

Monthly Indicators

Omaha Area Region



December 2023

U.S. existing-home sales rose from a 13-year low, climbing 0.8% from the previous month and breaking a five-month streak in which sales declined, according to the National Association of REALTORS® (NAR). Despite the increase, sales were down 7.3% compared to the same period last year, as affordability challenges continue to hinder prospective buyers. Most of this period's closed sales went under contract in October, when mortgage rates were at a two-decade high. With rates having dropped more than a full percentage point since then, existing-home sales may continue to pick up in the months ahead.

New Listings increased 1.0 percent for New Construction and 18.1 percent for Existing Homes. Pending Sales increased 3.1 percent for New Construction and 14.1 percent for Existing Homes. Inventory increased 5.8 percent for New Construction and 38.6 percent for Existing Homes.

Median Closed Price increased 11.1 percent for New Construction and 10.0 percent for Existing Homes. Days on Market decreased 41.3 percent for New Construction and 12.5 percent for Existing Homes. Months Supply of Inventory decreased 19.0 percent for New Construction but increased 66.7 percent for Existing Homes.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.

Quick Facts

- 2.2%

Change in
Closed Sales
All Properties

+ 5.5%

Change in
Median Closed Price
All Properties

+ 18.4%

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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		207	209	+ 1.0%	3,018	3,456	+ 14.5%
Pending Sales		96	99	+ 3.1%	1,406	1,828	+ 30.0%
Closed Sales		134	91	- 32.1%	1,925	1,818	- 5.6%
Days on Market Until Sale		46	27	- 41.3%	33	64	+ 93.9%
Median Closed Price		\$440,091	\$489,000	+ 11.1%	\$429,420	\$437,406	+ 1.9%
Average Closed Price		\$467,360	\$512,284	+ 9.6%	\$468,446	\$483,165	+ 3.1%
Percent of List Price Received		102.4%	100.3%	- 2.1%	101.8%	100.9%	- 0.9%
Housing Affordability Index		75	67	- 10.7%	77	74	- 3.9%
Inventory of Homes for Sale		981	1,038	+ 5.8%	—	—	—
Months Supply of Inventory		8.4	6.8	- 19.0%	—	—	—

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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		525	620	+ 18.1%	14,212	13,288	- 6.5%
Pending Sales		488	557	+ 14.1%	11,392	9,921	- 12.9%
Closed Sales		683	708	+ 3.7%	11,593	9,819	- 15.3%
Days on Market Until Sale		16	14	- 12.5%	9	12	+ 33.3%
Median Closed Price		\$250,000	\$275,000	+ 10.0%	\$265,000	\$280,000	+ 5.7%
Average Closed Price		\$288,719	\$320,229	+ 10.9%	\$306,953	\$325,431	+ 6.0%
Percent of List Price Received		99.0%	98.5%	- 0.5%	101.8%	100.2%	- 1.6%
Housing Affordability Index		132	118	- 10.6%	124	116	- 6.5%
Inventory of Homes for Sale		609	844	+ 38.6%	—	—	—
Months Supply of Inventory		0.6	1.0	+ 66.7%	—	—	—

