

# Monthly Indicators

Omaha Area Region



## January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings decreased 14.9 percent for New Construction and 6.5 percent for Existing Homes. Pending Sales decreased 27.9 percent for New Construction and 9.4 percent for Existing Homes. Inventory decreased 0.9 percent for New Construction and 25.0 percent for Existing Homes.

Median Closed Price increased 15.7 percent for New Construction and 14.3 percent for Existing Homes. Days on Market decreased 25.6 percent for New Construction and 7.1 percent for Existing Homes. Months Supply of Inventory increased 68.4 percent for New Construction but decreased 25.0 percent for Existing Homes.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

## Quick Facts

**- 8.6%**

Change in  
**Closed Sales**  
All Properties

**+ 15.0%**

Change in  
**Median Closed Price**  
All Properties

**- 13.1%**

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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		281	<b>239</b>	- 14.9%	281	<b>239</b>	- 14.9%
<b>Pending Sales</b>		240	<b>173</b>	- 27.9%	240	<b>173</b>	- 27.9%
<b>Closed Sales</b>		141	<b>120</b>	- 14.9%	141	<b>120</b>	- 14.9%
<b>Days on Market Until Sale</b>		39	<b>29</b>	- 25.6%	39	<b>29</b>	- 25.6%
<b>Median Closed Price</b>		\$369,029	<b>\$427,001</b>	+ 15.7%	\$369,029	<b>\$427,001</b>	+ 15.7%
<b>Average Closed Price</b>		\$389,542	<b>\$452,001</b>	+ 16.0%	\$389,542	<b>\$452,001</b>	+ 16.0%
<b>Percent of List Price Received</b>		101.3%	<b>102.6%</b>	+ 1.3%	101.3%	<b>102.6%</b>	+ 1.3%
<b>Housing Affordability Index</b>		117	<b>100</b>	- 14.5%	117	<b>100</b>	- 14.5%
<b>Inventory of Homes for Sale</b>		436	<b>432</b>	- 0.9%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>3.2</b>	+ 68.4%	—	—	—

# 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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		805	<b>753</b>	- 6.5%	805	<b>753</b>	- 6.5%
<b>Pending Sales</b>		796	<b>721</b>	- 9.4%	796	<b>721</b>	- 9.4%
<b>Closed Sales</b>		703	<b>651</b>	- 7.4%	703	<b>651</b>	- 7.4%
<b>Days on Market Until Sale</b>		14	<b>13</b>	- 7.1%	14	<b>13</b>	- 7.1%
<b>Median Closed Price</b>		\$210,000	<b>\$240,000</b>	+ 14.3%	\$210,000	<b>\$240,000</b>	+ 14.3%
<b>Average Closed Price</b>		\$242,114	<b>\$270,818</b>	+ 11.9%	\$242,114	<b>\$270,818</b>	+ 11.9%
<b>Percent of List Price Received</b>		99.7%	<b>100.6%</b>	+ 0.9%	99.7%	<b>100.6%</b>	+ 0.9%
<b>Housing Affordability Index</b>		205	<b>177</b>	- 13.7%	205	<b>177</b>	- 13.7%
<b>Inventory of Homes for Sale</b>		444	<b>333</b>	- 25.0%	—	—	—
<b>Months Supply of Inventory</b>		0.4	<b>0.3</b>	- 25.0%	—	—	—

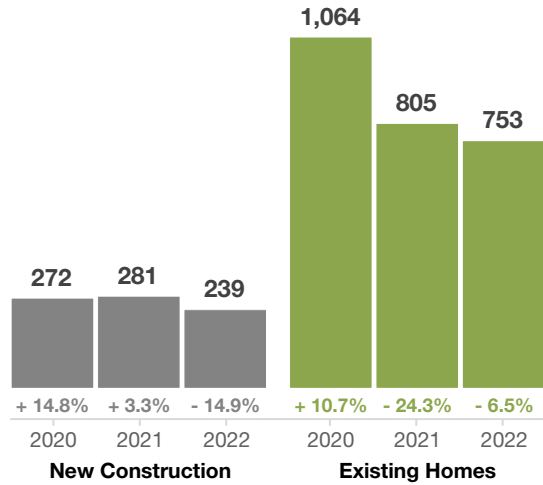
# New Listings

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

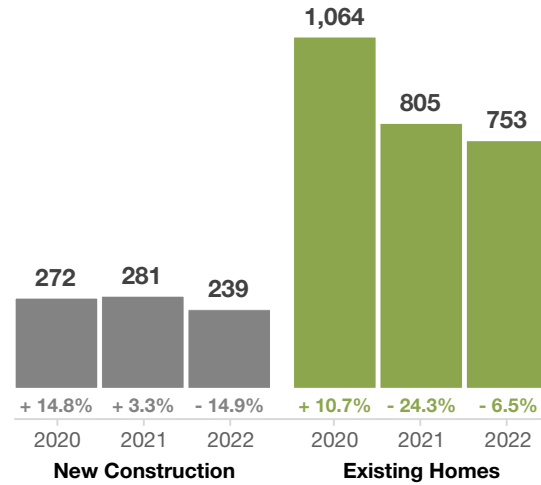


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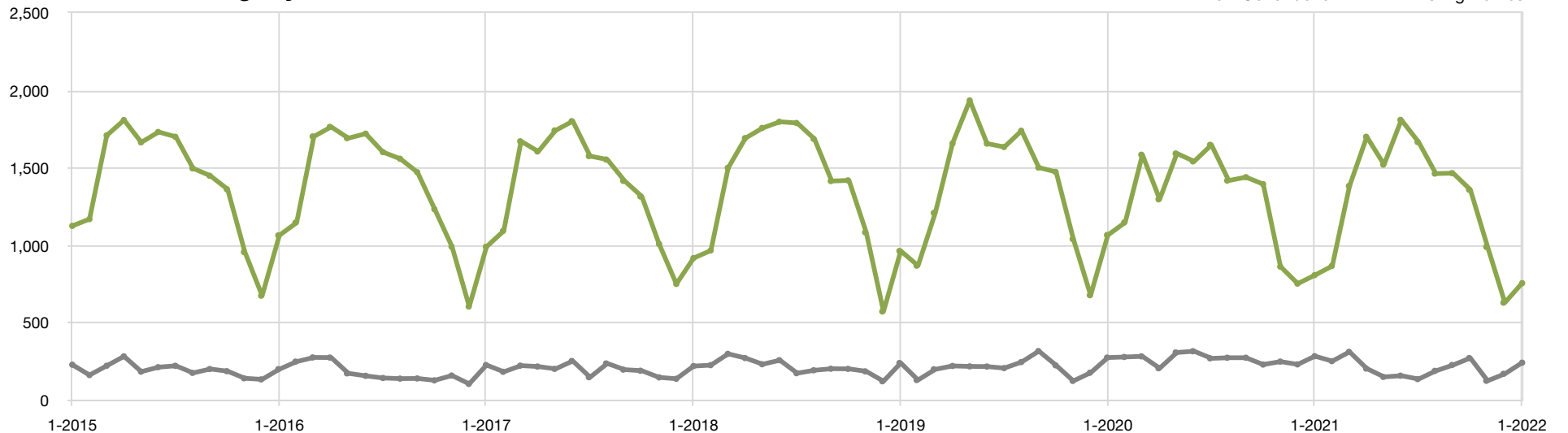


