

# MARKET ACTION

A Publication of RMLS™, The Source for Real Estate Statistics in Your Community

## Residential Review: Southwest Washington

May 2011 Reporting Period

### May Residential Highlights

While closed sales in Clark County showed decreases in May 2011 compared to May 2010, pending sales and new listings increased compared to the same month a year ago. Additionally, closed sales, pending sales, and new listings all increased compared with the previous month of April 2011.

Comparing May 2011 to May 2010 shows closed sales fell by 21.4%. Pending sales grew by 20.1%, and new listings increased 8.7%. See residential highlights table below.

Month-to-month, when comparing April 2011 with May 2011, closed sales grew from 418 to 419 (0.2%). Additionally, pending sales increased from 516 to 531 (2.9%), and new listings went up from 748 to 814 (8.8%).

At the month's rate of sales, the 3,321 active residential listings would last approximately 7.9 months.

### Sale Prices

When comparing May 2011 with May 2010, average sale price went down 3.6%. The median sale price also fell 5.1%. See residential highlights table below.

A comparison of the previous month of April 2011 to May 2011 shows the average sale price increased from \$211,700 to \$219,200 (3.5%). The median sale price stayed even at \$189,900.

### Year-to-Date

Comparing January-May 2010 with the same period in 2011 shows closed sales went down 13.9% (2,165 v. 1,863). Pending sales and new listings also decreased 14.6% (2,653 v. 2,266) and 12.8% (4,508 v. 3,931), respectively.

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 6.

Inventory in Months*			
	2009	2010	2011
January	21.0	12.4	11.7
February	18.6	11.6	12.1
March	11.7	7.7	8.3
April	11.9	6.6	7.8
May	11.1	6.6	7.9
June	7.9	6.8	
July	7.3	12.0	
August	8.0	11.9	
September	7.6	10.4	
October	6.4	11.1	
November	7.3	11.7	
December	7.6	9.1	

\*Inventory in Months is calculated by dividing the Active Listings at the end of the month in question by the number of closed sales for that month.

Percent Change of 12-Month Sale Price Compared With The Previous 12 Months	
<b>Average Sale Price % Change:</b>	-3.2% (\$228,100 v. \$235,700)
<b>Median Sale Price % Change:</b>	-4.7% (\$200,000 v. \$209,900)

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

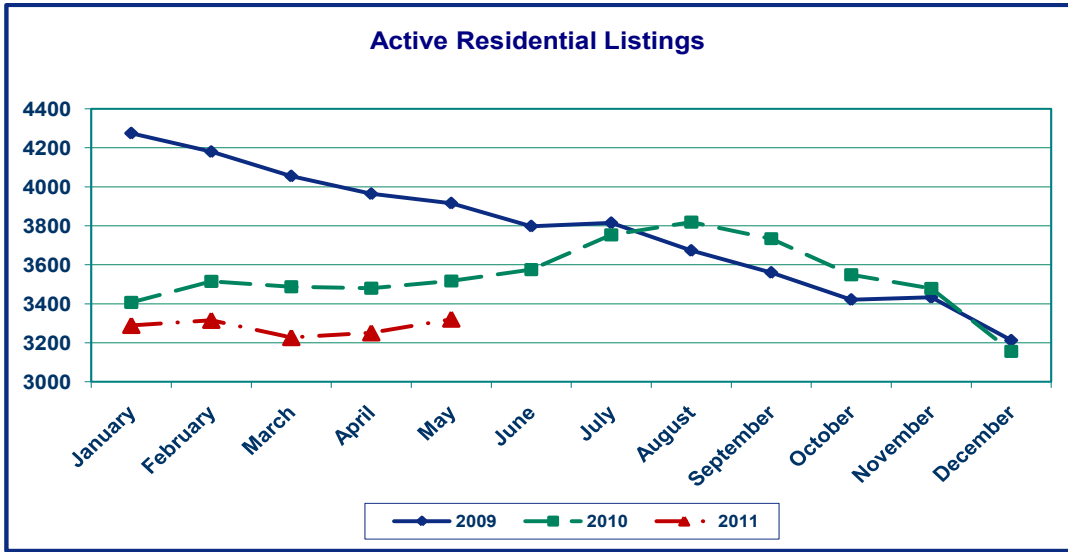
Clark County Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2011	May	814	531	419	219,200	189,900	123
	Year-to-date	3,931	2,266	1,863	216,800	190,000	151
2010	May	749	442	533	227,300	200,000	122
	Year-to-date	4,508	2,653	2,165	235,500	206,000	137
Change	May	8.7%	20.1%	-21.4%	-3.6%	-5.1%	0.6%
	Year-to-date	-12.8%	-14.6%	-13.9%	-7.9%	-7.8%	10.3%

\*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.

