

Monthly Indicators

Lincoln Area Region



December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings increased 12.1 percent for New Construction but decreased 3.9 percent for Existing Homes. Pending Sales decreased 6.3 percent for New Construction and 3.6 percent for Existing Homes. Inventory decreased 11.7 percent for New Construction and 5.6 percent for Existing Homes.

Median Closed Price increased 15.0 percent for New Construction and 11.0 percent for Existing Homes. Days on Market increased 36.7 percent for New Construction but decreased 7.7 percent for Existing Homes. Months Supply of Inventory increased 13.2 percent for New Construction but remained flat for Existing Homes.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Quick Facts

+ 19.9%

Change in
Closed Sales
All Properties

+ 12.3%

Change in
Median Closed Price
All Properties

- 9.2%

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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		99	111	+ 12.1%	1,431	1,140	- 20.3%
Pending Sales		48	45	- 6.3%	906	716	- 21.0%
Closed Sales		48	84	+ 75.0%	760	730	- 3.9%
Days on Market Until Sale		30	41	+ 36.7%	54	40	- 25.9%
Median Closed Price		\$347,500	\$399,780	+ 15.0%	\$334,300	\$365,156	+ 9.2%
Average Closed Price		\$361,118	\$405,802	+ 12.4%	\$342,146	\$379,580	+ 10.9%
Percent of List Price Received		100.6%	101.0%	+ 0.4%	100.6%	101.3%	+ 0.7%
Housing Affordability Index		123	106	- 13.8%	128	116	- 9.4%
Inventory of Homes for Sale		290	256	- 11.7%	—	—	—
Months Supply of Inventory		3.8	4.3	+ 13.2%	—	—	—

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		255	245	- 3.9%	5,156	5,423	+ 5.2%
Pending Sales		248	239	- 3.6%	4,579	4,571	- 0.2%
Closed Sales		359	404	+ 12.5%	4,479	4,600	+ 2.7%
Days on Market Until Sale		13	12	- 7.7%	16	9	- 43.8%
Median Closed Price		\$211,000	\$234,200	+ 11.0%	\$207,000	\$235,000	+ 13.5%
Average Closed Price		\$249,091	\$265,467	+ 6.6%	\$237,467	\$270,249	+ 13.8%
Percent of List Price Received		100.3%	100.0%	- 0.3%	99.9%	101.7%	+ 1.8%
Housing Affordability Index		203	182	- 10.3%	207	181	- 12.6%
Inventory of Homes for Sale		198	187	- 5.6%	—	—	—
Months Supply of Inventory		0.5	0.5	0.0%	—	—	—

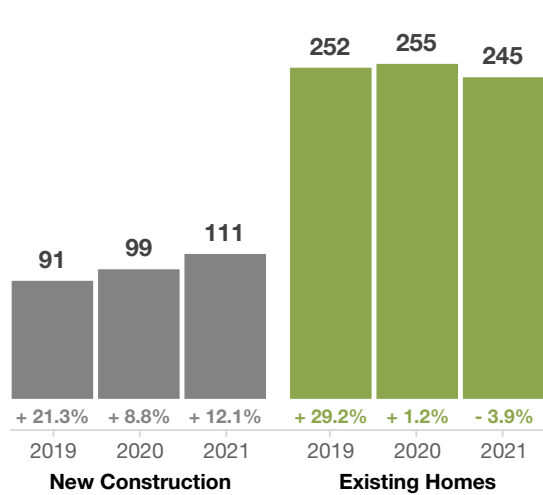
New Listings

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

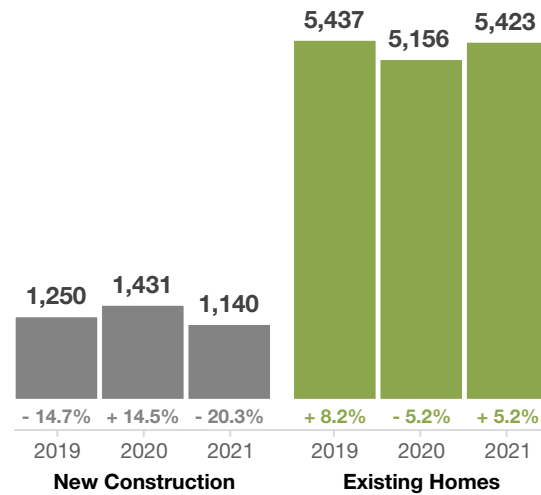


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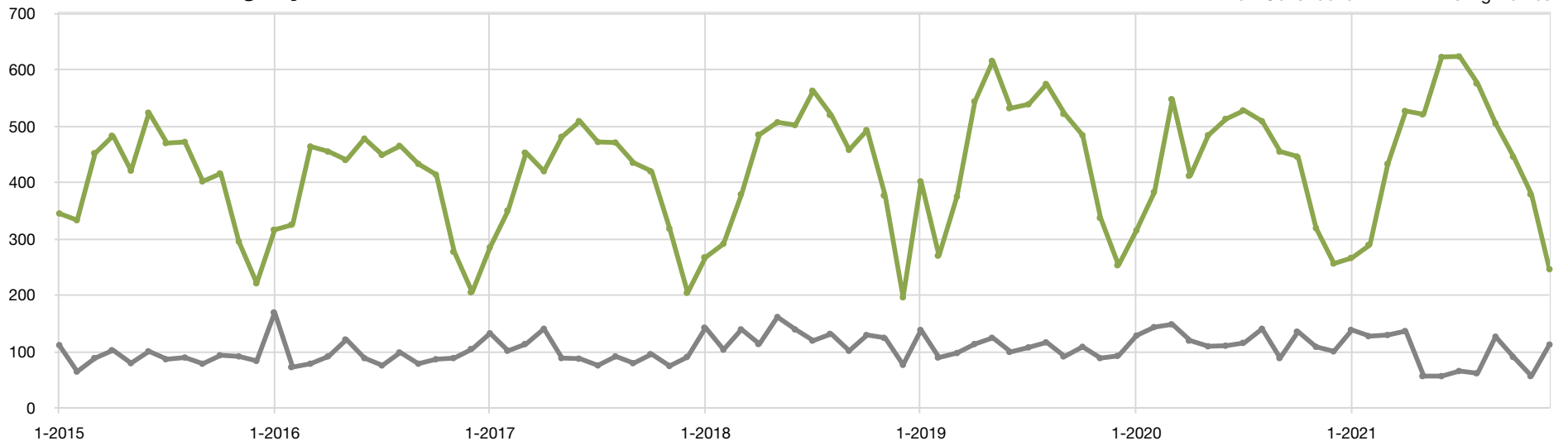