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	249	- 9.8%	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	186	- 31.4%	1,461	+ 3.2%
Sep-2021	224	- 17.3%	1,464	+ 1.8%
Oct-2021	269	+ 18.5%	1,357	- 2.6%
Nov-2021	122	- 50.4%	987	+ 14.8%
Dec-2021	167	- 26.8%	627	- 16.4%
<b>Jan-2022</b>	<b>239</b>	<b>- 14.9%</b>	<b>753</b>	<b>- 6.5%</b>
12-Month Avg	200	- 24.2%	1,299	+ 0.8%

## Historical New Listings by Month



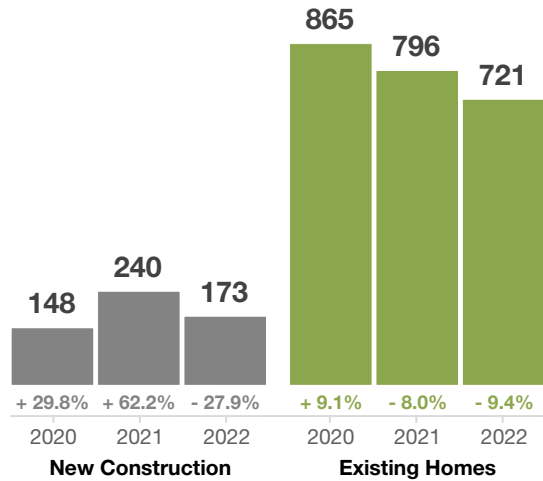
# Pending Sales

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

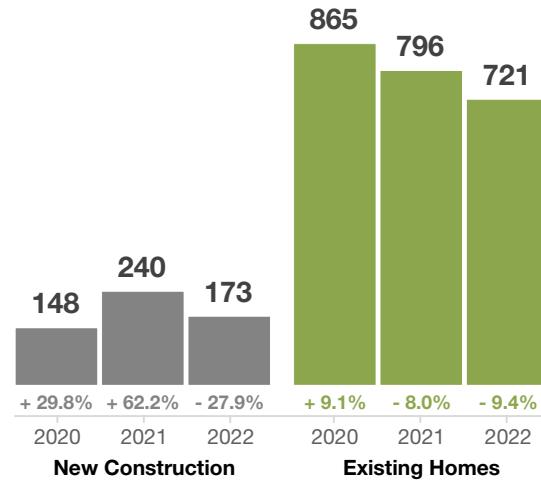


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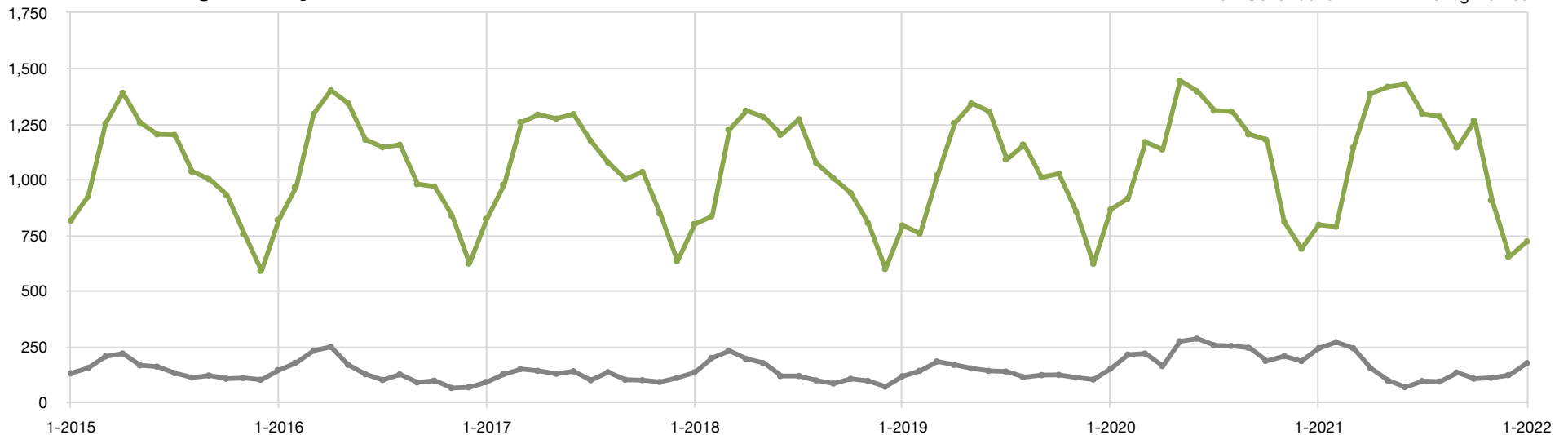


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	267	+ 26.5%	787	- 14.0%
Mar-2021	240	+ 11.1%	1,144	- 2.1%
Apr-2021	150	- 6.3%	1,387	+ 22.2%
May-2021	95	- 64.9%	1,417	- 1.9%
Jun-2021	65	- 77.0%	1,429	+ 2.3%
Jul-2021	92	- 63.6%	1,296	- 1.1%
Aug-2021	90	- 64.0%	1,283	- 1.8%
Sep-2021	130	- 46.3%	1,144	- 4.9%
Oct-2021	103	- 43.7%	1,265	+ 7.3%
Nov-2021	107	- 47.5%	906	+ 12.0%
Dec-2021	119	- 34.6%	652	- 5.2%
<b>Jan-2022</b>	<b>173</b>	<b>- 27.9%</b>	<b>721</b>	<b>- 9.4%</b>
12-Month Avg	136	- 39.6%	1,119	+ 0.5%

