

# Monthly Indicators

Omaha Area Region



## June 2020

While much of the country was working on a phased reopening of the economy in June, real estate activity continued to strengthen as well. Nationally, June showing activity as tracked by ShowingTime was up notably from the COVID-19 depressed levels in recent months but was also up from June 2019, reflecting pent-up demand by prospective home buyers.

New Listings increased 19.6 percent for New Construction but decreased 9.1 percent for Existing Homes. Pending Sales increased 54.3 percent for New Construction and 6.6 percent for Existing Homes. Inventory decreased 6.9 percent for New Construction and 38.7 percent for Existing Homes.

Median Closed Price increased 15.6 percent for New Construction and 6.2 percent for Existing Homes. Days on Market decreased 9.2 percent for New Construction but increased 15.4 percent for Existing Homes. Months Supply of Inventory decreased 27.3 percent for New Construction and 42.9 percent for Existing Homes.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Quick Facts

**+ 4.1%**

Change in  
**Closed Sales**  
All Properties

**+ 3.2%**

Change in  
**Median Closed Price**  
All Properties

**- 28.4%**

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.

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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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		214	<b>256</b>	+ 19.6%	1,207	<b>1,515</b>	+ 25.5%
<b>Pending Sales</b>		138	<b>213</b>	+ 54.3%	882	<b>1,150</b>	+ 30.4%
<b>Closed Sales</b>		159	<b>133</b>	- 16.4%	786	<b>735</b>	- 6.5%
<b>Days on Market Until Sale</b>		98	<b>89</b>	- 9.2%	93	<b>76</b>	- 18.3%
<b>Median Closed Price</b>		\$320,000	<b>\$369,900</b>	+ 15.6%	\$319,759	<b>\$339,493</b>	+ 6.2%
<b>Average Closed Price</b>		\$355,584	<b>\$381,094</b>	+ 7.2%	\$349,379	<b>\$361,282</b>	+ 3.4%
<b>Percent of List Price Received</b>		100.9%	<b>101.1%</b>	+ 0.2%	100.6%	<b>100.6%</b>	0.0%
<b>Housing Affordability Index</b>		102	<b>92</b>	- 9.8%	102	<b>100</b>	- 2.0%
<b>Inventory of Homes for Sale</b>		662	<b>616</b>	- 6.9%	—	—	—
<b>Months Supply of Inventory</b>		5.5	<b>4.0</b>	- 27.3%	—	—	—

# 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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,653	<b>1,503</b>	- 9.1%	8,277	<b>8,154</b>	- 1.5%
<b>Pending Sales</b>		1,306	<b>1,392</b>	+ 6.6%	6,468	<b>6,899</b>	+ 6.7%
<b>Closed Sales</b>		1,259	<b>1,343</b>	+ 6.7%	5,530	<b>5,628</b>	+ 1.8%
<b>Days on Market Until Sale</b>		13	<b>15</b>	+ 15.4%	21	<b>19</b>	- 9.5%
<b>Median Closed Price</b>		\$205,000	<b>\$217,750</b>	+ 6.2%	\$195,000	<b>\$205,000</b>	+ 5.1%
<b>Average Closed Price</b>		\$234,735	<b>\$249,392</b>	+ 6.2%	\$223,208	<b>\$233,796</b>	+ 4.7%
<b>Percent of List Price Received</b>		99.7%	<b>99.8%</b>	+ 0.1%	99.0%	<b>99.2%</b>	+ 0.2%
<b>Housing Affordability Index</b>		159	<b>156</b>	- 1.9%	167	<b>166</b>	- 0.6%
<b>Inventory of Homes for Sale</b>		1,373	<b>842</b>	- 38.7%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>0.8</b>	- 42.9%	—	—	—