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	137	+ 7.9%	265	- 15.6%
Feb-2021	126	- 11.3%	288	- 24.6%
Mar-2021	128	- 12.9%	432	- 21.0%
Apr-2021	135	+ 14.4%	526	+ 28.0%
May-2021	55	- 49.1%	520	+ 7.7%
Jun-2021	55	- 49.5%	622	+ 21.5%
Jul-2021	64	- 43.9%	623	+ 18.2%
Aug-2021	60	- 56.8%	575	+ 13.2%
Sep-2021	125	+ 43.7%	504	+ 11.0%
Oct-2021	89	- 33.6%	445	0.0%
Nov-2021	55	- 48.6%	378	+ 18.9%
Dec-2021	111	+ 12.1%	245	- 3.9%
12-Month Avg	95	- 20.2%	452	+ 5.1%

Historical New Listings by Month



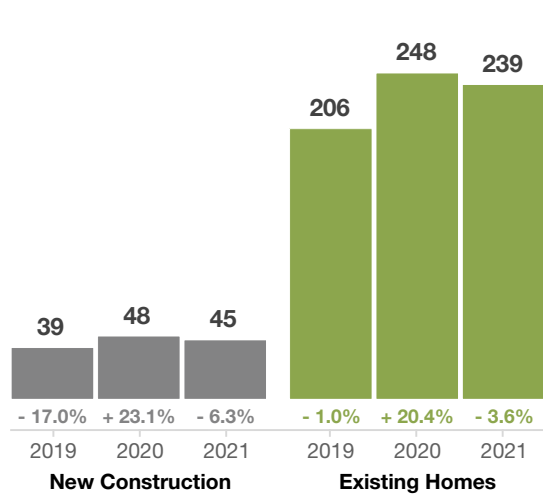
Pending Sales

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

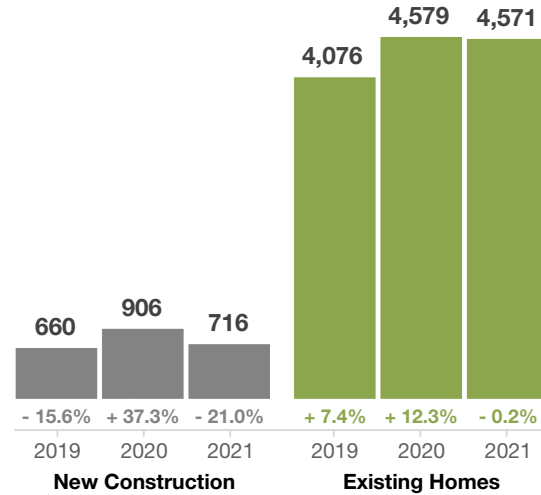


Lincoln Area Region

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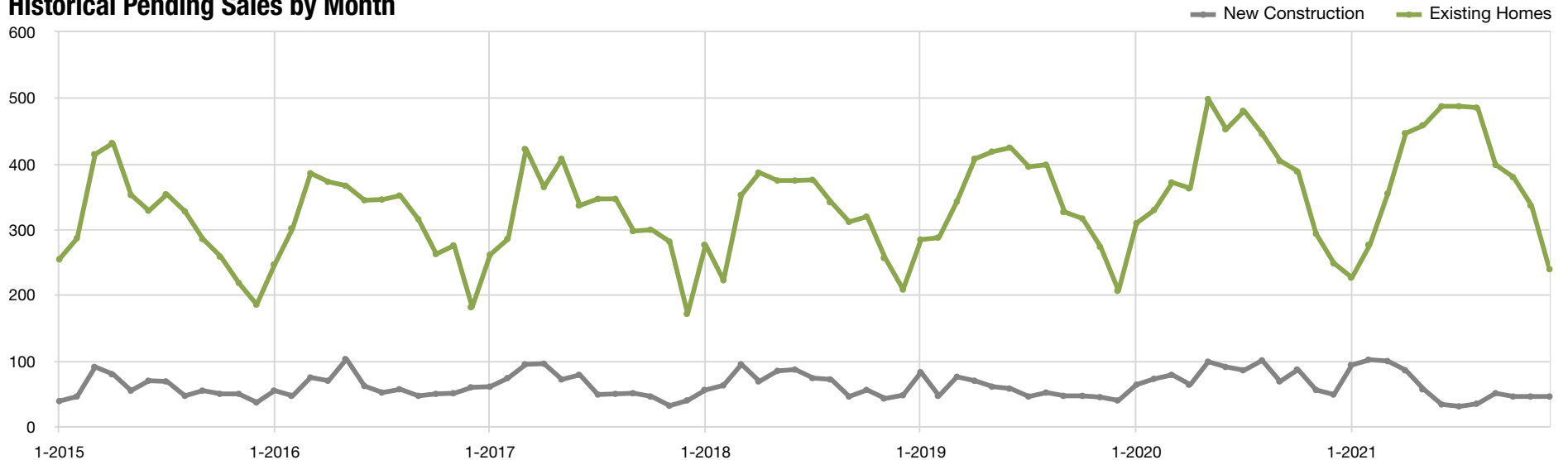


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	93	+ 47.6%	226	- 26.9%
Feb-2021	101	+ 40.3%	276	- 16.1%
Mar-2021	99	+ 26.9%	354	- 4.6%
Apr-2021	85	+ 34.9%	446	+ 23.2%
May-2021	56	- 42.9%	458	- 8.0%
Jun-2021	33	- 63.3%	487	+ 7.7%
Jul-2021	30	- 64.7%	487	+ 1.5%
Aug-2021	34	- 66.0%	485	+ 9.0%
Sep-2021	50	- 26.5%	398	- 1.5%
Oct-2021	45	- 47.7%	379	- 2.3%
Nov-2021	45	- 18.2%	336	+ 14.7%
Dec-2021	45	- 6.3%	239	- 3.6%
12-Month Avg	60	- 21.1%	381	- 0.3%

