

Monthly Indicators

Omaha Area Region



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings decreased 29.1 percent for New Construction and 2.6 percent for Existing Homes. Pending Sales decreased 33.3 percent for New Construction and 4.3 percent for Existing Homes. Inventory decreased 4.2 percent for New Construction and 3.5 percent for Existing Homes.

Median Sales Price increased 2.7 percent to \$317,558 for New Construction and 8.0 percent to \$190,000 for Existing Homes. Days on Market decreased 13.9 percent for New Construction and 4.8 percent for Existing Homes. Months Supply of Inventory increased 14.3 percent for New Construction but remained flat for Existing Homes.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

Quick Facts

- 17.8%

Change in
Closed Sales
All Properties

+ 5.0%

Change in
Median Sales Price
All Properties

- 3.7%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglass, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68016, 68037, 68048, 68307, 68403, 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		268	190	- 29.1%	1,006	712	- 29.2%
Pending Sales		192	128	- 33.3%	747	521	- 30.3%
Closed Sales		168	106	- 36.9%	505	396	- 21.6%
Days on Market Until Sale		108	93	- 13.9%	86	80	- 7.0%
Median Sales Price		\$309,112	\$317,558	+ 2.7%	\$309,223	\$314,490	+ 1.7%
Average Sales Price		\$330,037	\$343,510	+ 4.1%	\$329,469	\$339,919	+ 3.2%
Percent of List Price Received		101.2%	99.9%	- 1.3%	101.2%	100.4%	- 0.8%
Housing Affordability Index		101	100	- 1.0%	101	101	0.0%
Inventory of Homes for Sale		671	643	- 4.2%	—	—	—
Months Supply of Inventory		4.9	5.6	+ 14.3%	—	—	—

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	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,691	1,647	- 2.6%	5,068	4,673	- 7.8%
Pending Sales		1,309	1,253	- 4.3%	4,169	3,822	- 8.3%
Closed Sales		1,003	857	- 14.6%	3,214	2,882	- 10.3%
Days on Market Until Sale		21	20	- 4.8%	26	26	0.0%
Median Sales Price		\$176,000	\$190,000	+ 8.0%	\$174,750	\$187,000	+ 7.0%
Average Sales Price		\$202,550	\$221,149	+ 9.2%	\$202,058	\$212,662	+ 5.2%
Percent of List Price Received		99.0%	99.2%	+ 0.2%	98.5%	98.4%	- 0.1%
Housing Affordability Index		178	167	- 6.2%	179	170	- 5.0%
Inventory of Homes for Sale		1,143	1,103	- 3.5%	—	—	—
Months Supply of Inventory		1.1	1.1	0.0%	—	—	—

New Listings

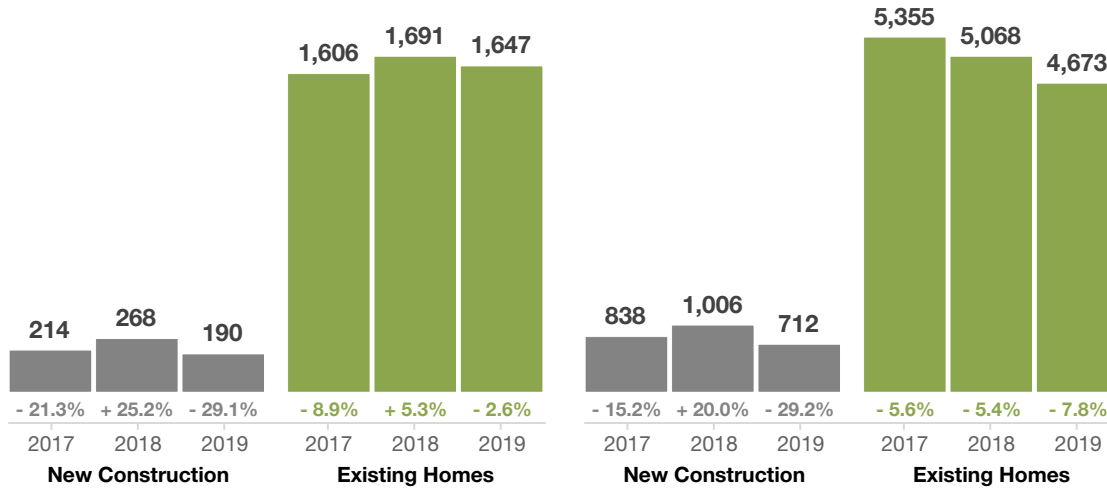
A count of the properties that have been newly listed on the market in a given month.



