



# *REAL ESTATE HIGHLIGHTS*

## CLARK COUNTY REAL ESTATE MARKET REPORT



### *OPPORTUNITIES IN THE CURRENT MARKET*

Inventory in September remained at 0.8 months and total days on market (DOM) held at 18 days. While the total inventory stayed the same, the Readily Purchased & Occupied Listings are down from August, meaning New and Proposed Construction inventory is a larger share of total inventory.

The Median Price of Closed Sales in Clark County in September 2021 was \$473,000 (down \$11,800 from August 2021). This is down 2.4% from the previous month, and still a 12.6% increase over September 2020, which was \$420,000. Both of these statistics demonstrate that inventory is still very low and holding steady, and price increases appear to be plateauing.

### *RMLS MARKET ACTION REPORT*

SEE SEPTEMBER 2021  
REPORT BELOW



## ZENITH RECENT LISTINGS & TRANSACTIONS



3733 NW Sierra Drive  
Listed at \$959,500  
(\$10k Price Drop)  
MLS #21676070



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



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



520 SE Columbia Rvr  
Dr #122 - Investment!  
List Price \$359,990  
Price Reduced!  
MLS #21291255



5234 P Street  
MLS #21617972



4507 NE 130th Ave  
MLS #21237494



1641 NW 31st Ave  
MLS #21521514  
Buyer Represented



13400 NE 100th St  
MLS #21292327  
New Construction - Buyer Rep



15010 NE 39th St  
MLS #21469194  
Investment Buyer Rep



4303 NW Sage Loop  
Sold at List Price



13817 NW 10th Ct #C  
Sold Over List Price  
at \$276,000



7014 N 94th Ave  
Sold at \$596,900



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

*"We were looking for a home and I am very glad that we used Zenith as our agent! Regan and her team are professional and responsive. We checked out quite a few homes (even over FaceTime when we had to) Regan and Marina were very helpful and gave great advice. I would recommend Zenith if you are looking to buy." - Joanne W.*

## ZENITH PROPERTIES NW REAL ESTATE TEAM



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JOANIE TAYLOR  
Licensed Real Estate  
Transaction Coordinator

*First-Class Performance...  
Guaranteed!*



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

September 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>                 | 761   |
| <b>Less Listings with Purchase Contingencies*:</b>                       | 23    |
| <b>Readily Purchased Listings:</b>                                       | 738   |
| <b>Percent of Total Active Listings:</b>                                 | 97.0% |
| <b>Less New Under Construction (not ready for occupancy):</b>            | 106   |
| <b>Less New Proposed (not started):</b>                                  | 94    |
| <b>Total Readily Purchased &amp; Occupied Listing:</b>                   | 538   |
| <b>Percent of Total Active Listings:</b>                                 | 70.7% |
| <b>Inventory in Months of Readily Purchased &amp; Occupied Listings:</b> | 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

September 2021 Reporting Period

## Residential Highlights

New listings (1,000) increased 8.0% from the 926 listed in September 2020, and decreased 8.0% from the 1,087 listed in August 2021.

Pending sales (889) decreased 12.6% from the 1,017 offers accepted in September 2020, and decreased 11.8% from the 1,008 offers accepted in August 2021.

Closed sales (917) decreased 2.4% from the 940 closings in September 2020, and decreased 1.0% from the 926 closings in August 2021.

## Inventory and Total Market Time

Inventory held steady at 0.8 months in September. Total market time increased to 18 days.

\*remained at

## Year-To-Date Summary

Comparing the first nine months of 2021 to the same period in 2020, new listings (9,284) increased 9.7%, pending sales (8,018) increased 7.1%, and closed sales (7,682) increased 18.8%.

## Average and Median Sale Prices

Comparing 2021 to 2020 through September, the average sale price has increased 17.3% from \$440,500 to \$516,500. In the same comparison, the median sale price has increased 15.0% from \$399,900 to \$460,000.

| 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  |      |
| 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% (\$503,200 v. \$434,700)  
**Median Sale Price % Change:**  
+13.4% (\$449,900 v. \$396,800)