Historical Pending Sales by Month



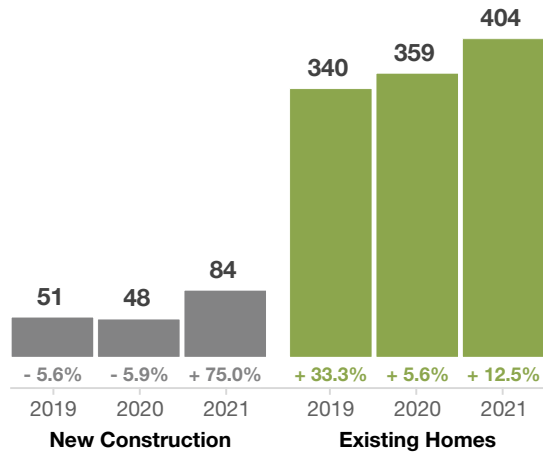
Closed Sales

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

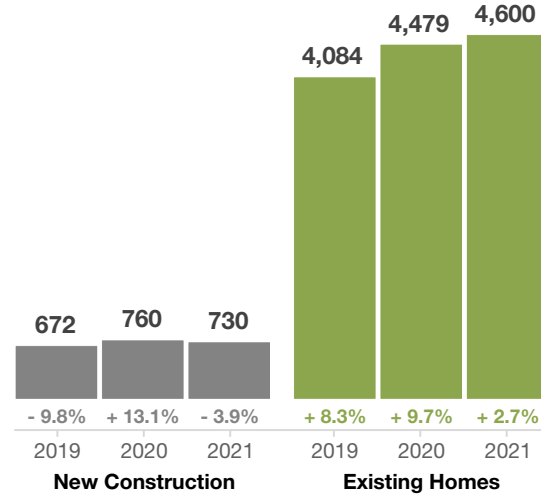


Lincoln Area Region

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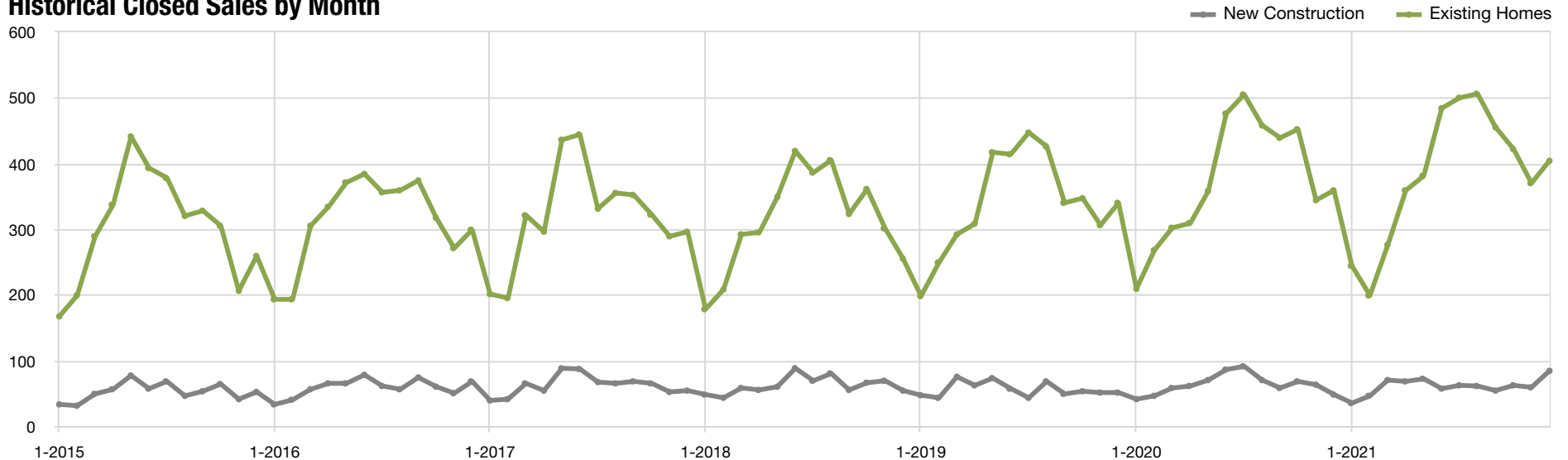


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	35	-14.6%	244	+16.7%
Feb-2021	46	0.0%	199	-25.7%
Mar-2021	70	+20.7%	276	-8.6%
Apr-2021	68	+11.5%	359	+16.2%
May-2021	72	+2.9%	381	+6.4%
Jun-2021	57	-33.7%	484	+1.7%
Jul-2021	62	-31.9%	500	-1.0%
Aug-2021	61	-12.9%	506	+10.5%
Sep-2021	54	-6.9%	455	+3.6%
Oct-2021	62	-8.8%	422	-6.6%
Nov-2021	59	-6.3%	370	+7.6%
Dec-2021	84	+75.0%	404	+12.5%
12-Month Avg	61	-3.2%	383	+2.7%

