



REAL ESTATE HIGHLIGHTS

CLARK COUNTY REAL ESTATE MARKET REPORT



RMLS MARKET ACTION REPORT

SEE JANUARY 2022
REPORT BELOW



OPPORTUNITIES IN THE CURRENT MARKET

Kicking off 2022, Inventory, in terms of months, was up from December. Total inventory was at 0.6 months, with Readily Purchased & Occupied Listings at 0.4 months. Overall, the total number of Active listings was at an all-time low! Check out our Bellwether Infographics below, which tracks Active Listings and Inventory in Months over the last 12 months. Inventory can't get much lower than this!

The Median Price of Closed Sales in Clark County in January 2022 was \$500,000 (up \$10,000 from December). This is up 2% from the previous month, and a 17.6% increase over January 2021, which was \$425,000. This is the first time we have seen the Median sales price touch \$500,000 in Clark County!

If you have been considering selling your home or investment property, now is a great time! Reach out to our Real Estate Team today. We would be happy to provide a no-obligation consultation and discuss how we can help you meet your goals!

ZENITH RECENT LISTINGS & TRANSACTIONS



*1123 NW Ash St, Camas
Great Investment Opportunity
of Fully Occupied Duplex!
Listed at \$689,000
MLS #22005492*



*4316 NE 34th Circle
Listed at \$399,990
MLS #21133758*



*3526 NE Franklin St
Sold at \$10k Over List
for \$650,000!*



*16806 NE 31st Way
Investor/Buyer
Representation*

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

"I reached out to the Zenith Team and they were helpful in the process of getting my home rented. I look forward to working with the team for the remainder of the lease. Regan and her team have great communication skills. They always keep me posted on all things about my house."
- Michelle Rose-Martinez

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Transaction Coordinator

*First-Class Performance...
Guaranteed!*



BELLWETHER INFOGRAPHIC



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

January 2022

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:	345
Less Listings with Purchase Contingencies*:	5
Readily Purchased Listings:	340
Percent of Total Active Listings:	98.6%
Less New Under Construction (not ready for occupancy):	75
Less New Proposed (not started):	57
Total Readily Purchased & Occupied Listing:	208
Percent of Total Active Listings:	60.3%
Inventory in Months of Readily Purchased & Occupied Listings:	0.4

* 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

January 2022 Reporting Period

Residential Highlights

New listings (695) decreased 18.6% from the 854 listed in January 2021, and increased 37.4% from the 506 listed in December 2021.

Pending sales (701) decreased 16.3% from the 838 offers accepted in January 2021, and increased 21.3% from the 578 offers accepted in December 2021.

Closed sales (534) decreased 8.2% from the 582 closings in January 2021, and decreased 36.2% from the 837 closings in December 2021.

Inventory and Total Market Time

Inventory increased to 0.6 months in January. Total market time increased to 25 days.

Year-To-Date Summary

Comparing the first month of 2022 to the same period in 2021, new listings (695) decreased 18.6%, pending sales (701) decreased 16.3%, and closed sales (534) decreased 8.2%.

Average and Median Sale Prices

Comparing 2022 to 2021 through January, the average sale price has increased 16.3% from \$475,400 to \$553,100. In the same comparison, the median sale price has increased 17.6% from \$425,000 to \$500,000.

Inventory in Months*		
	2020	2021
January	2.4	0.8
February	2.1	0.7
March	2.1	0.5
April	2.5	0.6
May	2.3	0.6
June	1.6	0.6
July	1.2	0.7
August	1.3	0.8
September	1.0	0.8
October	0.8	0.7
November	0.8	0.6
December	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:

+16.9% (\$528,400 v. \$451,900)

Median Sale Price % Change:

+15.3% (\$472,000 v. \$409,400)

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
2022	January	695	701	534	553,100	500,000	25
	Year-To-Date	695	701	534	553,100	500,000	25
2021	January	854	838	582	475,400	425,000	36
	December	506	578	837	549,900	490,000	24
	Year-To-Date	854	838	582	475,400	425,000	36
Change	January	-18.6%	-16.3%	-8.2%	16.3%	17.6%	-30.1%
	Prev Mo 2021	37.4%	21.3%	-36.2%	0.6%	2.0%	6.1%
	Year-To-Date	-18.6%	-16.3%	-8.2%	16.3%	17.6%	-30.1%

*The Median Sales Price is UP \$10,000 from Last Month!

