

Monthly Indicators

Omaha Area Region



September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings decreased 16.1 percent for New Construction but increased 1.0 percent for Existing Homes. Pending Sales decreased 50.4 percent for New Construction and 7.3 percent for Existing Homes. Inventory decreased 28.4 percent for New Construction but increased 7.3 percent for Existing Homes.

Median Closed Price increased 18.2 percent for New Construction and 10.3 percent for Existing Homes. Days on Market decreased 54.7 percent for New Construction and 18.2 percent for Existing Homes. Months Supply of Inventory decreased 7.7 percent for New Construction but increased 14.3 percent for Existing Homes.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Quick Facts

- 7.7%

Change in
Closed Sales
All Properties

+ 8.6%

Change in
Median Closed Price
All Properties

- 6.4%

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.

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.



Omaha Area Region

Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		254	213	- 16.1%	2,425	1,797	- 25.9%
Pending Sales		226	112	- 50.4%	2,004	1,279	- 36.2%
Closed Sales		183	115	- 37.2%	1,379	1,385	+ 0.4%
Days on Market Until Sale		53	24	- 54.7%	73	39	- 46.6%
Median Closed Price		\$366,030	\$432,793	+ 18.2%	\$338,900	\$369,029	+ 8.9%
Average Closed Price		\$395,359	\$449,508	+ 13.7%	\$365,786	\$393,695	+ 7.6%
Percent of List Price Received		100.9%	102.0%	+ 1.1%	100.6%	101.4%	+ 0.8%
Housing Affordability Index		115	98	- 14.8%	124	115	- 7.3%
Inventory of Homes for Sale		510	365	- 28.4%	—	—	—
Months Supply of Inventory		2.6	2.4	- 7.7%	—	—	—

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.



Omaha Area Region

Key Metrics	Historical Sparkbars	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,438	1,452	+ 1.0%	12,720	12,606	- 0.9%
Pending Sales		1,203	1,115	- 7.3%	10,746	10,626	- 1.1%
Closed Sales		1,273	1,229	- 3.5%	9,783	10,006	+ 2.3%
Days on Market Until Sale		11	9	- 18.2%	16	8	- 50.0%
Median Closed Price		\$217,500	\$240,000	+ 10.3%	\$212,000	\$240,000	+ 13.2%
Average Closed Price		\$254,803	\$281,411	+ 10.4%	\$244,678	\$277,720	+ 13.5%
Percent of List Price Received		100.6%	100.7%	+ 0.1%	99.7%	102.0%	+ 2.3%
Housing Affordability Index		193	177	- 8.3%	198	177	- 10.6%
Inventory of Homes for Sale		818	878	+ 7.3%	—	—	—
Months Supply of Inventory		0.7	0.8	+ 14.3%	—	—	—

New Listings

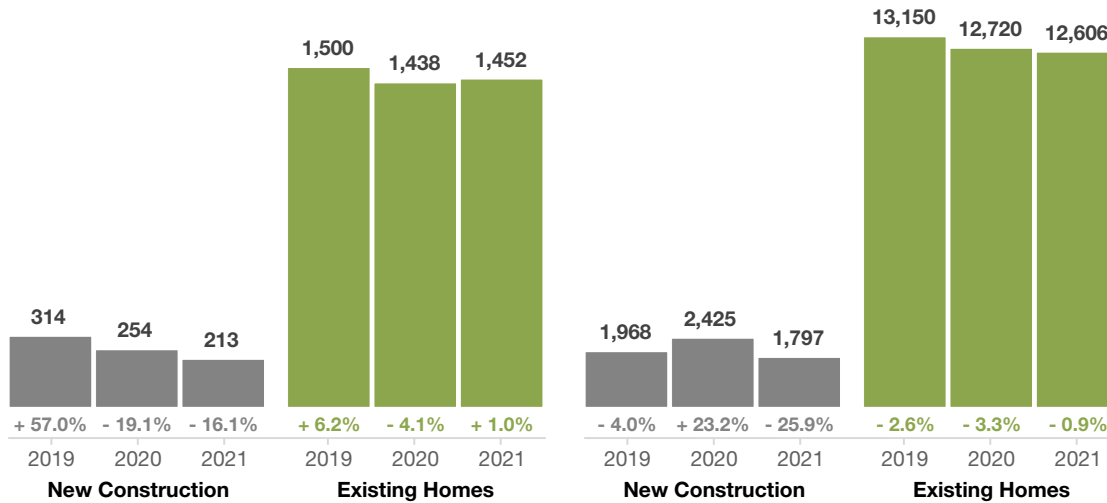
A count of the properties that have been newly listed on the market in a given month.