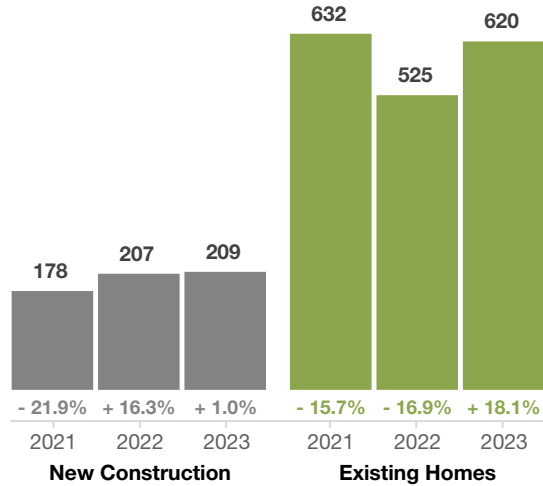
New Listings

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

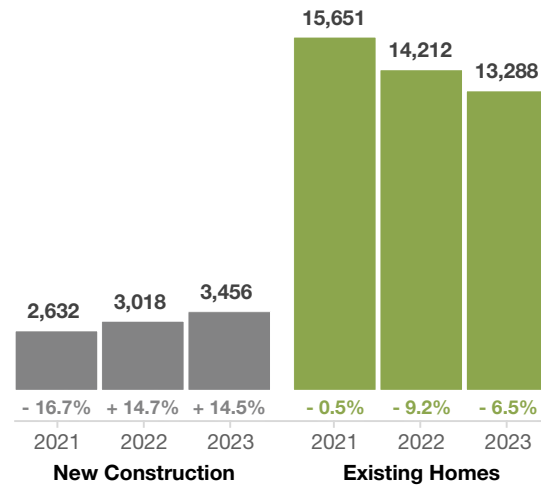


Omaha Area Region

December

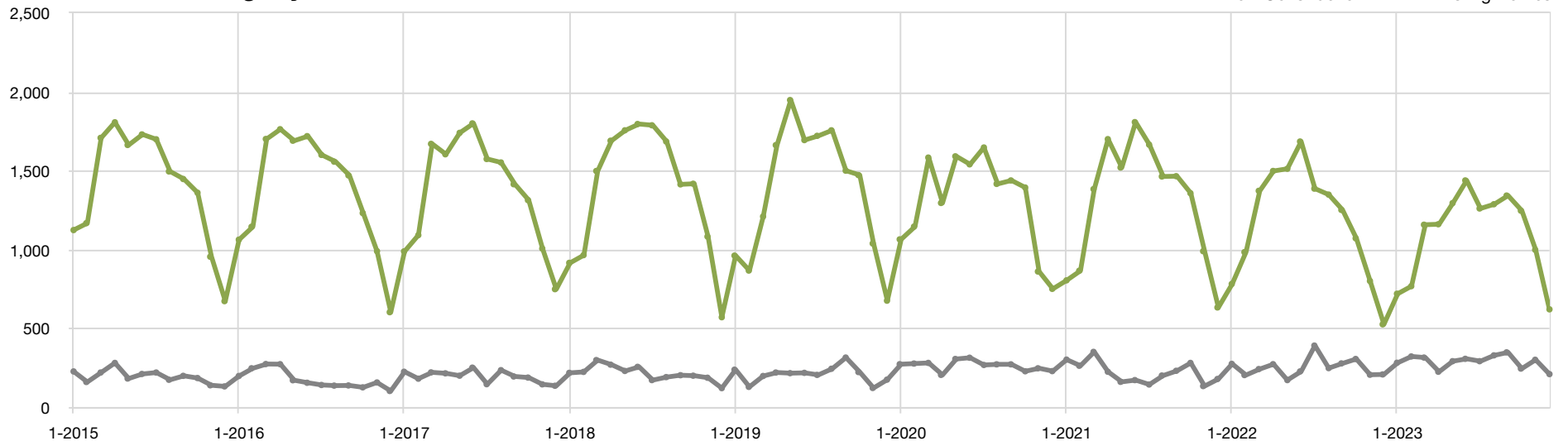


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	281	+ 2.6%	719	- 7.9%
Feb-2023	321	+ 58.1%	767	- 22.0%
Mar-2023	314	+ 30.3%	1,157	- 15.7%
Apr-2023	224	- 17.6%	1,160	- 22.6%
May-2023	291	+ 70.2%	1,294	- 14.4%
Jun-2023	306	+ 35.4%	1,438	- 14.7%
Jul-2023	291	- 25.4%	1,260	- 9.1%
Aug-2023	328	+ 32.8%	1,287	- 4.5%
Sep-2023	347	+ 25.3%	1,342	+ 7.3%
Oct-2023	244	- 20.0%	1,246	+ 16.3%
Nov-2023	300	+ 46.3%	998	+ 24.8%
Dec-2023	209	+ 1.0%	620	+ 18.1%
12-Month Avg	288	+ 14.3%	1,107	- 6.5%

Historical New Listings by Month



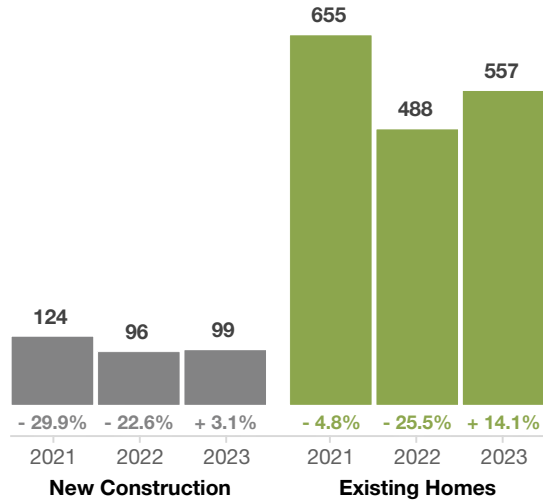
Pending Sales

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

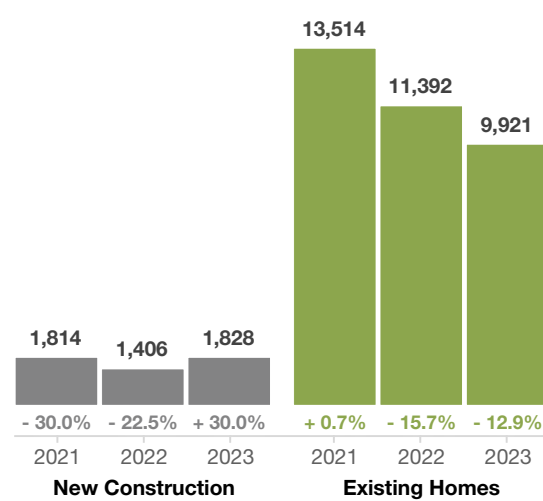


Omaha Area Region

December

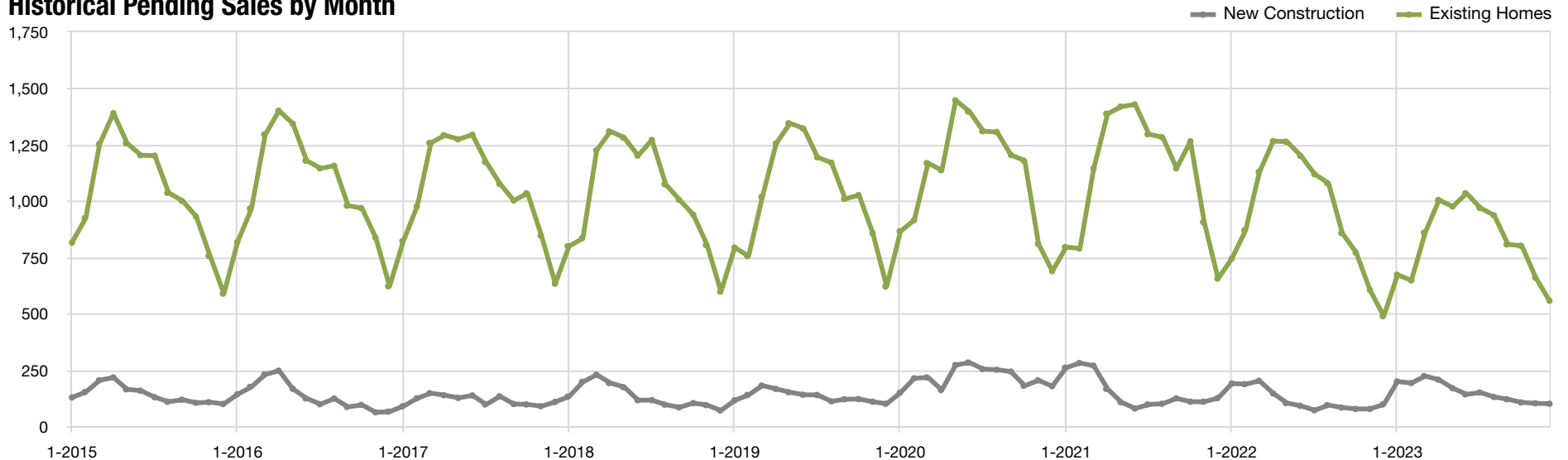


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	198	+ 4.8%	672	- 9.7%
Feb-2023	191	+ 2.7%	647	- 25.6%
Mar-2023	222	+ 10.4%	859	- 23.9%
Apr-2023	206	+ 42.1%	1,004	- 20.7%
May-2023	168	+ 64.7%	975	- 22.8%
Jun-2023	141	+ 56.7%	1,034	- 13.9%
Jul-2023	149	+ 112.9%	969	- 13.4%
Aug-2023	129	+ 38.7%	936	- 13.3%
Sep-2023	119	+ 45.1%	807	- 5.8%
Oct-2023	105	+ 38.2%	801	+ 3.9%
Nov-2023	101	+ 32.9%	660	+ 9.1%
Dec-2023	99	+ 3.1%	557	+ 14.1%
12-Month Avg	152	+ 29.9%	827	- 12.9%

