

# Monthly Indicators

Omaha Area Region



## May 2021

As the weather warms and pandemic restrictions ease across much of the country, the U.S. housing market shows little sign of cooling. Robust buyer demand, fueled by low mortgage rates, continues to outpace supply, which remains near historic lows. Nationwide, inventory remains much lower than it was at this time last year, and sales prices are surging as a result.

New Listings decreased 53.8 percent for New Construction and 5.8 percent for Existing Homes. Pending Sales decreased 67.2 percent for New Construction and 3.3 percent for Existing Homes. Inventory decreased 54.1 percent for New Construction and 37.1 percent for Existing Homes.

Median Closed Price increased 8.0 percent for New Construction and 13.3 percent for Existing Homes. Days on Market decreased 55.0 percent for New Construction and 60.0 percent for Existing Homes. Months Supply of Inventory decreased 65.1 percent for New Construction and 33.3 percent for Existing Homes.

With such limited supply of existing homes to purchase, all eyes are on home builders to provide a much-needed boost of inventory to the market to help meet buyer demand. However, increasing material and labor costs, along with supply chain challenges, have contributed to significantly higher construction costs, with builders passing these costs on to homebuyers. And while the warmer temperatures, rising sales prices, and the reopening of the economy may draw more sellers to the market, historically low levels of homes for sale are likely to continue for some time.

## Quick Facts

**+ 5.4%**

Change in  
**Closed Sales**  
All Properties

**+ 13.3%**

Change in  
**Median Closed Price**  
All Properties

**- 43.9%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglas, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68037 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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		305	<b>141</b>	- 53.8%	1,334	<b>1,109</b>	- 16.9%
<b>Pending Sales</b>		271	<b>89</b>	- 67.2%	1,006	<b>945</b>	- 6.1%
<b>Closed Sales</b>		131	<b>131</b>	0.0%	619	<b>755</b>	+ 22.0%
<b>Days on Market Until Sale</b>		60	<b>27</b>	- 55.0%	74	<b>46</b>	- 37.8%
<b>Median Closed Price</b>		\$353,946	<b>\$382,150</b>	+ 8.0%	\$334,556	<b>\$358,824</b>	+ 7.3%
<b>Average Closed Price</b>		\$380,063	<b>\$403,487</b>	+ 6.2%	\$357,184	<b>\$381,637</b>	+ 6.8%
<b>Percent of List Price Received</b>		100.4%	<b>101.3%</b>	+ 0.9%	100.5%	<b>101.3%</b>	+ 0.8%
<b>Housing Affordability Index</b>		101	<b>96</b>	- 5.0%	106	<b>102</b>	- 3.8%
<b>Inventory of Homes for Sale</b>		652	<b>299</b>	- 54.1%	—	—	—
<b>Months Supply of Inventory</b>		4.3	<b>1.5</b>	- 65.1%	—	—	—

# 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	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,591	<b>1,499</b>	- 5.8%	6,679	<b>6,227</b>	- 6.8%
<b>Pending Sales</b>		1,447	<b>1,399</b>	- 3.3%	5,531	<b>5,495</b>	- 0.7%
<b>Closed Sales</b>		1,154	<b>1,224</b>	+ 6.1%	4,329	<b>4,416</b>	+ 2.0%
<b>Days on Market Until Sale</b>		15	<b>6</b>	- 60.0%	20	<b>10</b>	- 50.0%
<b>Median Closed Price</b>		\$215,000	<b>\$243,522</b>	+ 13.3%	\$200,000	<b>\$230,000</b>	+ 15.0%
<b>Average Closed Price</b>		\$245,179	<b>\$284,398</b>	+ 16.0%	\$229,007	<b>\$264,119</b>	+ 15.3%
<b>Percent of List Price Received</b>		99.3%	<b>103.5%</b>	+ 4.2%	99.0%	<b>102.0%</b>	+ 3.0%
<b>Housing Affordability Index</b>		166	<b>151</b>	- 9.0%	179	<b>160</b>	- 10.6%
<b>Inventory of Homes for Sale</b>		996	<b>626</b>	- 37.1%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>0.6</b>	- 33.3%	—	—	—

# New Listings

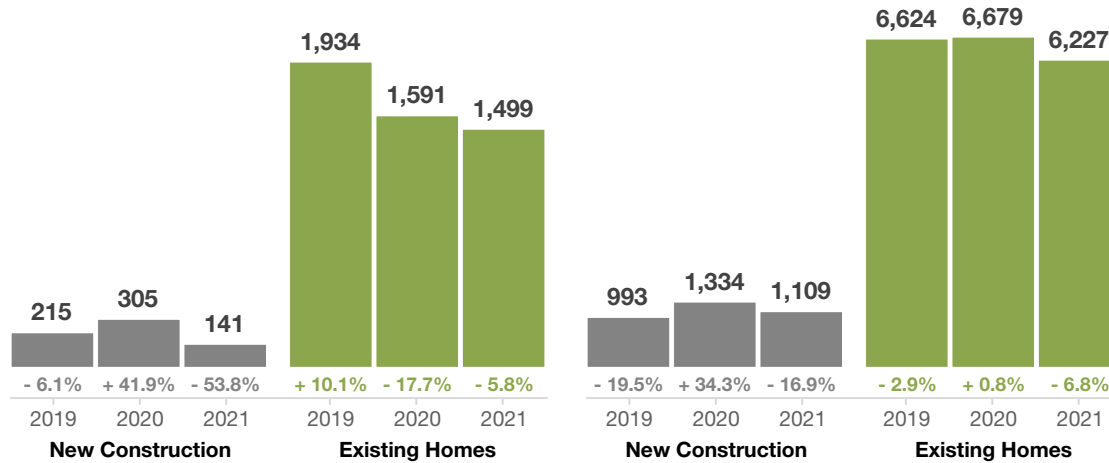
A count of the properties that have been newly listed on the market in a given month.



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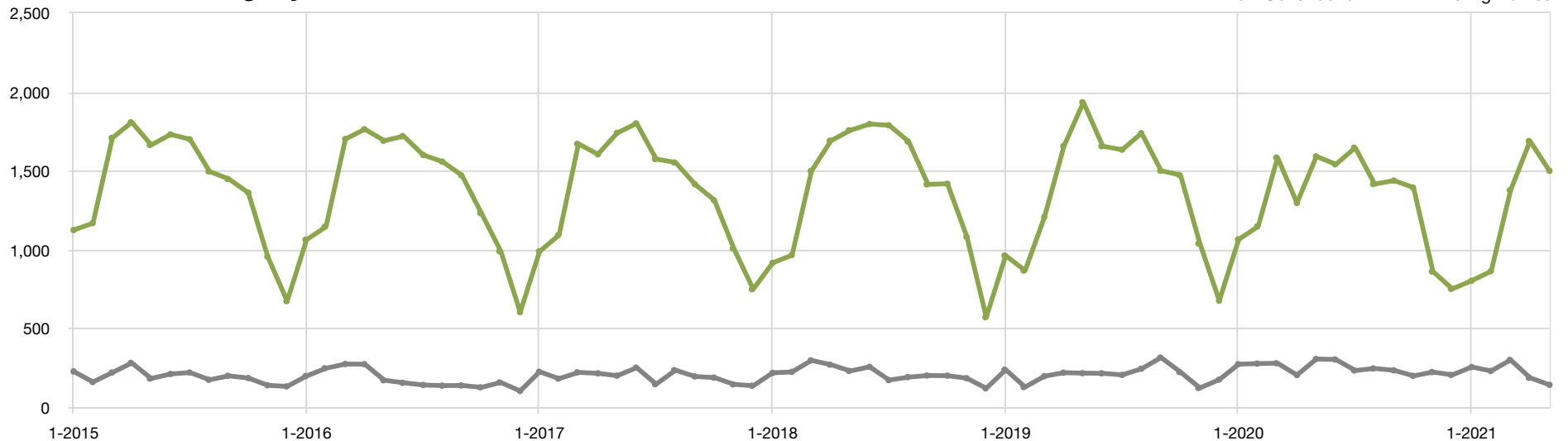
## May

## Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020		302	+ 41.1%	1,540	- 6.9%
Jul-2020		232	+ 13.7%	1,646	+ 0.8%
Aug-2020		245	+ 0.8%	1,415	- 18.6%
Sep-2020		233	- 25.8%	1,437	- 4.2%
Oct-2020		198	- 10.8%	1,393	- 5.4%
Nov-2020		222	+ 83.5%	860	- 17.1%
Dec-2020		204	+ 17.2%	750	+ 11.1%
Jan-2021		254	- 6.6%	802	- 24.6%
Feb-2021		229	- 17.0%	862	- 24.8%
Mar-2021		299	+ 7.6%	1,376	- 13.1%
Apr-2021		186	- 8.4%	1,688	+ 30.3%
<b>May-2021</b>		<b>141</b>	<b>- 53.8%</b>	<b>1,499</b>	<b>- 5.8%</b>
12-Month Avg		229	- 3.0%	1,272	- 6.9%

## Historical New Listings by Month



# Pending Sales

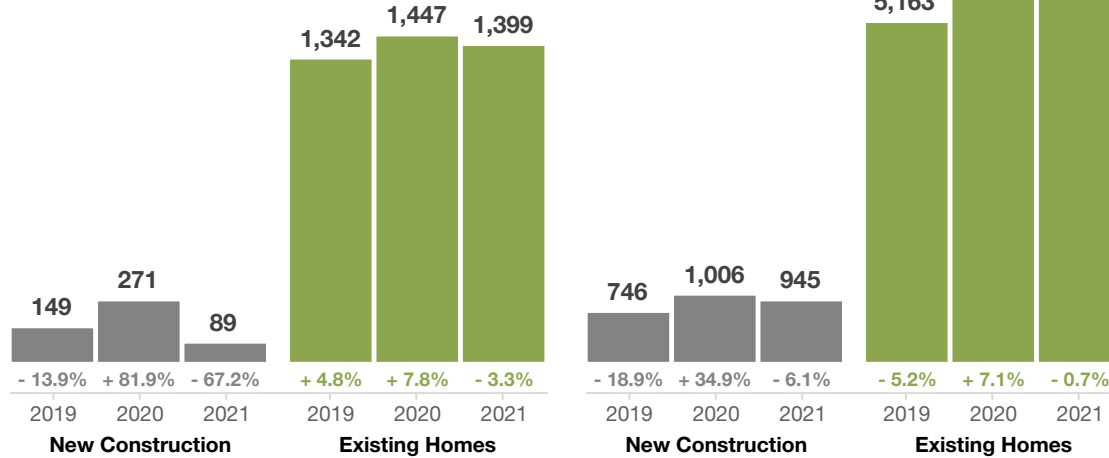
A count of the properties on which offers have been accepted in a given month.



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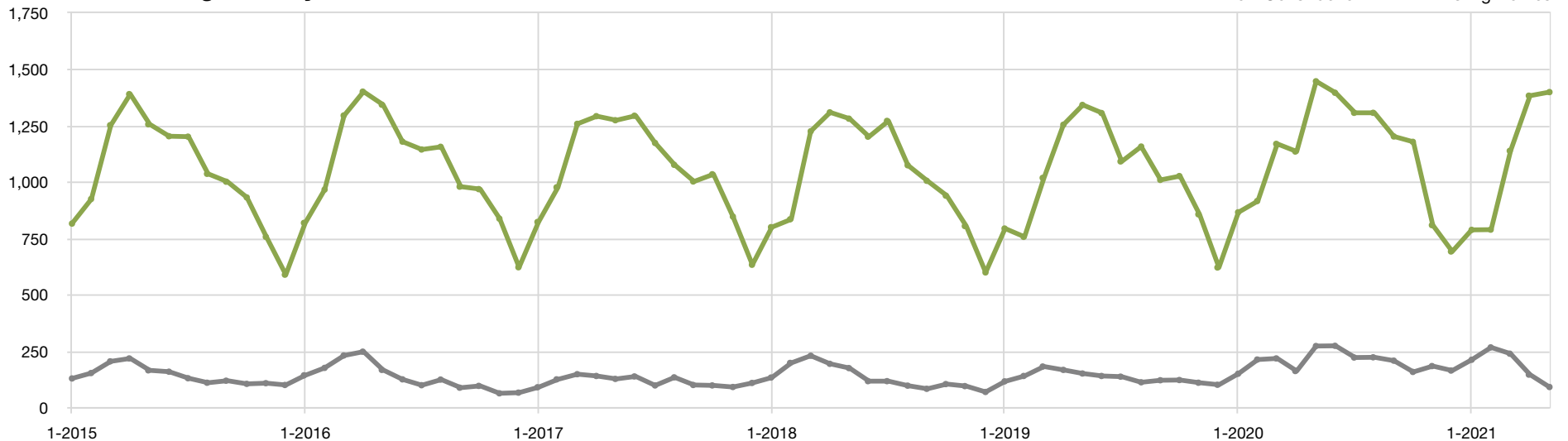
## May

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	272	+ 97.1%	1,396	+ 6.9%
Jul-2020	220	+ 63.0%	1,307	+ 19.8%
Aug-2020	221	+ 100.9%	1,307	+ 13.0%
Sep-2020	206	+ 73.1%	1,202	+ 19.1%
Oct-2020	156	+ 30.0%	1,178	+ 14.8%
Nov-2020	182	+ 68.5%	808	- 5.6%
Dec-2020	162	+ 63.6%	691	+ 11.5%
Jan-2021	210	+ 41.9%	787	- 9.0%
Feb-2021	265	+ 25.6%	788	- 13.9%
Mar-2021	237	+ 9.7%	1,138	- 2.7%
Apr-2021	144	- 10.0%	1,383	+ 21.9%
<b>May-2021</b>	<b>89</b>	<b>- 67.2%</b>	<b>1,399</b>	<b>- 3.3%</b>
12-Month Avg	197	+ 28.8%	1,115	+ 6.2%