Omaha Area Region

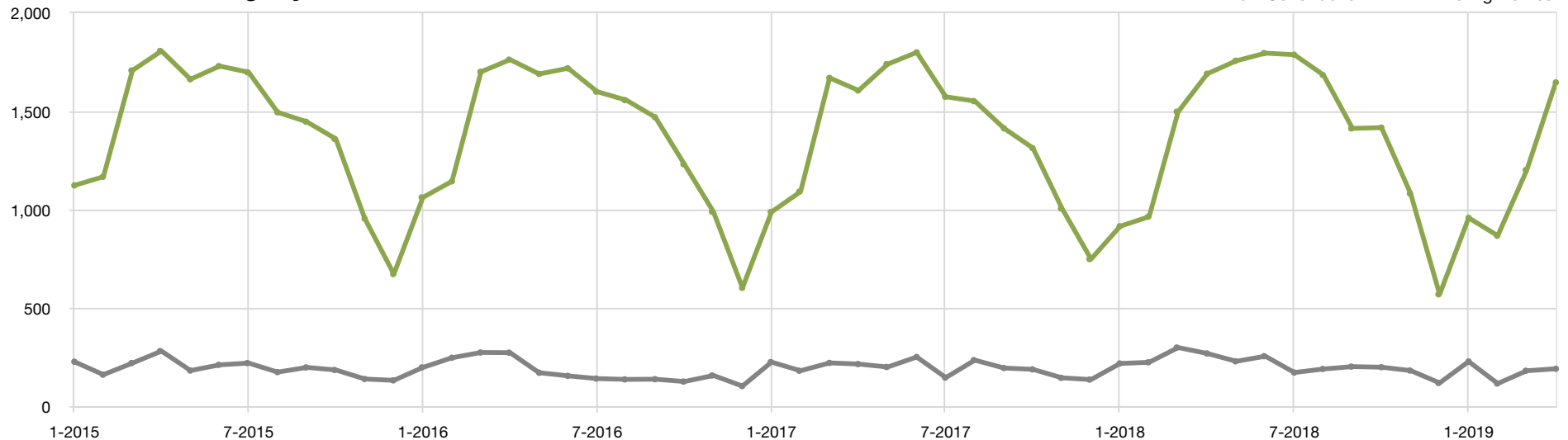
April

Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018		228	+ 14.6%	1,757	+ 1.0%
Jun-2018		254	+ 1.6%	1,796	- 0.2%
Jul-2018		171	+ 17.9%	1,788	+ 13.6%
Aug-2018		189	- 19.2%	1,685	+ 8.6%
Sep-2018		201	+ 3.6%	1,413	- 0.1%
Oct-2018		198	+ 5.9%	1,417	+ 7.9%
Nov-2018		181	+ 25.7%	1,082	+ 7.6%
Dec-2018		118	- 12.6%	569	- 23.9%
Jan-2019		227	+ 4.6%	958	+ 4.7%
Feb-2019		115	- 48.4%	867	- 10.1%
Mar-2019		180	- 39.6%	1,201	- 19.8%
Apr-2019		190	- 29.1%	1,647	- 2.6%
12-Month Avg		188	- 9.6%	1,348	- 0.2%

Historical New Listings by Month



Pending Sales

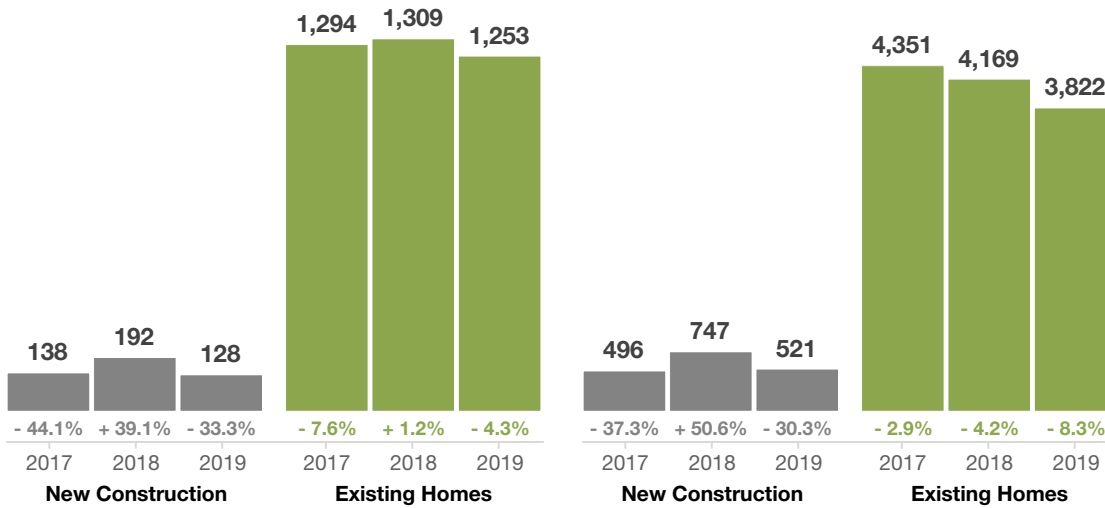
A count of the properties on which offers have been accepted in a given month.



Omaha Area Region

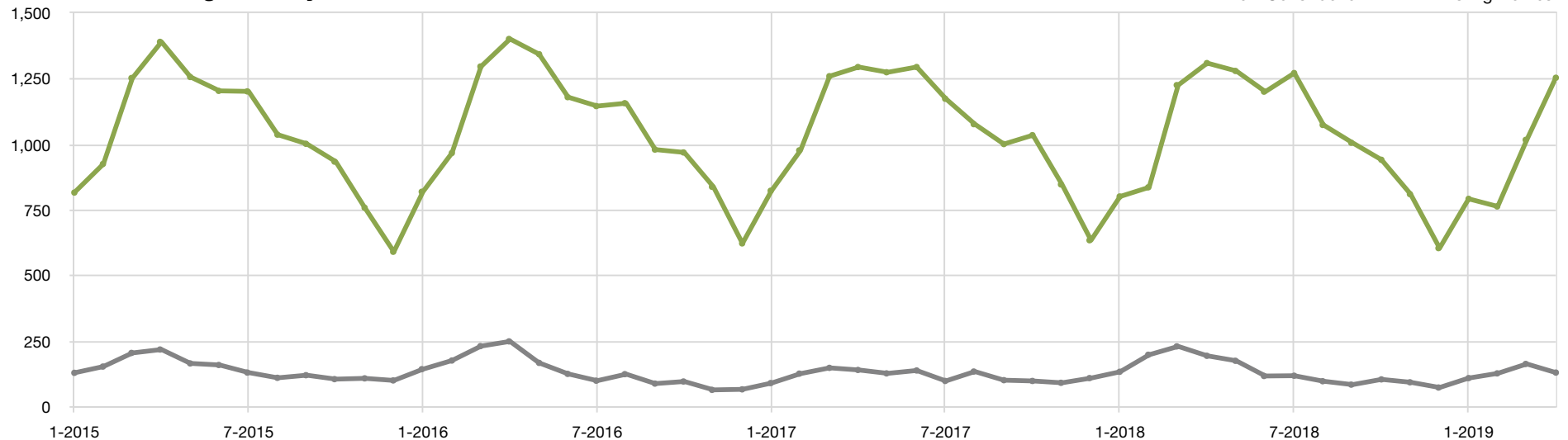
April

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018	173	+ 38.4%	1,279	+ 0.4%
Jun-2018	115	- 15.4%	1,200	- 7.3%
Jul-2018	116	+ 20.8%	1,271	+ 8.4%
Aug-2018	95	- 28.0%	1,073	- 0.3%
Sep-2018	82	- 17.2%	1,005	+ 0.5%
Oct-2018	102	+ 6.3%	940	- 9.1%
Nov-2018	91	+ 2.2%	809	- 4.4%
Dec-2018	71	- 33.6%	603	- 4.7%
Jan-2019	107	- 18.3%	791	- 1.1%
Feb-2019	125	- 36.2%	762	- 8.7%
Mar-2019	161	- 29.4%	1,016	- 17.1%
Apr-2019	128	- 33.3%	1,253	- 4.3%
12-Month Avg	114	- 16.2%	1,000	- 4.0%

