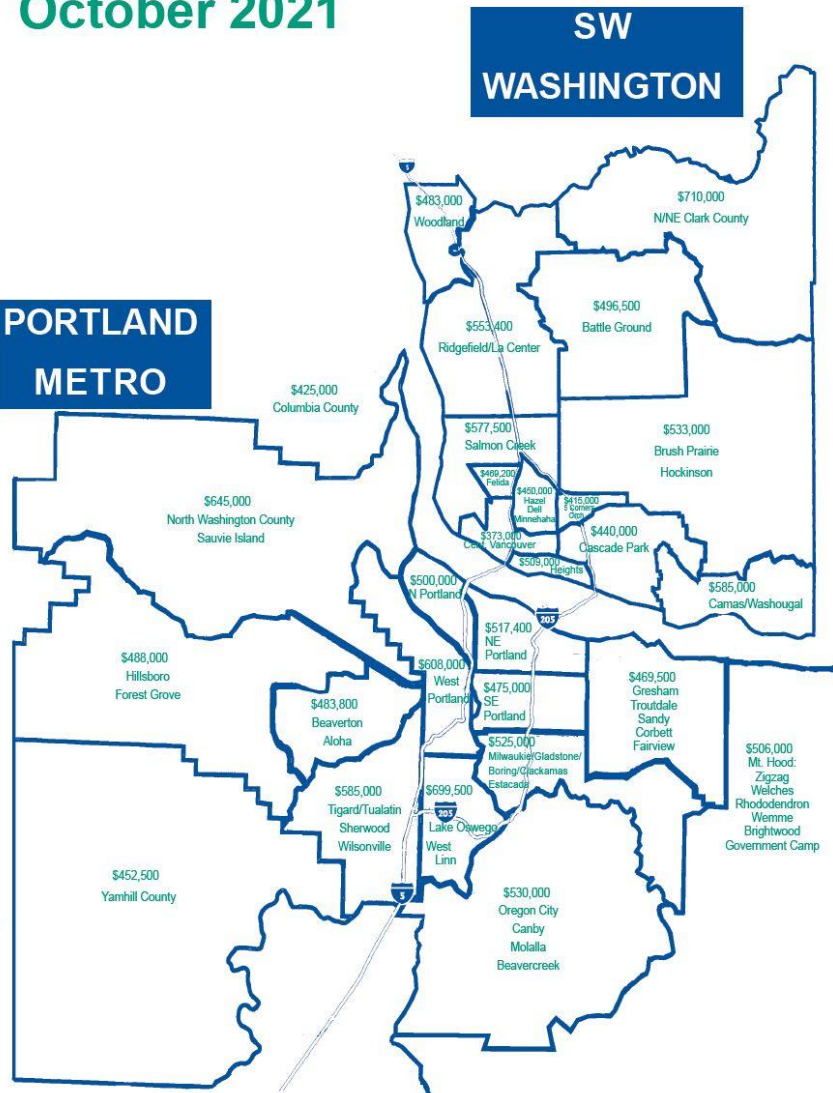
The statistics presented in Market Action are compiled monthly based on figures generated by RMLS.

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.

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PORTLAND METRO



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