## Historical Pending Sales by Month



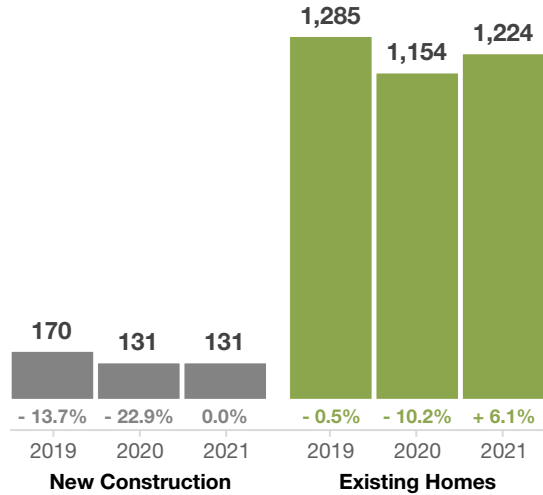
# Closed Sales

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

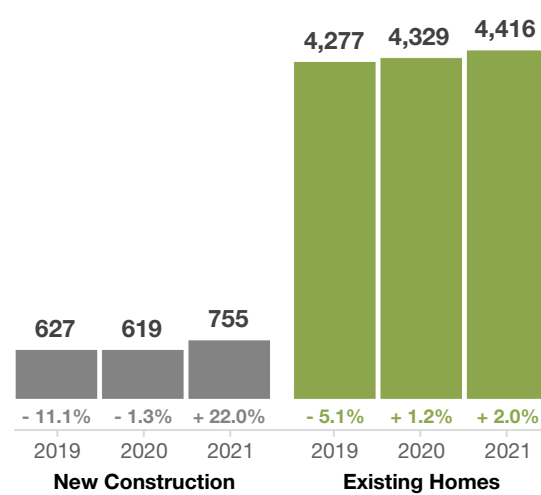


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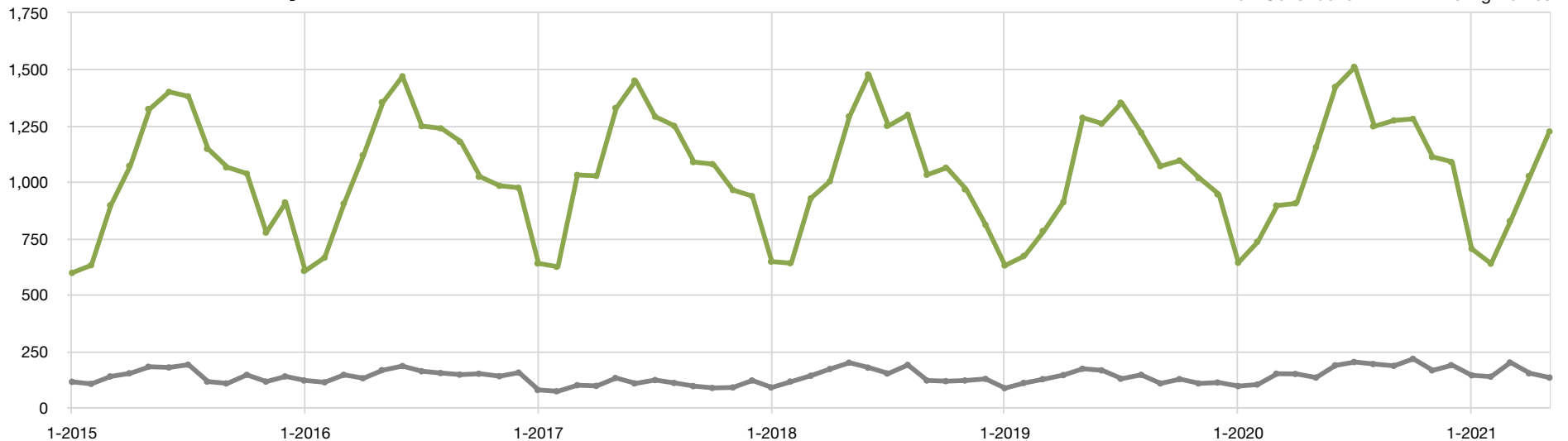


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	185	+ 13.5%	1,422	+ 12.9%
Jul-2020	200	+ 58.7%	1,511	+ 11.8%
Aug-2020	191	+ 33.6%	1,247	+ 2.3%
Sep-2020	183	+ 74.3%	1,273	+ 19.0%
Oct-2020	214	+ 72.6%	1,280	+ 16.9%
Nov-2020	163	+ 55.2%	1,111	+ 9.2%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 51.6%	703	+ 9.7%
Feb-2021	135	+ 35.0%	637	- 13.2%
Mar-2021	198	+ 33.8%	826	- 7.7%
Apr-2021	150	+ 2.0%	1,026	+ 13.4%
<b>May-2021</b>	<b>131</b>	<b>0.0%</b>	<b>1,224</b>	<b>+ 6.1%</b>
12-Month Avg	173	+ 38.4%	1,112	+ 8.6%

