

# MARKET ACTION



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

## Residential Review: Southwest Washington

August 2012 Reporting Period

### August Residential Highlights

The Clark County real estate market was still unsettled in August. At 493, the closed sales just edged July sales, and topped the list for the most sales in a single month this year. This represents 4.2% more completed transactions than the 473 sales posted in August 2011.

Accepted offers this August (546) dropped 23.2% compared to 711 pending sales in the same month last year. However, pendings showed an unusual blip in August 2011, and the number this August is a 6.4% improvement over the previous month.

New listings dipped again this month, decreasing 21.3% from the same month in 2011 and 10.8% from the previous month.

Unsold inventory dropped to a new low of 5.1 months since June 2006 when it was 4.7. This is the

time required to use up the active listing count of 2,533 at the August rate of sales.

### Year-To-Date Trends

In the first eight months of 2012, there have been 15.8% fewer new listings, 1.5% more accepted offers and 5.1% more closed sales than in the January through August period of 2011. Prices are stabilizing and showing improvement. The average sales price year-to-date of \$217,700 is 2.0% higher than the average price in the same period last year, while the 2012 year-to-date median of \$189,800 is 1.0% higher than the median last year. Total market time has dropped 5.2% from 144 days last year to 136 days through August of 2012.

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*			
	2010	2011	2012
January	12.4	11.7	8.8
February	11.6	12.1	7.7
March	7.7	8.3	6.4
April	6.6	7.8	6.7
May	6.6	7.9	5.7
June	6.8	6.8	5.4
July	12.0	7.3	5.4
August	11.9	6.5	5.1
September	10.4	6.8	
October	11.1	7.2	
November	11.7	8.0	
December	9.1	6.5	

\*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. 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:

-1.7% (\$214,500 v. \$218,300)

#### Median Sale Price % Change:

-2.9% (\$187,000 v. \$192,500)

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
2012	August	596	546	493	232,900	204,900	122
	July	668	513	489	227,400	198,700	115
	Year-to-date	5,326	3,954	3,538	217,700	189,800	136
2011	August	757	711	473	207,200	185,000	142
	Year-to-date	6,323	3,895	3,367	213,500	188,000	144
Change	August	-21.3%	-23.2%	4.2%	12.4%	10.8%	-13.9%
	Prev Mo 2012	-10.8%	6.4%	0.8%	2.4%	3.1%	6.1%
	Year-to-date	-15.8%	1.5%	5.1%	2.0%	1.0%	-5.2%