Historical Pending Sales by Month



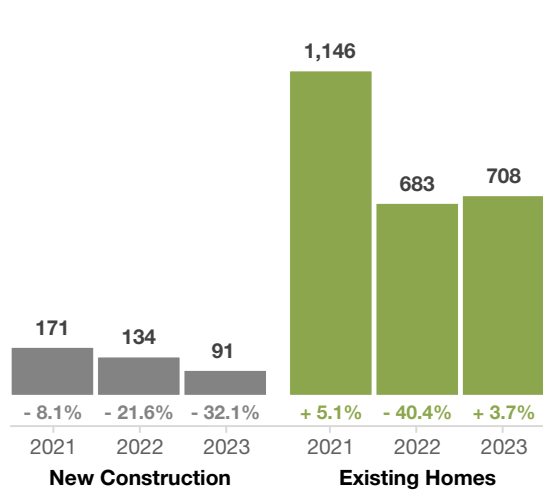
Closed Sales

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

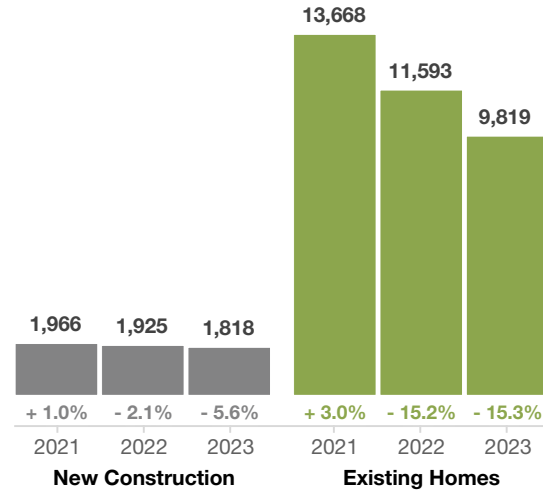


Omaha Area Region

December

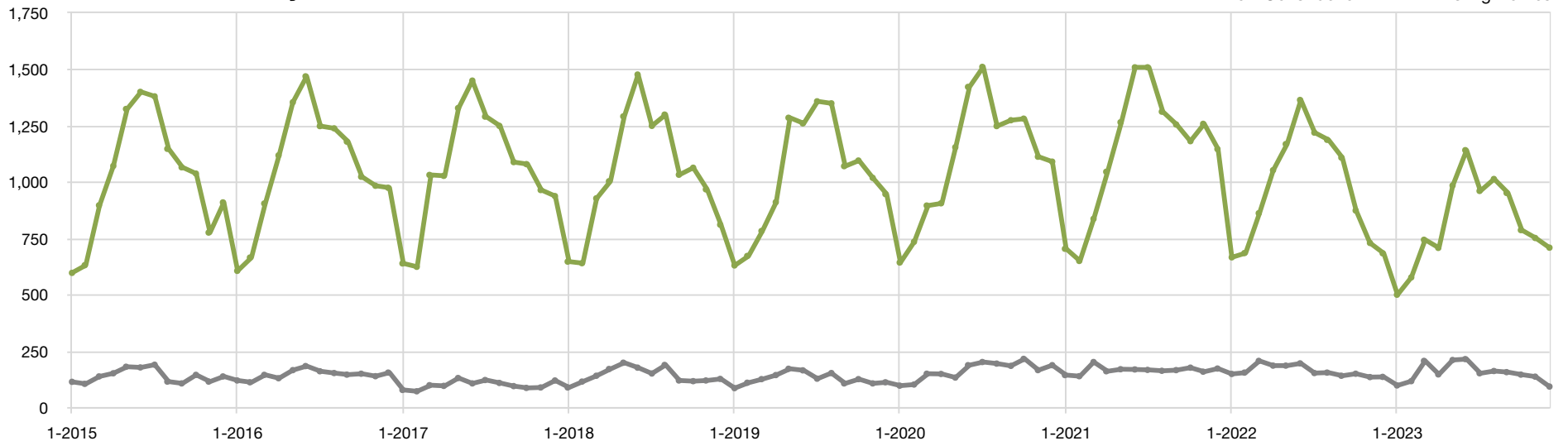


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	96	- 34.7%	499	- 25.0%
Feb-2023	115	- 24.8%	576	- 15.8%
Mar-2023	205	0.0%	743	- 13.7%
Apr-2023	145	- 21.2%	707	- 32.8%
May-2023	209	+ 13.6%	984	- 15.8%
Jun-2023	213	+ 9.8%	1,141	- 16.3%
Jul-2023	150	- 0.7%	960	- 21.2%
Aug-2023	160	+ 4.6%	1,013	- 14.7%
Sep-2023	155	+ 11.5%	951	- 14.2%
Oct-2023	144	- 2.7%	786	- 10.0%
Nov-2023	135	+ 1.5%	751	+ 3.0%
Dec-2023	91	- 32.1%	708	+ 3.7%
12-Month Avg	152	- 5.0%	818	- 15.3%

