



# *REAL ESTATE HIGHLIGHTS*

## CLARK COUNTY REAL ESTATE MARKET REPORT



### *OPPORTUNITIES IN THE CURRENT MARKET*

The Real Estate Market is HOT as we head into Spring! We continue to see competitive, multiple offer situations on most properties that hit the market.

Though inventory is up slightly from last month, there are still so few Readily Purchased & Occupied Listings available that competition continues to drive up sales prices in our area.

Total inventory was at 0.7 months, while Readily Purchased & Occupied Listings remained at just 0.4 months.

The Median Price of Closed Sales in Clark County in February 2022 was \$512,000 (up \$12,000 from January!). This is up 2.4% from the previous month, and an 18.2% increase over February 2021, which was \$433,100.

Our Real Estate Team is ready to help you navigate this market, whether you are a Seller or a Buyer! Reach out today!

### *RMLS MARKET ACTION REPORT*

SEE FEBRUARY 2022  
REPORT BELOW



## *ZENITH RECENT LISTINGS & TRANSACTIONS*



*1123 NW Ash St, Camas*  
*Great Investment Opportunity*  
*of Fully Occupied Duplex!*  
*Listed at \$688,000*  
*MLS #22005492*



*2111 SE 137th Court*  
*Listed at \$489,900*  
*MLS #22005492*



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



*11905 NE 103rd Street*  
*Investor/Buyer*  
*Representation*  
*MLS #22131497*



*39815 NE Gerber Mckee*  
*Road Sold at \$400,000*  
*CASH!*  
*MLS #21653465*



*8304 NE 158th Avenue*  
*Investor/Buyer*  
*Representation*  
*MLS #22583303*

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

*"I have had the distinct pleasure of working with Zenith Properties for a number of years. In my estimation, their professionalism, knowledge, and ability to help a client is beyond comparison. On the property management side of the business, I have sent several clients to them and without exception, each client has had a wonderful experience from start to finish. Zenith made the setup of their account easy, managed all aspects of the property management of their rental property seamlessly and were a zealous advocate for the property owner in terms of ensuring that the property was rented at the best rate and that the property was maintained in first class condition throughout the rental. Zenith uses state of the art software, tools and operational practices to ensure a great client experience. On the real estate side, I have had the pleasure to both sell and buy a home through Zenith. On the sale of the home, one of the owners personally managed the remodeling/updating of my home and worked with their contractors to ensure that the house was ready to sell within the timeframe I wanted. They made the sale seamless, which I appreciated given my job. On the purchase side, they handled all negotiations, inspections and follow up communications so that the process went smoothly. Denny and Johanna are great folks to work with as they are passionate about their business and about their clients. They have a great team and they really focus on the client. I could not more highly recommend them.*  
~ Mark Sampath



## ZENITH PROPERTIES NW REAL ESTATE TEAM



DENNY MILLER  
Designated Broker  
[denny@zenithpro.com](mailto:denny@zenithpro.com)  
360.816.9751



REGAN MCCABE  
Licensed Broker  
[regan@zenithpro.com](mailto:regan@zenithpro.com)  
360.852.3897



MARINA AL-ROBAEE  
Licensed Broker  
[marina@zenithpro.com](mailto:marina@zenithpro.com)  
360.839.6772



JOANIE TAYLOR  
Licensed Real Estate  
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](http://www.zenithpro.com)



## Clark County, Washington Market Action Addition

February 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.

<b>Total Active Listings* Reported in Market Action:</b>	389
<b>Less Listings with Purchase Contingencies*:</b>	13
<b>Readily Purchased Listings:</b>	376
<b>Percent of Total Active Listings:</b>	96.7%
<b>Less New Under Construction (not ready for occupancy):</b>	80
<b>Less New Proposed (not started):</b>	65
<b>Total Readily Purchased &amp; Occupied Listing:</b>	231
<b>Percent of Total Active Listings:</b>	59.4%
<b>Inventory in Months of Readily Purchased &amp; Occupied Listings:</b>	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

February 2022 Reporting Period

## Residential Highlights

New listings (842) increased 18.4% from the 711 listed in February 2021, and increased 21.2% from the 695 listed in January 2022.

