

# Monthly Indicators

Lincoln Area Region



## October 2020

October continued to be busier than the calendar normally suggests. Buyer activity remains higher than normal for this time of year, while in many segments of the market housing supply remains much lower than one year ago. Multiple offers remain a common occurrence in many areas, keeping housing hot while the temperatures continue to fall.

New Listings increased 6.7 percent for New Construction but decreased 11.2 percent for Existing Homes. Pending Sales increased 61.4 percent for New Construction and 18.7 percent for Existing Homes. Inventory decreased 28.3 percent for New Construction and 57.6 percent for Existing Homes.

Median Closed Price increased 5.2 percent for New Construction and 14.6 percent for Existing Homes. Days on Market decreased 34.9 percent for New Construction and 57.1 percent for Existing Homes. Months Supply of Inventory decreased 43.3 percent for New Construction and 63.2 percent for Existing Homes.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Quick Facts

**+ 25.3%**

Change in  
**Closed Sales**  
All Properties

**+ 14.1%**

Change in  
**Median Closed Price**  
All Properties

**- 47.4%**

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.

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14

# 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		105	<b>112</b>	+ 6.7%	1,069	<b>1,159</b>	+ 8.4%
<b>Pending Sales</b>		44	<b>71</b>	+ 61.4%	574	<b>747</b>	+ 30.1%
<b>Closed Sales</b>		53	<b>67</b>	+ 26.4%	569	<b>623</b>	+ 9.5%
<b>Days on Market Until Sale</b>		63	<b>41</b>	- 34.9%	56	<b>58</b>	+ 3.6%
<b>Median Closed Price</b>		\$321,800	<b>\$338,490</b>	+ 5.2%	\$306,489	<b>\$326,089</b>	+ 6.4%
<b>Average Closed Price</b>		\$337,552	<b>\$340,870</b>	+ 1.0%	\$316,452	<b>\$337,278</b>	+ 6.6%
<b>Percent of List Price Received</b>		100.4%	<b>101.3%</b>	+ 0.9%	100.6%	<b>100.6%</b>	0.0%
<b>Housing Affordability Index</b>		107	<b>106</b>	- 0.9%	113	<b>110</b>	- 2.7%
<b>Inventory of Homes for Sale</b>		332	<b>238</b>	- 28.3%	—	—	—
<b>Months Supply of Inventory</b>		6.0	<b>3.4</b>	- 43.3%	—	—	—

# 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		483	<b>429</b>	- 11.2%	4,848	<b>4,545</b>	- 6.3%
<b>Pending Sales</b>		316	<b>375</b>	+ 18.7%	3,597	<b>4,010</b>	+ 11.5%
<b>Closed Sales</b>		347	<b>434</b>	+ 25.1%	3,438	<b>3,725</b>	+ 8.3%
<b>Days on Market Until Sale</b>		21	<b>9</b>	- 57.1%	22	<b>17</b>	- 22.7%
<b>Median Closed Price</b>		\$191,950	<b>\$220,000</b>	+ 14.6%	\$189,000	<b>\$207,000</b>	+ 9.5%
<b>Average Closed Price</b>		\$220,811	<b>\$249,923</b>	+ 13.2%	\$220,030	<b>\$236,598</b>	+ 7.5%
<b>Percent of List Price Received</b>		98.2%	<b>100.6%</b>	+ 2.4%	98.5%	<b>99.8%</b>	+ 1.3%
<b>Housing Affordability Index</b>		180	<b>162</b>	- 10.0%	183	<b>173</b>	- 5.5%
<b>Inventory of Homes for Sale</b>		627	<b>266</b>	- 57.6%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>0.7</b>	- 63.2%	—	—	—

