

# Monthly Indicators

Omaha Area Region



## April 2020

While the stock market recovered significantly in March, the effects of COVID-19 to the economy continue to build. In just the last four weeks, more than 20 million people filed initial unemployment claims according to the United States Department of Labor, fueled by stay at home orders and a slowdown of economic activity across the country. Added to the unemployment claims from March, more than 30 million people have become unemployed since COVID-19 has become widespread in the U.S. In the face of these challenging times, real estate activity in April slowed significantly.

New Listings decreased 18.3 percent for New Construction and 23.2 percent for Existing Homes. Pending Sales decreased 18.3 percent for New Construction and 11.2 percent for Existing Homes. Inventory increased 4.1 percent for New Construction but decreased 0.6 percent for Existing Homes.

Median Closed Price increased 7.7 percent for New Construction and 10.0 percent for Existing Homes. Days on Market decreased 22.3 percent for New Construction and 15.0 percent for Existing Homes. Months Supply of Inventory decreased 5.7 percent for New Construction but remained flat for Existing Homes.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

## Quick Facts

**- 4.2%**

Change in  
**Closed Sales**  
All Properties

**+ 11.0%**

Change in  
**Median Closed Price**  
All Properties

**+ 1.1%**

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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		218	<b>178</b>	- 18.3%	778	<b>919</b>	+ 18.1%
<b>Pending Sales</b>		164	<b>134</b>	- 18.3%	596	<b>634</b>	+ 6.4%
<b>Closed Sales</b>		142	<b>130</b>	- 8.5%	457	<b>461</b>	+ 0.9%
<b>Days on Market Until Sale</b>		103	<b>80</b>	- 22.3%	82	<b>76</b>	- 7.3%
<b>Median Closed Price</b>		\$311,749	<b>\$335,819</b>	+ 7.7%	\$316,900	<b>\$331,875</b>	+ 4.7%
<b>Average Closed Price</b>		\$334,662	<b>\$366,191</b>	+ 9.4%	\$339,442	<b>\$352,172</b>	+ 3.8%
<b>Percent of List Price Received</b>		100.1%	<b>100.6%</b>	+ 0.5%	100.5%	<b>100.6%</b>	+ 0.1%
<b>Housing Affordability Index</b>		104	<b>101</b>	- 2.9%	103	<b>102</b>	- 1.0%
<b>Inventory of Homes for Sale</b>		641	<b>667</b>	+ 4.1%	—	—	—
<b>Months Supply of Inventory</b>		5.3	<b>5.0</b>	- 5.7%	—	—	—

# 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	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,656	<b>1,272</b>	- 23.2%	4,690	<b>5,006</b>	+ 6.7%
<b>Pending Sales</b>		1,254	<b>1,114</b>	- 11.2%	3,821	<b>4,034</b>	+ 5.6%
<b>Closed Sales</b>		905	<b>873</b>	- 3.5%	2,986	<b>3,124</b>	+ 4.6%
<b>Days on Market Until Sale</b>		20	<b>17</b>	- 15.0%	26	<b>23</b>	- 11.5%
<b>Median Closed Price</b>		\$189,100	<b>\$208,000</b>	+ 10.0%	\$186,000	<b>\$195,000</b>	+ 4.8%
<b>Average Closed Price</b>		\$220,289	<b>\$231,845</b>	+ 5.2%	\$212,380	<b>\$223,262</b>	+ 5.1%
<b>Percent of List Price Received</b>		99.2%	<b>99.5%</b>	+ 0.3%	98.4%	<b>98.9%</b>	+ 0.5%
<b>Housing Affordability Index</b>		172	<b>164</b>	- 4.7%	175	<b>174</b>	- 0.6%
<b>Inventory of Homes for Sale</b>		1,107	<b>1,100</b>	- 0.6%	—	—	—
<b>Months Supply of Inventory</b>		1.1	<b>1.1</b>	0.0%	—	—	—

# New Listings

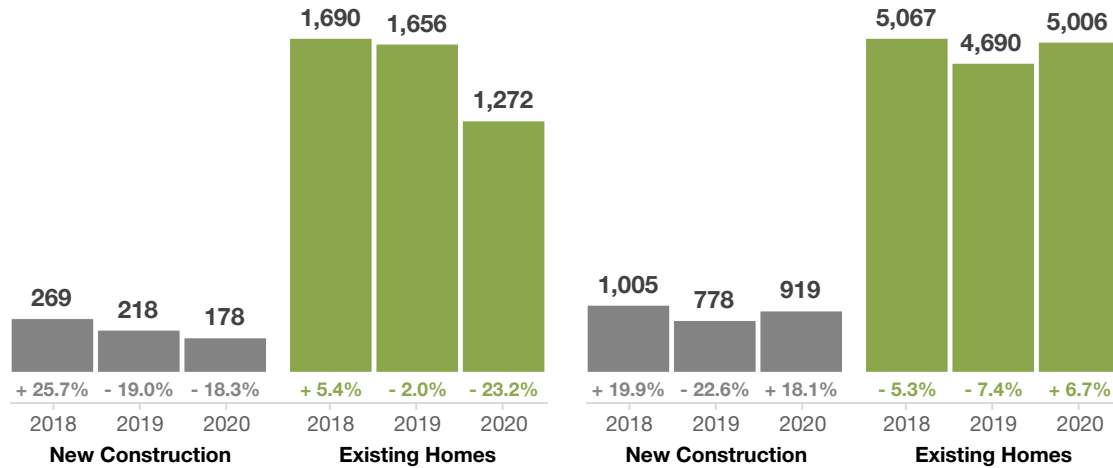
A count of the properties that have been newly listed on the market in a given month.



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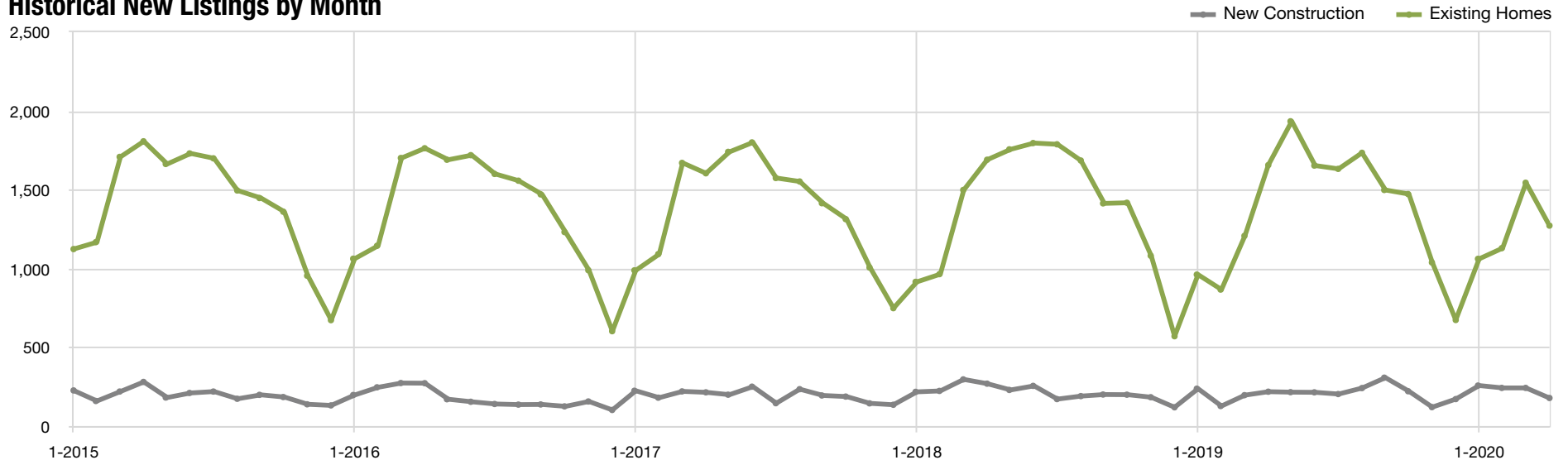
## April

