



Clark County, Washington Market Action Addition

September 2020

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: | 893 |
| Less Listings with Purchase Contingencies*: | 33 |
| Readily Purchased Listings: | 860 |
| <i>Percent of Total Active Listings:</i> | 96.3% |
| Less New Under Construction (not ready for occupancy): | 156 |
| Less New Proposed (not started): | 154 |
| Total Readily Purchased & Occupied Listing: | 550 |
| <i>Percent of Total Active Listings:</i> | 61.6% |
| Inventory in Months of Readily Purchased & Occupied Listings: | 0.6 |

* 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: RMLS™ Regional Multiple Listing Service, Portland Oregon

MARKET ACTION

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

Residential Review: Southwest Washington

September 2020 Reporting Period

September Residential Highlights

New listings (926) increased 2.4% from the 904 listed in September 2019, and decreased 13.7% from the 1,073 listed in August 2020.

Pending sales (1,017) increased 34.3% from the 757 offers accepted in September 2019, and decreased 7.1% from the 1,095 offers accepted in August 2020.

Closed sales (940) increased 28.6% from the 731 closings in September 2019, and increased 14.5% from the 821 closings in August 2020.

Inventory and Total Market Time

Inventory decreased to 1.0 months in September. Total market time decreased to 44 days.

Year-to-Date Summary

Comparing the first nine months of 2020 to the same period in 2019, new listings (8,463) decreased 10.3%, pending sales (7,487) increased 5.2%, and closed sales (6,466) decreased 1.5%.

Average and Median Sale Prices

Comparing 2020 to 2019 through September, the average sale price has increased 9.0% from \$404,300 to \$440,500. In the same comparison, the median sale price has increased 8.4% from \$369,000 to \$399,900.

| Inventory in Months* | | | |
|----------------------|------|------|------|
| | 2018 | 2019 | 2020 |
| January | 2.2 | 3.2 | 2.4 |
| February | 1.9 | 2.9 | 2.1 |
| March | 1.6 | 2.4 | 2.1 |
| April | 1.7 | 2.4 | 2.5 |
| May | 1.8 | 2.3 | 2.3 |
| June | 2.1 | 2.4 | 1.6 |
| July | 2.3 | 2.4 | 1.2 |
| August | 2.3 | 2.3 | 1.3 |
| September | 2.9 | 2.5 | 1.0 |
| October | 2.7 | 2.5 | |
| November | 2.9 | 2.2 | |
| December | 2.9 | 1.8 | |

*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: | +8.1% (\$434,400 v. \$401,700) |
| Median Sale Price % Change: | +8.5% (\$396,000 v. \$365,000) |

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

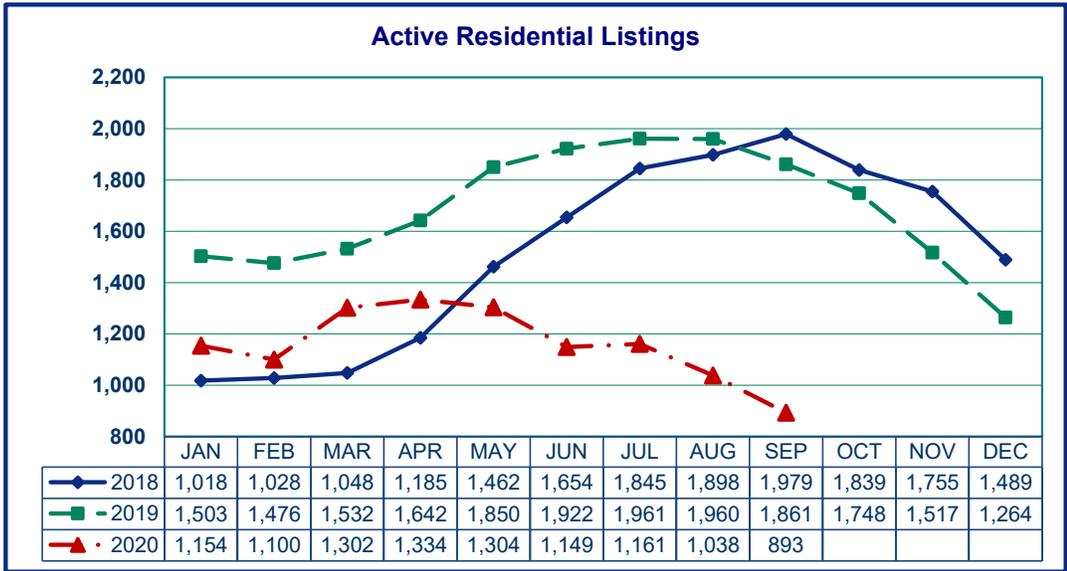
Due to significant differences between the counties in Southwest Washington, the Residential Review on pages 1, 3, 4, and 5 contain Clark County data only. For data on Cowlitz County, see the Area Report on page 2, or the graphs on page 6.