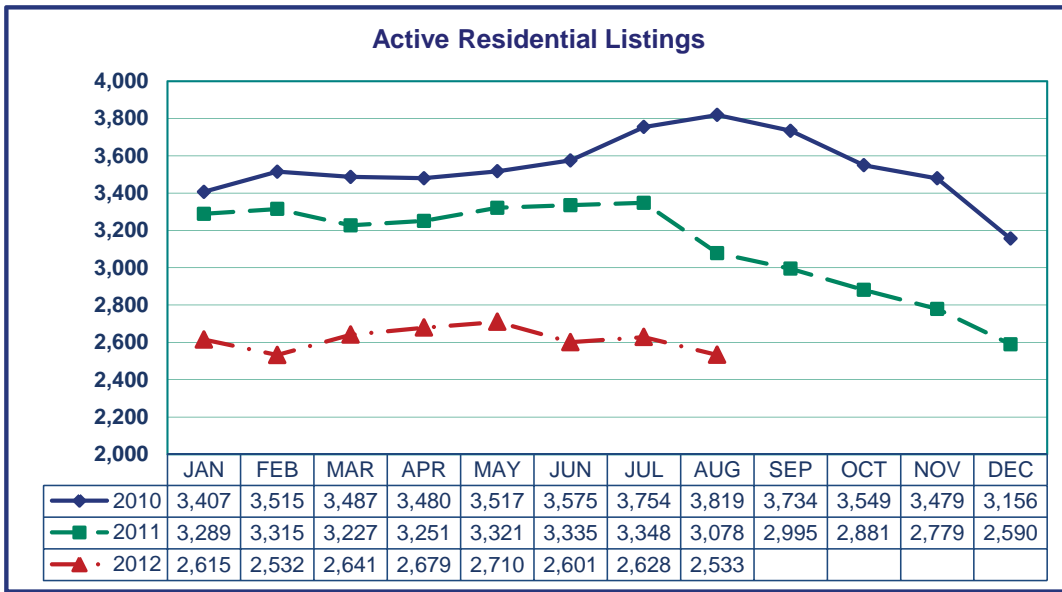
# AREA REPORT • 8/2012

## 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 2012	Pending Sales 2012 v. 2011 <sup>1</sup>	Closed Sales	Average Sale Price	Total Market Time <sup>3</sup>	New Listings	Pending Sales 2012	Pending Sales 2012 v. 2011	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	60	17	9	16	23.1%	16	191,600	124	141	102	17.2%	97	169,200	155,000	102	-6.8%	-	-	-	-	6	140,800
12	NW Heights	57	16	11	10	-66.7%	12	107,100	69	123	105	-18.6%	100	110,100	100,200	111	-3.4%	1	107,000	1	24,000	9	192,600
13	SW Heights	59	12	7	12	-25.0%	11	349,600	218	117	78	13.0%	66	254,900	182,800	252	4.1%	-	-	3	212,500	-	-
14	Lincoln/Hazel Dell	49	17	4	11	-26.7%	15	226,400	91	98	60	-18.9%	59	190,600	180,000	91	4.9%	-	-	4	184,900	-	-
15	E Hazel Dell	125	32	3	23	-37.8%	15	165,300	86	242	179	-11.8%	150	156,200	160,000	136	-4.4%	2	121,000	13	85,800	1	190,000
20	NE Heights	58	17	4	23	43.8%	17	154,800	106	148	135	4.7%	109	162,500	159,900	139	2.7%	-	-	2	192,500	2	267,500
21	Orchards	114	34	5	35	-23.9%	31	167,100	85	269	249	16.4%	224	155,200	144,800	145	-2.2%	-	-	6	304,300	5	809,500
22	Evergreen	156	44	3	35	-49.3%	35	166,400	139	394	342	-2.3%	318	160,500	153,000	118	-0.7%	1	164,500	8	64,800	9	251,100
23	E Heights	46	12	2	6	-64.7%	16	241,200	237	105	92	0.0%	85	213,800	169,000	135	-3.2%	1	155,000	1	86,000	-	-
24	Cascade Park	74	23	9	26	0.0%	22	214,500	176	201	159	19.5%	135	226,700	210,000	140	-1.9%	1	384,000	-	-	6	207,700
25	Five Corners	50	13	6	12	-57.1%	13	174,200	53	130	119	-22.2%	124	150,800	146,000	119	-6.2%	-	-	1	67,500	-	-
26	E Orchards	59	15	5	14	-50.0%	18	233,500	78	163	137	5.4%	128	217,900	200,000	115	-1.3%	-	-	9	174,800	-	-
27	Fisher's Landing	70	13	3	17	-43.3%	20	262,300	64	196	144	-16.8%	138	228,400	217,800	111	-2.1%	-	-	2	480,000	-	-
31	SE County	31	5	6	7	133.3%	3	349,000	173	51	40	11.1%	33	330,900	290,000	254	-10.3%	-	-	4	123,700	-	-
32	Camas City	181	54	17	40	-23.1%	34	305,800	106	398	290	-0.7%	263	308,400	289,900	144	-9.4%	-	-	26	111,800	5	180,100
33	Washougal	247	32	23	37	0.0%	24	270,400	83	405	244	7.5%	205	224,900	223,000	144	-8.6%	-	-	29	131,000	2	631,000
41	N Hazel Dell	113	20	7	21	-34.4%	13	240,100	176	218	143	-13.9%	124	234,100	199,000	120	-3.7%	-	-	9	100,100	1	255,000
42	S Salmon Creek	92	18	12	20	-9.1%	14	195,500	131	208	168	9.1%	156	181,500	182,500	121	-4.4%	-	-	10	79,300	-	-
43	N Felida	106	22	9	17	-41.4%	24	233,800	113	236	175	2.3%	161	273,500	229,500	134	8.6%	-	-	5	765,000	1	554,000
