

# Monthly Indicators

Omaha Area Region



## February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

New Listings decreased 44.4 percent for New Construction and 10.1 percent for Existing Homes. Pending Sales decreased 31.1 percent for New Construction and 9.3 percent for Existing Homes. Inventory increased 6.6 percent for New Construction and 0.4 percent for Existing Homes.

Median Closed Price increased 4.1 percent for New Construction and 9.3 percent for Existing Homes. Days on Market decreased 31.0 percent for New Construction but increased 6.9 percent for Existing Homes. Months Supply of Inventory increased 5.5 percent for New Construction but remained flat for Existing Homes.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

## Quick Facts

**+ 2.5%**

Change in  
**Closed Sales**  
All Properties

**+ 7.0%**

Change in  
**Median Closed Price**  
All Properties

**+ 2.9%**

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, 68048, 68307, 68409, 68413, 68455 and 68463. 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	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		223	<b>124</b>	- 44.4%	440	<b>358</b>	- 18.6%
<b>Pending Sales</b>		196	<b>135</b>	- 31.1%	327	<b>248</b>	- 24.2%
<b>Closed Sales</b>		113	<b>103</b>	- 8.8%	200	<b>185</b>	- 7.5%
<b>Days on Market Until Sale</b>		87	<b>60</b>	- 31.0%	70	<b>60</b>	- 14.3%
<b>Median Closed Price</b>		\$297,332	<b>\$309,475</b>	+ 4.1%	\$297,334	<b>\$314,930</b>	+ 5.9%
<b>Average Closed Price</b>		\$331,647	<b>\$334,842</b>	+ 1.0%	\$323,176	<b>\$341,639</b>	+ 5.7%
<b>Percent of List Price Received</b>		101.8%	<b>100.9%</b>	- 0.9%	101.7%	<b>100.8%</b>	- 0.9%
<b>Housing Affordability Index</b>		107	<b>102</b>	- 4.7%	107	<b>100</b>	- 6.5%
<b>Inventory of Homes for Sale</b>		682	<b>727</b>	+ 6.6%	—	—	—
<b>Months Supply of Inventory</b>		5.5	<b>5.8</b>	+ 5.5%	—	—	—

# 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.



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Key Metrics	Historical Sparkbars	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		964	<b>867</b>	- 10.1%	1,879	<b>1,824</b>	- 2.9%
<b>Pending Sales</b>		835	<b>757</b>	- 9.3%	1,634	<b>1,550</b>	- 5.1%
<b>Closed Sales</b>		639	<b>668</b>	+ 4.5%	1,285	<b>1,295</b>	+ 0.8%
<b>Days on Market Until Sale</b>		29	<b>31</b>	+ 6.9%	30	<b>31</b>	+ 3.3%
<b>Median Closed Price</b>		\$167,500	<b>\$183,000</b>	+ 9.3%	\$169,000	<b>\$182,000</b>	+ 7.7%
<b>Average Closed Price</b>		\$190,489	<b>\$206,716</b>	+ 8.5%	\$199,510	<b>\$203,545</b>	+ 2.0%
<b>Percent of List Price Received</b>		97.8%	<b>98.3%</b>	+ 0.5%	97.9%	<b>97.8%</b>	- 0.1%
<b>Housing Affordability Index</b>		191	<b>173</b>	- 9.4%	189	<b>174</b>	- 7.9%
<b>Inventory of Homes for Sale</b>		1,024	<b>1,028</b>	+ 0.4%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>1.0</b>	0.0%	—	—	—

# New Listings

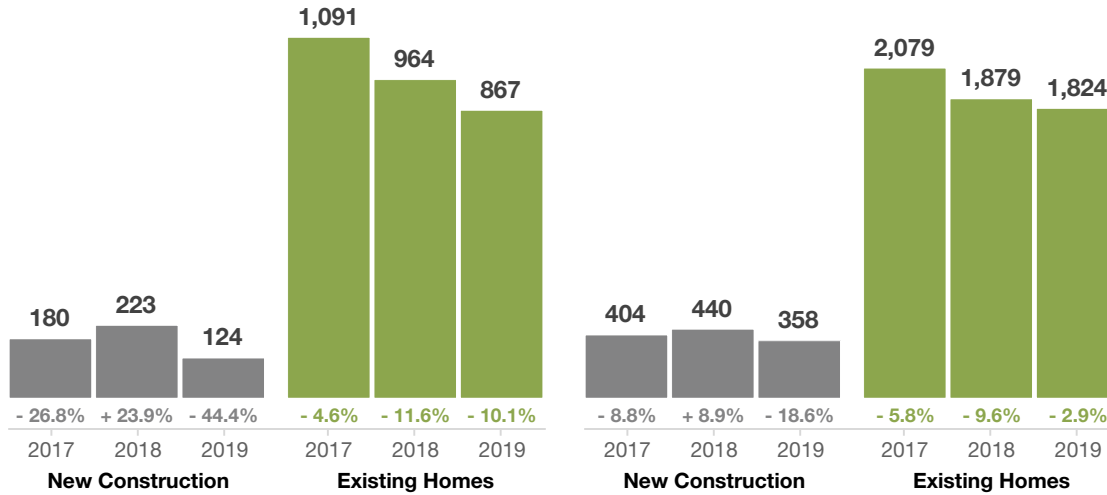
A count of the properties that have been newly listed on the market in a given month.



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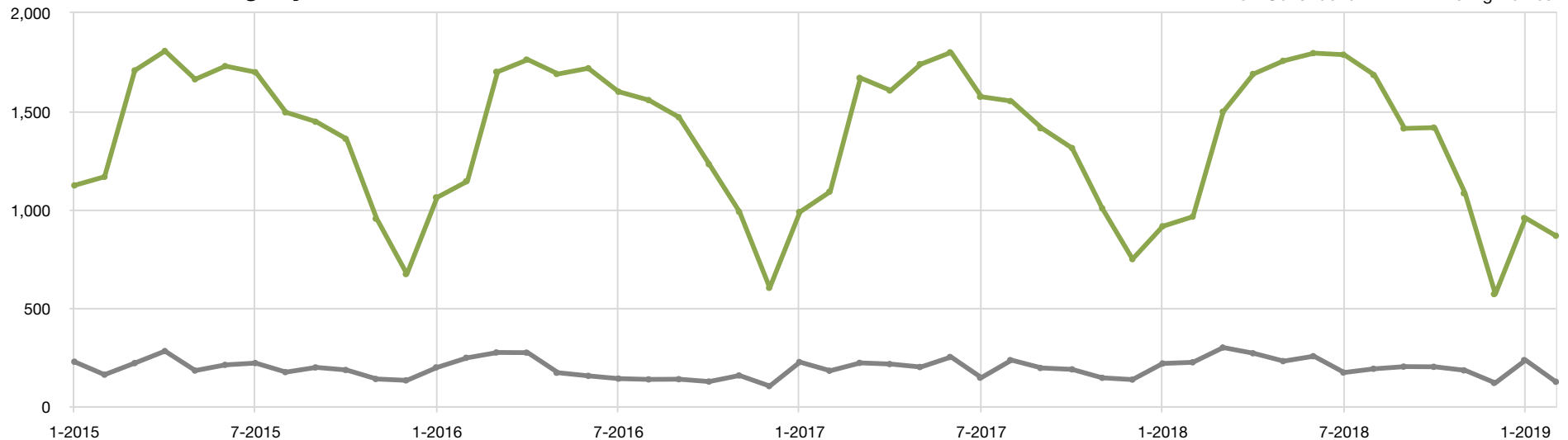
## February