AREA REPORT • JANUARY 2022

SW Washington

		RESIDENTIAL														COMMERCIAL		LAND		MULTIFAMILY				
		Current Month							Year-To-Date							Year-To-Date		Year-To-Date						
		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales	Pending Sales 2022 v. 2021	Closed Sales	Average Sale Price	Total Market Time ³	New Listings	Pending Sales	Pending Sales 2022 v. 2021	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avp. Sale Price % Change ²	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	
11	Downtown Vancouver	7	9	1	8	-60.0%	15	473,300	32	9	8	-60.0%	15	473,300	399,000	32	11.0%	-	-	-	-	1	649,000	
12	NW Heights	5	15	4	17	-21.4%	6	330,400	40	15	17	-21.4%	6	330,400	292,300	40	15.2%	-	-	-	-	2	1,112,500	
13	SW Heights	3	6	3	5	-68.8%	6	347,200	6	6	5	-68.8%	6	347,200	357,500	6	13.5%	-	-	-	-	-	-	
14	Lincoln/Hazel Dell	1	21	5	25	127.3%	8	501,800	46	21	25	127.3%	8	501,800	505,000	46	15.5%	-	-	-	-	-	-	
15	E Hazel Dell	12	25	3	21	-44.7%	22	444,500	21	25	21	-44.7%	22	444,500	450,500	21	13.5%	-	-	-	-	-	-	
16	NE Heights	8	26	2	21	-8.7%	19	425,000	8	26	21	-8.7%	19	425,000	427,000	8	13.7%	-	-	-	-	-	-	
17	Orchards	7	27	0	36	28.6%	40	395,700	14	27	36	28.6%	40	395,700	397,800	14	20.2%	-	-	-	-	-	-	
18	Evergreen	30	84	6	76	-5.0%	39	428,200	19	84	76	-5.0%	39	428,200	431,900	19	15.6%	-	-	-	-	2	755,000	
19	E Heights	9	9	0	6	-50.0%	6	692,300	40	9	6	-50.0%	6	692,300	727,800	40	15.4%	-	-	-	1	250,000	-	
20	Cascade Park	7	22	2	18	12.5%	7	533,100	8	22	18	12.5%	7	533,100	470,000	8	6.7%	-	-	-	-	-	-	
21	Five Corners	6	21	1	18	5.9%	10	402,000	15	21	18	5.9%	10	402,000	415,000	15	14.3%	-	-	-	-	-	-	
22	E Orchards	22	36	20	23	-54.9%	15	574,900	54	36	23	-54.9%	15	574,900	559,900	54	11.3%	-	-	-	-	-	-	
23	Fisher's Landing	6	18	-	18	-5.3%	9	644,300	5	18	18	-5.3%	9	644,300	512,000	5	24.6%	-	-	-	-	-	-	
24	SE County	1	2	0	1	0.0%	3	1,345,000	38	2	1	0.0%	3	1,345,000	645,000	38	42.1%	-	-	-	2	387,500	-	
25	Camas City	28	50	8	47	-34.7%	33	801,700	31	50	47	-34.7%	33	801,700	698,000	31	22.3%	-	-	-	3	570,000	1	575,000
26	Washougal	20	23	3	25	-7.4%	21	733,700	51	23	25	-7.4%	21	733,700	710,000	51	19.6%	-	-	-	10	260,000	-	-
27	N Hazel Dell	5	16	1	16	-33.3%	16	454,400	20	16	16	-33.3%	16	454,400	480,000	20	16.6%	-	-	-	1	115,000	-	-
