

# Monthly Indicators

Lincoln Area Region



## February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

New Listings increased 37.5 percent for New Construction and 36.1 percent for Existing Homes. Pending Sales increased 45.7 percent for New Construction and 15.0 percent for Existing Homes. Inventory increased 1.2 percent for New Construction but decreased 26.3 percent for Existing Homes.

Median Closed Price increased 9.1 percent for New Construction and 5.9 percent for Existing Homes. Days on Market increased 48.0 percent for New Construction but decreased 12.1 percent for Existing Homes. Months Supply of Inventory increased 26.5 percent for New Construction but decreased 35.7 percent for Existing Homes.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

## Quick Facts

**+ 3.1%**

Change in  
**Closed Sales**  
All Properties

**+ 3.0%**

Change in  
**Median Closed Price**  
All Properties

**- 14.6%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Lincoln area, which includes all of Lancaster and Seward counties, as well as the following ZIP codes: 68003, 68304, 68347, 68349, 68366, 68407, 68418, 68454, 68461 and 68462. Percent changes are calculated using rounded figures.

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# New Construction Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. New Construction properties only.



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Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		88	<b>121</b>	+ 37.5%	225	<b>236</b>	+ 4.9%
<b>Pending Sales</b>		46	<b>67</b>	+ 45.7%	129	<b>125</b>	- 3.1%
<b>Closed Sales</b>		43	<b>44</b>	+ 2.3%	90	<b>84</b>	- 6.7%
<b>Days on Market Until Sale</b>		50	<b>74</b>	+ 48.0%	44	<b>68</b>	+ 54.5%
<b>Median Closed Price</b>		\$291,600	<b>\$318,224</b>	+ 9.1%	\$301,436	<b>\$316,265</b>	+ 4.9%
<b>Average Closed Price</b>		\$298,336	<b>\$321,766</b>	+ 7.9%	\$298,657	<b>\$322,249</b>	+ 7.9%
<b>Percent of List Price Received</b>		100.5%	<b>100.8%</b>	+ 0.3%	100.3%	<b>100.6%</b>	+ 0.3%
<b>Housing Affordability Index</b>		109	<b>106</b>	- 2.8%	106	<b>107</b>	+ 0.9%
<b>Inventory of Homes for Sale</b>		326	<b>330</b>	+ 1.2%	—	—	—
<b>Months Supply of Inventory</b>		4.9	<b>6.2</b>	+ 26.5%	—	—	—

# Existing Homes Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Existing Homes properties only.



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Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		269	<b>366</b>	+ 36.1%	670	<b>673</b>	+ 0.4%
<b>Pending Sales</b>		287	<b>330</b>	+ 15.0%	571	<b>636</b>	+ 11.4%
<b>Closed Sales</b>		249	<b>257</b>	+ 3.2%	447	<b>460</b>	+ 2.9%
<b>Days on Market Until Sale</b>		33	<b>29</b>	- 12.1%	34	<b>29</b>	- 14.7%
<b>Median Closed Price</b>		\$169,000	<b>\$179,000</b>	+ 5.9%	\$172,000	<b>\$182,000</b>	+ 5.8%
<b>Average Closed Price</b>		\$200,338	<b>\$215,381</b>	+ 7.5%	\$201,739	<b>\$213,018</b>	+ 5.6%
<b>Percent of List Price Received</b>		97.7%	<b>97.6%</b>	- 0.1%	97.7%	<b>97.6%</b>	- 0.1%
<b>Housing Affordability Index</b>		189	<b>189</b>	0.0%	186	<b>186</b>	0.0%
<b>Inventory of Homes for Sale</b>		441	<b>325</b>	- 26.3%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>0.9</b>	- 35.7%	—	—	—

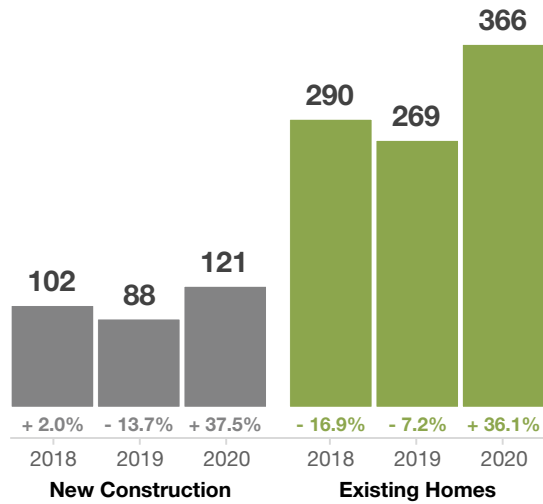
# New Listings

A count of the properties that have been newly listed on the market in a given month.

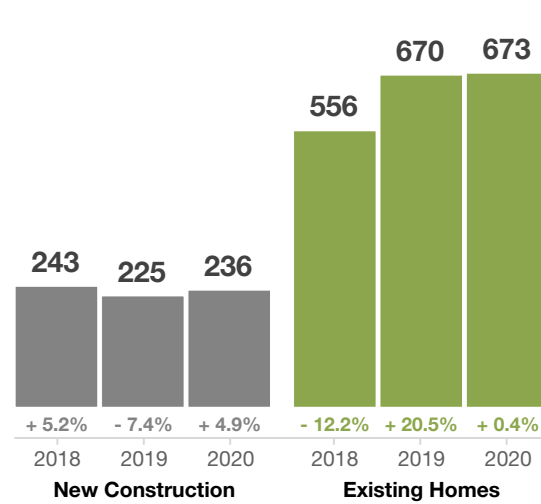


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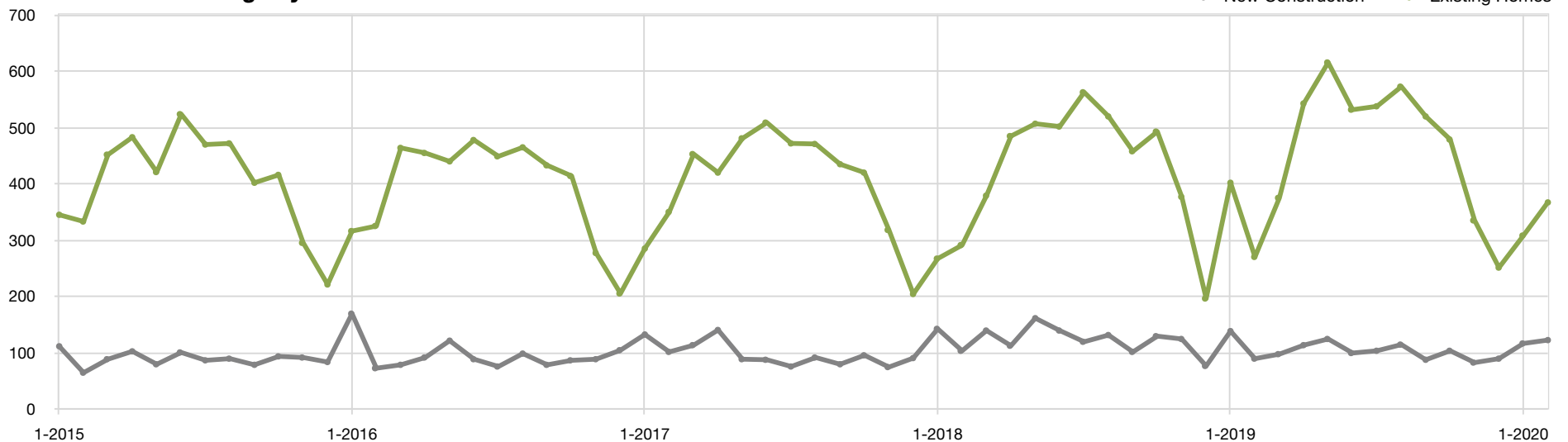