## Historical Pending Sales by Month



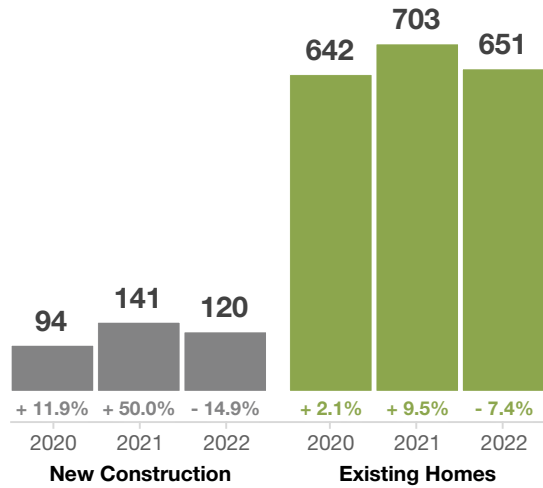
# Closed Sales

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

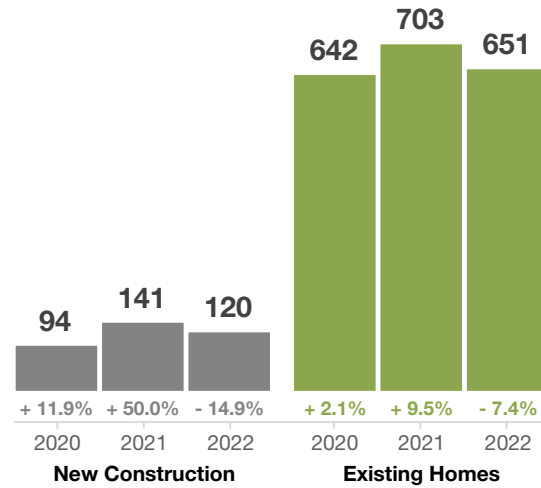


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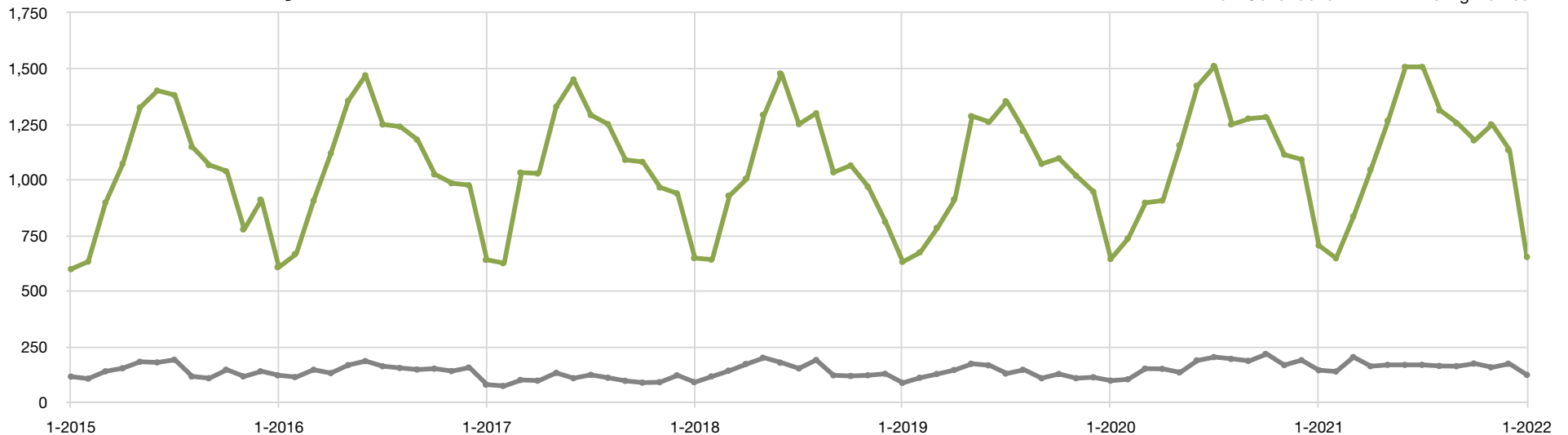


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	135	+ 35.0%	645	- 12.1%
Mar-2021	200	+ 35.1%	833	- 6.9%
Apr-2021	159	+ 8.2%	1,044	+ 15.4%
May-2021	165	+ 26.0%	1,265	+ 9.6%
Jun-2021	165	- 10.8%	1,507	+ 6.0%
Jul-2021	165	- 17.5%	1,507	- 0.3%
Aug-2021	160	- 16.7%	1,311	+ 5.0%
Sep-2021	159	- 13.1%	1,253	- 1.6%
Oct-2021	171	- 20.1%	1,176	- 8.2%
Nov-2021	154	- 6.1%	1,248	+ 12.2%
Dec-2021	170	- 8.6%	1,133	+ 3.9%
<b>Jan-2022</b>	<b>120</b>	<b>- 14.9%</b>	<b>651</b>	<b>- 7.4%</b>
12-Month Avg	160	- 3.6%	1,131	+ 1.8%