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	215	- 6.1%	1,934	+ 10.1%
Jun-2019	214	- 16.1%	1,653	- 8.0%
Jul-2019	203	+ 18.7%	1,632	- 8.7%
Aug-2019	241	+ 26.8%	1,734	+ 2.9%
Sep-2019	307	+ 53.5%	1,498	+ 6.0%
Oct-2019	221	+ 11.1%	1,472	+ 3.9%
Nov-2019	120	- 34.4%	1,038	- 4.0%
Dec-2019	171	+ 43.7%	673	+ 18.1%
Jan-2020	257	+ 8.4%	1,061	+ 10.4%
Feb-2020	242	+ 90.6%	1,129	+ 30.4%
Mar-2020	242	+ 23.5%	1,544	+ 27.9%
<b>Apr-2020</b>	<b>178</b>	<b>- 18.3%</b>	<b>1,272</b>	<b>- 23.2%</b>
12-Month Avg	218	+ 12.4%	1,387	+ 2.7%

## Historical New Listings by Month



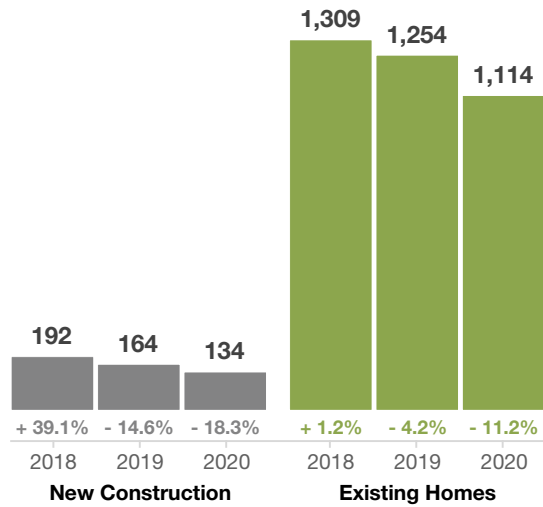
# Pending Sales

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

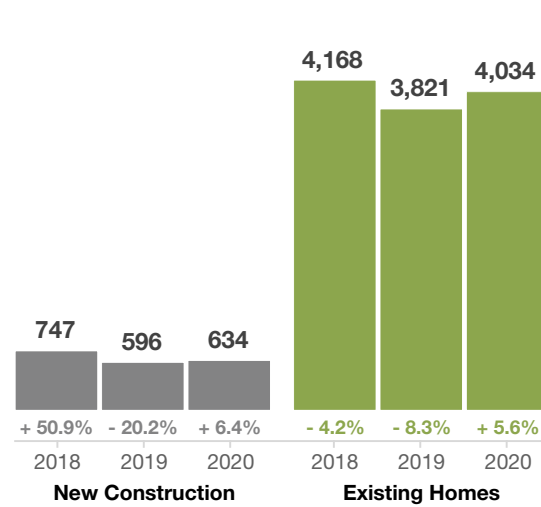


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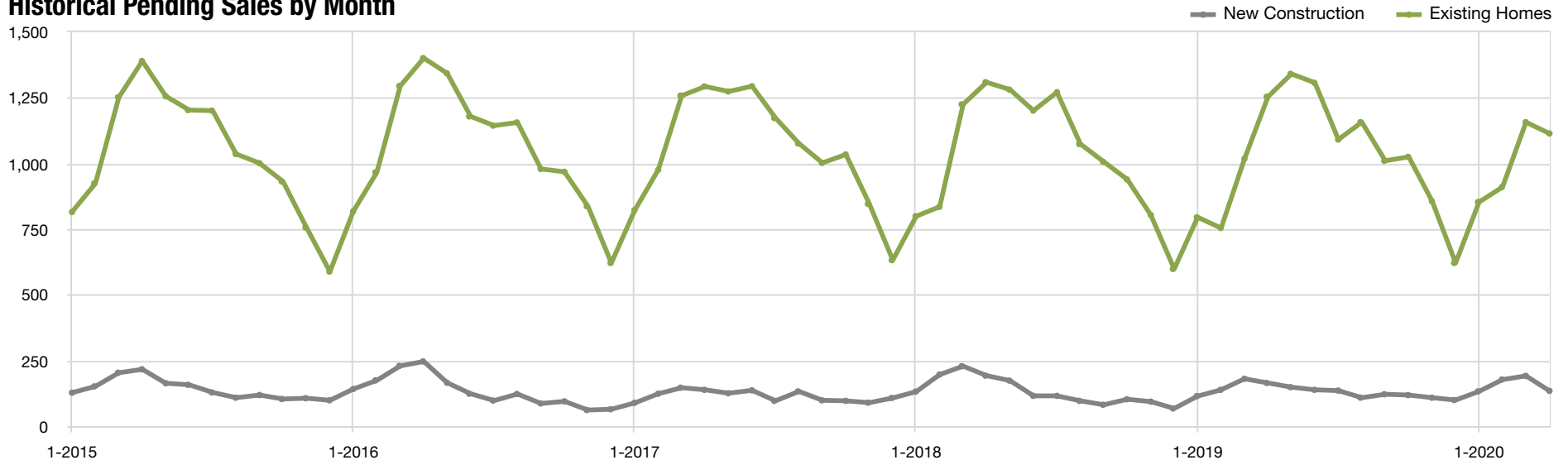


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	148	- 14.5%	1,341	+ 4.7%
Jun-2019	138	+ 20.0%	1,307	+ 8.8%
Jul-2019	135	+ 17.4%	1,091	- 14.2%
Aug-2019	108	+ 12.5%	1,157	+ 7.7%
Sep-2019	121	+ 49.4%	1,010	+ 0.4%
Oct-2019	118	+ 15.7%	1,025	+ 9.2%
Nov-2019	108	+ 16.1%	856	+ 6.5%
Dec-2019	99	+ 47.8%	621	+ 3.8%
Jan-2020	132	+ 15.8%	853	+ 7.3%
Feb-2020	177	+ 28.3%	910	+ 20.7%
Mar-2020	191	+ 6.1%	1,157	+ 13.7%
<b>Apr-2020</b>	<b>134</b>	<b>- 18.3%</b>	<b>1,114</b>	<b>- 11.2%</b>
12-Month Avg	134	+ 11.7%	1,037	+ 3.7%

