



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



RMLS MARKET ACTION REPORT

SEE DECEMBER 2021
REPORT BELOW



OPPORTUNITIES IN THE CURRENT MARKET

Inventory in December dropped to 0.5 months, with Readily Purchased & Occupied listings down to 0.3 months, which is the lowest we have seen since March 2021. The total number of Readily Purchased & Occupied listings made up just 55.5% of all Active Listings!

The Median Price of Closed Sales in Clark County for December 2021 was \$490,000 (up \$6,500 from November 2021). This is up 1.3% from the previous month and a 16.7% increase over December 2020, which was \$420,000.

While we predict the appreciation of properties to slow in 2022, we expect the upward trend to continue. Without a significant shift in inventory of new builds, the market will remain very competitive for Buyers.

Curious about how the area of your investment property compares to the overall SW Washington Market? Check out the Area Report on page 3! Not sure which area your property is in? Reach out to our team and we will be happy to let you know!

ZENITH RECENT LISTINGS & TRANSACTIONS



*39815 NE Gerber
McKee Road, 3.9AC
Mountain View & New Price!
Listed at \$429,900
MLS #21653465*



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



*3104 NW 46th Loop
Sold at \$815,000
\$15k over list!*



*3733 NW Sierra Drive
Sold at \$950,000*



*2400 N W 41st Ave
Sold at \$839,990*

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

"I have had nothing but top-notch service with Zenith! I trust the work they are doing and the level of professionalism, follow through and communication I am so happy with." - Laurny O'Neal

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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

December 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:	391
Less Listings with Purchase Contingencies*:	7
Readily Purchased Listings:	384
Percent of Total Active Listings:	98.2%
Less New Under Construction (not ready for occupancy):	94
Less New Proposed (not started):	73
Total Readily Purchased & Occupied Listing:	217
Percent of Total Active Listings:	55.5%
Inventory in Months of Readily Purchased & Occupied Listings:	0.3
	*Lowest Inventory Since March 2021, with Fewer Active Readily Purchased & Occupied Listings Overall!

* 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

December 2021 Reporting Period

Residential Highlights

New listings (506) decreased 8.2% from the 551 listed in December 2020, and decreased 31.7% from the 741 listed in November 2021.

Pending sales (578) decreased 8.5% from the 632 offers accepted in December 2020, and decreased 29.9% from the 825 offers accepted in November 2021.

Closed sales (837) increased 4.2% from the 803 closings in December 2020, and increased 3.3% from the 810 closings in November 2021.

Inventory and Total Market Time

Inventory decreased to 0.5 months in December. Total market time held steady at 24 days.

Year-To-Date Summary

Comparing the twelve months of 2021 to the same period in 2020, new listings (11,475) increased 7.0%, pending sales (10,221) increased 4.9%, and closed sales (10,349) increased 12.7%.

Average and Median Sale Prices

Comparing 2021 to 2020 through December, the average sale price has increased 17.0% from \$448,000 to \$524,200. In the same comparison, the median sale price has increased 15.1% from \$405,000 to \$466,200.

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	0.5

*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:
+17.0% (\$524,200 v. \$448,200)
Median Sale Price % Change:
+14.9% (\$466,200 v. \$405,900)

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.

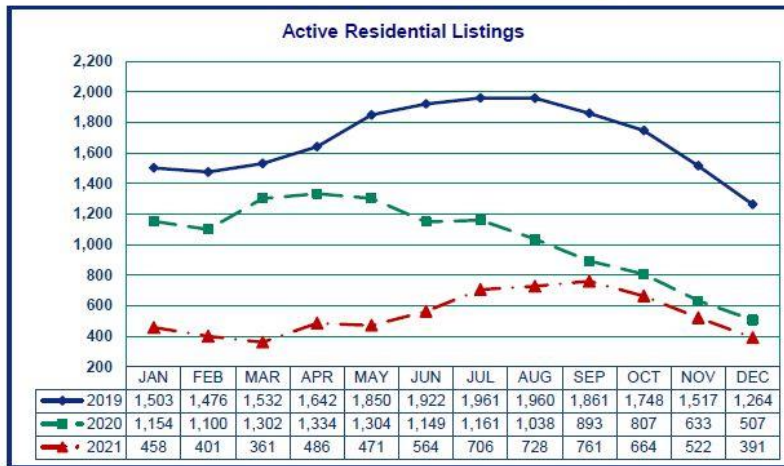
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2021	December	506	578	837	549,900	490,000	24
	November	741	825	810	547,800	483,500	24
	Year-To-Date	11,475	10,221	10,349	524,200	466,200	22
2020	December	551	632	803	467,800	420,000	34
	Year-To-Date	10,727	9,745	9,186	448,000	405,000	49
Change	December	-8.2%	-8.5%	4.2%	17.6%	16.7%	-30.0%
	Prev Mo 2021	-31.7%	-29.9%	3.3%	0.4%	1.3%	0.0%
	Year-To-Date	7.0%	4.9%	12.7%	17.0%	15.1%	-54.4%

*The Median Sales Price is UP \$6,500 from Last Month!