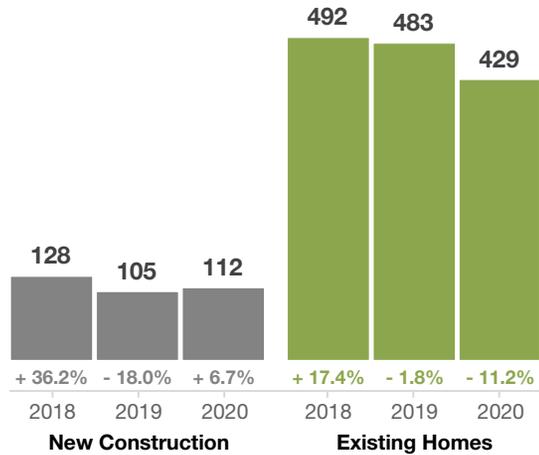
# New Listings

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

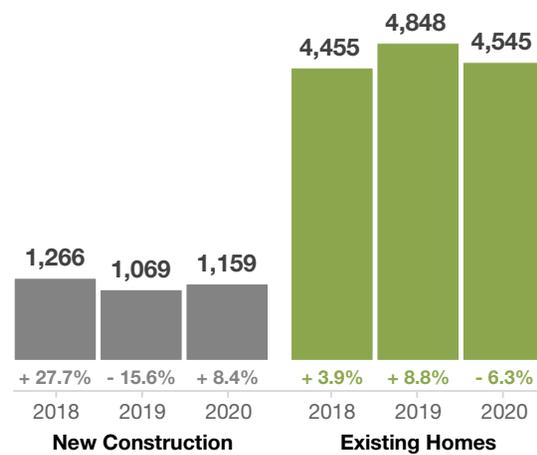


Lincoln Area Region

## October

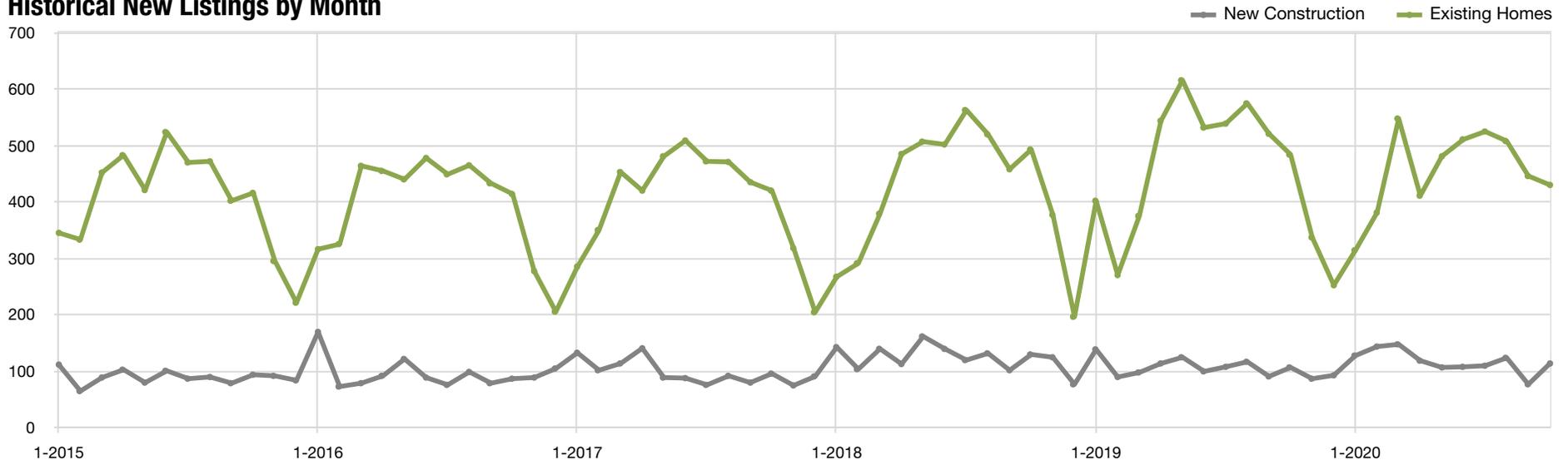


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	85	-30.9%	336	-10.6%
Dec-2019	91	+21.3%	251	+28.7%
Jan-2020	126	-8.0%	313	-21.9%
Feb-2020	142	+61.4%	380	+41.3%
Mar-2020	146	+52.1%	547	+46.3%
Apr-2020	117	+4.5%	410	-24.5%
May-2020	105	-14.6%	480	-22.0%
Jun-2020	106	+8.2%	510	-4.0%
Jul-2020	108	+1.9%	524	-2.6%
Aug-2020	122	+6.1%	507	-11.7%
Sep-2020	75	-15.7%	445	-14.4%
<b>Oct-2020</b>	<b>112</b>	<b>+6.7%</b>	<b>429</b>	<b>-11.2%</b>
12-Month Avg	111	+4.7%	428	-5.3%

## Historical New Listings by Month



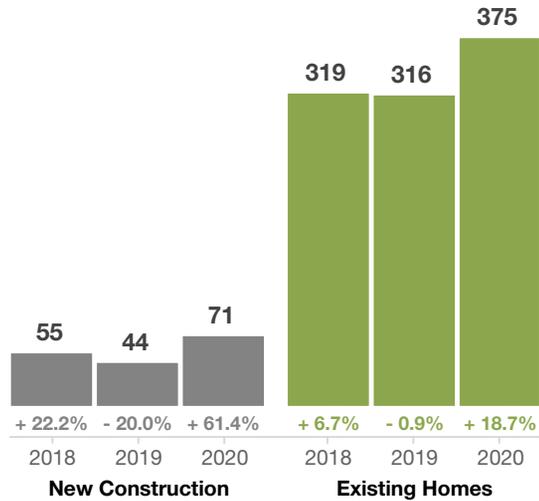
# Pending Sales

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

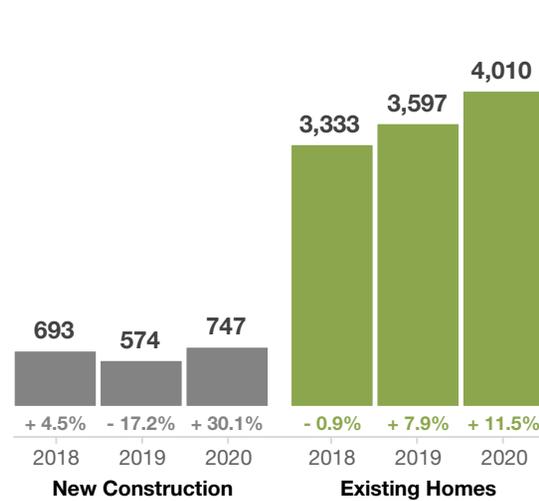


Lincoln Area Region

## October



## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	43	+ 2.4%	273	+ 6.6%
Dec-2019	39	- 17.0%	204	- 2.4%
Jan-2020	61	- 25.6%	308	+ 8.5%
Feb-2020	71	+ 54.3%	328	+ 14.3%
Mar-2020	79	+ 5.3%	369	+ 7.9%
Apr-2020	62	- 10.1%	360	- 11.5%
May-2020	95	+ 58.3%	497	+ 18.9%
Jun-2020	86	+ 50.9%	452	+ 6.6%
Jul-2020	78	+ 73.3%	479	+ 21.3%
Aug-2020	87	+ 70.6%	445	+ 11.8%
Sep-2020	57	+ 26.7%	397	+ 21.8%
<b>Oct-2020</b>	<b>71</b>	<b>+ 61.4%</b>	<b>375</b>	<b>+ 18.7%</b>
12-Month Avg	69	+ 25.5%	374	+ 10.3%

