

Monthly Indicators

Omaha Area Region



November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings decreased 51.6 percent for New Construction but increased 13.1 percent for Existing Homes. Pending Sales decreased 47.8 percent for New Construction but increased 10.4 percent for Existing Homes. Inventory decreased 4.3 percent for New Construction and 5.4 percent for Existing Homes.

Median Closed Price increased 8.7 percent for New Construction and 8.0 percent for Existing Homes. Days on Market decreased 48.1 percent for New Construction but remained flat for Existing Homes. Months Supply of Inventory increased 39.1 percent for New Construction but remained flat for Existing Homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Quick Facts

+ 2.9%

Change in
Closed Sales
All Properties

+ 7.4%

Change in
Median Closed Price
All Properties

- 4.9%

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.



Omaha Area Region

Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		246	119	- 51.6%	2,930	2,253	- 23.1%
Pending Sales		205	107	- 47.8%	2,421	1,568	- 35.2%
Closed Sales		164	134	- 18.3%	1,758	1,746	- 0.7%
Days on Market Until Sale		54	28	- 48.1%	68	36	- 47.1%
Median Closed Price		\$368,910	\$401,185	+ 8.7%	\$343,950	\$374,307	+ 8.8%
Average Closed Price		\$387,992	\$426,914	+ 10.0%	\$369,880	\$398,247	+ 7.7%
Percent of List Price Received		100.7%	101.8%	+ 1.1%	100.6%	101.4%	+ 0.8%
Housing Affordability Index		115	106	- 7.8%	123	114	- 7.3%
Inventory of Homes for Sale		493	472	- 4.3%	—	—	—
Months Supply of Inventory		2.3	3.2	+ 39.1%	—	—	—

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.



Omaha Area Region

Key Metrics	Historical Sparkbars	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		860	973	+ 13.1%	14,972	14,944	- 0.2%
Pending Sales		809	893	+ 10.4%	12,732	12,746	+ 0.1%
Closed Sales		1,111	1,178	+ 6.0%	12,177	12,399	+ 1.8%
Days on Market Until Sale		11	11	0.0%	15	9	- 40.0%
Median Closed Price		\$225,000	\$243,000	+ 8.0%	\$215,000	\$240,000	+ 11.6%
Average Closed Price		\$261,617	\$290,519	+ 11.0%	\$247,686	\$279,055	+ 12.7%
Percent of List Price Received		100.2%	100.7%	+ 0.5%	99.8%	101.8%	+ 2.0%
Housing Affordability Index		189	175	- 7.4%	197	177	- 10.2%
Inventory of Homes for Sale		667	631	- 5.4%	—	—	—
Months Supply of Inventory		0.6	0.6	0.0%	—	—	—