# AREA REPORT • 5/2011

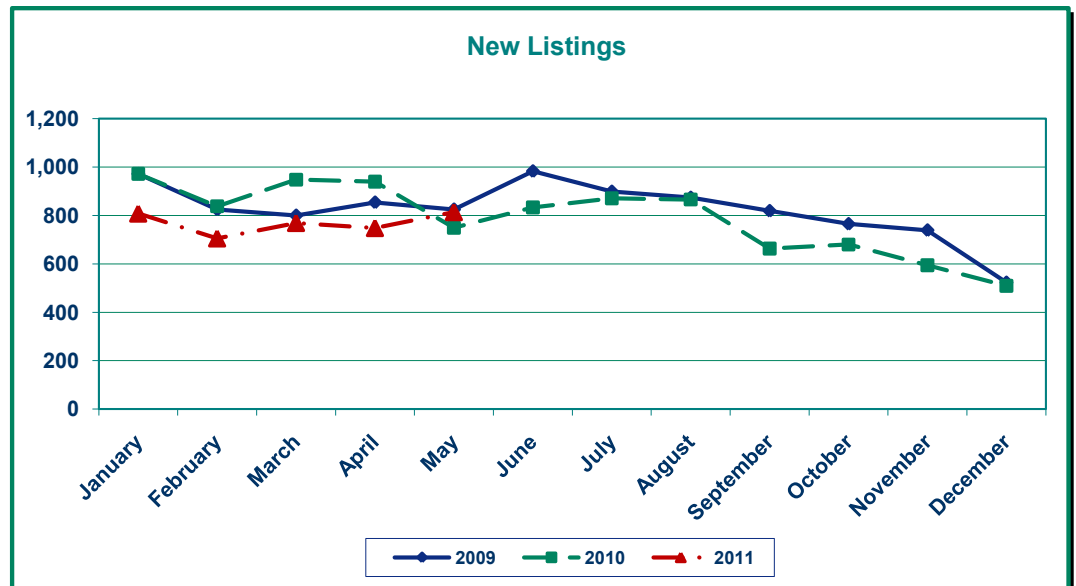
## SW Washington

		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 2011	Pending Sales 2011 v. 2010 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales 2011	Pending Sales 2011 v. 2010	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time	Avg. Sale Price % Change <sup>2</sup>	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price	Closed Sales	Average Sale Price
11	Downtown Vancouver	92	21	13	17	112.5%	4	239,500	12	97	46	-29.2%	39	163,700	137,500	134	-7.2%	2	167,500	-	-	5	121,900
12	NW Heights	98	23	7	21	75.0%	13	109,000	100	119	71	-5.3%	56	107,500	99,900	133	-6.4%	-	-	-	-	8	138,200
13	SW Heights	88	12	9	13	225.0%	4	241,600	116	69	39	11.4%	29	371,000	235,000	158	-11.1%	1	23,500	1	285,000	1	690,000
14	Lincoln/Hazel Dell	57	16	1	7	0.0%	8	172,200	59	70	44	18.9%	39	167,500	170,000	132	-4.4%	-	-	5	51,200	1	231,800
15	E Hazel Dell	161	46	33	32	18.5%	11	158,000	159	204	116	-25.2%	90	161,700	160,000	148	-6.3%	-	-	3	79,300	2	112,500
20	NE Heights	102	25	20	20	100.0%	16	150,000	48	145	82	6.5%	66	147,300	144,800	175	-6.0%	-	-	1	45,000	1	155,000
21	Orchards	157	33	8	31	14.8%	25	168,900	181	201	121	-24.8%	101	153,300	150,000	124	-12.4%	-	-	18	161,900	3	836,100
22	Evergreen	235	63	20	57	83.9%	40	161,800	136	328	195	-22.0%	170	166,800	155,100	130	-6.5%	1	295,000	2	122,500	2	198,100
23	E Heights	65	17	11	13	62.5%	6	154,600	71	84	50	8.7%	40	214,600	186,000	110	-3.8%	-	-	2	300,000	1	230,000
24	Cascade Park	103	33	14	18	0.0%	19	251,800	161	135	75	-15.7%	66	222,800	200,000	147	-12.7%	-	-	1	15,000	1	197,000
25	Five Corners	83	25	7	17	70.0%	18	153,600	90	116	91	-9.9%	76	151,400	139,700	143	-10.7%	-	-	-	-	-	-
26	E Orchards	88	14	7	16	23.1%	5	206,000	23	117	75	-2.6%	43	197,300	190,000	177	-8.2%	-	-	-	-	-	-
27	Fisher's Landing	104	25	8	26	36.8%	21	198,900	123	145	99	-13.9%	78	221,800	215,000	145	-4.1%	-	-	1	350,000	-	-
31	SE County	40	10	3	4	-	7	222,800	138	41	24	9.1%	22	308,200	281,300	245	2.4%	-	-	2	102,500	-	-
32	Camas City	260	79	24	34	-22.7%	26	404,400	130	292	167	-26.8%	136	336,900	286,700	162	7.1%	-	-	17	98,500	-	-
33	Washougal	241	58	18	32	28.0%	24	263,000	201	274	138	-9.2%	109	248,700	235,000	182	-2.1%	-	-	50	65,900	5	169,500
41	N Hazel Dell	152	40	10	19	18.8%	27	211,100	81	184	101	5.2%	86	223,100	211,000	153	3.3%	-	-	3	61,700	-	-
42	S Salmon Creek	104	22	18	19	-17.4%	20	177,000	126	135	96	-23.2%	81	186,600	190,000	142	-7.2%	-	-	2	177,500	-	-