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                                | September    | 1,000        | 889           | 917          | 530,200            | 473,000           | 18                |
|                                     | August       | 1,087        | 1,008         | 926          | 543,100            | 484,800           | 18                |
|                                     | Year-To-Date | 9,284        | 8,018         | 7,682        | 516,500            | 460,000           | 22                |
| 2020                                | September    | 926          | 1,017         | 940          | 468,400            | 420,000           | 44                |
|                                     | Year-To-Date | 8,463        | 7,487         | 6,466        | 440,500            | 399,900           | 53                |
| Change                              | September    | 8.0%         | -12.6%        | -2.4%        | 13.2%              | 12.6%             | -57.9%            |
|                                     | Prev Mo 2021 | -8.0%        | -11.8%        | -1.0%        | -2.4%              | -2.4%             | 4.1%              |
|                                     | Year-To-Date | 9.7%         | 7.1%          | 18.8%        | 17.3%              | 15.0%             | -58.2%            |

\*The Median Sales Price is DOWN \$11,800 from Last Month!



## AREA REPORT • SEPTEMBER 2021

### SW Washington

|    |                      | RESIDENTIAL     |              |                           |               |                            |              |                    |                                |              |               |   |              |                    |                   |                   |              | Avg. Sale Price % Change <sup>2</sup> |           | COMMERCIAL         |              | LAND               |              | MULTIFAMILY        |  |
|----|----------------------|-----------------|--------------|---------------------------|---------------|----------------------------|--------------|--------------------|--------------------------------|--------------|---------------|---|--------------|--------------------|-------------------|-------------------|--------------|---------------------------------------|-----------|--------------------|--------------|--------------------|--------------|--------------------|--|
|    |                      | 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 | Closed Sales | Average Sale Price | Total Market Time <sup>3</sup> | New Listings | Pending Sales | Pending Sales 2021 v. 2020 <sup>2</sup> | 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              | 20           | 2                         | 19            | -17.4%                     | 24           | 431,700            | 23                             | 209          | 195           | 43.4%                                   | 189          | 431,900            | 400,000           | 29                | 9.1%         | 4                                     | 504,800   | -                  | -            | 10                 | 641,500      |                    |  |
| 12 | NW Heights           | 11              | 21           | 1                         | 22            | -8.3%                      | 20           | 343,100            | 19                             | 186          | 167           | -8.7%                                   | 159          | 342,600            | 353,600           | 18                | 13.6%        | 1                                     | 730,000   | -                  | -            | 28                 | 526,900      |                    |  |
| 13 | SW Heights           | 10              | 16           | 3                         | 14            | 55.6%                      | 14           | 860,100            | 21                             | 128          | 120           | 21.2%                                   | 115          | 681,100            | 405,000           | 47                | 22.1%        | 1                                     | 33,000    | 2                  | 865,000      | 8                  | 841,800      |                    |  |
| 14 | Lincoln/Hazel Dell   | 10              | 15           | 2                         | 16            | 45.5%                      | 15           | 472,400            | 9                              | 144          | 128           | -3.8%                                   | 131          | 436,800            | 425,000           | 13                | 8.9%         | -                                     | -         | 2                  | 129,000      | 3                  | 646,700      |                    |  |
| 15 | E Hazel Dell         | 16              | 35           | 3                         | 40            | -29.8%                     | 38           | 433,900            | 13                             | 394          | 359           | 5.3%                                    | 347          | 410,000            | 415,000           | 12                | 13.7%        | 3                                     | 483,300   | 9                  | 230,100      | 2                  | 545,000      |                    |  |
| 20 | NE Heights           | 13              | 18           | 4                         | 15            | -21.1%                     | 22           | 424,900            | 16                             | 214          | 195           | 66.7%                                   | 192          | 411,300            | 400,000           | 17                | 20.8%        | -                                     | -         | 1                  | 22,000       | 3                  | 790,300      |                    |  |
| 21 | Orchards             | 24              | 43           | 4                         | 46            | 0.0%                       | 35           | 444,600            | 16                             | 379          | 336           | 1.2%                                    | 294          | 422,800            | 411,000           | 19                | 21.8%        | 1                                     | 300,000   | 5                  | 282,000      | 6                  | 8,808,300    |                    |  |
| 22 | Evergreen            | 45              | 93           | 4                         | 94            | 1.1%                       | 108          | 408,200            | 13                             | 892          | 821           | 14.2%                                   | 827          | 398,700            | 393,000           | 14                | 14.6%        | 1                                     | 346,000   | 3                  | 320,000      | 9                  | 555,900      |                    |  |
| 23 | E Heights            | 20              | 19           | 3                         | 13            | -50.0%                     | 27           | 654,000            | 15                             | 175          | 146           | 2.1%                                    | 150          | 512,900            | 411,000           | 26                | 22.4%        | -                                     | -         | 2                  | 220,000      | -                  | -            |                    |  |