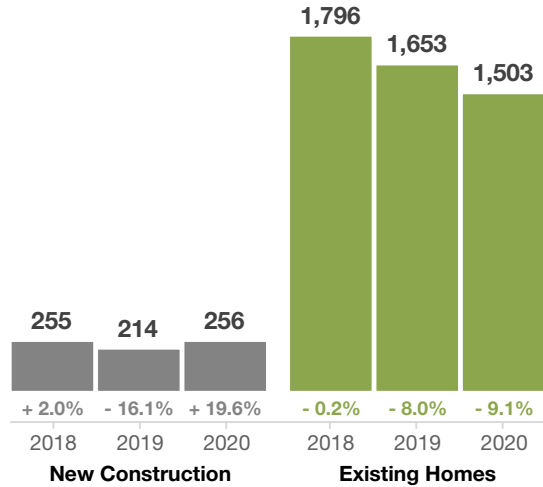
# New Listings

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

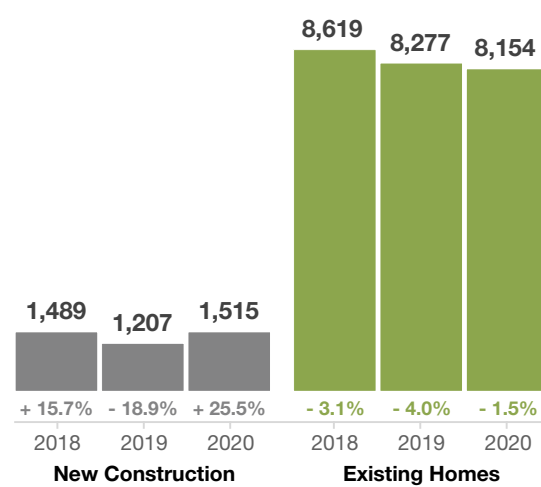


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## June

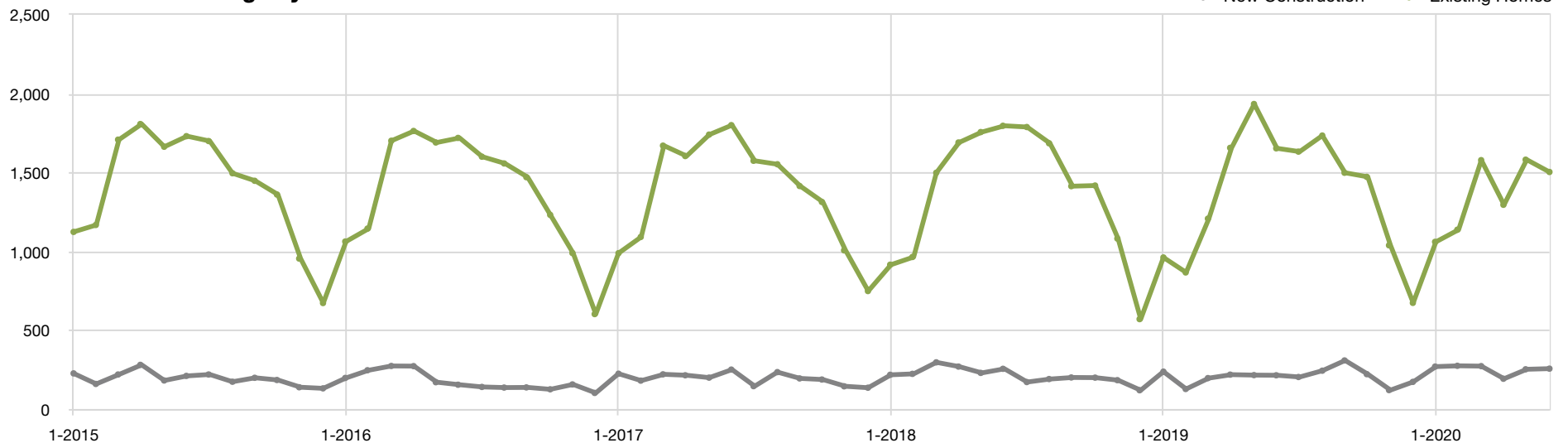


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2019	203	+ 18.7%	1,632	- 8.7%
Aug-2019	243	+ 27.9%	1,734	+ 2.9%
Sep-2019	308	+ 54.0%	1,498	+ 6.0%
Oct-2019	221	+ 11.1%	1,472	+ 3.9%
Nov-2019	120	- 34.4%	1,038	- 4.0%
Dec-2019	172	+ 44.5%	673	+ 18.1%
Jan-2020	269	+ 13.5%	1,060	+ 10.3%
Feb-2020	274	+ 115.7%	1,137	+ 31.3%
Mar-2020	272	+ 38.8%	1,578	+ 30.7%
Apr-2020	192	- 11.9%	1,295	- 21.8%
May-2020	252	+ 17.2%	1,581	- 18.3%
<b>Jun-2020</b>	<b>256</b>	<b>+ 19.6%</b>	<b>1,503</b>	<b>- 9.1%</b>
12-Month Avg	232	+ 22.8%	1,350	- 0.2%