43	N Felida	154	43	17	21	-16.0%	20	250,400	140	169	100	-18.0%	90	237,400	225,000	153	-10.4%	-	-	5	93,600	-	-
44	N Salmon Creek	137	46	17	16	-20.0%	15	269,400	78	160	80	-29.2%	69	257,800	220,000	157	-0.3%	1	150,000	16	60,700	-	-
50	Ridgefield	74	20	7	14	27.3%	13	239,000	91	91	58	-9.4%	53	238,400	230,000	128	-7.2%	2	308,800	-	-	1	365,000
51	W of I-5 County	30	2	4	3	-50.0%	2	406,500	212	18	10	-52.4%	11	343,200	350,000	287	-23.1%	-	-	2	237,500	-	-
52	NW E of I-5 County	60	7	6	7	40.0%	5	267,800	87	57	24	26.3%	14	242,600	219,900	107	-18.2%	-	-	1	280,000	-	-
61	Battleground	199	54	23	29	31.8%	29	214,200	108	262	151	-5.6%	123	212,000	189,900	153	-4.7%	-	-	4	141,000	-	-
62	Brush Prairie	243	45	12	23	-25.8%	23	285,000	173	236	119	-18.5%	95	277,400	255,000	155	-6.1%	-	-	5	152,900	-	-
63	East County	4	2	-	-	-	1	171,000	46	6	2	-	2	203,000	203,000	27	-20.1%	-	-	1	55,000	-	-
64	Central County	45	7	2	4	-	1	288,000	49	37	10	0.0%	8	336,600	332,500	263	-2.0%	-	-	-	-	-	-
65	Mid-Central County	43	3	2	5	-	6	233,800	126	30	15	-6.3%	13	307,400	269,900	218	-10.2%	-	-	4	132,800	-	-
66	Yacolt	38	8	-	2	-60.0%	2	147,500	58	35	14	-39.1%	14	226,400	250,000	222	10.6%	-	-	1	149,900	-	-
70	La Center	20	6	3	9	200.0%	6	207,000	120	33	33	-5.7%	25	224,700	225,000	171	0.1%	-	-	-	-	-	-
71	N Central	27	7	2	1	-	1	259,900	16	27	11	-15.4%	9	280,900	259,900	168	-0.2%	-	-	1	112,000	-	-
72	NE Corner	17	2	-	1	-	1	259,900	49	14	9	80.0%	10	176,800	150,500	79	-2.2%	-	-	-	-	-	-
	<b>Grand Total</b>	<b>3,321</b>	<b>814</b>	<b>326</b>	<b>531</b>	<b>20.1%</b>	<b>419</b>	<b>219,200</b>	<b>123</b>	<b>3,931</b>	<b>2,266</b>	<b>-14.6%</b>	<b>1,863</b>	<b>216,800</b>	<b>190,000</b>	<b>151</b>	<b>-3.2%</b>	<b>7</b>	<b>203,000</b>	<b>148</b>	<b>101,600</b>	<b>31</b>	<b>243,900</b>
80	Woodland City	35	7	4	5	66.7%	11	149,300	335	38	36	33.3%	30	152,500	143,500	228	-21.3%	-	-	-	-	-	-
81	Woodland Area	53	15	7	2	-66.7%	2	184,000	529	42	16	-20.0%	12	219,700	164,300	234	5.3%	-	-	2	67,000	-	-
82	Cowlitz County	290	51	26	30	11.1%	20	172,600	73	252	114	-32.1%	83	167,700	155,000	133	-5.5%	1	200,000	14	74,800	2	107,200
	<b>Grand Total</b>	<b>378</b>	<b>73</b>	<b>37</b>	<b>37</b>	<b>2.8%</b>	<b>33</b>	<b>165,500</b>	<b>188</b>	<b>332</b>	<b>166</b>	<b>-22.8%</b>	<b>125</b>	<b>169,000</b>	<b>150,000</b>	<b>166</b>	<b>-5.5%</b>	<b>1</b>	<b>200,000</b>	<b>16</b>	<b>73,800</b>	<b>2</b>	<b>107,200</b>
87	Pacific County	146	24	10	10	150.0%	5	138,600	248	87	36	24.1%	28	178,400	143,500	251	-8.6%	-	-	6	40,500	1	140,000