| Clark County Residential Highlights | | New Listings | Pending Sales | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time |
|-------------------------------------|--------------|--------------|---------------|--------------|--------------------|-------------------|-------------------|
| 2020 | September | 926 | 1,017 | 940 | 468,400 | 420,000 | 44 |
| | August | 1,073 | 1,095 | 821 | 473,400 | 420,000 | 46 |
| | Year-to-date | 8,463 | 7,487 | 6,466 | 440,500 | 399,900 | 53 |
| 2019 | September | 904 | 757 | 731 | 401,000 | 366,500 | 47 |
| | Year-to-date | 9,439 | 7,117 | 6,567 | 404,300 | 369,000 | 54 |
| Change | September | 2.4% | 34.3% | 28.6% | 16.8% | 14.6% | -6.8% |
| | Prev Mo 2020 | -13.7% | -7.1% | 14.5% | -1.1% | 0.0% | -4.3% |
| | Year-to-date | -10.3% | 5.2% | -1.5% | 9.0% | 8.4% | -2.3% |

AREA REPORT • SEPTEMBER 2020

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 2020 v. 2019 ¹ | Closed Sales | Average Sale Price | Total Market Time ³ | New Listings | Pending Sales | Pending Sales 2020 v. 2019 ¹ | Closed Sales | Average Sale Price | Median Sale Price | Total Market Time | Avg. Sale Price % Change ² | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | Closed Sales | Average Sale Price | |
| 11 | Downtown Vancouver | 19 | 21 | 5 | 23 | 15.0% | 10 | 479,900 | 29 | 157 | 136 | -13.4% | 115 | 397,200 | 370,000 | 47 | 8.1% | 4 | 317,300 | 2 | 77,500 | 15 | 465,000 |
| 12 | NW Heights | 12 | 16 | 4 | 24 | 4.3% | 24 | 332,100 | 26 | 201 | 183 | 25.3% | 171 | 297,700 | 286,500 | 29 | 12.1% | 1 | 1,400,000 | 2 | 290,000 | 17 | 871,900 |
| 13 | SW Heights | 23 | 9 | 3 | 9 | 28.6% | 15 | 531,900 | 71 | 119 | 99 | 8.8% | 95 | 520,800 | 359,900 | 74 | 2.9% | - | - | - | - | 4 | 404,300 |
| 14 | Lincoln/Hazel Dell | 9 | 8 | 0 | 11 | -35.3% | 24 | 400,400 | 39 | 150 | 133 | 11.8% | 117 | 402,900 | 405,000 | 35 | 4.7% | - | - | 2 | 160,500 | 1 | 657,300 |
| 15 | E Hazel Dell | 30 | 56 | 5 | 57 | 46.2% | 45 | 358,400 | 15 | 394 | 341 | -10.0% | 302 | 357,600 | 355,000 | 31 | 10.2% | 2 | 360,800 | 9 | 291,600 | - | - |
| 20 | NE Heights | 11 | 22 | 2 | 19 | -9.5% | 13 | 354,600 | 11 | 132 | 117 | -43.5% | 102 | 343,100 | 336,100 | 28 | 4.9% | - | - | 2 | 86,700 | 2 | 418,000 |
| 21 | Orchards | 28 | 50 | 2 | 46 | 17.9% | 45 | 344,500 | 20 | 382 | 332 | 4.1% | 298 | 332,900 | 336,500 | 26 | 4.1% | - | - | 1 | 230,000 | 2 | 531,500 |
| 22 | Evergreen | 48 | 96 | 9 | 93 | 50.0% | 91 | 350,500 | 25 | 789 | 719 | 30.0% | 620 | 344,900 | 340,000 | 30 | 4.8% | 2 | 227,500 | 5 | 256,800 | 10 | 507,000 |
