

# Monthly Indicators

Lincoln Area Region



## August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings increased 1.8 percent for New Construction but decreased 15.7 percent for Existing Homes. Pending Sales increased 62.7 percent for New Construction and 8.3 percent for Existing Homes. Inventory decreased 22.6 percent for New Construction and 49.6 percent for Existing Homes.

Median Closed Price increased 3.1 percent for New Construction and 13.2 percent for Existing Homes. Days on Market decreased 10.9 percent for New Construction and 42.1 percent for Existing Homes. Months Supply of Inventory decreased 31.5 percent for New Construction and 52.9 percent for Existing Homes.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

## Quick Facts

**- 1.0%**

Change in  
**Closed Sales**  
All Properties

**+ 12.2%**

Change in  
**Median Closed Price**  
All Properties

**- 40.2%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Lincoln area, which includes all of Lancaster and Seward counties, as well as the following ZIP codes: 68003, 68304, 68347, 68349, 68366, 68407, 68418, 68454, 68461 and 68462. 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		114	<b>116</b>	+ 1.8%	874	<b>926</b>	+ 5.9%
<b>Pending Sales</b>		51	<b>83</b>	+ 62.7%	485	<b>592</b>	+ 22.1%
<b>Closed Sales</b>		67	<b>61</b>	- 9.0%	467	<b>501</b>	+ 7.3%
<b>Days on Market Until Sale</b>		55	<b>49</b>	- 10.9%	55	<b>63</b>	+ 14.5%
<b>Median Closed Price</b>		\$316,900	<b>\$326,700</b>	+ 3.1%	\$304,256	<b>\$325,077</b>	+ 6.8%
<b>Average Closed Price</b>		\$312,565	<b>\$337,459</b>	+ 8.0%	\$313,261	<b>\$337,643</b>	+ 7.8%
<b>Percent of List Price Received</b>		100.1%	<b>100.9%</b>	+ 0.8%	100.5%	<b>100.6%</b>	+ 0.1%
<b>Housing Affordability Index</b>		109	<b>109</b>	0.0%	114	<b>110</b>	- 3.5%
<b>Inventory of Homes for Sale</b>		301	<b>233</b>	- 22.6%	—	—	—
<b>Months Supply of Inventory</b>		5.4	<b>3.7</b>	- 31.5%	—	—	—

# 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		574	<b>484</b>	- 15.7%	3,844	<b>3,641</b>	- 5.3%
<b>Pending Sales</b>		398	<b>431</b>	+ 8.3%	2,955	<b>3,222</b>	+ 9.0%
<b>Closed Sales</b>		426	<b>427</b>	+ 0.2%	2,750	<b>2,828</b>	+ 2.8%
<b>Days on Market Until Sale</b>		19	<b>11</b>	- 42.1%	23	<b>19</b>	- 17.4%
<b>Median Closed Price</b>		\$189,900	<b>\$215,000</b>	+ 13.2%	\$187,000	<b>\$203,000</b>	+ 8.6%
<b>Average Closed Price</b>		\$220,563	<b>\$250,632</b>	+ 13.6%	\$218,444	<b>\$231,791</b>	+ 6.1%
<b>Percent of List Price Received</b>		98.4%	<b>100.9%</b>	+ 2.5%	98.6%	<b>99.5%</b>	+ 0.9%
<b>Housing Affordability Index</b>		182	<b>166</b>	- 8.8%	185	<b>176</b>	- 4.9%
<b>Inventory of Homes for Sale</b>		558	<b>281</b>	- 49.6%	—	—	—
<b>Months Supply of Inventory</b>		1.7	<b>0.8</b>	- 52.9%	—	—	—