**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.*

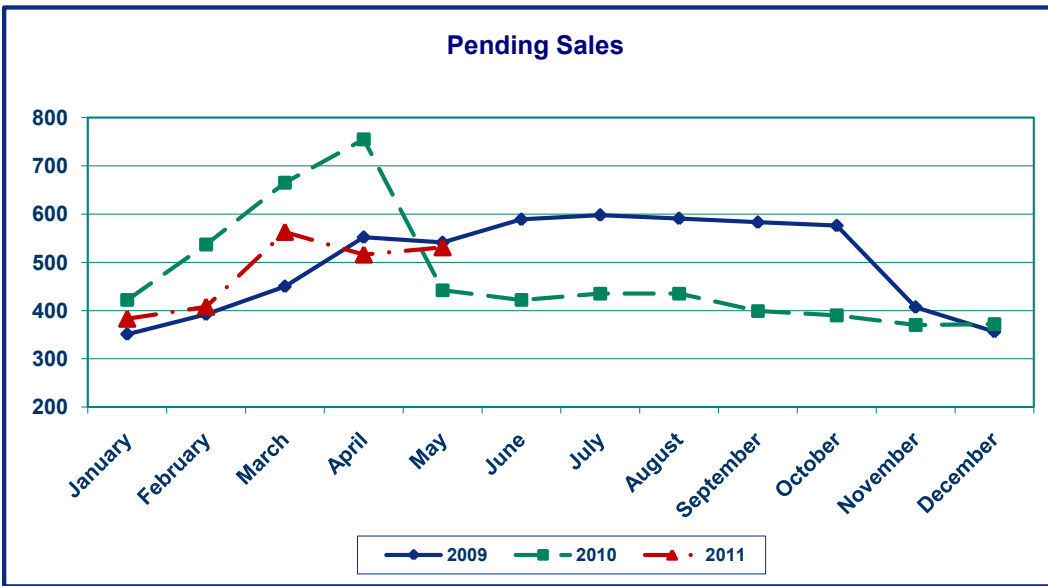


<sup>1</sup> Percent change in number of pending sales this year compared to last year. The Current Month section compares May 2011 with May 2010. The Year-To-Date section compares year-to-date statistics from May 2011 with year-to-date statistics from May 2010.  
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (6/1/10-5/31/11) with 12 months before (6/1/09-5/31/10).  
<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

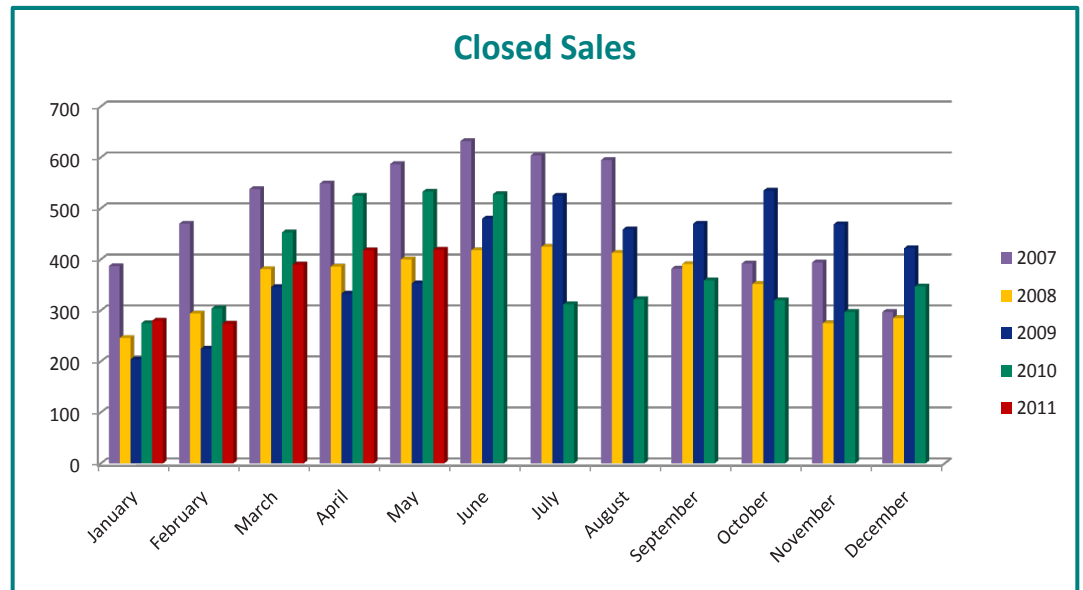
This graph represents monthly accepted offers in Clark County, Washington over the past three calendar years.