## Historical Pending Sales by Month



# Closed Sales

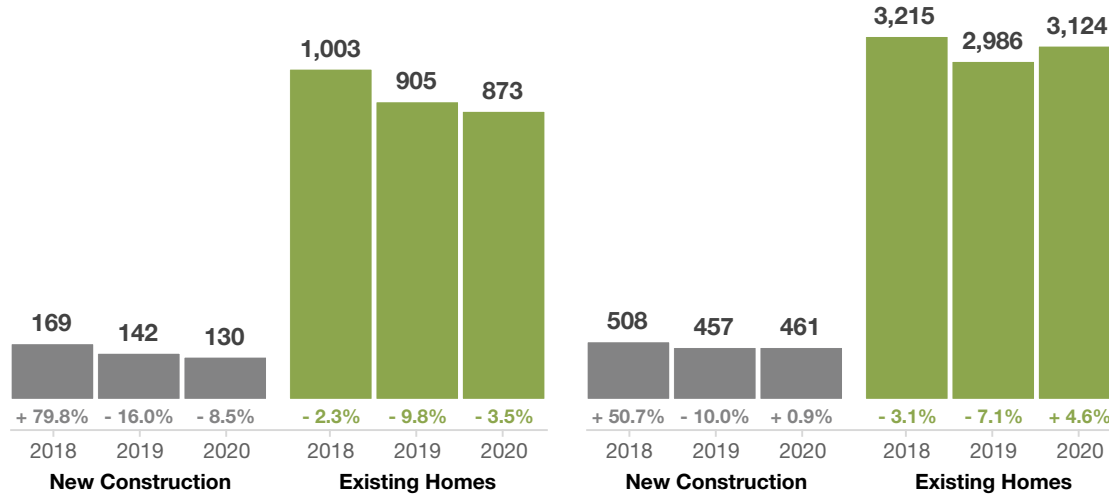
A count of the actual sales that closed in a given month.



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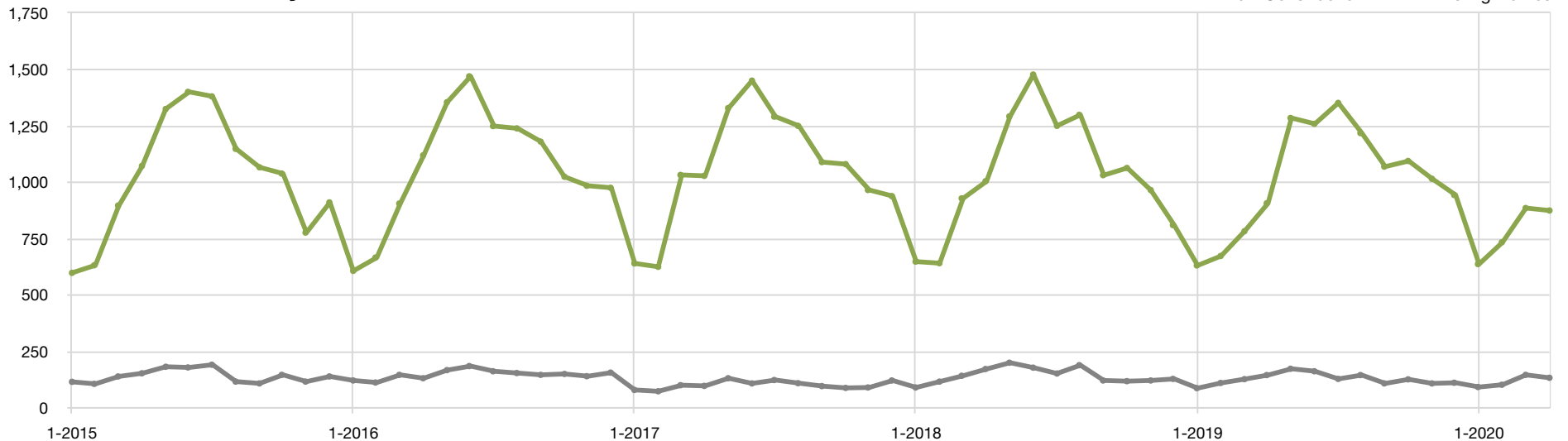
## April

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	170	-13.7%	1,284	-0.5%
Jun-2019	159	-9.1%	1,258	-14.8%
Jul-2019	125	-16.1%	1,351	+8.2%
Aug-2019	142	-23.7%	1,217	-6.2%
Sep-2019	105	-11.0%	1,068	+3.7%
Oct-2019	123	+7.0%	1,093	+2.9%
Nov-2019	105	-11.0%	1,014	+5.2%
Dec-2019	108	-13.6%	942	+16.6%
Jan-2020	89	+6.0%	635	+1.0%
Feb-2020	99	-7.5%	732	+9.1%
Mar-2020	143	+15.3%	884	+13.2%
<b>Apr-2020</b>	<b>130</b>	<b>-8.5%</b>	<b>873</b>	<b>-3.5%</b>
12-Month Avg	125	-8.8%	1,029	+1.5%