Historical Closed Sales by Month



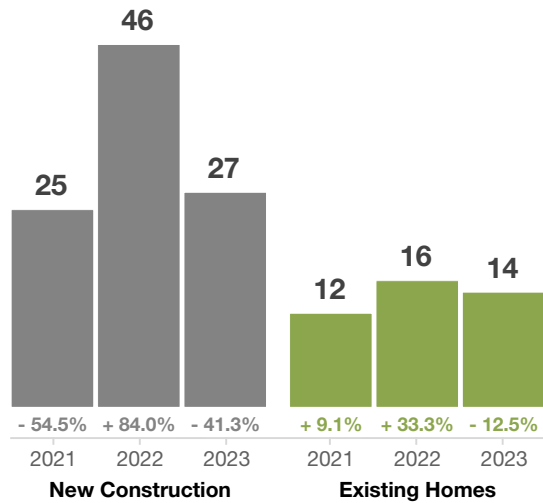
Days on Market Until Sale

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

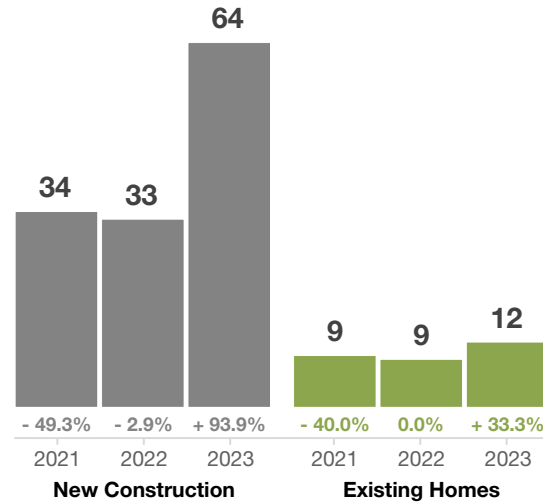


Omaha Area Region

December



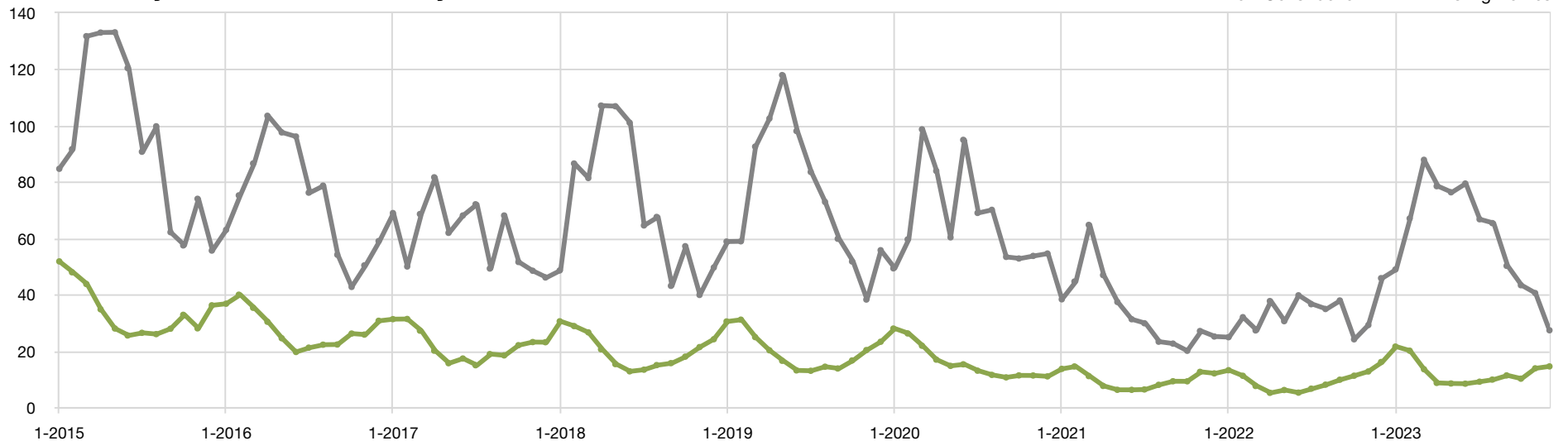
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	49	+ 96.0%	21	+ 61.5%
Feb-2023	67	+ 109.4%	20	+ 81.8%
Mar-2023	88	+ 225.9%	13	+ 85.7%
Apr-2023	78	+ 105.3%	9	+ 80.0%
May-2023	76	+ 145.2%	8	+ 33.3%
Jun-2023	79	+ 97.5%	8	+ 60.0%
Jul-2023	67	+ 81.1%	9	+ 28.6%
Aug-2023	65	+ 85.7%	10	+ 25.0%
Sep-2023	50	+ 31.6%	11	+ 10.0%
Oct-2023	43	+ 79.2%	10	- 9.1%
Nov-2023	40	+ 37.9%	14	+ 7.7%
Dec-2023	27	- 41.3%	14	- 12.5%
12-Month Avg*	64	+ 93.6%	12	+ 34.0%

* Days on Market for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



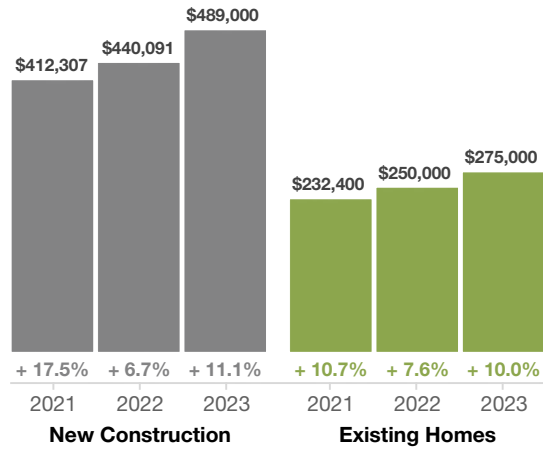
Median Closed Price

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

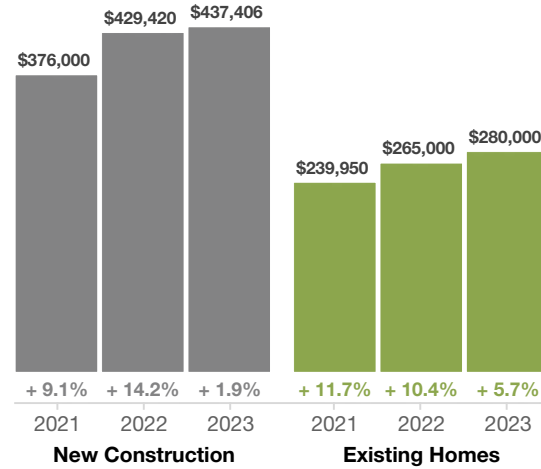


Omaha Area Region

December



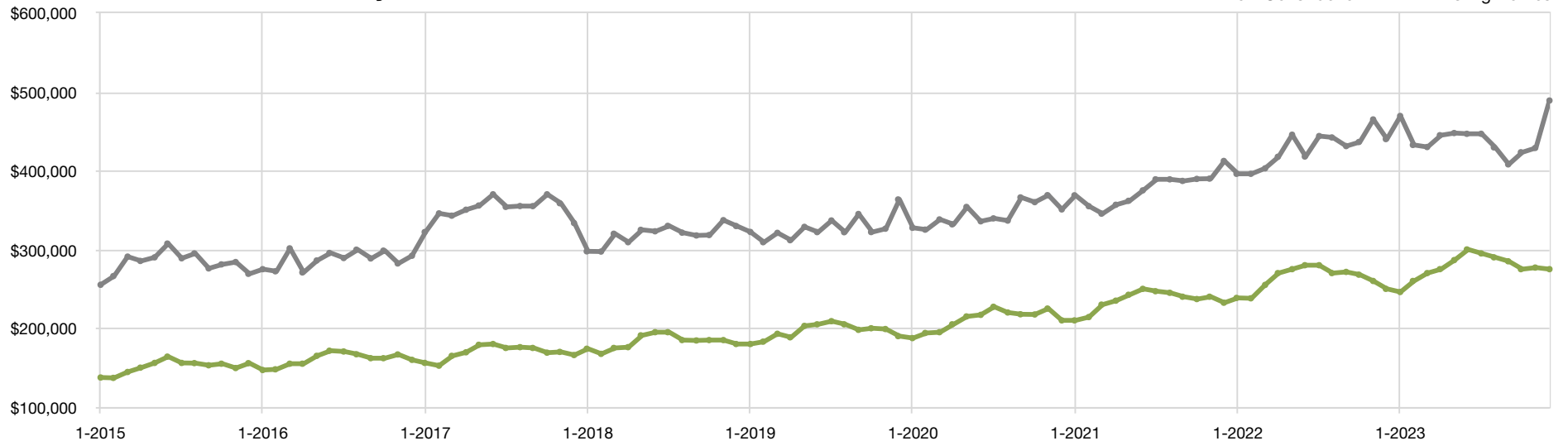
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	\$469,424	+ 18.5%	\$246,000	+ 3.1%
Feb-2023	\$432,632	+ 9.3%	\$260,000	+ 9.2%
Mar-2023	\$430,000	+ 6.7%	\$270,000	+ 5.9%
Apr-2023	\$445,000	+ 6.6%	\$275,000	+ 1.9%
May-2023	\$447,750	+ 0.5%	\$286,500	+ 4.2%
Jun-2023	\$446,780	+ 6.9%	\$300,000	+ 7.1%
Jul-2023	\$446,784	+ 0.6%	\$295,000	+ 5.4%
Aug-2023	\$429,548	- 2.9%	\$290,000	+ 7.4%
Sep-2023	\$407,990	- 5.4%	\$285,000	+ 5.0%
Oct-2023	\$423,357	- 3.0%	\$275,000	+ 2.6%
Nov-2023	\$428,863	- 7.8%	\$277,000	+ 6.5%
Dec-2023	\$489,000	+ 11.1%	\$275,000	+ 10.0%
12-Month Avg*	\$437,406	+ 1.9%	\$280,000	+ 5.7%