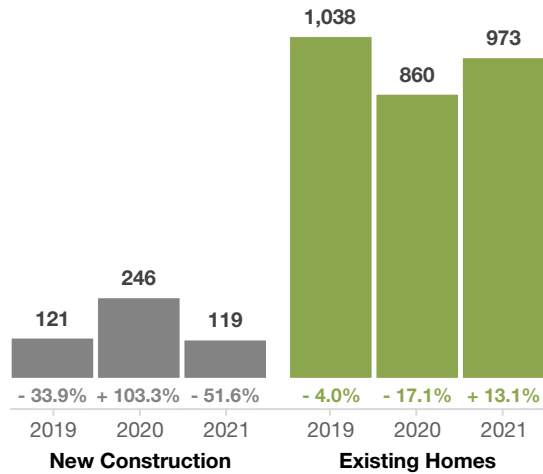
New Listings

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

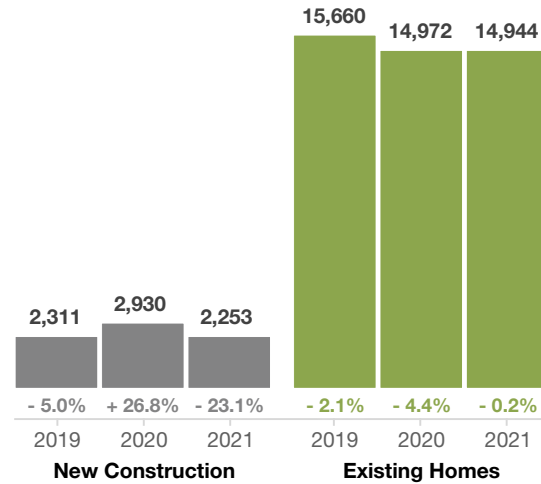


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November

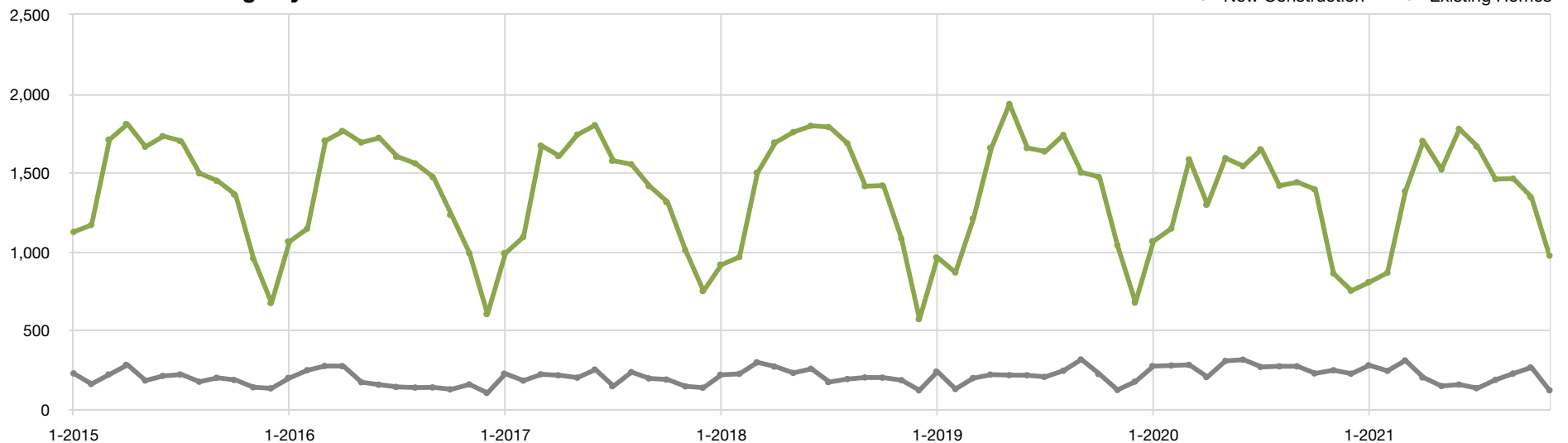


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	224	+ 28.7%	750	+ 11.1%
Jan-2021	277	+ 1.8%	804	- 24.4%
Feb-2021	242	- 12.3%	864	- 24.5%
Mar-2021	308	+ 10.0%	1,381	- 12.8%
Apr-2021	200	- 1.5%	1,699	+ 31.2%
May-2021	146	- 52.1%	1,519	- 4.5%
Jun-2021	155	- 50.5%	1,776	+ 15.3%
Jul-2021	132	- 50.6%	1,665	+ 1.1%
Aug-2021	185	- 31.7%	1,458	+ 3.0%
Sep-2021	225	- 17.0%	1,461	+ 1.6%
Oct-2021	264	+ 16.8%	1,344	- 3.5%
Nov-2021	119	- 51.6%	973	+ 13.1%
12-Month Avg	206	- 20.5%	1,308	+ 0.3%

Historical New Listings by Month



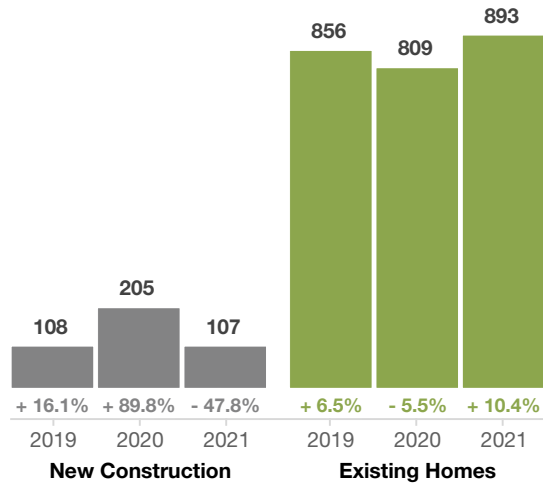
Pending Sales

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

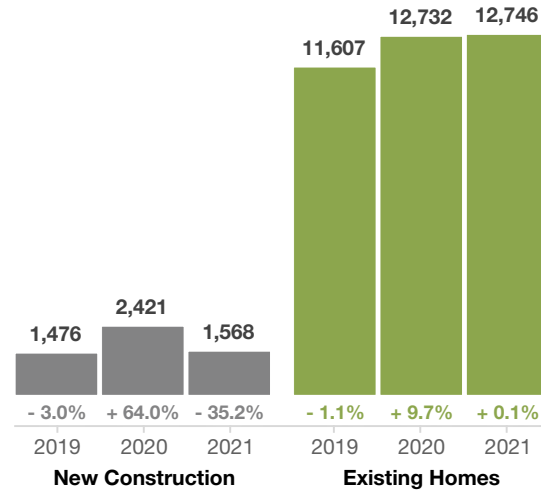


Omaha Area Region

November

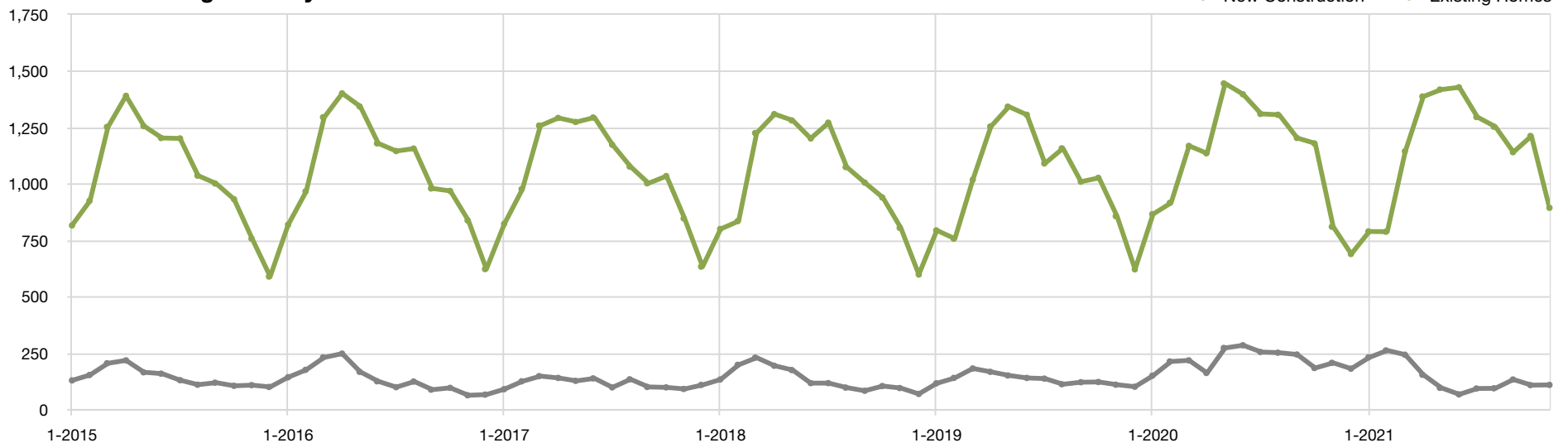


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	179	+ 80.8%	688	+ 11.0%
Jan-2021	229	+ 54.7%	788	- 8.9%
Feb-2021	260	+ 23.2%	787	- 14.0%
Mar-2021	241	+ 11.6%	1,144	- 2.1%
Apr-2021	152	- 5.0%	1,387	+ 22.2%
May-2021	94	- 65.3%	1,418	- 1.9%
Jun-2021	65	- 77.0%	1,428	+ 2.2%
Jul-2021	91	- 64.0%	1,296	- 1.1%
Aug-2021	92	- 63.2%	1,253	- 4.1%
Sep-2021	131	- 45.9%	1,140	- 5.2%
Oct-2021	106	- 41.8%	1,212	+ 2.8%
Nov-2021	107	- 47.8%	893	+ 10.4%
12-Month Avg	146	- 30.5%	1,120	+ 0.6%