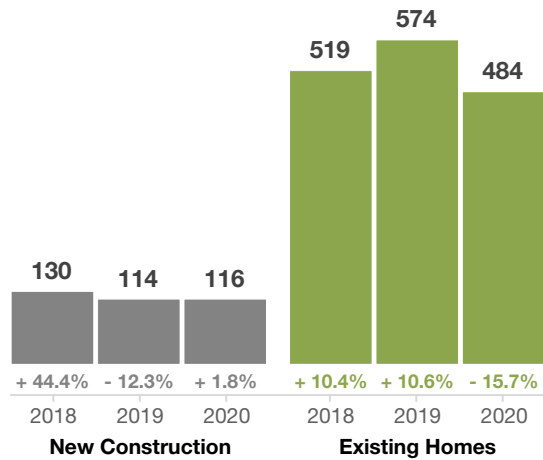
# New Listings

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

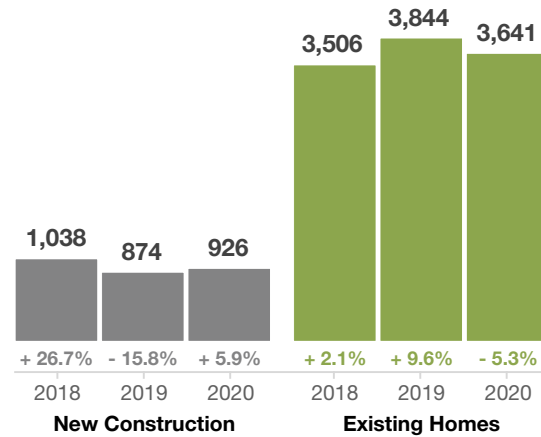


Lincoln Area Region

## August

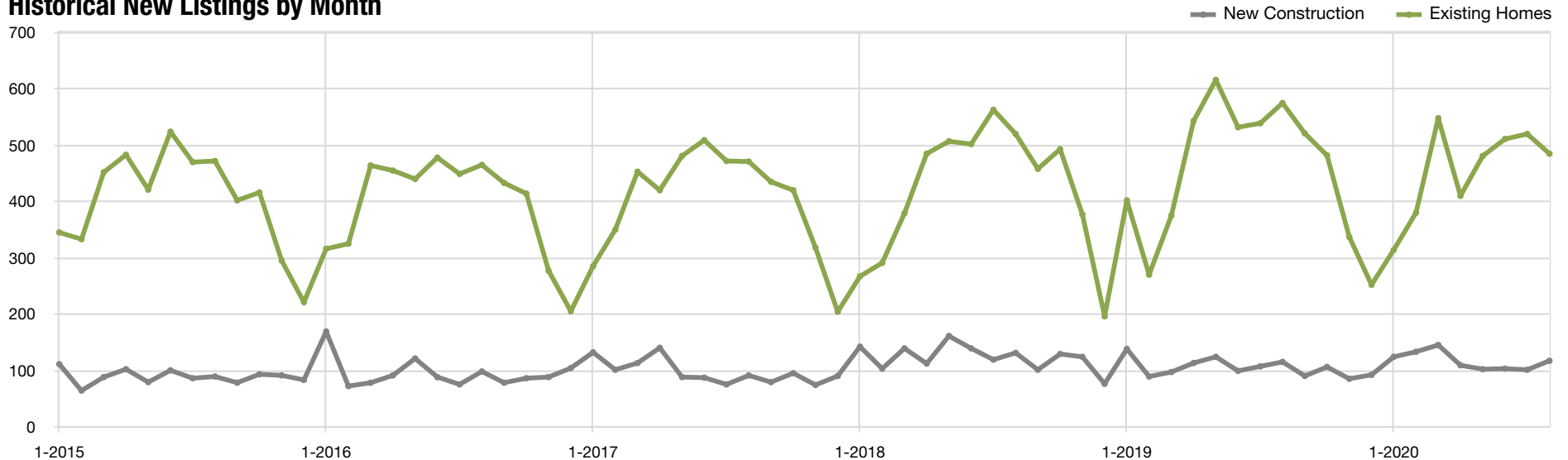


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	89	- 11.0%	520	+ 13.8%
Oct-2019	105	- 18.0%	481	- 2.2%
Nov-2019	84	- 31.7%	336	- 10.6%
Dec-2019	91	+ 21.3%	251	+ 28.7%
Jan-2020	123	- 10.2%	313	- 21.9%
Feb-2020	132	+ 50.0%	379	+ 40.9%
Mar-2020	144	+ 50.0%	547	+ 46.3%
Apr-2020	108	- 3.6%	409	- 24.5%
May-2020	101	- 17.9%	480	- 22.0%
Jun-2020	102	+ 4.1%	510	- 4.0%
Jul-2020	100	- 5.7%	519	- 3.5%
<b>Aug-2020</b>	<b>116</b>	<b>+ 1.8%</b>	<b>484</b>	<b>- 15.7%</b>
12-Month Avg	108	0.0%	436	- 2.5%

## Historical New Listings by Month



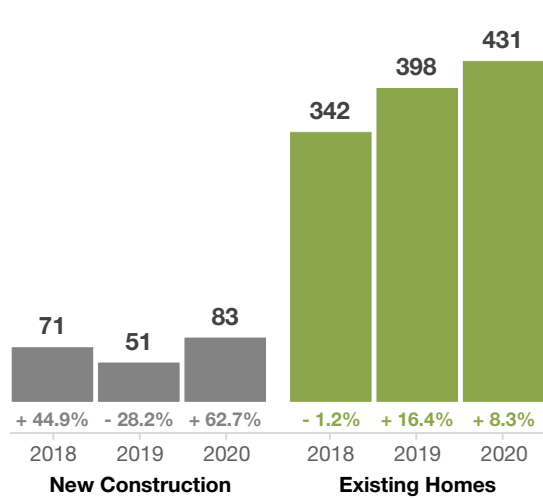
# Pending Sales

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

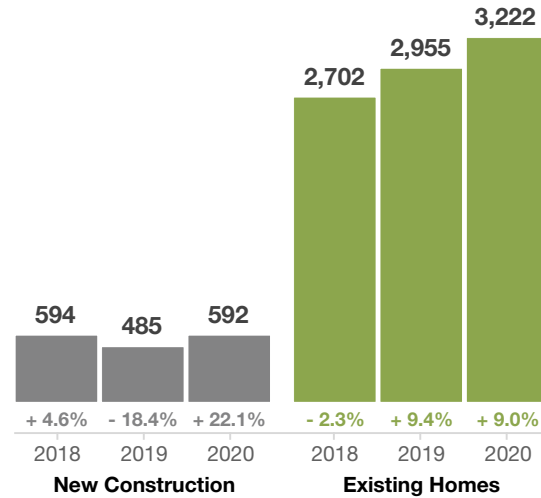


Lincoln Area Region

## August

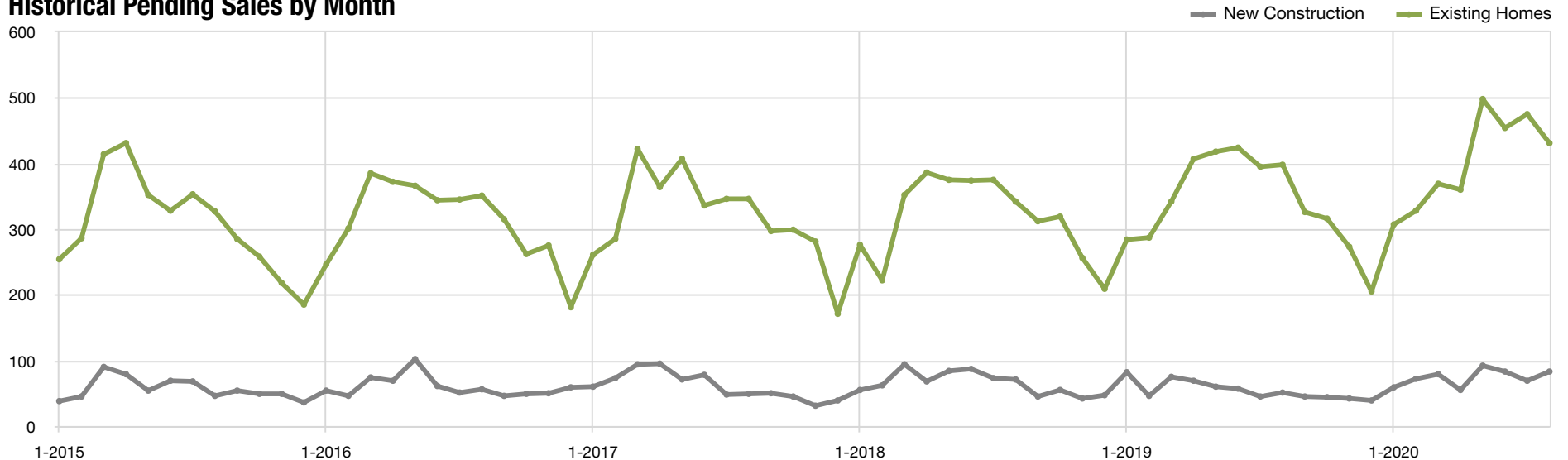


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	45	0.0%	326	+ 4.5%
Oct-2019	44	- 20.0%	316	- 0.9%
Nov-2019	42	0.0%	273	+ 6.6%
Dec-2019	39	- 17.0%	205	- 1.9%
Jan-2020	59	- 28.0%	307	+ 8.1%
Feb-2020	72	+ 56.5%	328	+ 14.3%
Mar-2020	79	+ 5.3%	369	+ 7.9%
Apr-2020	55	- 20.3%	360	- 11.5%
May-2020	92	+ 53.3%	498	+ 19.1%
Jun-2020	83	+ 45.6%	454	+ 7.1%
Jul-2020	69	+ 53.3%	475	+ 20.3%
<b>Aug-2020</b>	<b>83</b>	<b>+ 62.7%</b>	<b>431</b>	<b>+ 8.3%</b>
12-Month Avg	64	+ 14.3%	362	+ 7.1%