Pending sales (758) increased 8.3% from the 700 offers accepted in February 2021, and increased 8.1% from the 701 offers accepted in January 2022.

Closed sales (567) decreased 7.0% from the 610 closings in February 2021, and increased 6.2% from the 534 closings in January 2022.

## Inventory and Total Market Time

Inventory increased to 0.7 months in February. Total market time increased to 27 days.

## Year-To-Date Summary

Comparing the first two months of 2022 to the same period in 2021, new listings (1,542) decreased 2.0%, pending sales (1,429) decreased 5.8%, and closed sales (1,121) decreased 7.4%.

## Average and Median Sale Prices

Comparing 2022 to 2021 through February, the average sale price has increased 16.6% from \$480,400 to \$560,200. In the same comparison, the median sale price has increased 17.7% from \$430,000 to \$506,000.

Inventory in Months*			
	2020	2021	2022
January	2.4	0.8	0.6
February	2.1	0.7	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:**  
+17.0% (\$533,500 v. \$455,900)  
**Median Sale Price % Change:**  
+15.5% (\$476,000 v. \$412,000)

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
2022	February	842	758	567	565,700	512,000	27
	January	695	701	534	553,100	500,000	25
	Year-To-Date	1,542	1,429	1,121	560,200	506,000	26
2021	February	711	700	610	482,000	433,100	33
	Year-To-Date	1,574	1,517	1,210	480,400	430,000	35
Change	February	18.4%	8.3%	-7.0%	17.4%	18.2%	-18.8%
	Prev Mo 2021	21.2%	8.1%	6.2%	2.3%	2.4%	6.6%
	Year-To-Date	-2.0%	-5.8%	-7.4%	16.6%	17.7%	-24.4%