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	96	-30.4%	374	-1.1%
Apr-2019	112	+0.9%	542	+12.0%
May-2019	123	-23.1%	615	+21.5%
Jun-2019	98	-29.0%	531	+6.0%
Jul-2019	102	-13.6%	537	-4.4%
Aug-2019	113	-13.1%	572	+10.2%
Sep-2019	86	-14.0%	519	+13.6%
Oct-2019	102	-20.3%	478	-2.8%
Nov-2019	81	-34.1%	334	-11.2%
Dec-2019	88	+17.3%	250	+28.2%
Jan-2020	115	-16.1%	307	-23.4%
<b>Feb-2020</b>	<b>121</b>	<b>+37.5%</b>	<b>366</b>	<b>+36.1%</b>
12-Month Avg	103	-14.9%	452	+5.6%

## Historical New Listings by Month



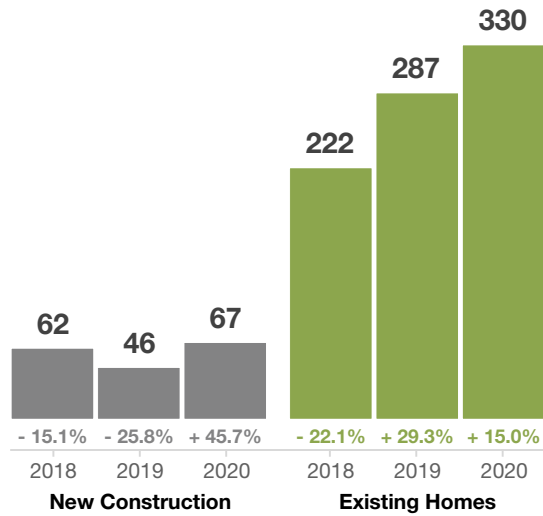
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

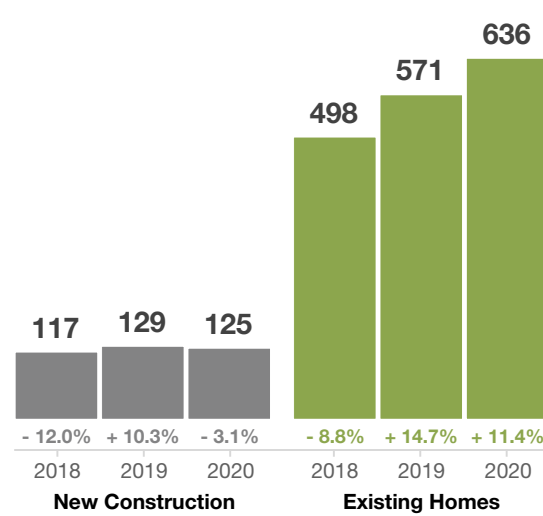


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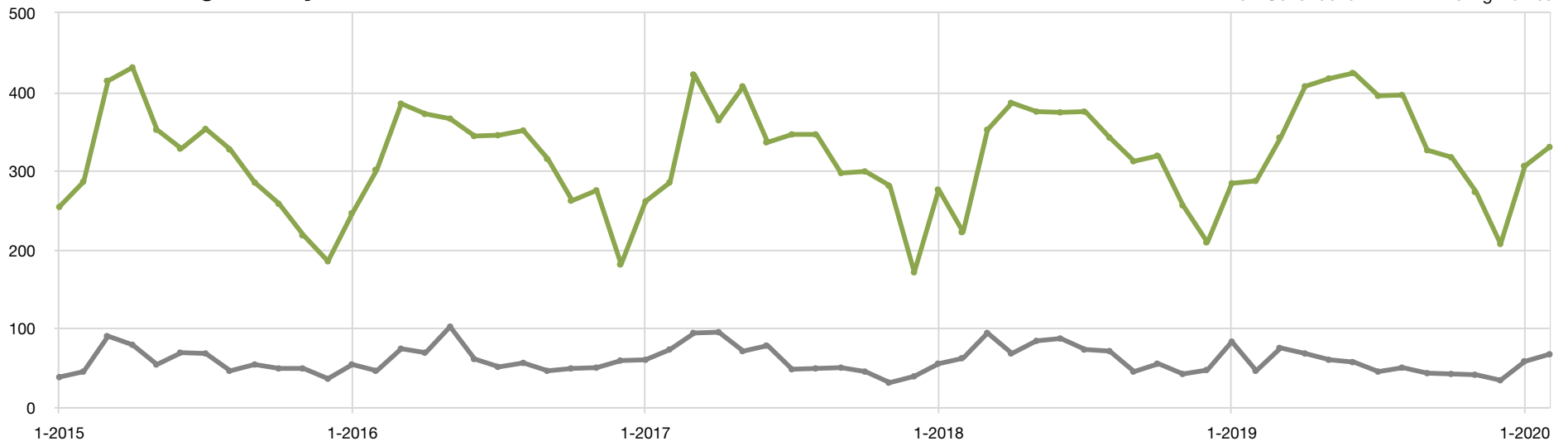


## Year to Date



	Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019		75	-20.2%	342	-2.8%
Apr-2019		68	0.0%	407	+5.4%
May-2019		60	-28.6%	417	+11.2%
Jun-2019		57	-34.5%	424	+13.4%
Jul-2019		45	-38.4%	395	+5.3%
Aug-2019		50	-29.6%	396	+15.8%
Sep-2019		43	-4.4%	326	+4.5%
Oct-2019		42	-23.6%	317	-0.6%
Nov-2019		41	-2.4%	273	+6.6%
Dec-2019		34	-27.7%	207	-1.0%
Jan-2020		58	-30.1%	306	+7.7%
<b>Feb-2020</b>		<b>67</b>	<b>+45.7%</b>	<b>330</b>	<b>+15.0%</b>
12-Month Avg		53	-19.7%	345	+6.8%

## Historical Pending Sales by Month



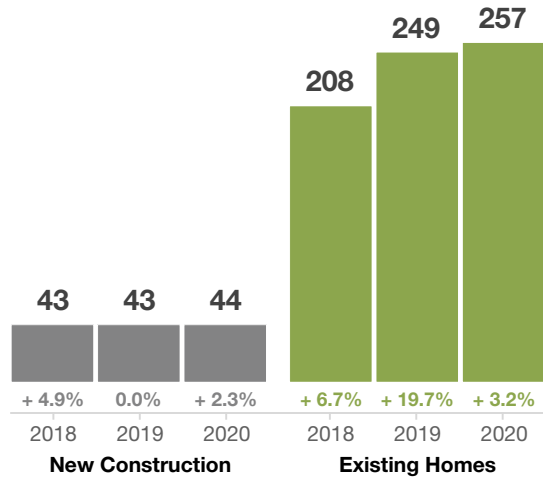
# Closed Sales

A count of the actual sales that closed in a given month.