## Historical Pending Sales by Month



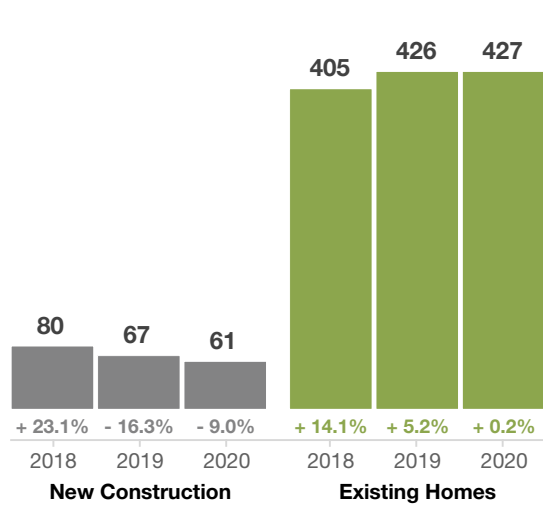
# Closed Sales

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

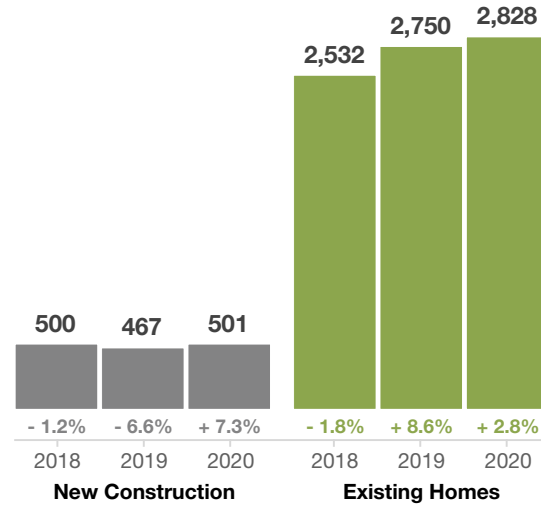


Lincoln Area Region

## August

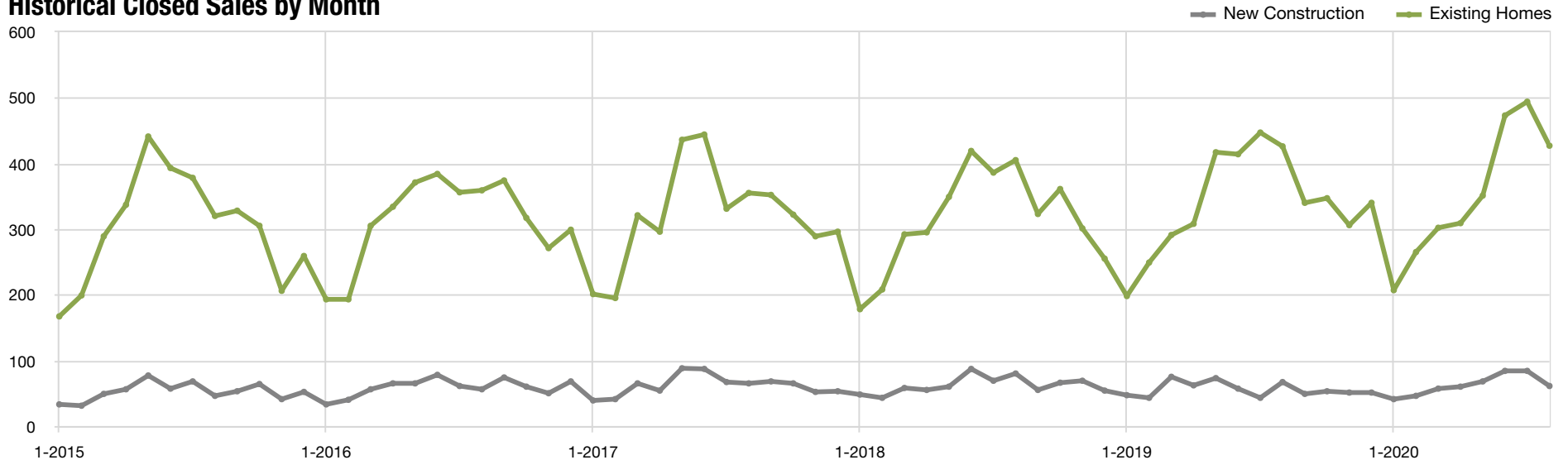


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	49	- 10.9%	340	+ 5.3%
Oct-2019	53	- 19.7%	347	- 3.9%
Nov-2019	51	- 26.1%	306	+ 1.7%
Dec-2019	51	- 5.6%	340	+ 33.3%
Jan-2020	41	- 12.8%	207	+ 4.5%
Feb-2020	46	+ 7.0%	265	+ 6.4%
Mar-2020	57	- 24.0%	302	+ 3.8%
Apr-2020	60	- 3.2%	309	+ 0.3%
May-2020	68	- 6.8%	351	- 15.8%
Jun-2020	84	+ 47.4%	473	+ 14.3%
Jul-2020	84	+ 95.3%	494	+ 10.5%
<b>Aug-2020</b>	<b>61</b>	<b>- 9.0%</b>	<b>427</b>	<b>+ 0.2%</b>
12-Month Avg	59	0.0%	347	+ 4.2%