## Historical Closed Sales by Month



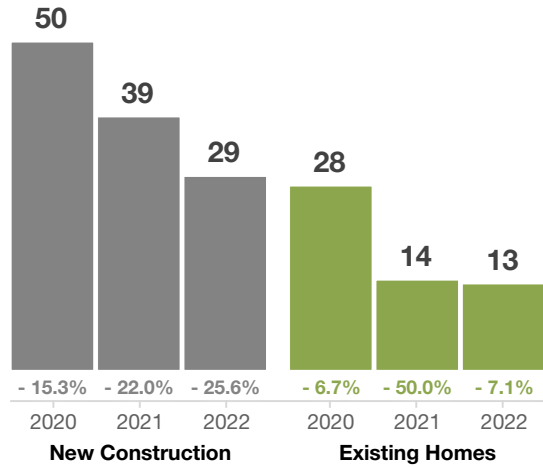
# Days on Market Until Sale

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

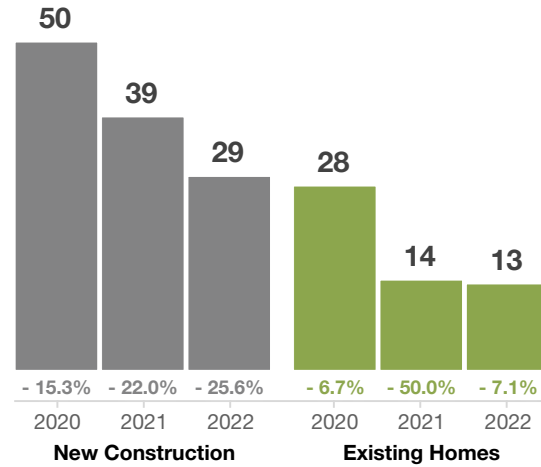


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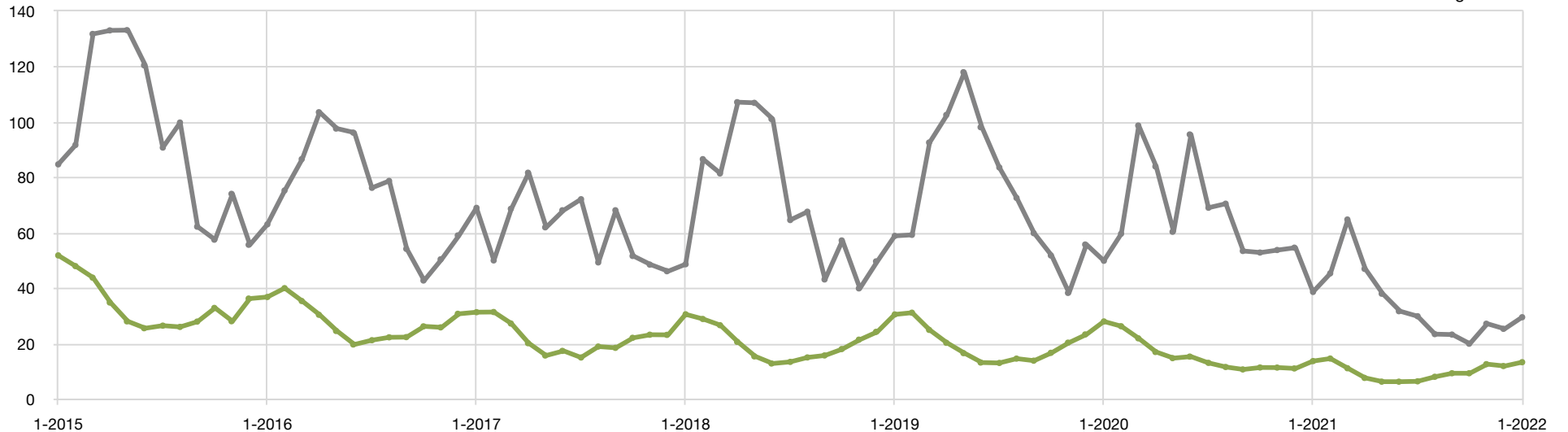
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	25	- 54.5%	12	+ 9.1%
<b>Jan-2022</b>	<b>29</b>	<b>- 25.6%</b>	<b>13</b>	<b>- 7.1%</b>
12-Month Avg*	34	- 48.2%	9	- 35.9%

\* Days on Market for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



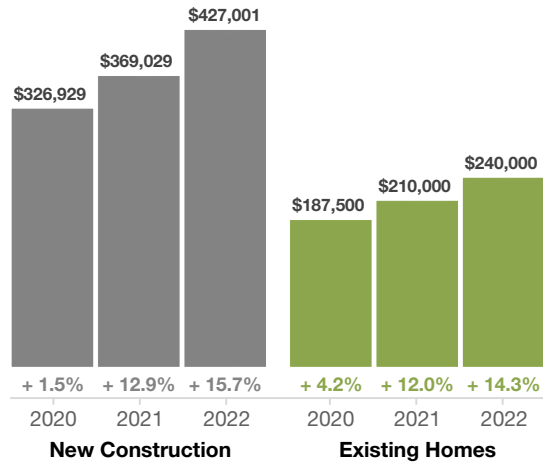
# Median Closed Price

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

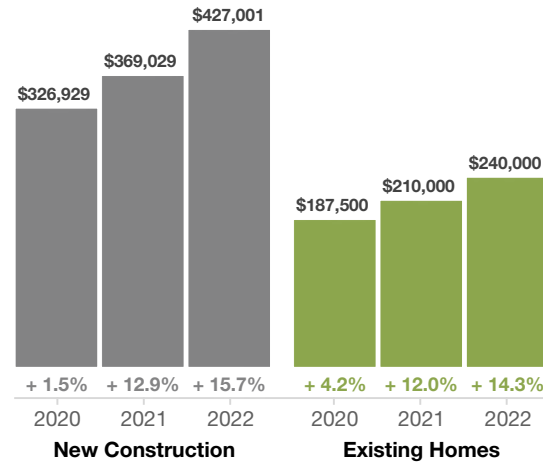


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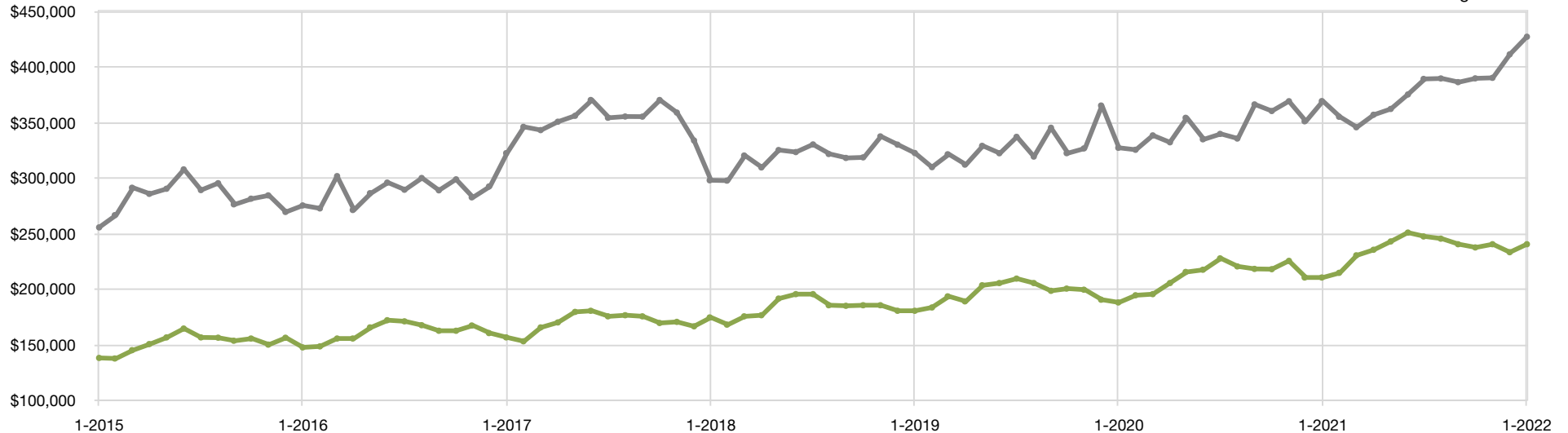
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$375,000	+ 12.1%	\$250,500	+ 15.4%
Jul-2021	\$389,000	+ 14.6%	\$247,000	+ 8.7%
Aug-2021	\$389,432	+ 16.2%	\$245,000	+ 11.4%
Sep-2021	\$386,090	+ 5.5%	\$240,000	+ 10.2%
Oct-2021	\$389,528	+ 8.2%	\$237,100	+ 9.0%
Nov-2021	\$390,000	+ 5.7%	\$240,000	+ 6.7%
Dec-2021	\$411,154	+ 17.2%	\$232,800	+ 10.9%
<b>Jan-2022</b>	<b>\$427,001</b>	<b>+ 15.7%</b>	<b>\$240,000</b>	<b>+ 14.3%</b>
12-Month Avg*	\$380,000	+ 9.4%	\$240,000	+ 11.6%