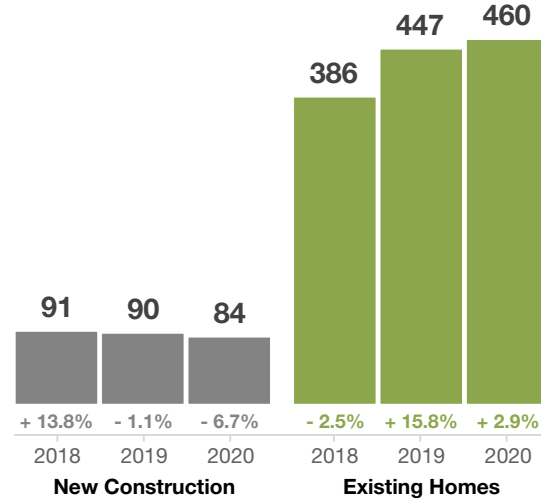


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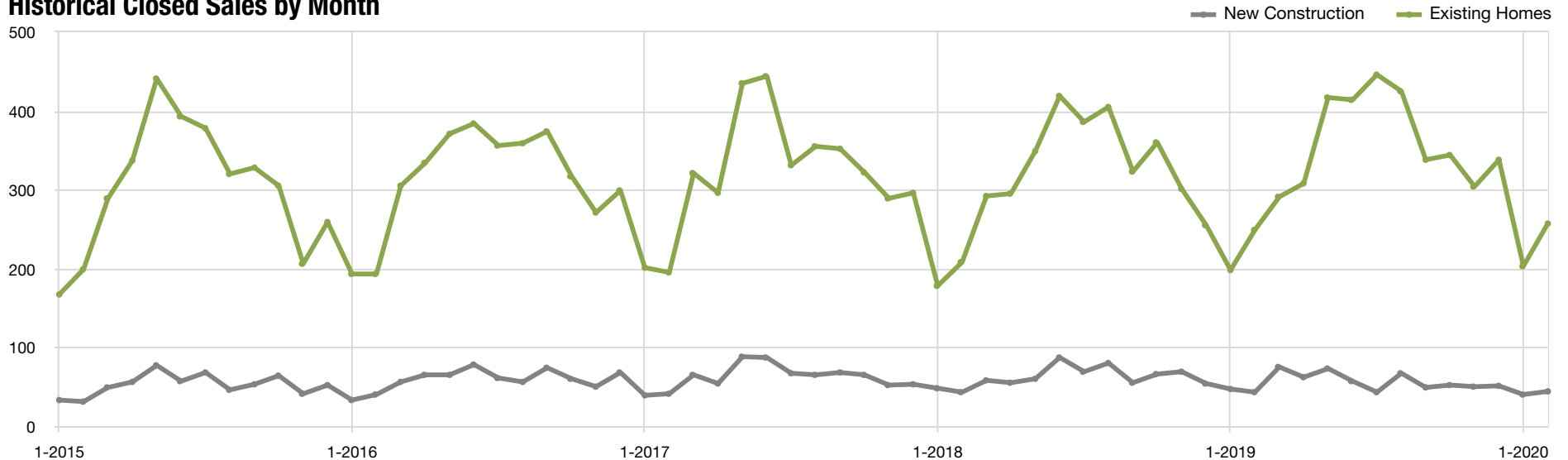


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	75	+ 29.3%	291	- 0.3%
Apr-2019	62	+ 12.7%	308	+ 4.4%
May-2019	73	+ 21.7%	417	+ 19.5%
Jun-2019	57	- 34.5%	414	- 1.2%
Jul-2019	43	- 37.7%	446	+ 15.5%
Aug-2019	67	- 16.3%	425	+ 4.9%
Sep-2019	49	- 10.9%	338	+ 4.6%
Oct-2019	52	- 21.2%	344	- 4.4%
Nov-2019	50	- 27.5%	304	+ 1.0%
Dec-2019	51	- 5.6%	338	+ 32.5%
Jan-2020	40	- 14.9%	203	+ 2.5%
<b>Feb-2020</b>	<b>44</b>	<b>+ 2.3%</b>	<b>257</b>	<b>+ 3.2%</b>
12-Month Avg	55	- 11.3%	340	+ 6.6%

## Historical Closed Sales by Month



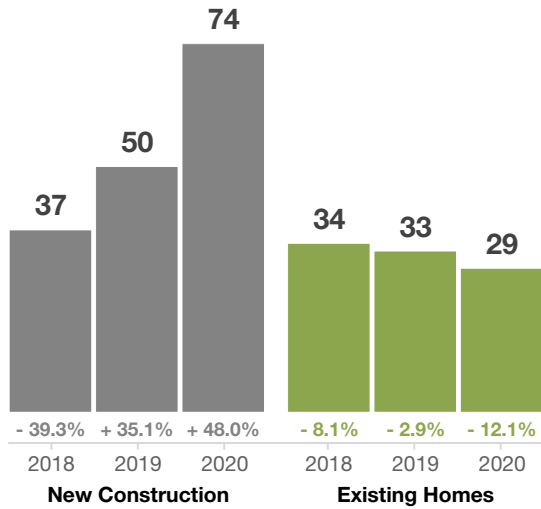
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