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



## AREA REPORT • FEBRUARY 2022

### SW Washington

		RESIDENTIAL																COMMERCIAL		LAND		MULTIFAMILY		
		Current Month								Year-To-Date								Avg. Sale Price % Change <sup>2</sup>	Year-To-Date		Year-To-Date		Year-To-Date	
		Active Listings	New Listings	Expired/Cancelled Listings	Pending Sales	Pending Sales 2022 v. 2021 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2022 v. 2021 <sup>1</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	7	12	3	11	-45.0%	7	513,600	17	21	17	-55.3%	22	486,100	418,500	27	12.5%	-	-	-	-	1	649,000	
12	NW Heights	6	19	1	22	46.7%	11	388,700	44	34	36	28.6%	17	368,200	355,000	42	15.0%	-	-	-	-	4	946,300	
13	SW Heights	4	13	-	12	0.0%	4	459,300	32	19	17	-37.0%	10	392,000	397,100	17	6.2%	-	-	1	100,000	-	-	
14	Lincoln/Hazel Dell	3	18	1	18	80.0%	16	476,200	14	39	43	104.8%	25	486,300	515,000	24	16.5%	-	-	-	-	-	-	
15	E Hazel Dell	19	47	3	36	0.0%	20	460,900	20	72	55	-24.7%	44	452,300	460,000	20	12.9%	-	-	1	206,000	-	-	
20	NE Heights	4	12	0	18	38.5%	19	416,400	12	38	37	5.7%	39	418,500	425,000	10	11.3%	-	-	-	-	1	550,000	
21	Orchards	6	44	3	39	11.4%	26	415,600	20	71	75	21.0%	67	403,700	400,000	17	18.8%	1	105,000	-	-	-	-	
22	Evergreen	24	76	3	79	21.5%	66	432,300	12	160	153	6.3%	108	430,100	431,900	15	14.7%	-	-	-	-	3	675,000	
23	E Heights	14	21	2	14	-26.3%	6	638,700	28	30	19	-38.7%	13	691,000	795,000	33	17.6%	-	-	1	250,000	-	-	
24	Cascade Park	7	22	1	24	60.0%	17	548,800	13	44	42	35.5%	24	544,200	514,500	12	7.9%	-	-	-	-	1	719,000	
25	Five Corners	7	25	2	26	160.0%	14	465,600	7	46	42	61.5%	25	440,900	460,000	10	15.3%	-	-	-	-	1	530,000	
26	E Orchards	20	48	16	37	8.8%	22	618,300	56	87	58	-29.3%	37	600,700	551,900	55	12.8%	-	-	-	-	-	-	
27	Fisher's Landing	2	12	3	14	-17.6%	18	566,000	11	30	31	-13.9%	27	592,100	550,000	9	24.0%	-	-	1	450,000	-	-	
31	SE County	1	1	0	1	-75.0%	2	1,485,000	7	3	2	-60.0%	5	1,401,000	970,000	25	46.3%	-	-	2	387,500	-	-	
32	Camas City	19	52	10	55	25.0%	42	825,800	35	100	97	-15.7%	79	816,900	719,000	37	23.4%	-	-	4	615,000	3	566,200	
33	Washougal	20	32	5	28	33.3%	19	661,400	13	55	51	6.3%	40	699,400	643,300	33	17.8%	-	-	17	451,400	-	-	
41	N Hazel Dell	5	27	3	27	35.0%	12	488,300	32	43	42	-2.3%	29	479,800	475,000	24	16.3%	-	-	1	115,000	-	-	