## Historical New Listings by Month



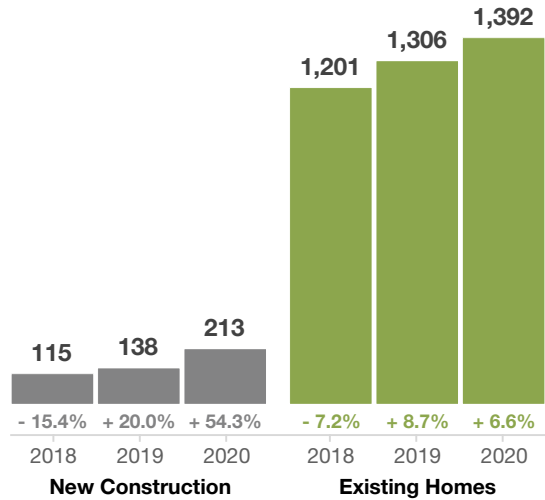
# Pending Sales

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

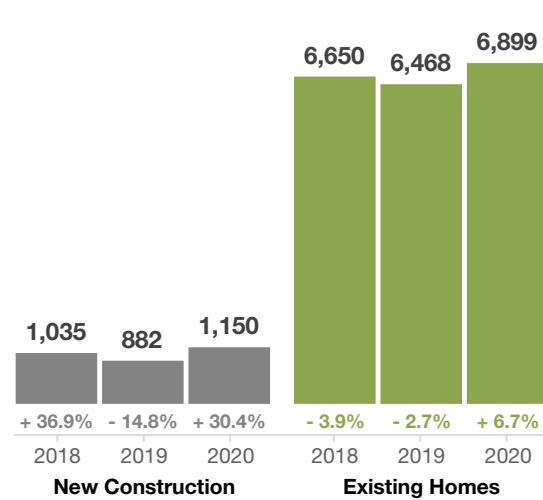


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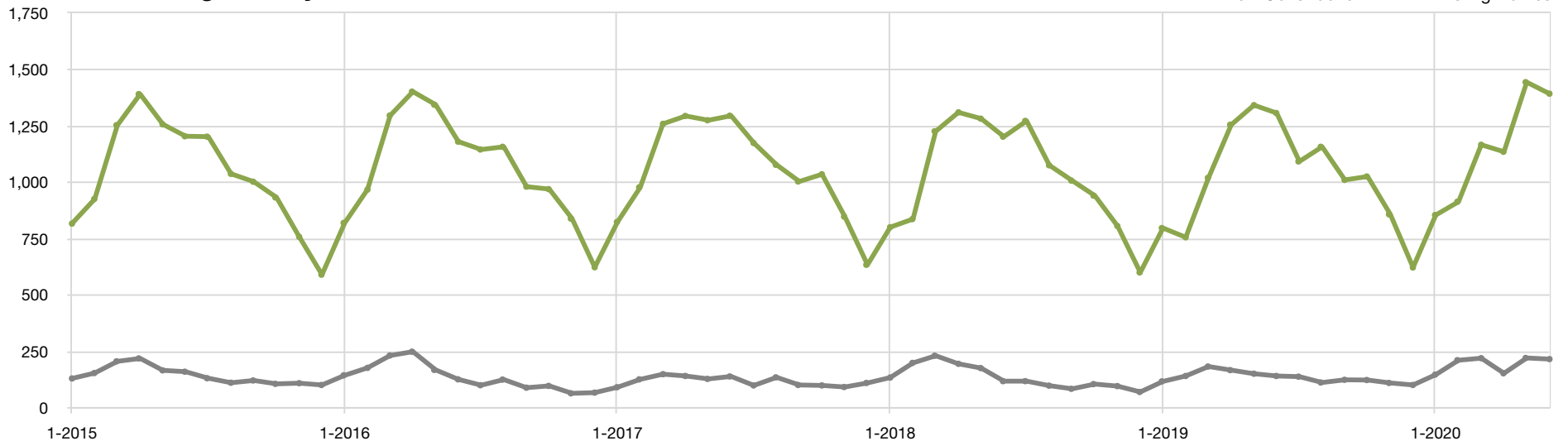