## Historical Pending Sales by Month



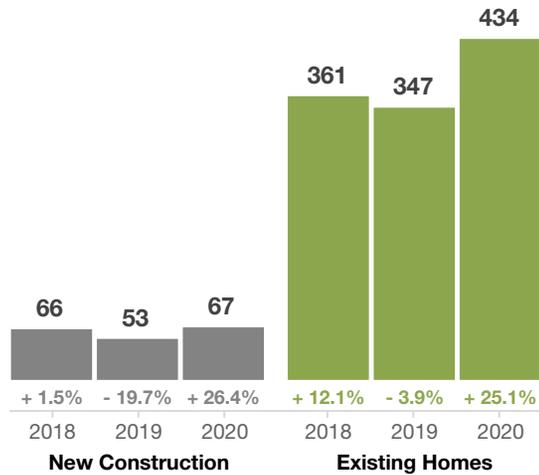
# Closed Sales

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

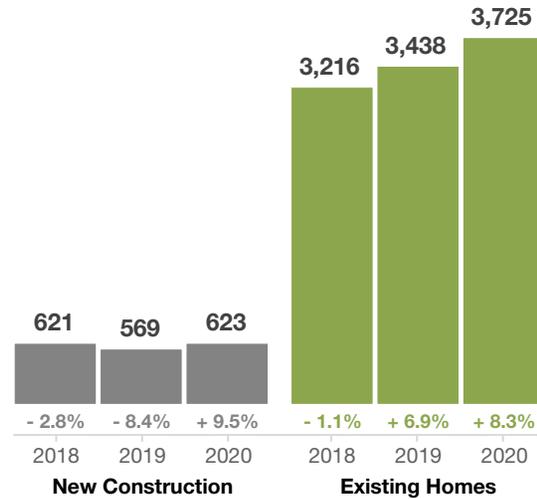


Lincoln Area Region

## October

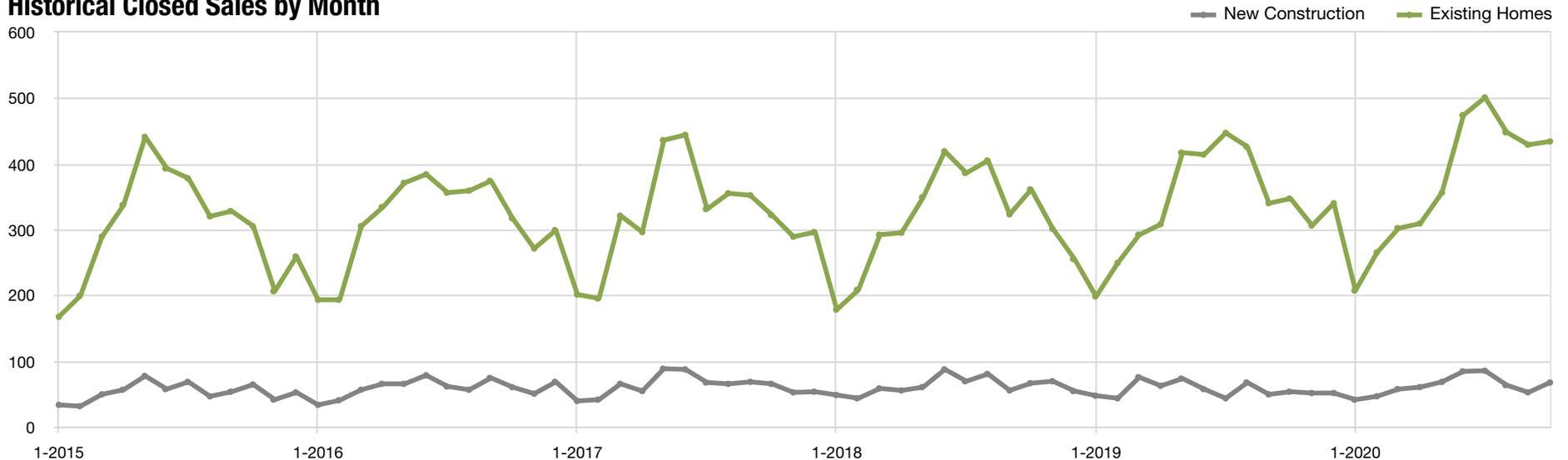


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	51	-26.1%	306	+1.7%
Dec-2019	51	-5.6%	340	+33.3%
Jan-2020	41	-12.8%	207	+4.5%
Feb-2020	46	+7.0%	265	+6.4%
Mar-2020	57	-24.0%	302	+3.4%
Apr-2020	60	-3.2%	309	+0.3%
May-2020	68	-6.8%	356	-14.6%
Jun-2020	84	+47.4%	474	+14.5%
Jul-2020	85	+97.7%	501	+12.1%
Aug-2020	63	-6.0%	448	+5.2%
Sep-2020	52	+6.1%	429	+26.2%
<b>Oct-2020</b>	<b>67</b>	<b>+26.4%</b>	<b>434</b>	<b>+25.1%</b>
12-Month Avg	60	+3.4%	364	+9.3%

## Historical Closed Sales by Month



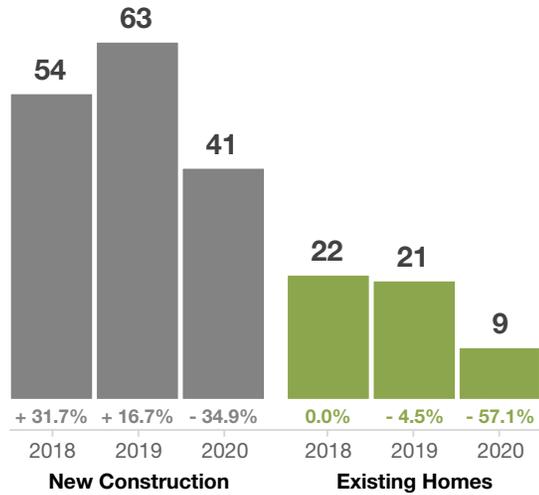
# Days on Market Until Sale

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

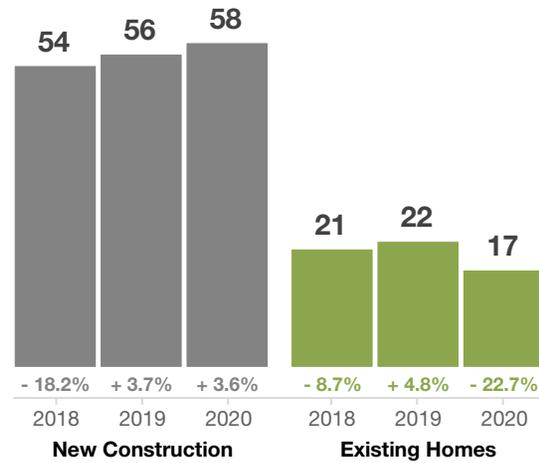


Lincoln Area Region

## October



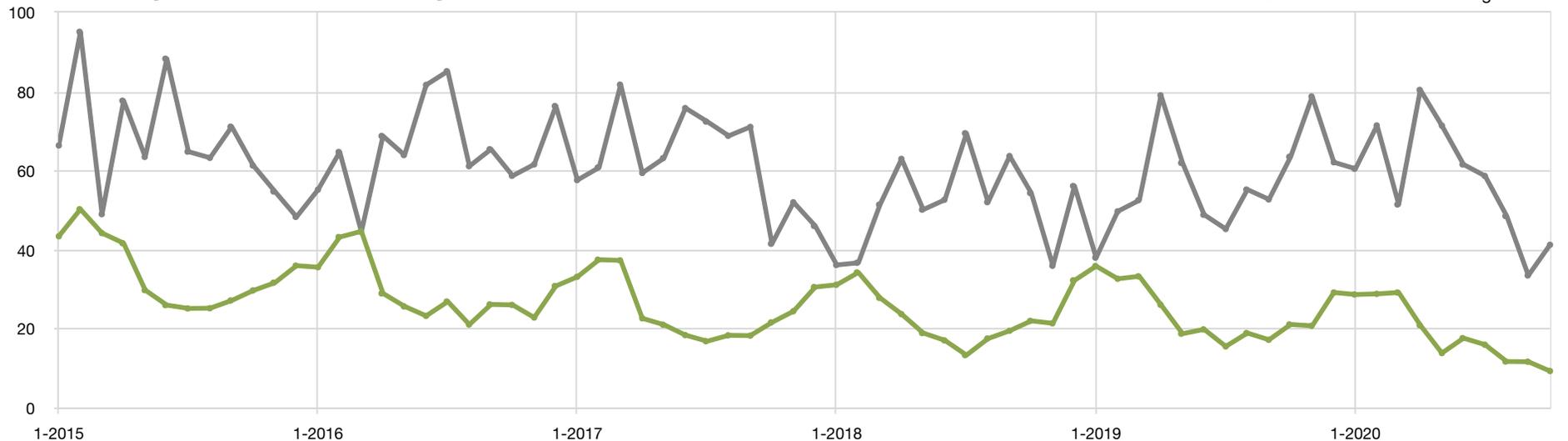
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	79	+ 119.4%	21	0.0%
Dec-2019	62	+ 10.7%	29	- 9.4%
Jan-2020	60	+ 57.9%	29	- 19.4%
Feb-2020	71	+ 42.0%	29	- 12.1%
Mar-2020	51	- 1.9%	29	- 12.1%
Apr-2020	80	+ 1.3%	21	- 19.2%
May-2020	71	+ 14.5%	14	- 26.3%
Jun-2020	62	+ 26.5%	18	- 10.0%
Jul-2020	59	+ 31.1%	16	+ 6.7%
Aug-2020	48	- 12.7%	12	- 36.8%
Sep-2020	33	- 37.7%	12	- 29.4%
<b>Oct-2020</b>	<b>41</b>	<b>- 34.9%</b>	<b>9</b>	<b>- 57.1%</b>
12-Month Avg*	60	+ 11.1%	18	- 19.8%