## Historical Closed Sales by Month



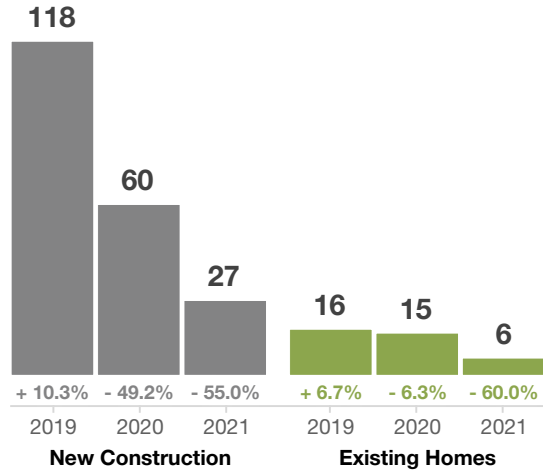
# Days on Market Until Sale

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

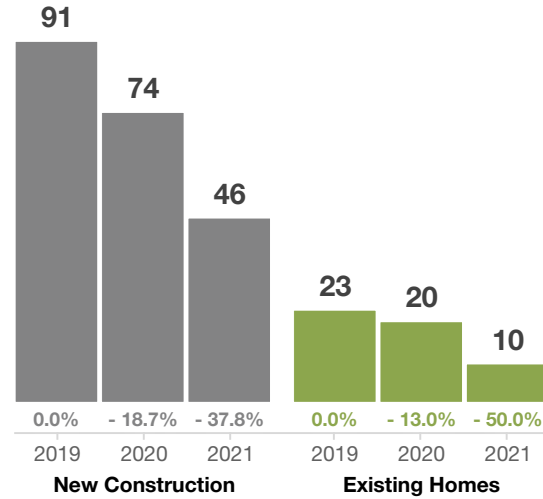


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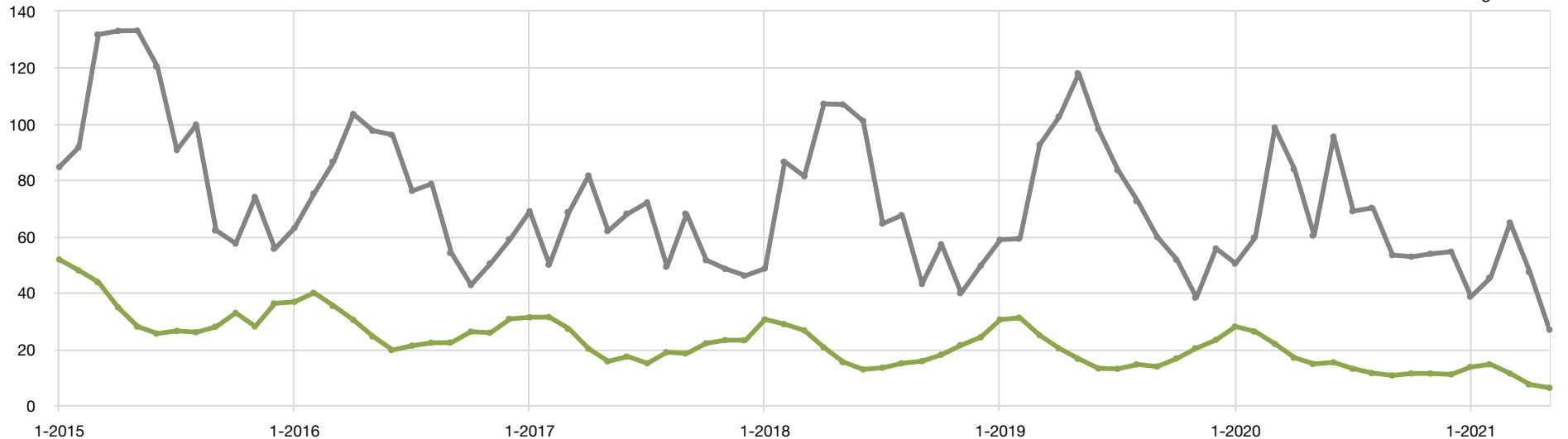
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	95	- 3.1%	15	+ 15.4%
Jul-2020	69	- 17.9%	13	0.0%
Aug-2020	70	- 4.1%	11	- 21.4%
Sep-2020	53	- 11.7%	11	- 21.4%
Oct-2020	53	+ 1.9%	11	- 35.3%
Nov-2020	54	+ 42.1%	11	- 45.0%
Dec-2020	55	- 1.8%	11	- 52.2%
Jan-2021	39	- 22.0%	14	- 50.0%
Feb-2021	45	- 25.0%	14	- 46.2%
Mar-2021	65	- 34.3%	11	- 50.0%
Apr-2021	47	- 44.0%	7	- 58.8%
<b>May-2021</b>	<b>27</b>	<b>- 55.0%</b>	<b>6</b>	<b>- 60.0%</b>
12-Month Avg*	58	- 18.0%	11	- 35.7%

\* Days on Market for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



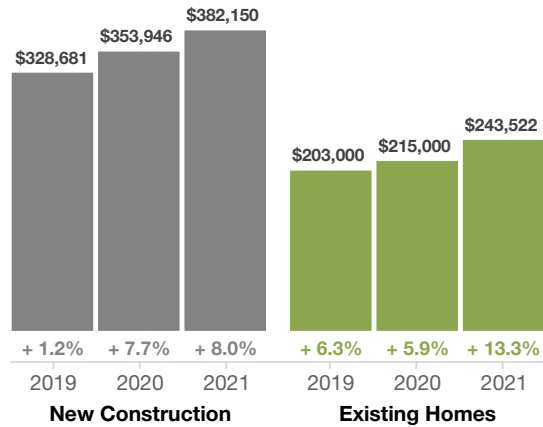
# Median Closed Price

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

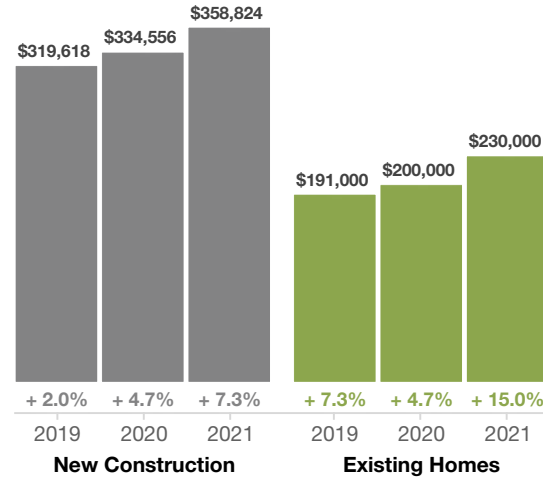


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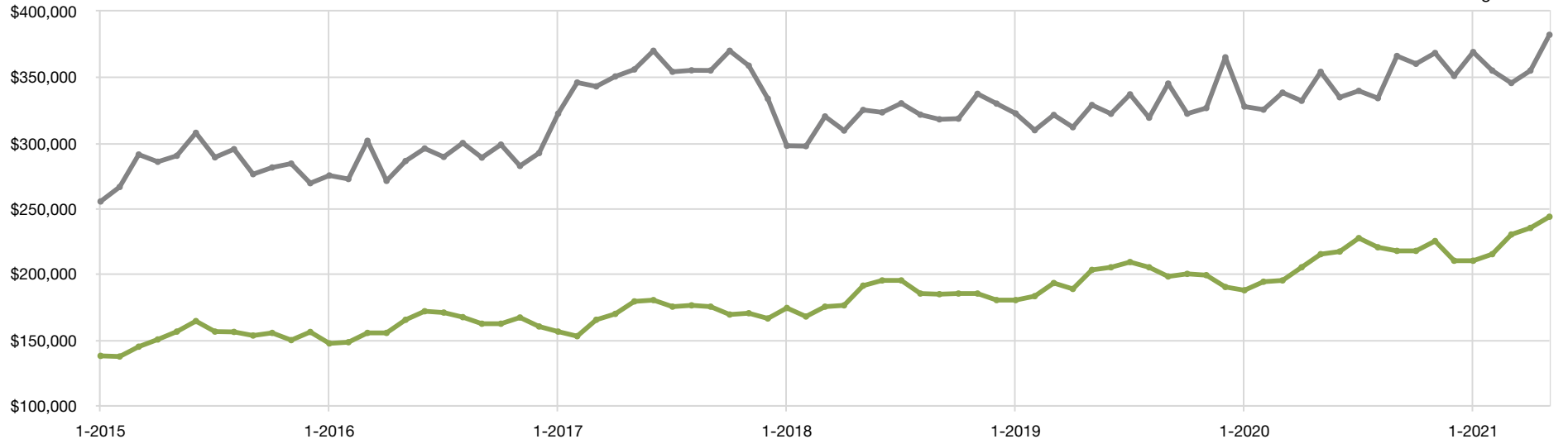
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	\$334,565	+ 3.9%	\$217,000	+ 5.9%
Jul-2020	\$339,450	+ 0.8%	\$227,250	+ 8.7%
Aug-2020	\$333,900	+ 4.7%	\$220,250	+ 7.4%
Sep-2020	\$366,030	+ 6.1%	\$217,500	+ 9.8%
Oct-2020	\$360,070	+ 11.8%	\$217,500	+ 8.8%
Nov-2020	\$368,319	+ 12.9%	\$225,000	+ 13.1%
Dec-2020	\$350,820	- 3.9%	\$210,000	+ 10.5%
Jan-2021	\$369,029	+ 12.7%	\$210,000	+ 12.0%
Feb-2021	\$354,900	+ 9.2%	\$215,000	+ 10.8%
Mar-2021	\$345,436	+ 2.2%	\$230,000	+ 17.9%
Apr-2021	\$354,886	+ 6.9%	\$235,000	+ 14.6%
<b>May-2021</b>	<b>\$382,150</b>	<b>+ 8.0%</b>	<b>\$243,522</b>	<b>+ 13.3%</b>
12-Month Avg*	\$353,871	+ 6.1%	\$225,000	+ 12.5%