## Historical Closed Sales by Month



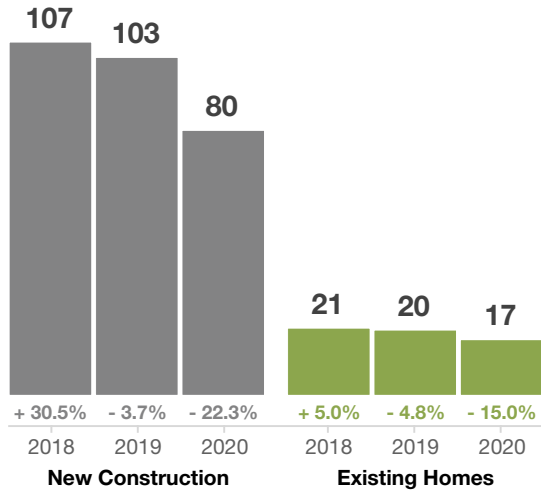
# Days on Market Until Sale

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

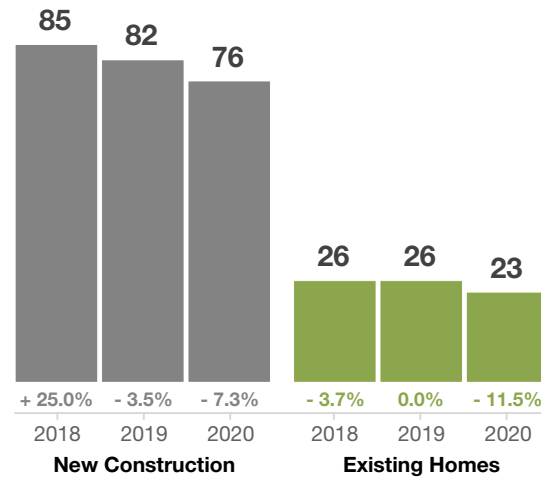


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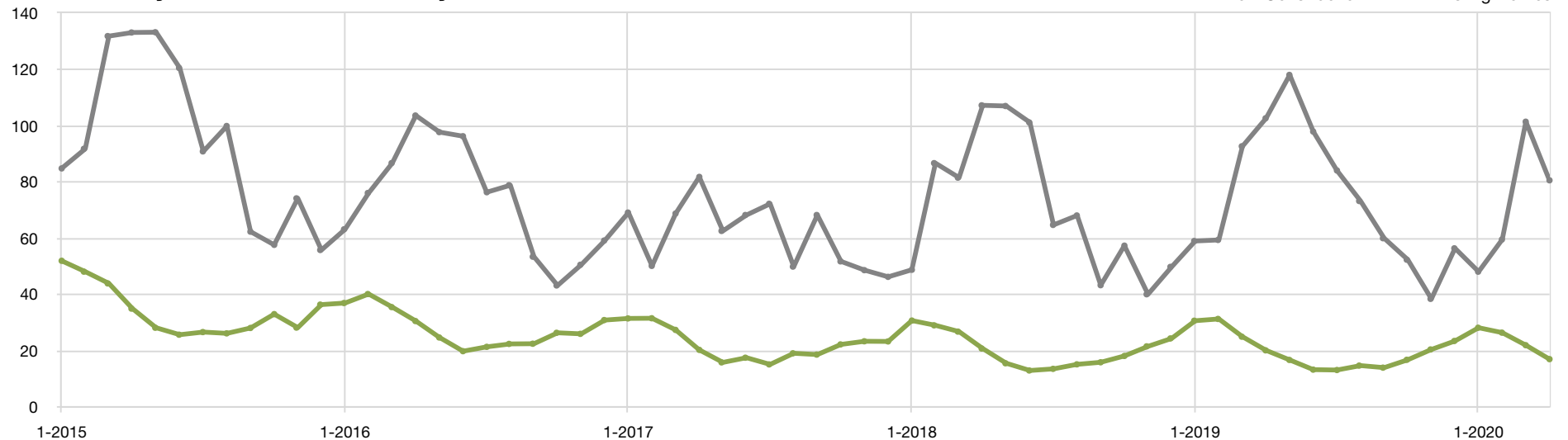
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	118	+ 10.3%	16	+ 6.7%
Jun-2019	98	- 3.0%	13	0.0%
Jul-2019	84	+ 29.2%	13	0.0%
Aug-2019	73	+ 7.4%	14	- 6.7%
Sep-2019	60	+ 39.5%	14	- 12.5%
Oct-2019	52	- 8.8%	17	- 5.6%
Nov-2019	38	- 5.0%	20	- 4.8%
Dec-2019	56	+ 12.0%	23	- 4.2%
Jan-2020	48	- 18.6%	28	- 6.7%
Feb-2020	59	0.0%	26	- 16.1%
Mar-2020	101	+ 8.6%	22	- 12.0%
<b>Apr-2020</b>	<b>80</b>	<b>- 22.3%</b>	<b>17</b>	<b>- 15.0%</b>
12-Month Avg*	76	+ 3.6%	18	- 5.2%

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

## Historical Days on Market Until Sale by Month



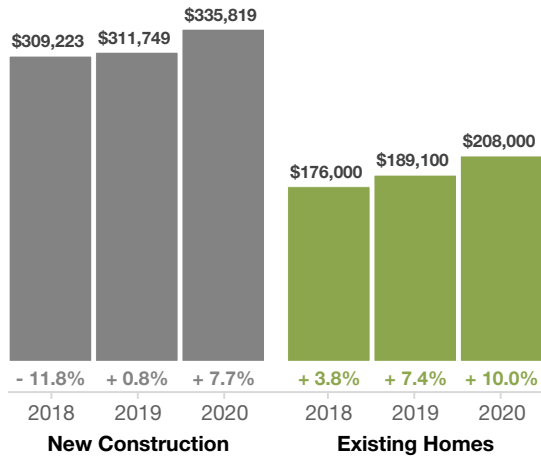
# Median Closed Price

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

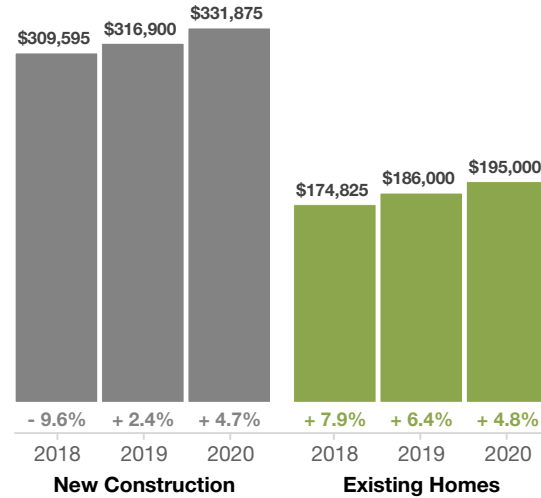


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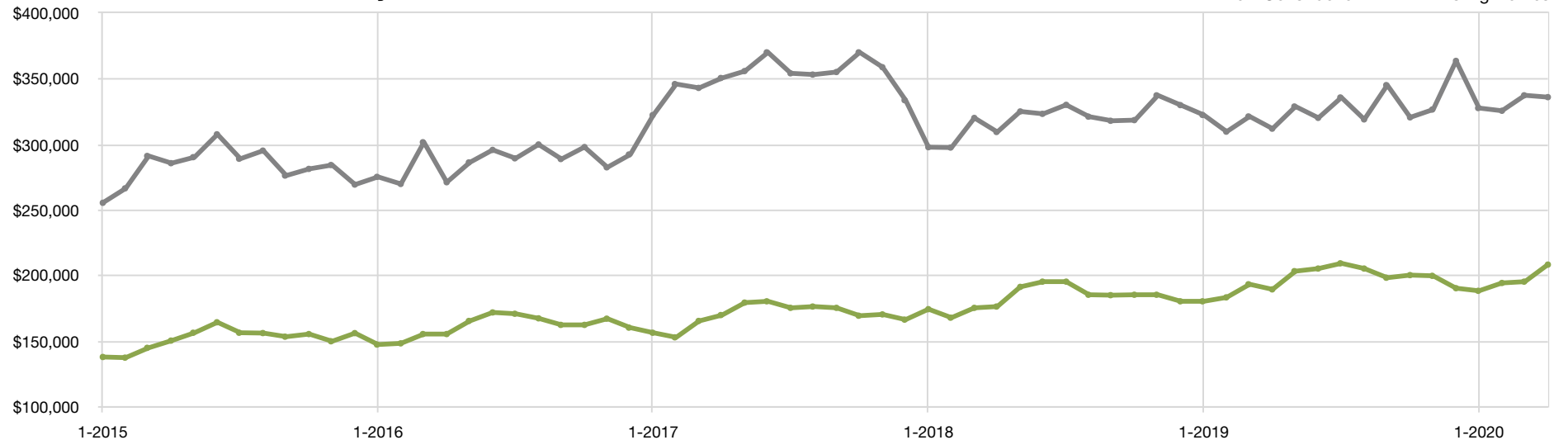
## Year to Date