| 23 | E Heights | 24 | 25 | - | 26 | 188.9% | 21 | 537,900 | 52 | 150 | 143 | 21.2% | 123 | 437,800 | 355,000 | 58 | 10.2% | - | - | 3 | 159,300 | 1 | 460,000 |
| 24 | Cascade Park | 17 | 19 | 3 | 21 | 75.0% | 22 | 639,800 | 30 | 215 | 195 | -2.0% | 177 | 463,400 | 399,000 | 45 | 17.3% | - | - | 1 | 535,000 | 1 | 455,900 |
| 25 | Five Corners | 9 | 27 | 0 | 26 | 44.4% | 20 | 354,900 | 7 | 202 | 186 | 14.8% | 163 | 356,600 | 345,000 | 25 | 6.2% | - | - | 2 | 305,000 | 1 | 468,400 |
| 26 | E Orchards | 50 | 29 | 5 | 41 | 95.2% | 34 | 487,800 | 39 | 330 | 298 | -0.7% | 242 | 453,700 | 441,800 | 49 | 7.7% | 1 | 4,050,000 | 2 | 271,000 | - | - |
| 27 | Fisher's Landing | 17 | 26 | 4 | 28 | 64.7% | 25 | 397,100 | 17 | 218 | 196 | 9.5% | 173 | 399,300 | 397,500 | 24 | 5.1% | - | - | 2 | 331,200 | - | - |
| 31 | SE County | 7 | 1 | 1 | 2 | -60.0% | 5 | 518,400 | 57 | 29 | 28 | -31.7% | 32 | 623,900 | 608,000 | 87 | 9.4% | - | - | 10 | 298,200 | - | - |
| 32 | Camas City | 77 | 64 | 15 | 93 | 24.0% | 92 | 583,800 | 68 | 721 | 693 | 9.3% | 584 | 570,800 | 530,000 | 89 | 7.9% | 2 | 474,500 | 33 | 305,400 | 7 | 451,100 |
| 33 | Washougal | 47 | 45 | 4 | 48 | 54.8% | 44 | 482,500 | 52 | 371 | 317 | -4.5% | 285 | 469,000 | 437,000 | 63 | 6.0% | 1 | 250,000 | 52 | 188,700 | 3 | 365,000 |
| 41 | N Hazel Dell | 21 | 37 | 4 | 34 | 13.3% | 17 | 458,000 | 6 | 275 | 257 | 7.1% | 225 | 423,500 | 399,000 | 34 | 7.9% | - | - | 5 | 276,000 | - | - |
| 42 | S Salmon Creek | 18 | 28 | 4 | 34 | 6.3% | 25 | 412,500 | 19 | 277 | 260 | 9.7% | 227 | 381,400 | 379,900 | 34 | 6.6% | 1 | 275,000 | 3 | 147,700 | 2 | 413,500 |
| 43 | N Felida | 23 | 33 | 4 | 31 | 0.0% | 30 | 524,300 | 72 | 279 | 245 | -23.0% | 226 | 480,300 | 450,000 | 66 | 4.5% | 2 | 1,062,500 | 12 | 320,900 | - | - |
| 44 | N Salmon Creek | 32 | 34 | 7 | 50 | -7.4% | 46 | 505,200 | 52 | 431 | 417 | -9.5% | 382 | 456,300 | 430,100 | 68 | 5.5% | - | - | 9 | 306,200 | - | - |
| 50 | Ridgefield | 113 | 86 | 24 | 90 | 157.1% | 64 | 505,700 | 47 | 718 | 576 | 50.4% | 373 | 465,900 | 445,000 | 58 | 4.6% | 1 | 625,000 | 11 | 178,400 | - | - |
| 51 | W of I-5 County | 3 | 7 | 2 | 9 | 800.0% | 7 | 623,500 | 159 | 52 | 43 | 65.4% | 34 | 737,100 | 731,000 | 121 | 5.7% | - | - | 10 | 432,600 | - | - |
| 52 | NW E of I-5 County | 21 | 7 | 2 | 7 | 16.7% | 9 | 704,300 | 130 | 94 | 76 | 58.3% | 70 | 715,100 | 671,500 | 86 | 31.3% | - | - | 19 | 219,200 | - | - |