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2019	135	+ 17.4%	1,091	- 14.2%
Aug-2019	109	+ 14.7%	1,156	+ 7.6%
Sep-2019	121	+ 49.4%	1,009	+ 0.3%
Oct-2019	120	+ 17.6%	1,024	+ 9.1%
Nov-2019	107	+ 15.1%	856	+ 6.5%
Dec-2019	98	+ 46.3%	620	+ 3.7%
Jan-2020	144	+ 26.3%	853	+ 7.3%
Feb-2020	208	+ 50.7%	912	+ 21.0%
Mar-2020	217	+ 20.6%	1,165	+ 14.4%
Apr-2020	150	- 8.5%	1,134	- 9.6%
May-2020	218	+ 47.3%	1,443	+ 7.6%
<b>Jun-2020</b>	<b>213</b>	<b>+ 54.3%</b>	<b>1,392</b>	<b>+ 6.6%</b>
12-Month Avg	153	+ 27.5%	1,055	+ 4.1%

## Historical Pending Sales by Month



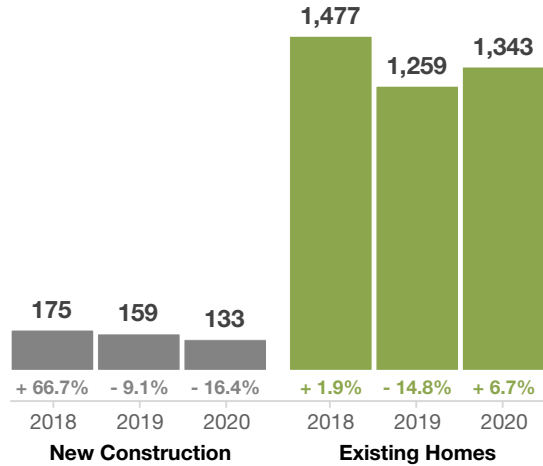