Omaha Area Region

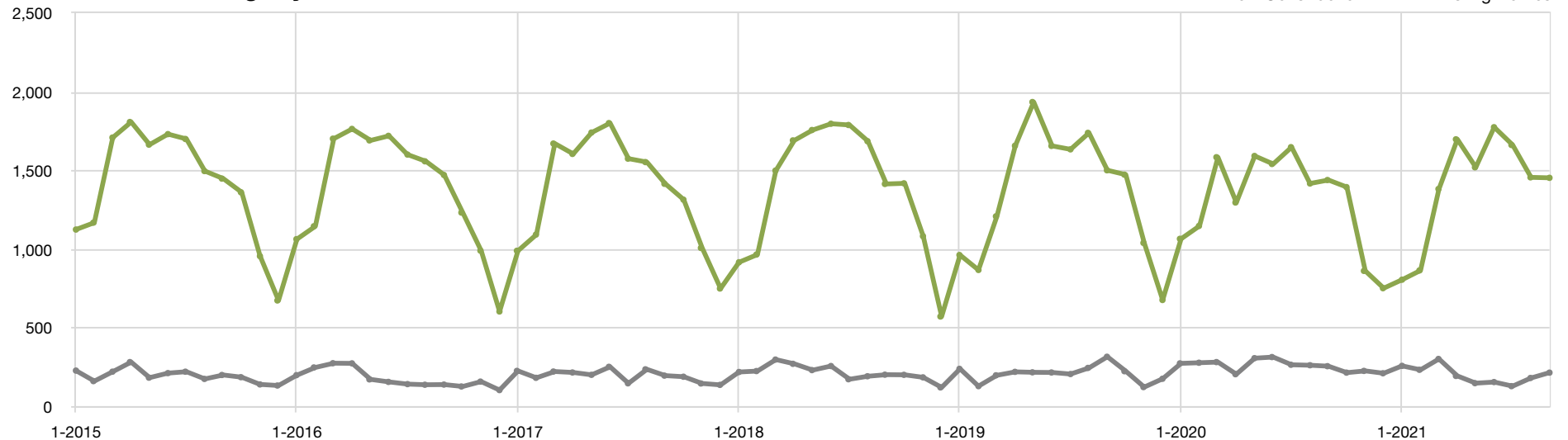
September

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	213	- 4.1%	1,393	- 5.4%
Nov-2020	224	+ 85.1%	860	- 17.1%
Dec-2020	209	+ 20.1%	750	+ 11.1%
Jan-2021	256	- 5.9%	804	- 24.4%
Feb-2021	231	- 16.3%	863	- 24.7%
Mar-2021	300	+ 7.1%	1,381	- 12.8%
Apr-2021	192	- 5.4%	1,697	+ 31.0%
May-2021	146	- 52.1%	1,519	- 4.5%
Jun-2021	153	- 51.0%	1,774	+ 15.2%
Jul-2021	127	- 51.7%	1,661	+ 0.9%
Aug-2021	179	- 31.2%	1,455	+ 2.8%
Sep-2021	213	- 16.1%	1,452	+ 1.0%
12-Month Avg	204	- 16.7%	1,301	- 1.8%

Historical New Listings by Month



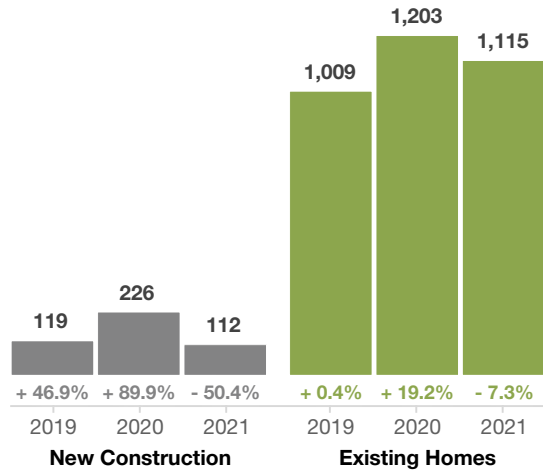
Pending Sales

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

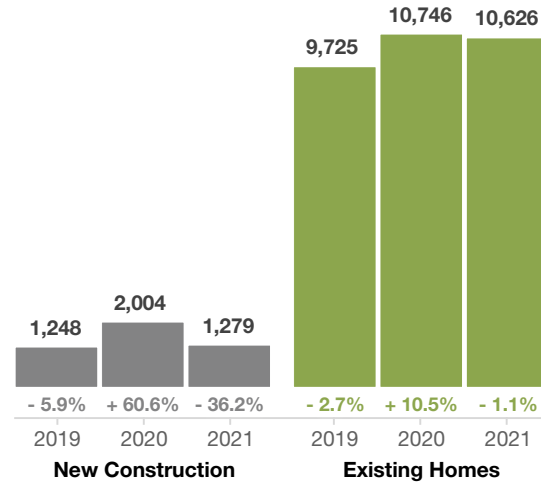


Omaha Area Region

September

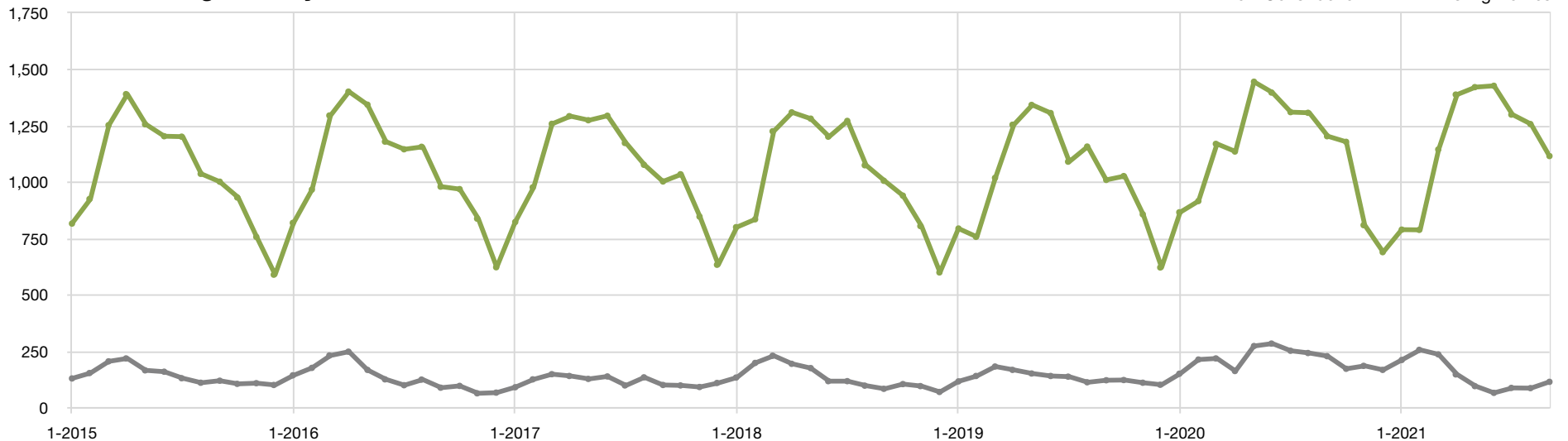


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	170	+ 41.7%	1,178	+ 14.8%
Nov-2020	183	+ 69.4%	808	- 5.6%
Dec-2020	165	+ 66.7%	688	+ 11.0%
Jan-2021	209	+ 41.2%	788	- 8.9%
Feb-2021	254	+ 20.4%	787	- 14.0%
Mar-2021	234	+ 8.3%	1,144	- 2.1%
Apr-2021	145	- 9.4%	1,388	+ 22.3%
May-2021	93	- 65.7%	1,421	- 1.7%
Jun-2021	63	- 77.7%	1,427	+ 2.1%
Jul-2021	85	- 66.0%	1,299	- 0.8%
Aug-2021	84	- 65.0%	1,257	- 3.8%
Sep-2021	112	- 50.4%	1,115	- 7.3%
12-Month Avg	150	- 22.7%	1,108	+ 0.4%