| 61 | Battleground | 86 | 61 | 14 | 61 | -4.7% | 64 | 438,700 | 46 | 556 | 492 | -4.5% | 455 | 421,400 | 393,000 | 59 | 5.4% | 3 | 310,000 | 32 | 335,700 | 2 | 441,000 |
| 62 | Brush Prairie | 92 | 67 | 7 | 79 | 25.4% | 98 | 510,900 | 61 | 801 | 668 | 0.8% | 593 | 490,200 | 442,900 | 68 | 11.2% | 2 | 899,500 | 38 | 309,500 | 1 | 449,500 |
| 63 | East County | 0 | 0 | 0 | 0 | -100.0% | 0 | - | - | 1 | 1 | -50.0% | 1 | 358,500 | 358,500 | 4 | 5.1% | - | - | 1 | 250,000 | - | - |
| 64 | Central County | 9 | 6 | 1 | 4 | 33.3% | 6 | 606,500 | 17 | 38 | 33 | 37.5% | 28 | 613,400 | 574,300 | 67 | 17.8% | - | - | 1 | 189,500 | - | - |
| 65 | Mid-Central County | 6 | 7 | 2 | 6 | 200.0% | 9 | 617,600 | 14 | 48 | 46 | 43.8% | 41 | 633,700 | 630,000 | 74 | 27.6% | - | - | 7 | 293,100 | - | - |
| 66 | Yacolt | 6 | 14 | 0 | 14 | 40.0% | 11 | 544,500 | 44 | 99 | 90 | -11.8% | 74 | 489,600 | 476,800 | 61 | 22.5% | - | - | 9 | 194,000 | - | - |
| 70 | La Center | 31 | 22 | 7 | 27 | 440.0% | 18 | 466,700 | 75 | 201 | 135 | 70.9% | 107 | 446,500 | 425,000 | 77 | 2.9% | - | - | 3 | 93,700 | 1 | 500,000 |
| 71 | N Central | 2 | 3 | 0 | 4 | 0.0% | 4 | 621,900 | 9 | 29 | 26 | -33.3% | 21 | 525,200 | 485,000 | 18 | 9.2% | - | - | 9 | 264,400 | - | - |
| 72 | NE Corner | 2 | 0 | 0 | 0 | - | 2 | 460,000 | 107 | 4 | 6 | -50.0% | 10 | 472,500 | 472,500 | 84 | 5.0% | - | - | 1 | 95,000 | - | - |
| | Clark County Total | 893 | 926 | 140 | 1,017 | 34.3% | 940 | 468,400 | 44 | 8,463 | 7,487 | 5.2% | 6,466 | 440,500 | 399,900 | 53 | 8.1% | 22 | 674,900 | 298 | 266,600 | 70 | 561,900 |
| 80 | Woodland City | 13 | 13 | 1 | 13 | -31.6% | 12 | 377,200 | 34 | 113 | 106 | -0.9% | 100 | 336,300 | 329,000 | 39 | 4.6% | 1 | 360,000 | 1 | 60,000 | 1 | 1,120,000 |
| 81 | Woodland Area | 17 | 8 | 1 | 9 | 50.0% | 9 | 581,900 | 32 | 63 | 51 | 10.2% | 47 | 526,100 | 497,000 | 86 | 11.4% | 1 | 1,200,000 | 31 | 220,500 | - | - |
| 82 | Cowlitz County | 89 | 91 | 9 | 100 | -2.9% | 81 | 344,500 | 45 | 847 | 795 | 3.7% | 711 | 321,700 | 300,000 | 44 | 11.2% | 3 | 1,500,000 | 99 | 110,300 | 10 | 534,300 |
| | Cowlitz County Total | 119 | 112 | 11 | 122 | -4.7% | 102 | 369,300 | 43 | 1,023 | 952 | 1.1% | 858 | 334,600 | 309,500 | 46 | 9.4% | 5 | 1,212,000 | 131 | 136,000 | 11 | 587,500 |
| 87 | Pacific County Total | 33 | 16 | 3 | 20 | -13.0% | 26 | 255,900 | 75 | 183 | 165 | 12.2% | 146 | 281,800 | 228,000 | 94 | 5.4% | 1 | 185,900 | 76 | 59,500 | 1 | 500,000 |