## Historical Closed Sales by Month



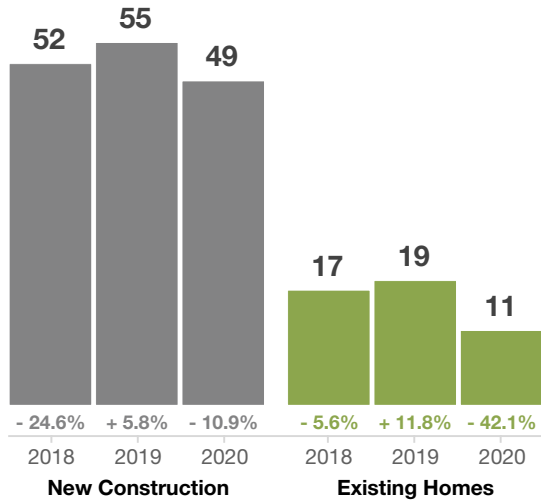
# Days on Market Until Sale

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

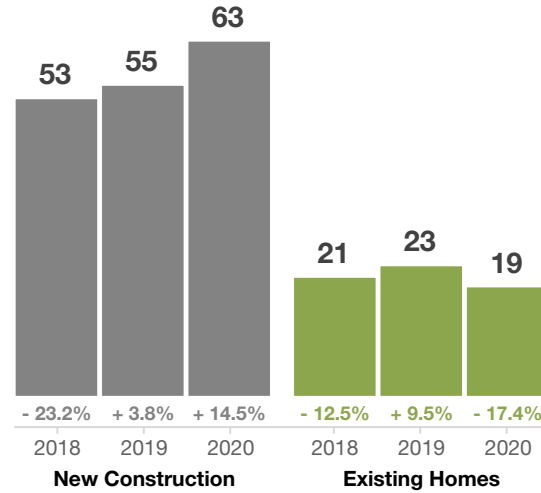


Lincoln Area Region

## August



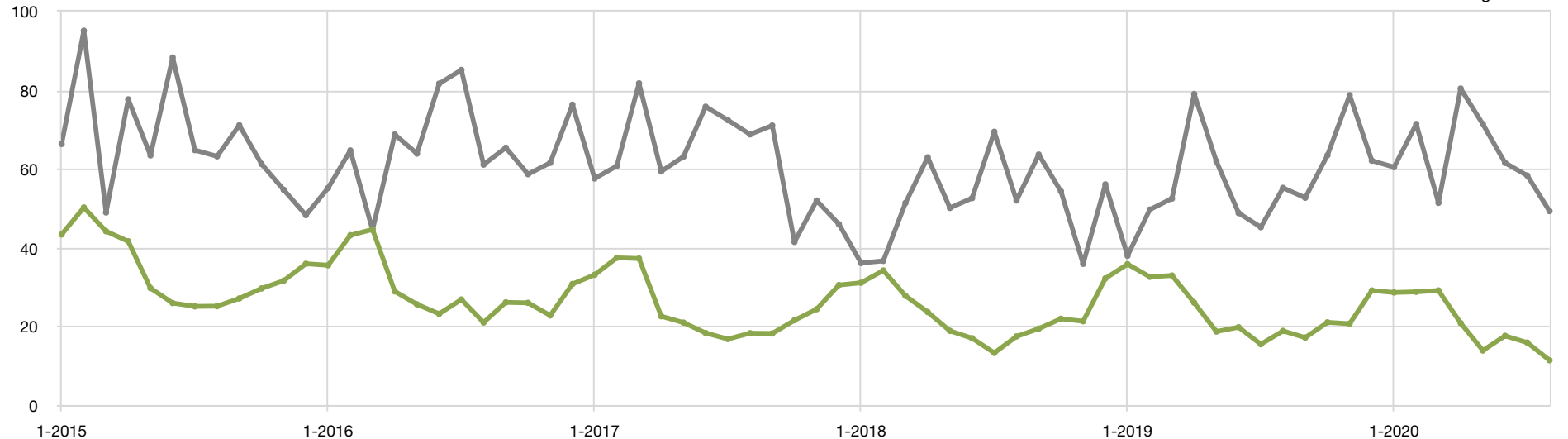
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	53	- 17.2%	17	- 10.5%
Oct-2019	63	+ 16.7%	21	- 4.5%
Nov-2019	79	+ 119.4%	21	0.0%
Dec-2019	62	+ 10.7%	29	- 9.4%
Jan-2020	60	+ 57.9%	29	- 19.4%
Feb-2020	71	+ 42.0%	29	- 12.1%
Mar-2020	51	- 1.9%	29	- 12.1%
Apr-2020	80	+ 1.3%	21	- 19.2%
May-2020	71	+ 14.5%	14	- 26.3%
Jun-2020	62	+ 26.5%	18	- 10.0%
Jul-2020	58	+ 28.9%	16	+ 6.7%
<b>Aug-2020</b>	<b>49</b>	<b>- 10.9%</b>	<b>11</b>	<b>- 42.1%</b>
12-Month Avg*	63	+ 17.4%	20	- 12.9%

\* Days on Market for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



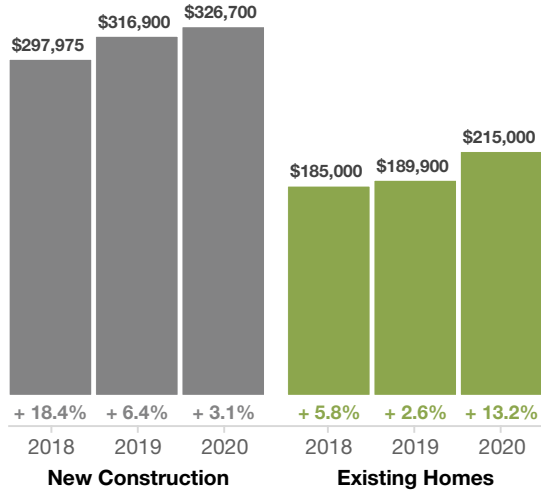
# Median Closed Price

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

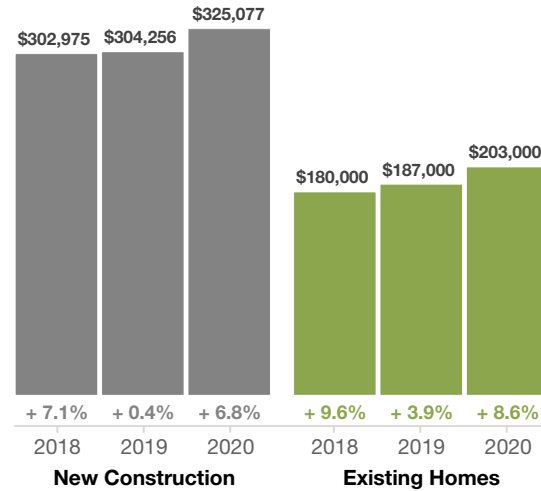


Lincoln Area Region

## August



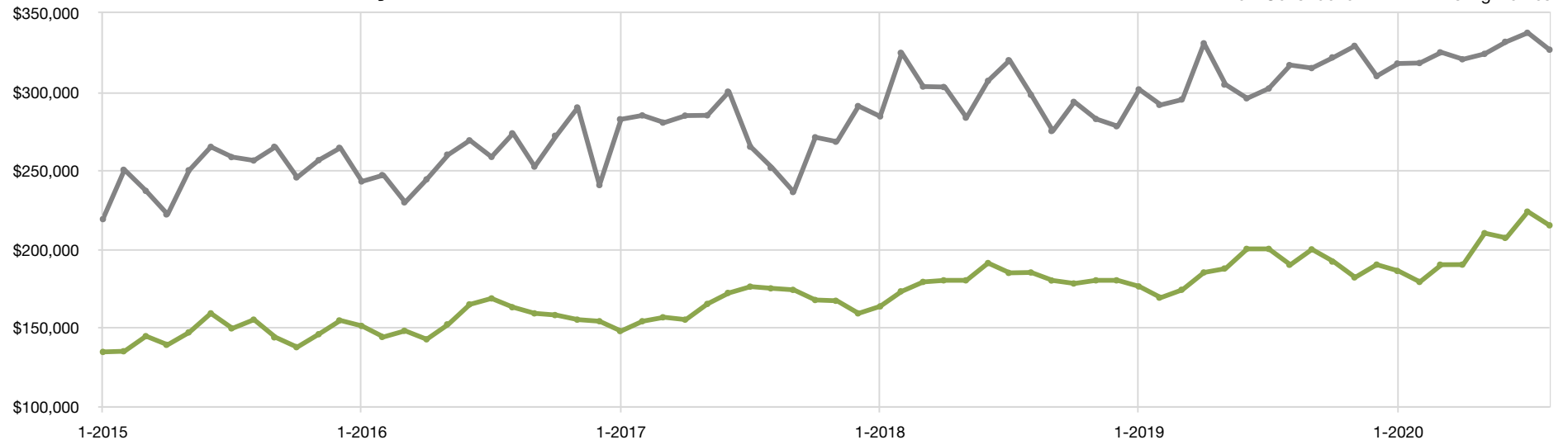
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	\$315,000	+ 14.5%	\$199,700	+ 11.0%
Oct-2019	\$321,800	+ 9.6%	\$191,950	+ 7.8%
Nov-2019	\$329,136	+ 16.4%	\$181,875	+ 1.0%
Dec-2019	\$309,900	+ 11.5%	\$190,000	+ 5.6%
Jan-2020	\$317,900	+ 5.5%	\$186,000	+ 5.6%
Feb-2020	\$318,224	+ 9.1%	\$179,000	+ 5.9%
Mar-2020	\$325,000	+ 10.2%	\$189,950	+ 9.2%
Apr-2020	\$320,603	- 3.1%	\$190,000	+ 2.7%
May-2020	\$324,045	+ 6.4%	\$210,000	+ 12.0%
Jun-2020	\$331,700	+ 12.1%	\$207,000	+ 3.5%
Jul-2020	\$337,450	+ 11.7%	\$223,700	+ 11.9%
<b>Aug-2020</b>	<b>\$326,700</b>	<b>+ 3.1%</b>	<b>\$215,000</b>	<b>+ 13.2%</b>
12-Month Avg*	\$322,000	+ 9.2%	\$200,000	+ 8.1%