Historical Pending Sales by Month



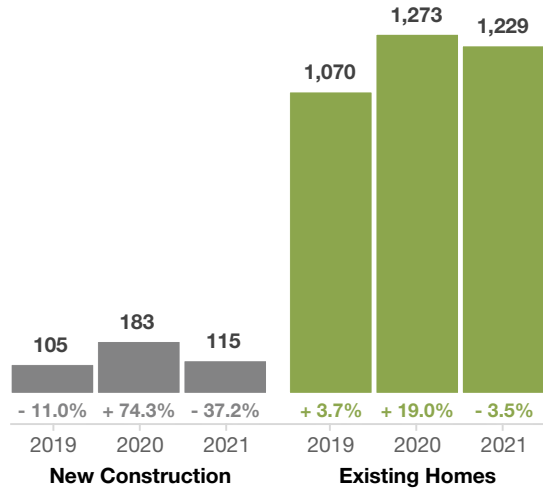
Closed Sales

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

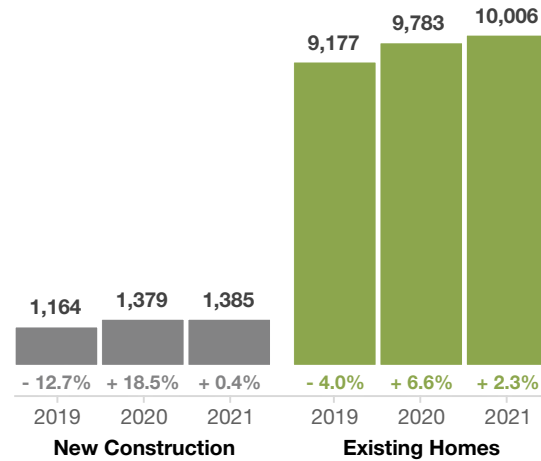


Omaha Area Region

September

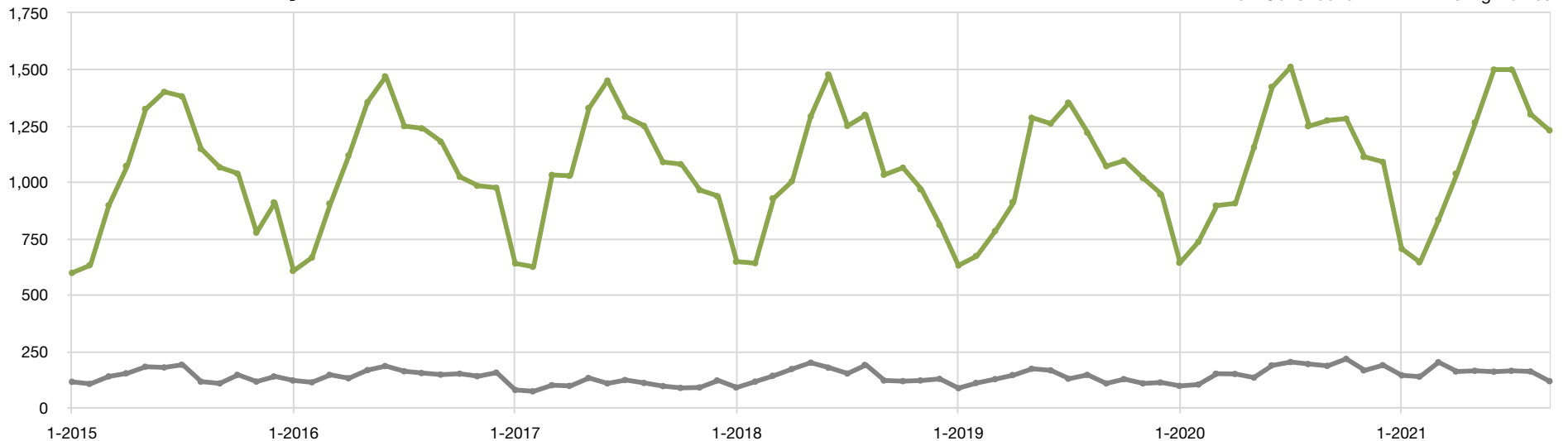


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	214	+ 72.6%	1,281	+ 17.0%
Nov-2020	163	+ 55.2%	1,111	+ 9.2%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 50.0%	703	+ 9.7%
Feb-2021	135	+ 35.0%	643	- 12.4%
Mar-2021	199	+ 34.5%	832	- 7.0%
Apr-2021	158	+ 7.5%	1,037	+ 14.6%
May-2021	161	+ 22.9%	1,264	+ 9.5%
Jun-2021	157	- 15.1%	1,499	+ 5.4%
Jul-2021	161	- 19.5%	1,499	- 0.8%
Aug-2021	158	- 17.3%	1,300	+ 4.2%
Sep-2021	115	- 37.2%	1,229	- 3.5%
12-Month Avg	162	+ 13.3%	1,124	+ 5.0%