Historical Pending Sales by Month



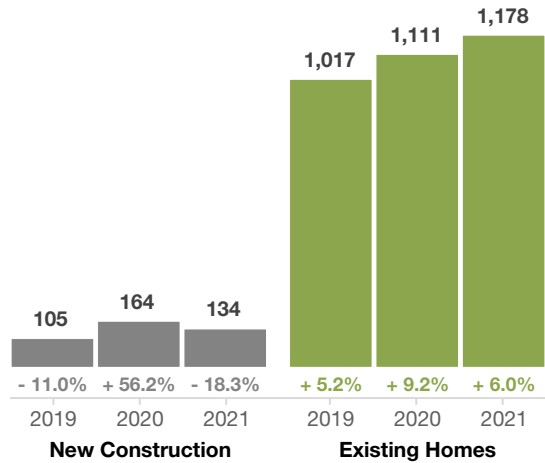
Closed Sales

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

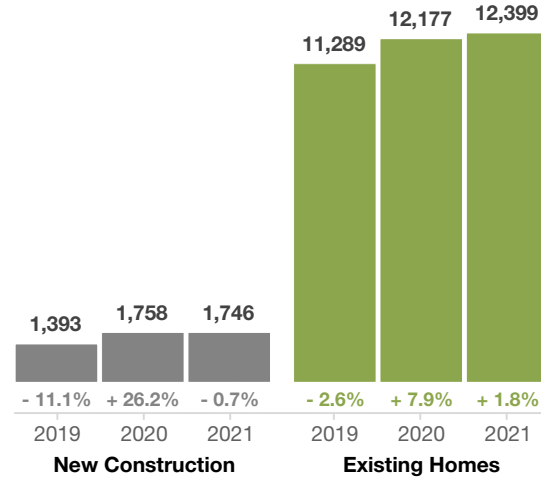


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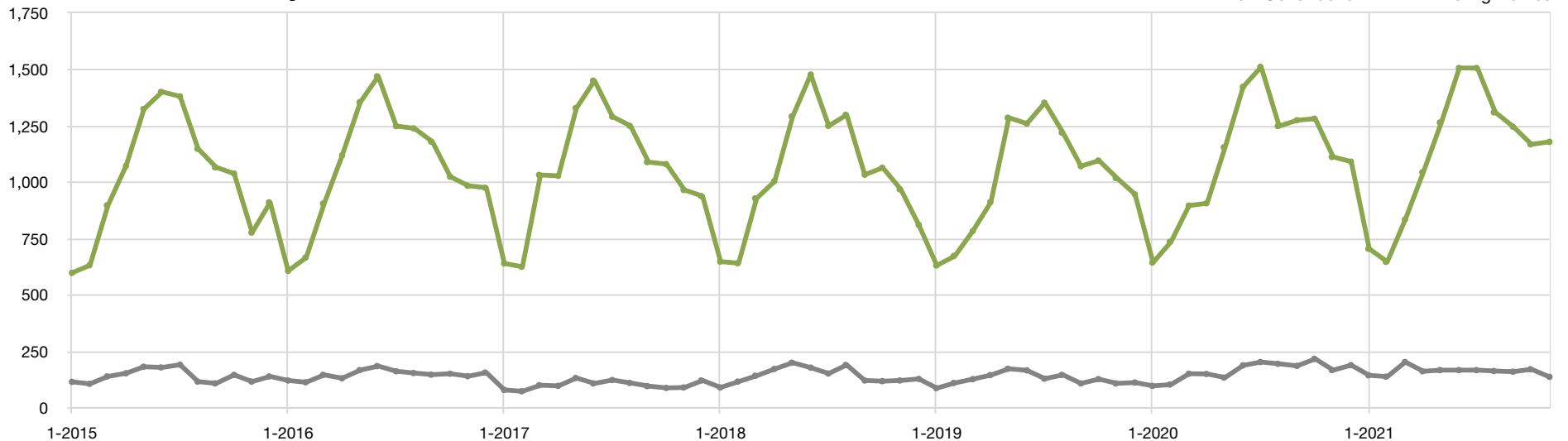


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	186	+ 70.6%	1,090	+ 15.3%
Jan-2021	141	+ 50.0%	703	+ 9.5%
Feb-2021	135	+ 35.0%	645	- 12.1%
Mar-2021	200	+ 35.1%	833	- 6.9%
Apr-2021	159	+ 8.2%	1,043	+ 15.2%
May-2021	164	+ 25.2%	1,264	+ 9.5%
Jun-2021	164	- 11.4%	1,506	+ 5.9%
Jul-2021	164	- 18.0%	1,506	- 0.3%
Aug-2021	160	- 16.7%	1,309	+ 4.9%
Sep-2021	157	- 14.2%	1,245	- 2.3%
Oct-2021	168	- 21.5%	1,167	- 8.9%
Nov-2021	134	- 18.3%	1,178	+ 6.0%
12-Month Avg	161	+ 3.2%	1,124	+ 2.7%