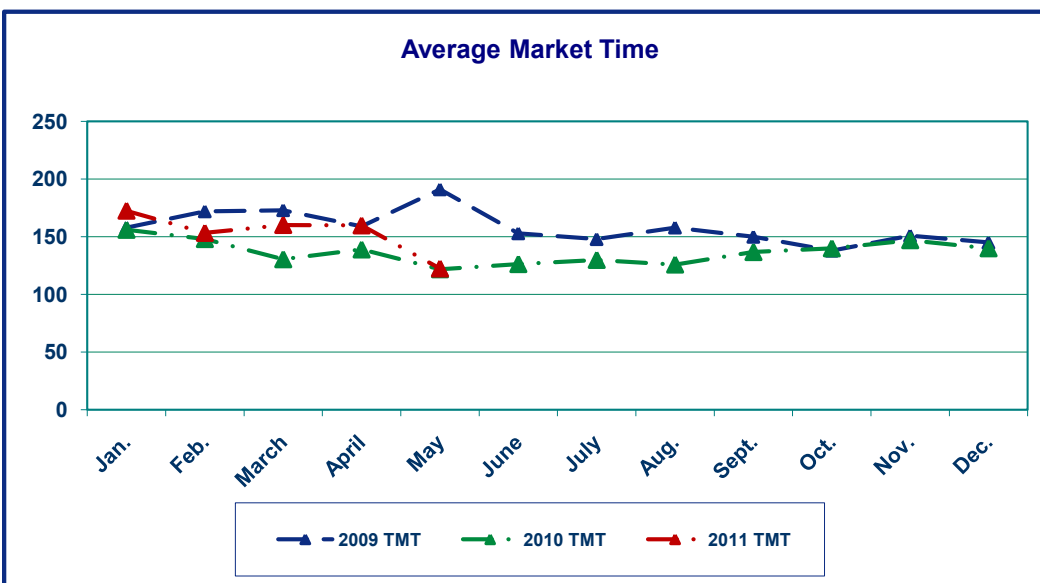
## CLOSED SALES

### CLARK COUNTY, WA

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



## Average Market Time



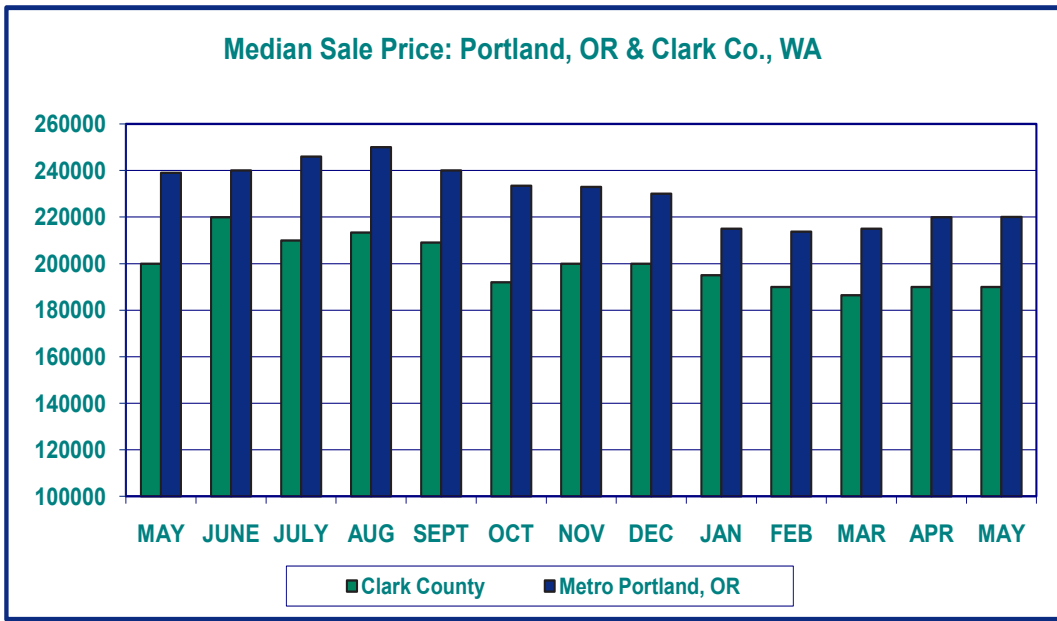
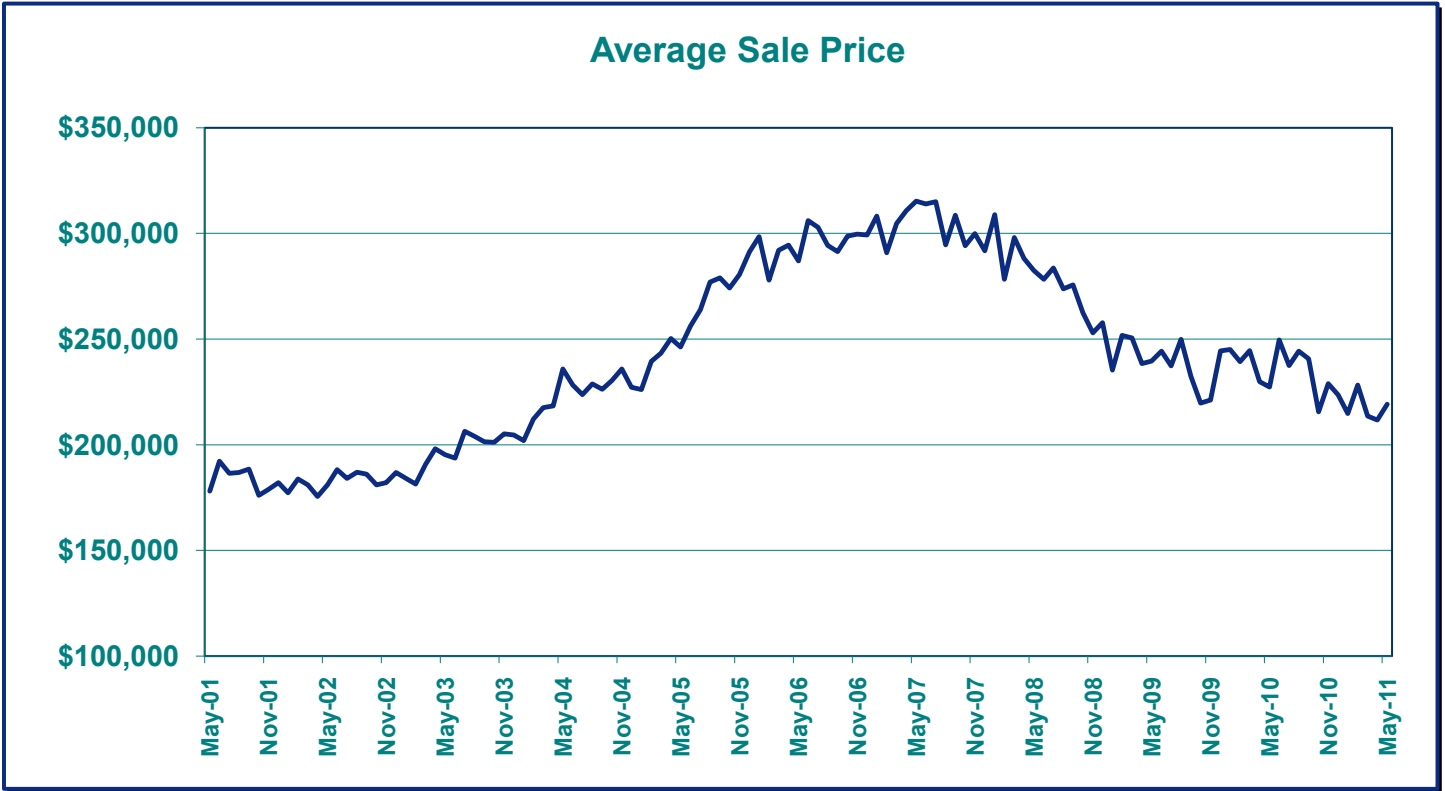
## DAYS ON MARKET