\* Median Closed Price for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





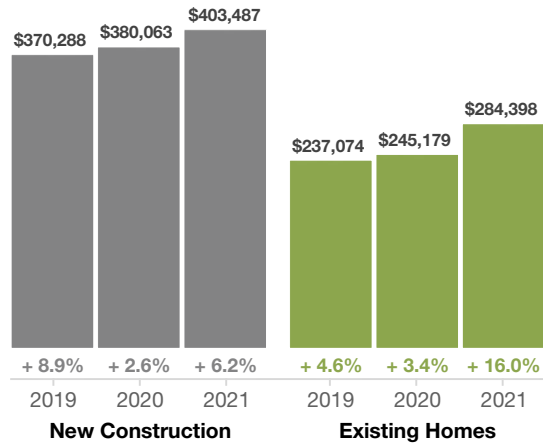
# Average Closed Price

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

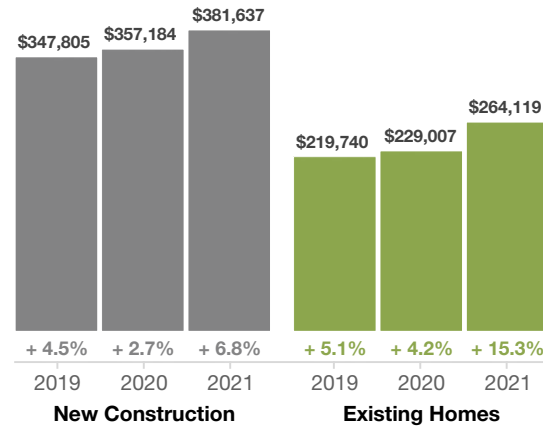


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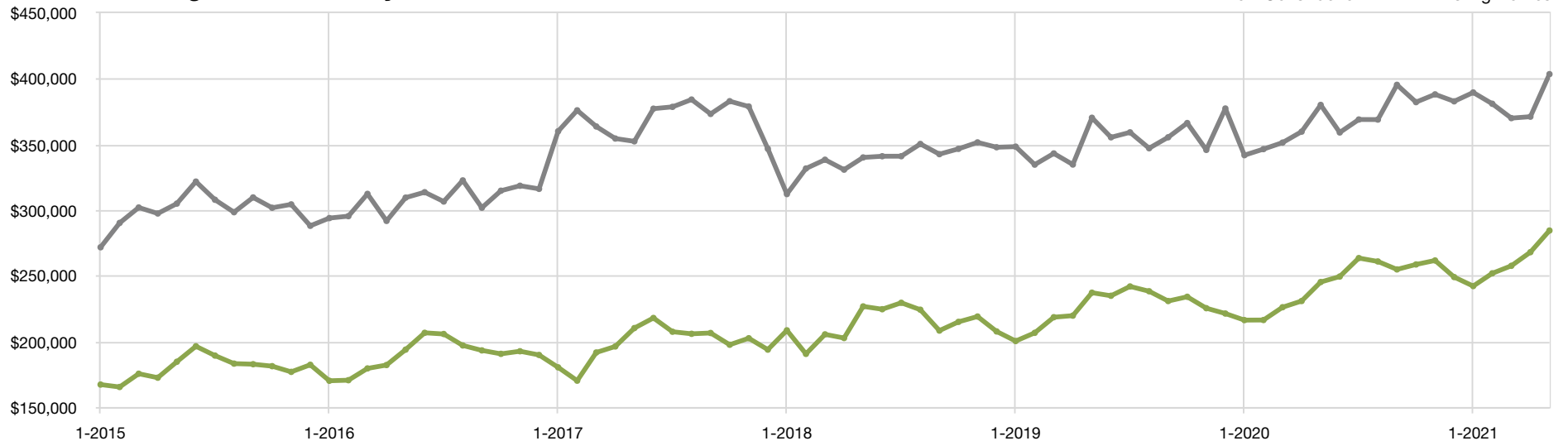
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	\$359,083	+ 1.0%	\$249,380	+ 6.2%
Jul-2020	\$368,955	+ 2.7%	\$263,438	+ 8.9%
Aug-2020	\$368,900	+ 6.3%	\$260,862	+ 9.5%
Sep-2020	\$395,359	+ 11.2%	\$254,803	+ 10.4%
Oct-2020	\$382,183	+ 4.3%	\$258,570	+ 10.5%
Nov-2020	\$388,105	+ 12.2%	\$261,617	+ 16.1%
Dec-2020	\$382,795	+ 1.4%	\$248,981	+ 12.6%
Jan-2021	\$389,542	+ 14.0%	\$242,114	+ 12.0%
Feb-2021	\$380,937	+ 10.0%	\$251,827	+ 16.4%
Mar-2021	\$370,008	+ 5.3%	\$257,548	+ 14.0%
Apr-2021	\$371,104	+ 3.2%	\$267,931	+ 16.1%
<b>May-2021</b>	<b>\$403,487</b>	<b>+ 6.2%</b>	<b>\$284,398</b>	<b>+ 16.0%</b>
12-Month Avg*	\$379,111	+ 6.0%	\$259,304	+ 12.0%

\* Average Closed Price for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



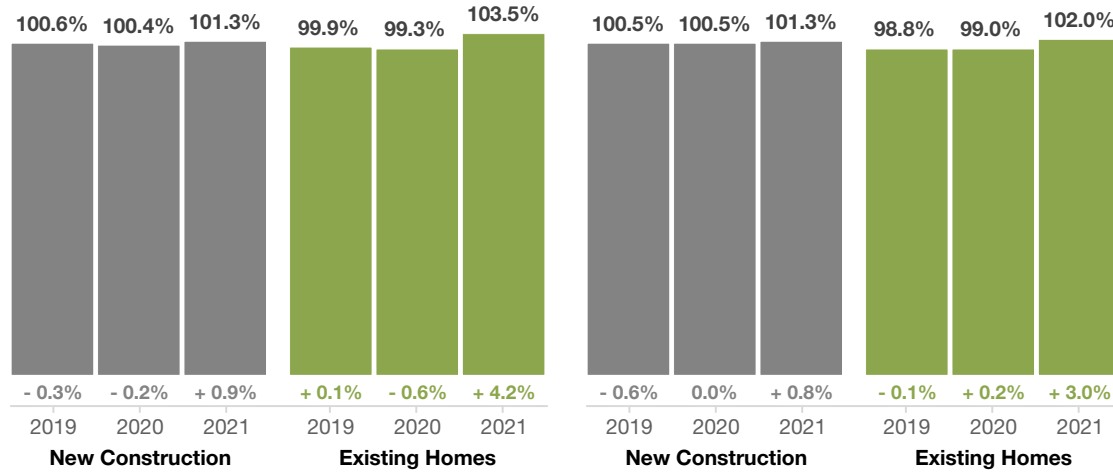
# Percent of List Price Received

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.