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	298	+ 35.5%	1,498	- 10.3%
Apr-2018	269	+ 25.7%	1,690	+ 5.2%
May-2018	229	+ 15.1%	1,757	+ 1.0%
Jun-2018	254	+ 1.6%	1,796	- 0.2%
Jul-2018	171	+ 17.9%	1,788	+ 13.6%
Aug-2018	190	- 18.8%	1,685	+ 8.6%
Sep-2018	201	+ 3.6%	1,413	- 0.1%
Oct-2018	200	+ 7.0%	1,417	+ 7.9%
Nov-2018	182	+ 26.4%	1,083	+ 7.7%
Dec-2018	118	- 12.6%	570	- 23.8%
Jan-2019	234	+ 7.8%	957	+ 4.6%
<b>Feb-2019</b>	<b>124</b>	<b>- 44.4%</b>	<b>867</b>	<b>- 10.1%</b>
12-Month Avg	206	+ 4.6%	1,377	+ 1.3%

## Historical New Listings by Month



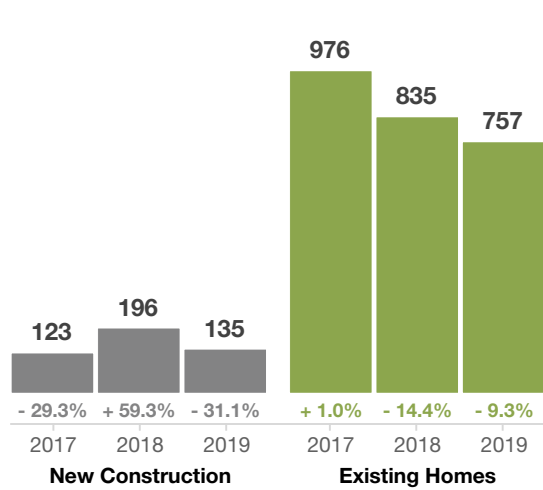
# Pending Sales

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

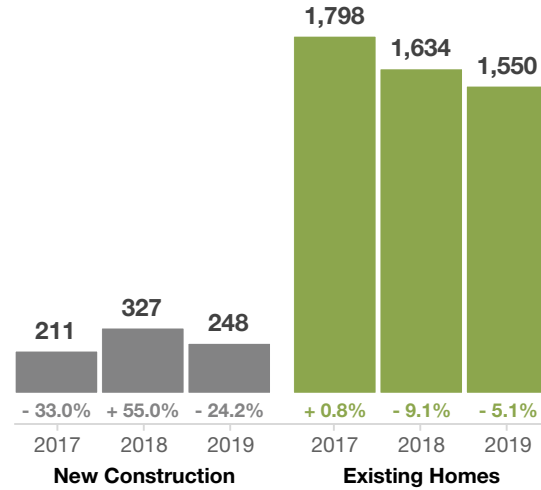


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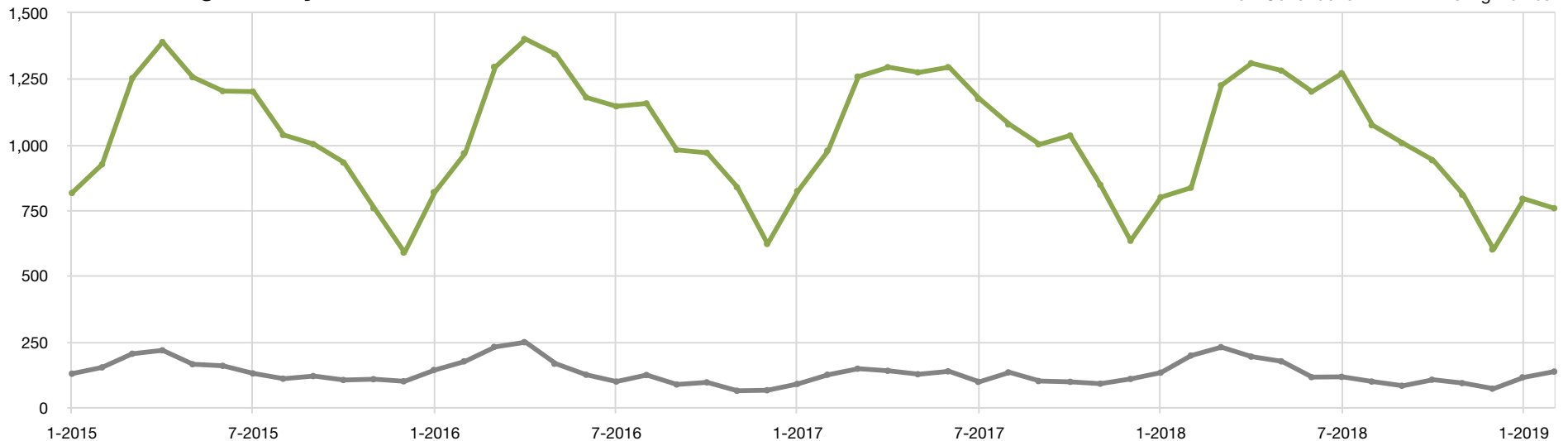


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	228	+ 56.2%	1,225	- 2.6%
Apr-2018	192	+ 39.1%	1,309	+ 1.2%
May-2018	174	+ 39.2%	1,281	+ 0.5%
Jun-2018	114	- 16.2%	1,201	- 7.2%
Jul-2018	115	+ 19.8%	1,271	+ 8.3%
Aug-2018	97	- 26.5%	1,073	- 0.3%
Sep-2018	81	- 18.2%	1,005	+ 0.5%
Oct-2018	104	+ 8.3%	940	- 9.1%
Nov-2018	91	+ 2.2%	808	- 4.5%
Dec-2018	70	- 34.6%	600	- 5.2%
Jan-2019	113	- 13.7%	793	- 0.8%
<b>Feb-2019</b>	<b>135</b>	<b>- 31.1%</b>	<b>757</b>	<b>- 9.3%</b>
12-Month Avg	126	+ 1.6%	1,022	- 2.0%

