

Monthly Indicators

Omaha 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 decreased 27.8 percent for New Construction and 17.2 percent for Existing Homes. Pending Sales decreased 36.8 percent for New Construction and 6.5 percent for Existing Homes. Inventory decreased 6.1 percent for New Construction and 26.3 percent for Existing Homes.

Median Closed Price increased 23.9 percent for New Construction and 11.4 percent for Existing Homes. Days on Market decreased 56.4 percent for New Construction but increased 9.1 percent for Existing Homes. Months Supply of Inventory increased 42.9 percent for New Construction but decreased 20.0 percent 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

- 1.8%

Change in
Closed Sales
All Properties

+ 8.8%

Change in
Median Closed Price
All Properties

- 17.3%

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		227	164	- 27.8%	3,158	2,437	- 22.8%
Pending Sales		182	115	- 36.8%	2,603	1,698	- 34.8%
Closed Sales		186	140	- 24.7%	1,944	1,911	- 1.7%
Days on Market Until Sale		55	24	- 56.4%	67	35	- 47.8%
Median Closed Price		\$350,820	\$434,829	+ 23.9%	\$344,275	\$378,162	+ 9.8%
Average Closed Price		\$382,795	\$469,441	+ 22.6%	\$371,116	\$402,510	+ 8.5%
Percent of List Price Received		100.7%	102.9%	+ 2.2%	100.6%	101.5%	+ 0.9%
Housing Affordability Index		122	98	- 19.7%	124	112	- 9.7%
Inventory of Homes for Sale		458	430	- 6.1%	—	—	—
Months Supply of Inventory		2.1	3.0	+ 42.9%	—	—	—

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	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		750	621	- 17.2%	15,722	15,624	- 0.6%
Pending Sales		688	643	- 6.5%	13,420	13,494	+ 0.6%
Closed Sales		1,090	1,113	+ 2.1%	13,268	13,586	+ 2.4%
Days on Market Until Sale		11	12	+ 9.1%	15	9	- 40.0%
Median Closed Price		\$210,000	\$234,000	+ 11.4%	\$214,900	\$240,000	+ 11.7%
Average Closed Price		\$248,952	\$265,902	+ 6.8%	\$247,784	\$277,551	+ 12.0%
Percent of List Price Received		99.8%	99.0%	- 0.8%	99.8%	101.5%	+ 1.7%
Housing Affordability Index		204	182	- 10.8%	199	177	- 11.1%
Inventory of Homes for Sale		571	421	- 26.3%	—	—	—
Months Supply of Inventory		0.5	0.4	- 20.0%	—	—	—

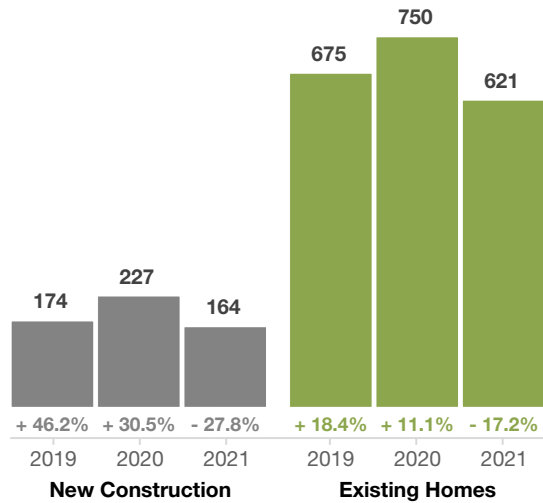
New Listings

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

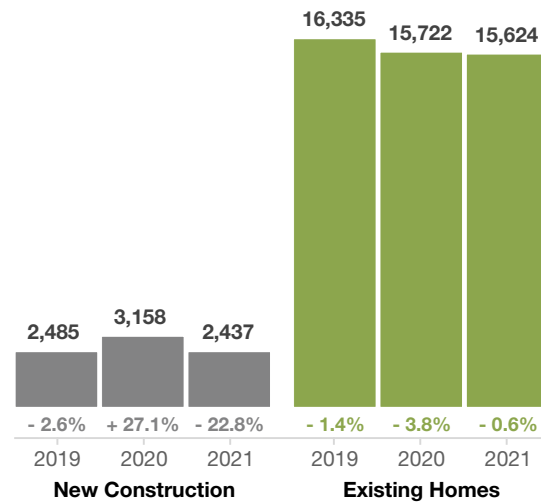


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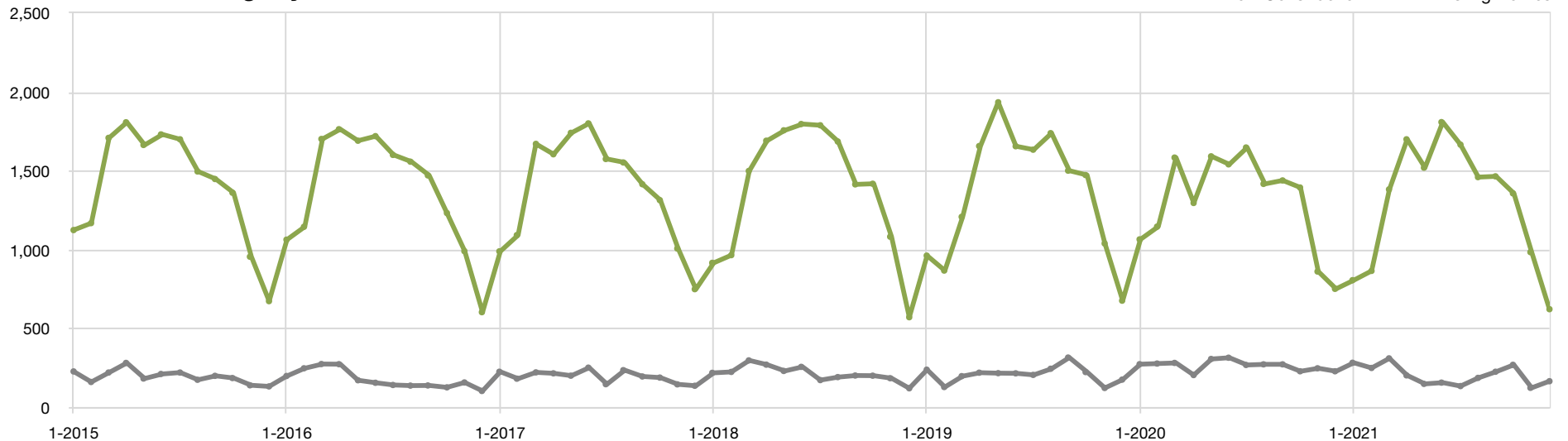