\* Median Closed Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





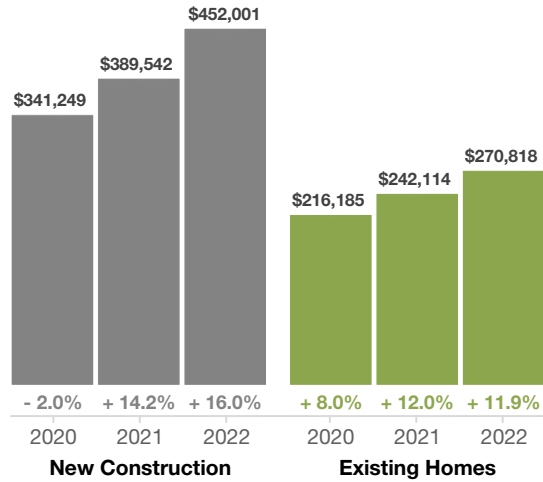
# Average Closed Price

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

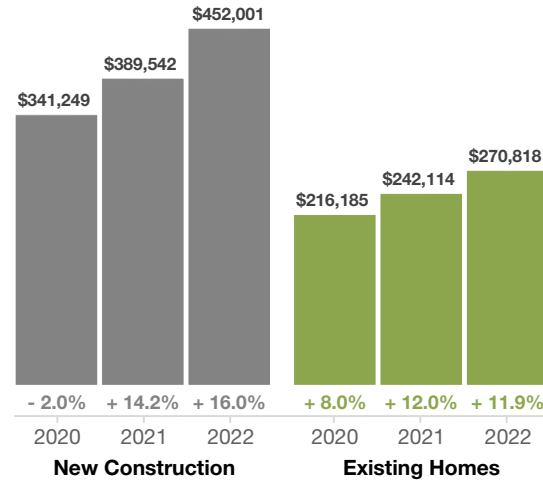


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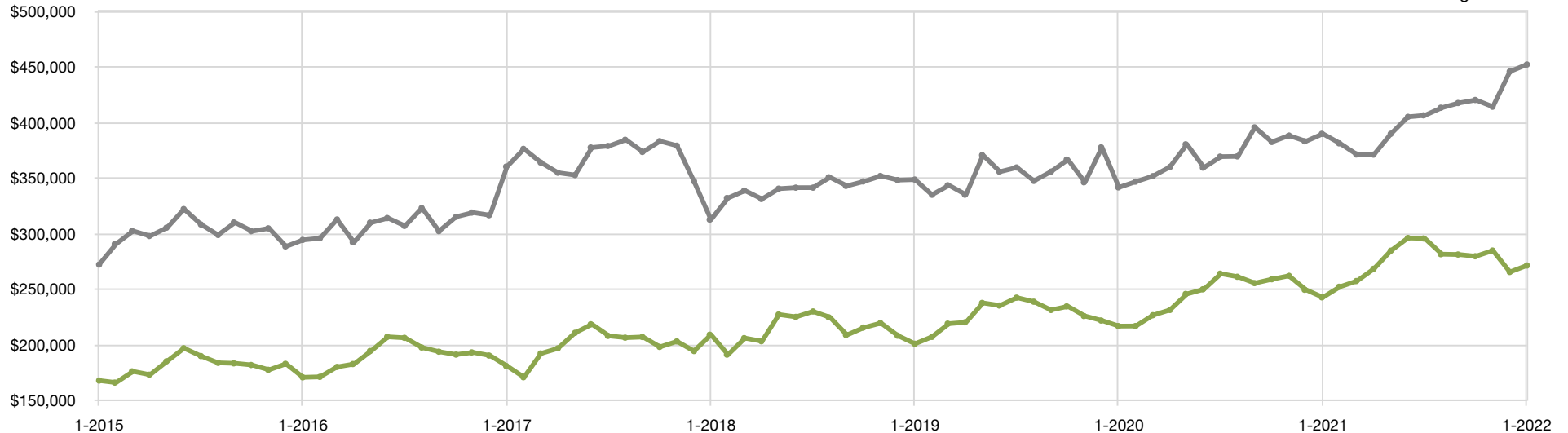
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$267,825	+ 16.1%
May-2021	\$389,518	+ 2.5%	\$284,135	+ 15.9%
Jun-2021	\$404,801	+ 12.7%	\$295,648	+ 18.6%
Jul-2021	\$406,171	+ 10.1%	\$295,196	+ 12.1%
Aug-2021	\$413,062	+ 11.9%	\$281,017	+ 7.8%
Sep-2021	\$417,295	+ 5.5%	\$280,717	+ 10.1%
Oct-2021	\$420,019	+ 9.9%	\$279,171	+ 8.0%
Nov-2021	\$413,929	+ 6.7%	\$284,303	+ 8.7%
Dec-2021	\$445,656	+ 16.4%	\$264,975	+ 6.4%
<b>Jan-2022</b>	<b>\$452,001</b>	<b>+ 16.0%</b>	<b>\$270,818</b>	<b>+ 11.9%</b>
12-Month Avg*	\$405,953	+ 8.6%	\$278,898	+ 12.0%

\* Average Closed Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



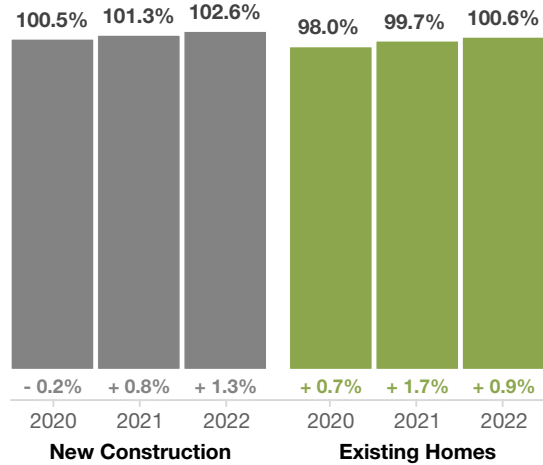
# Percent of List Price Received

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.