* Median Closed Price for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Median Closed Price by Month



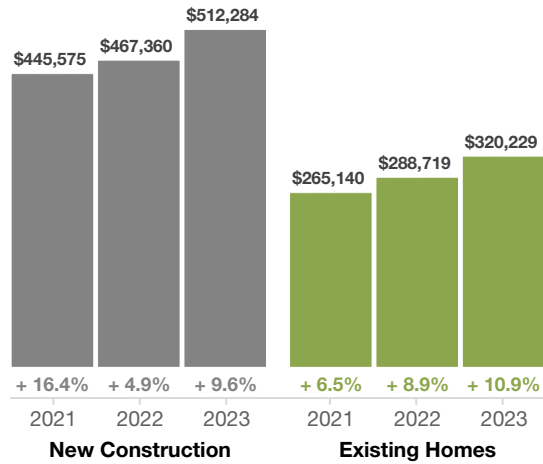
Average Closed Price

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

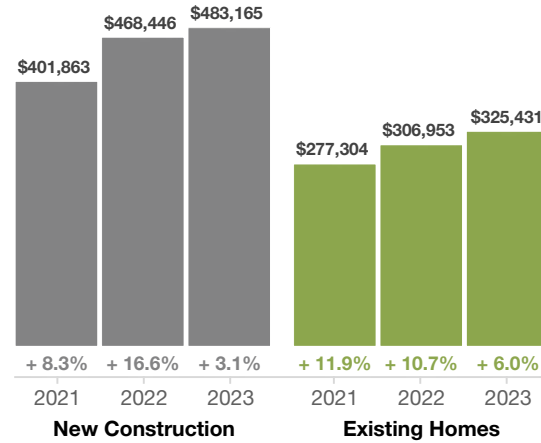


Omaha Area Region

December



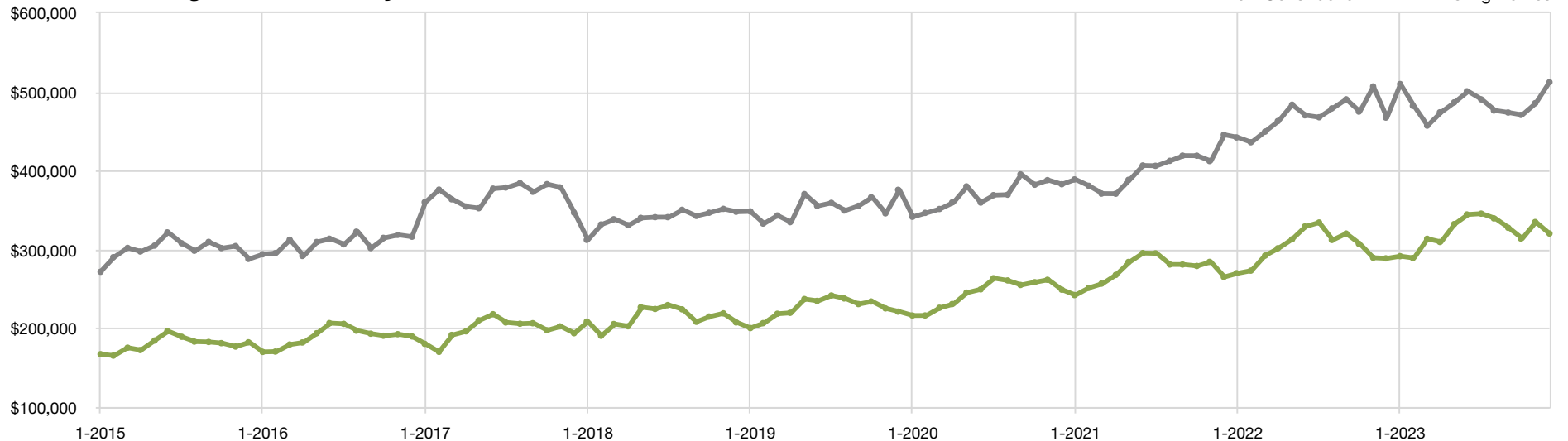
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	\$509,936	+ 15.3%	\$291,473	+ 8.0%
Feb-2023	\$482,223	+ 10.6%	\$289,148	+ 5.9%
Mar-2023	\$457,147	+ 1.7%	\$313,517	+ 7.3%
Apr-2023	\$474,022	+ 2.4%	\$309,508	+ 2.6%
May-2023	\$486,646	+ 0.6%	\$332,187	+ 6.2%
Jun-2023	\$500,706	+ 6.5%	\$344,409	+ 4.6%
Jul-2023	\$490,468	+ 4.8%	\$345,474	+ 3.4%
Aug-2023	\$476,331	- 0.6%	\$339,413	+ 8.8%
Sep-2023	\$473,764	- 3.4%	\$327,500	+ 2.3%
Oct-2023	\$470,745	- 0.9%	\$313,831	+ 2.2%
Nov-2023	\$485,651	- 4.2%	\$334,788	+ 15.6%
Dec-2023	\$512,284	+ 9.6%	\$320,229	+ 10.9%
12-Month Avg*	\$483,165	+ 3.1%	\$325,431	+ 6.0%

* Average Closed Price for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Average Closed Price by Month



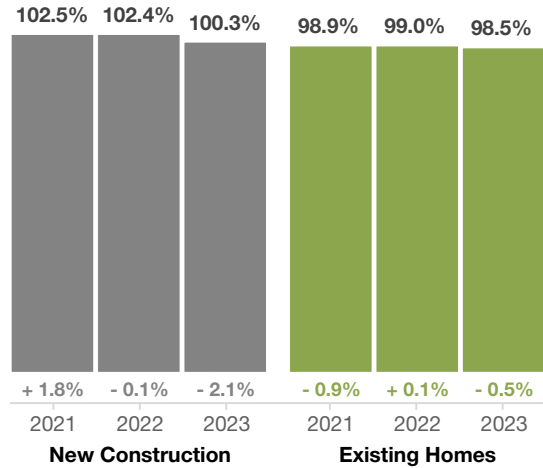
Percent of List Price Received

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.