	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	\$328,681		+ 1.2%	\$203,000	+ 6.3%
Jun-2019	\$320,000		- 0.9%	\$205,000	+ 5.1%
Jul-2019	\$335,570		+ 1.7%	\$209,000	+ 7.2%
Aug-2019	\$318,833		- 0.7%	\$205,000	+ 10.8%
Sep-2019	\$345,000		+ 8.6%	\$198,000	+ 7.2%
Oct-2019	\$320,380		+ 0.7%	\$200,000	+ 8.1%
Nov-2019	\$326,367		- 3.2%	\$199,450	+ 7.8%
Dec-2019	\$363,485		+ 10.2%	\$190,000	+ 5.6%
Jan-2020	\$327,500		+ 1.6%	\$188,000	+ 4.4%
Feb-2020	\$325,419		+ 5.2%	\$194,000	+ 6.0%
Mar-2020	\$337,217		+ 5.0%	\$195,000	+ 1.0%
<b>Apr-2020</b>	<b>\$335,819</b>		<b>+ 7.7%</b>	<b>\$208,000</b>	<b>+ 10.0%</b>
12-Month Avg*	\$330,000		+ 2.7%	\$200,000	+ 7.0%

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

## Historical Median Closed Price by Month





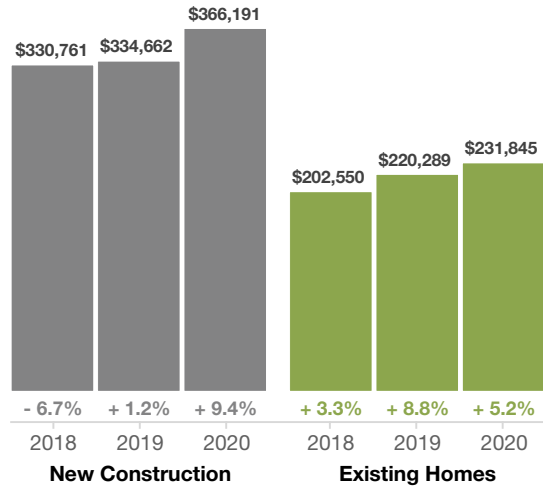
# Average Closed Price

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

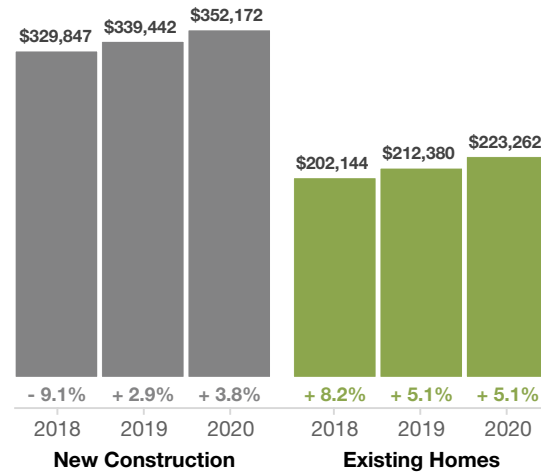


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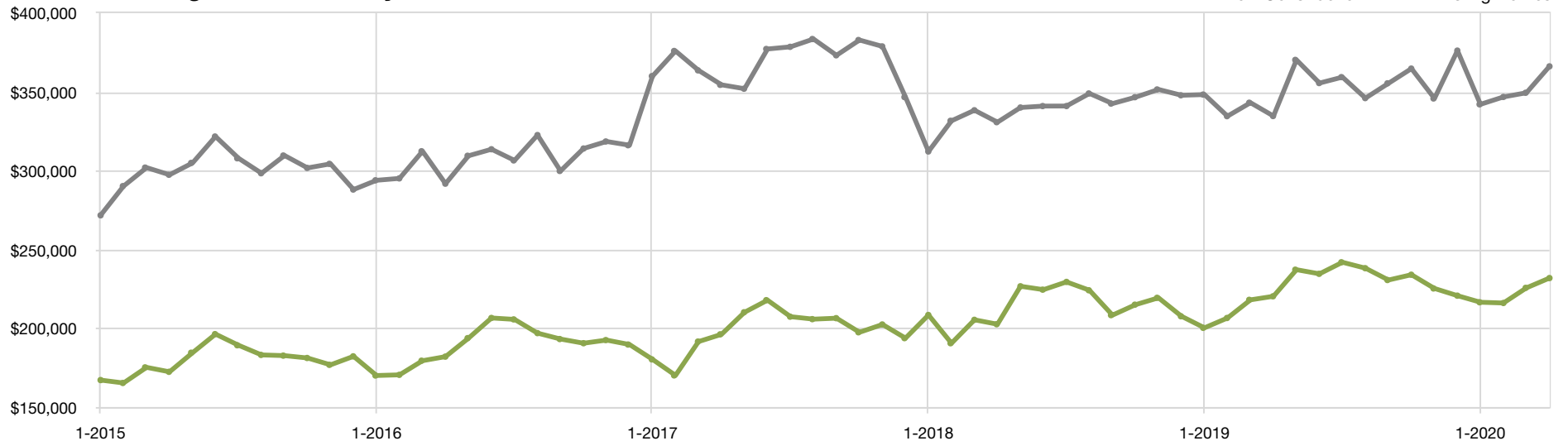
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	\$370,288	+ 8.9%	\$237,164	+ 4.6%
Jun-2019	\$355,584	+ 4.3%	\$234,534	+ 4.5%
Jul-2019	\$359,354	+ 5.4%	\$241,870	+ 5.4%
Aug-2019	\$346,041	- 0.8%	\$238,114	+ 6.2%
Sep-2019	\$355,420	+ 3.8%	\$230,602	+ 10.7%
Oct-2019	\$364,768	+ 5.2%	\$233,974	+ 8.8%
Nov-2019	\$345,812	- 1.6%	\$225,251	+ 2.7%
Dec-2019	\$376,179	+ 8.1%	\$220,679	+ 6.3%
Jan-2020	\$342,089	- 1.8%	\$216,493	+ 8.1%
Feb-2020	\$346,789	+ 3.6%	\$216,030	+ 4.6%
Mar-2020	\$349,430	+ 1.8%	\$225,633	+ 3.5%
<b>Apr-2020</b>	<b>\$366,191</b>	<b>+ 9.4%</b>	<b>\$231,845</b>	<b>+ 5.2%</b>
12-Month Avg*	\$357,155	+ 4.1%	\$230,904	+ 5.7%

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

## Historical Average Closed Price by Month



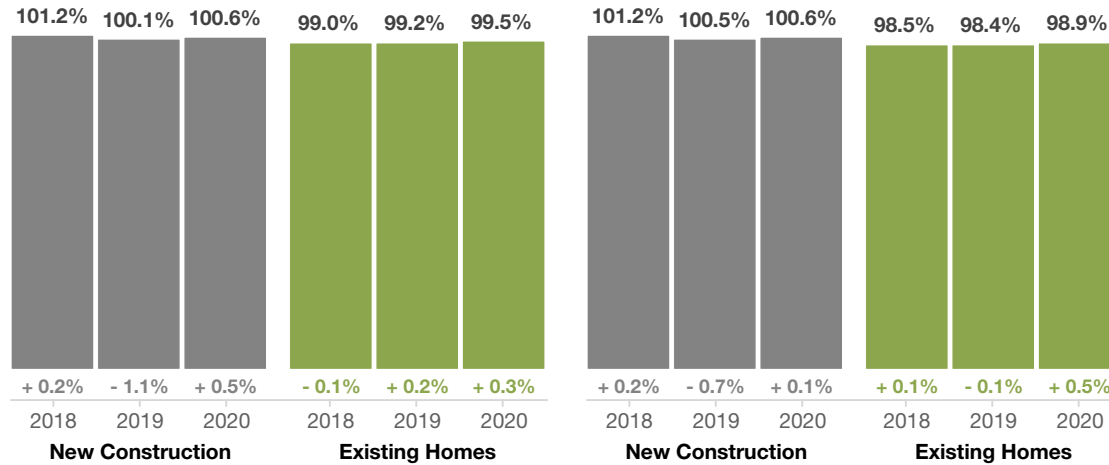
# Percent of List Price Received

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.