\* Median Closed Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





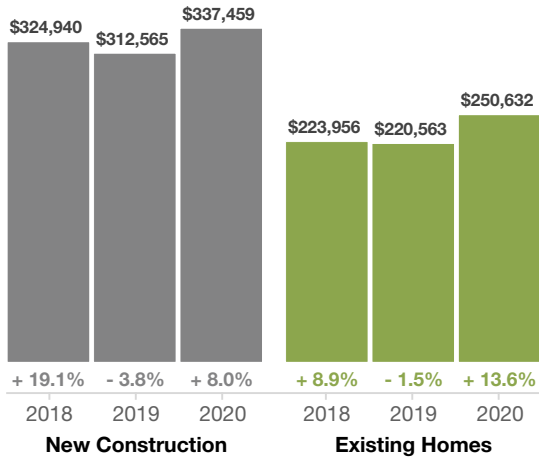
# Average Closed Price

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

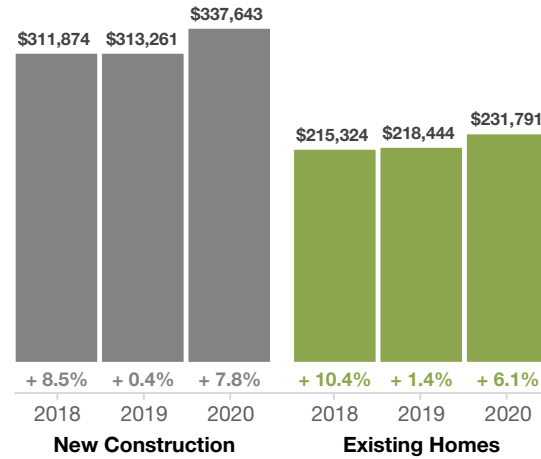


Lincoln Area Region

## August



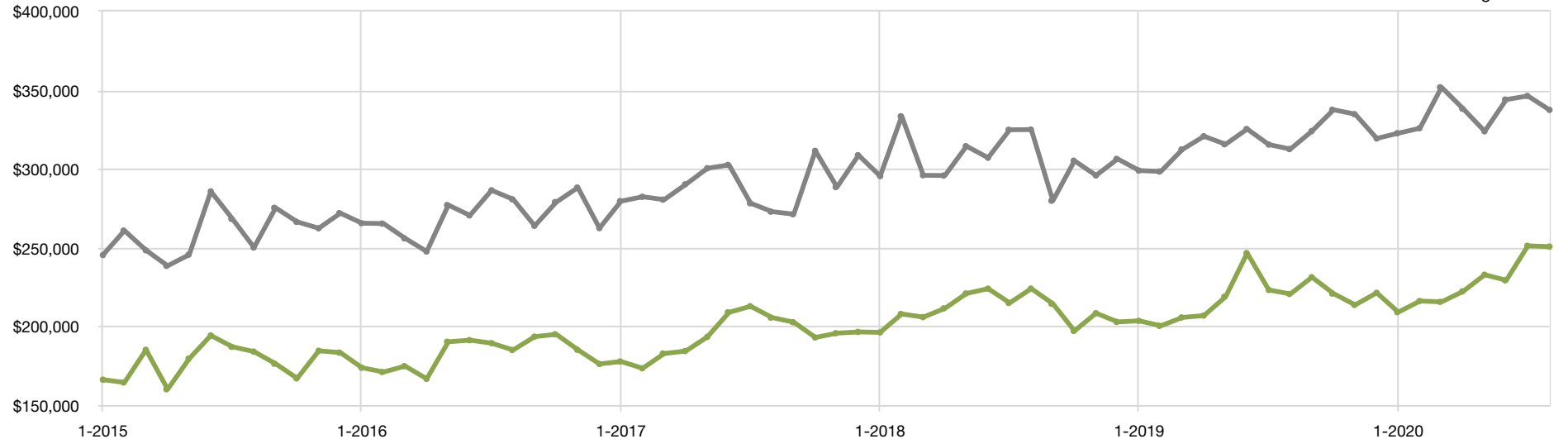
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	\$323,980	+ 15.8%	\$231,205	+ 7.9%
Oct-2019	\$337,552	+ 10.6%	\$220,811	+ 12.0%
Nov-2019	\$334,748	+ 13.2%	\$213,595	+ 2.5%
Dec-2019	\$319,329	+ 4.2%	\$221,301	+ 9.1%
Jan-2020	\$322,662	+ 7.9%	\$209,003	+ 2.7%
Feb-2020	\$325,817	+ 9.2%	\$216,071	+ 7.9%
Mar-2020	\$351,810	+ 12.6%	\$215,549	+ 4.8%
Apr-2020	\$338,215	+ 5.5%	\$222,193	+ 7.4%
May-2020	\$323,864	+ 2.6%	\$232,773	+ 6.4%
Jun-2020	\$344,026	+ 5.8%	\$229,236	- 7.0%
Jul-2020	\$346,315	+ 9.8%	\$251,124	+ 12.6%
<b>Aug-2020</b>	<b>\$337,459</b>	<b>+ 8.0%</b>	<b>\$250,632</b>	<b>+ 13.6%</b>
12-Month Avg*	\$335,152	+ 8.9%	\$228,634	+ 6.6%

\* Average Closed Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



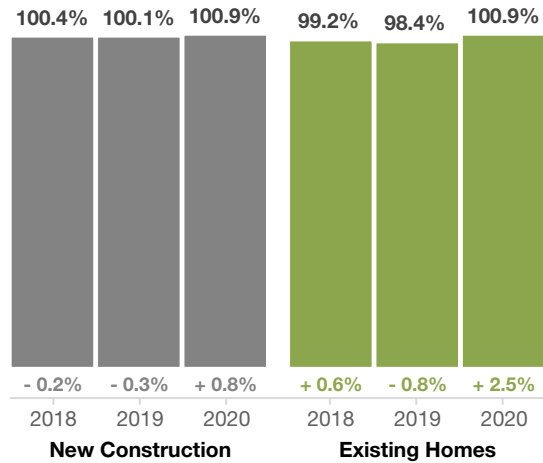
# Percent of List Price Received

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.