ACTIVE RESIDENTIAL LISTINGS

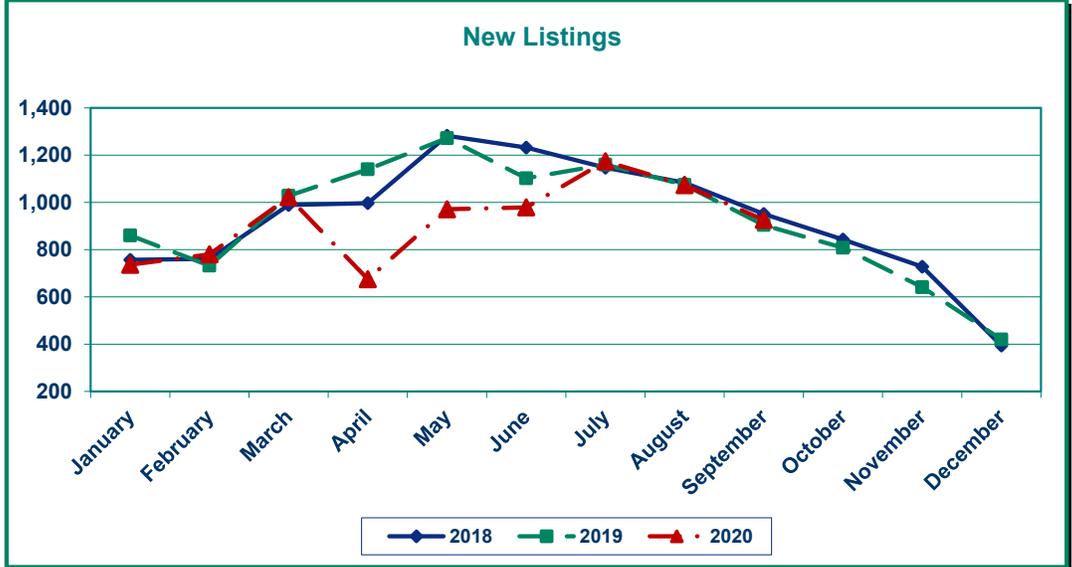
CLARK COUNTY, WA

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.



¹ Percent change in number of pending sales this year compared to last year. The Current Month section compares September 2020 with September 2019. The Year-To-Date section compares 2020 year-to-date statistics through September with 2019 year-to-date statistics through September.

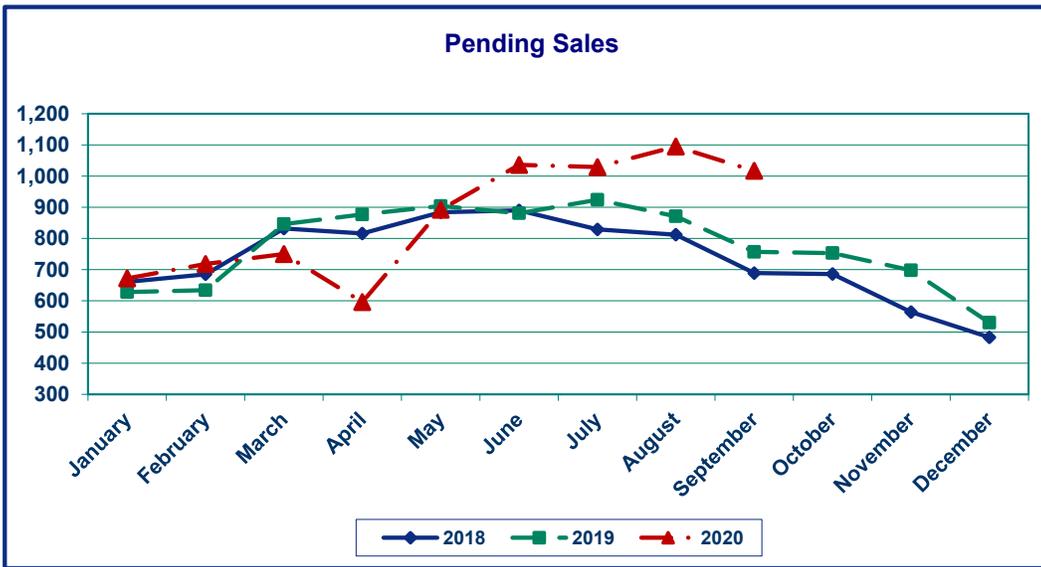
² % Change is based on a comparison of the rolling average sale price for the last 12 months (10/1/19-9/30/20) with 12 months before (10/1/18-9/30/19).

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

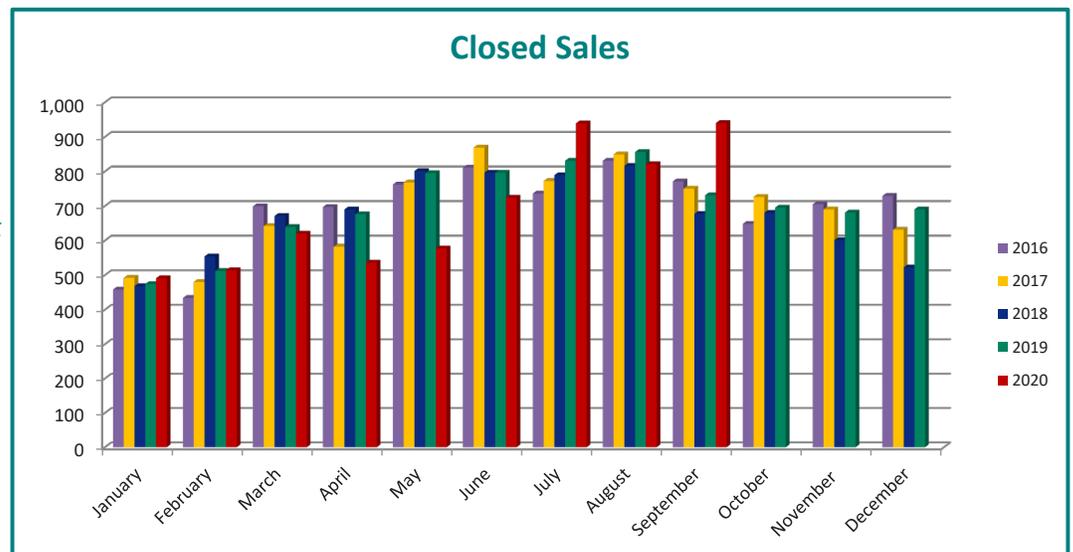
This graph represents monthly accepted offers in Clark County, Washington over the past three calendar years.