Historical Closed Sales by Month



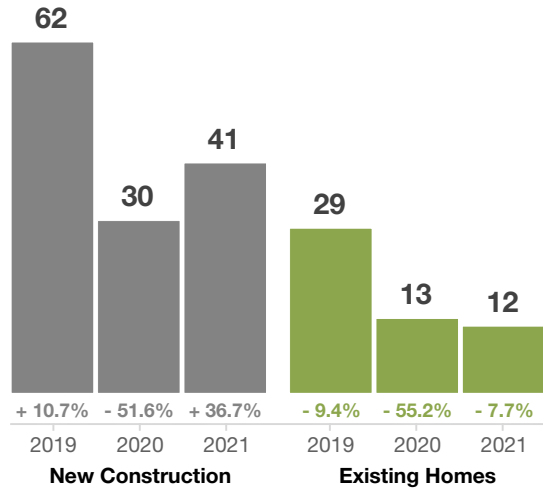
Days on Market Until Sale

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

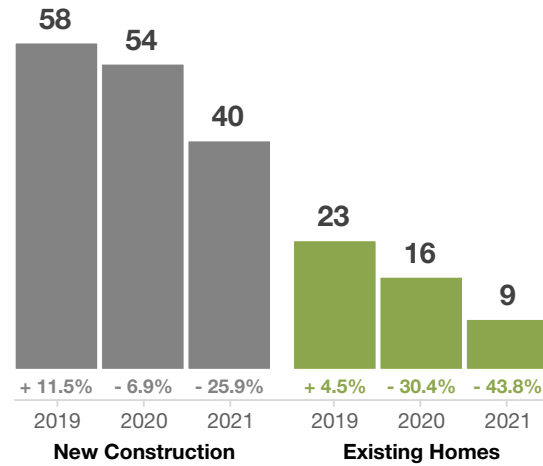


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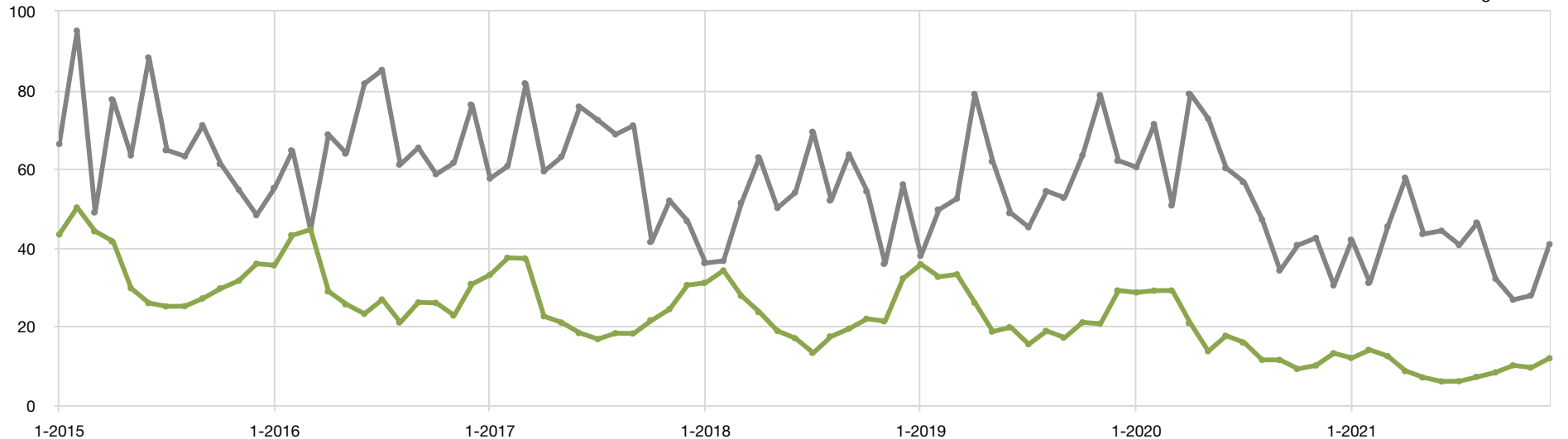
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	42	-30.0%	12	-58.6%
Feb-2021	31	-56.3%	14	-51.7%
Mar-2021	45	-11.8%	12	-58.6%
Apr-2021	58	-26.6%	9	-57.1%
May-2021	43	-41.1%	7	-50.0%
Jun-2021	44	-26.7%	6	-66.7%
Jul-2021	41	-28.1%	6	-62.5%
Aug-2021	46	-2.1%	7	-41.7%
Sep-2021	32	-5.9%	8	-27.3%
Oct-2021	27	-34.1%	10	+11.1%
Nov-2021	28	-33.3%	10	0.0%
Dec-2021	41	+36.7%	12	-7.7%
12-Month Avg*	40	-25.4%	9	-45.5%

* Days on Market for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



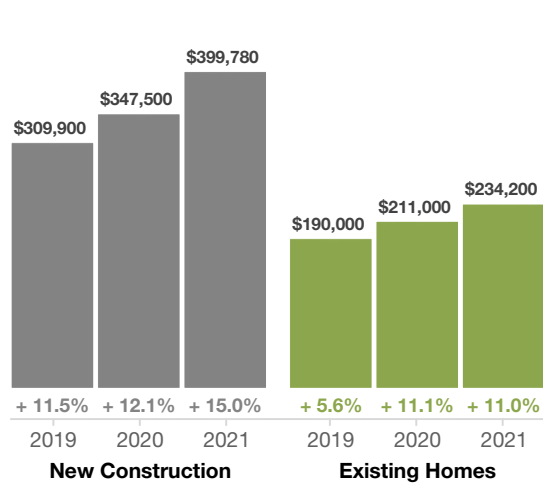
Median Closed Price

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

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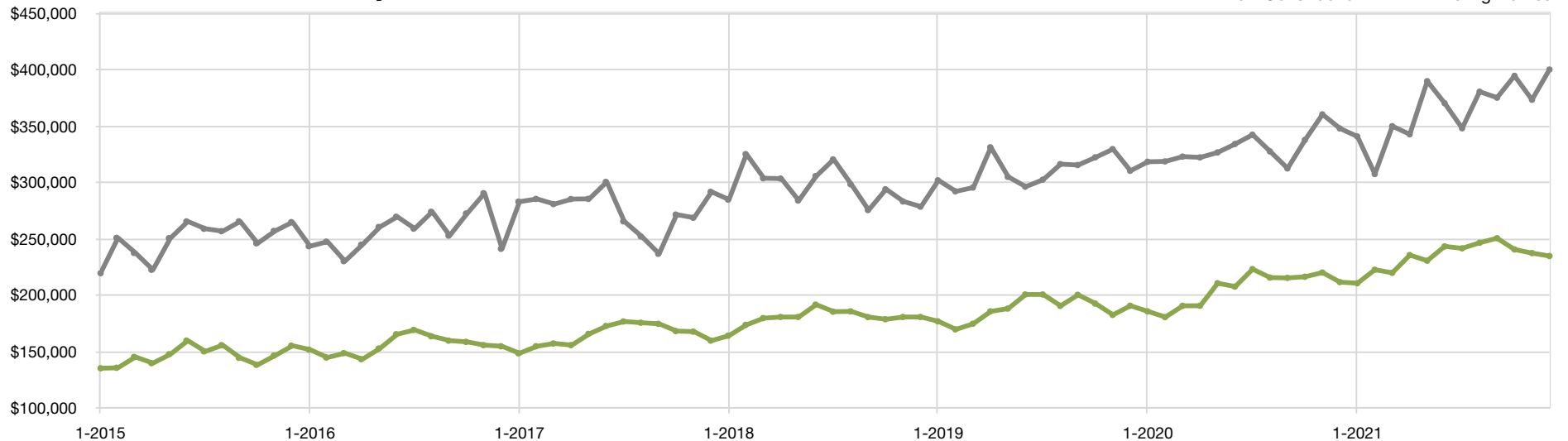
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	\$340,382	+ 7.1%	\$210,000	+ 13.5%
Feb-2021	\$307,016	- 3.5%	\$222,000	+ 23.4%
Mar-2021	\$349,489	+ 8.4%	\$219,250	+ 15.4%
Apr-2021	\$342,311	+ 6.4%	\$235,000	+ 23.7%
May-2021	\$389,475	+ 19.4%	\$230,000	+ 9.5%
Jun-2021	\$369,900	+ 10.8%	\$242,750	+ 17.3%
Jul-2021	\$347,669	+ 1.7%	\$241,000	+ 8.3%
Aug-2021	\$380,170	+ 16.2%	\$245,950	+ 14.4%
Sep-2021	\$374,876	+ 20.2%	\$250,000	+ 16.4%
Oct-2021	\$394,238	+ 16.9%	\$240,000	+ 11.2%
Nov-2021	\$373,000	+ 3.6%	\$236,750	+ 7.9%
Dec-2021	\$399,780	+ 15.0%	\$234,200	+ 11.0%
12-Month Avg*	\$365,156	+ 9.2%	\$235,000	+ 13.5%