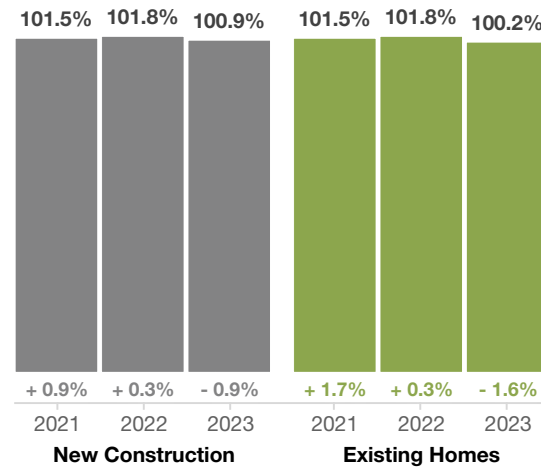


Omaha Area Region

December



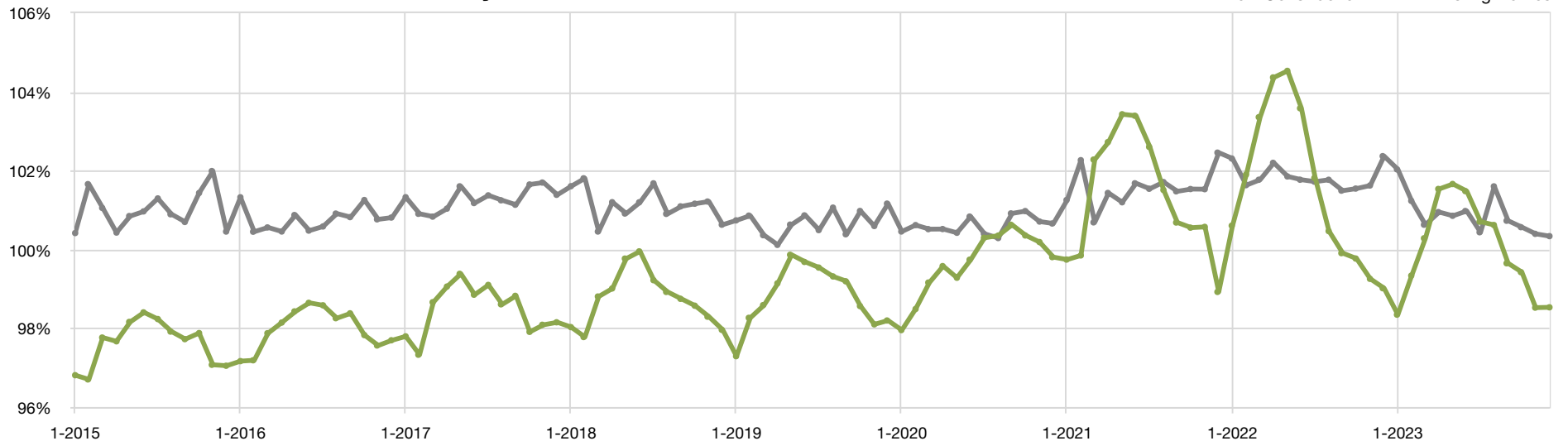
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	102.0%	- 0.3%	98.3%	- 2.3%
Feb-2023	101.2%	- 0.4%	99.3%	- 2.6%
Mar-2023	100.6%	- 1.2%	100.3%	- 3.0%
Apr-2023	100.9%	- 1.3%	101.5%	- 2.8%
May-2023	100.9%	- 1.0%	101.7%	- 2.7%
Jun-2023	101.0%	- 0.8%	101.5%	- 2.0%
Jul-2023	100.4%	- 1.3%	100.7%	- 1.1%
Aug-2023	101.6%	- 0.2%	100.6%	+ 0.1%
Sep-2023	100.7%	- 0.8%	99.6%	- 0.3%
Oct-2023	100.6%	- 0.9%	99.4%	- 0.4%
Nov-2023	100.4%	- 1.2%	98.5%	- 0.8%
Dec-2023	100.3%	- 2.1%	98.5%	- 0.5%
12-Month Avg*	100.9%	- 0.9%	100.2%	- 1.6%

* Pct. of List Price Received for all properties from January 2023 through December 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



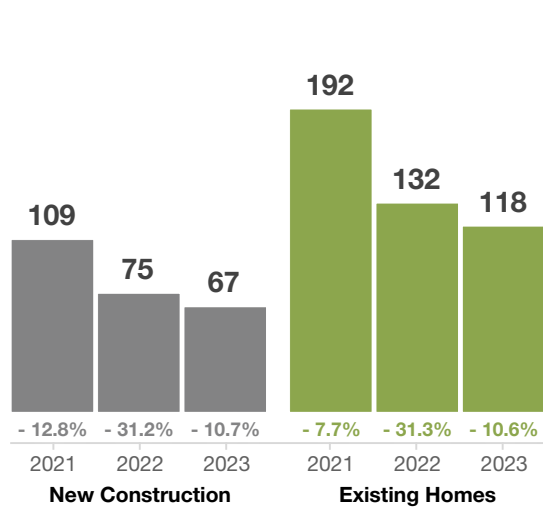
Housing Affordability Index

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.