Historical Closed Sales by Month



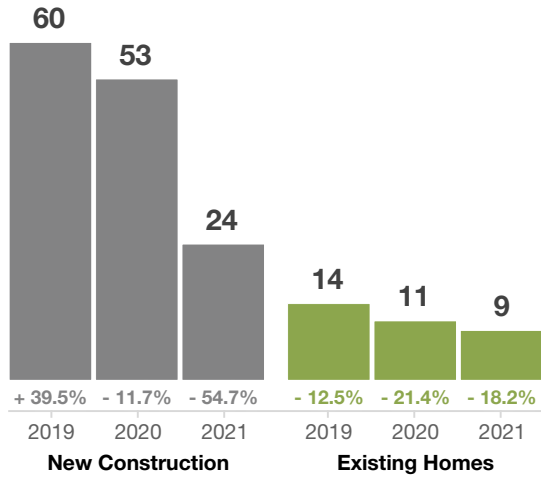
Days on Market Until Sale

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

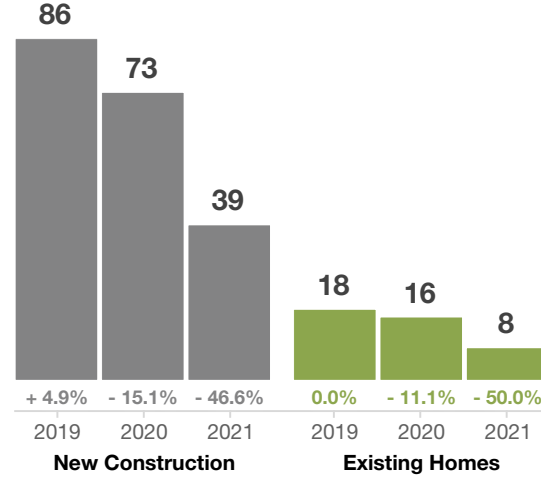


Omaha Area Region

September



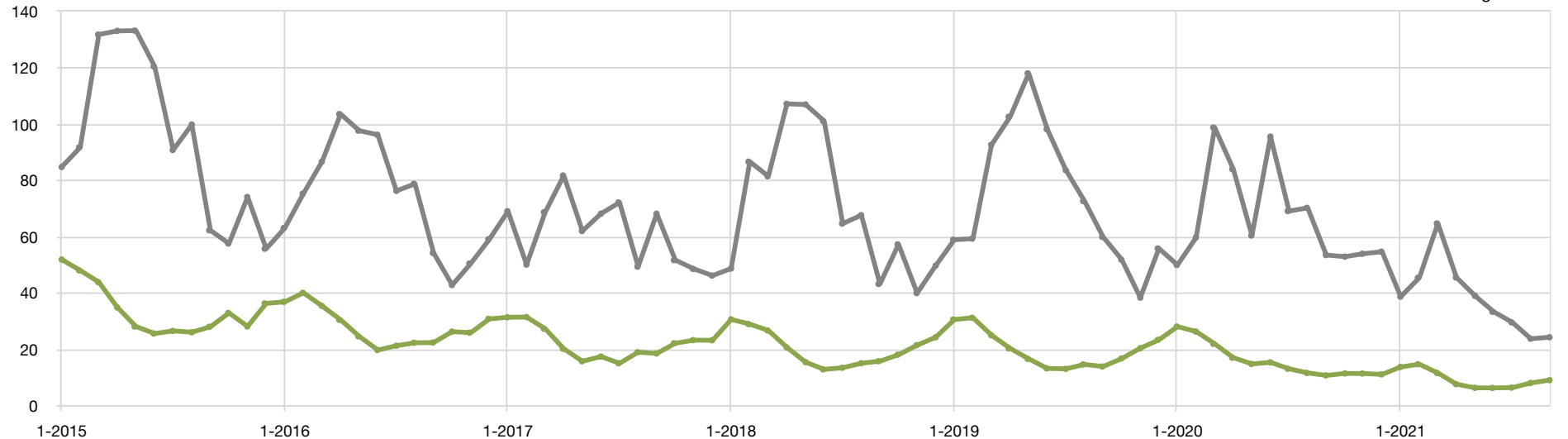
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	15	- 42.3%
Mar-2021	65	- 34.3%	11	- 50.0%
Apr-2021	45	- 46.4%	7	- 58.8%
May-2021	39	- 35.0%	6	- 60.0%
Jun-2021	33	- 65.3%	6	- 60.0%
Jul-2021	29	- 58.0%	6	- 53.8%
Aug-2021	24	- 65.7%	8	- 27.3%
Sep-2021	24	- 54.7%	9	- 18.2%
12-Month Avg*	43	- 36.1%	9	- 46.7%

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

Historical Days on Market Until Sale by Month



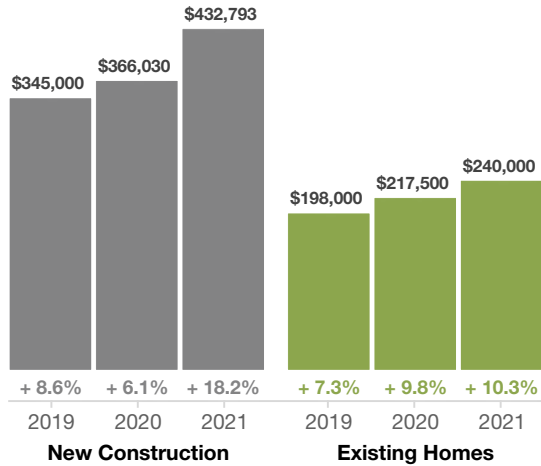
Median Closed Price

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

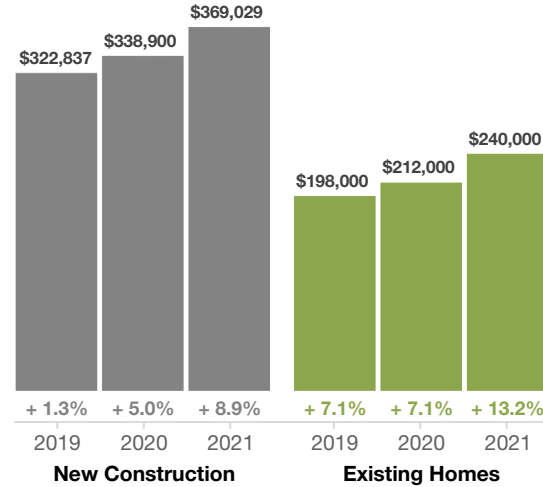


Omaha Area Region

September



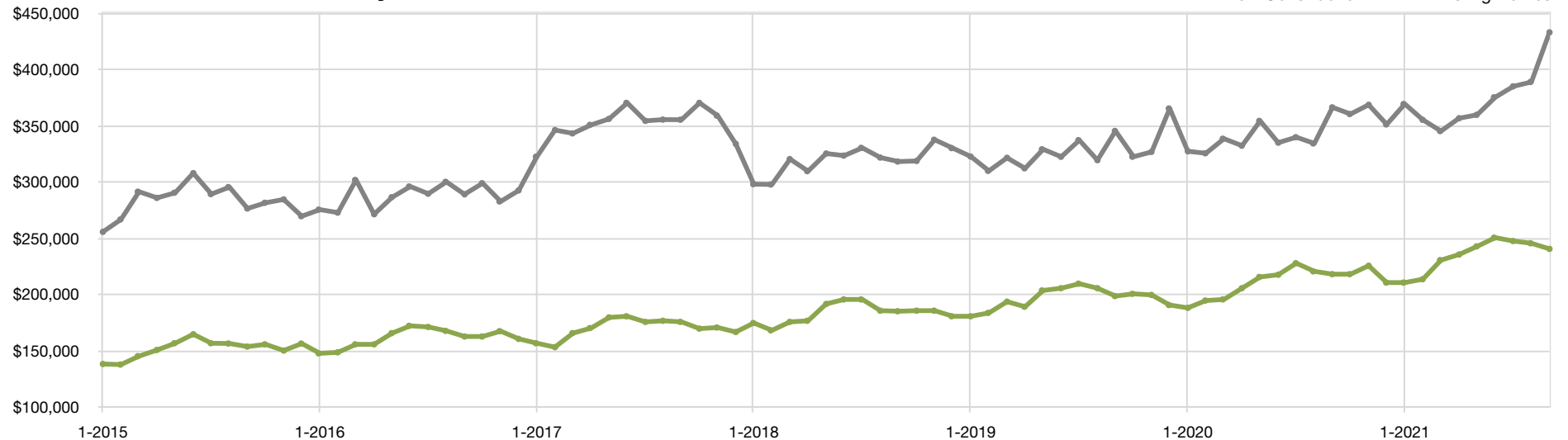
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	+ 12.9%	\$210,000	+ 12.0%
Feb-2021	\$354,900	+ 9.2%	\$213,000	+ 9.8%
Mar-2021	\$344,900	+ 2.0%	\$230,000	+ 17.9%
Apr-2021	\$356,351	+ 7.4%	\$235,000	+ 14.6%
May-2021	\$359,367	+ 1.5%	\$242,250	+ 12.7%
Jun-2021	\$375,000	+ 12.1%	\$250,000	+ 15.2%
Jul-2021	\$384,698	+ 13.3%	\$247,000	+ 8.7%
Aug-2021	\$388,618	+ 16.4%	\$245,000	+ 11.4%
Sep-2021	\$432,793	+ 18.2%	\$240,000	+ 10.3%
12-Month Avg*	\$364,900	+ 7.6%	\$235,000	+ 12.4%