CLOSED SALES

CLARK COUNTY, WA

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

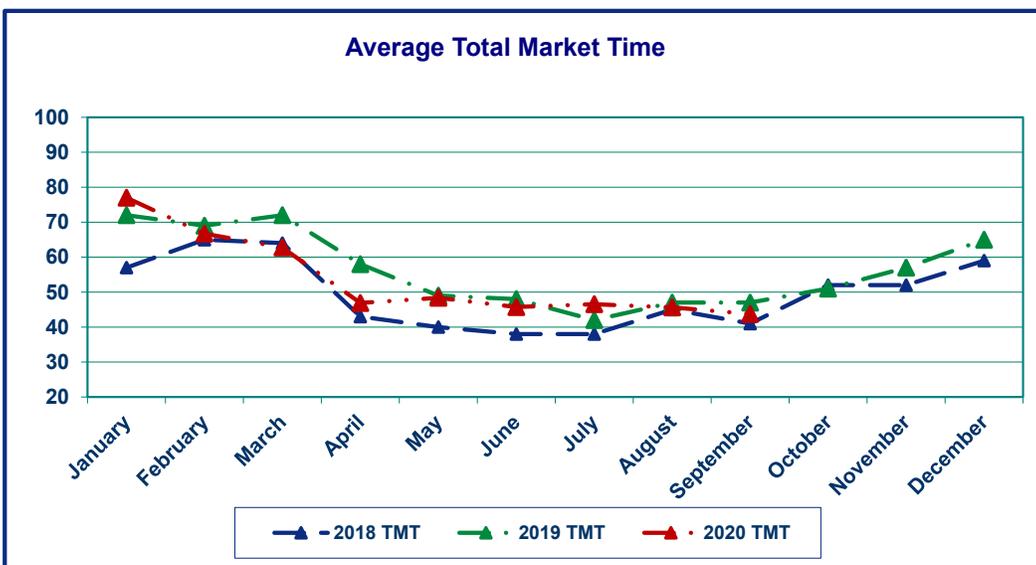


Average Total Market Time

DAYS ON MARKET

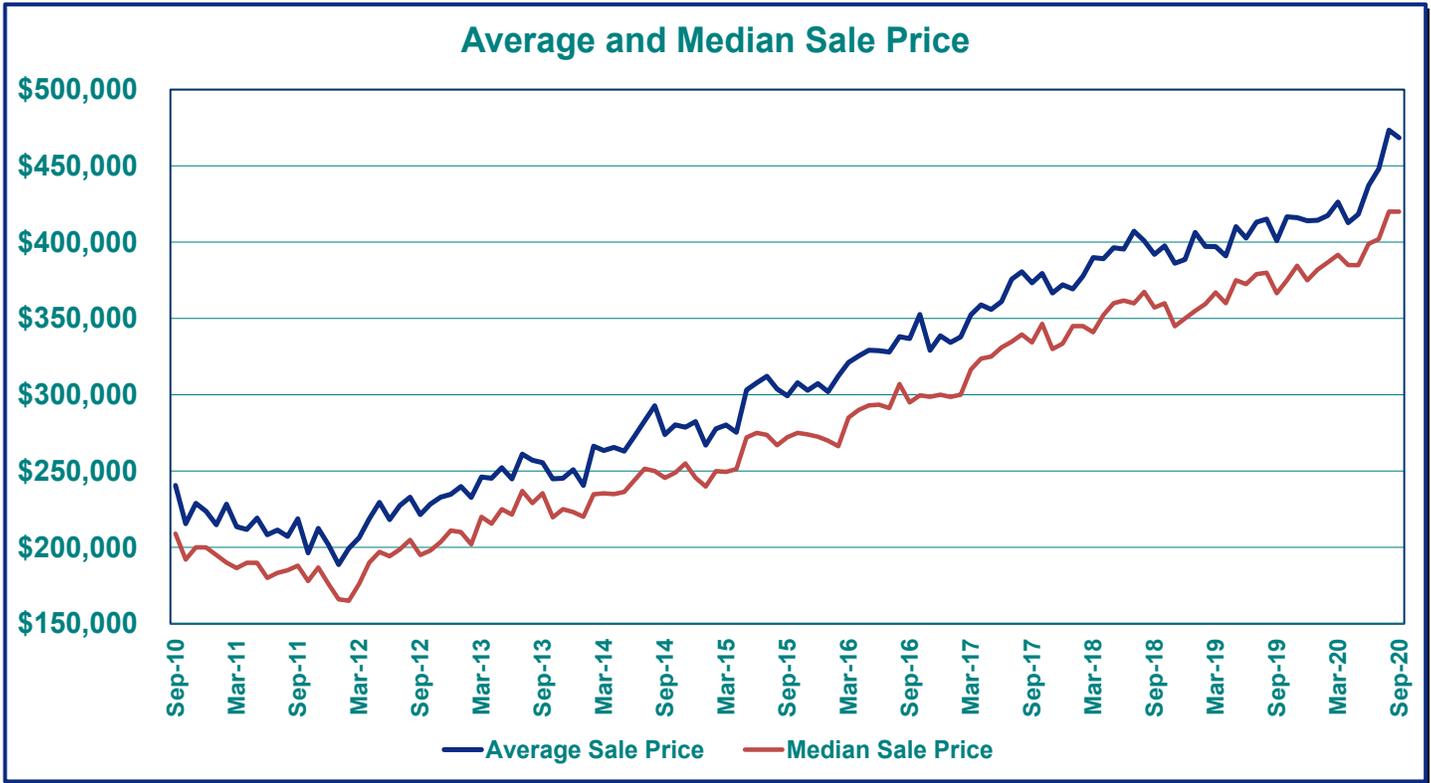
CLARK COUNTY, WA

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