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	281	+ 3.3%	805	- 24.3%
Feb-2021	248	- 10.1%	864	- 24.5%
Mar-2021	309	+ 10.4%	1,381	- 12.8%
Apr-2021	201	- 1.0%	1,699	+ 31.2%
May-2021	147	- 51.8%	1,519	- 4.5%
Jun-2021	155	- 50.5%	1,808	+ 17.4%
Jul-2021	133	- 50.2%	1,665	+ 1.1%
Aug-2021	185	- 31.7%	1,459	+ 3.0%
Sep-2021	224	- 17.3%	1,464	+ 1.8%
Oct-2021	268	+ 18.1%	1,356	- 2.7%
Nov-2021	122	- 50.4%	983	+ 14.3%
Dec-2021	164	- 27.8%	621	- 17.2%
12-Month Avg	203	- 22.8%	1,302	- 0.6%

Historical New Listings by Month



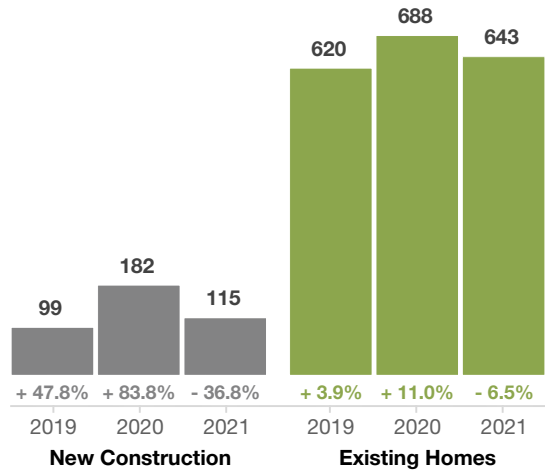
Pending Sales

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

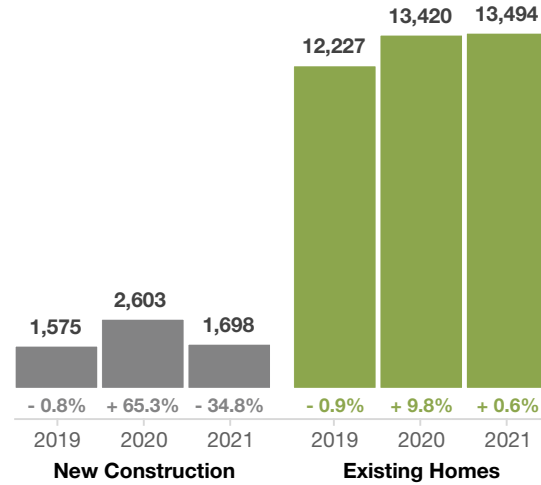


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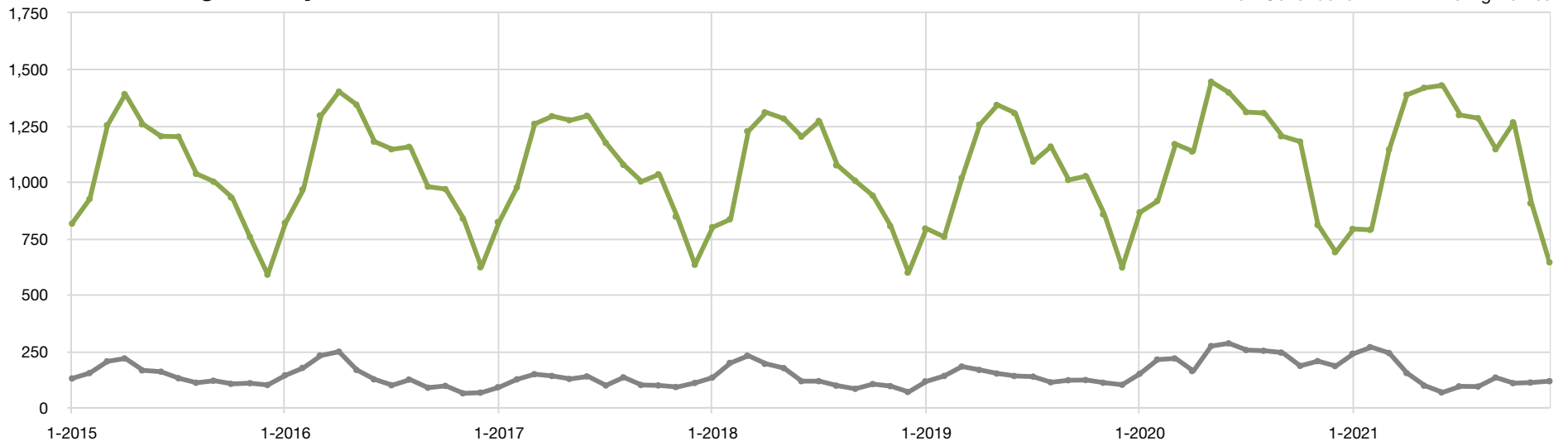


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	237	+ 60.1%	791	- 8.6%
Feb-2021	266	+ 26.1%	787	- 14.0%
Mar-2021	240	+ 11.1%	1,144	- 2.1%
Apr-2021	151	- 5.6%	1,387	+ 22.2%
May-2021	95	- 64.9%	1,418	- 1.9%
Jun-2021	65	- 77.0%	1,429	+ 2.3%
Jul-2021	92	- 63.6%	1,297	- 1.0%
Aug-2021	91	- 63.6%	1,283	- 1.8%
Sep-2021	131	- 45.9%	1,145	- 4.8%
Oct-2021	106	- 42.1%	1,265	+ 7.3%
Nov-2021	109	- 46.6%	905	+ 11.9%
Dec-2021	115	- 36.8%	643	- 6.5%
12-Month Avg	142	- 34.6%	1,125	+ 0.6%