Historical Closed Sales by Month



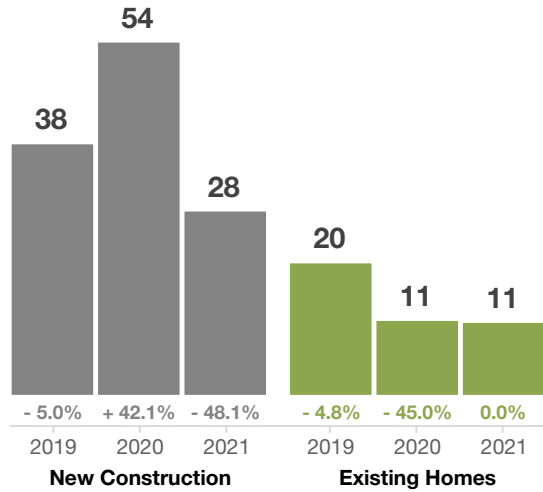
Days on Market Until Sale

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

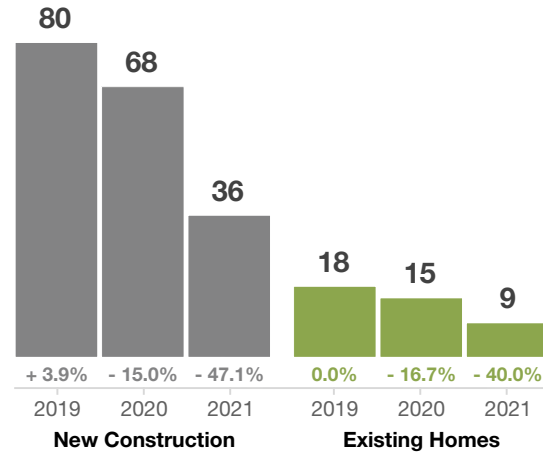


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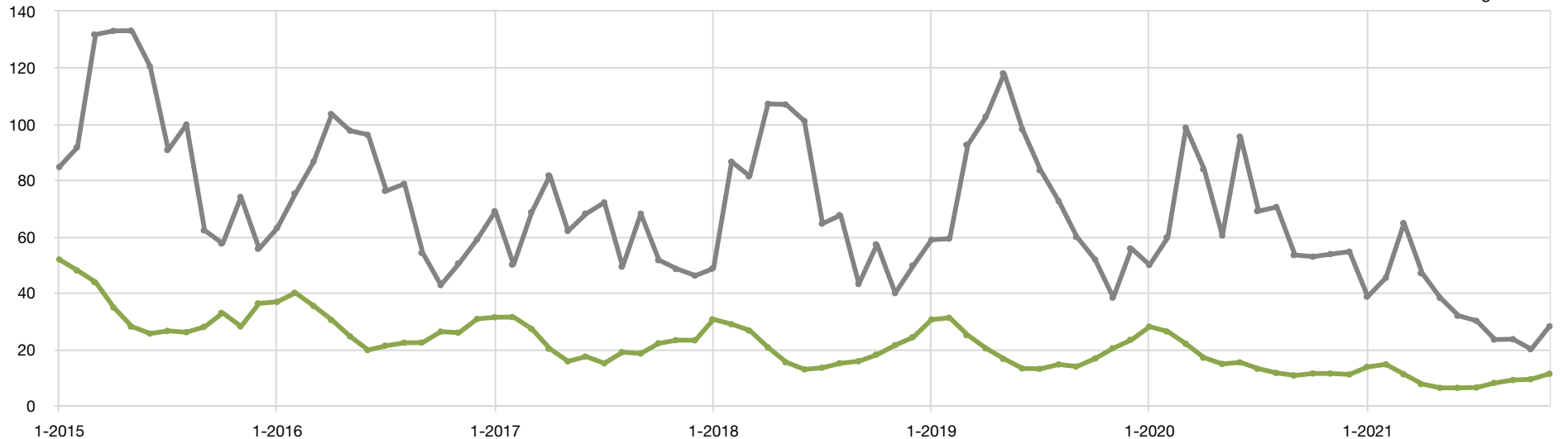
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
May-2021	38	- 36.7%	6	- 60.0%
Jun-2021	32	- 66.3%	6	- 60.0%
Jul-2021	30	- 56.5%	6	- 53.8%
Aug-2021	23	- 67.1%	8	- 27.3%
Sep-2021	23	- 56.6%	9	- 18.2%
Oct-2021	20	- 62.3%	9	- 18.2%
Nov-2021	28	- 48.1%	11	0.0%
12-Month Avg*	38	- 44.2%	9	- 43.7%

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

Historical Days on Market Until Sale by Month



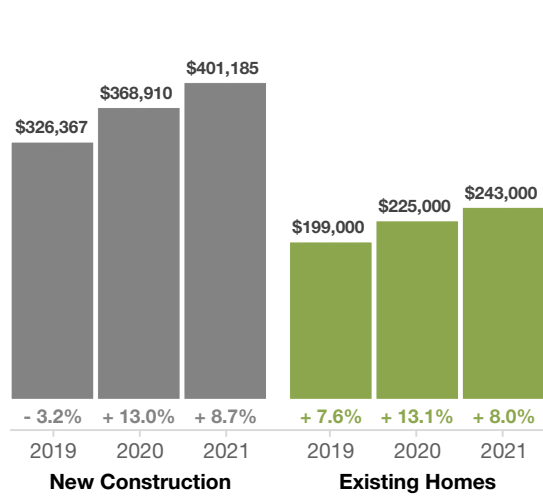
Median Closed Price

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

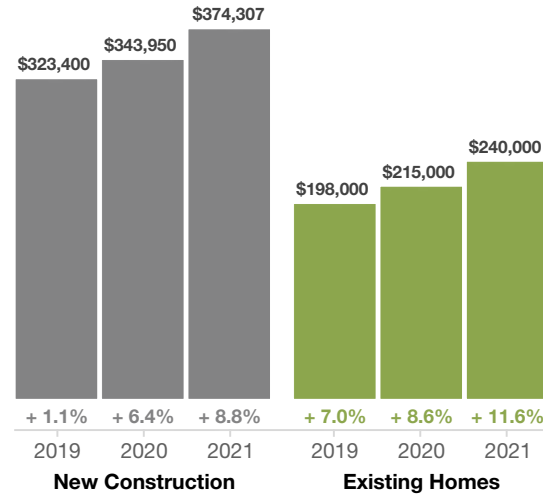


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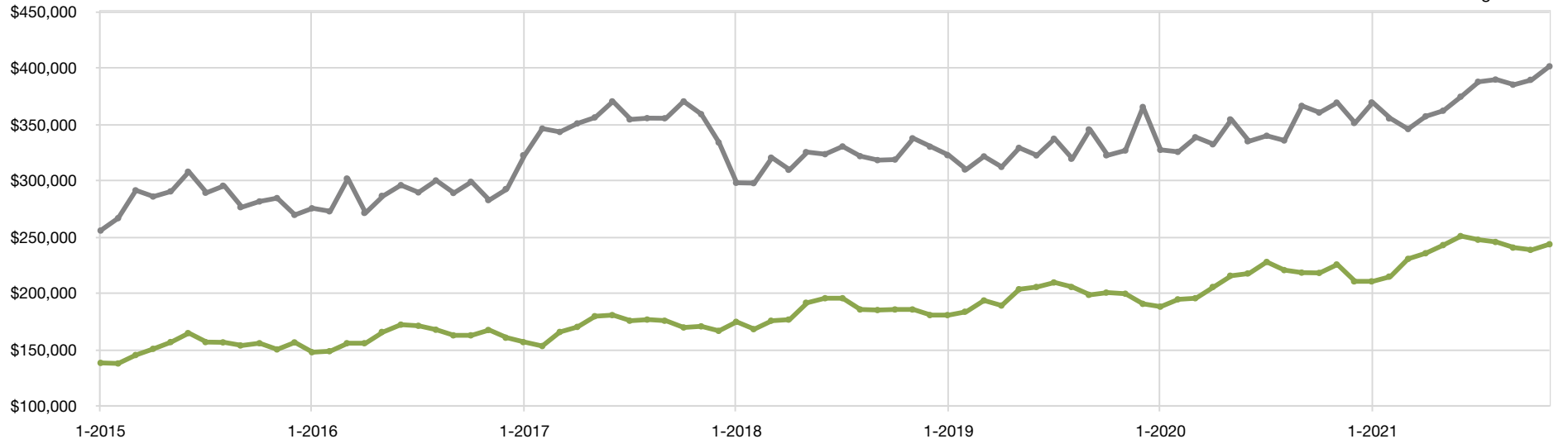
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$214,200	+ 10.4%
Mar-2021	\$345,436	+ 2.2%	\$230,000	+ 17.9%
Apr-2021	\$356,702	+ 7.5%	\$235,000	+ 14.6%
May-2021	\$361,723	+ 2.2%	\$242,250	+ 12.7%
Jun-2021	\$374,183	+ 11.8%	\$250,250	+ 15.3%
Jul-2021	\$387,450	+ 14.1%	\$247,000	+ 8.7%
Aug-2021	\$389,432	+ 16.2%	\$245,000	+ 11.4%
Sep-2021	\$384,856	+ 5.1%	\$240,000	+ 10.2%
Oct-2021	\$389,164	+ 8.1%	\$238,000	+ 9.4%
Nov-2021	\$401,185	+ 8.7%	\$243,000	+ 8.0%
12-Month Avg*	\$370,875	+ 7.5%	\$237,000	+ 11.8%