42	S Salmon Creek	21	59	13	31	-8.8%	20	472,200	22	83	54	-18.2%	38	495,000	496,200	20	15.9%	-	-	-	-	1	504,000	
43	N Felida	4	24	1	25	13.6%	13	628,900	10	45	43	-2.3%	27	560,600	510,000	13	19.3%	-	-	1	460,000	-	-	
44	N Salmon Creek	9	24	2	22	4.8%	22	616,900	32	50	51	24.4%	39	560,100	569,900	25	21.0%	-	-	2	32,560,000	-	-	
50	Ridgefield	34	67	8	56	-32.5%	41	627,800	21	130	117	-30.8%	100	608,300	570,100	22	18.8%	1	150,000	1	150,000	-	-	
51	W of I-5 County	19	22	-	5	25.0%	1	655,000	4	26	6	20.0%	3	766,000	784,000	18	28.9%	-	-	2	510,000	-	-	
52	NW E of I-5 County	8	7	-	6	-68.4%	11	846,000	91	18	18	-47.1%	24	770,500	549,400	82	-0.2%	-	-	-	-	-	-	
61	Battleground	47	51	6	46	4.5%	52	552,100	47	102	111	20.7%	106	568,400	516,500	38	22.7%	2	1,047,600	3	268,300	1	449,000	
62	Brush Prairie	62	85	5	84	52.7%	62	594,000	24	158	166	0.6%	129	580,500	550,000	21	14.0%	-	-	2	650,000	2	625,000	
63	East County	-	0	0	2	-	1	720,000	74	0	2	-	1	720,000	720,000	74	61.6%	-	-	-	-	-	-	
64	Central County	-	-	0	-	-100.0%	2	479,500	10	2	2	-66.7%	4	660,300	658,500	25	15.9%	-	-	-	-	-	-	
65	Mid-Central County	2	3	1	4	300.0%	3	993,300	24	4	6	0.0%	4	1,127,500	1,107,500	23	25.5%	-	-	-	-	-	-	
66	Yacolt	3	8	2	6	0.0%	8	504,200	82	10	15	15.4%	14	511,500	435,000	66	8.9%	-	-	-	-	-	-	
70	La Center	9	7	2	6	-53.8%	6	562,500	51	13	12	-47.8%	14	595,600	581,100	38	23.9%	-	-	1	100,000	-	-	
71	N Central	3	4	0	4	0.0%	2	485,000	40	7	7	0.0%	5	530,000	500,000	23	28.8%	-	-	2	180,800	-	-	
72	NE Corner	0	0	0	0	-	2	962,500	4	2	2	100.0%	2	962,500	962,500	4	-4.0%	-	-	-	-	-	-	
73	Clark County Total	389	842	96	758	8.3%	567	565,700	27	1,542	1,429	-5.8%	1,121	560,200	506,000	26	17.0%	4	587,600	42	1,936,800	16	675,500	
80	Woodland City	6	12	0	9	0.0%	7	492,600	23	18	14	-17.6%	11	504,200	545,000	24	27.0%	2	610,000	-	-	1	379,000	
81	Woodland Area	3	9	1	10	42.9%	2	872,500	30	13	12	17.6%	9	701,500	695,000	36	18.7%	-	-	8	211,100	-	-	
82	Cowlitz County	48	93	9	99	30.3%	80	434,300	35	177	185	18.6%	140	407,400	377,000	36	14.9%	-	-	34	197,900	3	333,300	
83	Cowlitz County Total	58	114	10	118	28.3%	89	448,700	34	208	211	14.7%	160	430,600	390,000	35	17.1%	2	610,000	42	200,400	4	344,700	
87	Pacific County Total	20	17	1	14	-22.2%	13	394,200	43	33	29	-12.1%	28	365,900	340,800	50	26.2%	1	400,000	10	118,200	-	-	