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

## Historical Days on Market Until Sale by Month



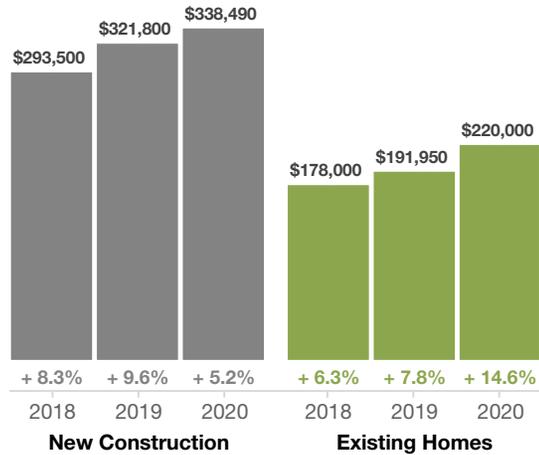
# Median Closed Price

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

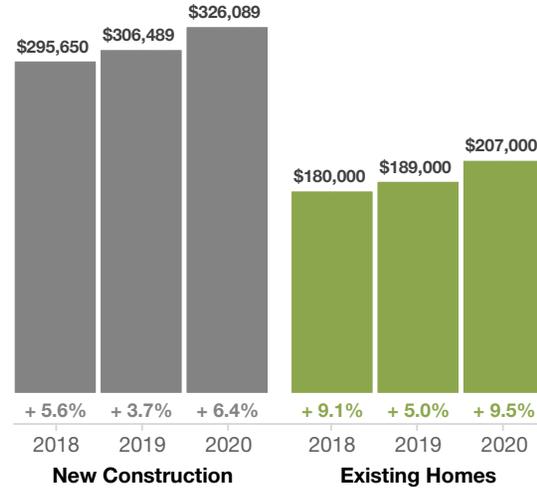


Lincoln Area Region

## October



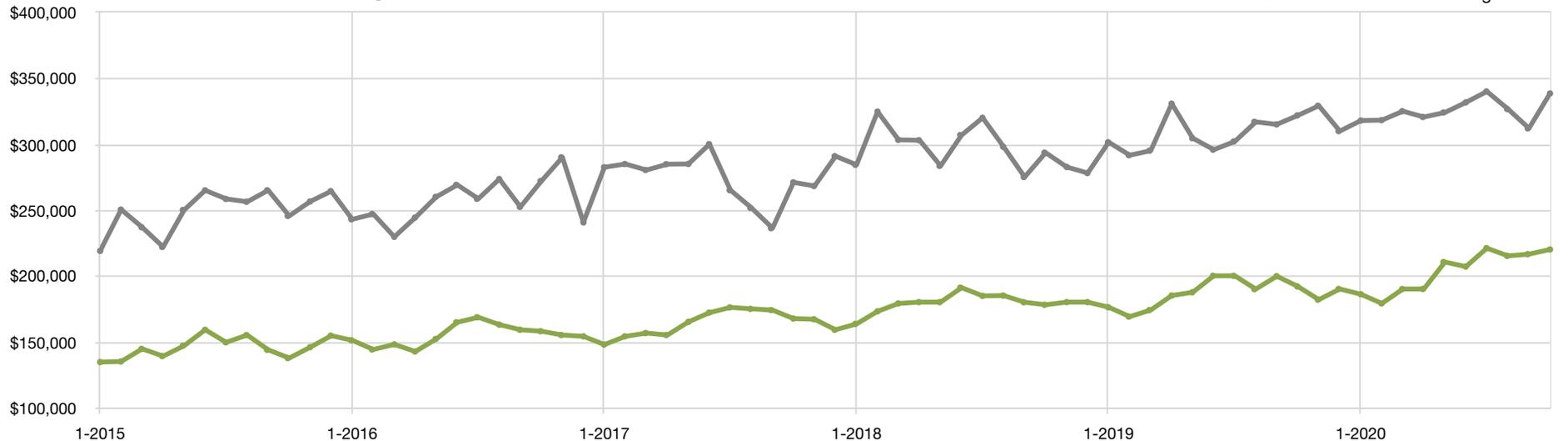
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	\$329,136	+ 16.4%	\$181,875	+ 1.0%
Dec-2019	\$309,900	+ 11.5%	\$190,000	+ 5.6%
Jan-2020	\$317,900	+ 5.5%	\$186,000	+ 5.6%
Feb-2020	\$318,224	+ 9.1%	\$179,000	+ 5.9%
Mar-2020	\$325,000	+ 10.2%	\$189,950	+ 9.2%
Apr-2020	\$320,603	- 3.1%	\$190,000	+ 2.7%
May-2020	\$324,045	+ 6.4%	\$210,450	+ 12.2%
Jun-2020	\$331,700	+ 12.1%	\$207,000	+ 3.5%
Jul-2020	\$340,000	+ 12.6%	\$221,000	+ 10.5%
Aug-2020	\$326,700	+ 3.1%	\$215,150	+ 13.3%
Sep-2020	\$312,000	- 1.0%	\$216,450	+ 8.4%
<b>Oct-2020</b>	<b>\$338,490</b>	<b>+ 5.2%</b>	<b>\$220,000</b>	<b>+ 14.6%</b>
12-Month Avg*	\$326,000	+ 8.5%	\$205,000	+ 9.3%