* Median Closed Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Median Closed Price by Month



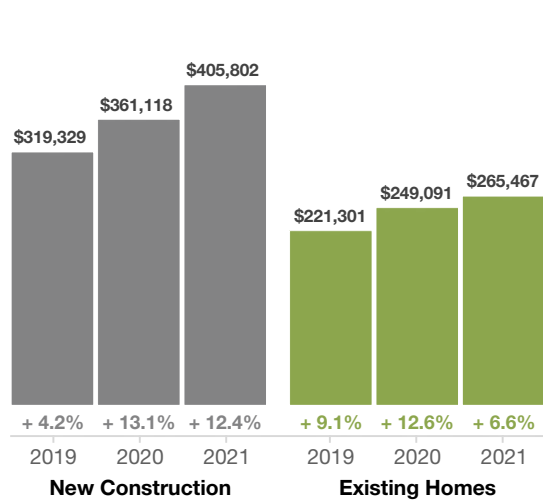
Average Closed Price

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

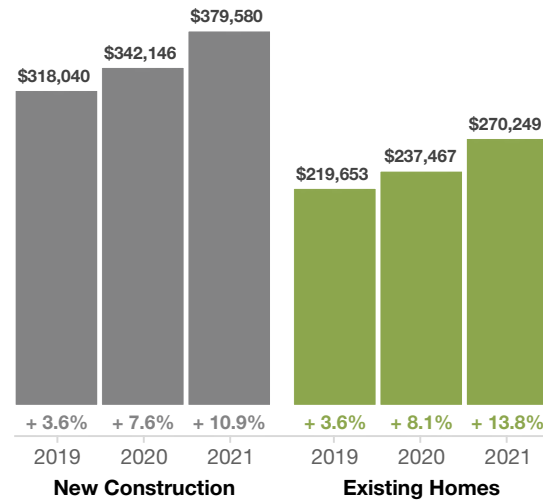


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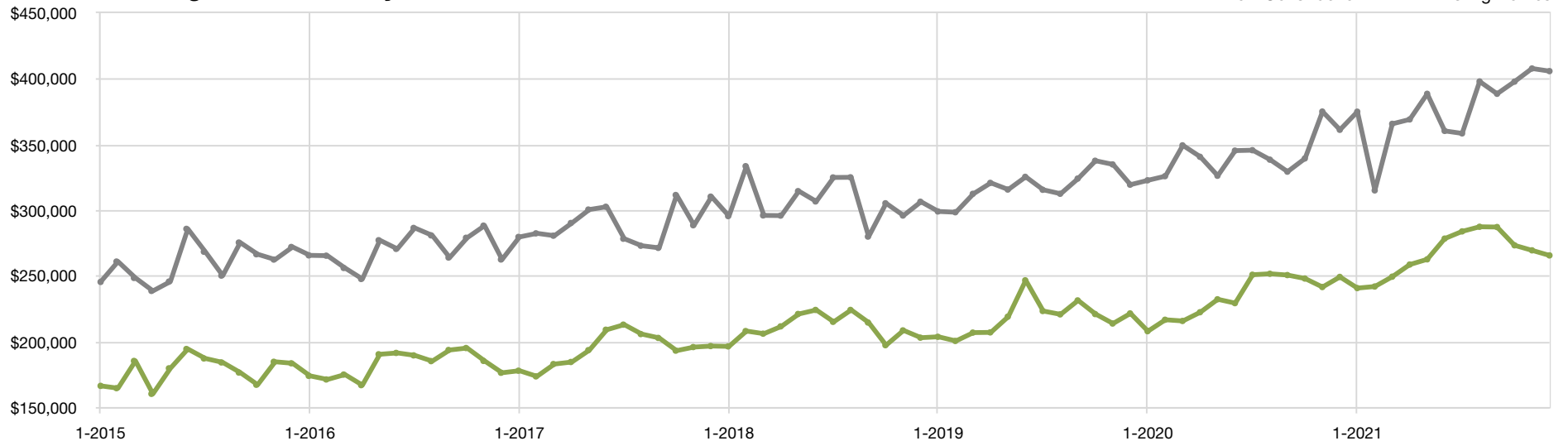
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	\$374,898	+ 16.2%	\$240,582	+ 15.8%
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$365,658	+ 4.7%	\$249,263	+ 15.6%
Apr-2021	\$369,020	+ 8.4%	\$258,513	+ 16.3%
May-2021	\$388,527	+ 19.1%	\$262,479	+ 13.1%
Jun-2021	\$360,278	+ 4.3%	\$278,261	+ 21.4%
Jul-2021	\$358,376	+ 3.7%	\$283,759	+ 13.2%
Aug-2021	\$397,913	+ 17.6%	\$287,280	+ 14.2%
Sep-2021	\$388,542	+ 18.0%	\$287,067	+ 14.6%
Oct-2021	\$397,797	+ 17.2%	\$273,160	+ 10.2%
Nov-2021	\$407,795	+ 8.7%	\$269,334	+ 11.6%
Dec-2021	\$405,802	+ 12.4%	\$265,467	+ 6.6%
12-Month Avg*	\$379,580	+ 10.9%	\$270,249	+ 13.8%

* Average Closed Price for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Average Closed Price by Month



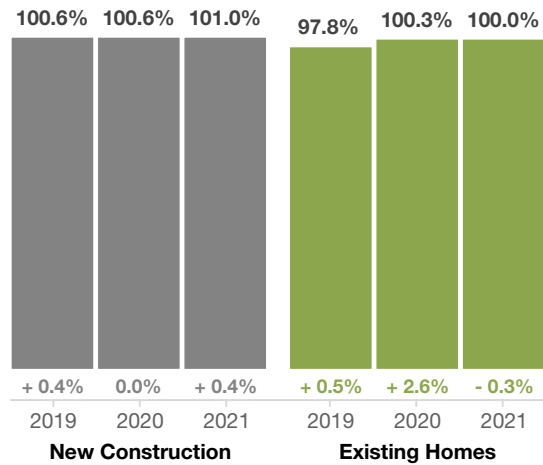
Percent of List Price Received

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.