Historical Pending Sales by Month



Closed Sales

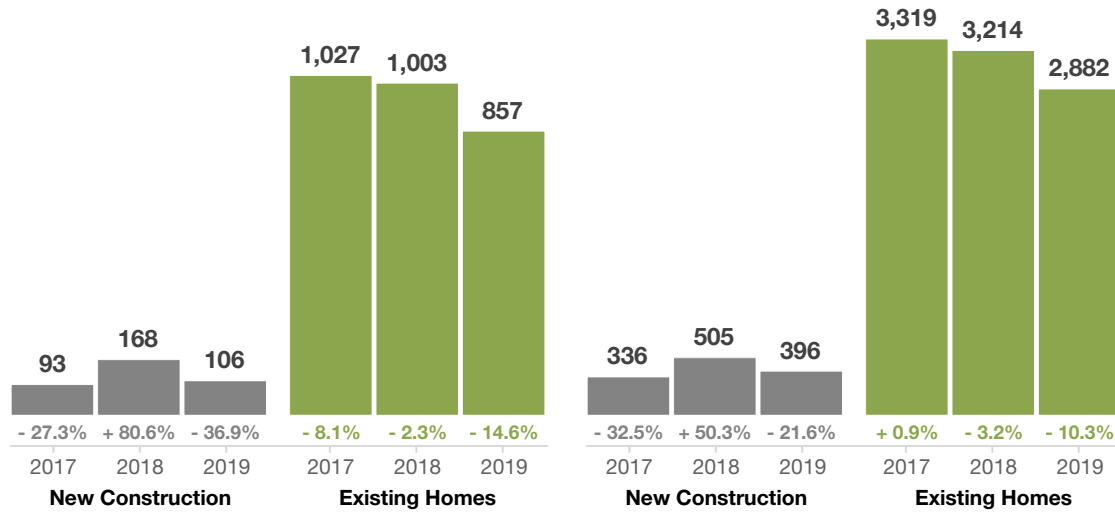
A count of the actual sales that closed in a given month.



Omaha Area Region

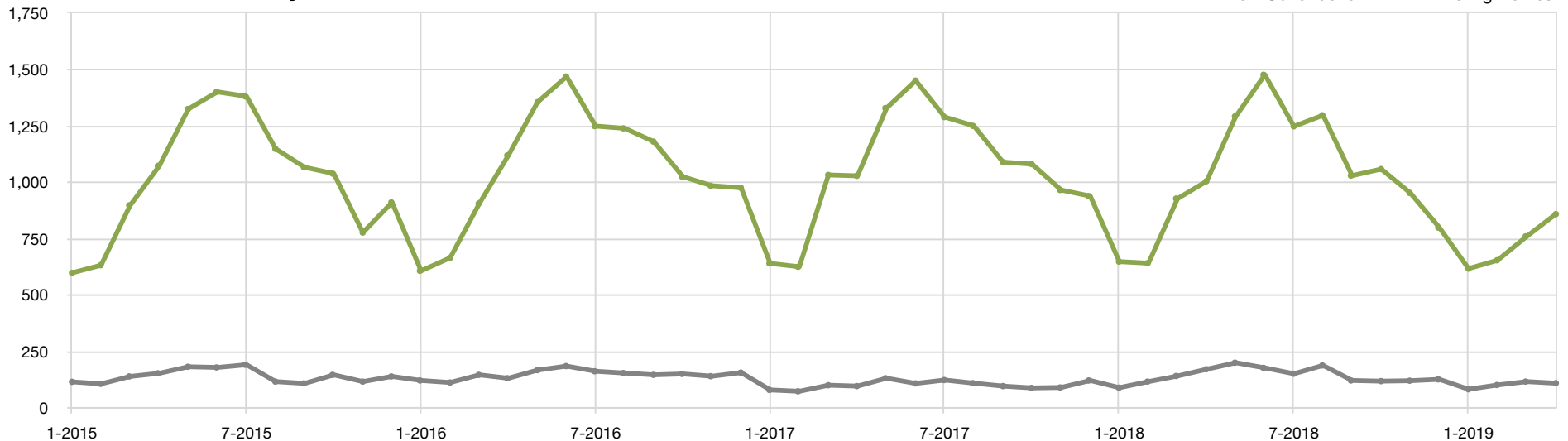
April

Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018	197	+ 53.9%	1,291	- 2.8%
Jun-2018	174	+ 65.7%	1,476	+ 1.8%
Jul-2018	148	+ 23.3%	1,247	- 3.2%
Aug-2018	185	+ 74.5%	1,296	+ 3.8%
Sep-2018	118	+ 26.9%	1,028	- 5.5%
Oct-2018	115	+ 35.3%	1,057	- 2.0%
Nov-2018	117	+ 34.5%	951	- 1.3%
Dec-2018	123	+ 4.2%	797	- 14.9%
Jan-2019	79	- 8.1%	615	- 4.8%
Feb-2019	98	- 13.3%	652	+ 2.0%
Mar-2019	113	- 18.1%	758	- 18.1%
Apr-2019	106	- 36.9%	857	- 14.6%
12-Month Avg	131	+ 17.0%	1,002	- 4.6%