## Historical Pending Sales by Month



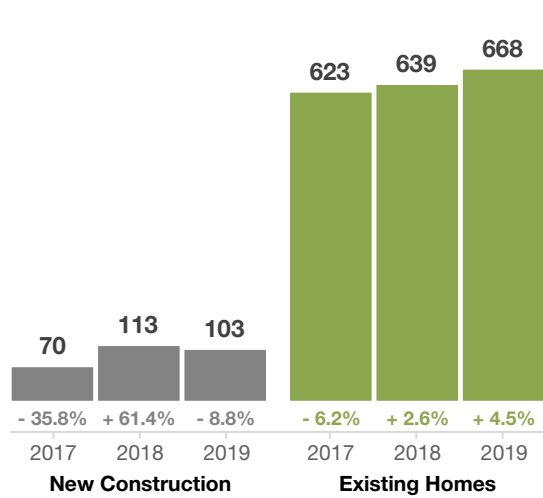
# Closed Sales

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

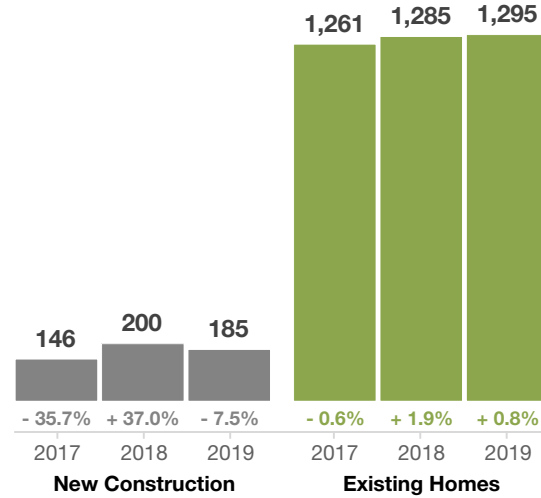


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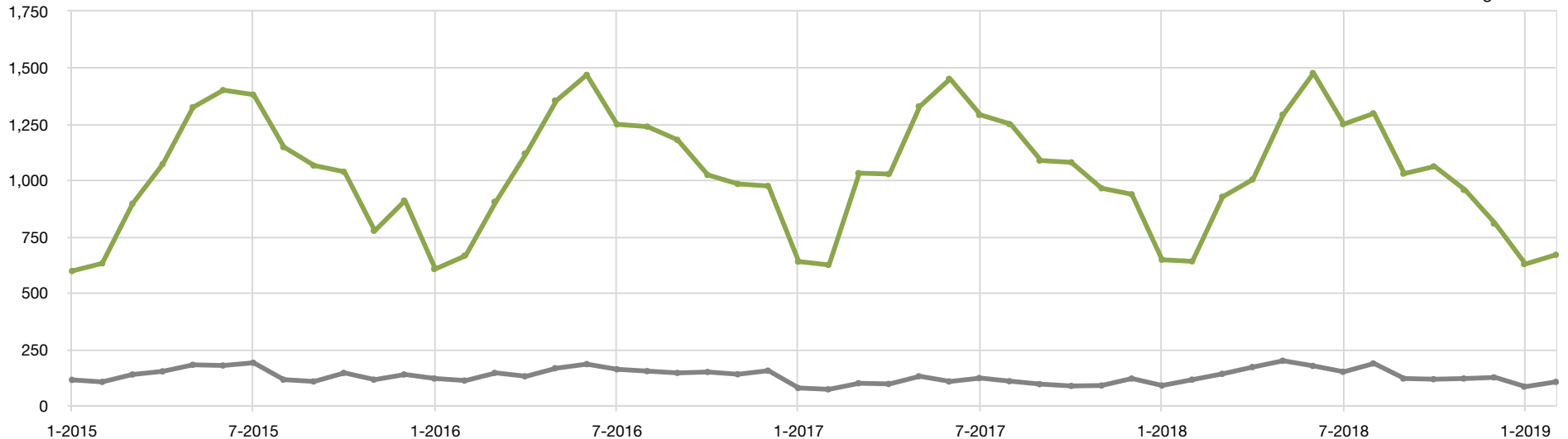


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	139	+ 43.3%	926	- 10.2%
Apr-2018	169	+ 79.8%	1,003	- 2.3%
May-2018	197	+ 53.9%	1,291	- 2.8%
Jun-2018	174	+ 65.7%	1,476	+ 1.8%
Jul-2018	148	+ 23.3%	1,249	- 3.2%
Aug-2018	185	+ 74.5%	1,297	+ 3.8%
Sep-2018	118	+ 26.9%	1,029	- 5.3%
Oct-2018	115	+ 35.3%	1,061	- 1.7%
Nov-2018	118	+ 35.6%	957	- 0.7%
Dec-2018	123	+ 4.2%	807	- 13.9%
Jan-2019	82	- 5.7%	627	- 2.9%
<b>Feb-2019</b>	<b>103</b>	<b>- 8.8%</b>	<b>668</b>	<b>+ 4.5%</b>
12-Month Avg	139	+ 35.0%	1,033	- 2.6%