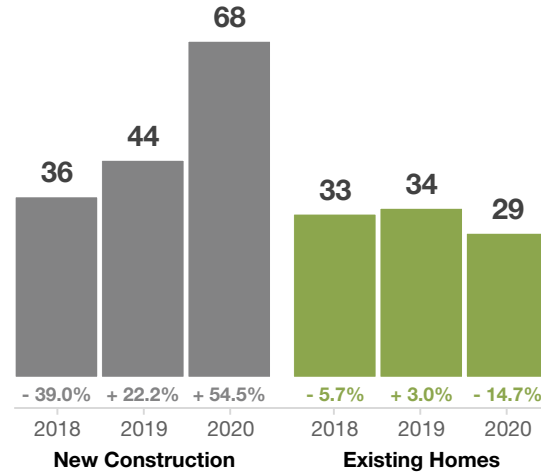


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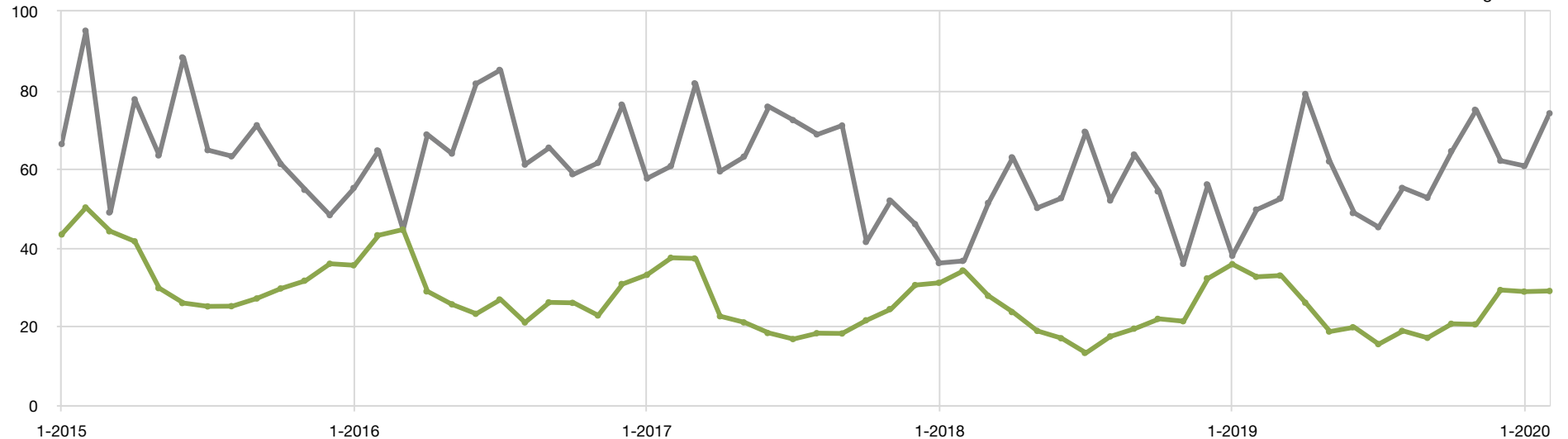
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	52	+ 2.0%	33	+ 17.9%
Apr-2019	79	+ 25.4%	26	+ 8.3%
May-2019	62	+ 24.0%	19	0.0%
Jun-2019	49	- 7.5%	20	+ 17.6%
Jul-2019	45	- 34.8%	15	+ 15.4%
Aug-2019	55	+ 5.8%	19	+ 11.8%
Sep-2019	53	- 17.2%	17	- 10.5%
Oct-2019	65	+ 20.4%	21	- 4.5%
Nov-2019	75	+ 108.3%	20	- 4.8%
Dec-2019	62	+ 10.7%	29	- 9.4%
Jan-2020	61	+ 60.5%	29	- 19.4%
<b>Feb-2020</b>	<b>74</b>	<b>+ 48.0%</b>	<b>29</b>	<b>- 12.1%</b>
12-Month Avg*	61	+ 14.5%	22	+ 0.3%

\* Days on Market for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



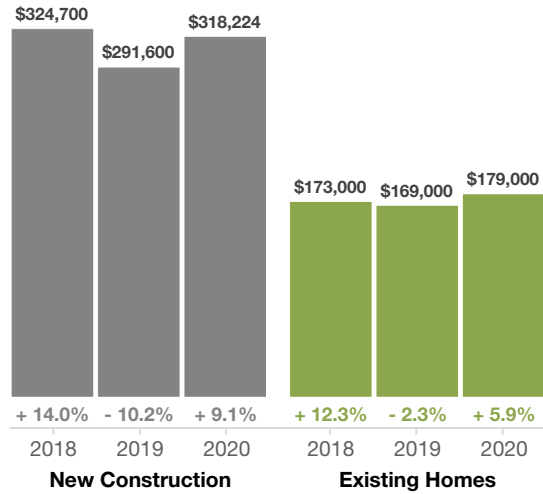
# Median Closed Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

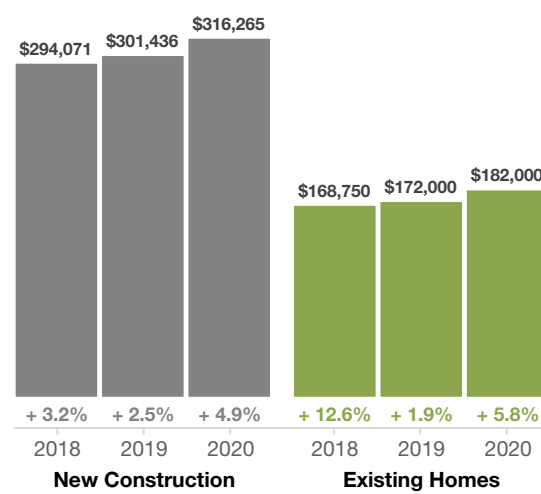


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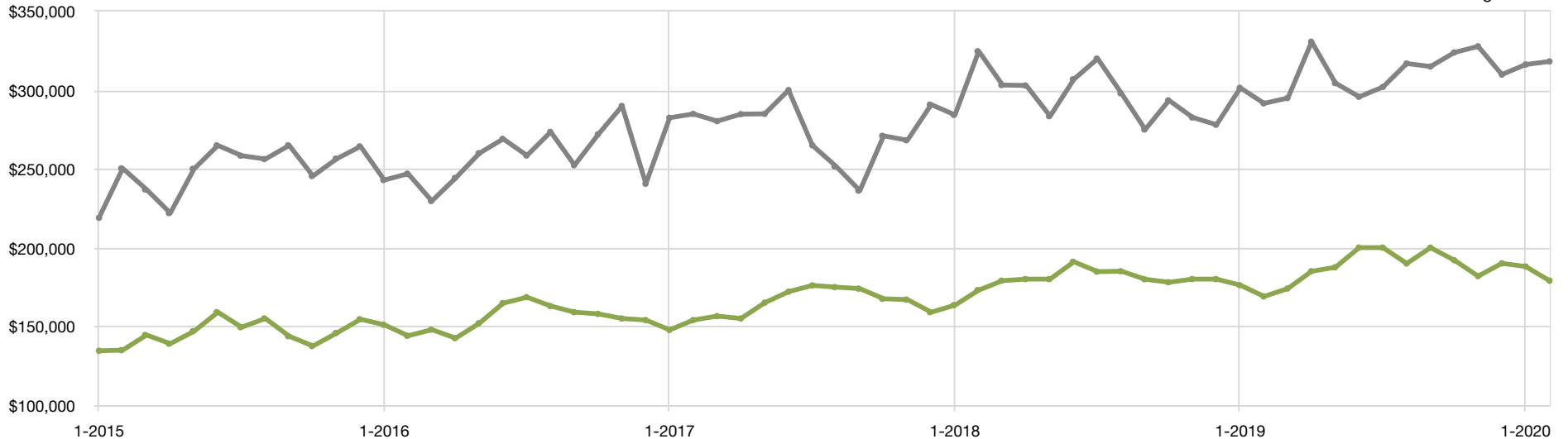
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	\$295,000	- 2.7%	\$174,000	- 2.8%
Apr-2019	\$330,750	+ 9.2%	\$185,000	+ 2.8%
May-2019	\$304,500	+ 7.4%	\$187,500	+ 4.2%
Jun-2019	\$295,779	- 3.6%	\$200,000	+ 4.7%
Jul-2019	\$302,000	- 5.6%	\$200,000	+ 8.3%
Aug-2019	\$316,900	+ 6.4%	\$189,900	+ 2.6%
Sep-2019	\$315,000	+ 14.5%	\$199,950	+ 11.1%
Oct-2019	\$323,900	+ 10.4%	\$192,000	+ 7.9%
Nov-2019	\$327,818	+ 16.0%	\$181,875	+ 1.0%
Dec-2019	\$309,900	+ 11.5%	\$190,000	+ 5.6%
Jan-2020	\$316,265	+ 4.9%	\$188,000	+ 6.7%
<b>Feb-2020</b>	<b>\$318,224</b>	<b>+ 9.1%</b>	<b>\$179,000</b>	<b>+ 5.9%</b>
12-Month Avg*	\$310,459	+ 6.4%	\$189,900	+ 5.5%