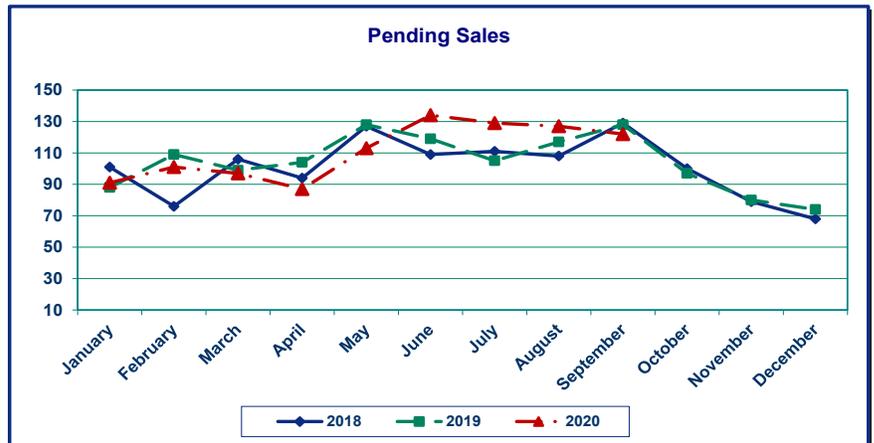
This graph represents new listings in Cowlitz County, Washington over the past three calendar years.



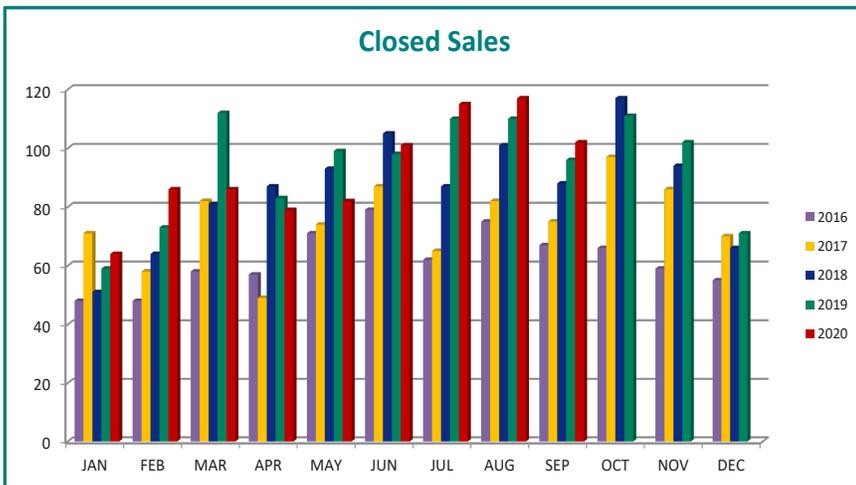
PENDING LISTINGS

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.