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

## Historical Median Closed Price by Month



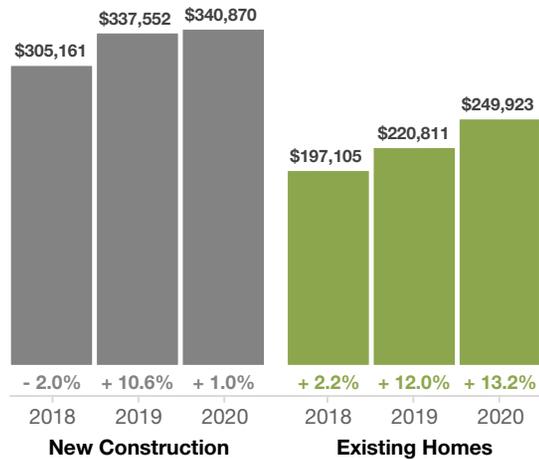
# Average Closed Price

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

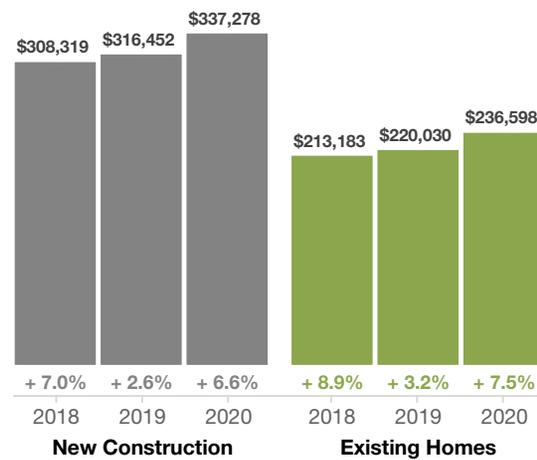


Lincoln Area Region

## October



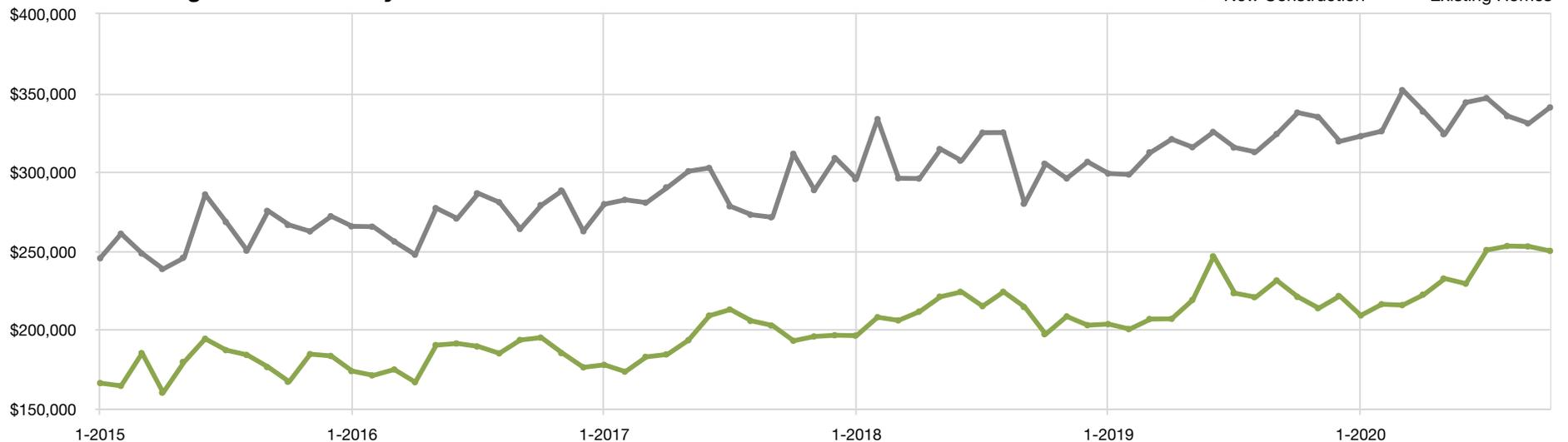
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	\$334,748	+ 13.2%	\$213,595	+ 2.5%
Dec-2019	\$319,329	+ 4.2%	\$221,301	+ 9.1%
Jan-2020	\$322,662	+ 7.9%	\$209,003	+ 2.7%
Feb-2020	\$325,817	+ 9.2%	\$216,071	+ 7.9%
Mar-2020	\$351,810	+ 12.6%	\$215,549	+ 4.3%
Apr-2020	\$338,215	+ 5.5%	\$222,193	+ 7.4%
May-2020	\$323,864	+ 2.6%	\$232,358	+ 6.2%
Jun-2020	\$344,026	+ 5.8%	\$229,136	- 7.0%
Jul-2020	\$346,776	+ 9.9%	\$250,448	+ 12.3%
Aug-2020	\$335,363	+ 7.3%	\$252,996	+ 14.7%
Sep-2020	\$330,741	+ 2.1%	\$252,747	+ 9.3%
<b>Oct-2020</b>	<b>\$340,870</b>	<b>+ 1.0%</b>	<b>\$249,923</b>	<b>+ 13.2%</b>
12-Month Avg*	\$335,838	+ 7.1%	\$233,797	+ 7.2%

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

## Historical Average Closed Price by Month



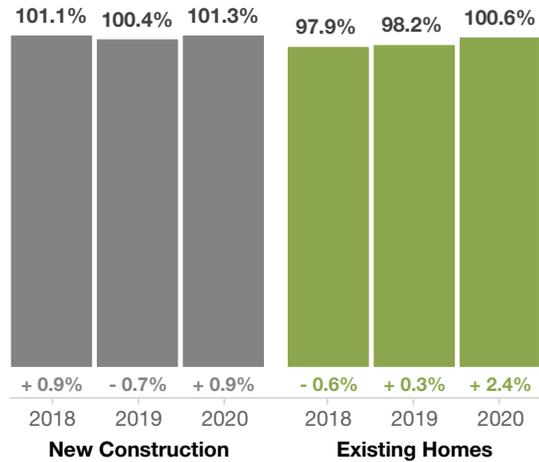
# Percent of List Price Received

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.