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

Historical Median Closed Price by Month



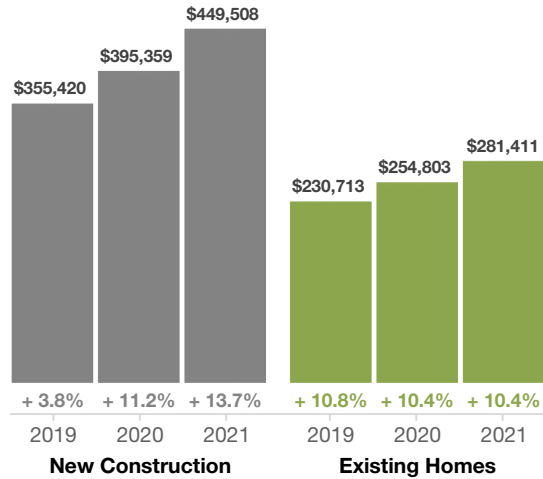
Average Closed Price

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

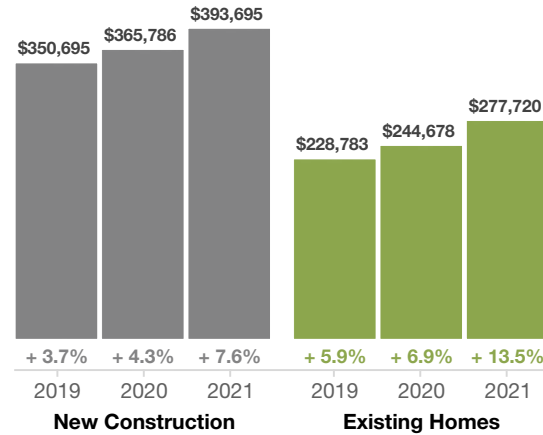


Omaha Area Region

September



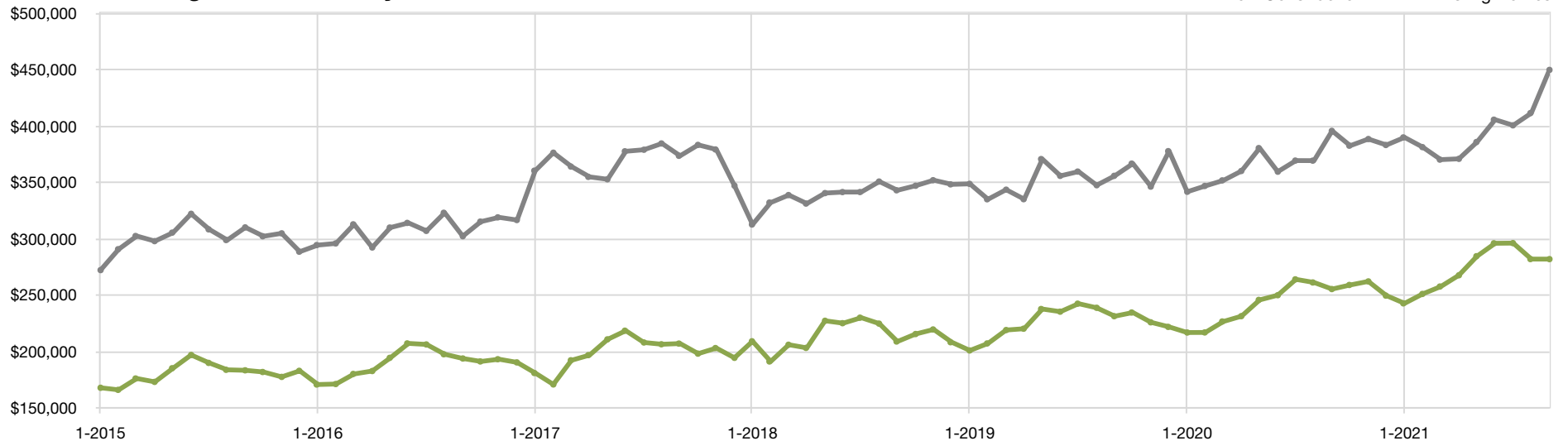
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	\$382,183	+ 4.3%	\$258,452	+ 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	+ 14.2%	\$242,114	+ 12.0%
Feb-2021	\$380,937	+ 10.0%	\$250,471	+ 15.8%
Mar-2021	\$369,806	+ 5.2%	\$257,055	+ 13.7%
Apr-2021	\$370,509	+ 3.0%	\$267,082	+ 15.7%
May-2021	\$385,429	+ 1.4%	\$283,992	+ 15.8%
Jun-2021	\$405,284	+ 12.9%	\$295,475	+ 18.5%
Jul-2021	\$400,280	+ 8.5%	\$295,628	+ 12.2%
Aug-2021	\$411,148	+ 11.5%	\$281,446	+ 8.0%
Sep-2021	\$449,508	+ 13.7%	\$281,411	+ 10.4%
12-Month Avg*	\$390,926	+ 7.0%	\$272,243	+ 13.2%

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

Historical Average Closed Price by Month



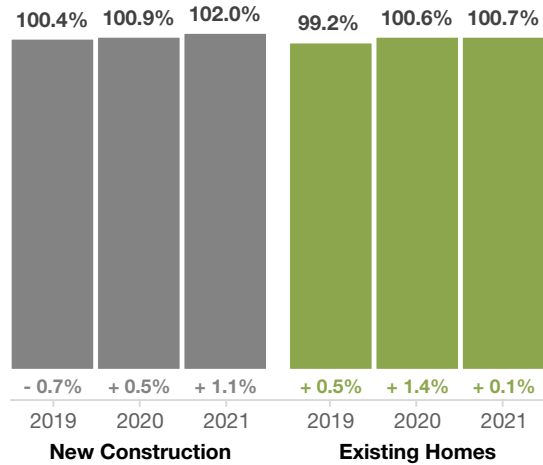
Percent of List Price Received

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.