\* Median Closed Price for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





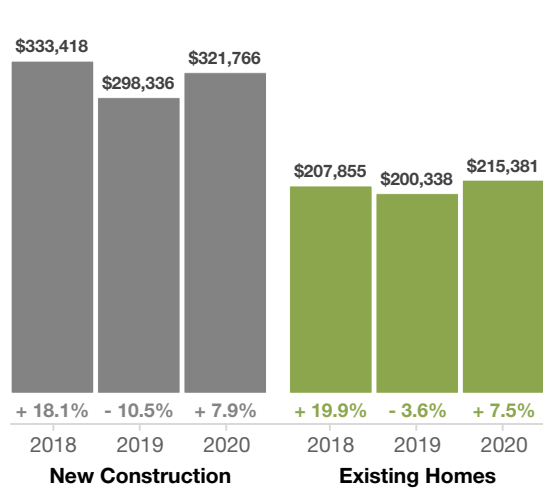
# Average Closed Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

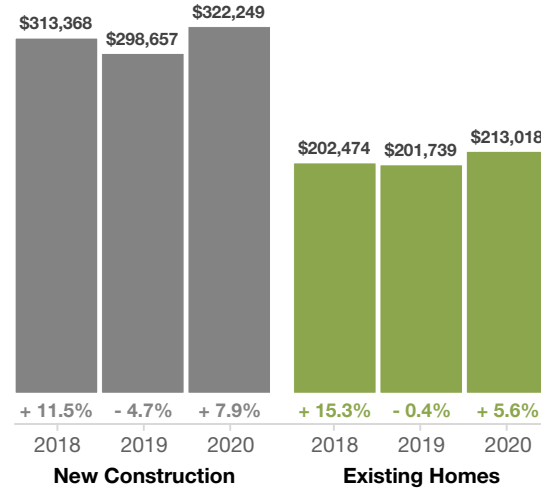


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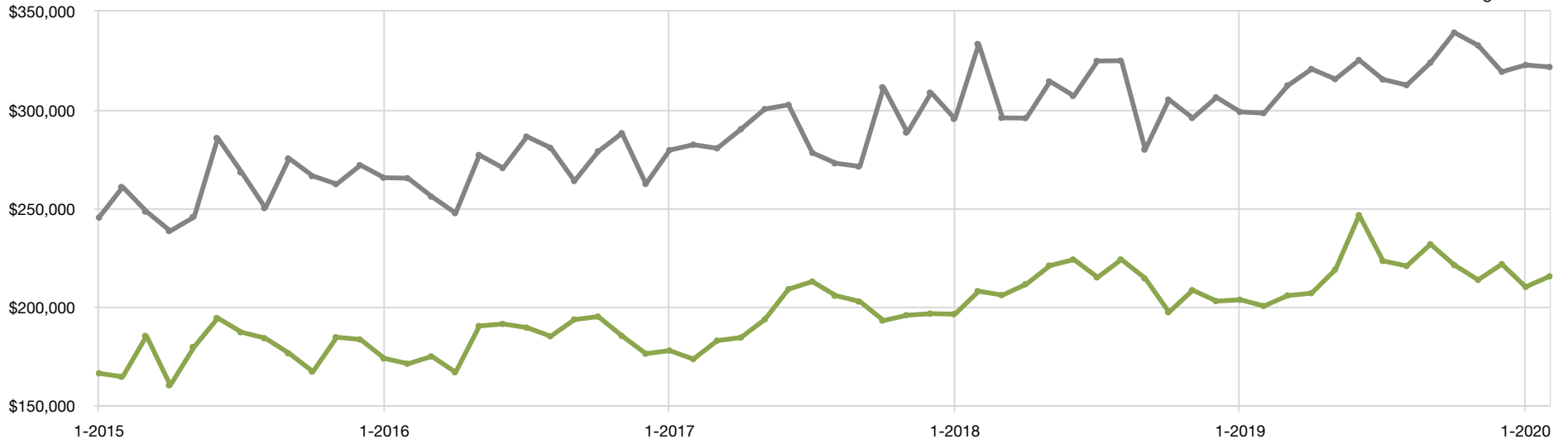
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	\$312,358	+ 5.6%	\$205,647	- 0.1%
Apr-2019	\$320,708	+ 8.4%	\$206,849	- 2.2%
May-2019	\$315,621	+ 0.4%	\$218,820	- 0.9%
Jun-2019	\$325,300	+ 5.9%	\$246,499	+ 10.1%
Jul-2019	\$315,441	- 2.9%	\$223,238	+ 3.9%
Aug-2019	\$312,565	- 3.8%	\$220,675	- 1.5%
Sep-2019	\$323,980	+ 15.8%	\$231,713	+ 8.1%
Oct-2019	\$339,264	+ 11.2%	\$221,167	+ 12.2%
Nov-2019	\$332,739	+ 12.5%	\$213,599	+ 2.5%
Dec-2019	\$319,329	+ 4.2%	\$221,587	+ 9.3%
Jan-2020	\$322,781	+ 8.0%	\$210,028	+ 3.2%
<b>Feb-2020</b>	<b>\$321,766</b>	<b>+ 7.9%</b>	<b>\$215,381</b>	<b>+ 7.5%</b>
12-Month Avg*	\$321,127	+ 5.2%	\$220,911	+ 4.3%

\* Average Closed Price for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



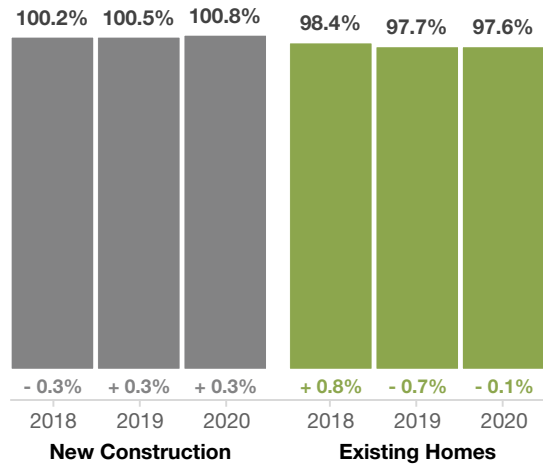
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