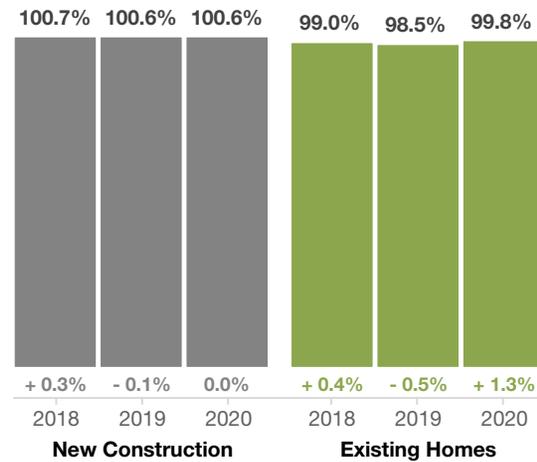


Lincoln Area Region

## October



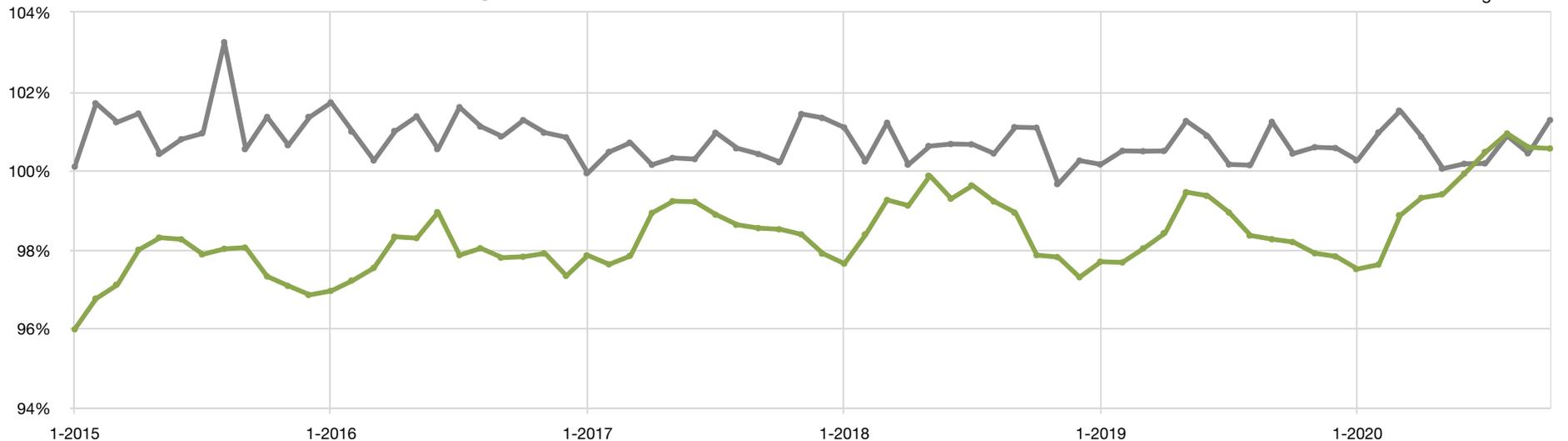
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	97.5%	- 0.2%
Feb-2020	101.0%	+ 0.5%	97.6%	- 0.1%
Mar-2020	101.5%	+ 1.0%	98.9%	+ 0.9%
Apr-2020	100.9%	+ 0.4%	99.3%	+ 0.9%
May-2020	100.0%	- 1.3%	99.4%	- 0.1%
Jun-2020	100.2%	- 0.7%	99.9%	+ 0.5%
Jul-2020	100.2%	0.0%	100.5%	+ 1.6%
Aug-2020	100.9%	+ 0.8%	100.9%	+ 2.5%
Sep-2020	100.4%	- 0.8%	100.6%	+ 2.3%
<b>Oct-2020</b>	<b>101.3%</b>	<b>+ 0.9%</b>	<b>100.6%</b>	<b>+ 2.4%</b>
12-Month Avg*	100.6%	+ 0.1%	99.5%	+ 1.1%

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

## Historical Percent of List Price Received by Month



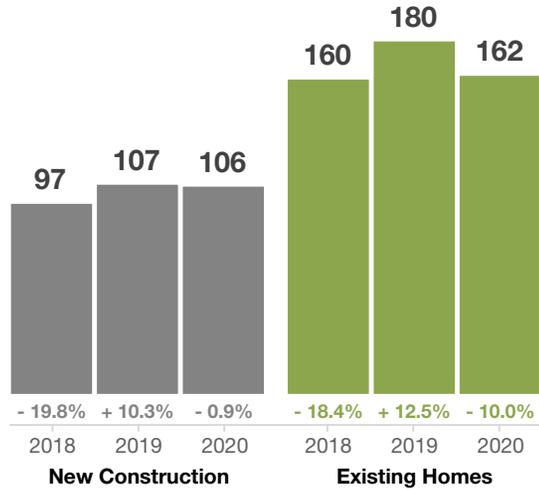
# Housing Affordability Index

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.

