



# *REAL ESTATE HIGHLIGHTS*

## CLARK COUNTY REAL ESTATE MARKET REPORT



### *RMLS MARKET ACTION REPORT*

SEE MARCH 2022  
REPORT BELOW



### *OPPORTUNITIES IN THE CURRENT MARKET*

We saw strong activity in the Sales Market throughout March, which brought some significant changes despite very low inventory!

The Median Price of Closed Sales in Clark County jumped up again by \$13,000, bringing it to \$525,000, an increase of 20.7% over March 2021 which was \$435,000! The Median Price in Clark County is increasing at a rate of more than 1.5% per month. From February 2022, the increase was 2.5%!

Total Inventory dropped again after two months of slow but steady increases. Inventory has been at unprecedented lows for the last 18 months with only 1.0 months or less. Inventory bottomed out last in March and December 2021 with only 0.5 months. Again in March 2022, inventory dropped to this record low of only 0.5 months' supply! Readily Purchased & Occupied Listings remained at 0.4 months, which makes up only 70% of total inventory.



Total Market Time dropped significantly, from 27 days to just 16 days! Most homes are selling just as quickly as they are hitting the market.

Our Real Estate Team continues to help, both Sellers and Buyers, navigate this market to get the most of their sale or purchase! Reach out and let us help you today!

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## *ZENITH RECENT LISTINGS & TRANSACTIONS*



**ACTIVE**  
4316 NE 34th Circle  
Listed at \$429,990  
MLS #22359854



**ACTIVE**  
15424 NE 96th  
Listed at \$699,990  
MLS #22028430



**PENDING**  
3937 NW Oregon St  
Seller Rep, Multiple  
Competitive Offers!  
MLS #21234145



**PENDING**  
3512 NE 157th Avenue  
Seller Rep, Not Listed



**PENDING**  
5775 L Street  
Buyer Rep, Competing  
against multiple offers!  
MLS #22191599



**PENDING**  
17403 NE 3rd Street  
Investor/Buyer Rep  
MLS #22513746



**SOLD!**  
3603 NE 121st Avenue  
Seller Rep, Sold Over  
List at \$517,000 with  
Multiple Offers!  
MLS #22451237



**SOLD!**  
5408 NE 101st Circle  
Investor/Buyer Rep -  
Purchased Under List  
at \$505,000!  
MLS #22698720



**SOLD!**  
2111 SE 137th Court  
Sold at \$491,000  
Seller Representation  
MLS #21152119



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

*"Our property was managed by Zenith for some years, during which time it was leased consistently with no breaks. The staff was efficient, responsive and easy to work with. On listing the house for sale, the process was smooth and efficient. The house sold on the first day. Some issues were met with speed and well handled. The sale is now completed. We highly recommend Zenith" ~ Joan F.*

## 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

March 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>	424
<b>Less Listings with Purchase Contingencies*:</b>	7
<b>Readily Purchased Listings:</b>	417
<b>Percent of Total Active Listings:</b>	98.3%
<b>Less New Under Construction (not ready for occupancy):</b>	70
<b>Less New Proposed (not started):</b>	49
<b>Total Readily Purchased &amp; Occupied Listing:</b>	298
<b>Percent of Total Active Listings:</b>	70.3%
<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

March 2022 Reporting Period

### Residential Highlights

New listings (1,010) increased 7.4% from the 940 listed in March 2021, and increased 20.0% from the 842 listed in February 2022.

Pending sales (932) increased 0.6% from the 926 offers accepted in March 2021, and increased 23.0% from the 758 offers accepted in February 2022.

Closed sales (783) increased 3.7% from the 755 closings in March 2021, and increased 38.1% from the 567 closings in February 2022.

### Inventory and Total Market Time

Inventory decreased to 0.5 months in March. Total market time decreased to 16 days.

Total market time dropped 11 DAYS since last month.

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.

### Year-To-Date Summary

Comparing the first three months of 2022 to the same period in 2021, new listings (2,564) increased 1.5%, pending sales (2,332) decreased 3.5%, and closed sales (1,934) decreased 3.0%.

### Average and Median Sale Prices

Comparing 2022 to 2021 through March, the average sale price has increased 17.2% from \$482,200 to \$564,900. In the same comparison, the median sale price has increased 18.7% from \$431,400 to \$512,200.

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	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	

Tied for lowest inventory we have seen in the past 3 years.

\*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:  
+17.3% (\$540,000 v. \$460,500)  
Median Sale Price % Change:  
+16.7% (\$485,000 v. \$415,700)

For further explanation of this measure, see the second footnote on page 3.

Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2022	March	1,010	932	783	571,700	525,000	16
	February	842	758	567	565,700	512,000	27
	Year-To-Date	2,564	2,332	1,934	564,900	512,200	22
2021	March	940	926	755	486,500	435,000	29
	Year-To-Date	2,525	2,417	1,993	482,200	431,400	34
Change	March	7.4%	0.6%	3.7%	17.5%	20.7%	-44.7%
	Prev Mo 2022	20.0%	23.0%	38.1%	1.1%	2.5%	-39.7%
	Year-To-Date	1.5%	-3.5%	-3.0%	17.2%	18.7%	-33.2%

Median sales price is up AGAIN this month. Jumping \$13,000 from Feb to March.

Provided by & Notes Courtesy of Zenith Properties NW, LLC  
Denny Miller, Designated Broker & Real Estate Team  
www.ZenithPro.com

## AREA REPORT • MARCH 2022

### 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 2022 v. 2021	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales	Pending Sales 2022 v. 2021	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change <sup>4</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	13	20	1	13	-43.5%	12	457,700	12	42	30	-49.2%	34	476,100	439,000	22	15.2%	-	-	-	-	4	663,600
12	NW Heights	4	22	3	21	-19.2%	24	373,200	12	57	56	3.7%	41	371,100	365,000	24	16.7%	-	-	-	-	8	739,100
13	SW Heights	5	12	1	9	-55.0%	12	528,900	18	31	28	-43.5%	22	466,700	451,000	17	-2.7%	-	-	1	100,000	1	452,000
14	Lincoln/Hazel Dell	8	25	1	22	83.3%	24	482,100	14	64	66	100.0%	49	484,200	469,000	19	20.1%	-	-	-	-	1	714,600
15	E Hazel Dell	18	56	5	52	23.8%	40	457,200	8	128	106	-7.0%	84	454,600	477,000	14	13.0%	-	-	2	189,300	-	-
16	NE Heights	5	15	1	13	-38.1%	19	475,500	12	53	50	-10.7%	59	435,900	445,000	10	12.3%	-	-	-	-	2	550,000
17	Orchards	14	46	-	41	10.8%	53	464,500	7	118	116	17.2%	126	426,400	410,000	13	18.2%	1	105,000	-	-	1	785,000
18	Evergreen	28	114	6	111	-2.6%	74	445,000	13	274	257	0.8%	186	436,500	432,500	15	16.4%	-	-	1	175,000	4	623,800
19	E Heights	12	24	4	21	110.0%	11	594,400	10	54	39	-4.9%	25	637,900	600,000	22	14.2%	-	-	1	250,000	-	-
20	Cascade Park	15	31	1	19	-9.5%	25	607,100	12	76	61	17.3%	50	584,800	530,000	11	10.0%	-	-	-	-	4	1,341,500
21	Five Corners	2	15	0	22	4.8%	25	471,900	9	61	63	34.0%	50	456,400	452,500	10	15.4%	-	-	-	-	1	530,000
22	E Orchards	22	45	11	36	-29.4%	31	560,300	35	132	91	-30.0%	66	562,300	551,000	46	15.7%	-	-	-	-	-	-
23	Fisher's Landing	8	31	0	25	68.7%	15	644,000	8	61	55	7.6%	42	610,800	562,500	8	27.0%	-	-	1	450,000	-	-
24	SE County	1	3	0	3	50.0%	1	1,025,000	12	6	5	-16.7%	6	1,338,300	967,500	23	54.2%	-	-	2	387,500	-	-
25	Camas City	28	58	4	52	-24.6%	59	807,400	14	161	148	-18.7%	140	815,600	739,500	28	21.9%	-	-	7	534,300	3	566,200
26	Washougal	29	65	6	52	44.4%	33	668,800	24	120	101	21.7%	76	682,500	648,800	30	17.7%	-	-	19	440,400	-	-
27	N Hazel Dell	10	32	3	27	3.8%	31	556,600	13	75	68	0.0%	61	520,800	525,000	18	17.4%	-	-	1	115,000	-	-
28	S Salmon Creek	13	40	14	36	5.9%	28	517,500	16	123	88	-10.2%	66	504,600	500,000	18	16.2%	-	-	-	-	2	614,500
29	N Felida	11	36	1	28	-8.7%	28	599,100	17	81	71	-2.7%	55	580,200	539,000	15	19.4%	-	-	3	445,000	-	-
30	N Salmon Creek	14	36	0	30	-25.0%	26	634,100	15	88	81	0.0%	68	593,900	595,000	26	21.7%	-	-	2	32,580,000	-	-
31	Ridgefield	25	46	6	50	-38.7%	51	661,600	14	176	168	-32.3%	157	630,500	591,900	20	20.6%	1	150,000	2	1,025,000	-	-
32	W of I-5 County	17	9	5	6	50.0%	3	677,600	18	35	12	33.3%	6	721,800	719,500	18	30.0%	-	-	2	510,000	-	-
33	NW E of I-5 County	5	4	3	7	-65.0%	7	748,300	28	23	24	-53.8%	31	765,000	561,900	66	6.5%	-	-	2	390,000	-	-
34	Battleground	51	81	2	81	50.0%	51	593,700	32	184	187	30.6%	158	576,200	530,000	37	22.8%	2	1,047,600	5	209,000	2	569,500
35	Brush Prairie	49	97	10	111	22.0%	71	607,500	10	256	274	8.3%	200	590,100	562,400	17	13.8%	-	-	6	505,800	2	625,000
36	East County	-	1	0	1	-	1	855,000	85	1	3	-	2	787,500	787,500	80	66.3%	-	-	-	-	-	-
37	Central County	1	7	0	6	-	1	670,000	1	9	8	14.3%	6	702,200	757,000	20	11.4%	-	-	2	310,000	-	-
38	Mid-Central County	-	3	-	4	33.3%	3	753,300	136	7	10	11.1%	7	967,100	660,000	71	23.7%	-	-	2	675,000	-	-
39	Yacolt	7	15	-	12	33.3%	8	783,300	34	25	28	18.2%	22	610,300	535,000	54	12.0%	-	-	-	-	-	-
40	La Center	7	11	2	11	0.0%	10	588,400	12	24	23	-30.3%	25	586,900	587,500	26	24.6%	-	-	1	100,000	-	-
41	N Central	2	9	1	9	350.0%	6	492,700	64	16	16	77.6%	11	509,800	500,000	43	27.8%	-	-	2	180,800	-	-
42	NE Corner	0	1	0	1	-99.7%	0	-	-	3	3	-25.0%	2	982,500	982,500	4	0.0%	-	-	-	-	-	-
43	Clark County Total	424	1,010	91	932	0.6%	783	571,700	16	2,564	2,332	-3.5%	1,934	564,900	512,200	22	17.3%	4	587,600	63	1,439,100	35	723,600
44	Woodland City	7	10	2	10	100.0%	8	481,300	11	28	23	4.5%	19	494,600	487,000	19	26.7%	2	610,000	1	1,692,000	1	379,000
45	Woodland Area	16	18	0	6	20.0%	8	687,000	7	32	17	14.2%	17	694,700	630,000	22	20.7%	-	-	10	223,900	-	-
46	Cowlitz County	82	134	8	99	11.2%	90	404,900	27	315	281	17.6%	232	406,000	370,000	32	13.9%	1	100,000	48	200,100	11	322,500
47	Cowlitz County Total	107	162	10	115	16.2%	106	432,000	25	375	321	15.9%	268	430,800	392,500	31	16.2%	3	440,000	59	226,400	12	327,200
48	Pacific County Total	21	23	2	21	-19.2%	13	362,200	26	56	48	-12.7%	42	363,100	334,000	41	21.7%	1	400,000	16	102,700	-	-