28	S Salmon Creek	4	25	2	25	-26.5%	18	520,400	17	25	25	-26.5%	18	520,400	530,000	17	14.7%	-	-	-	-	-	-	
29	N Felida	4	20	5	18	-25.0%	13	498,500	16	20	18	-25.0%	13	498,500	510,000	16	20.6%	-	-	-	1	480,000	-	-
30	N Salmon Creek	5	25	4	32	52.4%	17	486,700	15	25	32	52.4%	17	486,700	475,000	15	19.8%	-	-	-	2	32,560,000	-	-
31	Ridgefield	30	62	18	60	-31.8%	58	596,500	23	62	60	-31.8%	58	596,500	577,200	23	17.4%	-	-	-	-	-	-	
32	W of I-5 County	1	3	0	1	0.0%	2	821,500	25	3	1	0.0%	2	821,500	821,500	25	26.0%	-	-	-	2	510,000	-	-
33	NW E of I-5 County	7	11	1	12	-20.0%	13	704,900	74	11	12	-20.0%	13	704,900	561,800	74	-3.5%	-	-	-	-	-	-	
34	Battleground	37	51	5	65	41.3%	53	576,300	31	51	65	41.3%	53	576,300	520,000	31	22.9%	-	-	-	1	345,000	-	-
35	Brush Prairie	64	72	16	83	-25.2%	66	569,700	19	72	83	-25.2%	66	569,700	553,000	19	13.8%	-	-	-	1	900,000	1	665,000
36	East County	1	0	0	0	-	0	-	-	0	0	-	0	-	-	-	60.2%	0	-	-	0	-	0	
37	Central County	-	2	0	2	0.0%	2	841,000	39	2	2	0.0%	2	841,000	841,000	39	18.7%	-	-	-	-	-	-	
38	Mid-Central County	3	1	0	2	-60.0%	1	1,530,000	18	1	2	-60.0%	1	1,530,000	1,530,000	18	24.6%	-	-	-	-	-	-	
39	Yacolt	3	2	0	9	28.6%	6	521,300	45	2	9	28.6%	6	521,300	407,500	45	7.8%	-	-	-	-	-	-	
40	La Center	7	6	0	6	-45.5%	7	659,900	26	6	6	-45.5%	7	659,900	584,200	26	24.1%	-	-	-	-	-	-	
41	N Central	2	3	-	3	0.0%	3	560,000	11	3	3	0.0%	3	560,000	540,000	11	32.1%	-	-	-	-	-	-	
42	NE Corner	0	2	0	2	100.0%	0	-	-	2	2	100.0%	0	-	-	-	-2.5%	0	-	0	-	0	-	
43	Clark County Total	345	695	110	701	-16.3%	534	553,100	25	695	701	-16.3%	534	553,100	500,000	25	16.8%	-	-	-	24	3,054,000	7	803,400
44	Woodland City	4	6	0	5	-37.5%	4	524,500	27	6	5	-37.5%	4	524,500	552,500	27	25.5%	1	720,000	-	-	1	379,000	
45	Woodland Area	5	4	-	2	-50.0%	6	588,800	38	4	2	-50.0%	6	588,800	582,500	38	13.2%	-	-	-	2	258,800	-	-
46	Cowlitz County	51	82	8	92	2.2%	58	366,200	36	82	92	2.2%	58	366,200	362,500	36	15.7%	-	-	-	20	182,200	2	347,500
47	Cowlitz County Total	60	92	8	99	-2.9%	68	395,200	35	92	99	-2.9%	68	395,200	377,500	35	16.9%	1	720,000	22	189,200	3	358,000	
48	Pacific County Total	11	15	2	16	-5.9%	15	350,100	55	15	16	-5.9%	15	350,100	330,000	55	22.1%	-	-	-	6	104,900	-	-