# Closed Sales

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

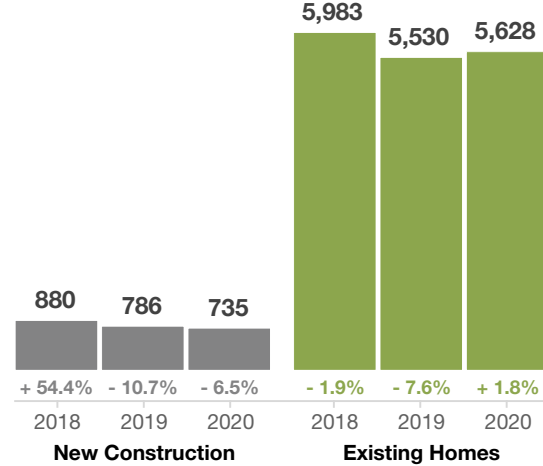


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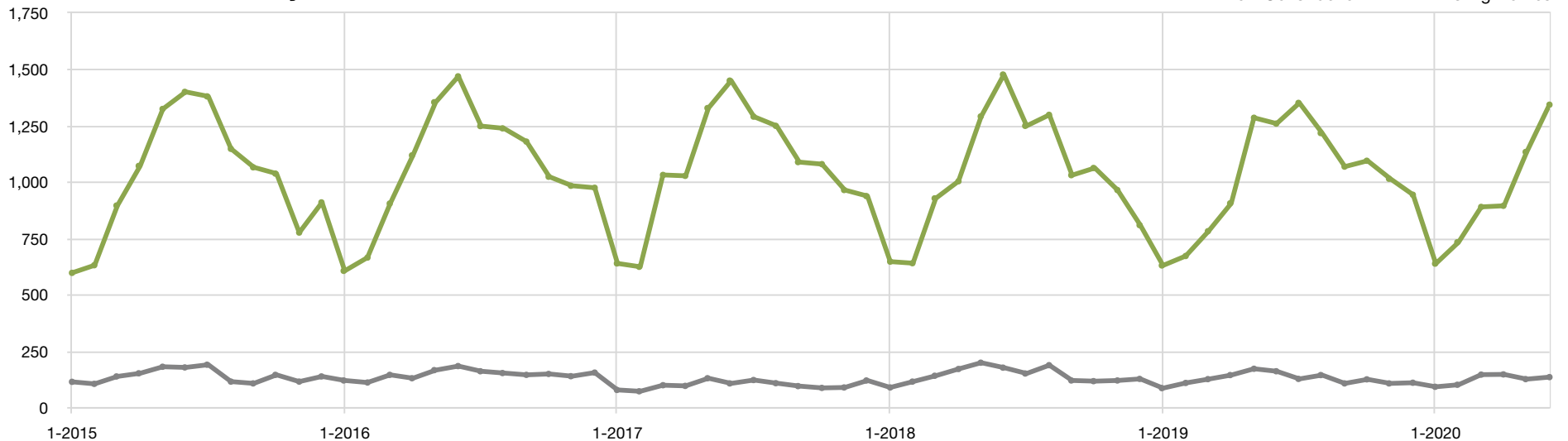


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	1,094	+3.0%
Nov-2019	105	-11.0%	1,014	+5.2%
Dec-2019	108	-13.6%	943	+16.7%
Jan-2020	90	+7.1%	637	+1.3%
Feb-2020	99	-7.5%	732	+9.1%
Mar-2020	144	+16.1%	889	+13.8%
Apr-2020	145	+2.1%	894	-1.2%
May-2020	124	-27.1%	1,133	-11.8%
<b>Jun-2020</b>	<b>133</b>	<b>-16.4%</b>	<b>1,343</b>	<b>+6.7%</b>
12-Month Avg	120	-9.8%	1,026	+3.1%