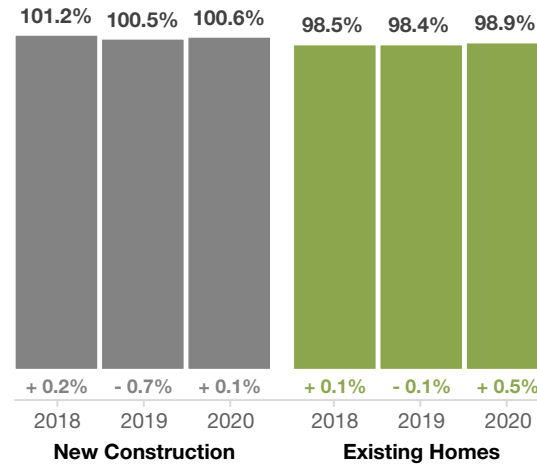


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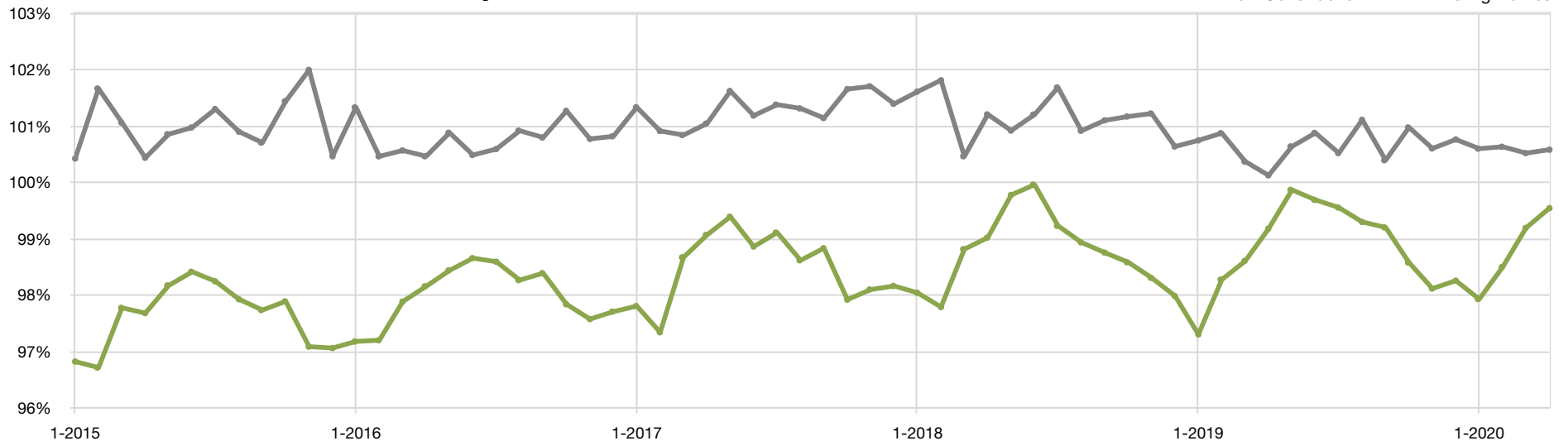
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	100.6%	- 0.3%	99.9%	+ 0.1%
Jun-2019	100.9%	- 0.3%	99.7%	- 0.3%
Jul-2019	100.5%	- 1.2%	99.5%	+ 0.3%
Aug-2019	101.1%	+ 0.2%	99.3%	+ 0.4%
Sep-2019	100.4%	- 0.7%	99.2%	+ 0.5%
Oct-2019	101.0%	- 0.2%	98.6%	0.0%
Nov-2019	100.6%	- 0.6%	98.1%	- 0.2%
Dec-2019	100.8%	+ 0.2%	98.2%	+ 0.2%
Jan-2020	100.6%	- 0.1%	97.9%	+ 0.6%
Feb-2020	100.6%	- 0.3%	98.5%	+ 0.2%
Mar-2020	100.5%	+ 0.1%	99.2%	+ 0.6%
<b>Apr-2020</b>	<b>100.6%</b>	<b>+ 0.5%</b>	<b>99.5%</b>	<b>+ 0.3%</b>
12-Month Avg*	100.7%	- 0.2%	99.1%	+ 0.2%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

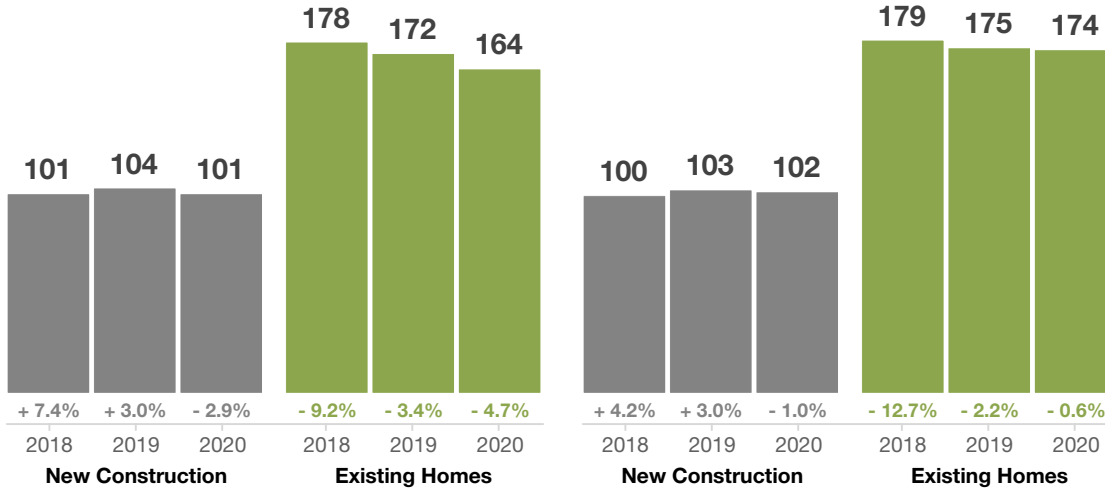
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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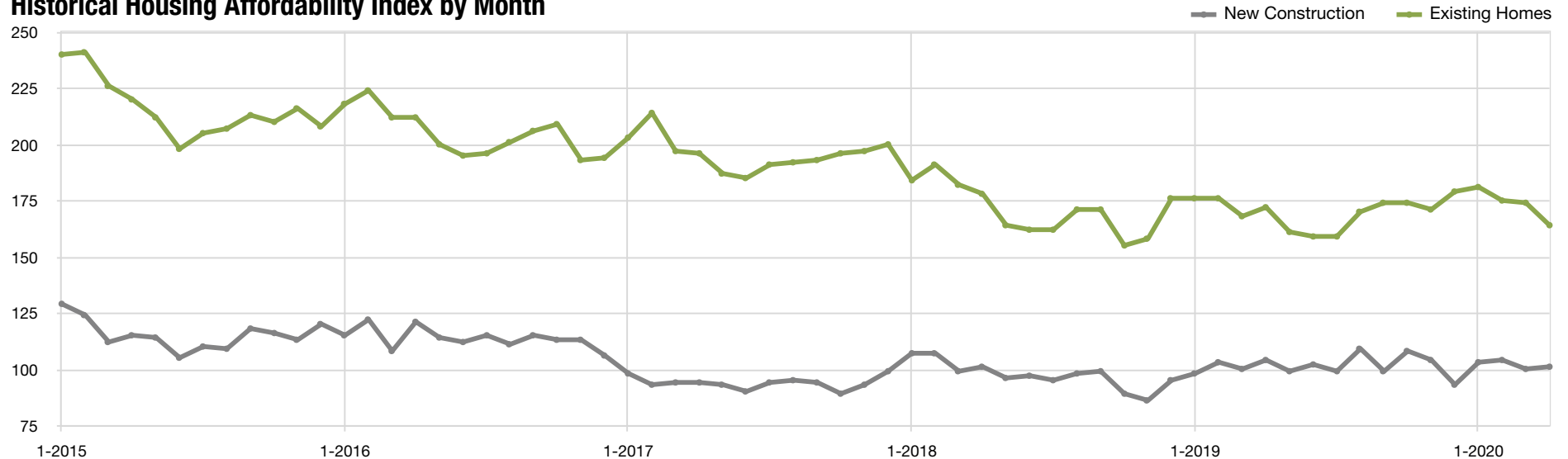
## April