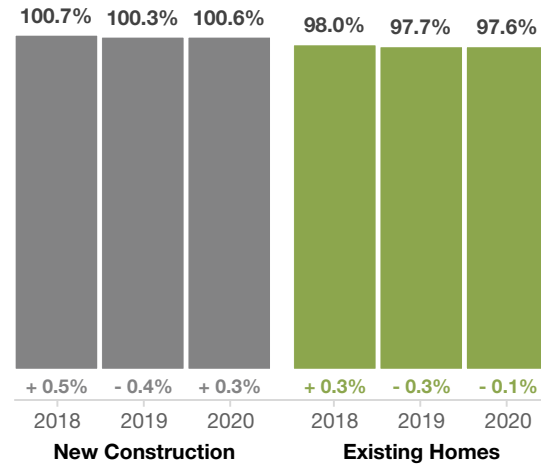


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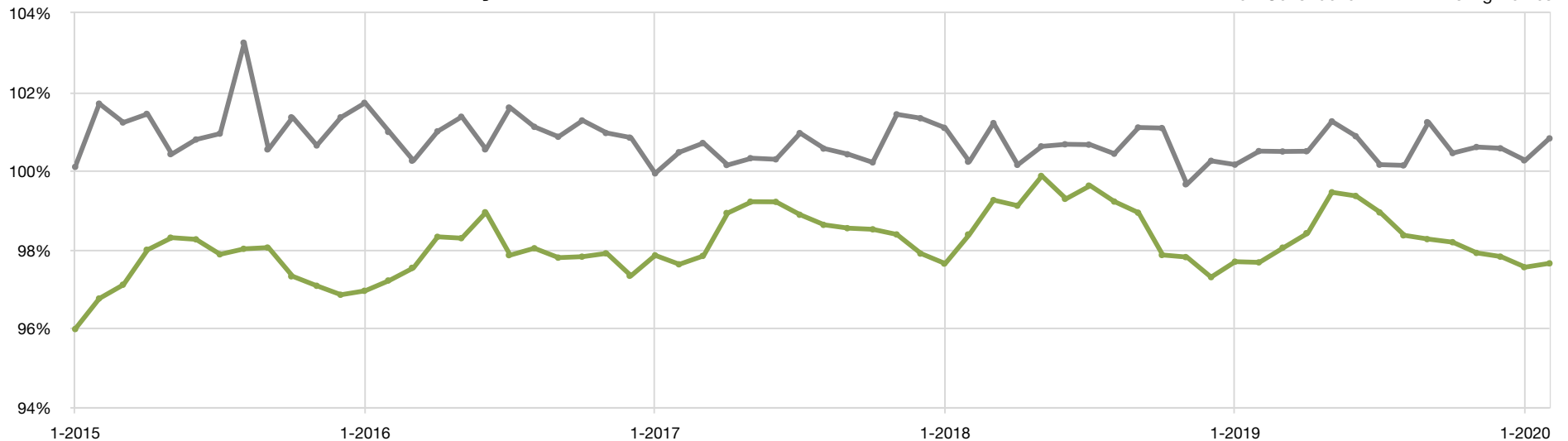
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	100.5%	- 0.7%	98.0%	- 1.3%
Apr-2019	100.5%	+ 0.4%	98.4%	- 0.7%
May-2019	101.3%	+ 0.7%	99.5%	- 0.4%
Jun-2019	100.9%	+ 0.2%	99.4%	+ 0.1%
Jul-2019	100.2%	- 0.5%	98.9%	- 0.7%
Aug-2019	100.1%	- 0.3%	98.4%	- 0.8%
Sep-2019	101.2%	+ 0.1%	98.3%	- 0.6%
Oct-2019	100.4%	- 0.7%	98.2%	+ 0.3%
Nov-2019	100.6%	+ 0.9%	97.9%	+ 0.1%
Dec-2019	100.6%	+ 0.4%	97.8%	+ 0.5%
Jan-2020	100.3%	+ 0.1%	97.6%	- 0.1%
<b>Feb-2020</b>	<b>100.8%</b>	<b>+ 0.3%</b>	<b>97.6%</b>	<b>- 0.1%</b>
12-Month Avg*	100.6%	+ 0.1%	98.4%	- 0.3%

\* Pct. of List Price Received for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



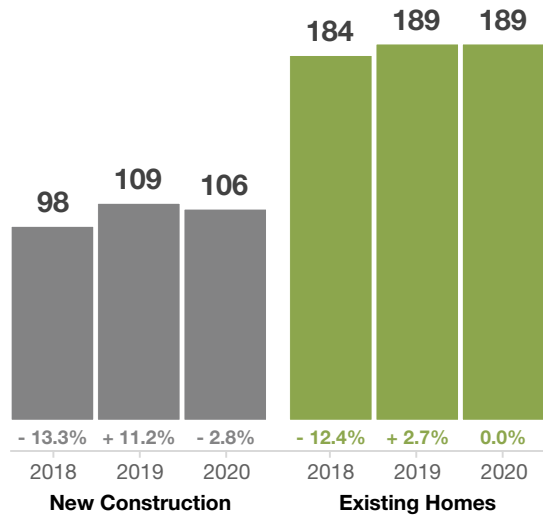
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