AREA REPORT • DECEMBER 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 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	8	11	1	15	15.4%	19	422,600	37	259	249	29.0%	245	436,000	400,000	27	11.8%	4	504,800	-	-	13	593,900
12	NW Heights	7	12	5	11	-42.1%	19	355,000	13	237	211	-10.6%	218	345,600	353,200	17	15.6%	1	730,000	4	397,800	35	521,100
13	SW Heights	5	4	-	3	-75.0%	10	554,200	31	149	141	8.5%	145	636,200	400,000	43	20.2%	2	676,500	2	665,000	11	719,600
14	Lincoln/Hazel Dell	6	12	3	17	183.3%	16	419,600	9	198	183	8.9%	173	441,500	425,000	13	11.4%	-	-	2	129,000	4	610,000
15	E Hazel Dell	4	23	3	32	14.3%	41	439,200	17	469	450	0.2%	449	413,000	420,000	14	13.4%	4	478,800	12	240,500	5	1,824,500
16	NE Heights	6	22	2	19	35.7%	21	424,500	19	276	253	55.2%	246	418,300	409,800	17	14.1%	-	-	1	22,000	4	784,700
17	Orchards	10	34	4	40	53.8%	61	409,800	17	544	497	14.8%	461	421,900	411,900	18	23.3%	2	192,500	7	252,900	7	7,647,100
18	Evergreen	17	43	5	52	-24.6%	66	443,700	13	1,069	1,002	10.0%	1,048	404,800	399,900	14	15.2%	3	1,282,000	4	338,000	11	547,600
19	E Heights	6	5	3	8	-52.9%	18	453,800	44	209	191	1.1%	201	523,400	412,100	26	14.3%	-	-	2	220,000	1	610,000
20	Cascade Park	6	9	3	9	-30.8%	19	691,100	26	284	262	3.6%	269	488,200	460,000	15	6.1%	2	497,500	1	837,600	6	888,800
21	Five Corners	1	13	2	11	-8.3%	20	459,100	16	255	239	-4.0%	242	418,200	410,000	11	15.1%	-	-	1	630,000	4	888,300
22	E Orchards	28	23	14	13	-55.2%	39	525,000	18	562	437	10.9%	475	505,300	480,000	25	10.0%	2	1,035,000	3	401,300	2	826,800
23	Fisher's Landing	6	9	3	10	0.0%	16	493,600	20	239	221	-11.6%	228	518,700	480,000	17	26.8%	-	-	5	387,100	1	875,000
24	SE County	-	1	0	2	0.0%	2	784,500	75	42	39	-2.5%	35	837,600	747,000	72	35.3%	-	-	9	402,700	-	-
25	Camas City	25	26	13	34	-27.7%	50	777,000	31	828	764	-12.7%	790	719,100	630,000	26	23.0%	4	613,700	71	320,100	10	717,100
26	Washougal	20	18	9	16	-41.9%	42	604,000	33	536	471	11.3%	460	573,900	540,000	24	17.3%	3	563,300	65	242,000	4	492,700
27	N Hazel Dell	5	21	9	23	75.9%	24	520,000	19	361	343	3.3%	333	511,900	486,500	25	18.0%	-	-	2	516,300	3	2,933,300
28	S Salmon Creek	10	14	9	13	-40.9%	28	475,000	46	391	367	7.3%	381	447,600	445,000	17	15.3%	-	-	8	589,700	4	12,471,300
29	N Felida	4	13	4	14	-36.4%	23	614,500	9	339	326	2.2%	345	611,300	540,000	21	20.4%	-	-	10	357,000	-	-
30	N Salmon Creek	12	15	6	20	0.0%	28	673,800	22	413	387	-22.6%	420	556,600	529,800	23	20.4%	2	596,000	12	166,300	-	-
31	Ridgefield	43	44	13	50	-39.0%	77	608,900	23	893	769	-4.6%	842	539,900	507,400	26	15.5%	2	528,000	12	1,036,200	3	631,600
32	W of I-5 County	-	1	-	1	-50.0%	3	1,456,300	14	63	55	7.8%	57	942,900	790,000	27	26.6%	-	-	8	396,900	-	-
33	NW E of I-5 County	9	5	5	13	44.4%	14	681,700	59	310	187	81.6%	177	690,100	509,900	46	-2.0%	2	461,300	29	256,600	-	-
34	Battleground	51	45	7	73	49.0%	63	562,000	25	864	777	19.7%	730	537,200	480,000	26	23.6%	1	390,000	27	424,400	3	639,400
35	Brush Prairie	76	70	14	63	37.0%	69	629,600	22	1,163	999	14.7%	970	571,800	520,000	22	14.7%	2	558,800	26	523,700	1	481,600
36	East County	2	0	0	0	-	1	725,000	5	9	7	250.0%	6	657,700	672,500	10	56.9%	-	-	-	-	-	-
37	Central County	-	1	0	2	-33.3%	1	1,747,000	396	37	40	-11.1%	42	709,600	673,500	42	12.8%	-	-	6	320,700	-	-
38	Mid-Central County	4	0	2	-	-100.0%	5	647,400	14	68	58	-1.7%	62	768,600	725,500	21	23.9%	-	-	10	357,400	-	-
39	Yacolt	10	4	4	5	-28.6%	13	530,600	20	141	115	9.5%	114	520,500	491,300	26	9.0%	-	-	14	280,000	-	-
40	La Center	7	2	1	6	50.0%	6	509,600	32	133	119	-29.6%	121	544,100	514,100	30	21.3%	2	365,000	5	269,700	2	375,000
41	N Central	3	0	2	1	-50.0%	2	574,500	16	59	47	51.6%	48	631,200	649,500	34	28.3%	-	-	9	281,400	1	820,000
42	NE Corner	0	0	0	0	-	1	400,000	12	15	15	114.3%	16	541,000	495,000	58	14.5%	-	-	2	209,500	-	-
43	Clark County Total	391	506	146	578	-8.5%	837	549,900	24	11,475	10,221	4.9%	10,349	524,200	466,200	22	16.9%	38	607,000	369	352,100	135	1,440,300
44	Woodland City	2	6	-	8	60.0%	9	511,700	56	124	112	-15.8%	110	433,000	395,800	20	23.0%	1	250,000	3	252,000	-	-
45	Woodland Area	4	5	5	7	0.0%	14	597,100	33	108	92	14.3%	93	599,500	575,000	33	17.6%	1	915,000	50	247,600	-	-
46	Cowlitz County	61	57	10	69	-4.2%	103	447,300	31	1,274	1,131	8.6%	1,146	389,100	360,000	27	16.6%	2	1,012,500	175	168,000	37	404,300
47	Cowlitz County Total	67	66	16	84	0.0%	126	468,500	33	1,506	1,335	7.0%	1,349	407,200	371,500	27	17.8%	4	797,500	228	186,600	37	404,300
48	Pacific County Total	18	12	3	18	50.0%	22	388,400	54	273	252	18.5%	256	343,500	315,000	46	22.9%	6	345,800	127	97,000	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 December 2021 with December 2020. The Year-To-Date section compares 2021 Year-To-Date statistics through December with 2020 Year-To-Date statistics through December.