Historical Pending Sales by Month



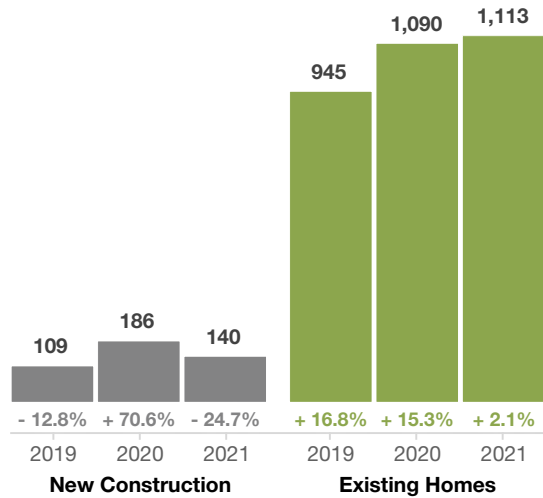
Closed Sales

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

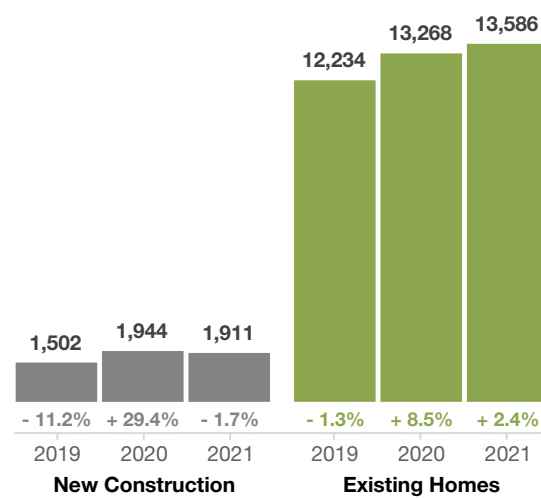


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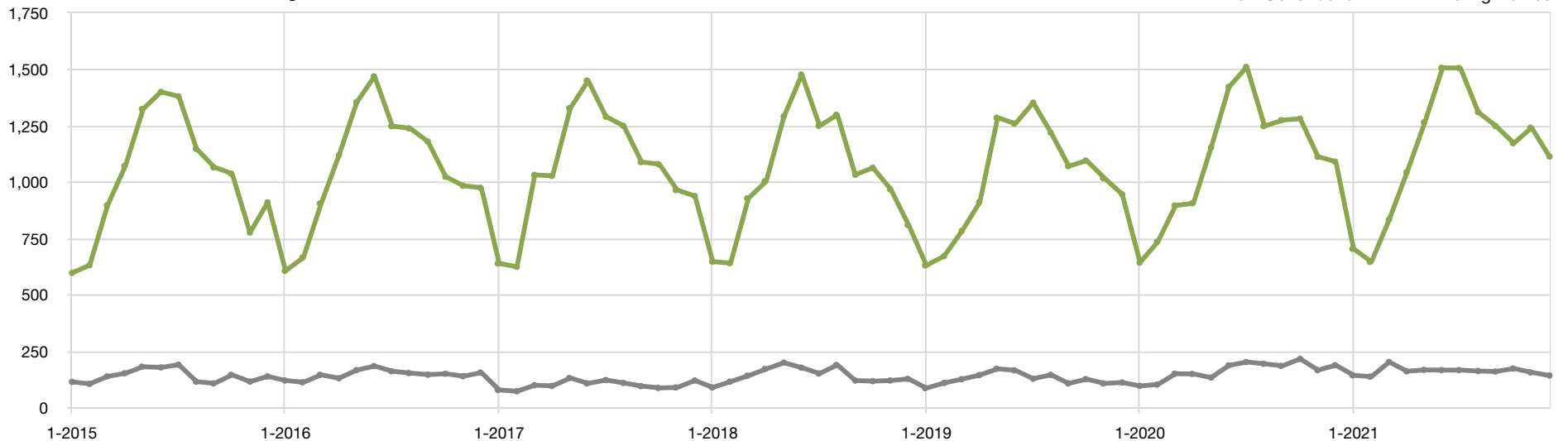


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	165	+ 26.0%	1,265	+ 9.6%
Jun-2021	164	- 11.4%	1,507	+ 6.0%
Jul-2021	164	- 18.0%	1,506	- 0.3%
Aug-2021	160	- 16.7%	1,310	+ 5.0%
Sep-2021	158	- 13.7%	1,248	- 2.0%
Oct-2021	171	- 20.1%	1,172	- 8.5%
Nov-2021	154	- 6.1%	1,241	+ 11.6%
Dec-2021	140	- 24.7%	1,113	+ 2.1%
12-Month Avg	159	- 1.9%	1,132	+ 2.4%