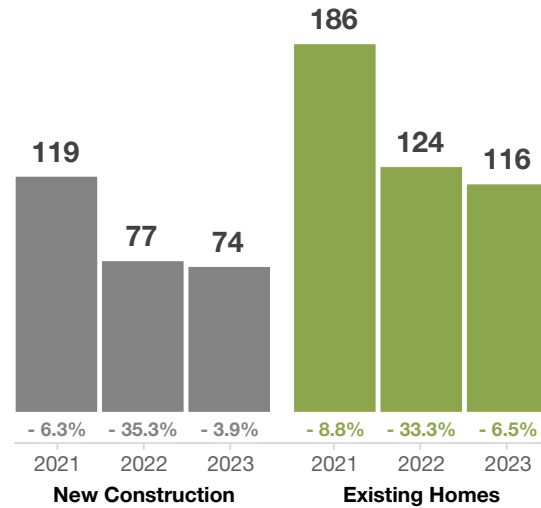


Omaha Area Region

December

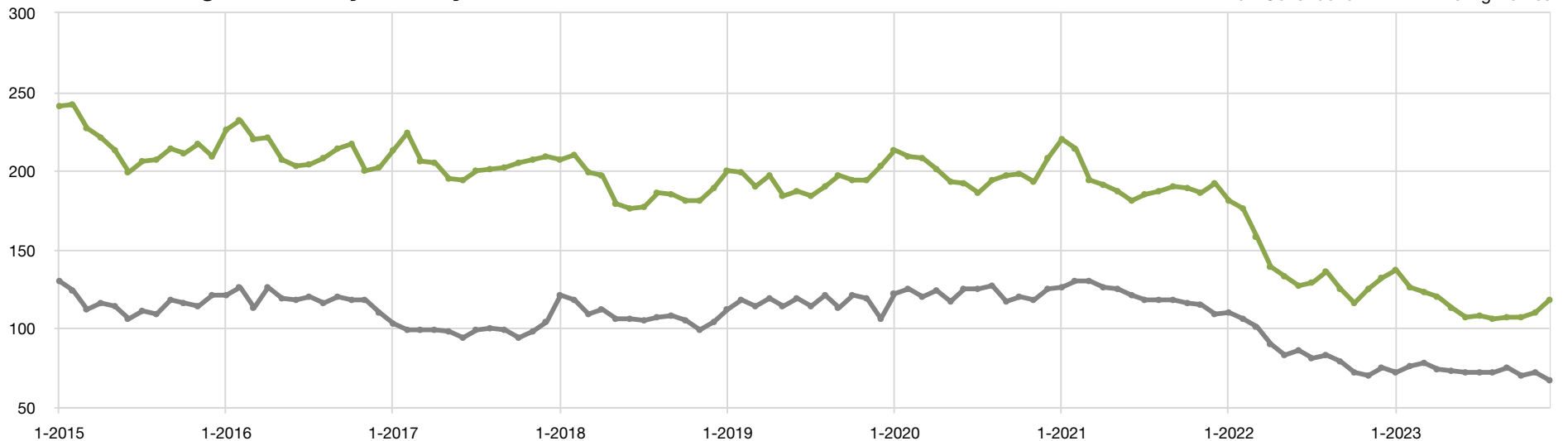


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	72	- 34.5%	137	- 24.3%
Feb-2023	76	- 28.3%	126	- 28.4%
Mar-2023	78	- 22.8%	123	- 22.2%
Apr-2023	74	- 17.8%	120	- 13.7%
May-2023	73	- 12.0%	113	- 15.0%
Jun-2023	72	- 16.3%	107	- 15.7%
Jul-2023	72	- 11.1%	108	- 16.3%
Aug-2023	72	- 13.3%	106	- 22.1%
Sep-2023	75	- 5.1%	107	- 14.4%
Oct-2023	70	- 2.8%	107	- 7.8%
Nov-2023	72	+ 2.9%	110	- 12.0%
Dec-2023	67	- 10.7%	118	- 10.6%
12-Month Avg	73	- 15.1%	115	- 17.9%

Historical Housing Affordability Index by Month



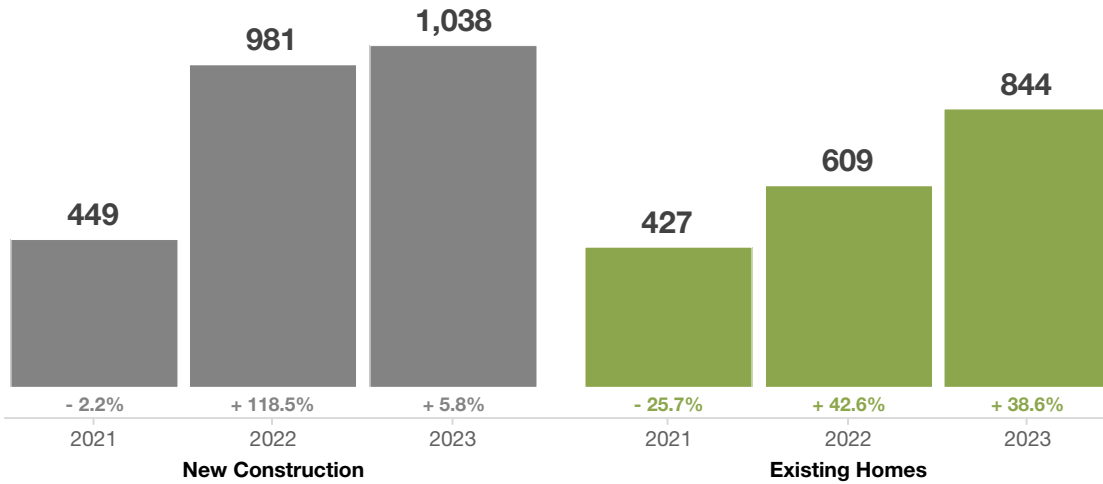
Inventory of Homes for Sale

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



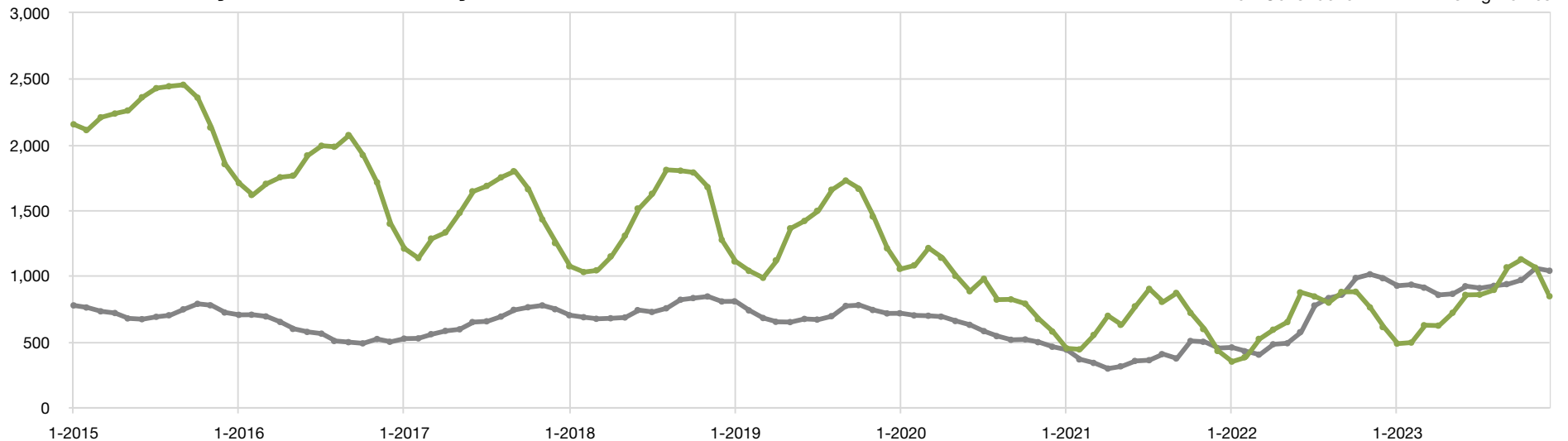
Omaha Area Region

December



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	924	+ 103.5%	483	+ 39.6%
Feb-2023	932	+ 119.3%	491	+ 29.6%
Mar-2023	909	+ 127.8%	623	+ 20.0%
Apr-2023	854	+ 78.7%	620	+ 5.3%
May-2023	862	+ 77.4%	718	+ 11.0%
Jun-2023	920	+ 61.4%	854	- 2.2%
Jul-2023	906	+ 17.2%	856	+ 1.7%
Aug-2023	923	+ 11.2%	892	+ 12.2%
Sep-2023	936	+ 9.5%	1,064	+ 21.3%
Oct-2023	968	- 1.5%	1,125	+ 28.1%
Nov-2023	1,057	+ 4.5%	1,062	+ 39.9%
Dec-2023	1,038	+ 5.8%	844	+ 38.6%
12-Month Avg	936	+ 36.2%	803	+ 18.8%