Historical Closed Sales by Month



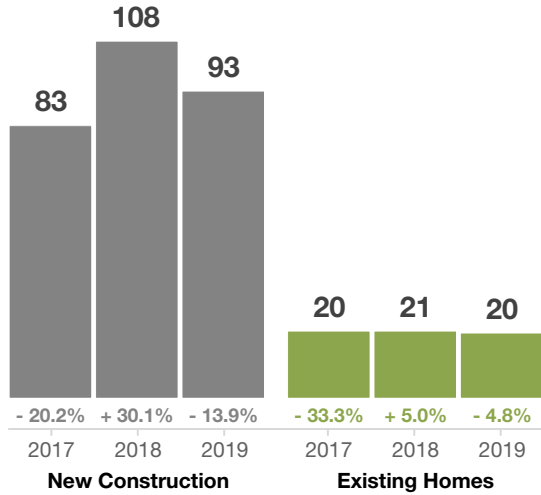
Days on Market Until Sale

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

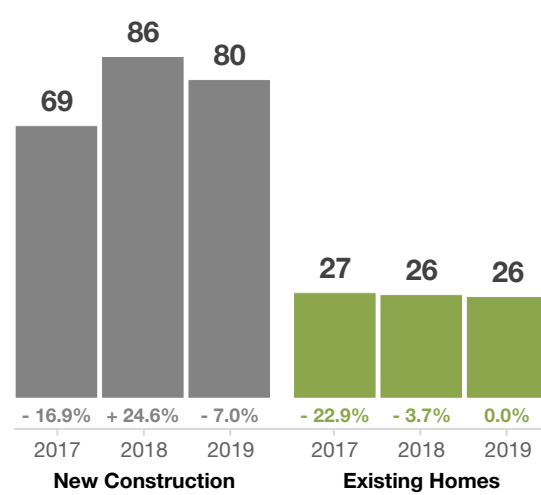


Omaha Area Region

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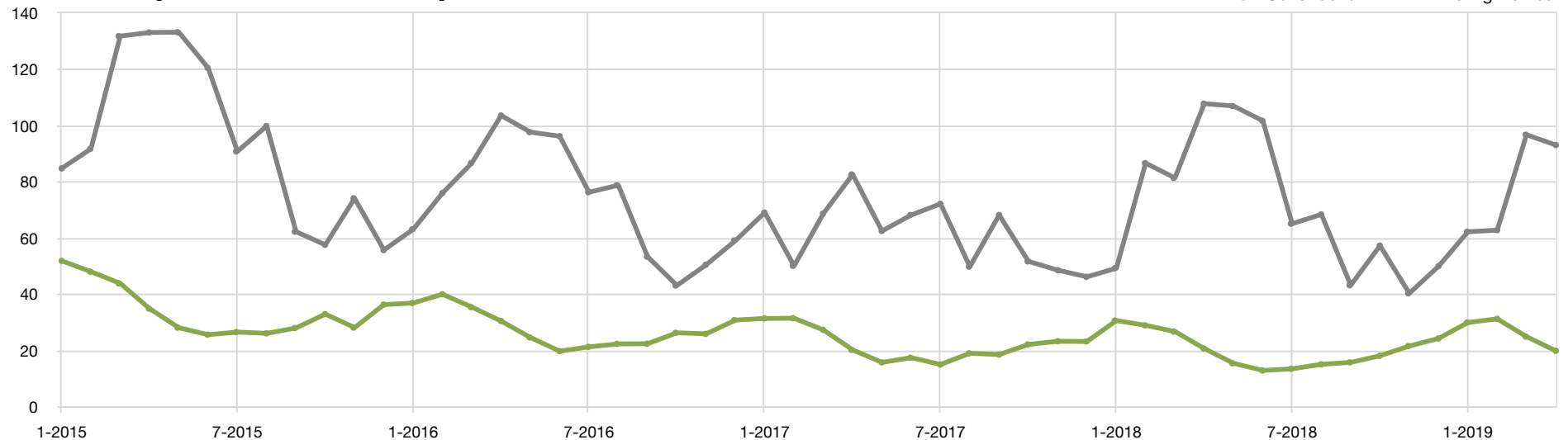
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	62	+ 26.5%	30	0.0%
Feb-2019	63	- 27.6%	31	+ 6.9%
Mar-2019	97	+ 19.8%	25	- 7.4%
Apr-2019	93	- 13.9%	20	- 4.8%
12-Month Avg*	73	+ 6.5%	19	- 9.8%