| 24 | Cascade Park         | 9               | 26           | 2                         | 26            | 23.8%                      | 27           | 484,100            | 16                             | 240          | 217           | 11.3%                                   | 208          | 475,700            | 451,000           | 14                | 3.2%         | 1                                     | 495,000   | 1                  | 837,600      | 6                  | 888,800      |                    |  |
| 25 | Five Corners         | 5               | 23           | 0                         | 23            | -11.5%                     | 25           | 450,100            | 8                              | 203          | 191           | 2.7%                                    | 180          | 410,200            | 400,500           | 9                 | 13.7%        | -                                     | -         | -                  | -            | 2                  | 1,134,000    |                    |  |
| 26 | E Orchards           | 30              | 47           | 19                        | 40            | -2.4%                      | 40           | 544,200            | 31                             | 467          | 352           | 18.1%                                   | 354          | 493,700            | 478,500           | 22                | 8.1%         | 2                                     | 1,035,000 | 2                  | 277,500      | 2                  | 826,800      |                    |  |
| 27 | Fisher's Landing     | 15              | 14           | 5                         | 16            | -42.9%                     | 17           | 495,700            | 13                             | 197          | 175           | -10.7%                                  | 178          | 504,300            | 477,500           | 16                | 22.1%        | -                                     | -         | 4                  | 196,400      | 1                  | 875,000      |                    |  |
| 31 | SE County            | 5               | 6            | 1                         | 5             | 150.0%                     | 6            | 875,500            | 16                             | 36           | 29            | 3.6%                                    | 23           | 870,300            | 747,000           | 82                | 22.7%        | -                                     | -         | 4                  | 379,800      | -                  | -            |                    |  |
| 32 | Camas City           | 66              | 74           | 9                         | 64            | -31.2%                     | 53           | 647,100            | 10                             | 686          | 601           | -13.3%                                  | 602          | 710,500            | 625,000           | 26                | 21.2%        | 2                                     | 475,000   | 62                 | 312,700      | 9                  | 609,000      |                    |  |
| 33 | Washougal            | 55              | 61           | 4                         | 44            | -8.3%                      | 42           | 535,900            | 19                             | 434          | 359           | 13.2%                                   | 326          | 572,600            | 540,000           | 23                | 24.2%        | 3                                     | 563,300   | 57                 | 225,000      | 4                  | 492,700      |                    |  |
| 41 | N Hazel Dell         | 14              | 28           | 5                         | 29            | -14.7%                     | 42           | 501,500            | 15                             | 310          | 268           | 4.3%                                    | 253          | 516,700            | 495,000           | 26                | 18.6%        | -                                     | -         | 1                  | 457,500      | 2                  | 1,800,000    |                    |  |
| 42 | S Salmon Creek       | 18              | 36           | 4                         | 35            | 2.9%                       | 31           | 407,300            | 11                             | 328          | 313           | 20.4%                                   | 286          | 438,800            | 435,300           | 14                | 14.7%        | -                                     | -         | 2                  | 601,300      | 2                  | 24,475,000   |                    |  |
| 43 | N Felida             | 10              | 21           | 1                         | 22            | -29.0%                     | 25           | 714,000            | 17                             | 269          | 261           | 6.5%                                    | 267          | 602,900            | 540,000           | 24                | 24.6%        | -                                     | -         | 9                  | 346,700      | -                  | -            |                    |  |
| 44 | N Salmon Creek       | 24              | 38           | 3                         | 46            | -8.0%                      | 30           | 556,600            | 43                             | 353          | 321           | -23.0%                                  | 316          | 542,000            | 500,000           | 23                | 15.8%        | -                                     | -         | 12                 | 168,300      | -                  | -            |                    |  |
| 50 | Ridgefield           | 59              | 72           | 21                        | 54            | -40.0%                     | 51           | 590,500            | 20                             | 724          | 611           | 6.1%                                    | 596          | 524,200            | 489,000           | 29                | 9.9%         | 1                                     | 197,000   | 9                  | 532,700      | 3                  | 631,600      |                    |  |
| 51 | W of I-5 County      | 6               | 4            | 0                         | 3             | -66.7%                     | 9            | 812,200            | 27                             | 56           | 44            | 2.3%                                    | 43           | 876,600            | 790,000           | 29                | 17.2%        | -                                     | -         | 6                  | 391,700      | -                  | -            |                    |  |
| 52 | NW E of I-5 County   | 30              | 36           | 12                        | 11            | 57.1%                      | 10           | 834,600            | 21                             | 280          | 149           | 96.1%                                   | 122          | 683,000            | 475,900           | 51                | -4.7%        | -                                     | -         | 23                 | 265,400      | -                  | -            |                    |  |
| 61 | Battleground         | 116             | 95           | 9                         | 75            | 23.0%                      | 70           | 543,400            | 34                             | 673          | 553           | 12.4%                                   | 495          | 521,600            | 469,900           | 26                | 22.6%        | 1                                     | 390,000   | 21                 | 430,600      | 2                  | 926,600      |                    |  |