Historical Closed Sales by Month



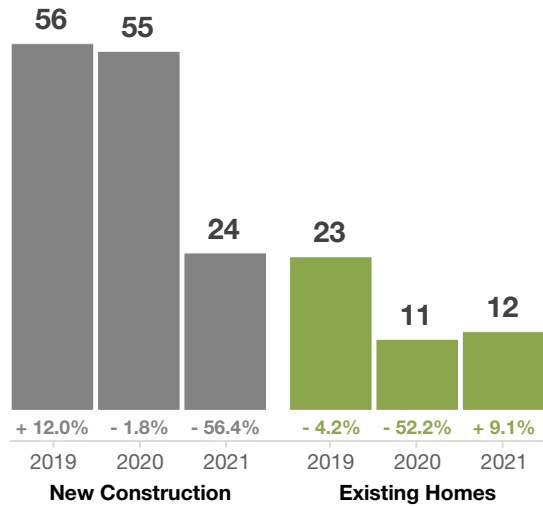
Days on Market Until Sale

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

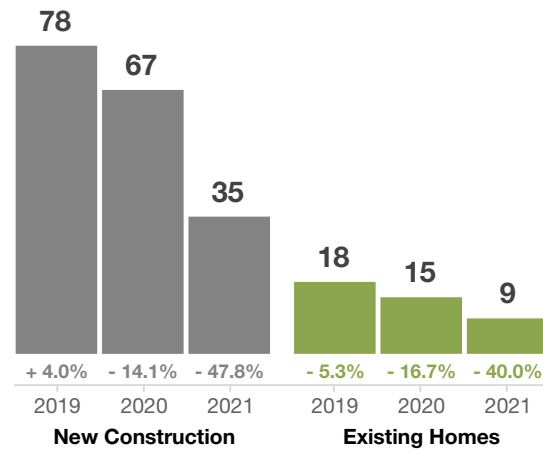


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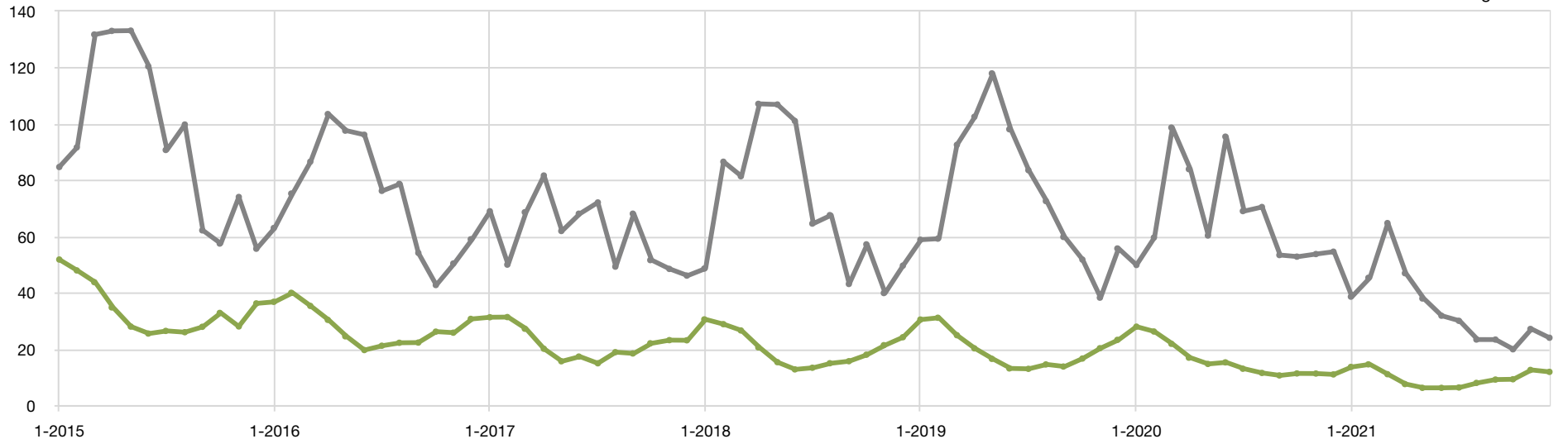
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	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	27	-50.0%	12	+9.1%
Dec-2021	24	-56.4%	12	+9.1%
12-Month Avg*	35	-48.0%	9	-38.7%

* 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



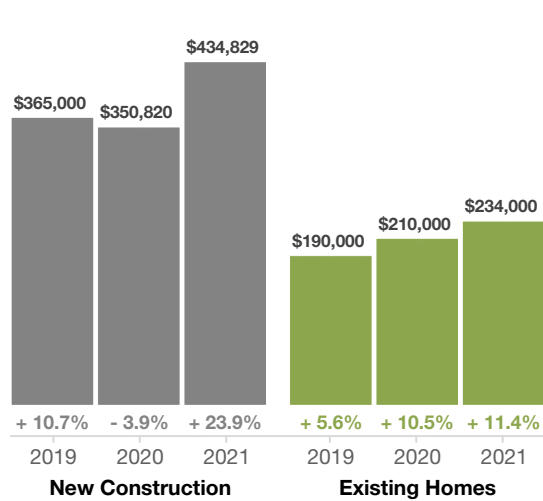
Median Closed Price

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

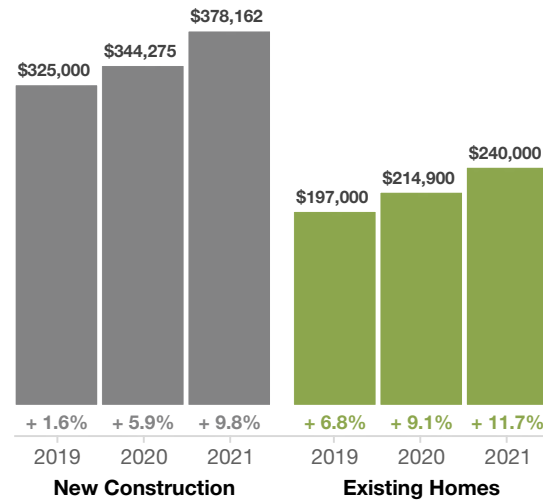


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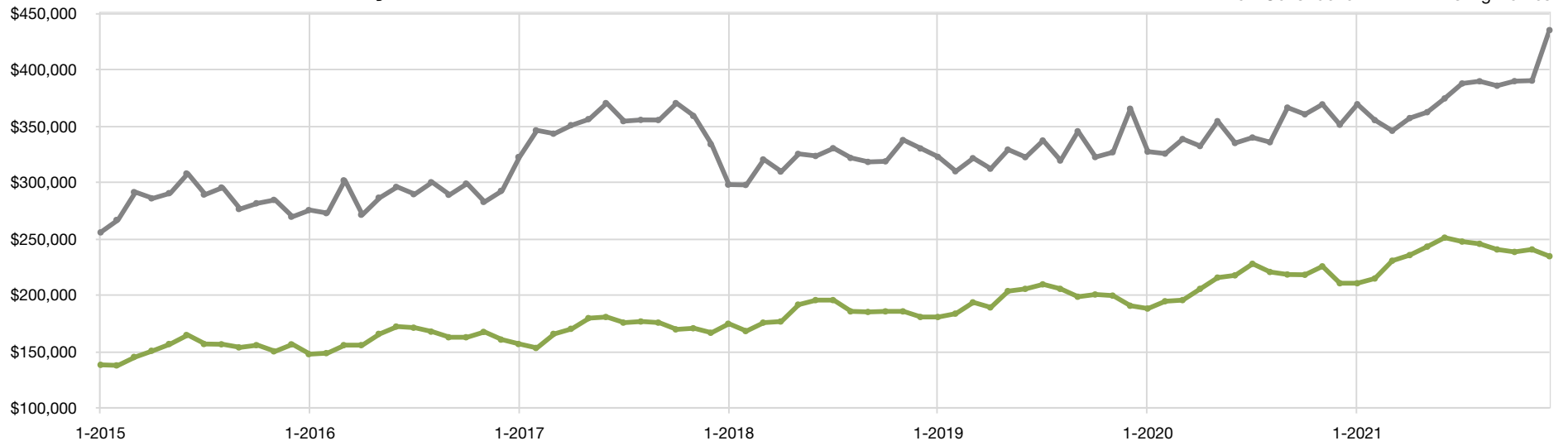
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$361,945	+ 2.3%	\$242,500	+ 12.8%
Jun-2021	\$374,183	+ 11.8%	\$250,500	+ 15.4%
Jul-2021	\$387,450	+ 14.1%	\$247,000	+ 8.7%
Aug-2021	\$389,432	+ 16.2%	\$245,000	+ 11.4%
Sep-2021	\$385,473	+ 5.3%	\$240,000	+ 10.2%
Oct-2021	\$389,528	+ 8.2%	\$237,813	+ 9.3%
Nov-2021	\$390,000	+ 5.7%	\$240,000	+ 6.7%
Dec-2021	\$434,829	+ 23.9%	\$234,000	+ 11.4%
12-Month Avg*	\$378,162	+ 9.8%	\$240,000	+ 11.7%