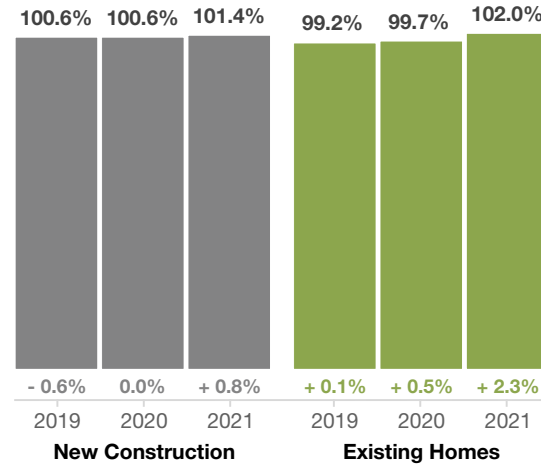


Omaha Area Region

September



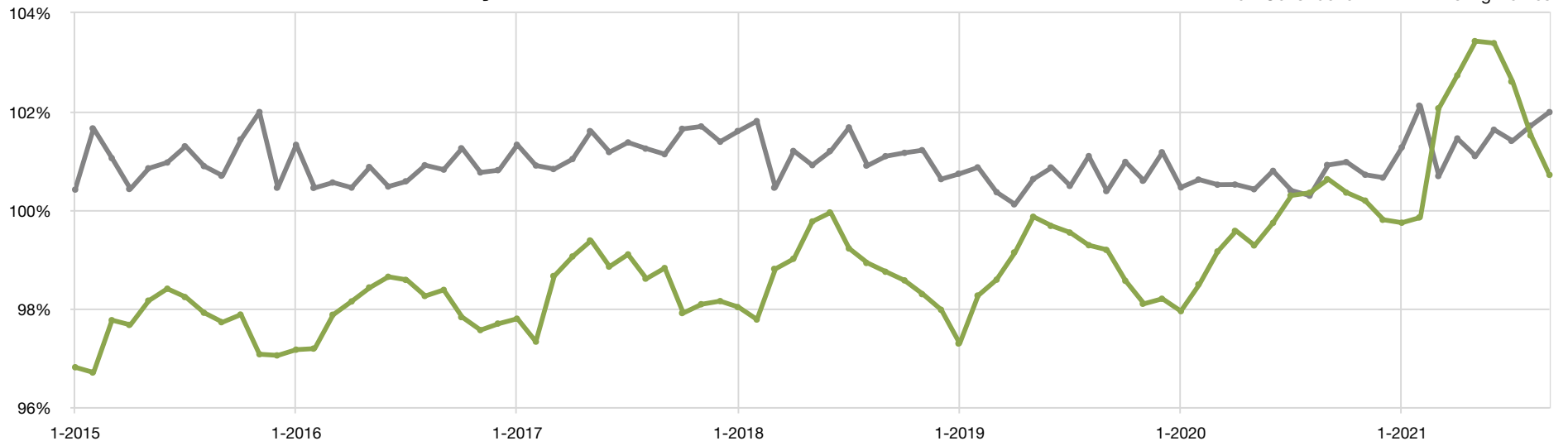
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.5%	+ 1.0%	102.7%	+ 3.1%
May-2021	101.1%	+ 0.7%	103.4%	+ 4.1%
Jun-2021	101.6%	+ 0.8%	103.4%	+ 3.7%
Jul-2021	101.4%	+ 1.0%	102.6%	+ 2.3%
Aug-2021	101.7%	+ 1.4%	101.5%	+ 1.1%
Sep-2021	102.0%	+ 1.1%	100.7%	+ 0.1%
12-Month Avg*	101.3%	+ 0.6%	101.6%	+ 2.2%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

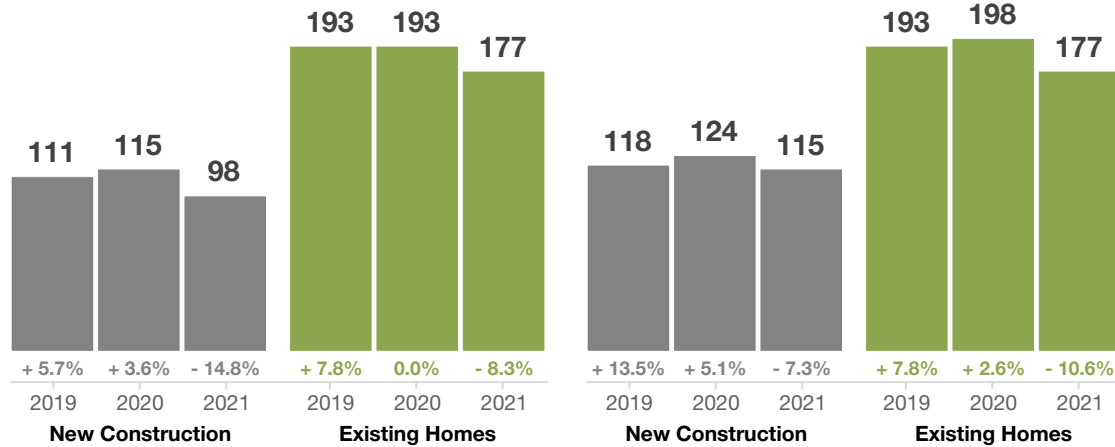
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Omaha Area Region