## Historical Closed Sales by Month



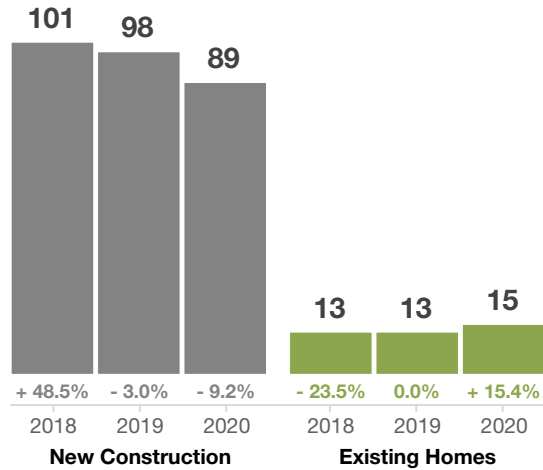
# Days on Market Until Sale

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

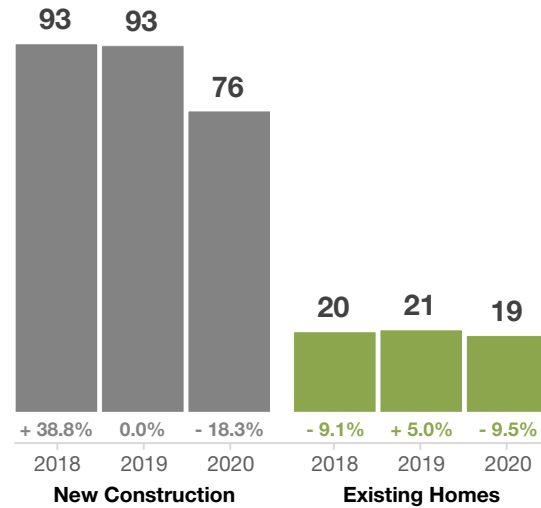


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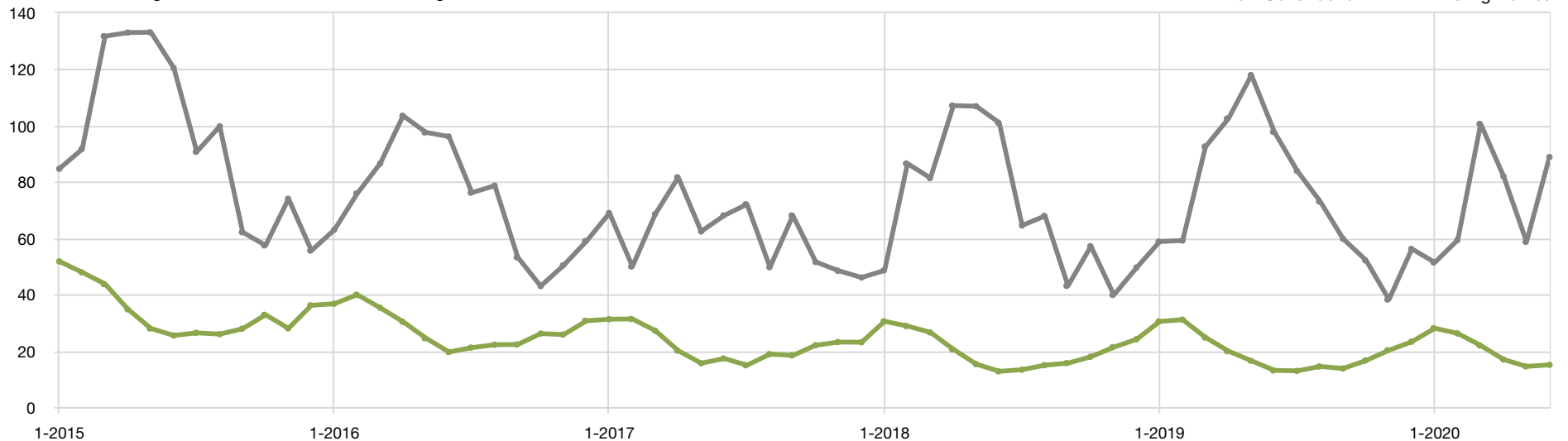
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	51	-13.6%	28	-6.7%
Feb-2020	59	0.0%	26	-16.1%
Mar-2020	101	+8.6%	22	-12.0%
Apr-2020	82	-20.4%	17	-15.0%
May-2020	59	-50.0%	14	-12.5%
<b>Jun-2020</b>	<b>89</b>	<b>-9.2%</b>	<b>15</b>	<b>+15.4%</b>
12-Month Avg*	69	-6.3%	18	-6.3%