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	99	+ 3.1%	161	- 1.8%
Jun-2019	102	+ 5.2%	159	- 1.9%
Jul-2019	99	+ 4.2%	159	- 1.9%
Aug-2019	109	+ 11.2%	170	- 0.6%
Sep-2019	99	0.0%	174	+ 1.8%
Oct-2019	108	+ 21.3%	174	+ 12.3%
Nov-2019	104	+ 20.9%	171	+ 8.2%
Dec-2019	93	- 2.1%	179	+ 1.7%
Jan-2020	103	+ 5.1%	181	+ 2.8%
Feb-2020	104	+ 1.0%	175	- 0.6%
Mar-2020	100	0.0%	174	+ 3.6%
<b>Apr-2020</b>	<b>101</b>	<b>- 2.9%</b>	<b>164</b>	<b>- 4.7%</b>
12-Month Avg	102	+ 5.2%	170	+ 1.2%

## Historical Housing Affordability Index by Month



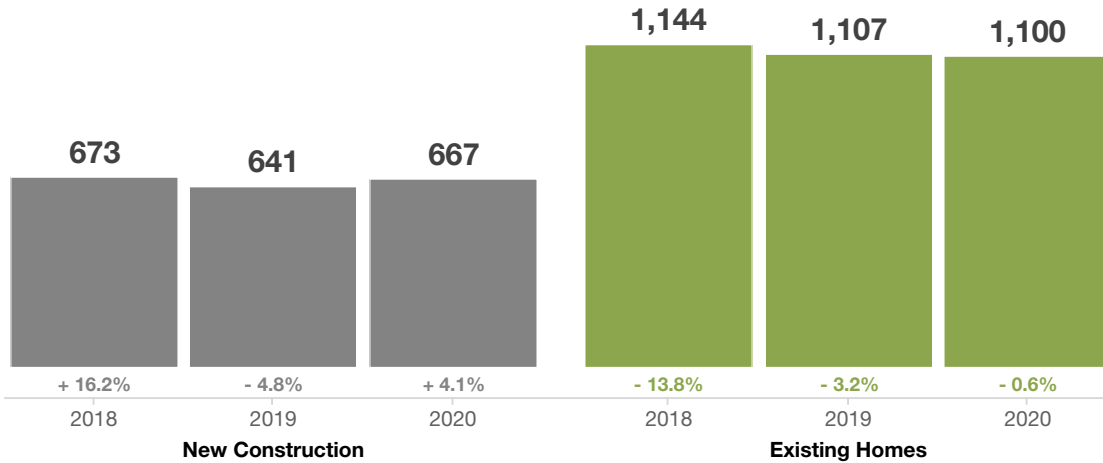
# Inventory of Homes for Sale

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



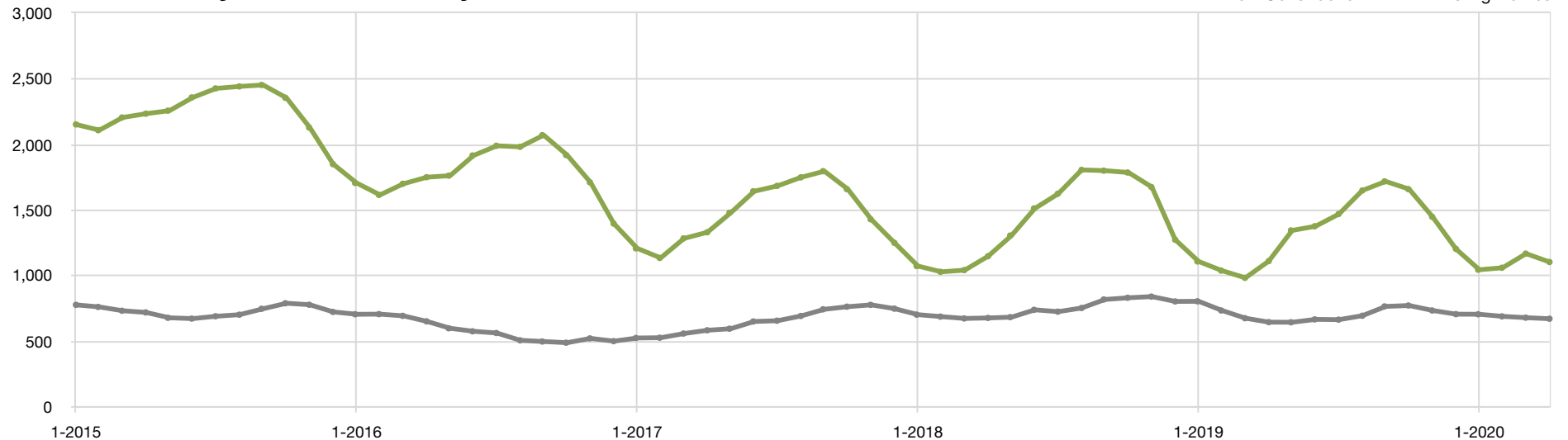
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	640	- 5.7%	1,341	+ 3.0%
Jun-2019	662	- 9.9%	1,373	- 9.0%
Jul-2019	660	- 8.5%	1,466	- 9.6%
Aug-2019	690	- 7.9%	1,646	- 8.7%
Sep-2019	761	- 6.5%	1,715	- 4.6%
Oct-2019	768	- 7.1%	1,656	- 7.1%
Nov-2019	730	- 12.7%	1,445	- 13.6%
Dec-2019	702	- 12.1%	1,200	- 5.5%
Jan-2020	701	- 12.4%	1,041	- 5.7%
Feb-2020	685	- 6.2%	1,056	+ 2.1%
Mar-2020	675	+ 0.6%	1,164	+ 18.9%
<b>Apr-2020</b>	<b>667</b>	<b>+ 4.1%</b>	<b>1,100</b>	<b>- 0.6%</b>
12-Month Avg	695	- 7.3%	1,350	- 4.6%