44	N Salmon Creek	114	39	10	32	28.0%	28	261,100	130	253	180	35.3%	152	257,100	240,000	148	-1.8%	-	-	15	147,200	-	-
50	Ridgefield	88	22	4	29	81.3%	13	281,400	99	136	115	18.6%	92	277,100	259,700	121	12.8%	-	-	4	323,300	1	108,200
51	W of I-5 County	34	10	3	4	100.0%	-	-	-	53	17	-10.5%	10	325,500	341,000	238	-10.8%	1	470,000	5	151,000	-	-
52	NW E of I-5 County	54	8	6	4	-50.0%	7	312,200	209	97	55	34.1%	47	328,100	316,000	137	10.8%	-	-	3	142,500	-	-
61	Battleground	152	32	10	39	-22.0%	34	257,700	84	310	240	-4.8%	206	223,800	199,700	133	3.6%	-	-	5	138,500	1	148,000
62	Brush Prairie	174	44	20	31	6.9%	32	284,900	173	359	236	15.1%	212	278,900	260,000	154	-1.7%	-	-	17	146,500	1	198,400
63	East County	1	-	-	-	-	-	-	-	4	4	100.0%	4	222,300	239,500	72	23.8%	-	-	2	173,900	-	-
64	Central County	33	4	3	5	25.0%	6	279,800	285	60	33	22.2%	31	267,400	273,000	244	-12.0%	-	-	-	-	-	-
65	Mid-Central County	32	3	3	5	-16.7%	5	295,500	131	39	17	-37.0%	14	261,200	250,000	193	-2.4%	-	-	1	19,000	-	-
66	Yacolt	29	6	-	5	-54.5%	6	216,400	146	63	38	15.2%	38	207,200	169,000	138	-14.7%	-	-	5	121,800	-	-
70	La Center	27	6	4	3	-40.0%	5	259,400	70	46	27	-34.1%	31	223,500	213,000	142	-8.9%	-	-	1	95,000	-	-
71	N Central	33	2	-	4	-20.0%	3	177,600	307	44	19	0.0%	17	223,200	211,000	213	-5.1%	-	-	5	67,100	-	-
72	NE Corner	15	4	1	3	-25.0%	1	113,800	18	19	12	-29.4%	9	172,700	165,000	166	3.4%	-	-	-	-	-	-
	<b>Grand Total</b>	<b>2,533</b>	<b>596</b>	<b>209</b>	<b>546</b>	<b>-23.2%</b>	<b>493</b>	<b>232,900</b>	<b>122</b>	<b>5,326</b>	<b>3,954</b>	<b>1.5%</b>	<b>3,538</b>	<b>217,700</b>	<b>189,800</b>	<b>136</b>	<b>-1.7%</b>	<b>7</b>	<b>217,500</b>	<b>196</b>	<b>152,700</b>	<b>50</b>	<b>285,700</b>
80	Woodland City	37	5	3	8	-33.3%	8	151,400	47	80	53	0.0%	44	147,800	141,300	113	-10.7%	-	-	1	500,000	-	-
81	Woodland Area	57	8	5	4	-33.3%	6	242,800	66	69	32	3.2%	30	195,400	187,000	205	-8.0%	-	-	8	56,700	-	-
82	Cowlitz County	261	50	44	35	52.2%	36	163,600	154	451	215	11.4%	187	141,000	136,500	136	-11.3%	3	774,200	27	65,400	5	188,100
	<b>Grand Total</b>	<b>355</b>	<b>63</b>	<b>52</b>	<b>47</b>	<b>14.6%</b>	<b>50</b>	<b>171,200</b>	<b>127</b>	<b>600</b>	<b>300</b>	<b>8.3%</b>	<b>261</b>	<b>148,400</b>	<b>139,900</b>	<b>140</b>	<b>-10.4%</b>	<b>3</b>	<b>774,200</b>	<b>36</b>	<b>75,500</b>	<b>5</b>	<b>188,100</b>
87	Pacific County	186	19	15	8	0.0%	12	126,100	168	154	60	9.1%	55	138,300	134,000	225	-7.1%	1	111,500	22	17,500	-	-