* 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



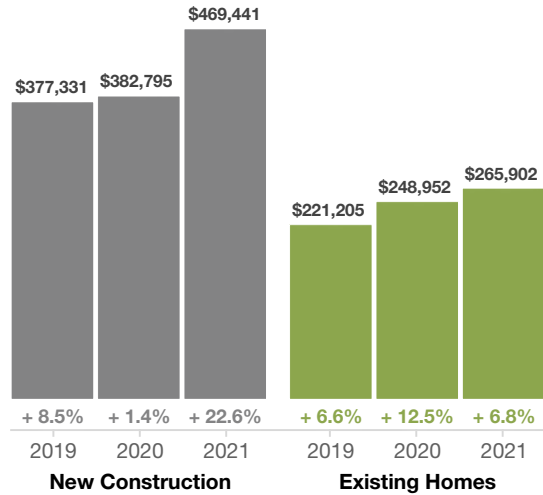
Average Closed Price

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

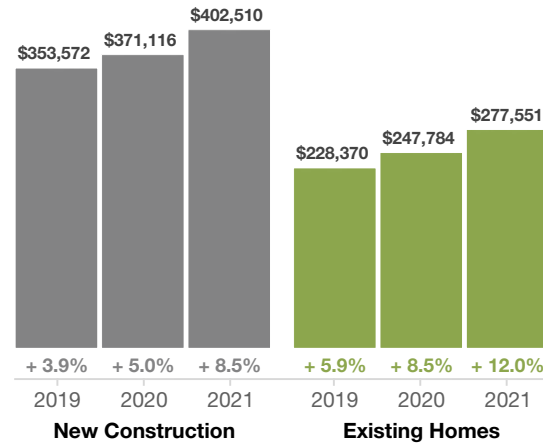


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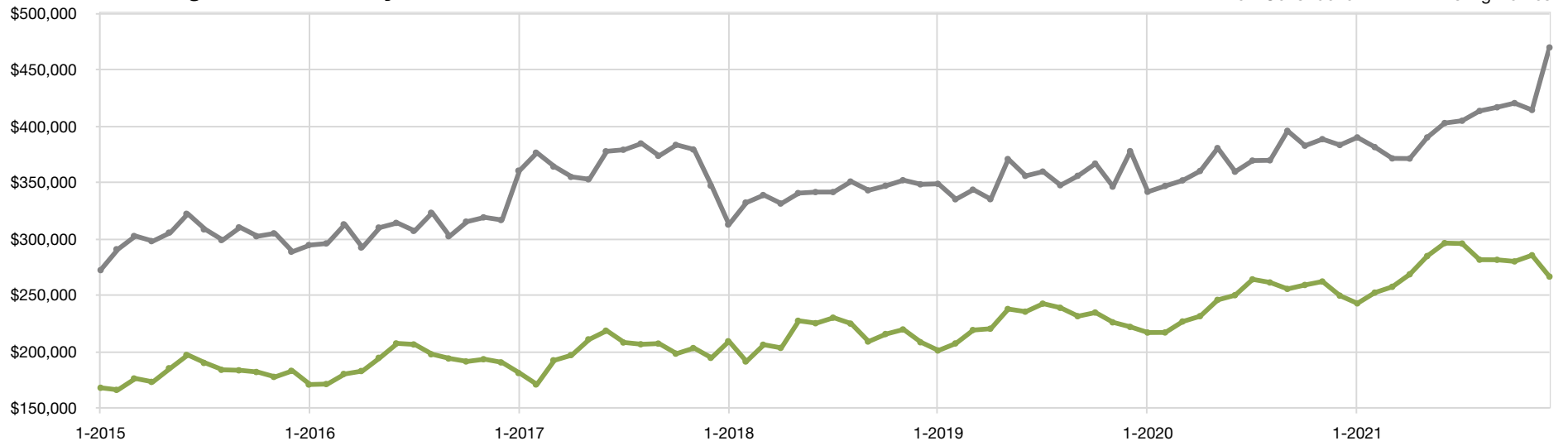
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	\$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	\$389,518	+ 2.5%	\$284,135	+ 15.9%
Jun-2021	\$402,279	+ 12.0%	\$295,648	+ 18.6%
Jul-2021	\$404,345	+ 9.6%	\$295,243	+ 12.1%
Aug-2021	\$413,062	+ 11.9%	\$280,895	+ 7.8%
Sep-2021	\$416,310	+ 5.3%	\$280,804	+ 10.1%
Oct-2021	\$420,019	+ 9.9%	\$279,388	+ 8.1%
Nov-2021	\$413,929	+ 6.7%	\$284,844	+ 8.9%
Dec-2021	\$469,441	+ 22.6%	\$265,902	+ 6.8%
12-Month Avg*	\$402,510	+ 8.5%	\$277,551	+ 12.0%

* 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



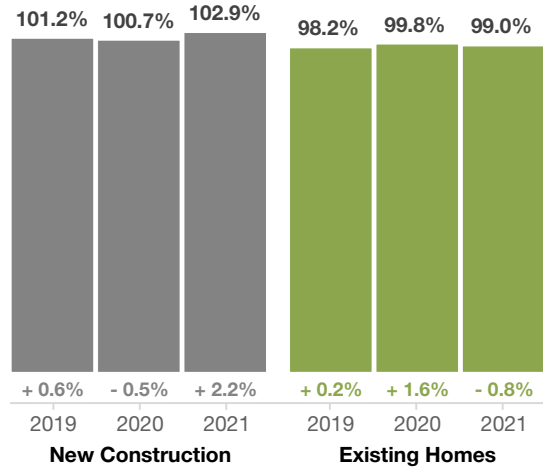
Percent of List Price Received

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.