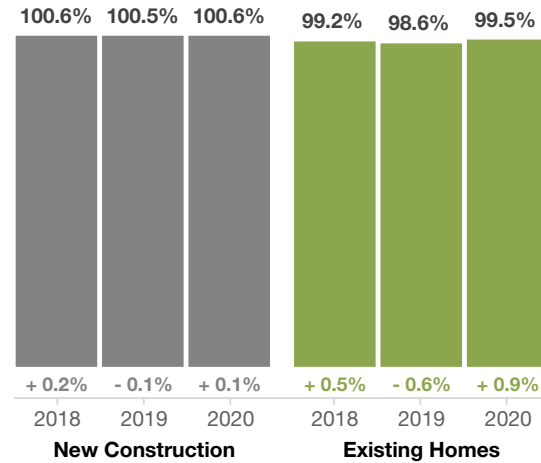


Lincoln Area Region

## August



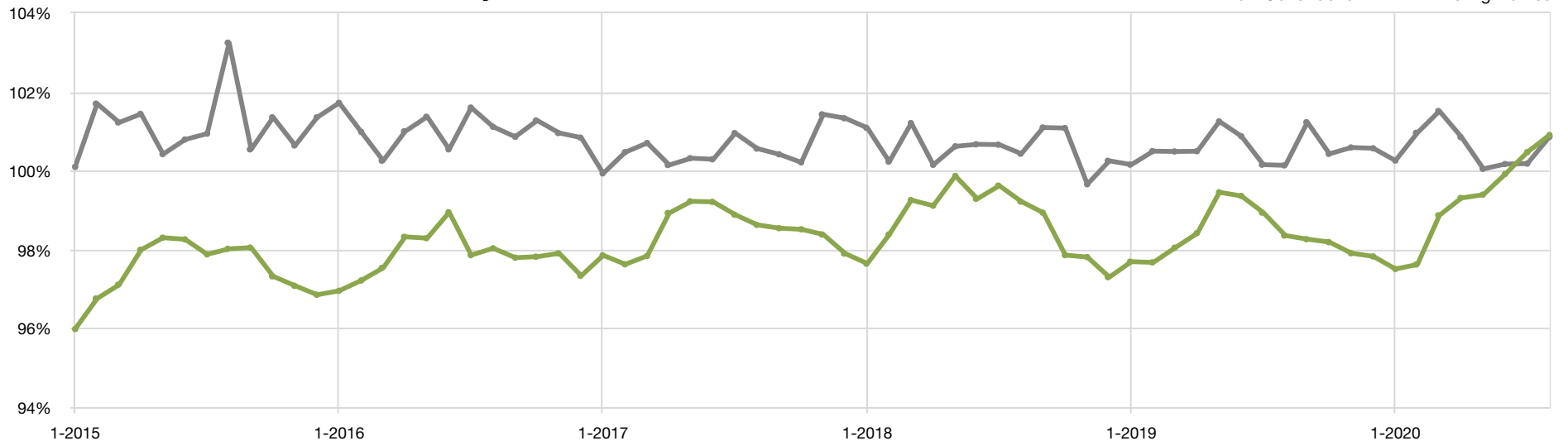
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	101.2%	+ 0.1%	98.3%	- 0.6%
Oct-2019	100.4%	- 0.7%	98.2%	+ 0.3%
Nov-2019	100.6%	+ 0.9%	97.9%	+ 0.1%
Dec-2019	100.6%	+ 0.4%	97.8%	+ 0.5%
Jan-2020	100.3%	+ 0.1%	97.5%	- 0.2%
Feb-2020	101.0%	+ 0.5%	97.6%	- 0.1%
Mar-2020	101.5%	+ 1.0%	98.9%	+ 0.9%
Apr-2020	100.9%	+ 0.4%	99.3%	+ 0.9%
May-2020	100.0%	- 1.3%	99.4%	- 0.1%
Jun-2020	100.2%	- 0.7%	99.9%	+ 0.5%
Jul-2020	100.2%	0.0%	100.5%	+ 1.6%
<b>Aug-2020</b>	<b>100.9%</b>	<b>+ 0.8%</b>	<b>100.9%</b>	<b>+ 2.5%</b>
12-Month Avg*	100.6%	+ 0.1%	99.1%	+ 0.6%

\* Pct. of List Price Received for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



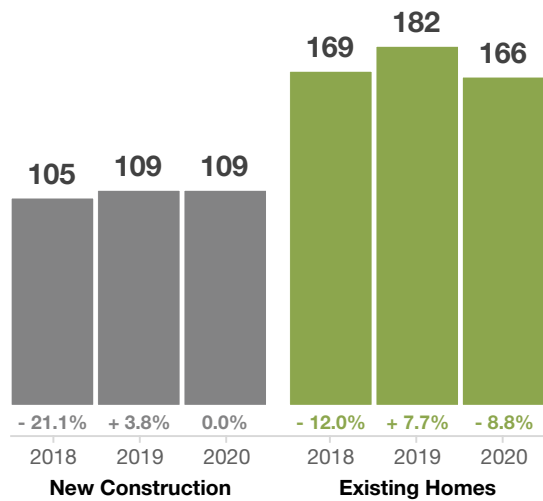
# Housing Affordability Index

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.