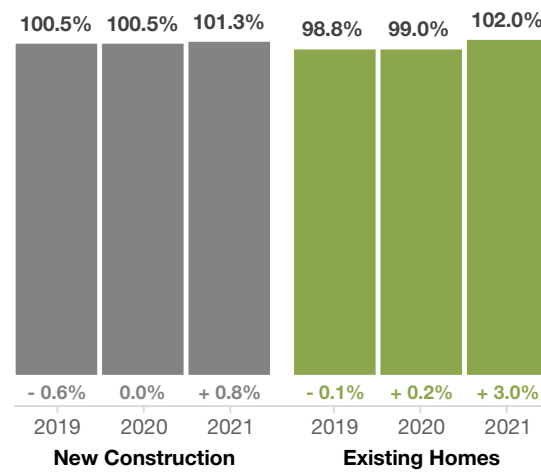


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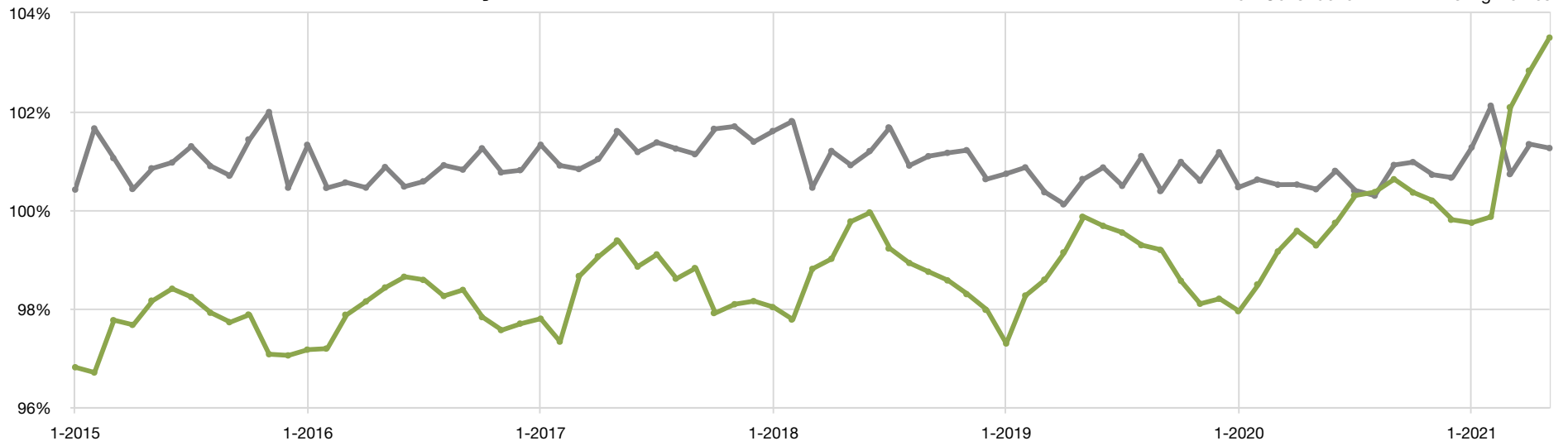
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	100.8%	- 0.1%	99.7%	0.0%
Jul-2020	100.4%	- 0.1%	100.3%	+ 0.8%
Aug-2020	100.3%	- 0.8%	100.4%	+ 1.1%
Sep-2020	100.9%	+ 0.5%	100.6%	+ 1.4%
Oct-2020	101.0%	0.0%	100.4%	+ 1.8%
Nov-2020	100.7%	+ 0.1%	100.2%	+ 2.1%
Dec-2020	100.7%	- 0.5%	99.8%	+ 1.6%
Jan-2021	101.3%	+ 0.8%	99.7%	+ 1.8%
Feb-2021	102.1%	+ 1.5%	99.9%	+ 1.4%
Mar-2021	100.7%	+ 0.2%	102.1%	+ 2.9%
Apr-2021	101.3%	+ 0.8%	102.8%	+ 3.2%
<b>May-2021</b>	<b>101.3%</b>	<b>+ 0.9%</b>	<b>103.5%</b>	<b>+ 4.2%</b>
12-Month Avg*	100.9%	+ 0.2%	100.8%	+ 1.8%

\* Pct. of List Price Received for all properties from June 2020 through May 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



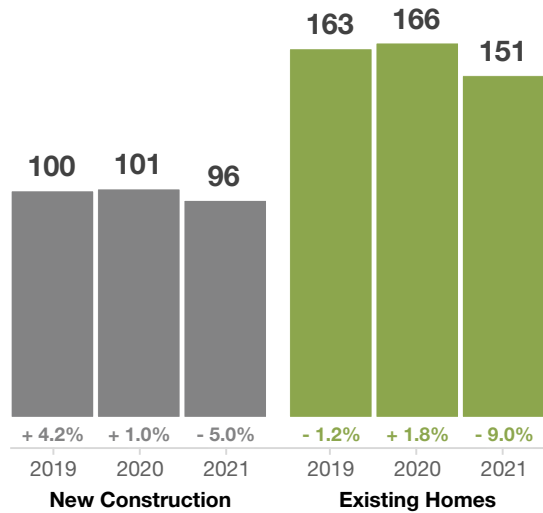
# Housing Affordability Index

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.