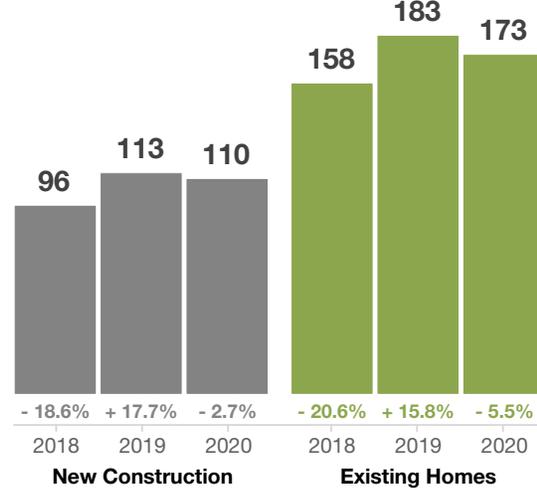


Lincoln Area Region

## October

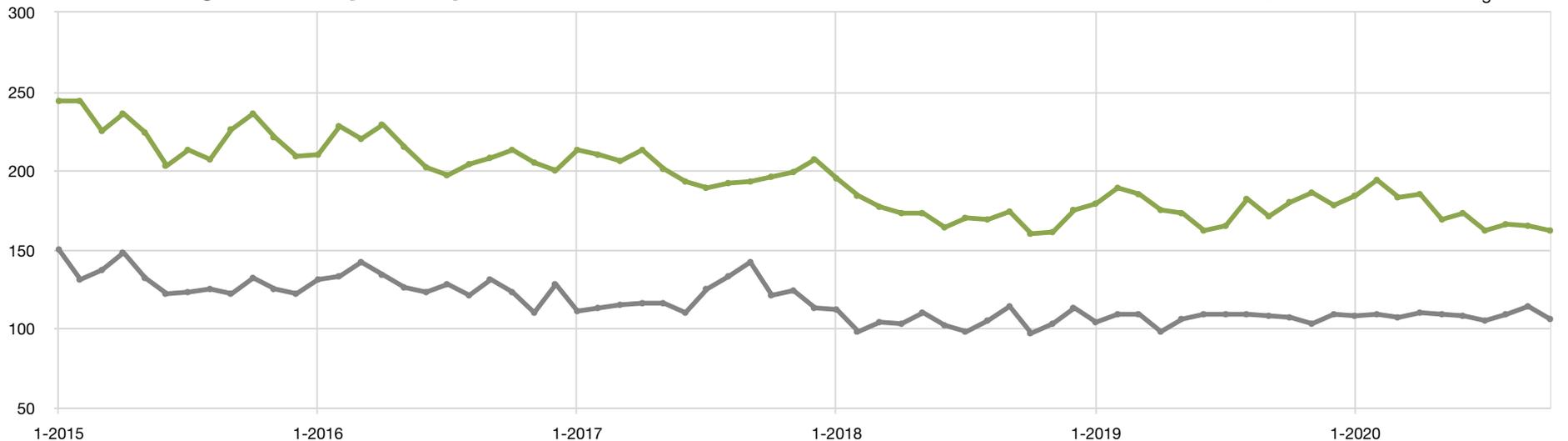


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	103	0.0%	186	+ 15.5%
Dec-2019	109	- 3.5%	178	+ 1.7%
Jan-2020	108	+ 3.8%	184	+ 2.8%
Feb-2020	109	0.0%	194	+ 2.6%
Mar-2020	107	- 1.8%	183	- 1.1%
Apr-2020	110	+ 12.2%	185	+ 5.7%
May-2020	109	+ 2.8%	169	- 2.3%
Jun-2020	108	- 0.9%	173	+ 6.8%
Jul-2020	105	- 3.7%	162	- 1.8%
Aug-2020	109	0.0%	166	- 8.8%
Sep-2020	114	+ 5.6%	165	- 3.5%
<b>Oct-2020</b>	<b>106</b>	<b>- 0.9%</b>	<b>162</b>	<b>- 10.0%</b>
12-Month Avg	108	+ 0.9%	176	+ 0.6%

## Historical Housing Affordability Index by Month



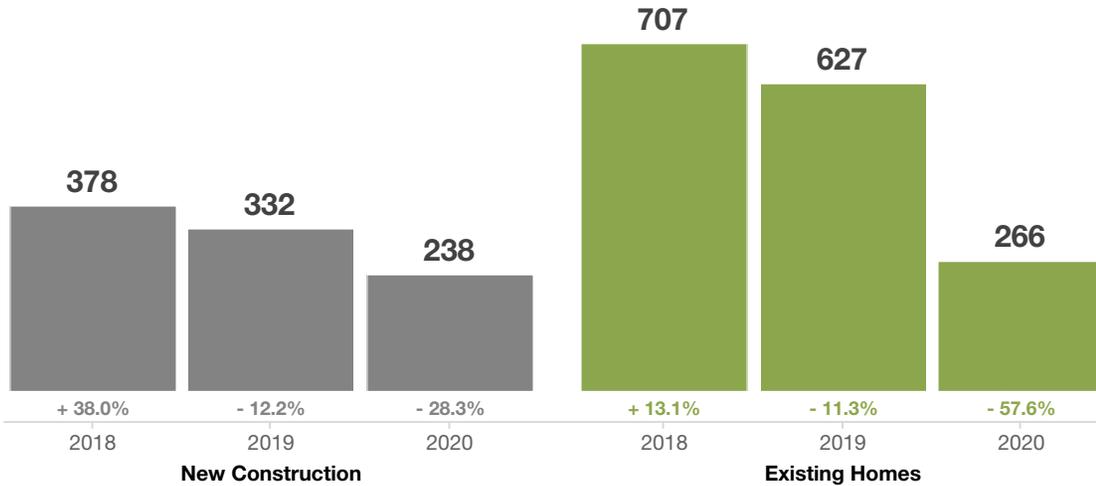
# Inventory of Homes for Sale

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



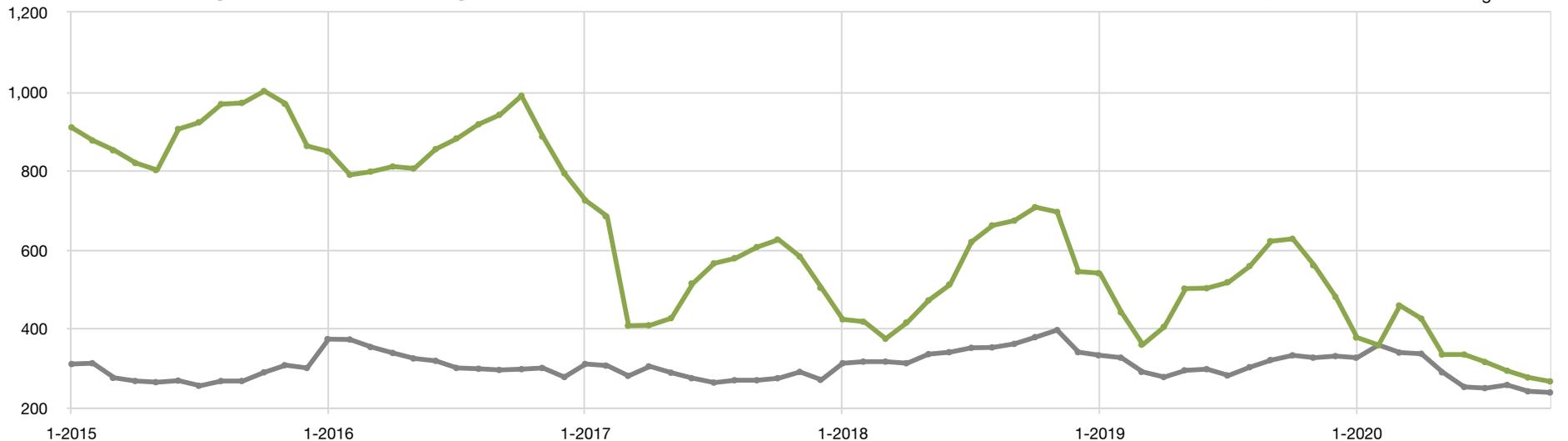
Lincoln Area Region

## October



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	326	- 17.7%	560	- 19.4%
Dec-2019	330	- 2.9%	480	- 11.8%
Jan-2020	326	- 1.8%	377	- 30.2%
Feb-2020	358	+ 9.8%	358	- 18.8%
Mar-2020	339	+ 16.9%	458	+ 27.6%
Apr-2020	336	+ 21.3%	425	+ 5.2%
May-2020	289	- 1.7%	334	- 33.3%
Jun-2020	252	- 15.2%	334	- 33.5%
Jul-2020	249	- 11.4%	315	- 39.1%
Aug-2020	257	- 14.9%	293	- 47.5%
Sep-2020	241	- 24.7%	276	- 55.6%
<b>Oct-2020</b>	<b>238</b>	<b>- 28.3%</b>	<b>266</b>	<b>- 57.6%</b>
12-Month Avg	295	- 6.6%	373	- 29.1%