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

## Historical Days on Market Until Sale by Month



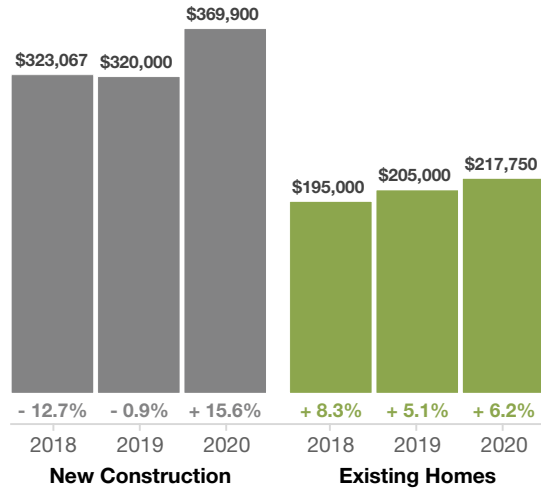
# Median Closed Price

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

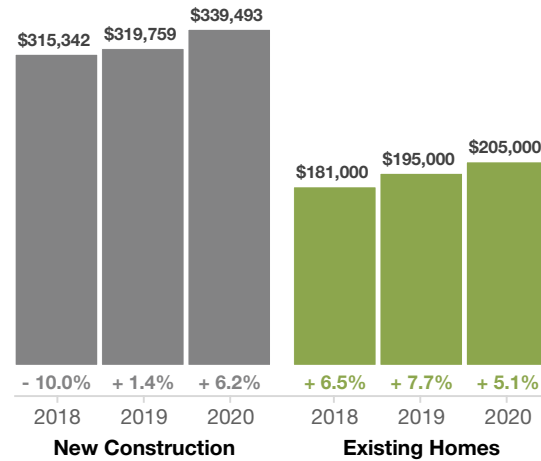


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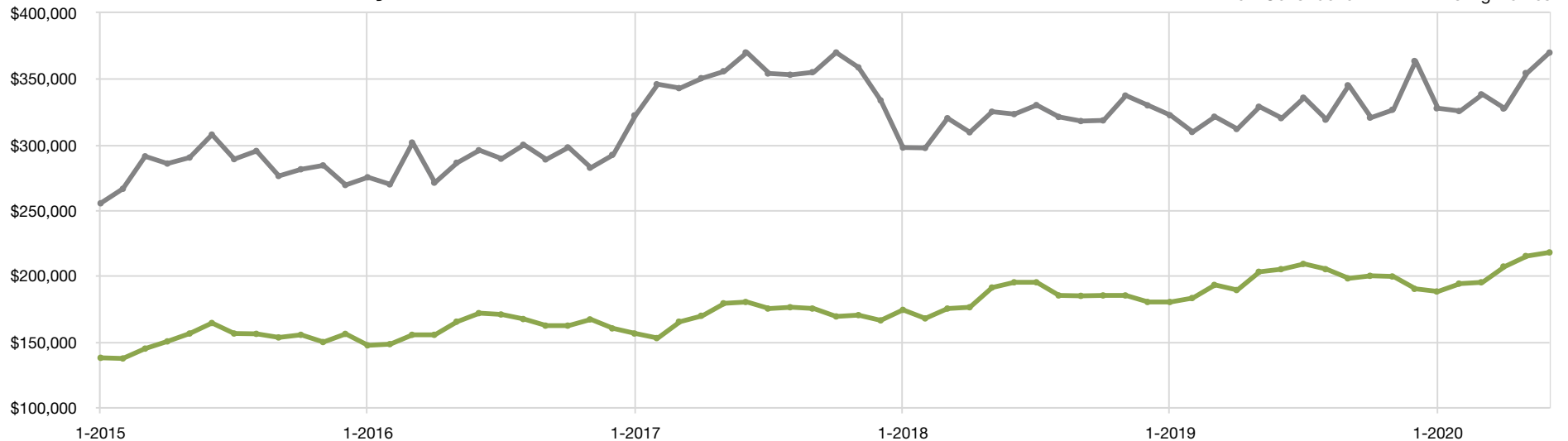
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$199,950	+ 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	\$338,109	+ 5.3%	\$195,000	+ 1.0%
Apr-2020	\$327,324	+ 5.0%	\$207,000	+ 9.5%
May-2020	\$354,327	+ 7.8%	\$215,000	+ 5.9%
<b>Jun-2020</b>	<b>\$369,900</b>	<b>+ 15.6%</b>	<b>\$217,750</b>	<b>+ 6.2%</b>
12-Month Avg*	\$338,000	+ 5.0%	\$201,500	+ 6.1%