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

Historical Days on Market Until Sale by Month



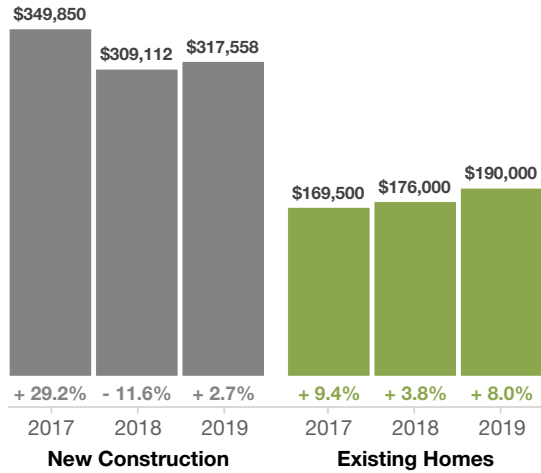
Median Sales Price

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

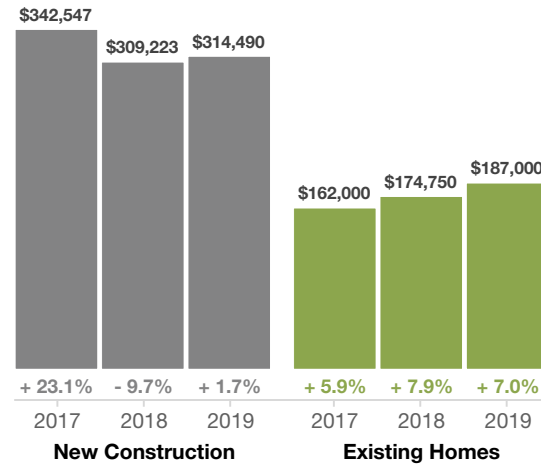


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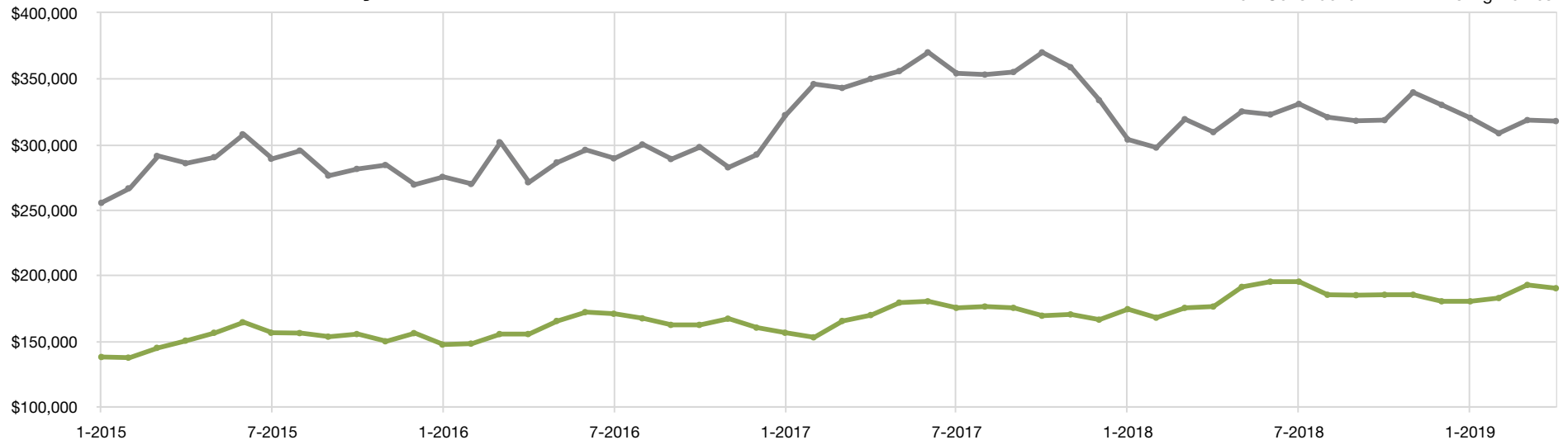
Year to Date



Median Sales Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$184,675	+ 5.5%
Oct-2018	\$318,290	- 14.0%	\$185,000	+ 9.5%
Nov-2018	\$339,468	- 5.4%	\$185,000	+ 8.8%
Dec-2018	\$329,900	- 1.1%	\$180,000	+ 8.4%
Jan-2019	\$320,000	+ 5.4%	\$180,000	+ 3.4%
Feb-2019	\$308,251	+ 3.7%	\$182,500	+ 9.0%
Mar-2019	\$318,300	- 0.2%	\$192,500	+ 10.0%
Apr-2019	\$317,558	+ 2.7%	\$190,000	+ 8.0%
12-Month Avg*	\$321,499	- 4.7%	\$187,500	+ 7.1%

* Median Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month



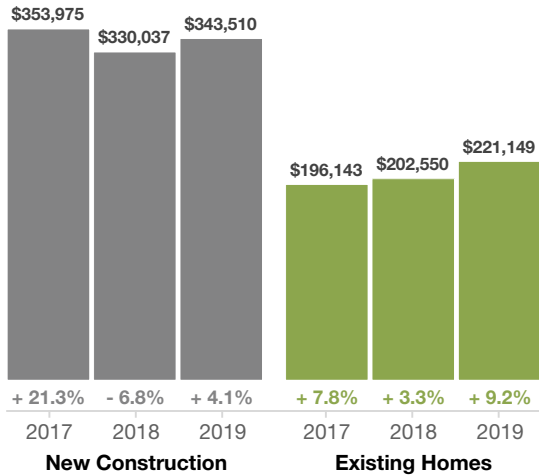
Average Sales Price

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

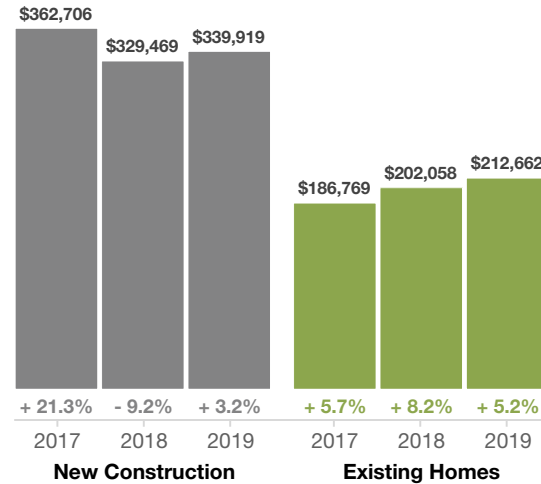


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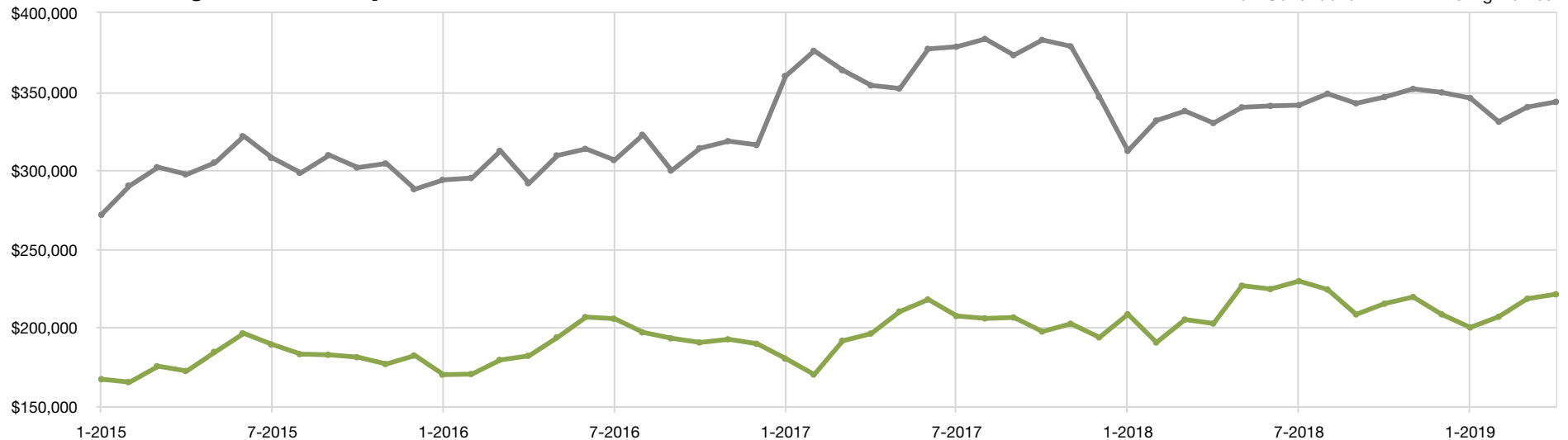
Year to Date