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

Historical Median Closed Price by Month



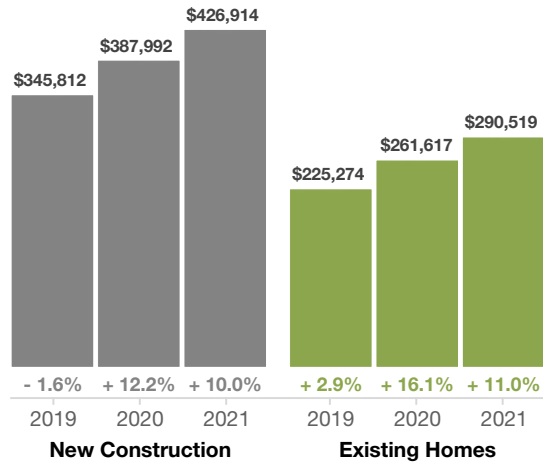
Average Closed Price

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

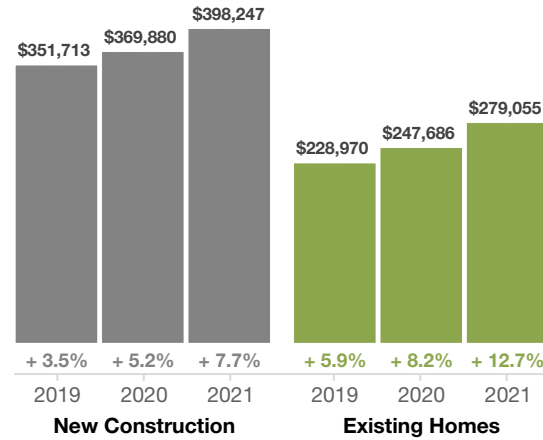


Omaha Area Region

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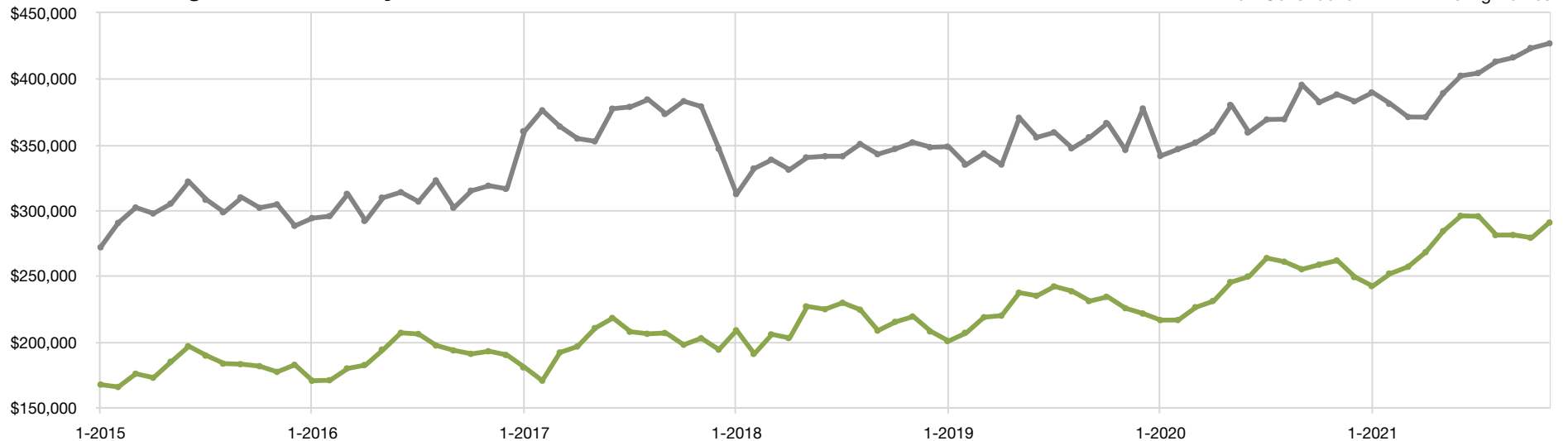
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	\$382,795	+ 1.4%	\$248,952	+ 12.5%
Jan-2021	\$389,542	+ 14.2%	\$242,114	+ 12.0%
Feb-2021	\$380,937	+ 10.0%	\$251,637	+ 16.4%
Mar-2021	\$370,897	+ 5.6%	\$256,818	+ 13.6%
Apr-2021	\$370,758	+ 3.1%	\$267,939	+ 16.1%
May-2021	\$389,001	+ 2.4%	\$283,992	+ 15.8%
Jun-2021	\$402,279	+ 12.0%	\$295,613	+ 18.5%
Jul-2021	\$404,345	+ 9.6%	\$295,243	+ 12.1%
Aug-2021	\$413,062	+ 11.9%	\$280,934	+ 7.8%
Sep-2021	\$416,235	+ 5.3%	\$281,015	+ 10.2%
Oct-2021	\$423,392	+ 10.8%	\$278,907	+ 7.9%
Nov-2021	\$426,914	+ 10.0%	\$290,519	+ 11.0%
12-Month Avg*	\$396,759	+ 7.1%	\$276,623	+ 12.5%

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

Historical Average Closed Price by Month



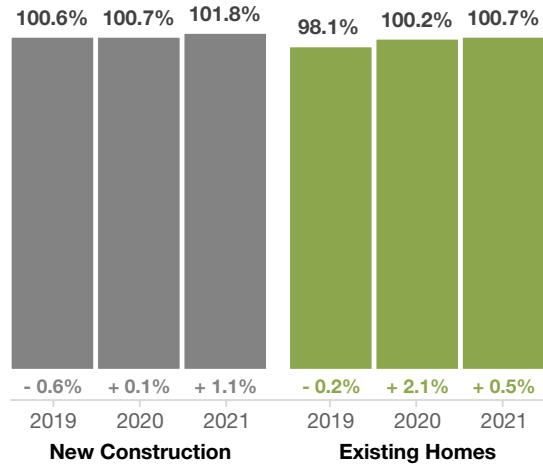
Percent of List Price Received

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.