## Historical Inventory of Homes for Sale by Month



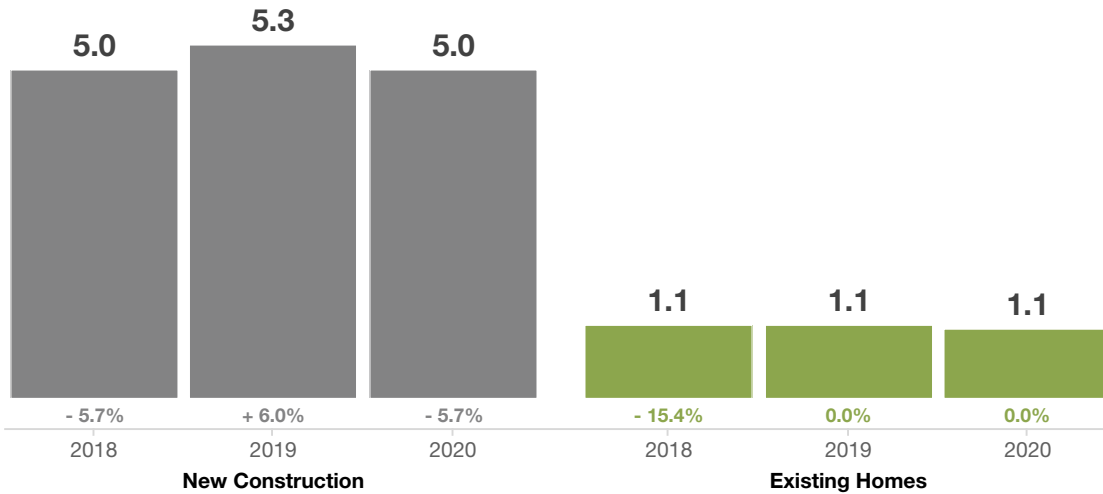
# Months Supply of Inventory

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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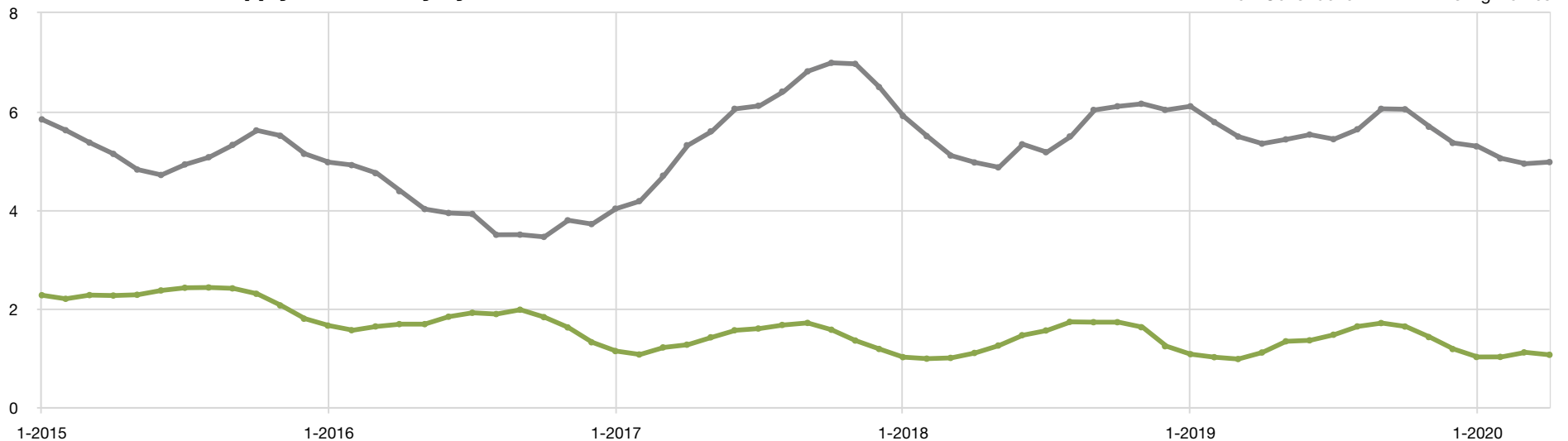
## April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2019	5.4	+ 10.2%	1.3	+ 8.3%
Jun-2019	5.5	+ 3.8%	1.4	- 6.7%
Jul-2019	5.4	+ 3.8%	1.5	- 6.3%
Aug-2019	5.6	+ 1.8%	1.6	- 5.9%
Sep-2019	6.1	+ 1.7%	1.7	0.0%
Oct-2019	6.0	- 1.6%	1.6	- 5.9%
Nov-2019	5.7	- 8.1%	1.4	- 12.5%
Dec-2019	5.4	- 10.0%	1.2	0.0%
Jan-2020	5.3	- 13.1%	1.0	- 9.1%
Feb-2020	5.0	- 13.8%	1.0	0.0%
Mar-2020	4.9	- 10.9%	1.1	+ 10.0%
<b>Apr-2020</b>	<b>5.0</b>	<b>- 5.7%</b>	<b>1.1</b>	<b>0.0%</b>
12-Month Avg*	5.5	- 3.6%	1.3	- 3.2%

\* Months Supply for all properties from May 2019 through April 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	4-2019	4-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,874	<b>1,450</b>	- 22.6%	5,468	<b>5,925</b>	+ 8.4%
<b>Pending Sales</b>		1,418	<b>1,248</b>	- 12.0%	4,417	<b>4,668</b>	+ 5.7%
<b>Closed Sales</b>		1,047	<b>1,003</b>	- 4.2%	3,443	<b>3,585</b>	+ 4.1%
<b>Days on Market Until Sale</b>		31	<b>25</b>	- 19.4%	33	<b>29</b>	- 12.1%
<b>Median Closed Price</b>		\$200,000	<b>\$222,000</b>	+ 11.0%	\$199,000	<b>\$211,000</b>	+ 6.0%
<b>Average Closed Price</b>		\$235,830	<b>\$249,258</b>	+ 5.7%	\$229,265	<b>\$239,848</b>	+ 4.6%
<b>Percent of List Price Received</b>		99.3%	<b>99.7%</b>	+ 0.4%	98.7%	<b>99.1%</b>	+ 0.4%
<b>Housing Affordability Index</b>		163	<b>153</b>	- 6.1%	164	<b>161</b>	- 1.8%
<b>Inventory of Homes for Sale</b>		1,748	<b>1,767</b>	+ 1.1%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>1.5</b>	- 6.3%	—	—	—