Avg. Sales Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018	\$340,072	- 3.4%	\$226,638	+ 7.9%
Jun-2018	\$340,952	- 9.6%	\$224,464	+ 3.0%
Jul-2018	\$341,409	- 9.8%	\$229,524	+ 10.7%
Aug-2018	\$348,689	- 9.1%	\$224,160	+ 8.9%
Sep-2018	\$342,572	- 8.2%	\$208,338	+ 0.9%
Oct-2018	\$346,610	- 9.5%	\$215,219	+ 9.0%
Nov-2018	\$351,775	- 7.1%	\$219,404	+ 8.4%
Dec-2018	\$349,526	+ 0.8%	\$208,358	+ 7.6%
Jan-2019	\$345,937	+ 10.8%	\$200,037	- 4.0%
Feb-2019	\$330,877	- 0.2%	\$206,865	+ 8.6%
Mar-2019	\$340,184	+ 0.7%	\$218,313	+ 6.5%
Apr-2019	\$343,510	+ 4.1%	\$221,149	+ 9.2%
12-Month Avg*	\$343,545	- 3.2%	\$218,704	+ 6.7%

* Avg. Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Sales 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

April

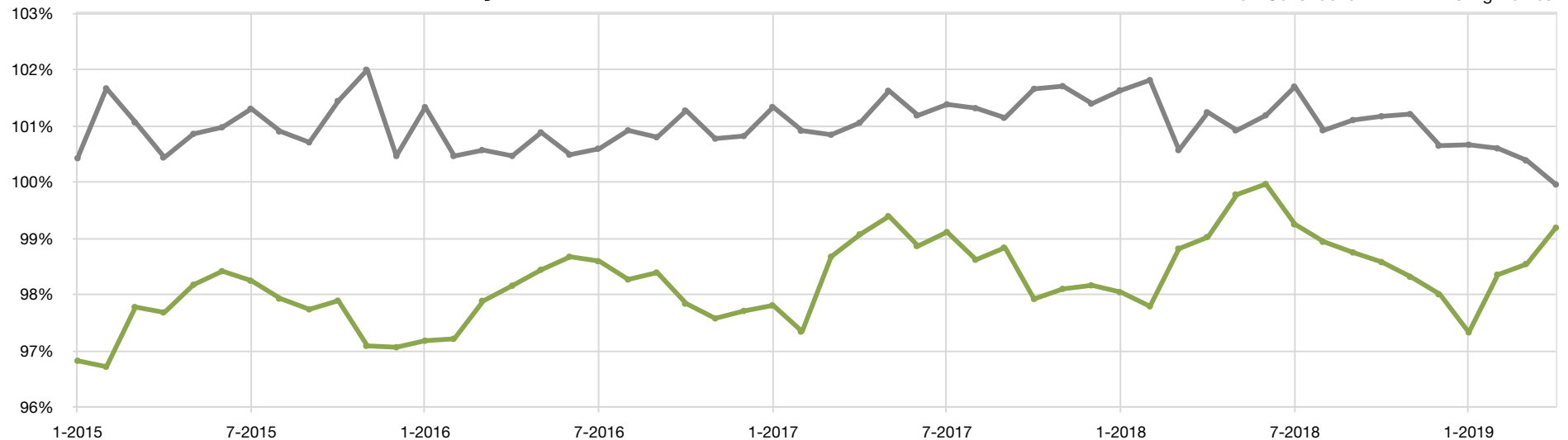
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	100.7%	- 0.9%	97.3%	- 0.7%
Feb-2019	100.6%	- 1.2%	98.3%	+ 0.5%
Mar-2019	100.4%	- 0.2%	98.5%	- 0.3%
Apr-2019	99.9%	- 1.3%	99.2%	+ 0.2%
12-Month Avg*	100.9%	- 0.4%	98.9%	+ 0.3%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

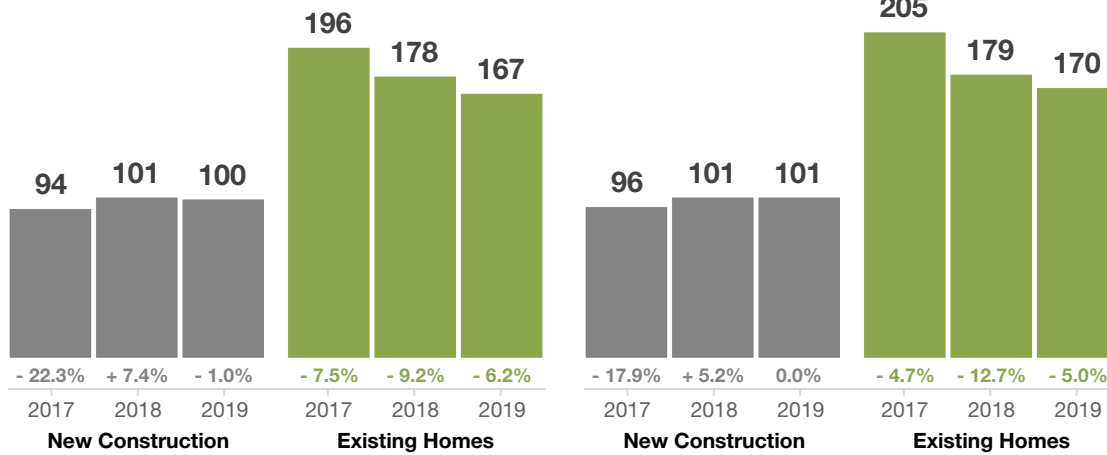
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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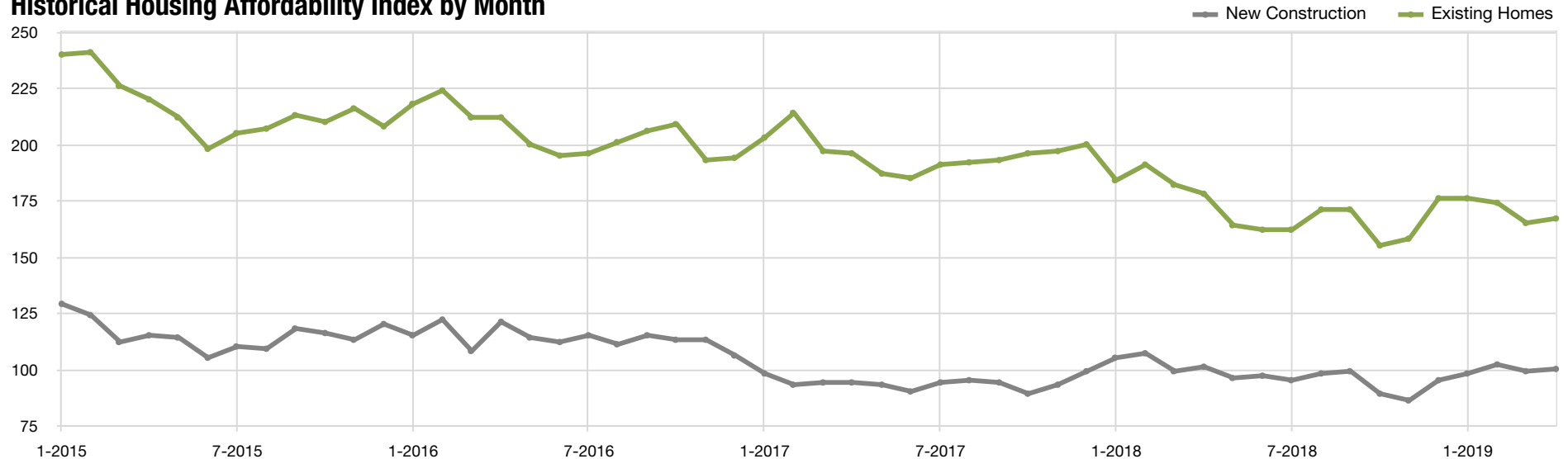
April