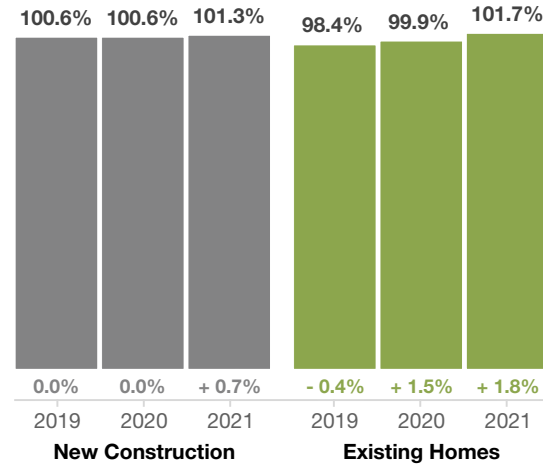


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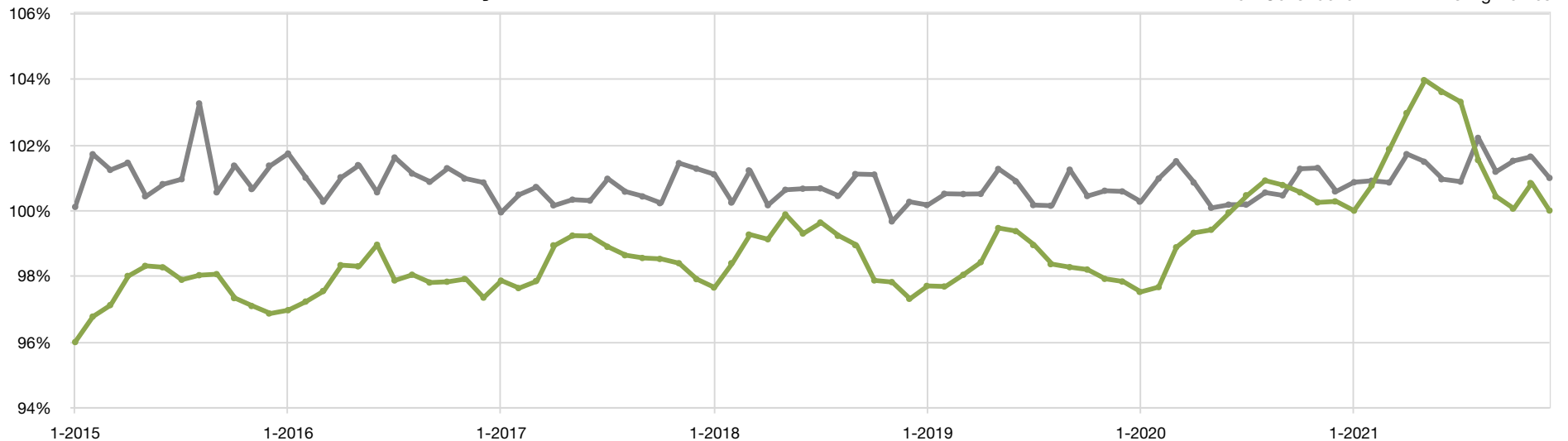
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	100.8%	+ 0.5%	100.0%	+ 2.6%
Feb-2021	100.9%	- 0.1%	100.7%	+ 3.1%
Mar-2021	100.8%	- 0.7%	101.9%	+ 3.0%
Apr-2021	101.7%	+ 0.9%	103.0%	+ 3.7%
May-2021	101.5%	+ 1.4%	104.0%	+ 4.6%
Jun-2021	100.9%	+ 0.7%	103.6%	+ 3.7%
Jul-2021	100.9%	+ 0.7%	103.3%	+ 2.8%
Aug-2021	102.2%	+ 1.7%	101.5%	+ 0.6%
Sep-2021	101.2%	+ 0.8%	100.4%	- 0.4%
Oct-2021	101.5%	+ 0.2%	100.0%	- 0.5%
Nov-2021	101.6%	+ 0.3%	100.8%	+ 0.6%
Dec-2021	101.0%	+ 0.4%	100.0%	- 0.3%
12-Month Avg*	101.3%	+ 0.6%	101.7%	+ 1.8%

* Pct. of List Price Received for all properties from January 2021 through December 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



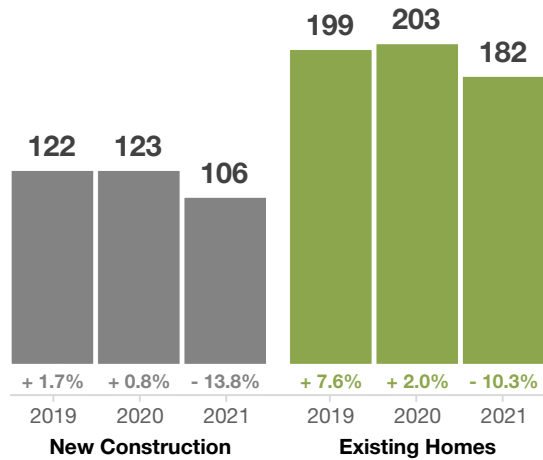
Housing Affordability Index

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.