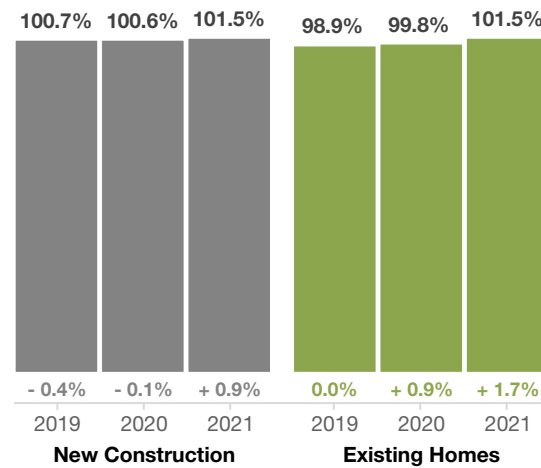


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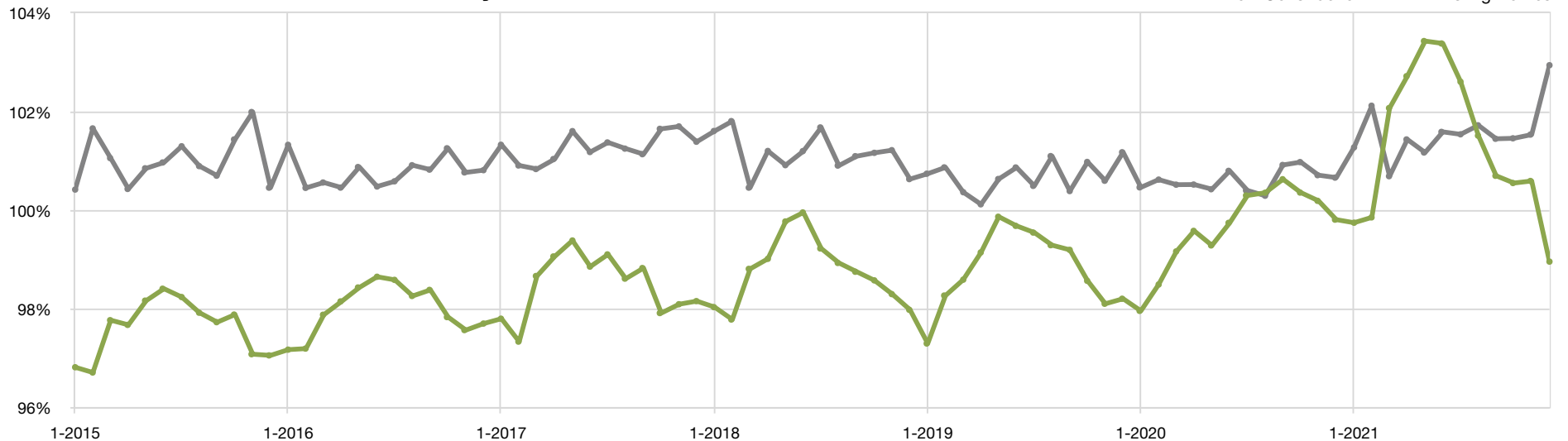
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	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	101.4%	+ 0.5%	100.7%	+ 0.1%
Oct-2021	101.5%	+ 0.5%	100.5%	+ 0.1%
Nov-2021	101.5%	+ 0.8%	100.6%	+ 0.4%
Dec-2021	102.9%	+ 2.2%	99.0%	- 0.8%
12-Month Avg*	101.5%	+ 0.9%	101.5%	+ 1.7%

* 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



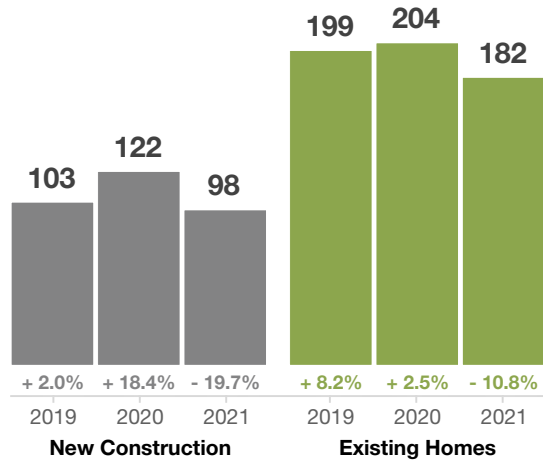
Housing Affordability Index

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.