### CLARK COUNTY, WA

This graph shows the average market time for sales in Clark County, Washington, over the past three calendar years.

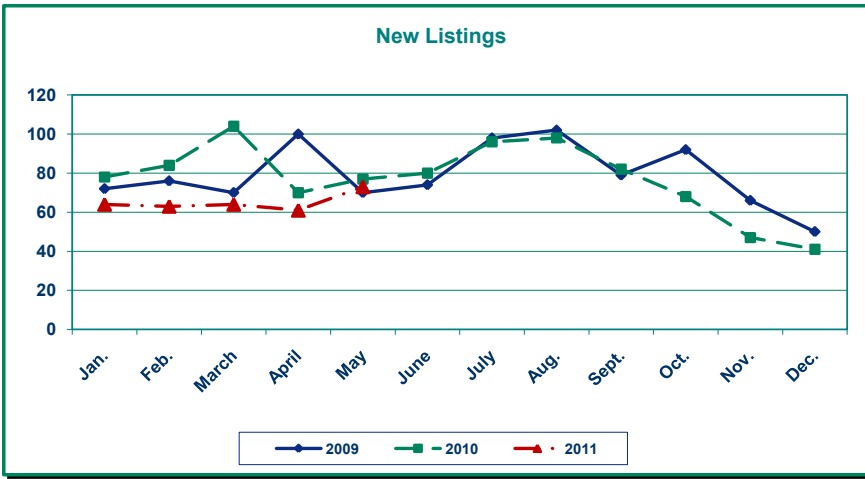
**AVERAGE SALE PRICE**  
**CLARK COUNTY, WA**

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



**MEDIAN SALE PRICE**  
**CLARK COUNTY, WA**

*This graph shows the median sale price over the past 12 months in the greater Portland, Oregon, metropolitan area and Clark County, Washington.*