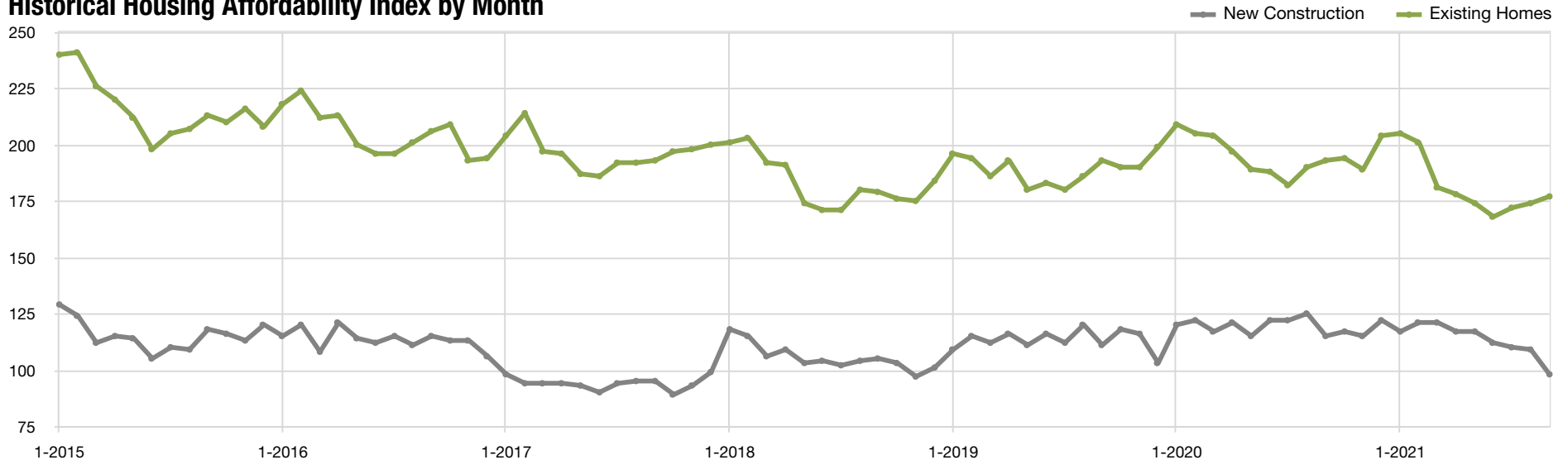
September

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	117	- 0.8%	194	+ 2.1%
Nov-2020	115	- 0.9%	189	- 0.5%
Dec-2020	122	+ 18.4%	204	+ 2.5%
Jan-2021	117	- 2.5%	205	- 1.9%
Feb-2021	121	- 0.8%	201	- 2.0%
Mar-2021	121	+ 3.4%	181	- 11.3%
Apr-2021	117	- 3.3%	178	- 9.6%
May-2021	117	+ 1.7%	174	- 7.9%
Jun-2021	112	- 8.2%	168	- 10.6%
Jul-2021	110	- 9.8%	172	- 5.5%
Aug-2021	109	- 12.8%	174	- 8.4%
Sep-2021	98	- 14.8%	177	- 8.3%
12-Month Avg	115	- 2.5%	185	- 5.1%

Historical Housing Affordability Index by Month



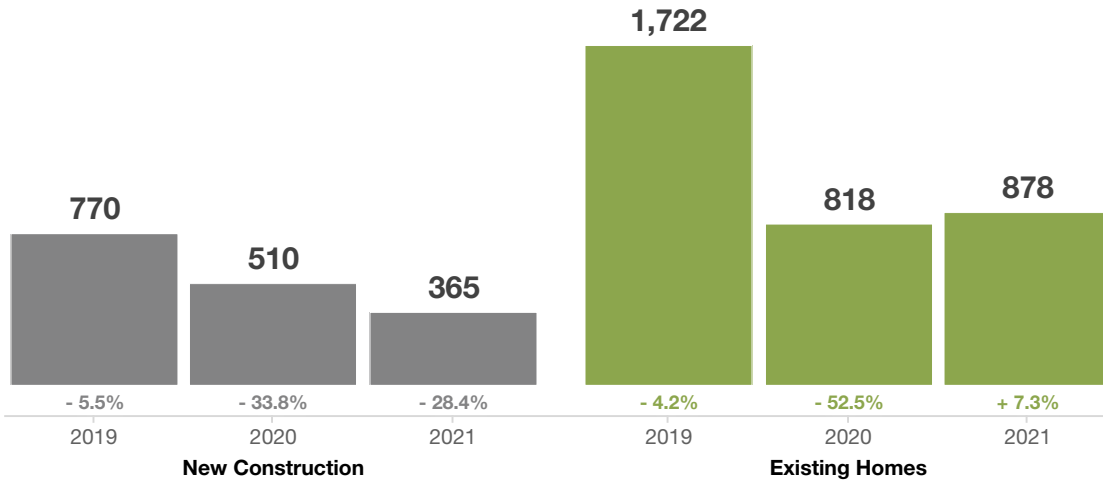
Inventory of Homes for Sale

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



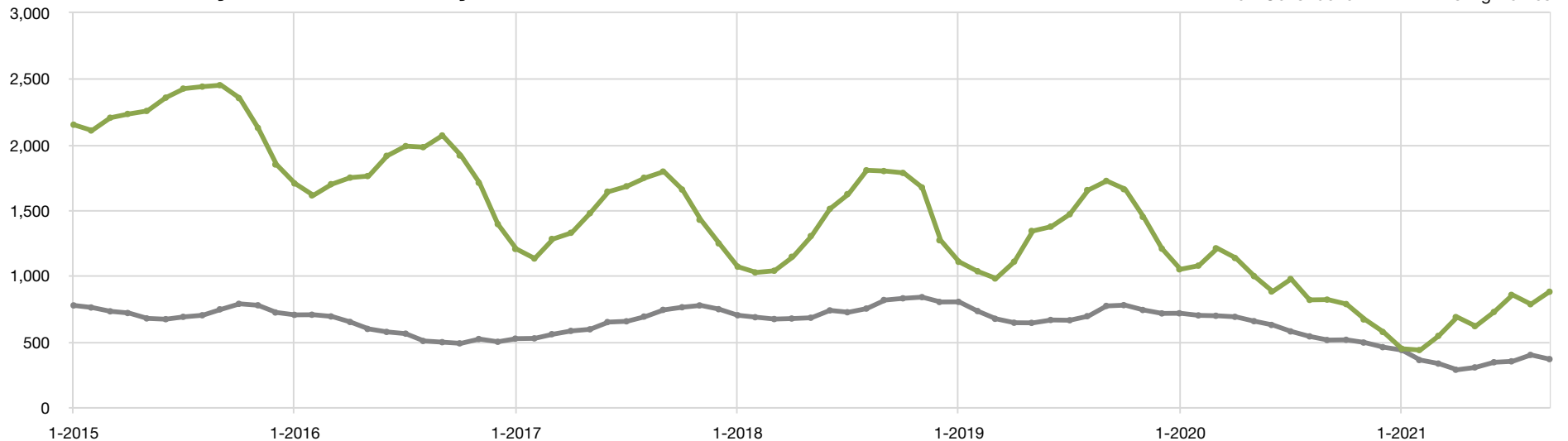
Omaha Area Region

September



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	512	- 34.0%	784	- 52.7%
Nov-2020	491	- 33.6%	667	- 53.9%
Dec-2020	456	- 36.0%	572	- 52.6%
Jan-2021	434	- 39.2%	444	- 57.7%
Feb-2021	358	- 48.7%	434	- 59.7%
Mar-2021	331	- 52.4%	542	- 55.2%
Apr-2021	284	- 58.7%	685	- 39.6%
May-2021	302	- 53.8%	616	- 38.2%
Jun-2021	341	- 45.4%	724	- 17.7%
Jul-2021	348	- 39.6%	854	- 12.4%
Aug-2021	397	- 26.2%	783	- 4.0%
Sep-2021	365	- 28.4%	878	+ 7.3%
12-Month Avg	385	- 41.7%	665	- 39.9%