## Historical Inventory of Homes for Sale by Month



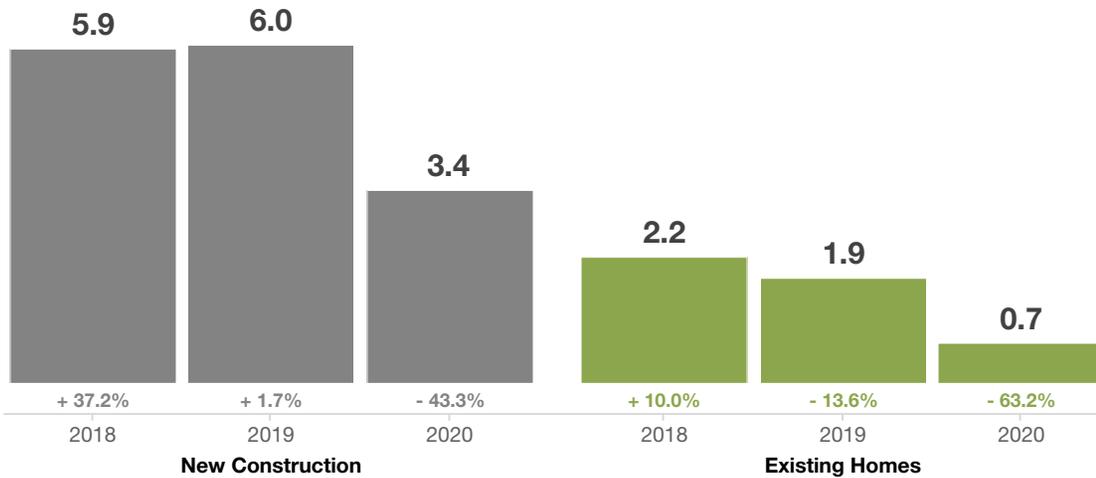
# Months Supply of Inventory

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.



Lincoln Area Region

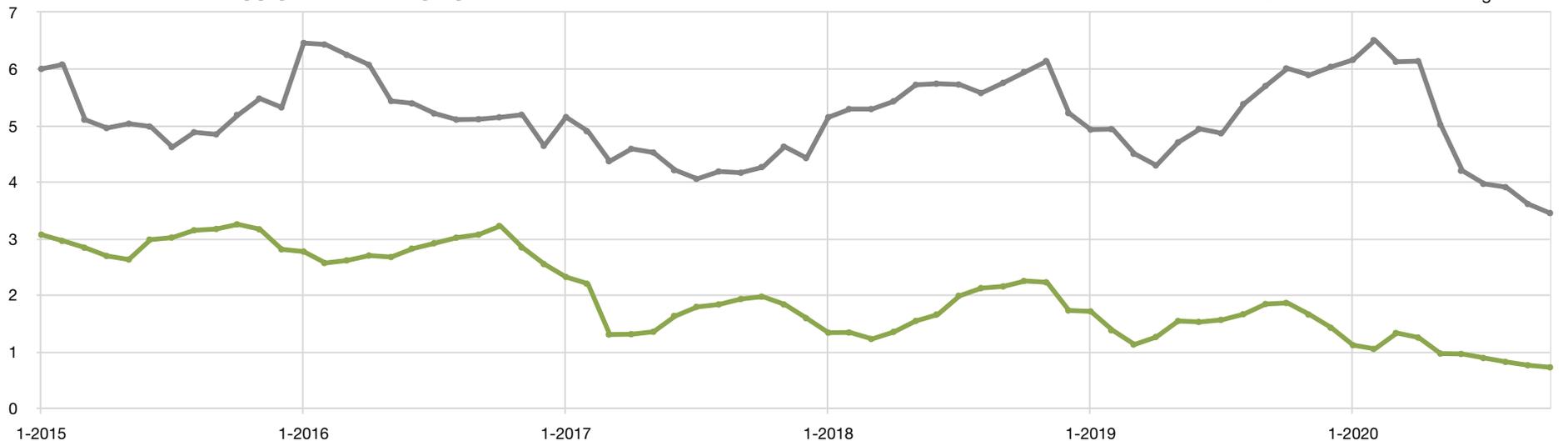
## October



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2019	5.9	- 3.3%	1.6	- 27.3%
Dec-2019	6.0	+ 15.4%	1.4	- 17.6%
Jan-2020	6.2	+ 26.5%	1.1	- 35.3%
Feb-2020	6.5	+ 32.7%	1.0	- 28.6%
Mar-2020	6.1	+ 35.6%	1.3	+ 18.2%
Apr-2020	6.1	+ 41.9%	1.2	0.0%
May-2020	5.0	+ 6.4%	1.0	- 33.3%
Jun-2020	4.2	- 14.3%	0.9	- 40.0%
Jul-2020	4.0	- 18.4%	0.9	- 43.8%
Aug-2020	3.9	- 27.8%	0.8	- 52.9%
Sep-2020	3.6	- 36.8%	0.7	- 61.1%
<b>Oct-2020</b>	<b>3.4</b>	<b>- 43.3%</b>	<b>0.7</b>	<b>- 63.2%</b>
12-Month Avg*	5.1	- 1.0%	1.1	- 33.7%

\* Months Supply for all properties from November 2019 through October 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	10-2019	10-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		588	<b>541</b>	- 8.0%	5,917	<b>5,704</b>	- 3.6%
<b>Pending Sales</b>		360	<b>446</b>	+ 23.9%	4,171	<b>4,757</b>	+ 14.0%
<b>Closed Sales</b>		400	<b>501</b>	+ 25.3%	4,007	<b>4,348</b>	+ 8.5%
<b>Days on Market Until Sale</b>		27	<b>13</b>	- 51.9%	27	<b>23</b>	- 14.8%
<b>Median Closed Price</b>		\$205,000	<b>\$234,000</b>	+ 14.1%	\$202,400	<b>\$221,000</b>	+ 9.2%
<b>Average Closed Price</b>		\$236,318	<b>\$262,086</b>	+ 10.9%	\$233,705	<b>\$251,031</b>	+ 7.4%
<b>Percent of List Price Received</b>		98.5%	<b>100.7%</b>	+ 2.2%	98.8%	<b>99.9%</b>	+ 1.1%
<b>Housing Affordability Index</b>		169	<b>153</b>	- 9.5%	171	<b>162</b>	- 5.3%
<b>Inventory of Homes for Sale</b>		959	<b>504</b>	- 47.4%	—	—	—
<b>Months Supply of Inventory</b>		2.4	<b>1.1</b>	- 54.2%	—	—	—