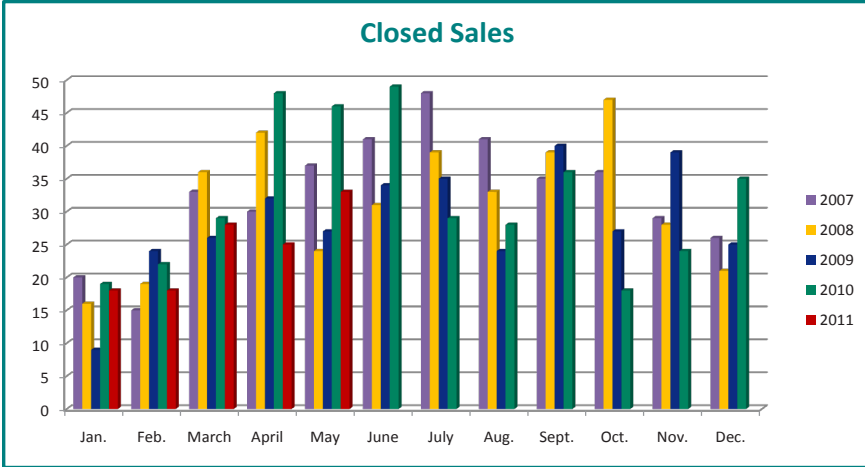
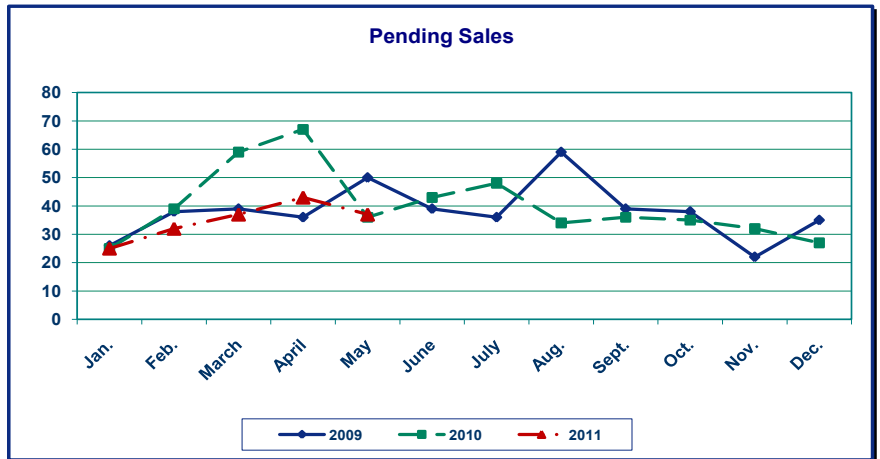