## Historical Closed Sales by Month



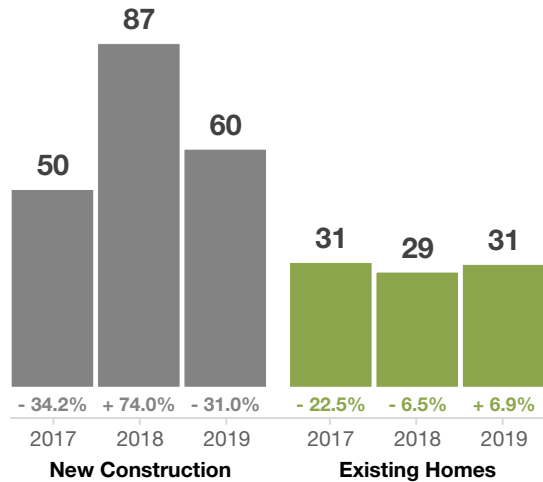
# Days on Market Until Sale

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

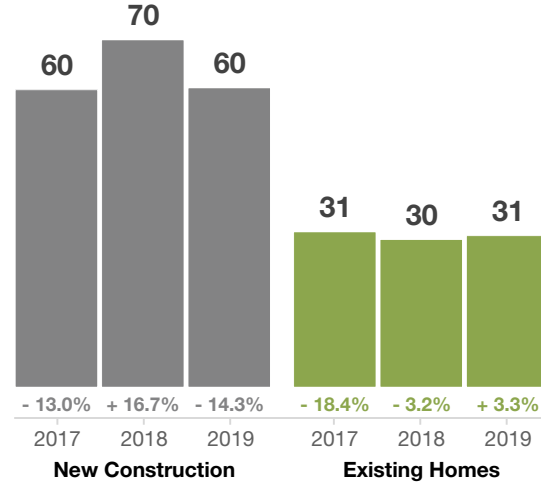


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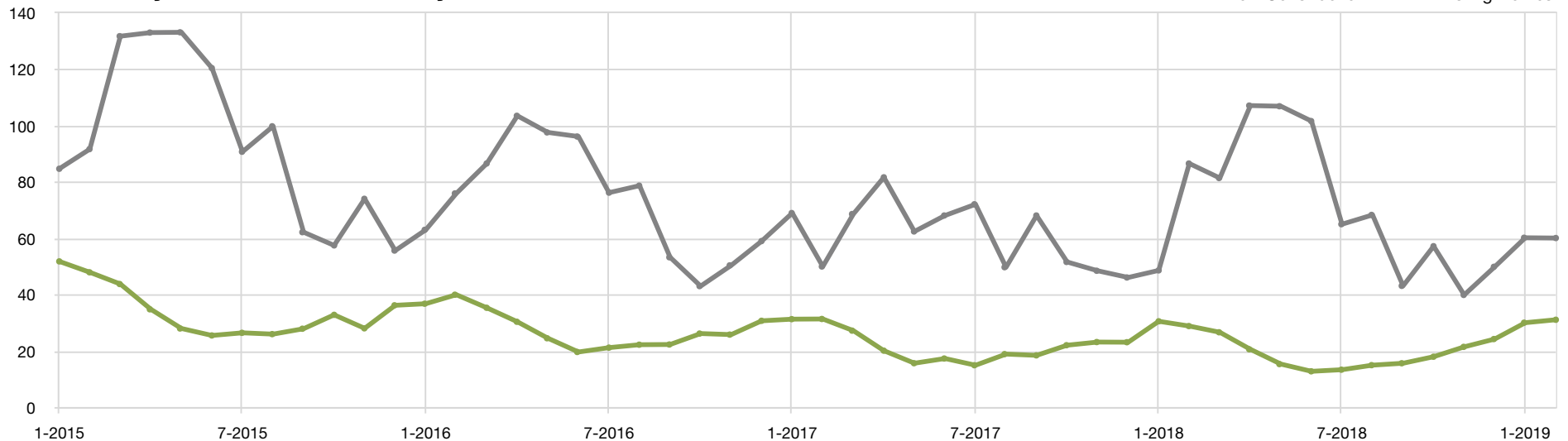
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	81	+ 17.4%	27	0.0%
Apr-2018	107	+ 30.5%	21	+ 5.0%
May-2018	107	+ 72.6%	15	- 6.3%
Jun-2018	102	+ 50.0%	13	- 23.5%
Jul-2018	65	- 9.7%	13	- 13.3%
Aug-2018	68	+ 36.0%	15	- 21.1%
Sep-2018	43	- 36.8%	16	- 11.1%
Oct-2018	57	+ 9.6%	18	- 18.2%
Nov-2018	40	- 16.7%	21	- 8.7%
Dec-2018	50	+ 8.7%	24	+ 4.3%
Jan-2019	60	+ 22.4%	30	0.0%
<b>Feb-2019</b>	<b>60</b>	<b>- 31.0%</b>	<b>31</b>	<b>+ 6.9%</b>
12-Month Avg*	74	+ 17.7%	19	- 8.4%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



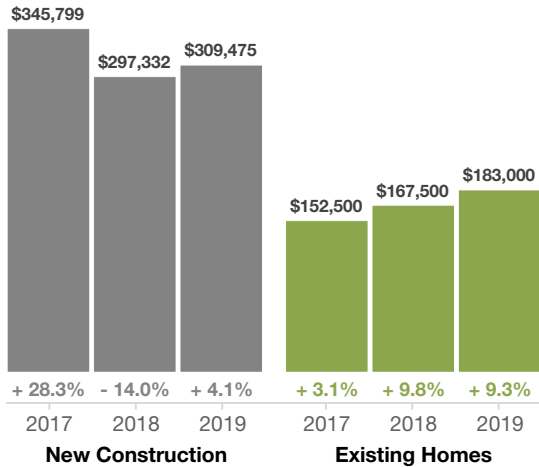
# Median Closed Price

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

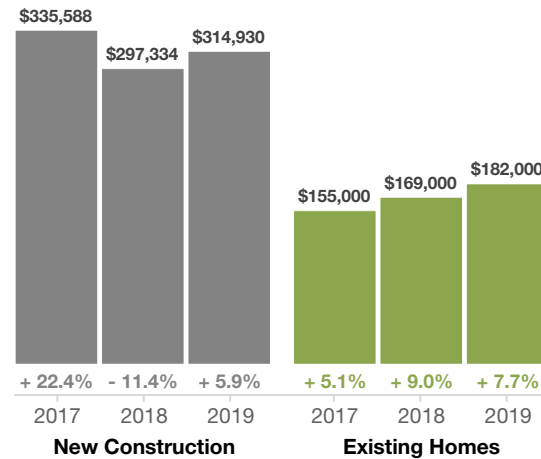


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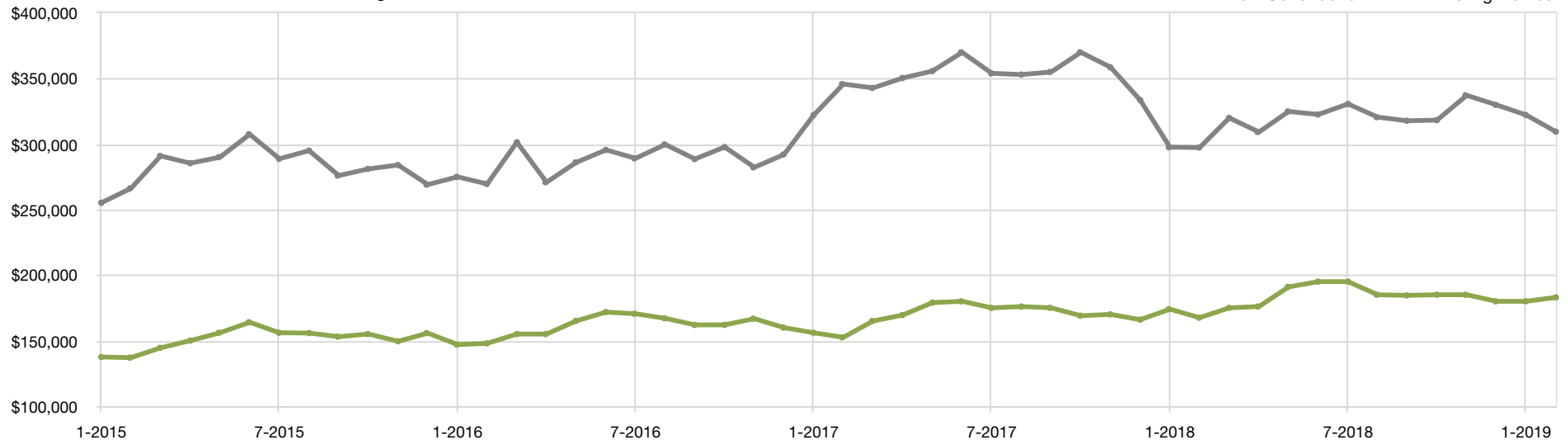
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	\$319,950	- 6.7%	\$175,000	+ 6.1%
Apr-2018	\$309,223	- 11.8%	\$176,000	+ 3.8%
May-2018	\$324,900	- 8.7%	\$191,000	+ 6.7%
Jun-2018	\$322,572	- 12.8%	\$195,000	+ 8.3%
Jul-2018	\$330,642	- 6.6%	\$195,000	+ 11.4%
Aug-2018	\$320,546	- 9.2%	\$185,000	+ 5.1%
Sep-2018	\$317,775	- 10.5%	\$184,500	+ 5.4%
Oct-2018	\$318,290	- 14.0%	\$185,000	+ 9.5%
Nov-2018	\$337,184	- 6.0%	\$185,000	+ 8.8%
Dec-2018	\$329,900	- 1.1%	\$180,000	+ 8.4%
Jan-2019	\$322,221	+ 8.3%	\$180,000	+ 3.4%
<b>Feb-2019</b>	<b>\$309,475</b>	<b>+ 4.1%</b>	<b>\$183,000</b>	<b>+ 9.3%</b>
12-Month Avg*	\$321,499	- 7.3%	\$185,000	+ 7.6%