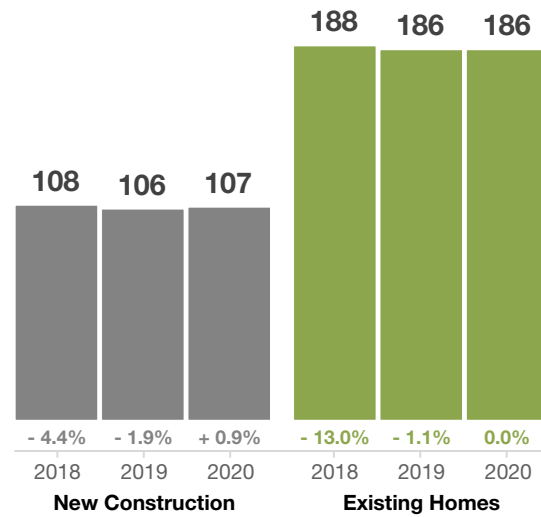


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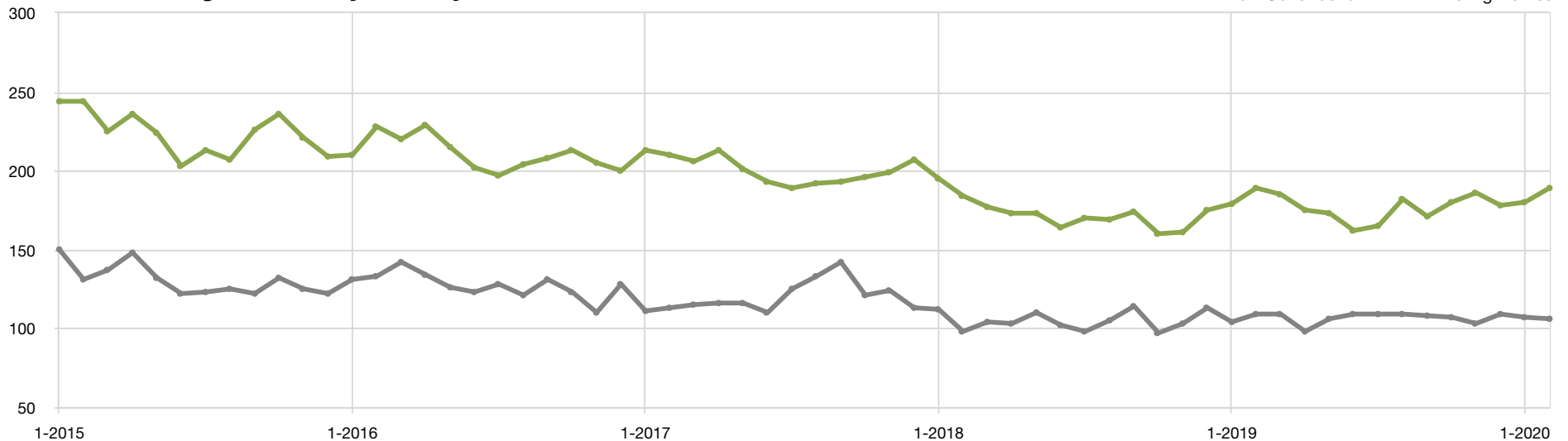


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	109	+ 4.8%	185	+ 4.5%
Apr-2019	98	- 4.9%	175	+ 1.2%
May-2019	106	- 3.6%	173	0.0%
Jun-2019	109	+ 6.9%	162	- 1.2%
Jul-2019	109	+ 11.2%	165	- 2.9%
Aug-2019	109	+ 3.8%	182	+ 7.7%
Sep-2019	108	- 5.3%	171	- 1.7%
Oct-2019	107	+ 10.3%	180	+ 12.5%
Nov-2019	103	0.0%	186	+ 15.5%
Dec-2019	109	- 3.5%	178	+ 1.7%
Jan-2020	107	+ 2.9%	180	+ 0.6%
<b>Feb-2020</b>	<b>106</b>	<b>- 2.8%</b>	<b>189</b>	<b>0.0%</b>
12-Month Avg	107	+ 1.9%	177	+ 2.9%

## Historical Housing Affordability Index by Month



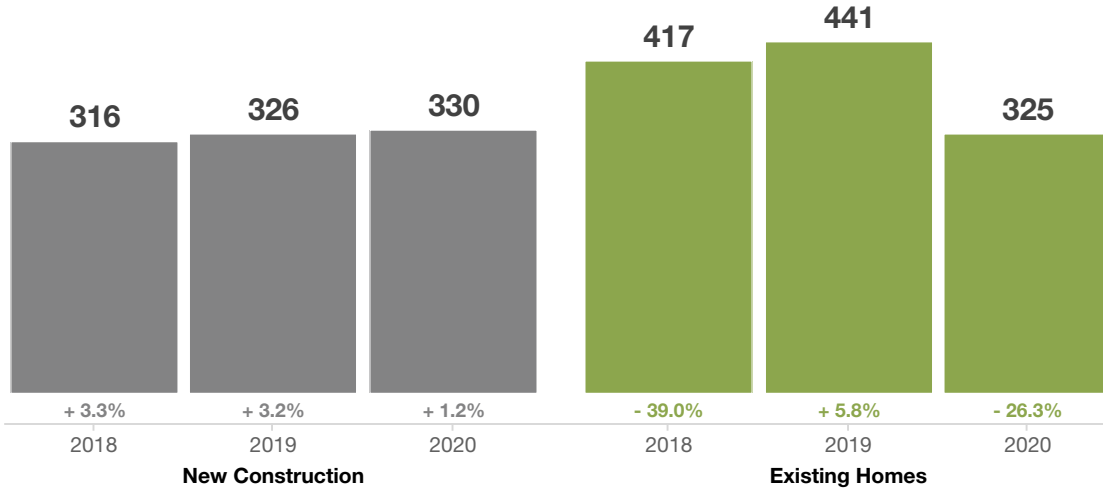
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



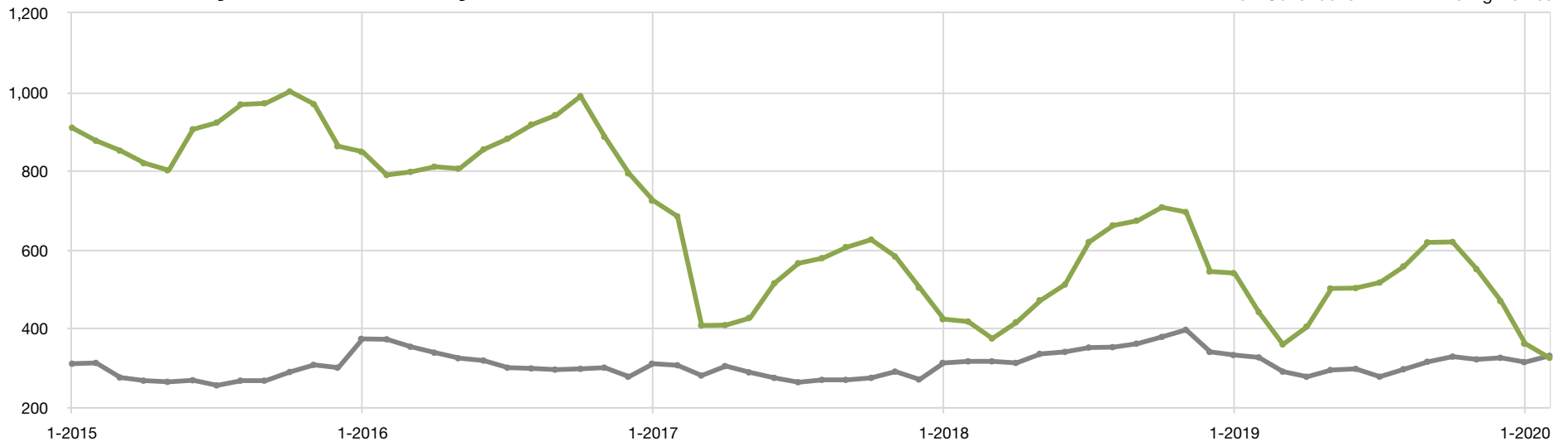
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	290	- 8.2%	359	- 4.0%
Apr-2019	277	- 11.2%	404	- 2.7%
May-2019	294	- 12.2%	501	+ 6.4%
Jun-2019	297	- 12.6%	502	- 1.8%
Jul-2019	277	- 21.1%	516	- 16.6%
Aug-2019	296	- 15.9%	557	- 15.7%
Sep-2019	315	- 12.7%	618	- 8.2%
Oct-2019	328	- 13.2%	619	- 12.4%
Nov-2019	321	- 18.9%	550	- 20.9%
Dec-2019	325	- 4.4%	469	- 13.8%
Jan-2020	314	- 5.4%	361	- 33.1%
<b>Feb-2020</b>	<b>330</b>	<b>+ 1.2%</b>	<b>325</b>	<b>- 26.3%</b>
12-Month Avg	305	- 11.6%	482	- 13.0%