## NEW LISTINGS COWLITZ COUNTY, WA

*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.*



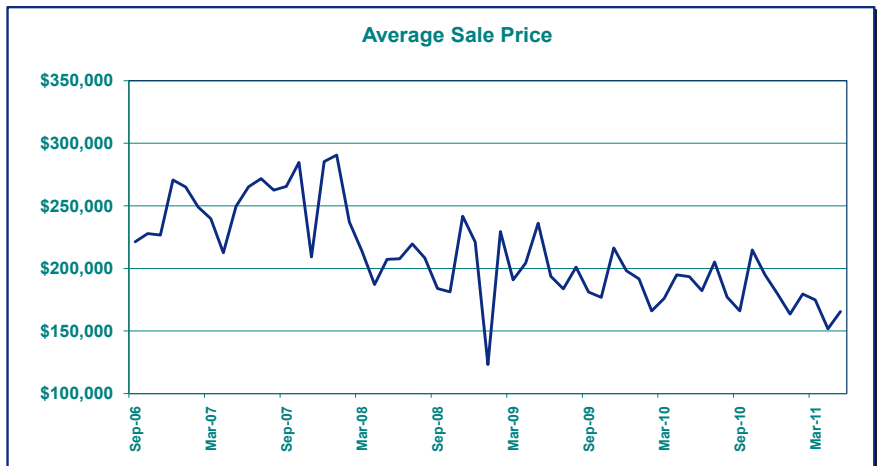
## CLOSED SALES COWLITZ COUNTY, WA

*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.*



**Corporate**

825 NE Multnomah, Suite 270  
Portland, OR 97232  
(503) 236-7657  
Fax: (503) 230-0689

**Southwest Washington**  
1514 Broadway, Suite 101  
Vancouver, WA 98663  
(360) 696-0718  
Fax: (360) 696-9342

**Salem**

2110 Mission St. SE, Suite 305  
Salem, OR 97302  
(503) 587-8810  
Fax: (503) 585-3817

**Lane County: Eugene**  
2139 Centennial Plaza  
Eugene, OR 97401  
(541) 686-2885  
Fax: (541) 484-3854

**Lane County: Florence**  
PO Box 414  
Florence, OR 97439  
(541) 902-2560  
Fax: (541) 902-1341

**Douglas County**  
3510 NE Edenbower  
Roseburg, OR 97470  
(541) 673-3571  
Fax: (541) 673-6581

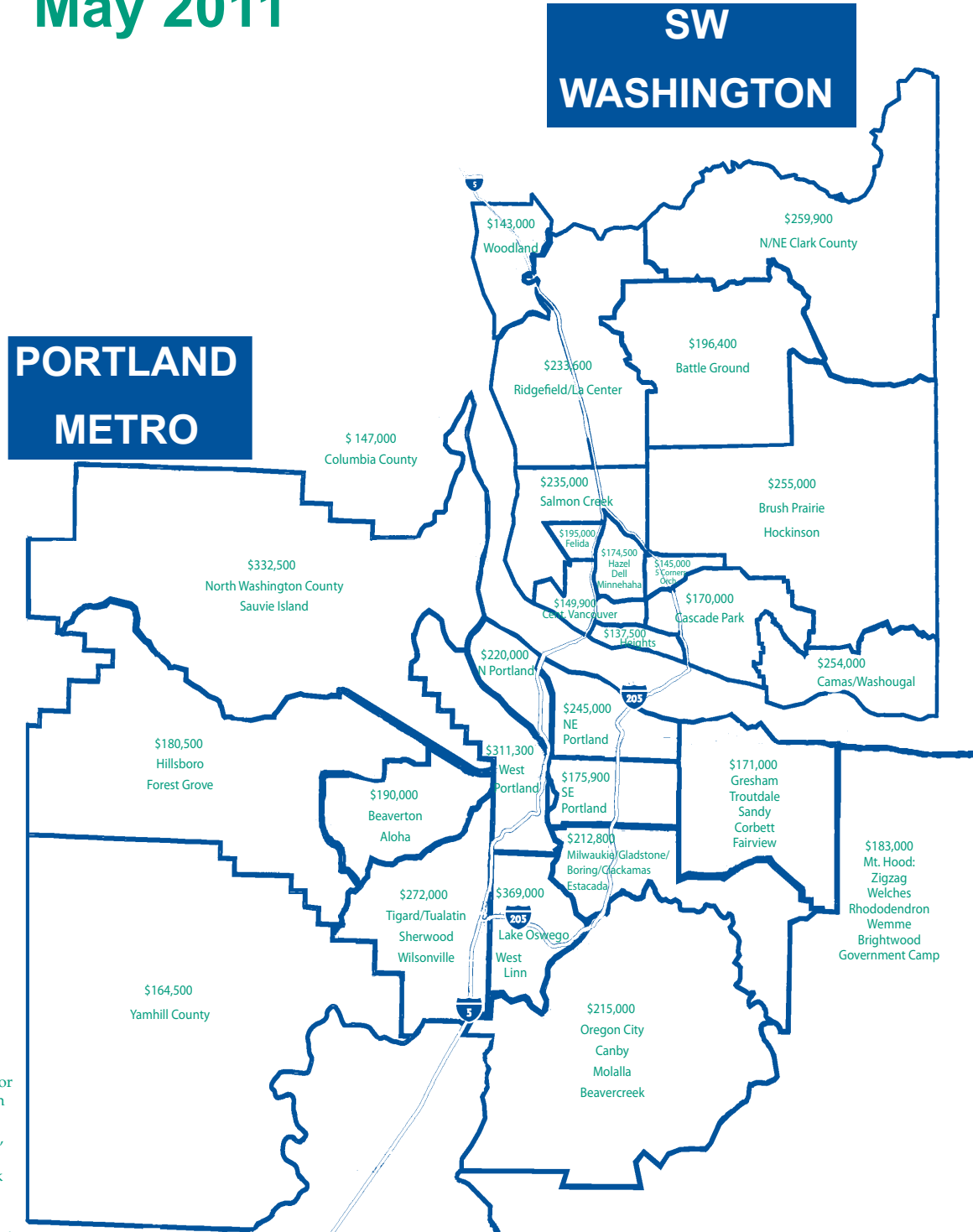
**Curry County**  
PO Box 6307  
Brookings, OR 97415  
(541) 469-0219  
Fax: (541) 469-9695

**Mid-Columbia**  
PO Box 1088  
Hood River, OR 97031  
(541) 436-2956  
Fax: (541) 387-6657

**Eastern Oregon**  
PO Box 751  
Hermiston, OR 97838  
(541) 567-5186  
Fax: (541) 289-7320

**Coos County**  
1946 Sherman Ave., Suite 101  
North Bend, OR 97459  
(541) 751-1070  
Fax: (541) 751-1083

## MEDIAN SALE PRICE May 2011



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, Lane County, Polk & Marion Counties, Union County, and Wallowa County.

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

E-mail subscriptions are available for \$45 per year by contacting RMLS™, (503) 236-7657. Reproduction of any portion of this copyrighted material is prohibited without prior approval of RMLS™.



Cory Neu, Chairman of the Board  
Kurt von Wasmuth, President/CEO  
Kelsey Brunson, Editor  
Danny Gottlieb, Assistant Editor