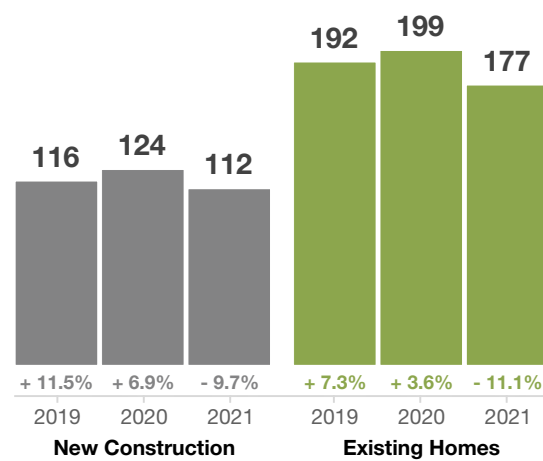


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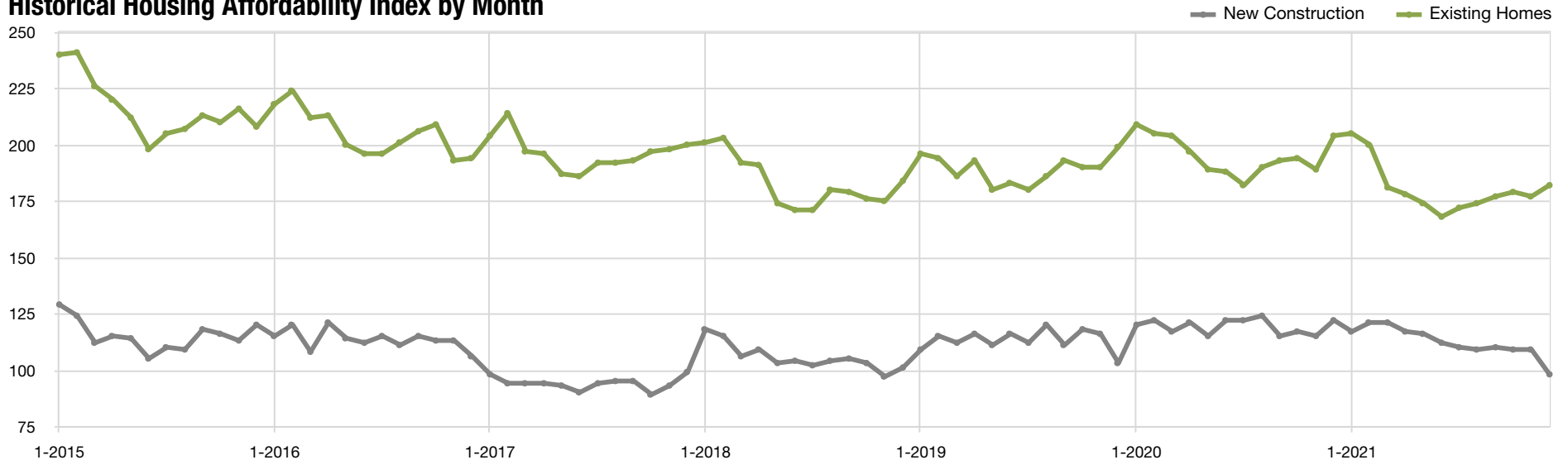


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	116	+ 0.9%	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	109	- 5.2%	177	- 6.3%
Dec-2021	98	- 19.7%	182	- 10.8%
12-Month Avg	112	- 5.9%	181	- 7.2%

Historical Housing Affordability Index by Month



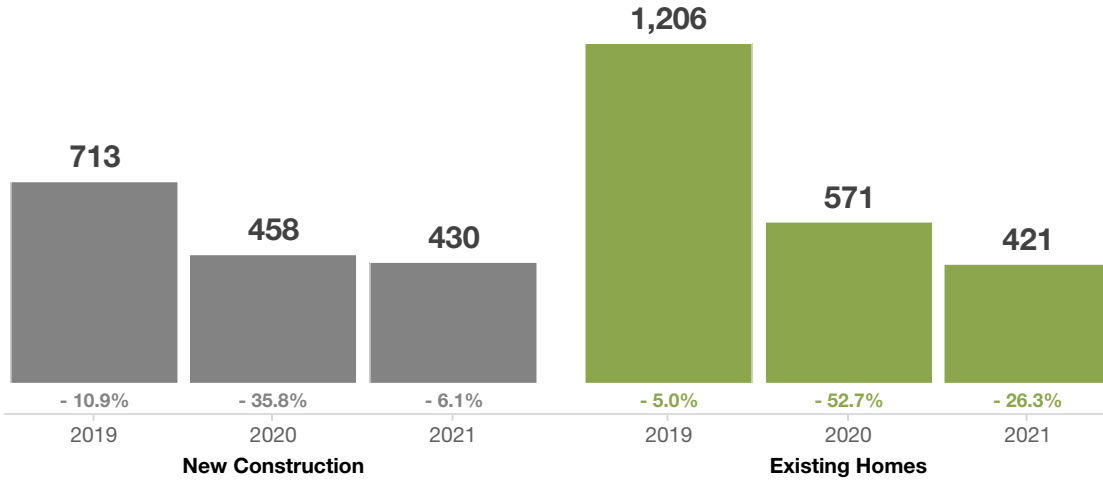
Inventory of Homes for Sale

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



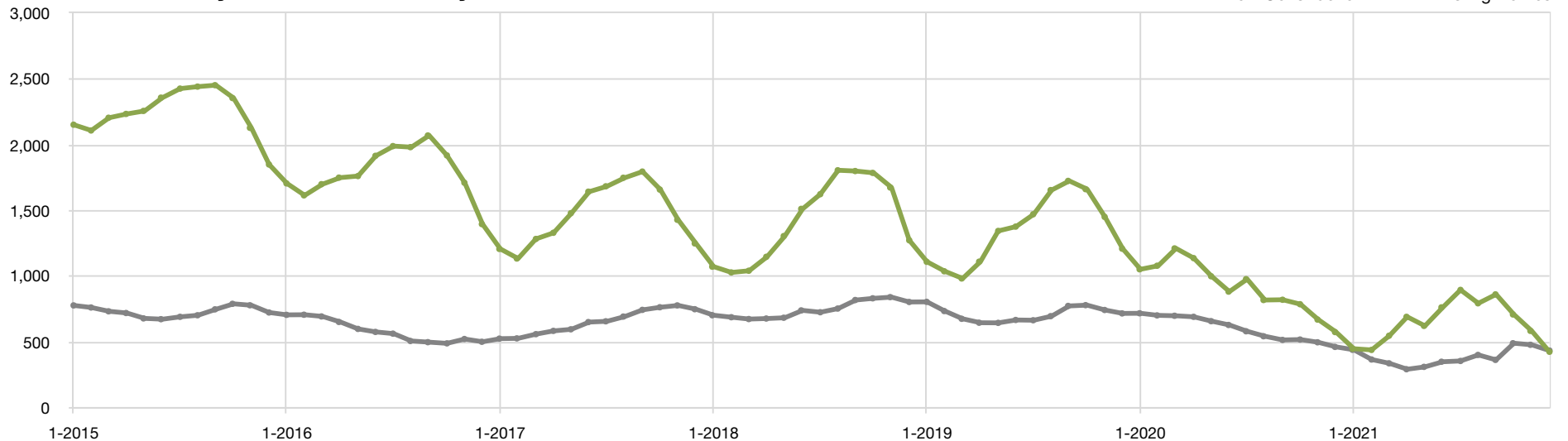
Omaha Area Region

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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	436	-38.9%	444	-57.7%
Feb-2021	362	-48.1%	435	-59.6%
Mar-2021	333	-52.1%	543	-55.0%
Apr-2021	288	-58.1%	687	-39.4%
May-2021	306	-53.2%	618	-38.0%
Jun-2021	345	-44.8%	759	-13.7%
Jul-2021	351	-39.2%	892	-8.4%
Aug-2021	397	-26.3%	790	-3.1%
Sep-2021	359	-29.7%	858	+5.0%
Oct-2021	486	-5.4%	705	-10.0%
Nov-2021	474	-3.9%	580	-12.9%
Dec-2021	430	-6.1%	421	-26.3%
12-Month Avg	381	-36.2%	644	-29.5%