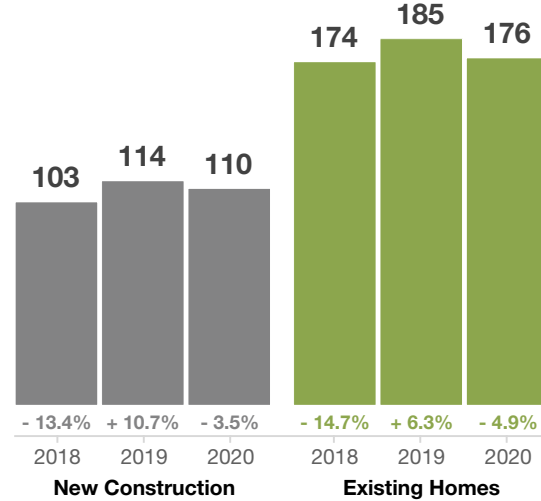


Lincoln Area Region

## August

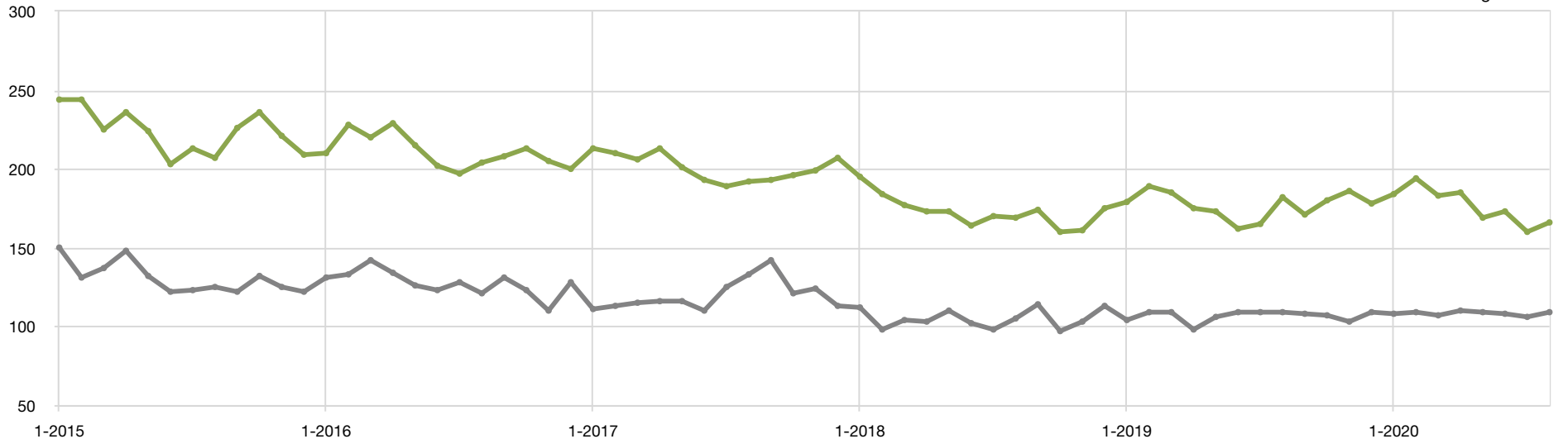


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	108	- 5.3%	171	- 1.7%
Oct-2019	107	+ 10.3%	180	+ 12.5%
Nov-2019	103	0.0%	186	+ 15.5%
Dec-2019	109	- 3.5%	178	+ 1.7%
Jan-2020	108	+ 3.8%	184	+ 2.8%
Feb-2020	109	0.0%	194	+ 2.6%
Mar-2020	107	- 1.8%	183	- 1.1%
Apr-2020	110	+ 12.2%	185	+ 5.7%
May-2020	109	+ 2.8%	169	- 2.3%
Jun-2020	108	- 0.9%	173	+ 6.8%
Jul-2020	106	- 2.8%	160	- 3.0%
<b>Aug-2020</b>	<b>109</b>	<b>0.0%</b>	<b>166</b>	<b>- 8.8%</b>
12-Month Avg	108	+ 0.9%	177	+ 2.3%

## Historical Housing Affordability Index by Month



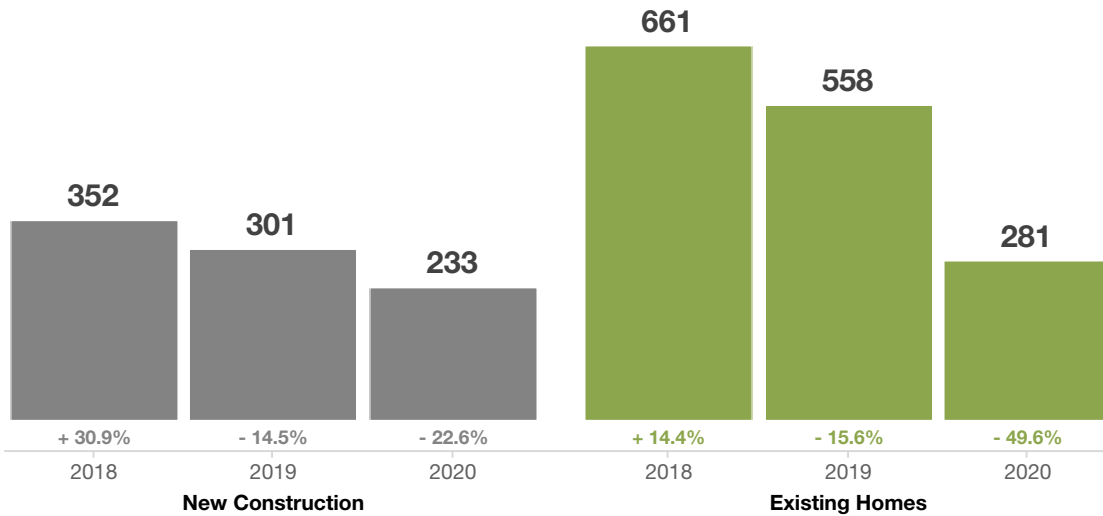
# Inventory of Homes for Sale

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



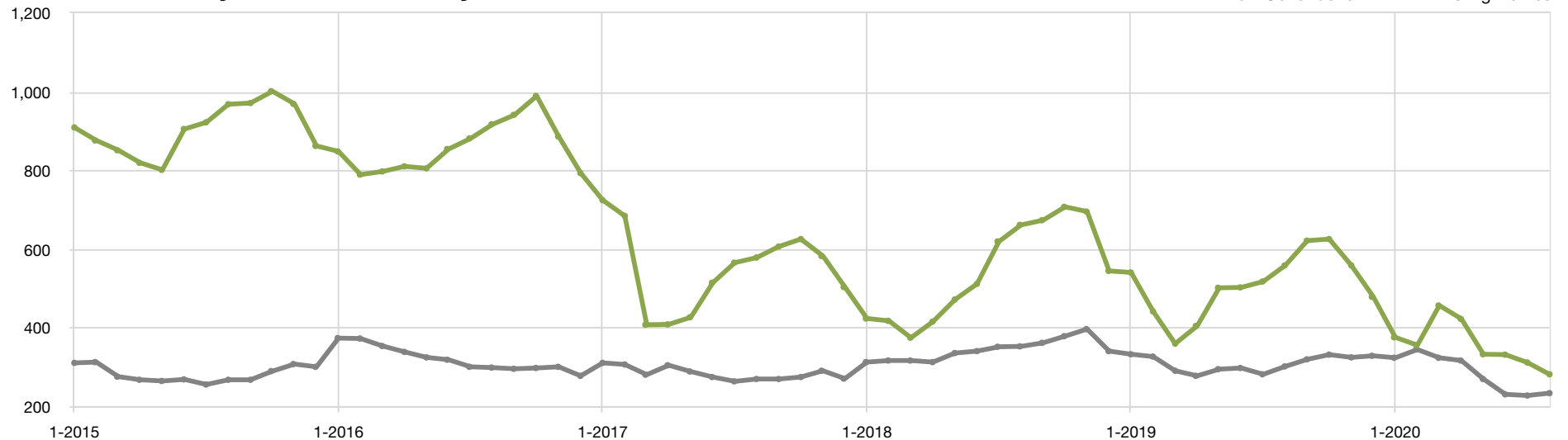
Lincoln Area Region

## August



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	319	- 11.6%	621	- 7.7%
Oct-2019	331	- 12.4%	625	- 11.6%
Nov-2019	324	- 18.2%	558	- 19.7%
Dec-2019	328	- 3.5%	478	- 12.1%
Jan-2020	323	- 2.7%	375	- 30.6%
Feb-2020	344	+ 5.5%	355	- 19.5%
Mar-2020	323	+ 11.4%	456	+ 27.0%
Apr-2020	316	+ 14.1%	422	+ 4.5%
May-2020	269	- 8.5%	332	- 33.7%
Jun-2020	230	- 22.6%	331	- 34.1%
Jul-2020	227	- 19.2%	311	- 39.8%
<b>Aug-2020</b>	<b>233</b>	<b>- 22.6%</b>	<b>281</b>	<b>- 49.6%</b>
12-Month Avg	297	- 8.0%	429	- 20.1%