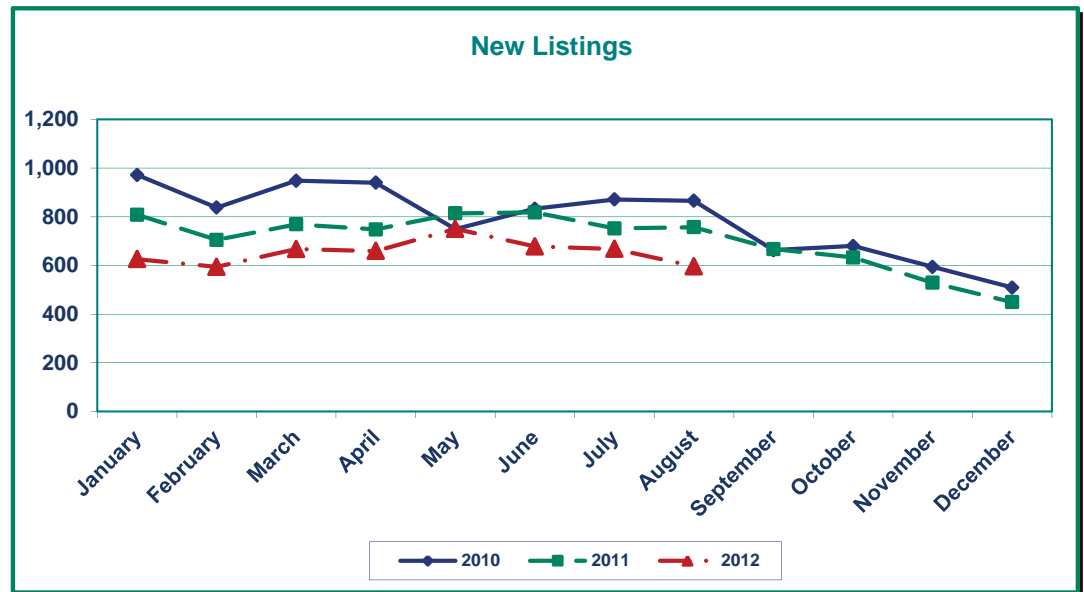
## ACTIVE RESIDENTIAL LISTINGS CLARK COUNTY, WA

*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 August 2012 with August 2011. The Year-To-Date section compares 2012 year-to-date statistics through August with 2011 year-to-date statistics through August.

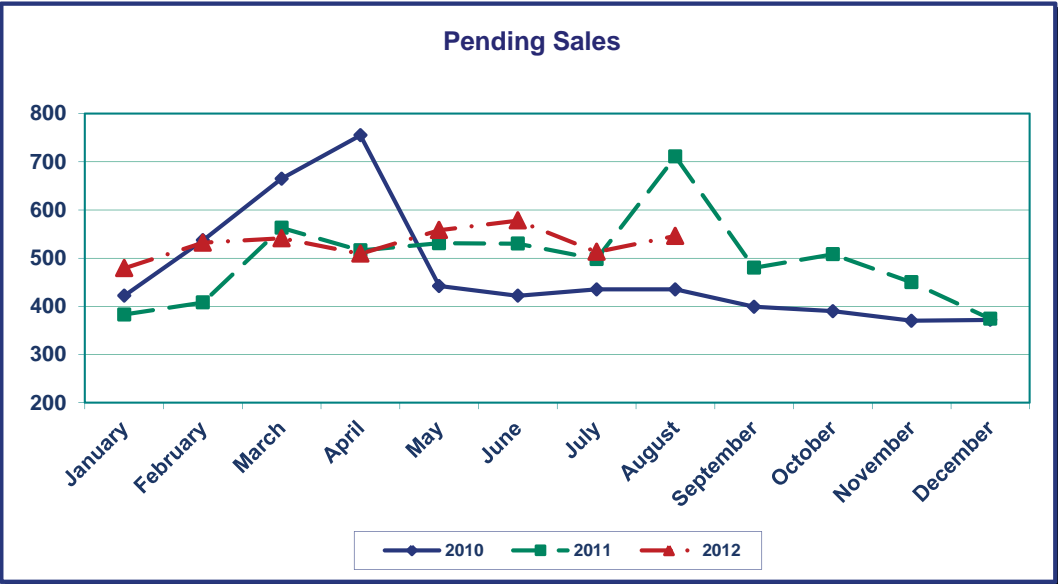
<sup>2</sup> % Change is based on a comparison of the rolling average sale price for the last 12 months (9/1/11-8/31/12) with 12 months before (9/1/10-8/31/11).