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

<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (4/1/21-3/31/22) with 12 months before (4/1/20-3/31/21).

<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

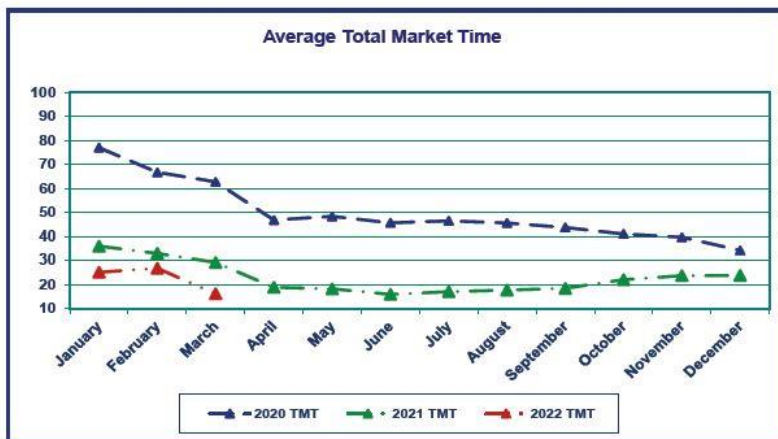
### CLARK COUNTY, WA

*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.*

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## 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

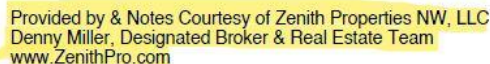
*This graph shows the closed sales over the past five calendar years in Cowlitz County, Washington.*

## AVERAGE SALE PRICE

### COWLITZ COUNTY, WA

*This graph represents the monthly average sale price for all homes sold in Cowlitz County, Washington.*





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