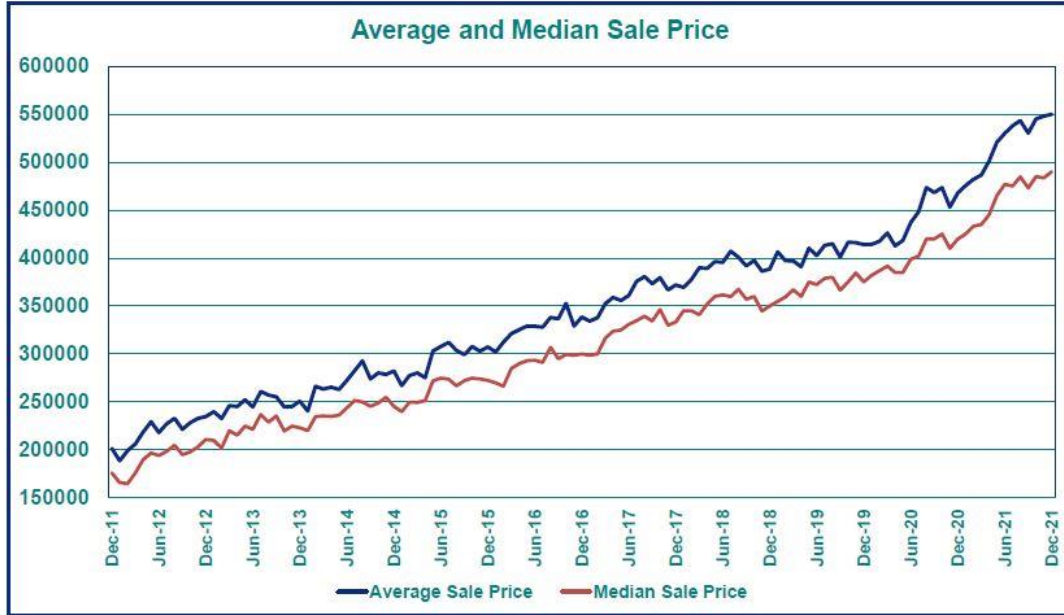
² % Change is based on a comparison of the rolling average sale price for the last 12 months (12/1/20-11/30/21) with 12 months before (12/1/19-11/30/20).

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.

SALE PRICE

CLARK COUNTY, WA

This graph represents the average and median sale price for all homes sold in Clark County, Washington.



SALES VOLUME

RESIDENTIAL

This graph shows annual residential sales volume for Lane County, OR, Clark County, WA, and Portland, OR.

SALE PRICE

CLARK COUNTY, WA

This graph represents the average and median sale price for all homes sold in Clark County, Washington.



SALES VOLUME

RESIDENTIAL

This graph shows annual residential sales volume for Lane County, OR, Clark County, WA, and Portland, OR.

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.