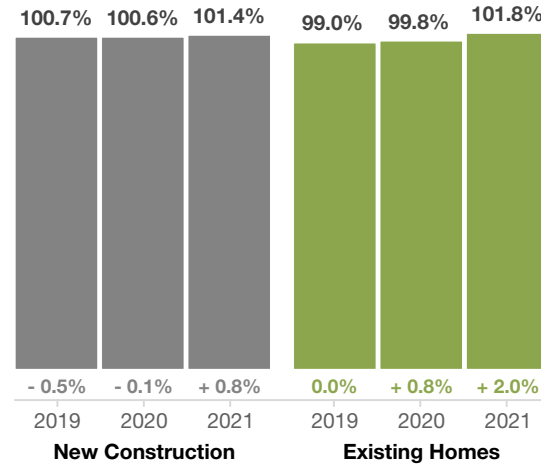


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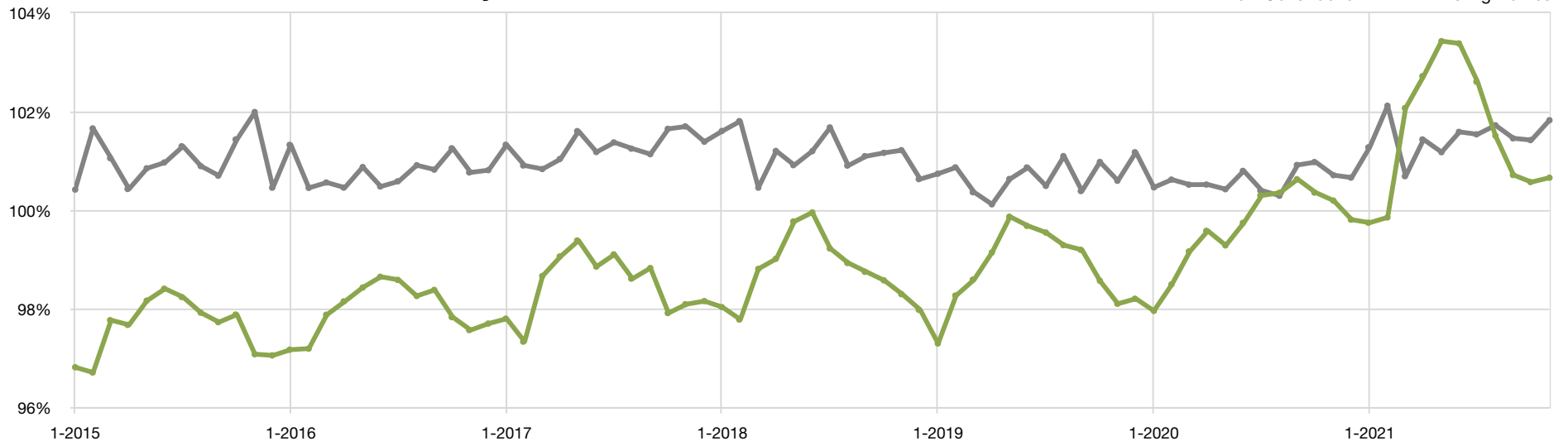
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	100.7%	- 0.5%	99.8%	+ 1.6%
Jan-2021	101.3%	+ 0.8%	99.7%	+ 1.7%
Feb-2021	102.1%	+ 1.5%	99.9%	+ 1.4%
Mar-2021	100.7%	+ 0.2%	102.1%	+ 2.9%
Apr-2021	101.4%	+ 0.9%	102.7%	+ 3.1%
May-2021	101.2%	+ 0.8%	103.4%	+ 4.1%
Jun-2021	101.6%	+ 0.8%	103.4%	+ 3.7%
Jul-2021	101.5%	+ 1.1%	102.6%	+ 2.3%
Aug-2021	101.7%	+ 1.4%	101.5%	+ 1.1%
Sep-2021	101.5%	+ 0.6%	100.7%	+ 0.1%
Oct-2021	101.4%	+ 0.4%	100.6%	+ 0.2%
Nov-2021	101.8%	+ 1.1%	100.7%	+ 0.5%
12-Month Avg*	101.4%	+ 0.7%	101.6%	+ 1.9%

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

Historical Percent of List Price Received by Month



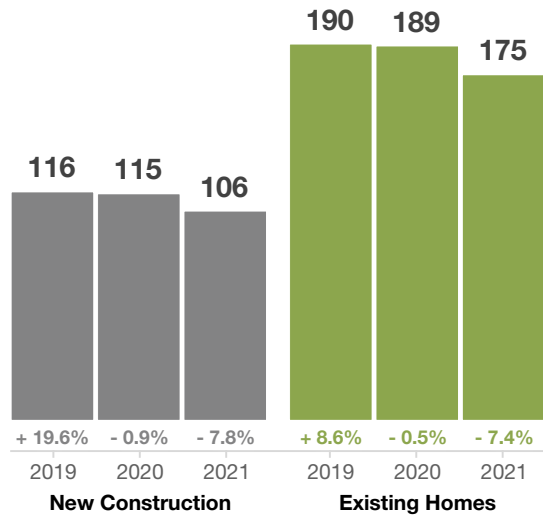
Housing Affordability Index

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.