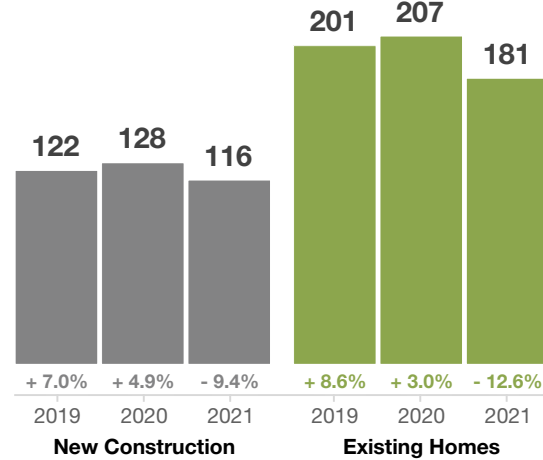


Lincoln Area Region

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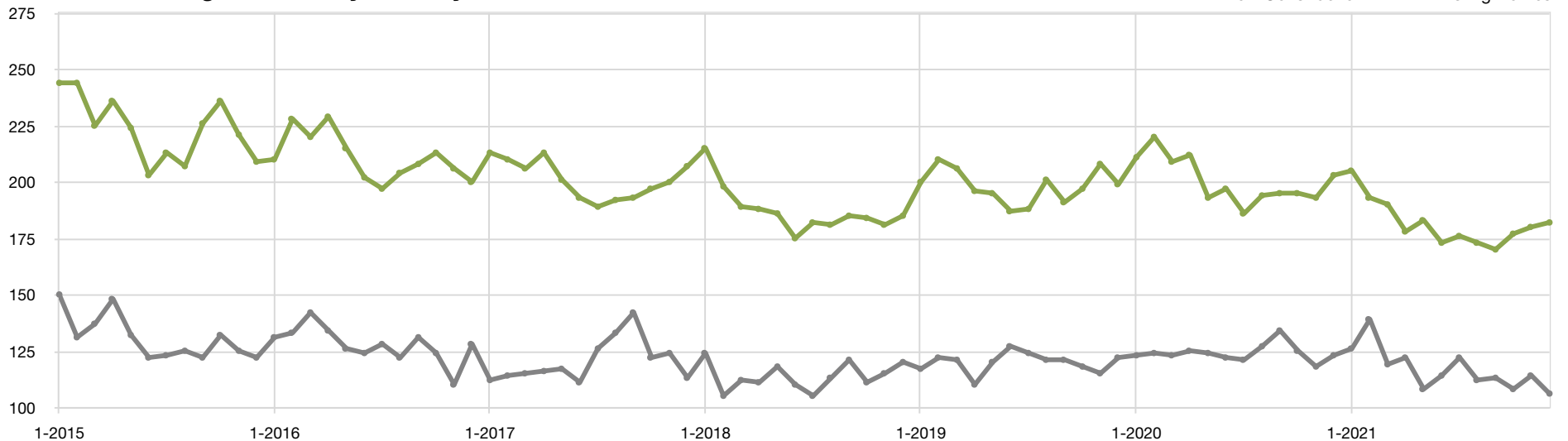


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	126	+ 2.4%	205	- 2.8%
Feb-2021	139	+ 12.1%	193	- 12.3%
Mar-2021	119	- 3.3%	190	- 9.1%
Apr-2021	122	- 2.4%	178	- 16.0%
May-2021	108	- 12.9%	183	- 5.2%
Jun-2021	114	- 6.6%	173	- 12.2%
Jul-2021	122	+ 0.8%	176	- 5.4%
Aug-2021	112	- 11.8%	173	- 10.8%
Sep-2021	113	- 15.7%	170	- 12.8%
Oct-2021	108	- 13.6%	177	- 9.2%
Nov-2021	114	- 3.4%	180	- 6.7%
Dec-2021	106	- 13.8%	182	- 10.3%
12-Month Avg	117	- 5.6%	182	- 9.5%

Historical Housing Affordability Index by Month



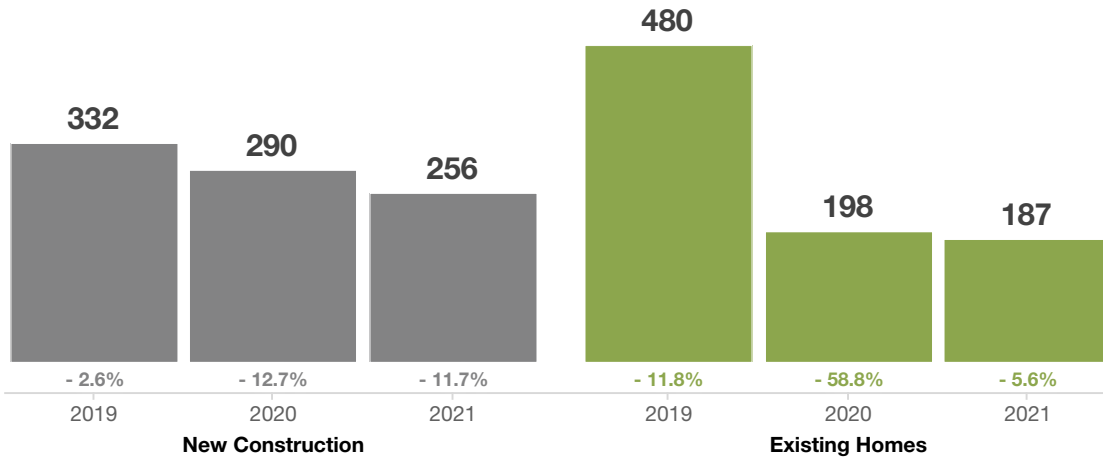
Inventory of Homes for Sale

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



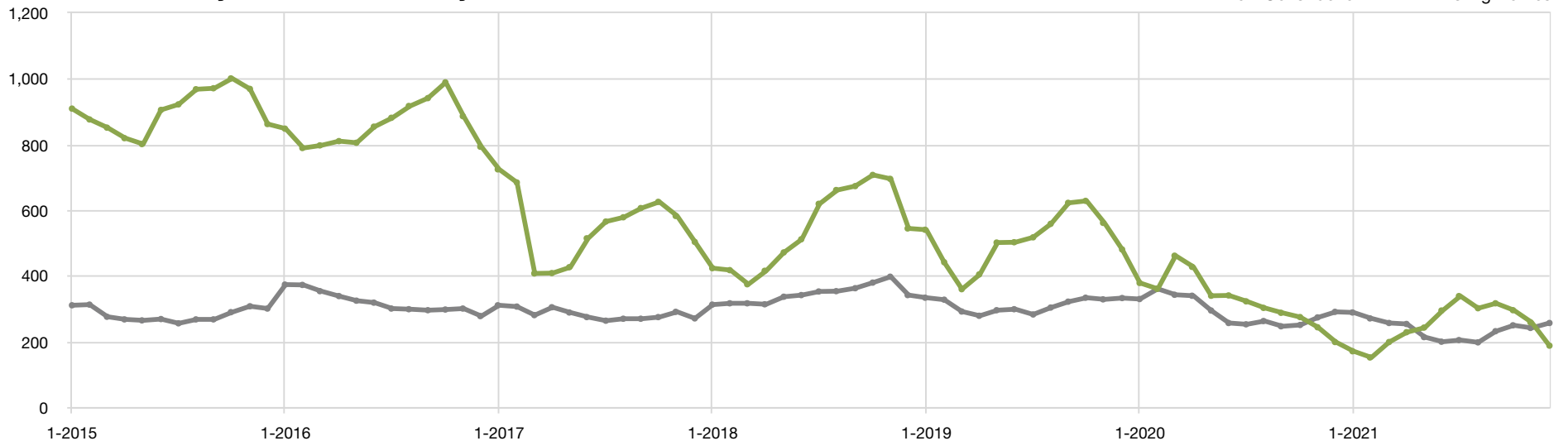
Lincoln Area Region

December



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	288	- 12.5%	170	- 55.0%
Feb-2021	270	- 25.0%	151	- 58.1%
Mar-2021	256	- 25.1%	198	- 57.0%
Apr-2021	253	- 25.4%	228	- 46.6%
May-2021	213	- 27.6%	242	- 28.6%
Jun-2021	199	- 22.3%	294	- 13.5%
Jul-2021	204	- 19.0%	338	+ 5.0%
Aug-2021	197	- 24.8%	301	- 0.3%
Sep-2021	231	- 6.1%	316	+ 10.1%
Oct-2021	249	- 0.4%	295	+ 7.7%
Nov-2021	241	- 11.7%	258	+ 6.2%
Dec-2021	256	- 11.7%	187	- 5.6%
12-Month Avg	238	- 18.2%	248	- 24.4%