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 January 2022 with January 2020. The Year-To-Date section compares 2022 Year-To-Date statistics through January with 2020 Year-To-Date statistics through January.

² % Change is based on a comparison of the rolling average sale price for the last 12 months (2/1/21-1/31/22) with 12 months before (2/1/20-1/31/21).

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

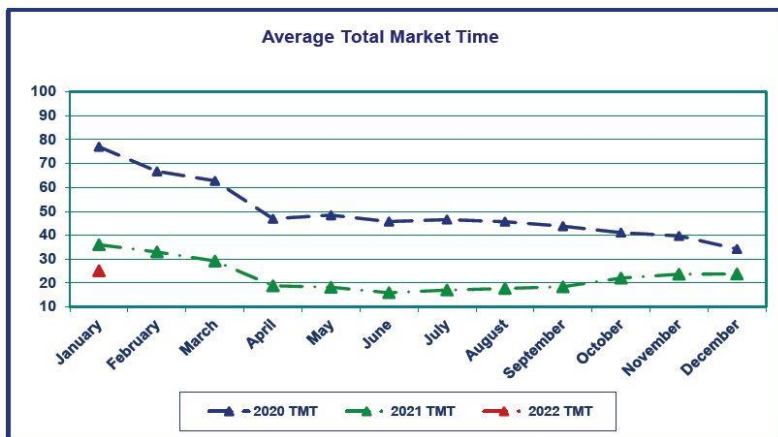
CLARK COUNTY, WA

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.



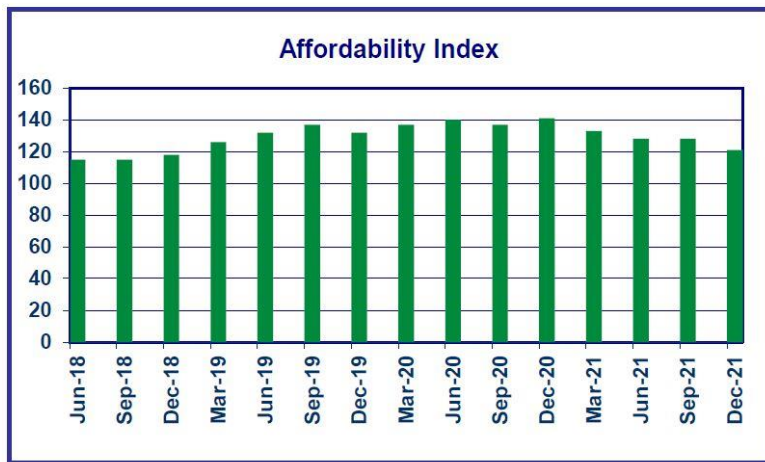
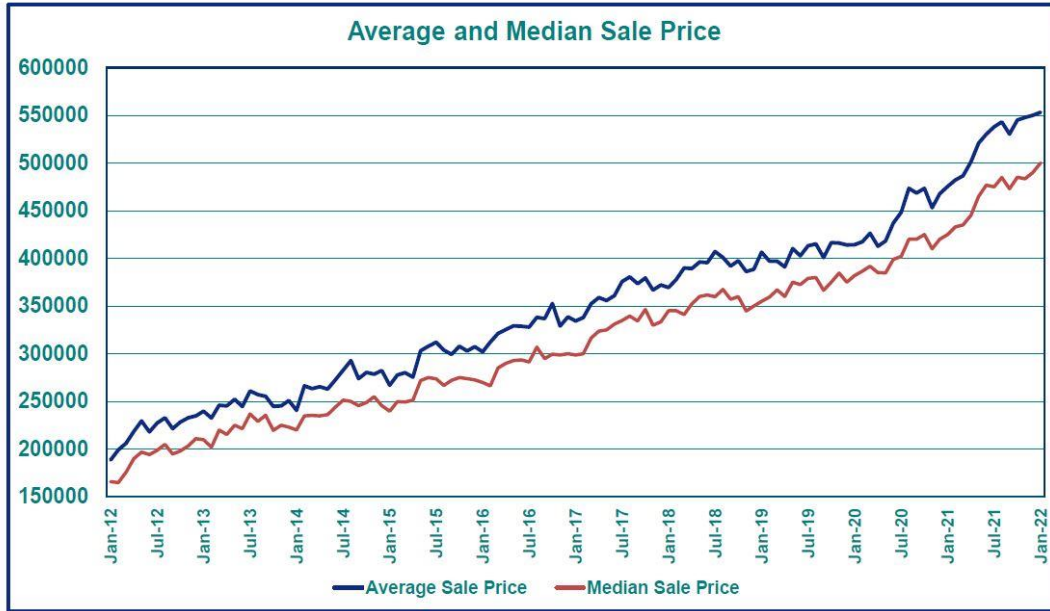
DAYS ON MARKET

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 December 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 121% of a monthly mortgage payment on a median priced home (\$490,000 in December). The formula assumes that the buyer has a 20% down payment and a 30-year fixed rate of 3.1% (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

January 2022