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	- 6.7%	176	- 4.3%
Feb-2019	102	- 4.7%	174	- 8.9%
Mar-2019	99	0.0%	165	- 9.3%
Apr-2019	100	- 1.0%	167	- 6.2%
12-Month Avg	96	- 1.0%	167	- 12.1%

Historical Housing Affordability Index by Month



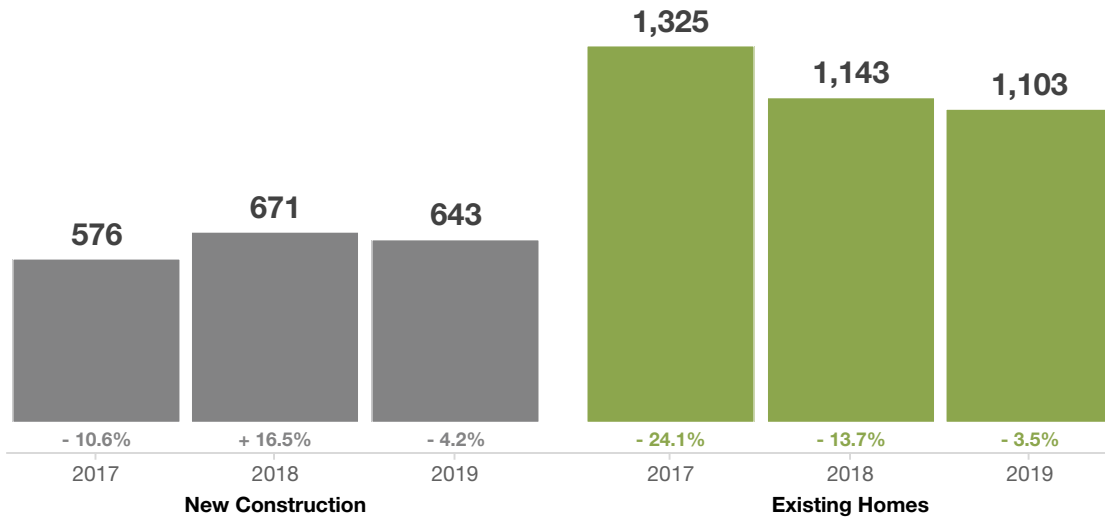
Inventory of Homes for Sale

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



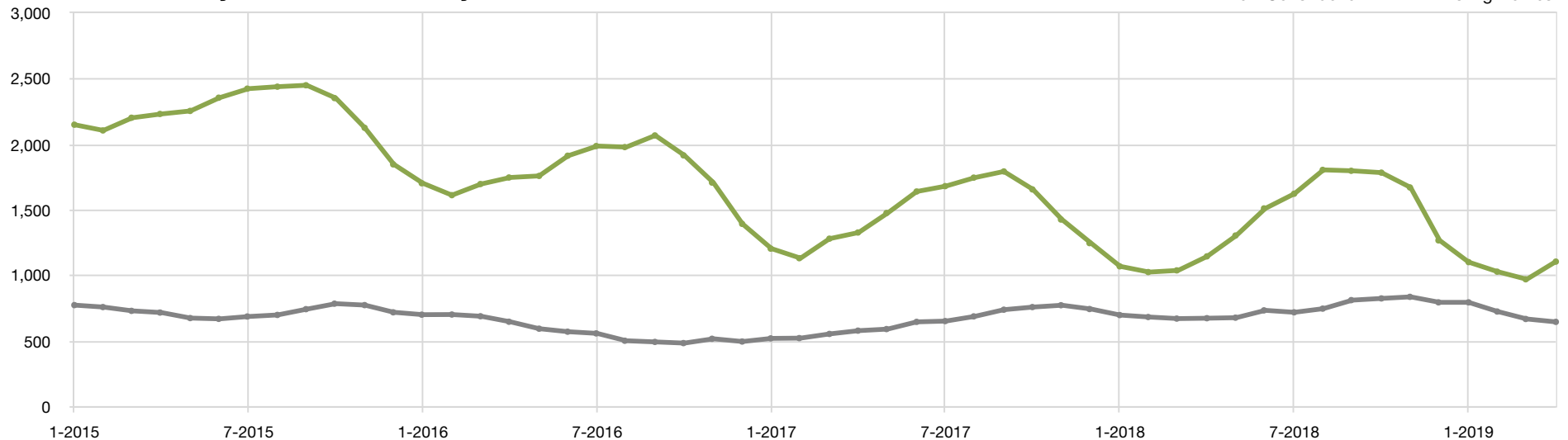
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018	675	+ 14.8%	1,302	- 11.7%
Jun-2018	731	+ 13.7%	1,509	- 7.9%
Jul-2018	716	+ 10.3%	1,621	- 3.5%
Aug-2018	744	+ 8.6%	1,803	+ 3.4%
Sep-2018	809	+ 9.9%	1,796	+ 0.3%
Oct-2018	822	+ 8.7%	1,782	+ 7.7%
Nov-2018	834	+ 8.3%	1,669	+ 17.2%
Dec-2018	792	+ 6.9%	1,265	+ 1.7%
Jan-2019	792	+ 14.0%	1,099	+ 3.0%
Feb-2019	722	+ 6.2%	1,026	+ 0.3%
Mar-2019	665	- 0.4%	968	- 6.6%
Apr-2019	643	- 4.2%	1,103	- 3.5%
12-Month Avg	745	+ 8.0%	1,412	+ 0.1%