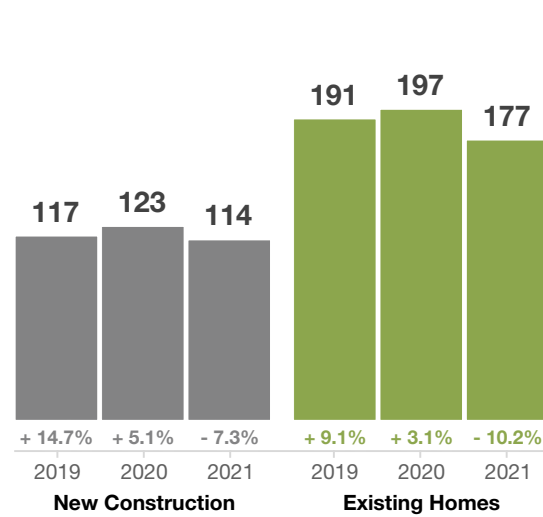


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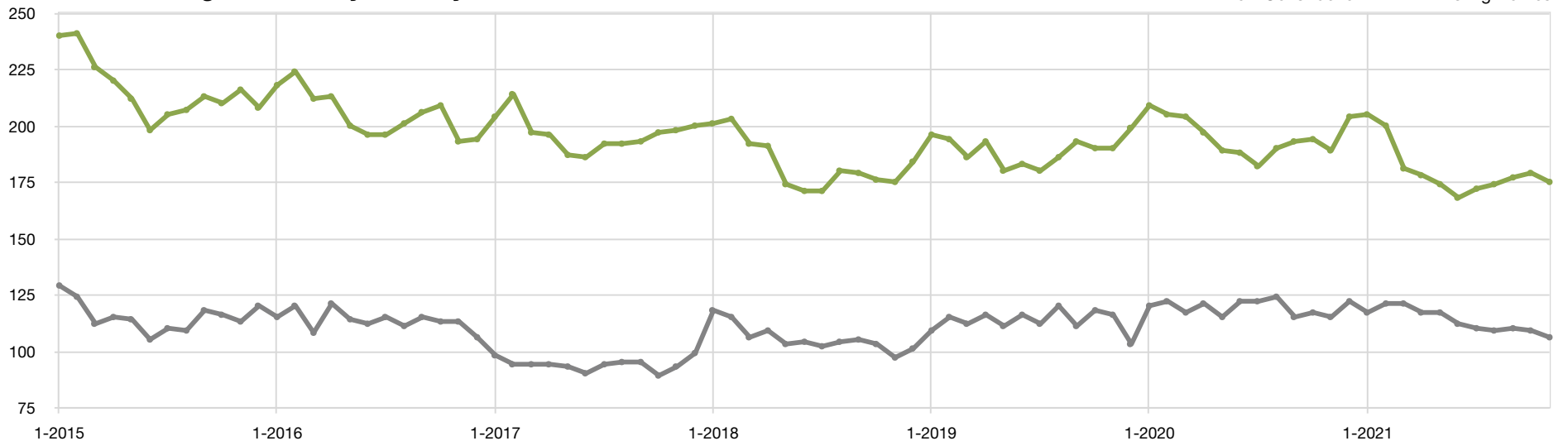


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	122	+ 18.4%	204	+ 2.5%
Jan-2021	117	- 2.5%	205	- 1.9%
Feb-2021	121	- 0.8%	200	- 2.4%
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	- 12.1%	174	- 8.4%
Sep-2021	110	- 4.3%	177	- 8.3%
Oct-2021	109	- 6.8%	179	- 7.7%
Nov-2021	106	- 7.8%	175	- 7.4%
12-Month Avg	114	- 3.4%	182	- 6.7%

Historical Housing Affordability Index by Month



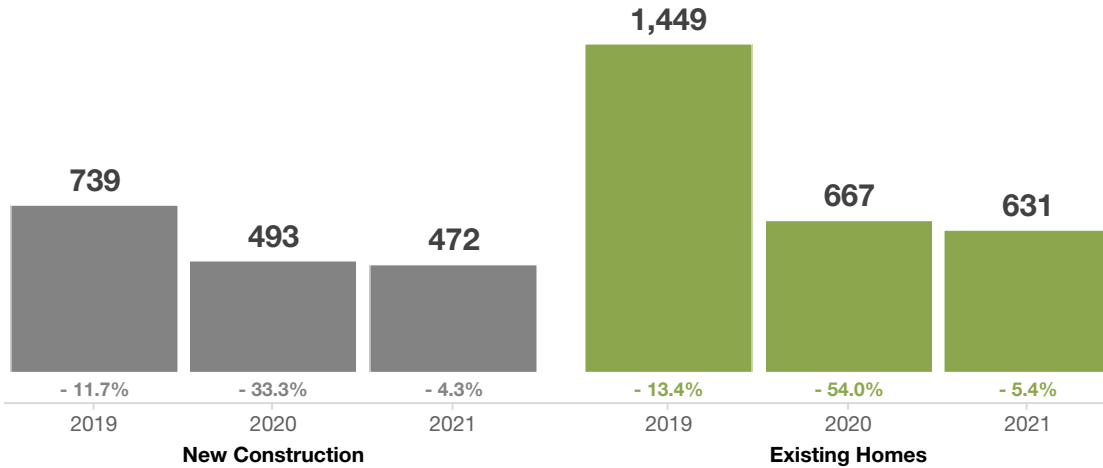
Inventory of Homes for Sale

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



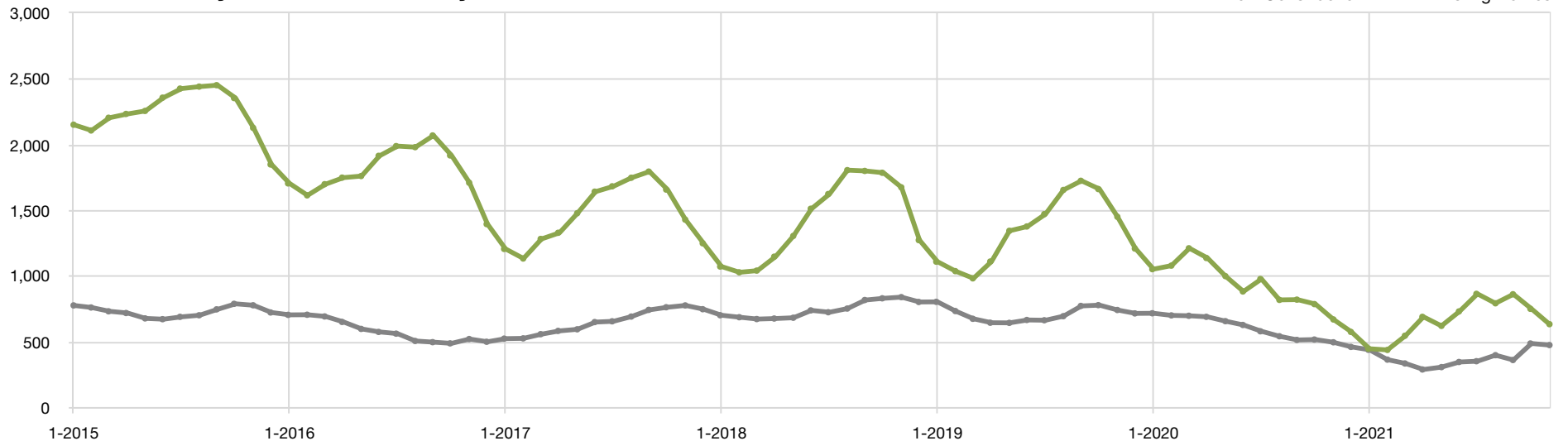
Omaha Area Region

November



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	458	-35.8%	572	-52.6%
Jan-2021	436	-38.9%	444	-57.7%
Feb-2021	361	-48.3%	435	-59.6%
Mar-2021	332	-52.2%	543	-55.1%
Apr-2021	286	-58.4%	687	-39.5%
May-2021	304	-53.5%	618	-38.0%
Jun-2021	343	-45.1%	728	-17.3%
Jul-2021	349	-39.5%	862	-11.6%
Aug-2021	395	-26.7%	790	-3.2%
Sep-2021	358	-29.9%	859	+5.0%
Oct-2021	484	-5.8%	748	-4.6%
Nov-2021	472	-4.3%	631	-5.4%
12-Month Avg	382	-38.2%	660	-31.8%