<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.*

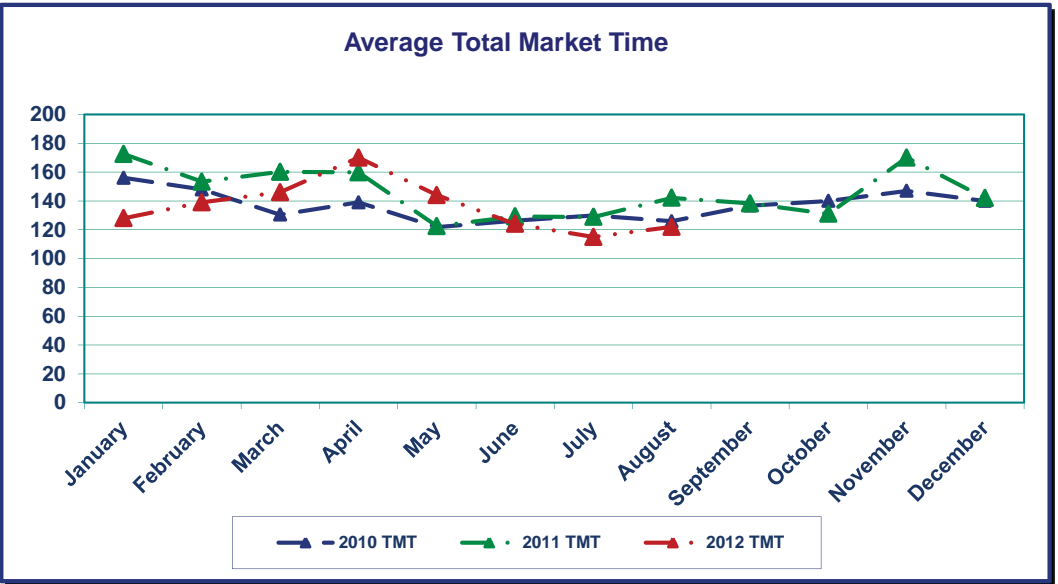


**Average Total Market Time**

**DAYS ON MARKET**

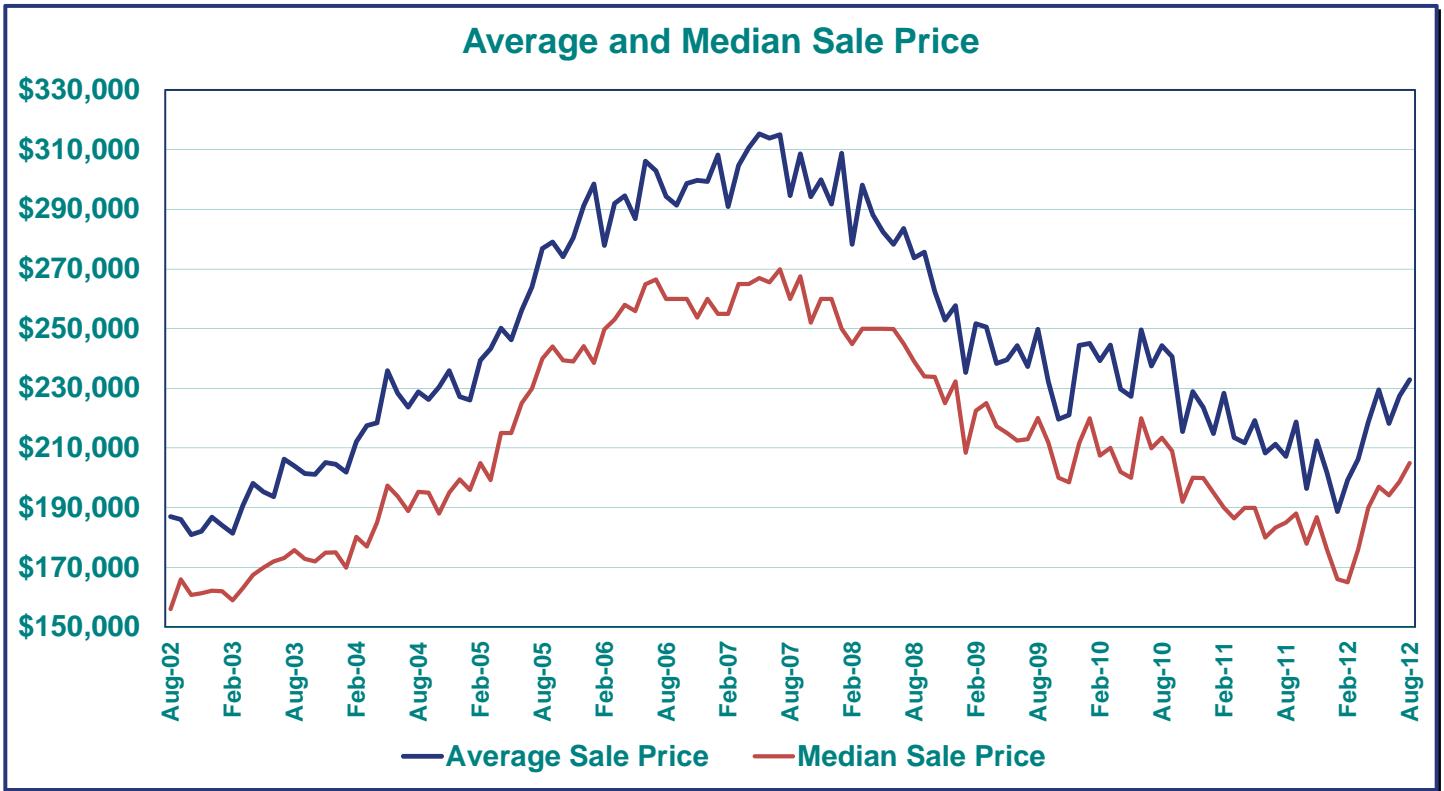
**CLARK COUNTY, WA**

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



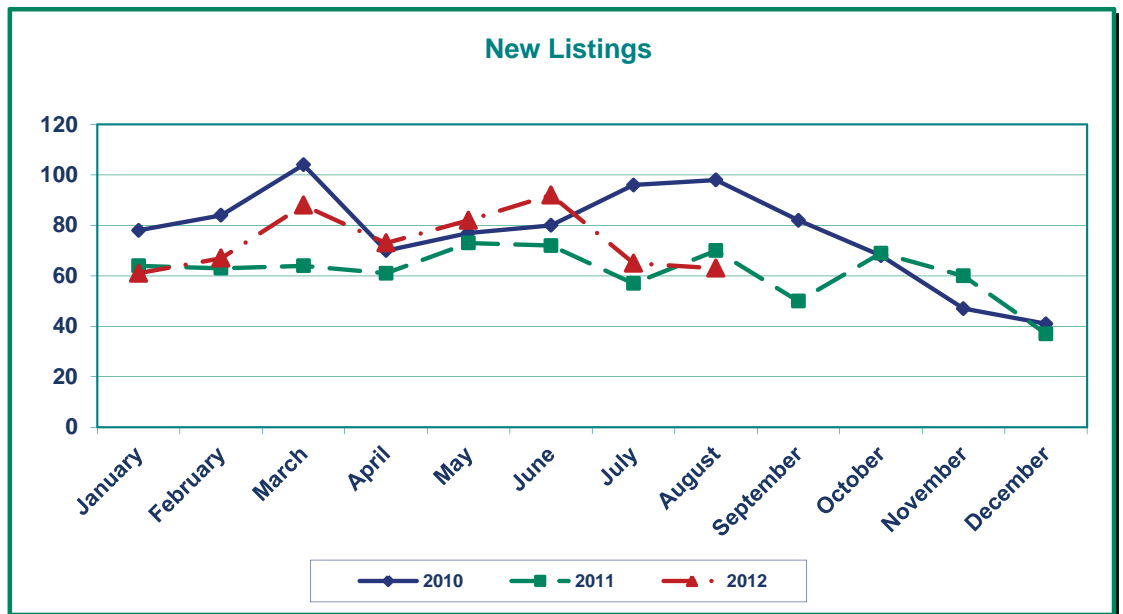