\* Median Closed Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





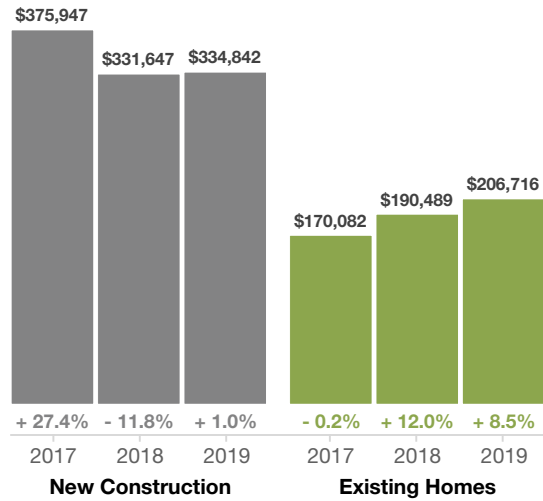
# Average Closed Price

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

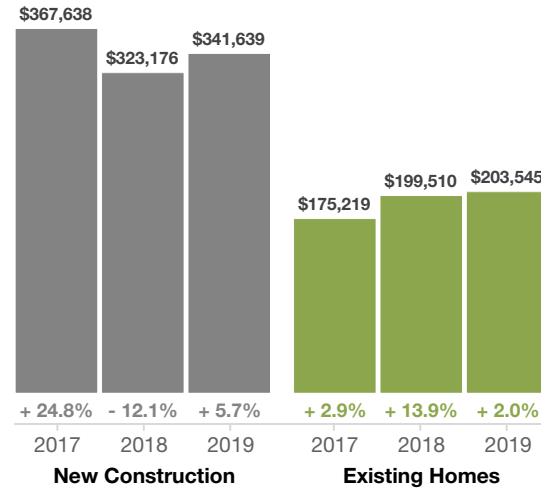


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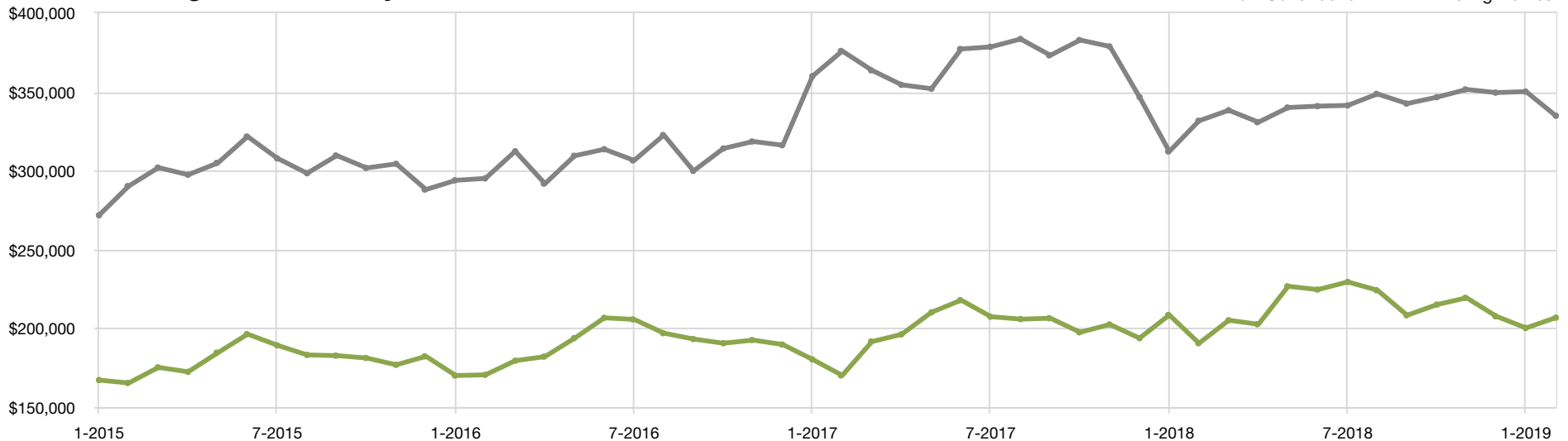
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	\$338,332	-7.0%	\$205,058	+7.1%
Apr-2018	\$330,761	-6.7%	\$202,550	+3.3%
May-2018	\$340,072	-3.4%	\$226,638	+7.9%
Jun-2018	\$340,952	-9.6%	\$224,525	+3.1%
Jul-2018	\$341,409	-9.8%	\$229,401	+10.6%
Aug-2018	\$348,689	-9.1%	\$224,156	+8.9%
Sep-2018	\$342,572	-8.2%	\$208,244	+0.9%
Oct-2018	\$346,610	-9.5%	\$215,004	+8.9%
Nov-2018	\$351,531	-7.2%	\$219,312	+8.4%
Dec-2018	\$349,526	+0.8%	\$207,596	+7.2%
Jan-2019	\$350,177	+12.2%	\$200,178	-4.0%
<b>Feb-2019</b>	<b>\$334,842</b>	<b>+1.0%</b>	<b>\$206,716</b>	<b>+8.5%</b>
12-Month Avg*	\$342,455	-5.1%	\$216,102	+6.2%

\* Average Closed Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



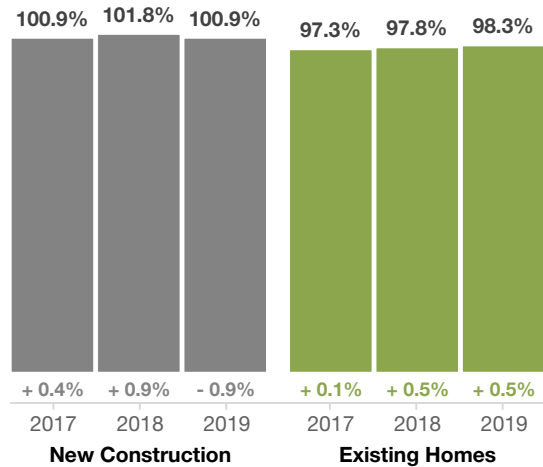
# Percent of List Price Received

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.