Historical Inventory of Homes for Sale by Month



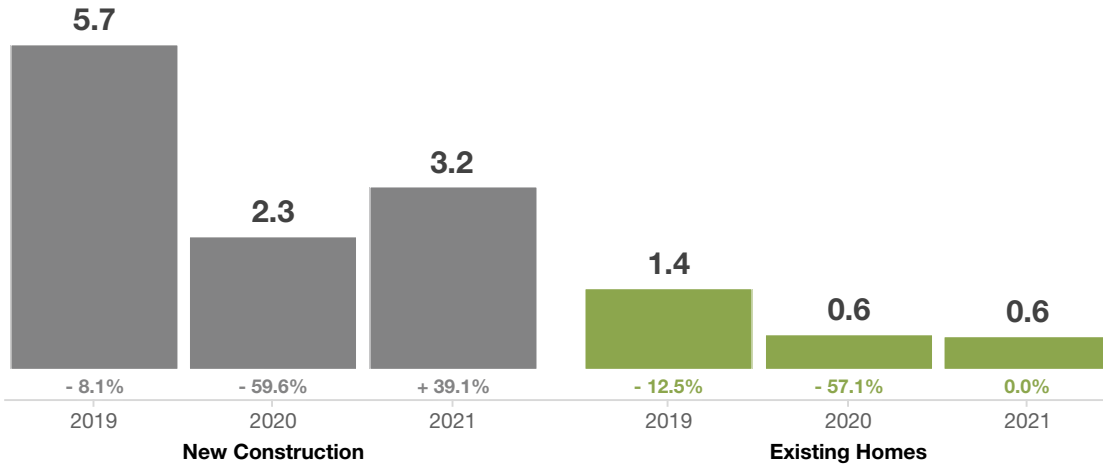
Months Supply of Inventory

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

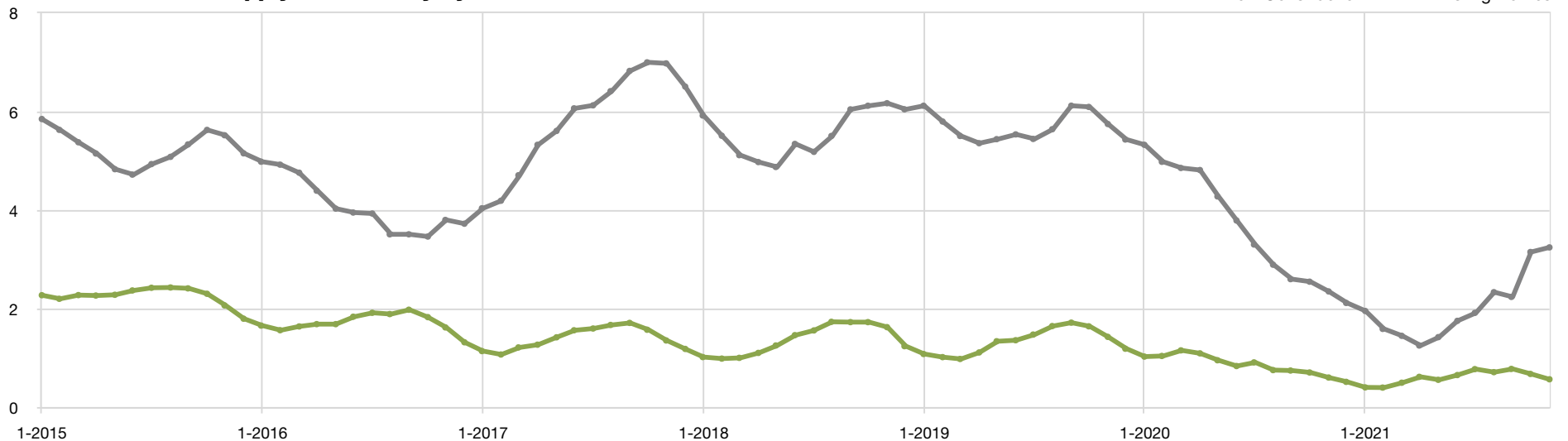
November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	2.1	- 61.1%	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	1.4	- 71.4%	0.5	- 58.3%
Apr-2021	1.2	- 75.0%	0.6	- 45.5%
May-2021	1.4	- 67.4%	0.6	- 40.0%
Jun-2021	1.8	- 52.6%	0.6	- 25.0%
Jul-2021	1.9	- 42.4%	0.8	- 11.1%
Aug-2021	2.3	- 20.7%	0.7	- 12.5%
Sep-2021	2.2	- 15.4%	0.8	+ 14.3%
Oct-2021	3.1	+ 24.0%	0.7	0.0%
Nov-2021	3.2	+ 39.1%	0.6	0.0%
12-Month Avg*	2.0	- 48.3%	0.6	- 35.2%

* Months Supply for all properties from December 2020 through November 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,106	1,092	- 1.3%	17,902	17,197	- 3.9%
Pending Sales		1,014	1,000	- 1.4%	15,153	14,314	- 5.5%
Closed Sales		1,275	1,312	+ 2.9%	13,935	14,145	+ 1.5%
Days on Market Until Sale		17	13	- 23.5%	22	12	- 45.5%
Median Closed Price		\$242,000	\$260,000	+ 7.4%	\$229,000	\$252,500	+ 10.3%
Average Closed Price		\$277,872	\$304,481	+ 9.6%	\$263,099	\$293,777	+ 11.7%
Percent of List Price Received		100.3%	100.8%	+ 0.5%	99.9%	101.7%	+ 1.8%
Housing Affordability Index		175	164	- 6.3%	185	168	- 9.2%
Inventory of Homes for Sale		1,160	1,103	- 4.9%	—	—	—
Months Supply of Inventory		0.9	0.9	0.0%	—	—	—