| 62 | Brush Prairie        | 94              | 107          | 11                        | 86            | 8.9%                       | 98           | 550,100            | 12                             | 929          | 789           | 18.1%                                   | 711          | 565,700            | 518,500           | 20                | 14.3%        | 2                                     | 558,800   | 16                 | 476,100      | 1                  | 481,600      |                    |  |
| 63 | East County          | -               | -            | 0                         | 0             | -                          | 3            | 660,300            | 7                              | 5            | 5             | 400.0%                                  | 5            | 644,200            | 620,000           | 10                | 47.7%        | -                                     | -         | -                  | -            | -                  | -            |                    |  |
| 64 | Central County       | 2               | 0            | -                         | 1             | -75.0%                     | 2            | 463,500            | 16                             | 33           | 34            | 3.0%                                    | 35           | 684,400            | 665,000           | 32                | 12.3%        | -                                     | -         | 6                  | 320,700      | -                  | -            |                    |  |
| 65 | Mid-Central County   | 7               | 8            | 0                         | 6             | 0.0%                       | 4            | 844,600            | 71                             | 58           | 47            | 2.2%                                    | 47           | 798,100            | 740,000           | 22                | 21.4%        | -                                     | -         | 5                  | 346,800      | -                  | -            |                    |  |
| 66 | Yacolt               | 13              | 12           | 1                         | 14            | 0.0%                       | 11           | 555,700            | 15                             | 114          | 89            | -1.1%                                   | 81           | 518,100            | 489,000           | 28                | 6.2%         | -                                     | -         | 10                 | 310,600      | -                  | -            |                    |  |
| 70 | La Center            | 13              | 8            | 1                         | 4             | -85.2%                     | 11           | 623,000            | 15                             | 110          | 94            | -30.4%                                  | 102          | 555,900            | 519,100           | 31                | 16.8%        | -                                     | -         | 5                  | 269,700      | -                  | -            |                    |  |
| 71 | N Central            | 3               | 4            | 0                         | 6             | 50.0%                      | 6            | 713,800            | 62                             | 46           | 37            | 42.3%                                   | 35           | 614,200            | 649,000           | 38                | 29.4%        | -                                     | -         | 7                  | 227,000      | -                  | -            |                    |  |
| 72 | NE Corner            | 1               | 0            | 0                         | 0             | -                          | 1            | 635,000            | 39                             | 12           | 12            | 100.0%                                  | 13           | 549,700            | 500,000           | 70                | 18.0%        | -                                     | -         | 2                  | 209,500      | -                  | -            |                    |  |
|    | Clark County Total   | 761             | 1,000        | 134                       | 889           | -12.6%                     | 917          | 530,200            | 18                             | 9,284        | 8,018         | 7.1%                                    | 7,682        | 516,500            | 460,000           | 22                | 15.6%        | 23                                    | 512,500   | 288                | 311,200      | 103                | 1,607,000    |                    |  |
| 80 | Woodland City        | 9               | 13           | 2                         | 9             | -30.8%                     | 13           | 515,600            | 19                             | 104          | 88            | -17.0%                                  | 81           | 417,900            | 385,000           | 18                | 21.6%        | 1                                     | 250,000   | 2                  | 315,500      | -                  | -            |                    |  |
| 81 | Woodland Area        | 13              | 11           | 2                         | 7             | -22.2%                     | 11           | 588,400            | 21                             | 85           | 67            | 22.4%                                   | 62           | 614,800            | 582,500           | 37                | 13.2%        | 1                                     | 915,000   | 42                 | 250,700      | -                  | -            |                    |  |
| 82 | Cowlitz County       | 98              | 137          | 13                        | 116           | 16.0%                      | 120          | 420,300            | 44                             | 1,016        | 882           | 10.9%                                   | 834          | 381,800            | 355,000           | 28                | 19.9%        | 2                                     | 1,012,500 | 126                | 159,900      | 26                 | 421,500      |                    |  |
|    | Cowlitz County Total | 120             | 161          | 17                        | 132           | 8.2%                       | 144          | 441,700            | 40                             | 1,205        | 1,037         | 8.9%                                    | 977          | 399,600            | 368,500           | 27                | 19.7%        | 4                                     | 797,500   | 170                | 184,200      | 26                 | 421,500      |                    |  |
| 87 | Pacific County Total | 34              | 30           | 1                         | 28            | 40.0%                      | 29           | 397,600            | 24                             | 239          | 202           | 22.4%                                   | 190          | 334,400            | 297,500           | 46                | 20.2%        | 5                                     | 346,000   | 101                | 94,200       | 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.*