**SALE PRICE**  
CLARK COUNTY, WA

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



**NEW LISTINGS**  
COWLITZ COUNTY, WA

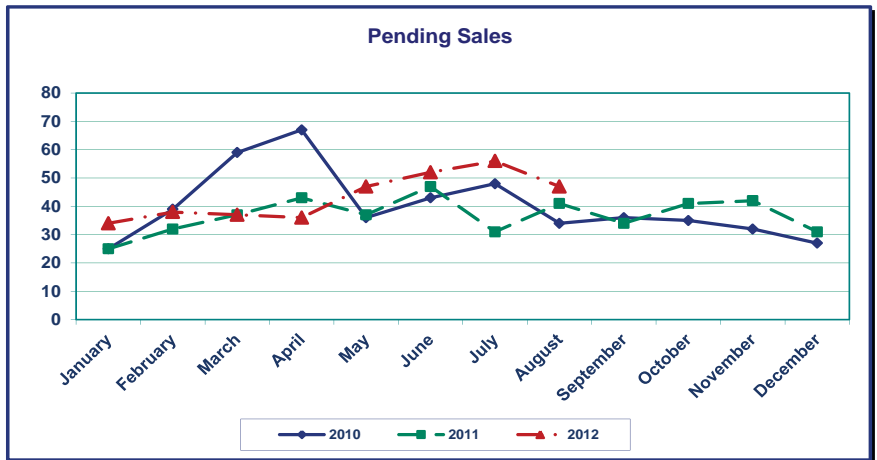
*This graph represents new listings in Cowlitz County, Washington over the past three calendar years.*