Historical Inventory of Homes for Sale by Month



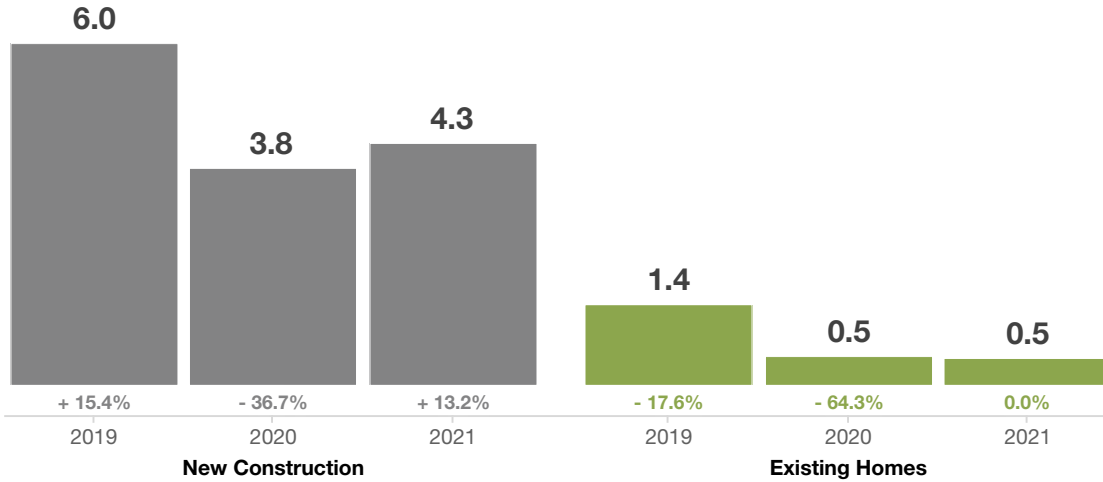
Months Supply of Inventory

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

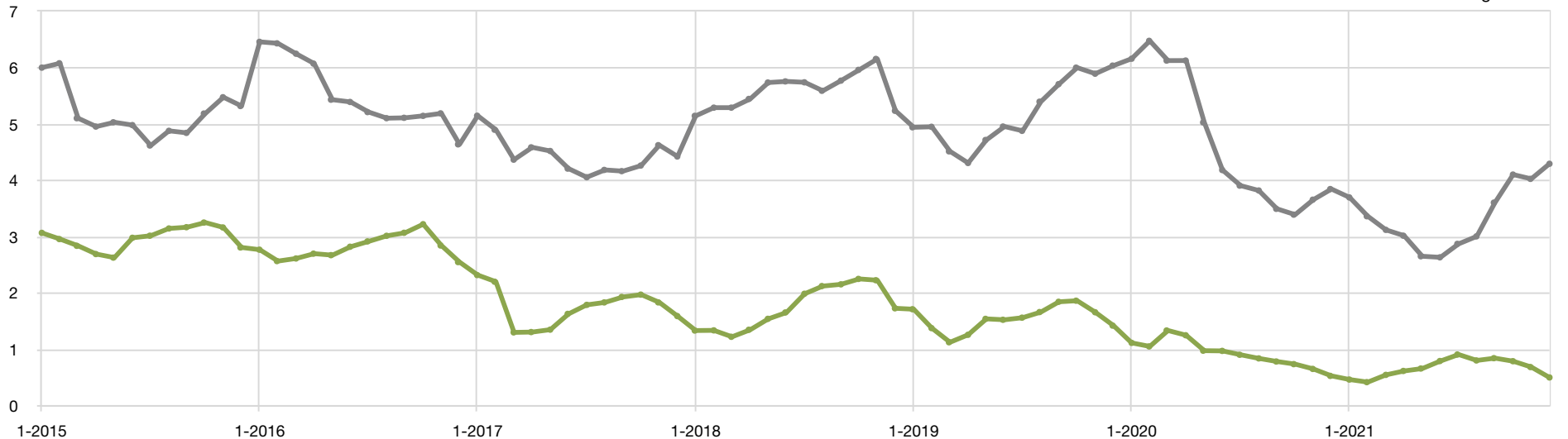
December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	3.7	-40.3%	0.5	-54.5%
Feb-2021	3.4	-47.7%	0.4	-60.0%
Mar-2021	3.1	-49.2%	0.5	-61.5%
Apr-2021	3.0	-50.8%	0.6	-50.0%
May-2021	2.6	-48.0%	0.6	-40.0%
Jun-2021	2.6	-38.1%	0.8	-20.0%
Jul-2021	2.9	-25.6%	0.9	0.0%
Aug-2021	3.0	-21.1%	0.8	0.0%
Sep-2021	3.6	+2.9%	0.8	0.0%
Oct-2021	4.1	+20.6%	0.8	+14.3%
Nov-2021	4.0	+8.1%	0.7	+16.7%
Dec-2021	4.3	+13.2%	0.5	0.0%
12-Month Avg*	3.4	-28.2%	0.7	-28.3%

* Months Supply for all properties from January 2021 through December 2021. 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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		354	356	+ 0.6%	6,587	6,563	- 0.4%
Pending Sales		296	284	- 4.1%	5,485	5,287	- 3.6%
Closed Sales		407	488	+ 19.9%	5,239	5,330	+ 1.7%
Days on Market Until Sale		15	17	+ 13.3%	22	13	- 40.9%
Median Closed Price		\$223,000	\$250,500	+ 12.3%	\$223,000	\$250,000	+ 12.1%
Average Closed Price		\$262,303	\$289,623	+ 10.4%	\$252,658	\$285,226	+ 12.9%
Percent of List Price Received		100.3%	100.2%	- 0.1%	100.0%	101.7%	+ 1.7%
Housing Affordability Index		192	170	- 11.5%	192	170	- 11.5%
Inventory of Homes for Sale		488	443	- 9.2%	—	—	—
Months Supply of Inventory		1.1	1.0	- 9.1%	—	—	—