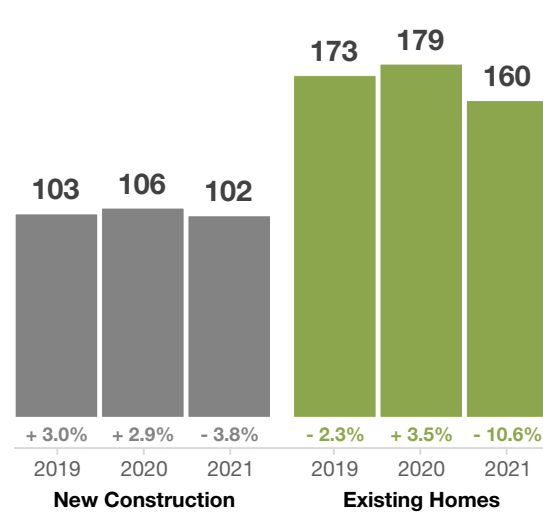


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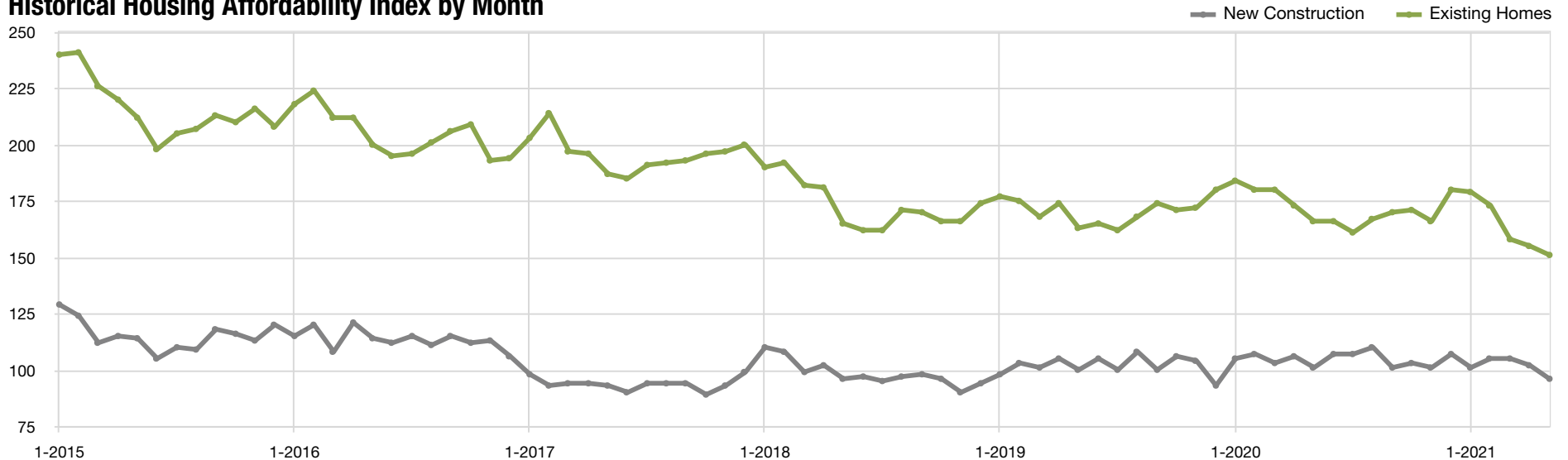


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	107	+ 1.9%	166	+ 0.6%
Jul-2020	107	+ 7.0%	161	- 0.6%
Aug-2020	110	+ 1.9%	167	- 0.6%
Sep-2020	101	+ 1.0%	170	- 2.3%
Oct-2020	103	- 2.8%	171	0.0%
Nov-2020	101	- 2.9%	166	- 3.5%
Dec-2020	107	+ 15.1%	180	0.0%
Jan-2021	101	- 3.8%	179	- 2.7%
Feb-2021	105	- 1.9%	173	- 3.9%
Mar-2021	105	+ 1.9%	158	- 12.2%
Apr-2021	102	- 3.8%	155	- 10.4%
<b>May-2021</b>	<b>96</b>	<b>- 5.0%</b>	<b>151</b>	<b>- 9.0%</b>
12-Month Avg	104	+ 1.0%	166	- 4.0%

## Historical Housing Affordability Index by Month



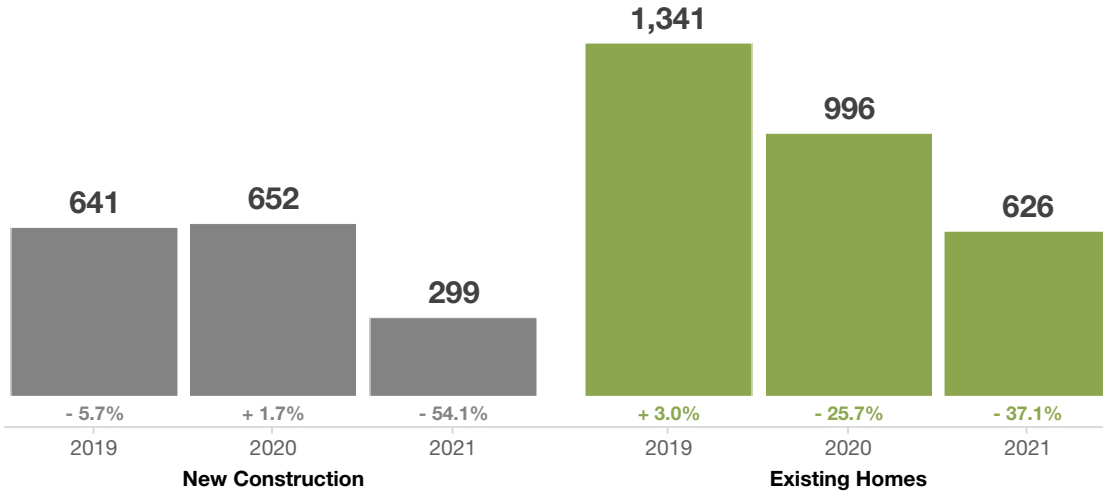
# Inventory of Homes for Sale

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



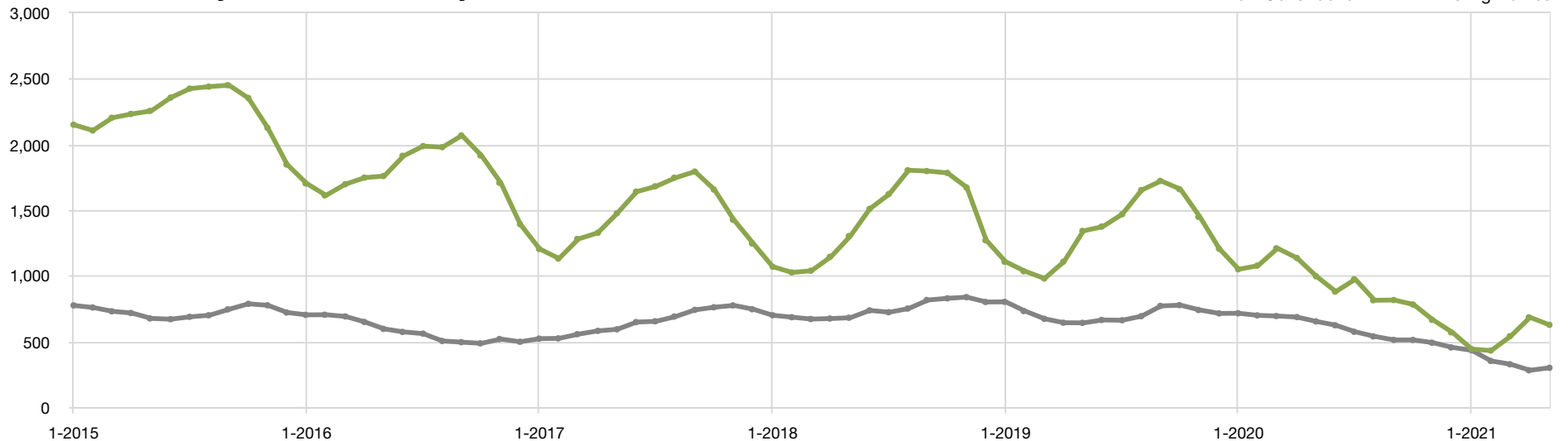
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	623	- 6.0%	879	- 36.0%
Jul-2020	573	- 13.3%	973	- 33.7%
Aug-2020	538	- 22.3%	813	- 50.8%
Sep-2020	511	- 33.6%	815	- 52.7%
Oct-2020	511	- 34.1%	781	- 52.9%
Nov-2020	490	- 33.7%	664	- 54.1%
Dec-2020	454	- 36.3%	569	- 52.8%
Jan-2021	432	- 39.5%	441	- 58.0%
Feb-2021	351	- 49.7%	430	- 60.1%
Mar-2021	326	- 53.0%	539	- 55.4%
Apr-2021	280	- 59.1%	683	- 39.8%
<b>May-2021</b>	<b>299</b>	<b>- 54.1%</b>	<b>626</b>	<b>- 37.1%</b>
12-Month Avg	449	- 36.3%	684	- 48.7%