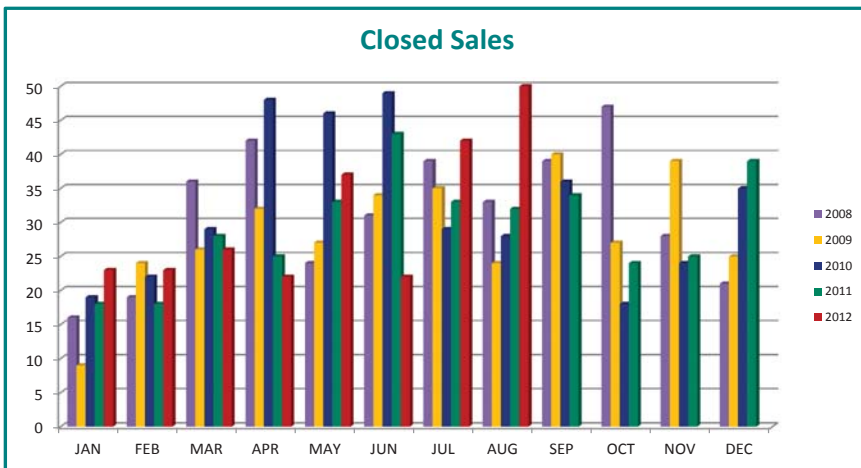
## PENDING LISTINGS

### COWLITZ COUNTY, WA

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



## Closed Sales



## CLOSED SALES

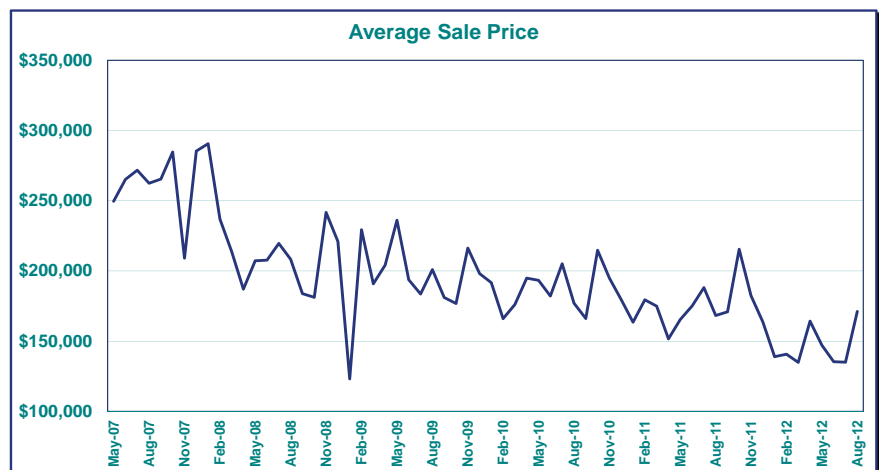
### COWLITZ COUNTY, WA

*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.*



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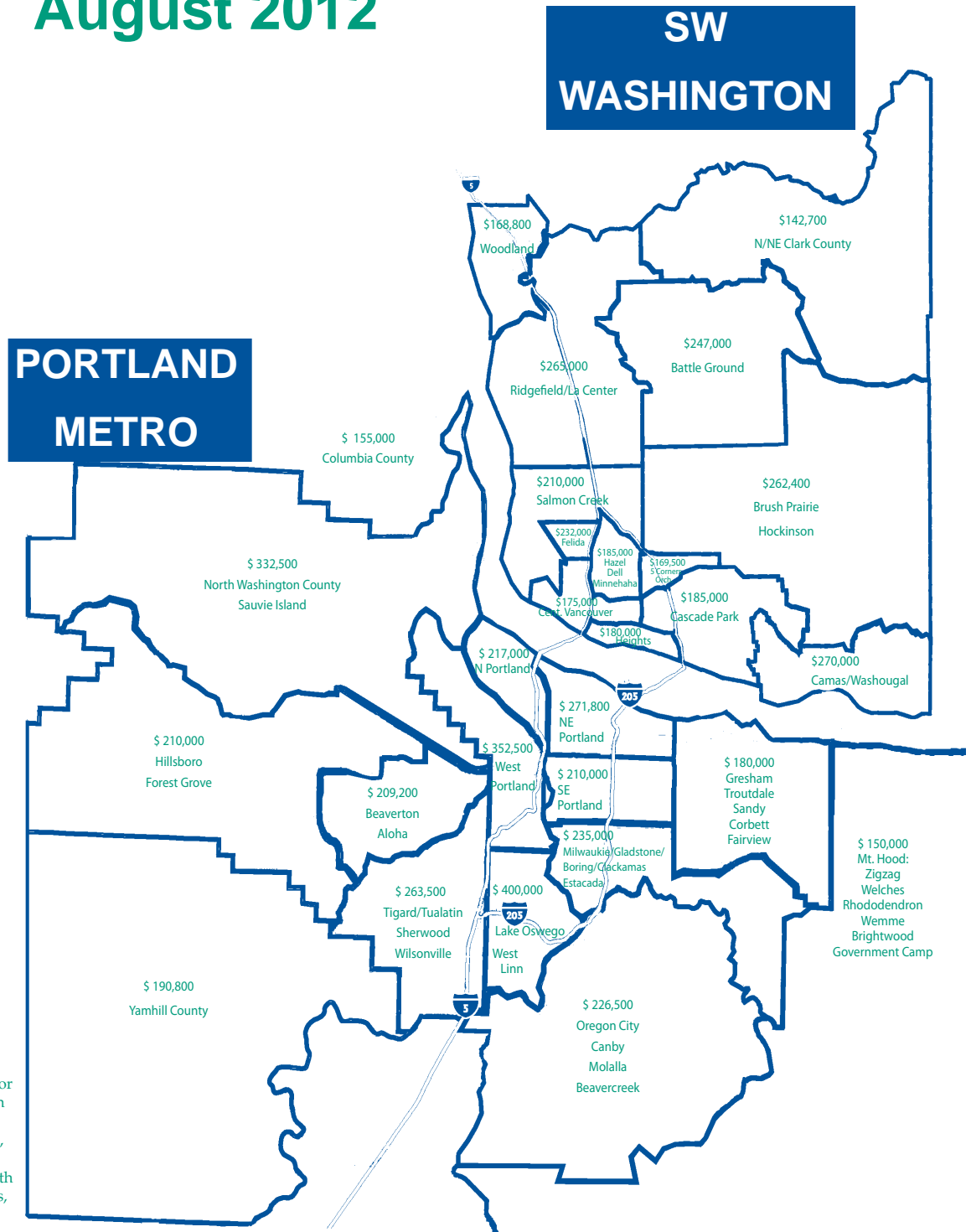
**The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.**

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, North Coastal Counties, Polk & Marion Counties, Union County, and Wallowa County.

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## MEDIAN SALE PRICE August 2012



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