## Historical Inventory of Homes for Sale by Month



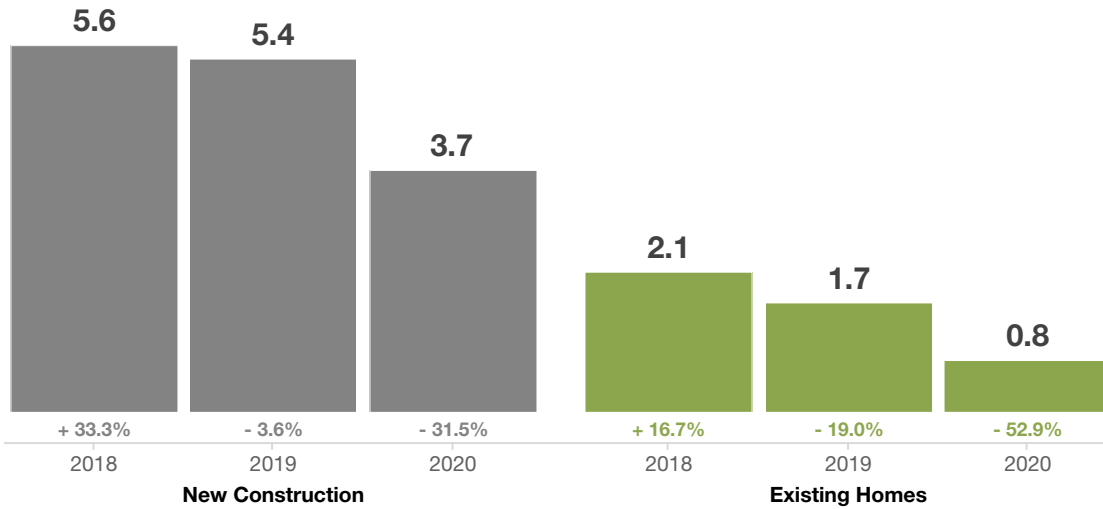
# Months Supply of Inventory

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.



Lincoln Area Region

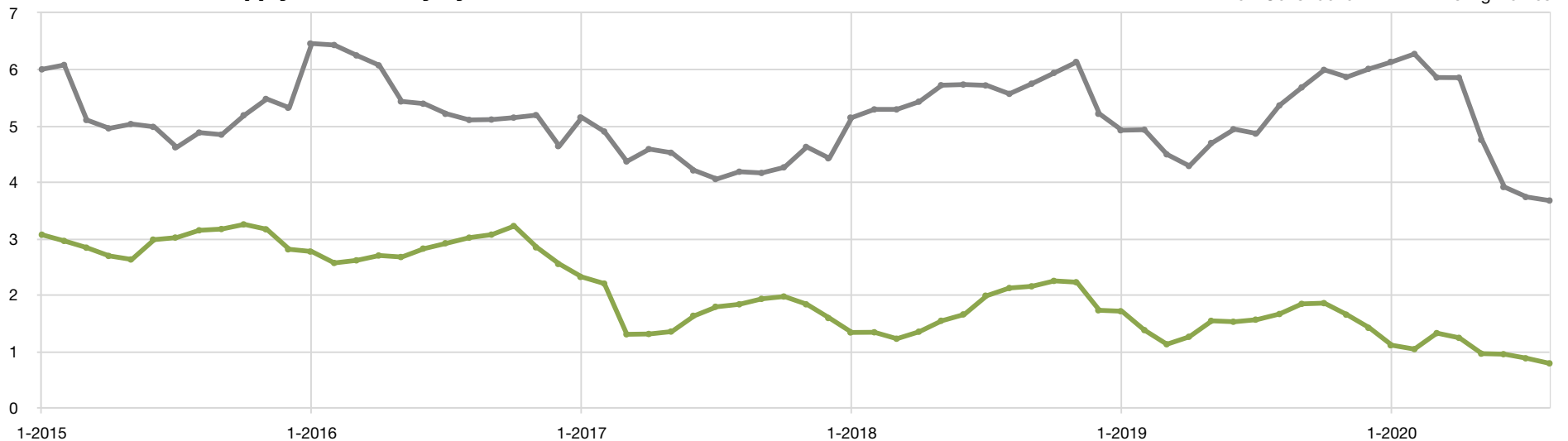
## August



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	5.7	0.0%	1.8	- 14.3%
Oct-2019	6.0	+ 1.7%	1.8	- 18.2%
Nov-2019	5.9	- 3.3%	1.6	- 27.3%
Dec-2019	6.0	+ 15.4%	1.4	- 17.6%
Jan-2020	6.1	+ 24.5%	1.1	- 35.3%
Feb-2020	6.3	+ 28.6%	1.0	- 28.6%
Mar-2020	5.9	+ 31.1%	1.3	+ 18.2%
Apr-2020	5.9	+ 37.2%	1.2	0.0%
May-2020	4.7	0.0%	0.9	- 40.0%
Jun-2020	3.9	- 20.4%	0.9	- 40.0%
Jul-2020	3.7	- 24.5%	0.9	- 43.8%
<b>Aug-2020</b>	<b>3.7</b>	<b>- 31.5%</b>	<b>0.8</b>	<b>- 52.9%</b>
12-Month Avg*	5.3	+ 3.6%	1.2	- 25.4%

\* Months Supply for all properties from September 2019 through August 2020. 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		688	<b>600</b>	- 12.8%	4,718	<b>4,567</b>	- 3.2%
<b>Pending Sales</b>		449	<b>514</b>	+ 14.5%	3,440	<b>3,814</b>	+ 10.9%
<b>Closed Sales</b>		493	<b>488</b>	- 1.0%	3,217	<b>3,329</b>	+ 3.5%
<b>Days on Market Until Sale</b>		24	<b>16</b>	- 33.3%	28	<b>26</b>	- 7.1%
<b>Median Closed Price</b>		\$205,000	<b>\$230,000</b>	+ 12.2%	\$200,000	<b>\$219,100</b>	+ 9.6%
<b>Average Closed Price</b>		\$233,067	<b>\$261,485</b>	+ 12.2%	\$232,183	<b>\$247,726</b>	+ 6.7%
<b>Percent of List Price Received</b>		98.6%	<b>100.9%</b>	+ 2.3%	98.9%	<b>99.7%</b>	+ 0.8%
<b>Housing Affordability Index</b>		169	<b>155</b>	- 8.3%	173	<b>163</b>	- 5.8%
<b>Inventory of Homes for Sale</b>		859	<b>514</b>	- 40.2%	—	—	—
<b>Months Supply of Inventory</b>		2.2	<b>1.2</b>	- 45.5%	—	—	—