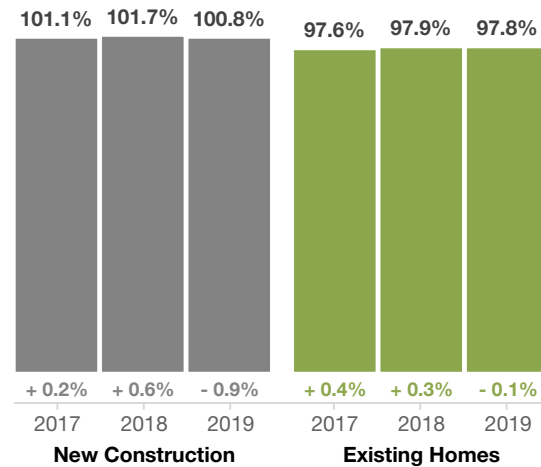


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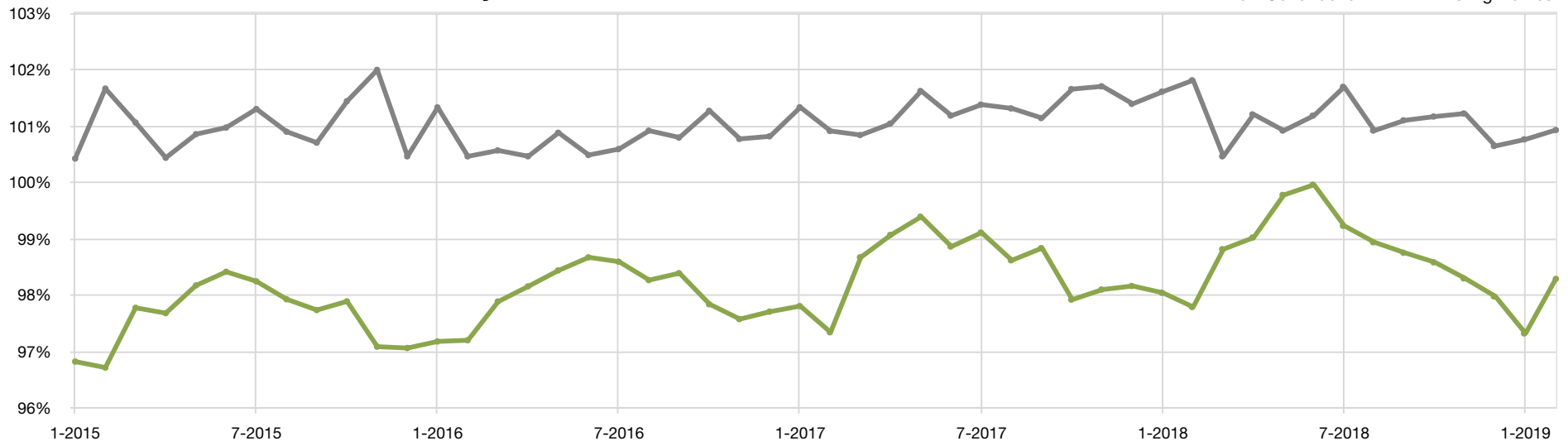
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	100.5%	- 0.3%	98.8%	+ 0.1%
Apr-2018	101.2%	+ 0.2%	99.0%	- 0.1%
May-2018	100.9%	- 0.7%	99.8%	+ 0.4%
Jun-2018	101.2%	0.0%	100.0%	+ 1.1%
Jul-2018	101.7%	+ 0.3%	99.2%	+ 0.1%
Aug-2018	100.9%	- 0.4%	98.9%	+ 0.3%
Sep-2018	101.1%	0.0%	98.7%	- 0.1%
Oct-2018	101.2%	- 0.4%	98.6%	+ 0.7%
Nov-2018	101.2%	- 0.5%	98.3%	+ 0.2%
Dec-2018	100.6%	- 0.8%	98.0%	- 0.2%
Jan-2019	100.8%	- 0.8%	97.3%	- 0.7%
<b>Feb-2019</b>	<b>100.9%</b>	<b>- 0.9%</b>	<b>98.3%</b>	<b>+ 0.5%</b>
12-Month Avg*	101.0%	- 0.4%	98.9%	+ 0.3%

\* Pct. of List Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



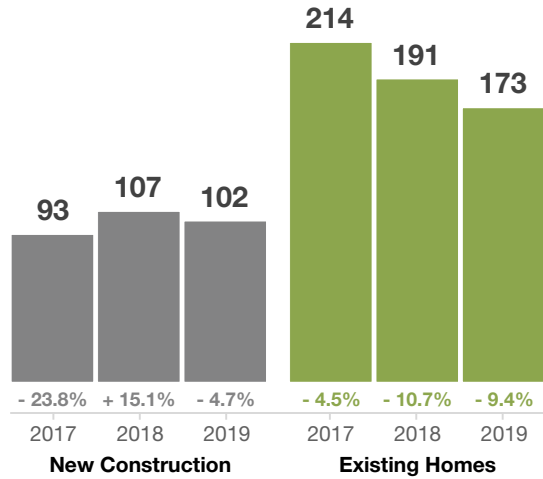
# Housing Affordability Index

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.