Historical Inventory of Homes for Sale by Month



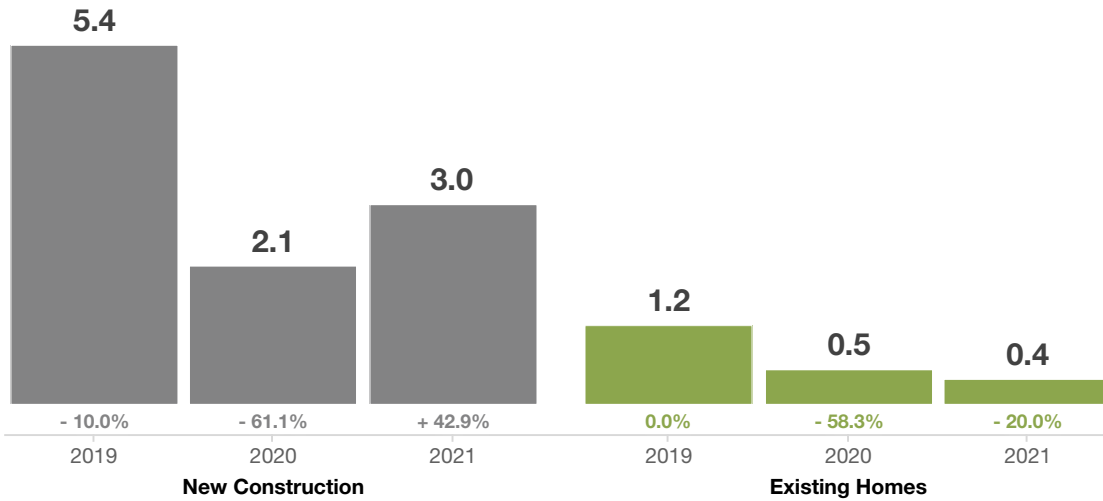
Months Supply of Inventory

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

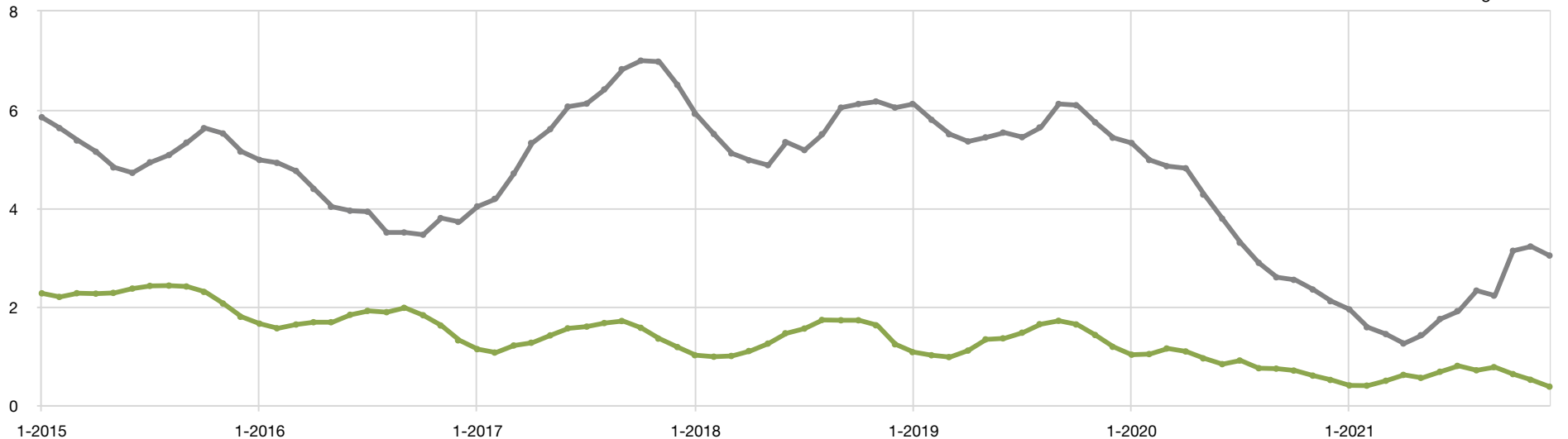
December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2021	1.9	- 64.2%	0.4	- 60.0%
Feb-2021	1.6	- 68.0%	0.4	- 60.0%
Mar-2021	1.4	- 71.4%	0.5	- 54.5%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
May-2021	1.4	- 67.4%	0.6	- 33.3%
Jun-2021	1.7	- 55.3%	0.7	- 12.5%
Jul-2021	1.9	- 42.4%	0.8	- 11.1%
Aug-2021	2.3	- 20.7%	0.7	0.0%
Sep-2021	2.2	- 15.4%	0.8	+ 14.3%
Oct-2021	3.1	+ 24.0%	0.6	- 14.3%
Nov-2021	3.2	+ 39.1%	0.5	- 16.7%
Dec-2021	3.0	+ 42.9%	0.4	- 20.0%
12-Month Avg*	2.1	- 42.4%	0.6	- 32.7%

* 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	12-2020	12-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		977	785	- 19.7%	18,880	18,061	- 4.3%
Pending Sales		870	758	- 12.9%	16,023	15,192	- 5.2%
Closed Sales		1,276	1,253	- 1.8%	15,212	15,497	+ 1.9%
Days on Market Until Sale		17	13	- 23.5%	21	12	- 42.9%
Median Closed Price		\$227,500	\$247,500	+ 8.8%	\$229,000	\$251,000	+ 9.6%
Average Closed Price		\$268,478	\$288,644	+ 7.5%	\$263,544	\$292,967	+ 11.2%
Percent of List Price Received		99.9%	99.4%	- 0.5%	99.9%	101.5%	+ 1.6%
Housing Affordability Index		188	172	- 8.5%	187	169	- 9.6%
Inventory of Homes for Sale		1,029	851	- 17.3%	—	—	—
Months Supply of Inventory		0.8	0.7	- 12.5%	—	—	—