Historical Inventory of Homes for Sale by Month



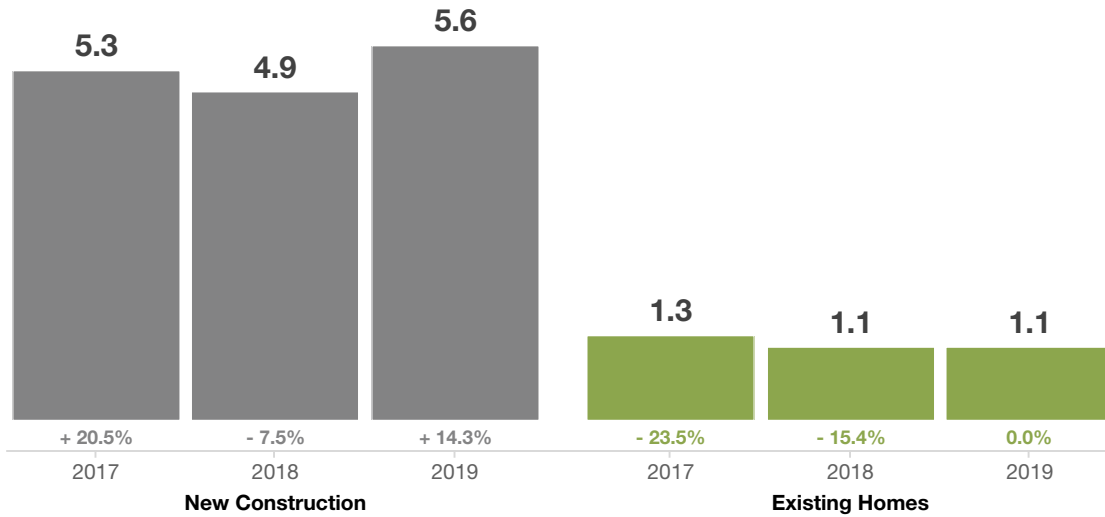
Months Supply of Inventory

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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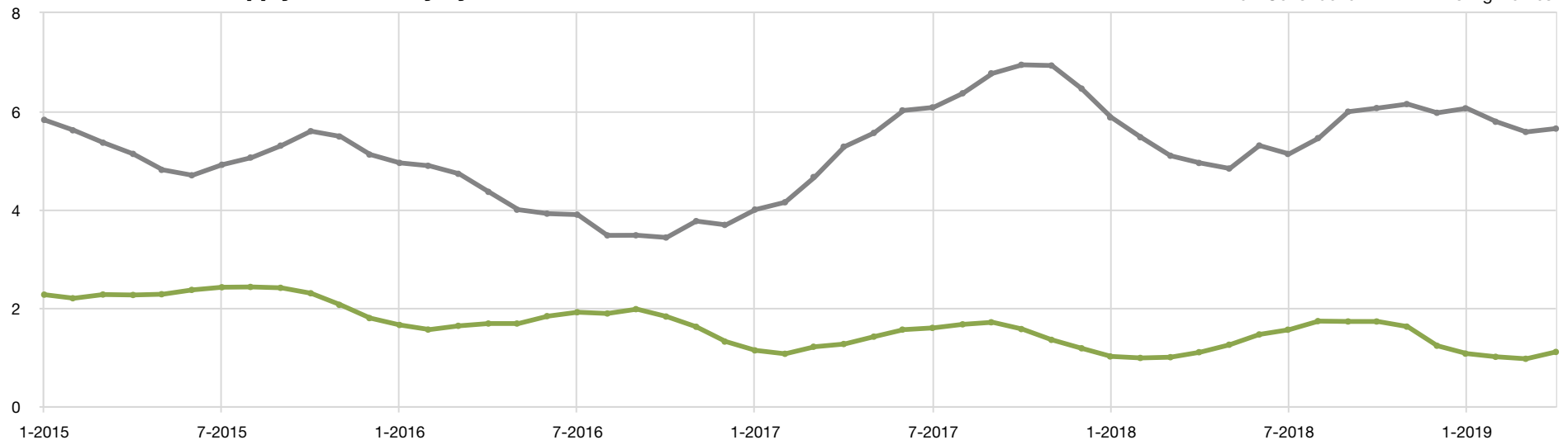
April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2018	4.8	- 14.3%	1.2	- 14.3%
Jun-2018	5.3	- 11.7%	1.5	- 6.3%
Jul-2018	5.1	- 16.4%	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	- 11.6%	1.7	+ 6.3%
Nov-2018	6.1	- 11.6%	1.6	+ 23.1%
Dec-2018	6.0	- 7.7%	1.2	0.0%
Jan-2019	6.1	+ 3.4%	1.1	+ 10.0%
Feb-2019	5.8	+ 5.5%	1.0	0.0%
Mar-2019	5.6	+ 9.8%	1.0	0.0%
Apr-2019	5.6	+ 14.3%	1.1	0.0%
12-Month Avg*	5.7	- 6.3%	1.4	+ 1.9%

* Months Supply for all properties from May 2018 through April 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	4-2018	4-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		1,959	1,837	- 6.2%	6,074	5,385	- 11.3%
Pending Sales		1,501	1,381	- 8.0%	4,916	4,343	- 11.7%
Closed Sales		1,171	963	- 17.8%	3,719	3,278	- 11.9%
Days on Market Until Sale		33	28	- 15.2%	34	32	- 5.9%
Median Sales Price		\$188,500	\$198,000	+ 5.0%	\$185,000	\$197,700	+ 6.9%
Average Sales Price		\$220,840	\$234,645	+ 6.3%	\$219,382	\$228,050	+ 4.0%
Percent of List Price Received		99.3%	99.3%	0.0%	98.9%	98.7%	- 0.2%
Housing Affordability Index		166	160	- 3.6%	169	160	- 5.3%
Inventory of Homes for Sale		1,814	1,746	- 3.7%	—	—	—
Months Supply of Inventory		1.5	1.6	+ 6.7%	—	—	—