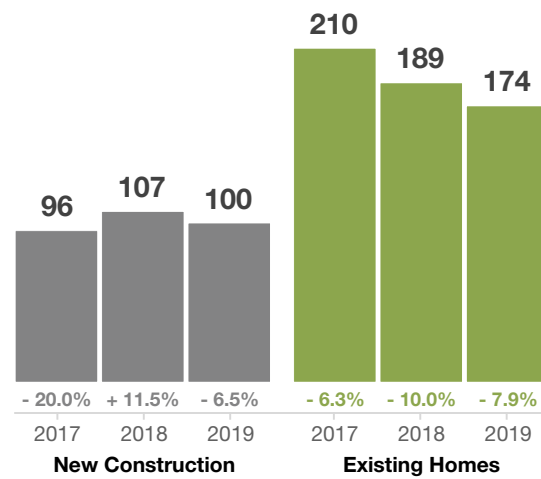


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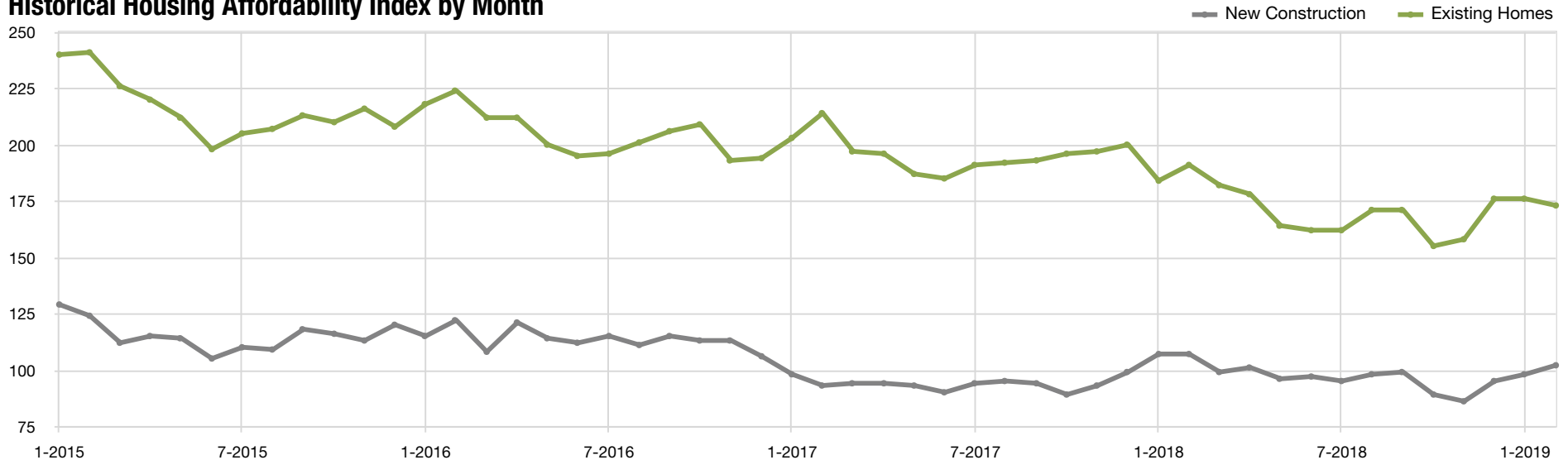


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	99	+ 5.3%	182	- 7.6%
Apr-2018	101	+ 7.4%	178	- 9.2%
May-2018	96	+ 3.2%	164	- 12.3%
Jun-2018	97	+ 7.8%	162	- 12.4%
Jul-2018	95	+ 1.1%	162	- 15.2%
Aug-2018	98	+ 3.2%	171	- 10.9%
Sep-2018	99	+ 5.3%	171	- 11.4%
Oct-2018	89	0.0%	155	- 20.9%
Nov-2018	86	- 7.5%	158	- 19.8%
Dec-2018	95	- 4.0%	176	- 12.0%
Jan-2019	98	- 8.4%	176	- 4.3%
<b>Feb-2019</b>	<b>102</b>	<b>- 4.7%</b>	<b>173</b>	<b>- 9.4%</b>
12-Month Avg	96	0.0%	169	- 12.0%

## Historical Housing Affordability Index by Month



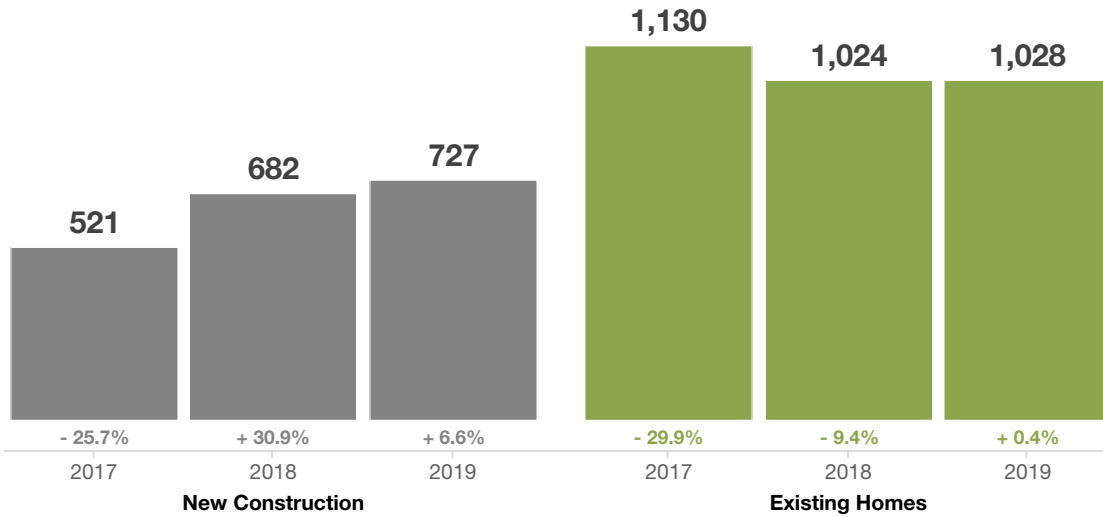
# Inventory of Homes for Sale

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



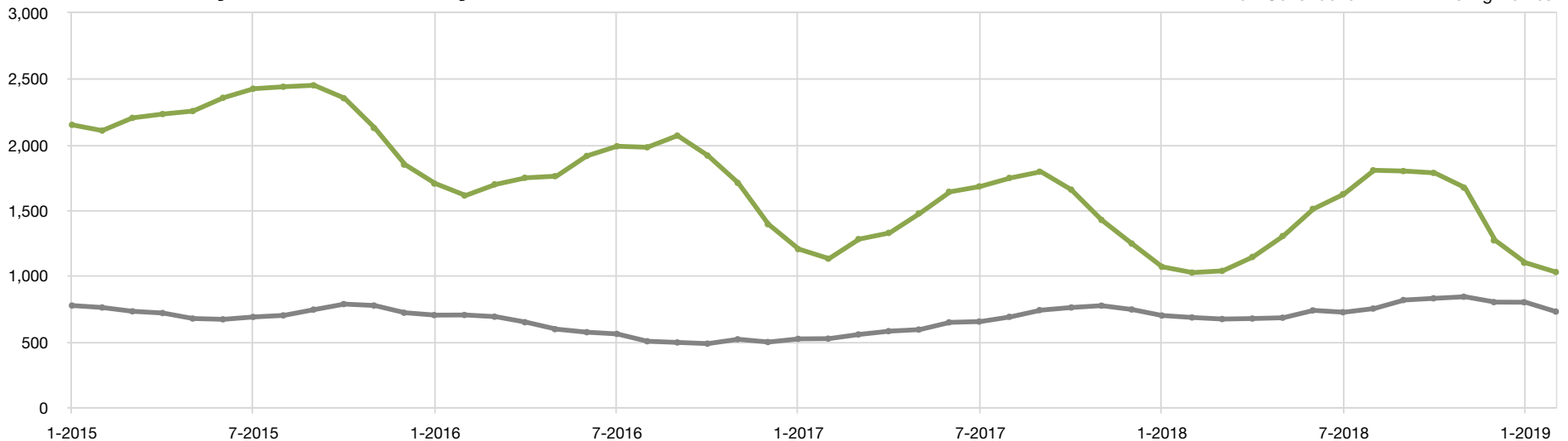
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	670	+ 21.2%	1,037	- 18.9%
Apr-2018	674	+ 16.6%	1,143	- 13.8%
May-2018	680	+ 15.3%	1,302	- 11.7%
Jun-2018	736	+ 14.1%	1,509	- 7.9%
Jul-2018	722	+ 10.9%	1,621	- 3.5%
Aug-2018	750	+ 9.2%	1,803	+ 3.3%
Sep-2018	815	+ 10.4%	1,797	+ 0.3%
Oct-2018	828	+ 9.2%	1,783	+ 7.7%
Nov-2018	840	+ 8.8%	1,671	+ 17.3%
Dec-2018	799	+ 7.5%	1,269	+ 1.9%
Jan-2019	798	+ 14.5%	1,099	+ 2.9%
<b>Feb-2019</b>	<b>727</b>	<b>+ 6.6%</b>	<b>1,028</b>	<b>+ 0.4%</b>
12-Month Avg	753	+ 11.6%	1,422	- 1.7%