Historical Inventory of Homes for Sale by Month



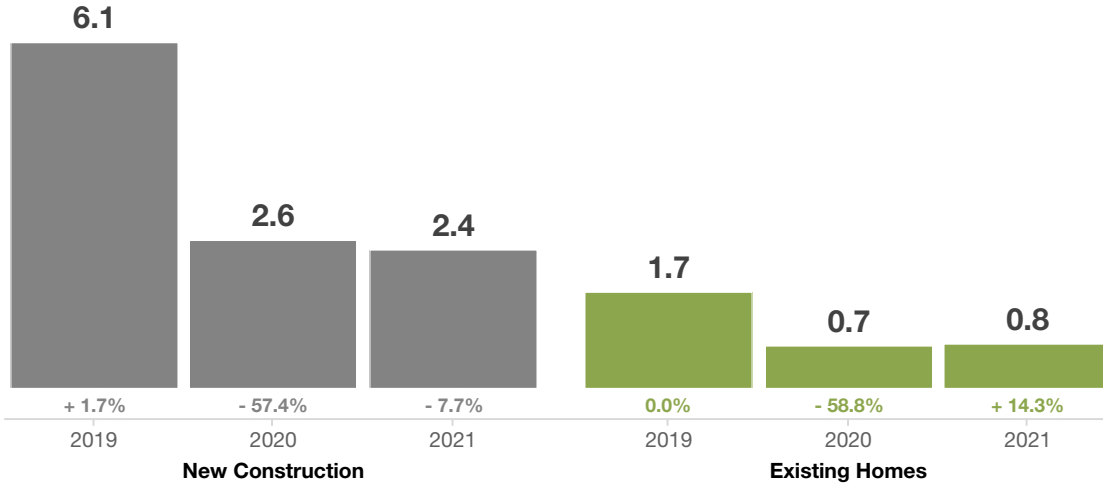
Months Supply of Inventory

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.



Omaha Area Region

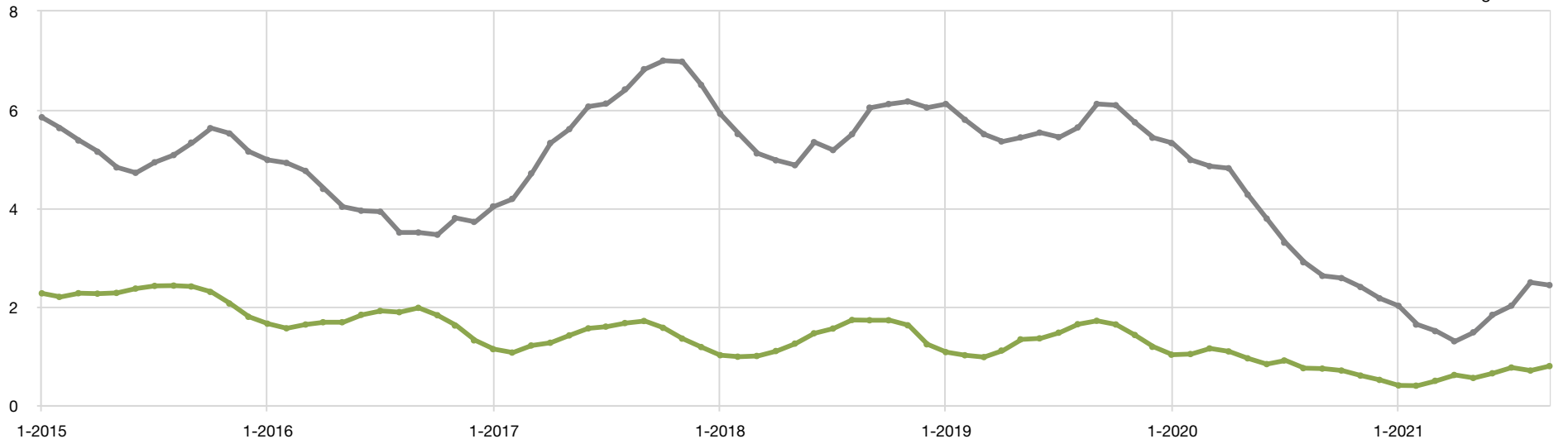
September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	2.6	- 57.4%	0.7	- 56.3%
Nov-2020	2.4	- 57.9%	0.6	- 57.1%
Dec-2020	2.2	- 59.3%	0.5	- 58.3%
Jan-2021	2.0	- 62.3%	0.4	- 60.0%
Feb-2021	1.6	- 68.0%	0.4	- 60.0%
Mar-2021	1.5	- 69.4%	0.5	- 58.3%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
May-2021	1.5	- 65.1%	0.6	- 40.0%
Jun-2021	1.8	- 52.6%	0.6	- 25.0%
Jul-2021	2.0	- 39.4%	0.8	- 11.1%
Aug-2021	2.5	- 13.8%	0.7	- 12.5%
Sep-2021	2.4	- 7.7%	0.8	+ 14.3%
12-Month Avg*	2.0	- 55.9%	0.6	- 43.7%

* Months Supply for all properties from October 2020 through September 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,692	1,665	- 1.6%	15,145	14,403	- 4.9%
Pending Sales		1,429	1,227	- 14.1%	12,750	11,905	- 6.6%
Closed Sales		1,456	1,344	- 7.7%	11,162	11,391	+ 2.1%
Days on Market Until Sale		16	10	- 37.5%	23	12	- 47.8%
Median Closed Price		\$230,125	\$250,000	+ 8.6%	\$225,500	\$251,000	+ 11.3%
Average Closed Price		\$272,493	\$295,805	+ 8.6%	\$259,647	\$291,826	+ 12.4%
Percent of List Price Received		100.7%	100.8%	+ 0.1%	99.8%	102.0%	+ 2.2%
Housing Affordability Index		182	170	- 6.6%	186	169	- 9.1%
Inventory of Homes for Sale		1,328	1,243	- 6.4%	—	—	—
Months Supply of Inventory		1.0	1.0	0.0%	—	—	—