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

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (10/1/20-9/30/21) with 12 months before (10/1/19-9/30/20).

<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

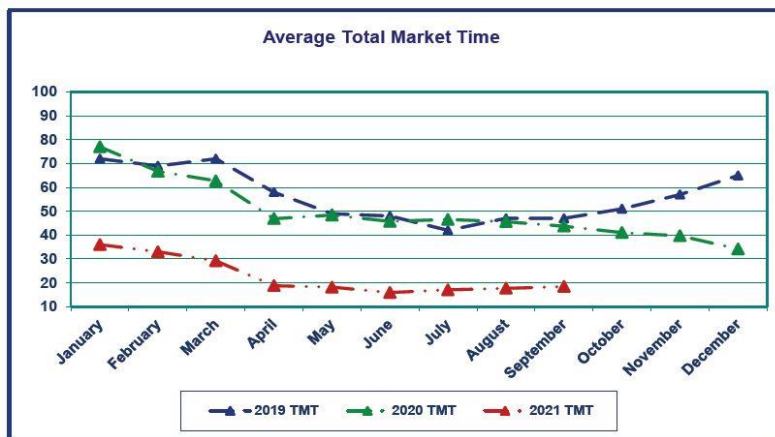
### CLARK COUNTY, WA

*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

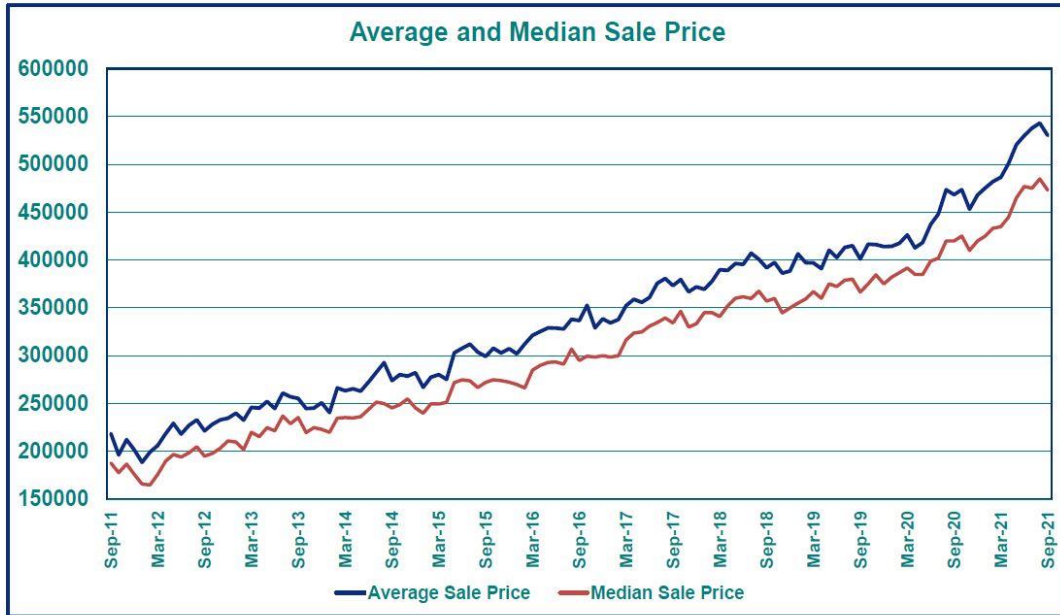
### CLARK COUNTY, WA

*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.*