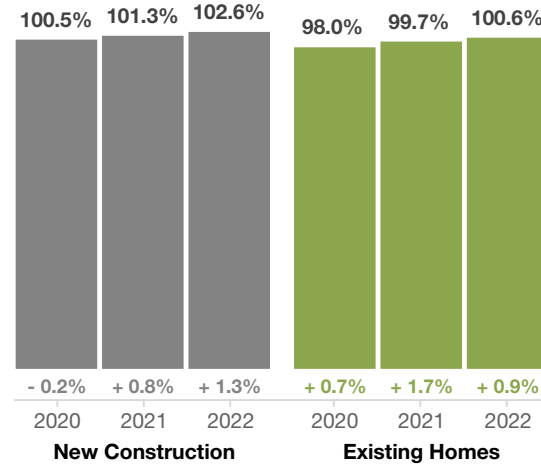


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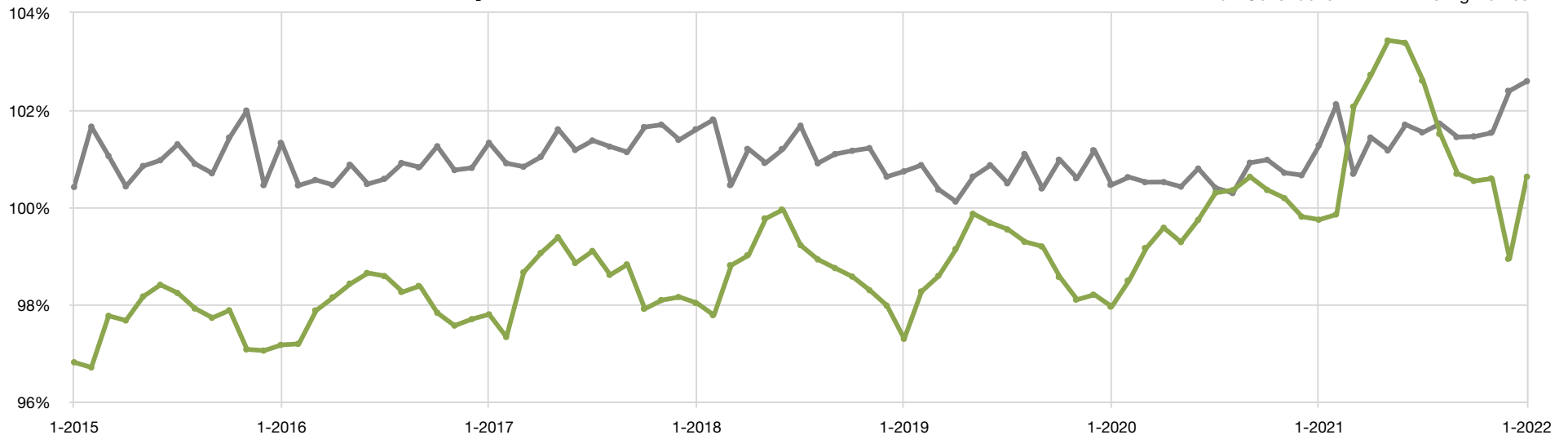
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.7%	+ 0.9%	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	102.4%	+ 1.7%	98.9%	- 0.9%
<b>Jan-2022</b>	<b>102.6%</b>	<b>+ 1.3%</b>	<b>100.6%</b>	<b>+ 0.9%</b>
12-Month Avg*	101.6%	+ 0.9%	101.6%	+ 1.7%

\* Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



# Housing Affordability Index

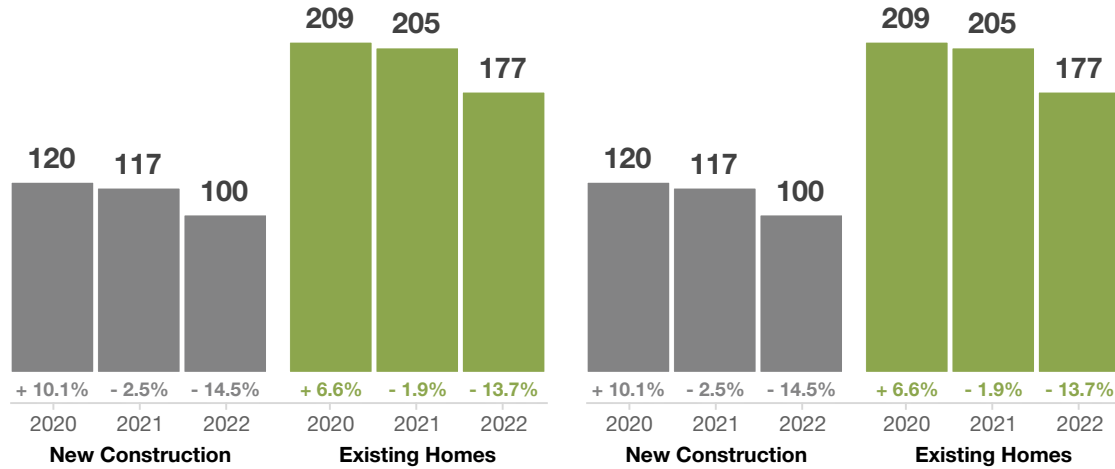
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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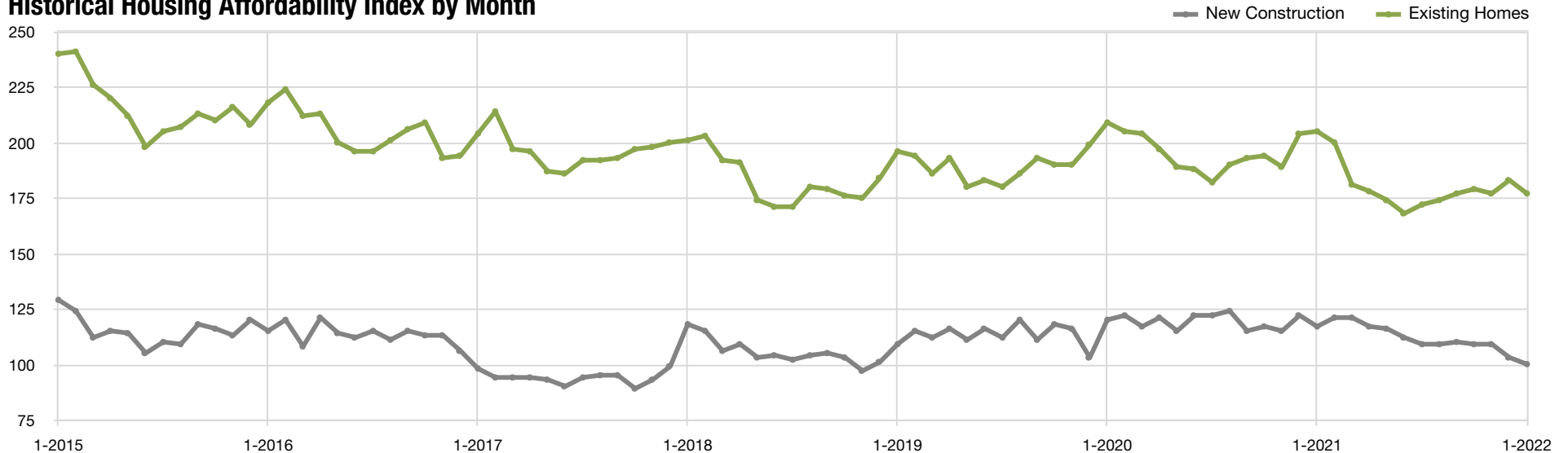
## January