## Historical Inventory of Homes for Sale by Month



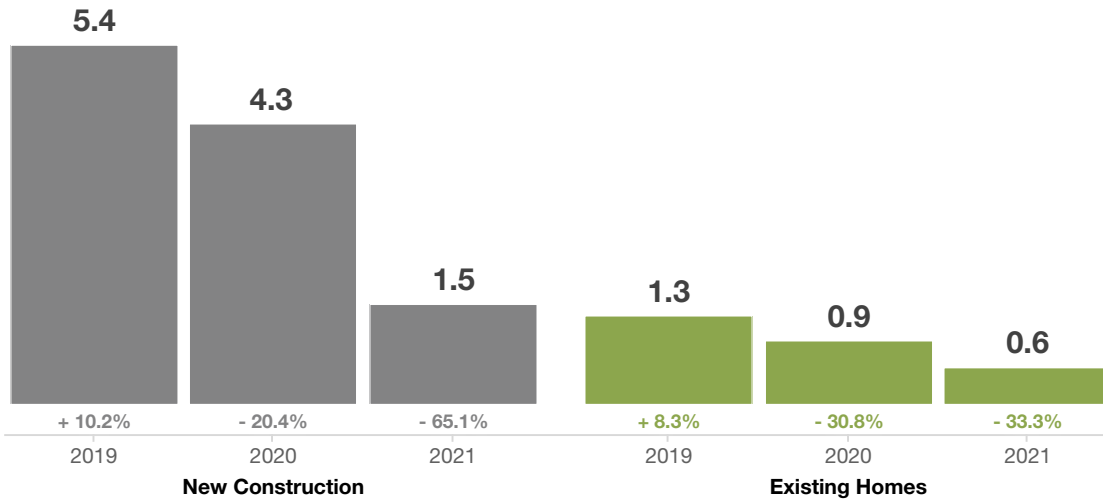
# Months Supply of Inventory

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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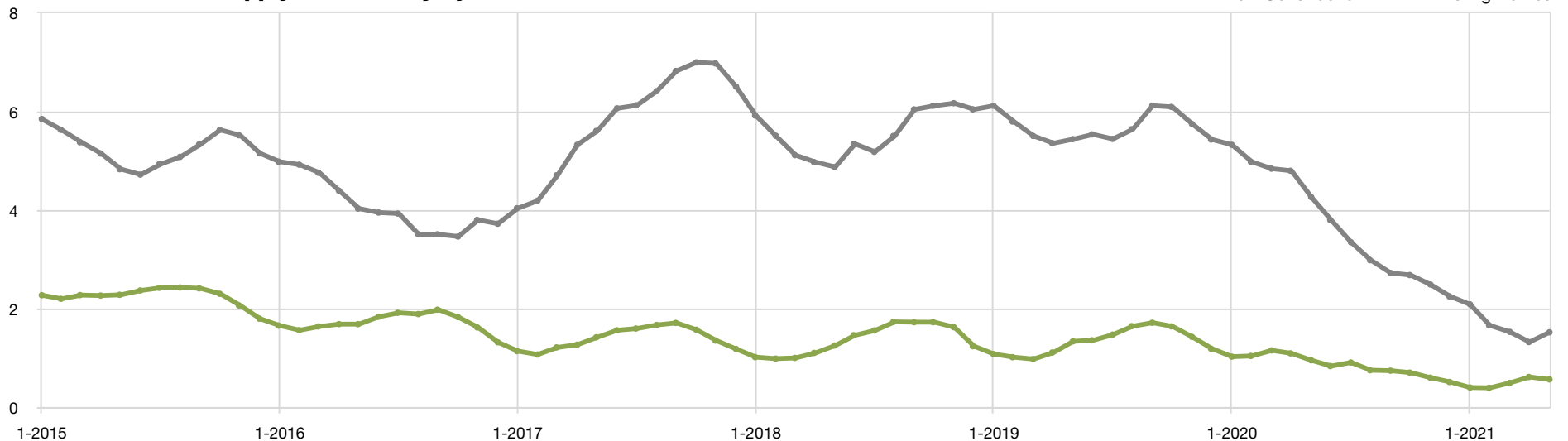
## May



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2020	3.8	- 30.9%	0.8	- 42.9%
Jul-2020	3.3	- 38.9%	0.9	- 40.0%
Aug-2020	3.0	- 46.4%	0.7	- 56.3%
Sep-2020	2.7	- 55.7%	0.7	- 58.8%
Oct-2020	2.7	- 55.7%	0.7	- 56.3%
Nov-2020	2.5	- 56.1%	0.6	- 57.1%
Dec-2020	2.2	- 59.3%	0.5	- 58.3%
Jan-2021	2.1	- 60.4%	0.4	- 60.0%
Feb-2021	1.7	- 66.0%	0.4	- 60.0%
Mar-2021	1.5	- 68.8%	0.5	- 58.3%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
<b>May-2021</b>	<b>1.5</b>	<b>- 65.1%</b>	<b>0.6</b>	<b>- 33.3%</b>
12-Month Avg*	2.4	- 55.8%	0.6	- 52.3%

\* Months Supply for all properties from June 2020 through May 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	5-2020	5-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,896	<b>1,640</b>	- 13.5%	8,013	<b>7,336</b>	- 8.4%
<b>Pending Sales</b>		1,718	<b>1,488</b>	- 13.4%	6,537	<b>6,440</b>	- 1.5%
<b>Closed Sales</b>		1,285	<b>1,355</b>	+ 5.4%	4,948	<b>5,171</b>	+ 4.5%
<b>Days on Market Until Sale</b>		19	<b>8</b>	- 57.9%	27	<b>15</b>	- 44.4%
<b>Median Closed Price</b>		\$225,000	<b>\$255,000</b>	+ 13.3%	\$215,000	<b>\$246,700</b>	+ 14.7%
<b>Average Closed Price</b>		\$258,930	<b>\$295,911</b>	+ 14.3%	\$245,045	<b>\$281,284</b>	+ 14.8%
<b>Percent of List Price Received</b>		99.4%	<b>103.3%</b>	+ 3.9%	99.2%	<b>101.9%</b>	+ 2.7%
<b>Housing Affordability Index</b>		159	<b>144</b>	- 9.4%	166	<b>149</b>	- 10.2%
<b>Inventory of Homes for Sale</b>		1,648	<b>925</b>	- 43.9%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>0.7</b>	- 50.0%	—	—	—