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

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (3/1/21-2/28/22) with 12 months before (3/1/20-2/28/21).

<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.*



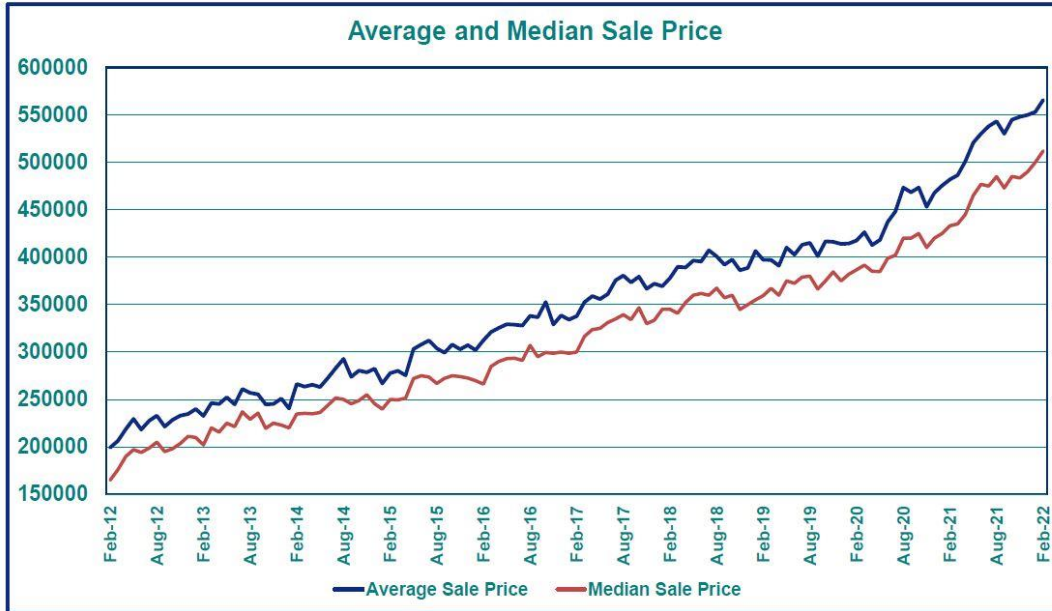
## DAYS ON MARKET

### 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.*

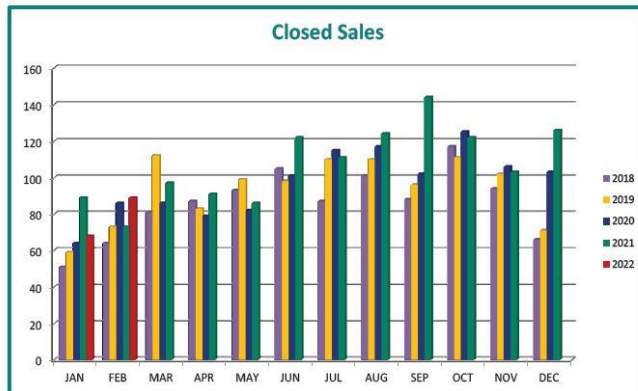




## PENDING LISTINGS

### 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.*



## MEDIAN SALE PRICE

### February 2022

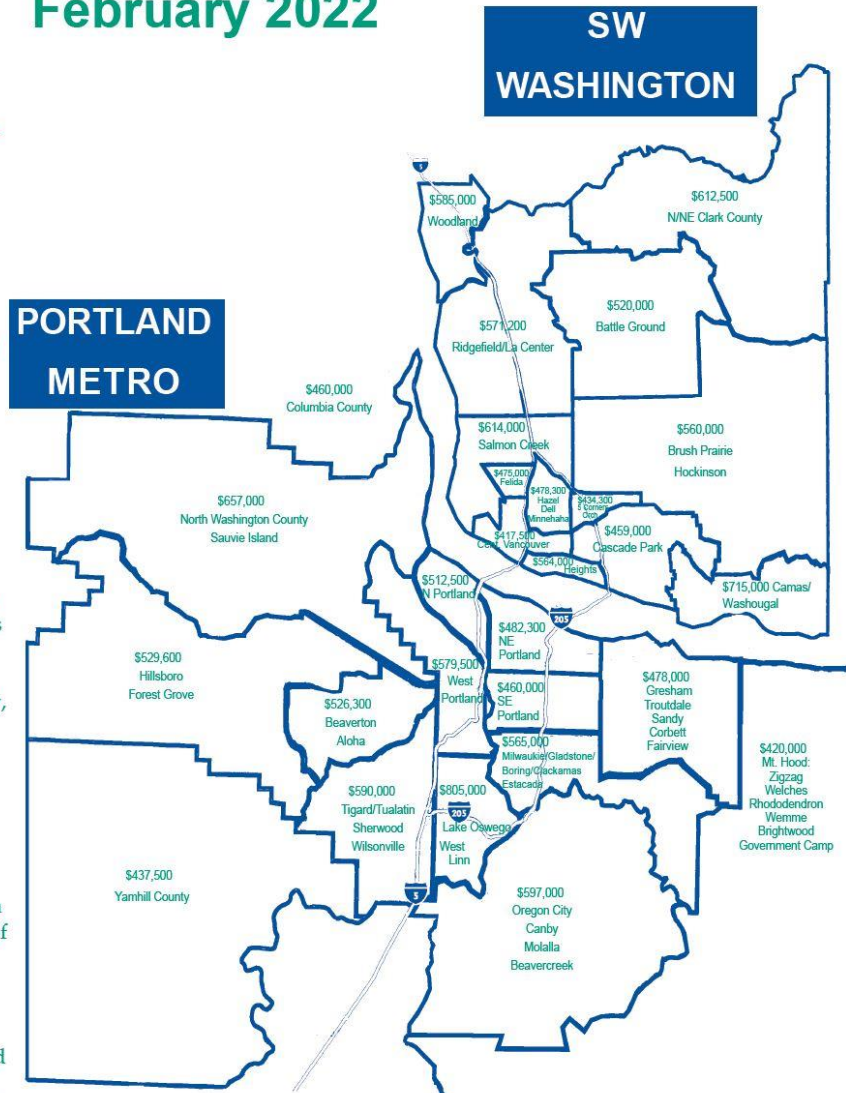
**Contact RMLS**  
**16101 SW 72<sup>nd</sup> Ave.**  
**Suite 200**  
**Portland, OR 97224**  
**503.236.7657**  
**[communications@rmls.com](mailto:communications@rmls.com)**

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.

RMLS was formed by area Boards and Associations of REALTORS® in 1991.

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