## Historical Inventory of Homes for Sale by Month



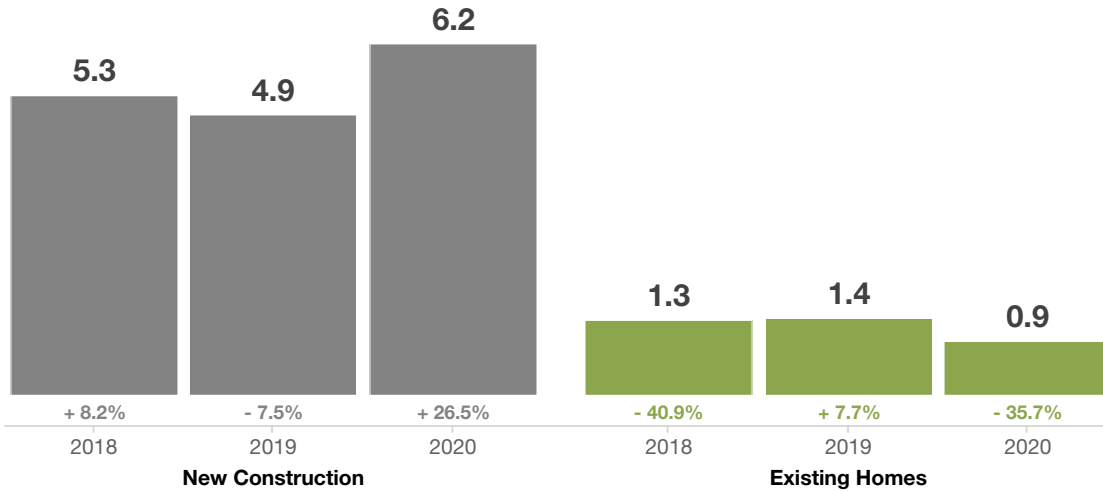
# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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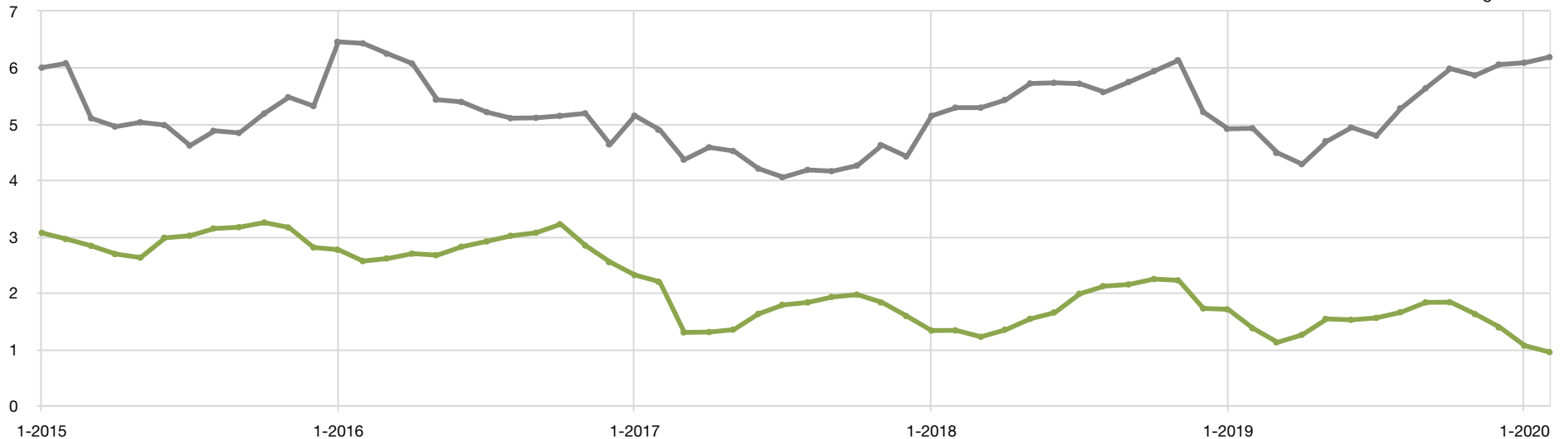
## February



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2019	4.5	- 15.1%	1.1	- 8.3%
Apr-2019	4.3	- 20.4%	1.2	- 7.7%
May-2019	4.7	- 17.5%	1.5	0.0%
Jun-2019	4.9	- 14.0%	1.5	- 6.3%
Jul-2019	4.8	- 15.8%	1.6	- 20.0%
Aug-2019	5.3	- 5.4%	1.7	- 19.0%
Sep-2019	5.6	- 1.8%	1.8	- 14.3%
Oct-2019	6.0	+ 1.7%	1.8	- 18.2%
Nov-2019	5.9	- 3.3%	1.6	- 27.3%
Dec-2019	6.1	+ 17.3%	1.4	- 17.6%
Jan-2020	6.1	+ 24.5%	1.1	- 35.3%
<b>Feb-2020</b>	<b>6.2</b>	<b>+ 26.5%</b>	<b>0.9</b>	<b>- 35.7%</b>
12-Month Avg*	5.4	- 3.1%	1.4	- 18.6%

\* Months Supply for all properties from March 2019 through February 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# New and Existing Homes Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Lincoln Area Region

Key Metrics	Historical Sparkbars	2-2019	2-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		357	<b>487</b>	+ 36.4%	895	<b>909</b>	+ 1.6%
<b>Pending Sales</b>		333	<b>397</b>	+ 19.2%	700	<b>761</b>	+ 8.7%
<b>Closed Sales</b>		292	<b>301</b>	+ 3.1%	537	<b>544</b>	+ 1.3%
<b>Days on Market Until Sale</b>		35	<b>36</b>	+ 2.9%	36	<b>35</b>	- 2.8%
<b>Median Closed Price</b>		\$184,500	<b>\$190,000</b>	+ 3.0%	\$186,750	<b>\$195,000</b>	+ 4.4%
<b>Average Closed Price</b>		\$214,482	<b>\$230,932</b>	+ 7.7%	\$217,831	<b>\$229,885</b>	+ 5.5%
<b>Percent of List Price Received</b>		98.1%	<b>98.1%</b>	0.0%	98.1%	<b>98.1%</b>	0.0%
<b>Housing Affordability Index</b>		173	<b>178</b>	+ 2.9%	171	<b>173</b>	+ 1.2%
<b>Inventory of Homes for Sale</b>		767	<b>655</b>	- 14.6%	—	—	—
<b>Months Supply of Inventory</b>		2.0	<b>1.6</b>	- 20.0%	—	—	—