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	109	- 10.7%	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	103	- 15.6%	183	- 10.3%
<b>Jan-2022</b>	<b>100</b>	<b>- 14.5%</b>	<b>177</b>	<b>- 13.7%</b>
12-Month Avg	111	- 6.7%	178	- 8.7%

## Historical Housing Affordability Index by Month



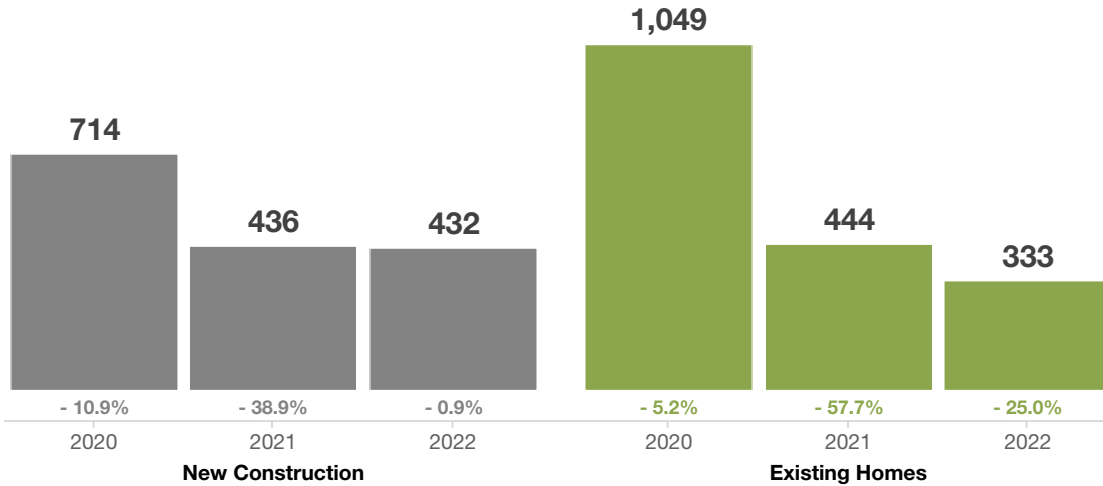
# Inventory of Homes for Sale

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



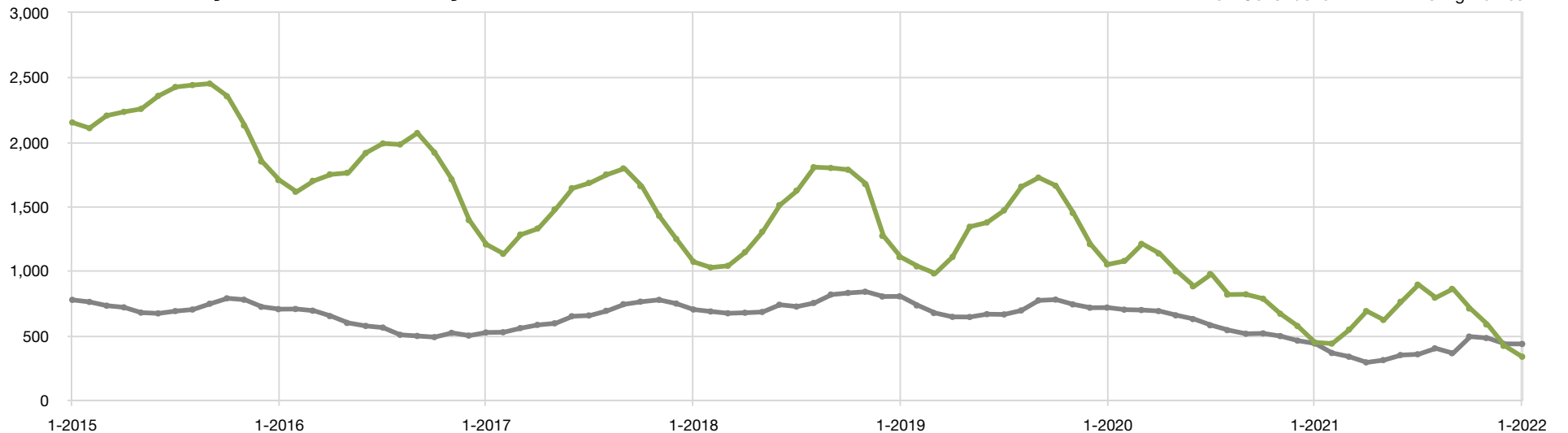
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	362	- 48.1%	435	- 59.6%
Mar-2021	333	- 52.1%	543	- 55.0%
Apr-2021	289	- 57.9%	687	- 39.4%
May-2021	307	- 53.1%	618	- 38.0%
Jun-2021	346	- 44.6%	759	- 13.7%
Jul-2021	352	- 39.0%	892	- 8.4%
Aug-2021	398	- 26.2%	791	- 2.9%
Sep-2021	360	- 29.5%	859	+ 5.1%
Oct-2021	489	- 4.9%	707	- 9.7%
Nov-2021	478	- 3.0%	583	- 12.5%
Dec-2021	433	- 5.5%	417	- 27.0%
<b>Jan-2022</b>	<b>432</b>	<b>- 0.9%</b>	<b>333</b>	<b>- 25.0%</b>
12-Month Avg	382	- 33.4%	635	- 26.5%