MEDIAN SALE PRICE September 2020

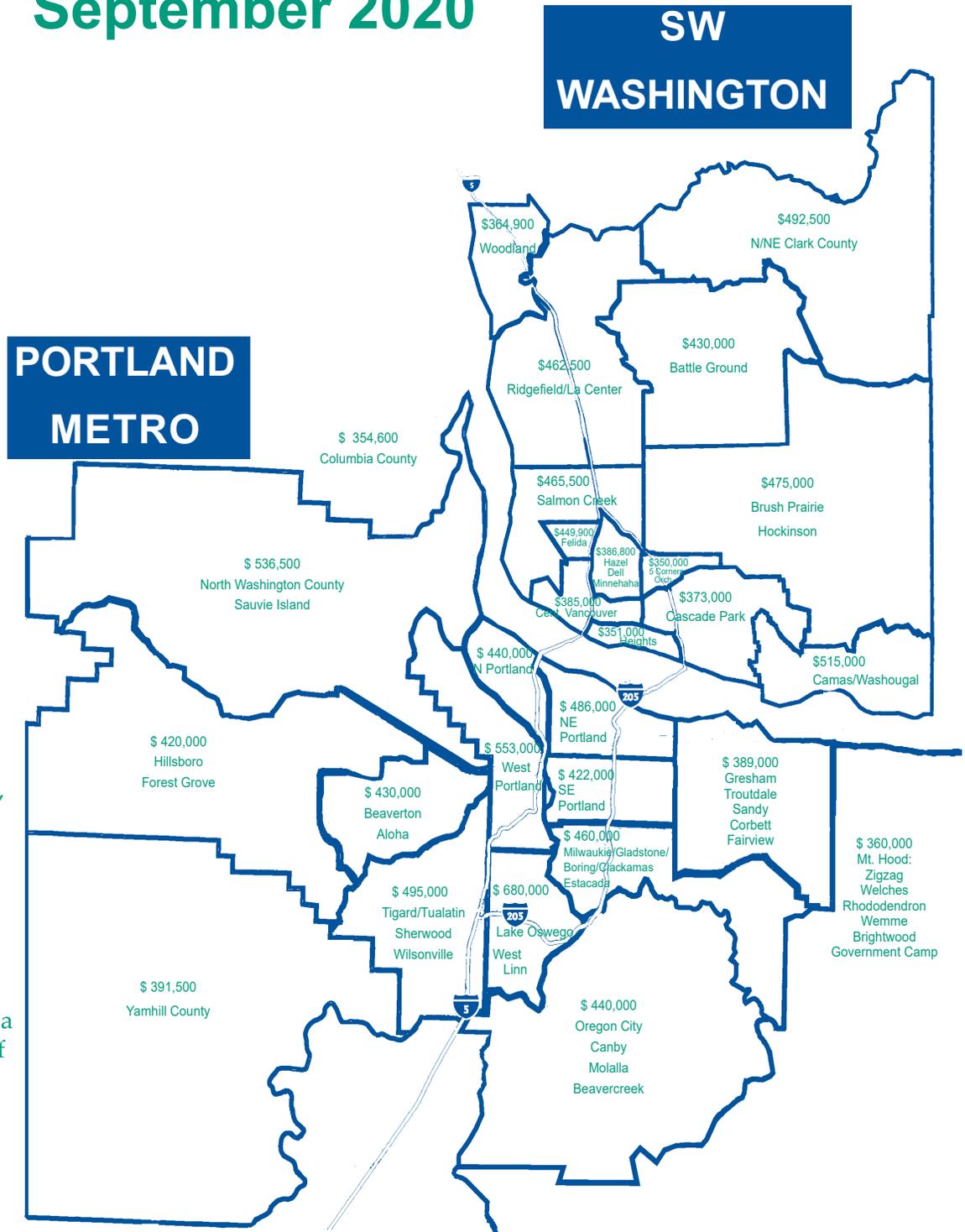
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The statistics presented in Market Action are compiled monthly based on figures generated by RMLS™.

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

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