Historical Inventory of Homes for Sale by Month



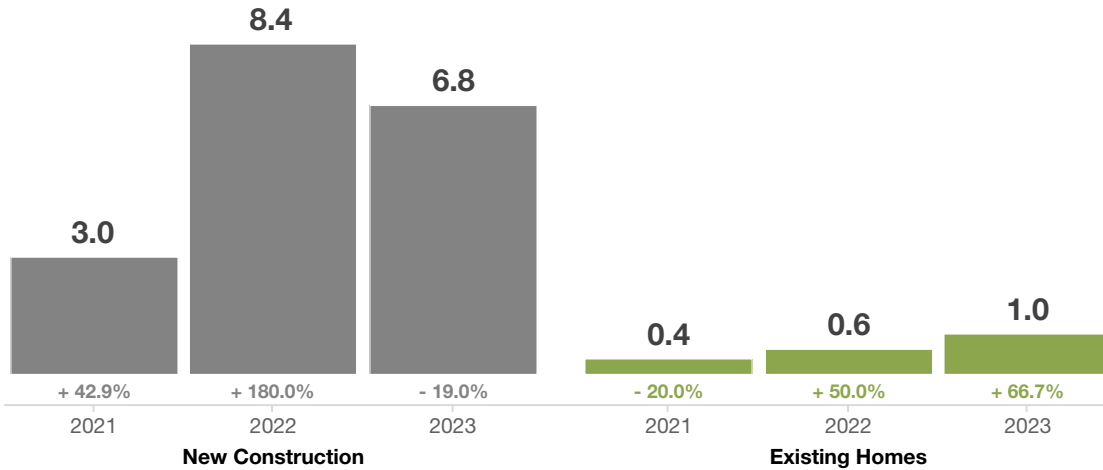
Months Supply of Inventory

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

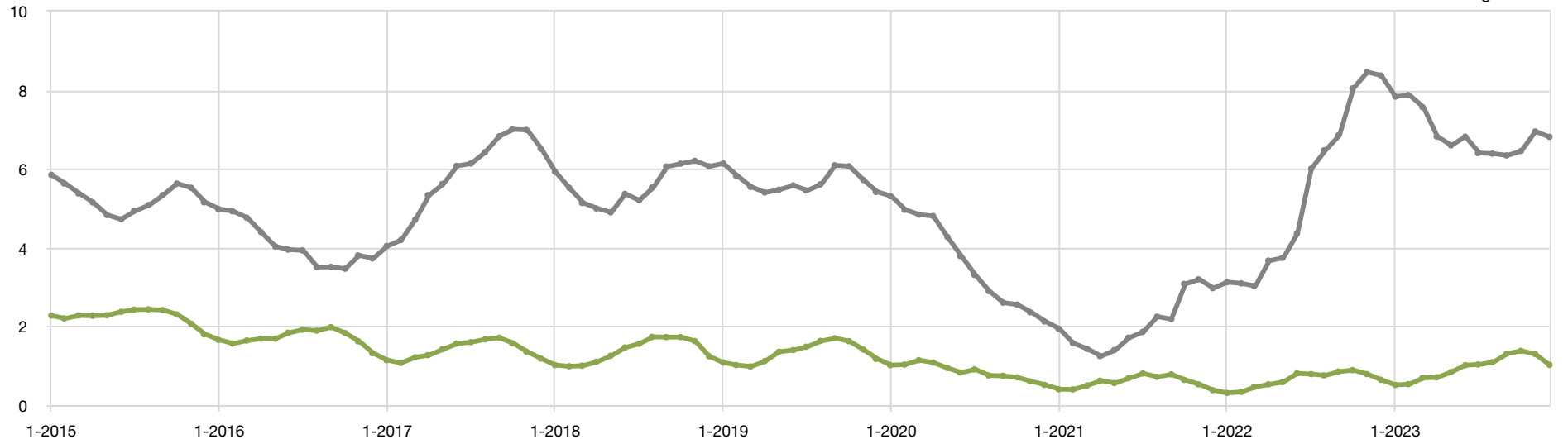
December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2023	7.8	+ 151.6%	0.5	+ 66.7%
Feb-2023	7.9	+ 154.8%	0.5	+ 66.7%
Mar-2023	7.6	+ 153.3%	0.7	+ 40.0%
Apr-2023	6.8	+ 83.8%	0.7	+ 40.0%
May-2023	6.6	+ 78.4%	0.8	+ 33.3%
Jun-2023	6.8	+ 54.5%	1.0	+ 25.0%
Jul-2023	6.4	+ 6.7%	1.0	+ 25.0%
Aug-2023	6.4	- 1.5%	1.1	+ 37.5%
Sep-2023	6.3	- 7.4%	1.3	+ 44.4%
Oct-2023	6.5	- 18.8%	1.4	+ 55.6%
Nov-2023	7.0	- 17.6%	1.3	+ 62.5%
Dec-2023	6.8	- 19.0%	1.0	+ 66.7%
12-Month Avg*	6.9	+ 27.1%	1.0	+ 47.6%

* Months Supply for all properties from January 2023 through December 2023. 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	12-2022	12-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		732	829	+ 13.3%	17,230	16,744	- 2.8%
Pending Sales		584	656	+ 12.3%	12,798	11,749	- 8.2%
Closed Sales		817	799	- 2.2%	13,518	11,637	- 13.9%
Days on Market Until Sale		21	16	- 23.8%	12	20	+ 66.7%
Median Closed Price		\$275,000	\$290,000	+ 5.5%	\$285,000	\$302,000	+ 6.0%
Average Closed Price		\$318,019	\$342,130	+ 7.6%	\$329,948	\$350,087	+ 6.1%
Percent of List Price Received		99.6%	98.7%	- 0.9%	101.8%	100.3%	- 1.5%
Housing Affordability Index		120	112	- 6.7%	116	107	- 7.8%
Inventory of Homes for Sale		1,590	1,882	+ 18.4%	—	—	—
Months Supply of Inventory		1.5	1.9	+ 26.7%	—	—	—