## Historical Inventory of Homes for Sale by Month



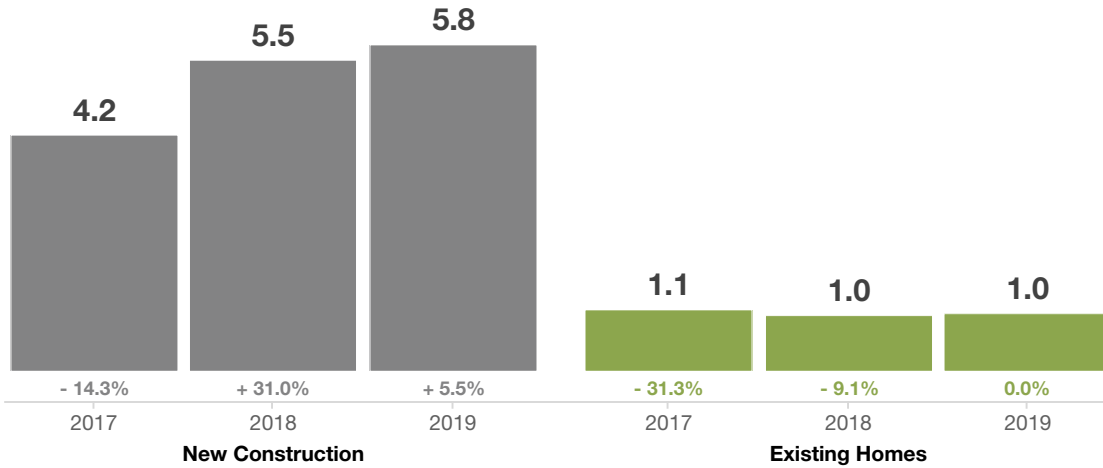
# Months Supply of Inventory

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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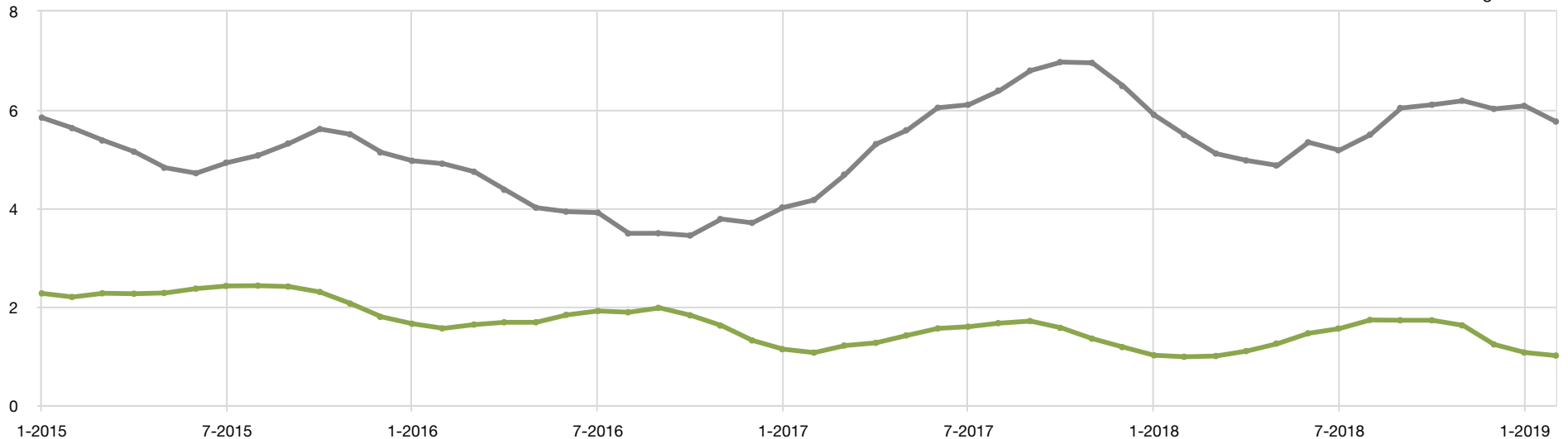
## February



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2018	5.1	+ 8.5%	1.0	- 16.7%
Apr-2018	5.0	- 5.7%	1.1	- 15.4%
May-2018	4.9	- 12.5%	1.2	- 14.3%
Jun-2018	5.3	- 11.7%	1.5	- 6.3%
Jul-2018	5.2	- 14.8%	1.6	0.0%
Aug-2018	5.5	- 14.1%	1.7	0.0%
Sep-2018	6.0	- 11.8%	1.7	0.0%
Oct-2018	6.1	- 12.9%	1.7	+ 6.3%
Nov-2018	6.2	- 11.4%	1.6	+ 23.1%
Dec-2018	6.0	- 7.7%	1.2	0.0%
Jan-2019	6.1	+ 3.4%	1.1	+ 10.0%
<b>Feb-2019</b>	<b>5.8</b>	<b>+ 5.5%</b>	<b>1.0</b>	<b>0.0%</b>
12-Month Avg*	5.6	- 7.6%	1.4	- 0.3%

\* Months Supply for all properties from March 2018 through February 2019. 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	2-2018	2-2019	% Change	YTD 2018	YTD 2019	% Change
<b>New Listings</b>		1,187	<b>991</b>	- 16.5%	2,319	<b>2,182</b>	- 5.9%
<b>Pending Sales</b>		1,031	<b>892</b>	- 13.5%	1,961	<b>1,798</b>	- 8.3%
<b>Closed Sales</b>		752	<b>771</b>	+ 2.5%	1,485	<b>1,480</b>	- 0.3%
<b>Days on Market Until Sale</b>		37	<b>35</b>	- 5.4%	35	<b>34</b>	- 2.9%
<b>Median Closed Price</b>		\$179,950	<b>\$192,500</b>	+ 7.0%	\$181,250	<b>\$192,950</b>	+ 6.5%
<b>Average Closed Price</b>		\$211,756	<b>\$223,877</b>	+ 5.7%	\$216,199	<b>\$220,831</b>	+ 2.1%
<b>Percent of List Price Received</b>		98.4%	<b>98.6%</b>	+ 0.2%	98.4%	<b>98.2%</b>	- 0.2%
<b>Housing Affordability Index</b>		178	<b>165</b>	- 7.3%	177	<b>164</b>	- 7.3%
<b>Inventory of Homes for Sale</b>		1,706	<b>1,755</b>	+ 2.9%	—	—	—
<b>Months Supply of Inventory</b>		1.5	<b>1.5</b>	0.0%	—	—	—