## Historical Inventory of Homes for Sale by Month



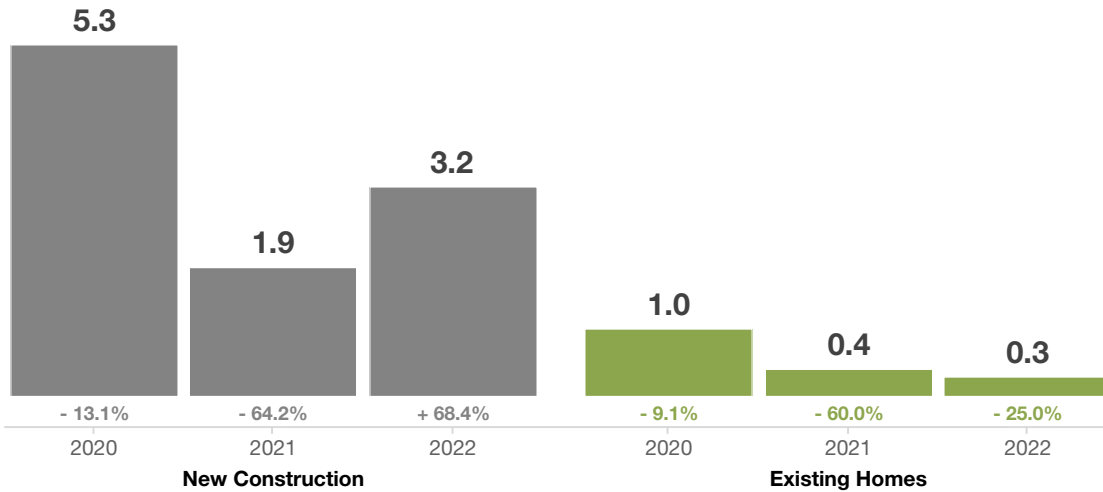
# Months Supply of Inventory

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.



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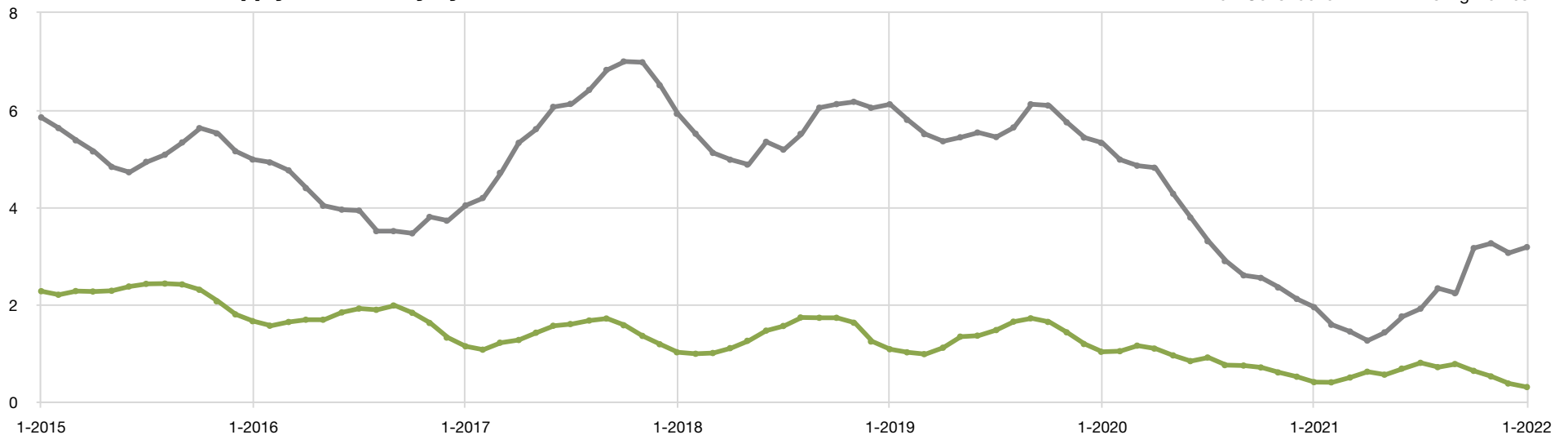
## January



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	1.8	- 52.6%	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	3.2	+ 28.0%	0.6	- 14.3%
Nov-2021	3.3	+ 43.5%	0.5	- 16.7%
Dec-2021	3.1	+ 47.6%	0.4	- 20.0%
<b>Jan-2022</b>	<b>3.2</b>	<b>+ 68.4%</b>	<b>0.3</b>	<b>- 25.0%</b>
12-Month Avg*	2.2	- 34.3%	0.6	- 29.4%

\* Months Supply for all properties from February 2021 through January 2022. 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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,086	<b>992</b>	- 8.7%	1,086	<b>992</b>	- 8.7%
<b>Pending Sales</b>		1,036	<b>894</b>	- 13.7%	1,036	<b>894</b>	- 13.7%
<b>Closed Sales</b>		844	<b>771</b>	- 8.6%	844	<b>771</b>	- 8.6%
<b>Days on Market Until Sale</b>		18	<b>16</b>	- 11.1%	18	<b>16</b>	- 11.1%
<b>Median Closed Price</b>		\$226,000	<b>\$260,000</b>	+ 15.0%	\$226,000	<b>\$260,000</b>	+ 15.0%
<b>Average Closed Price</b>		\$266,744	<b>\$299,017</b>	+ 12.1%	\$266,744	<b>\$299,017</b>	+ 12.1%
<b>Percent of List Price Received</b>		100.0%	<b>100.9%</b>	+ 0.9%	100.0%	<b>100.9%</b>	+ 0.9%
<b>Housing Affordability Index</b>		191	<b>164</b>	- 14.1%	191	<b>164</b>	- 14.1%
<b>Inventory of Homes for Sale</b>		880	<b>765</b>	- 13.1%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.6</b>	- 14.3%	—	—	—