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

## Historical Median Closed Price by Month





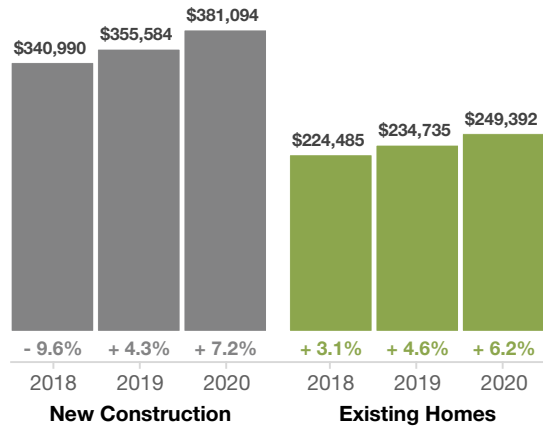
# Average Closed Price

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

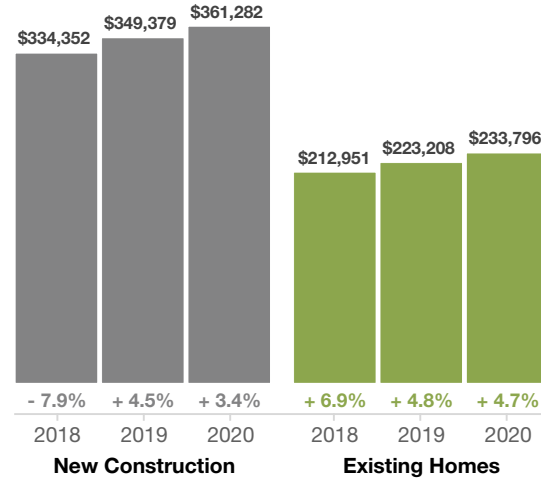


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## June



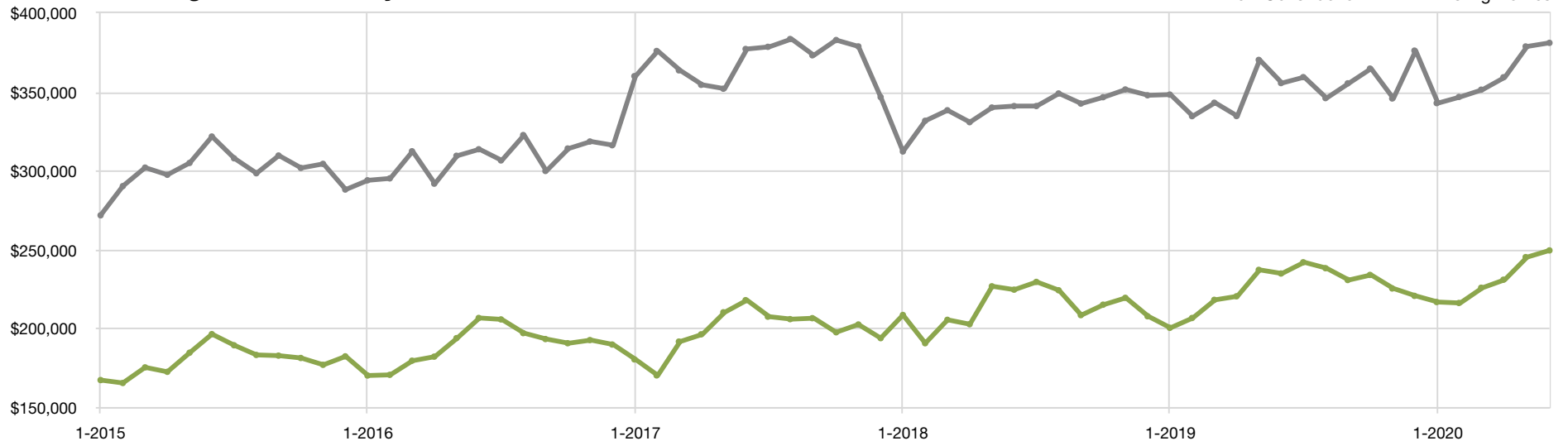
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$233,844	+ 8.8%
Nov-2019	\$345,812	- 1.6%	\$225,251	+ 2.7%
Dec-2019	\$376,179	+ 8.1%	\$220,556	+ 6.2%
Jan-2020	\$342,859	- 1.6%	\$216,625	+ 8.2%
Feb-2020	\$346,789	+ 3.6%	\$216,030	+ 4.6%
Mar-2020	\$351,396	+ 2.4%	\$225,705	+ 3.5%
Apr-2020	\$359,261	+ 7.4%	\$230,810	+ 4.8%
May-2020	\$378,820	+ 2.3%	\$245,135	+ 3.4%
<b>Jun-2020</b>	<b>\$381,094</b>	<b>+ 7.2%</b>	<b>\$249,392</b>	<b>+ 6.2%</b>
12-Month Avg*	\$359,475	+ 3.3%	\$233,118	+ 5.7%

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

## Historical Average Closed Price by Month



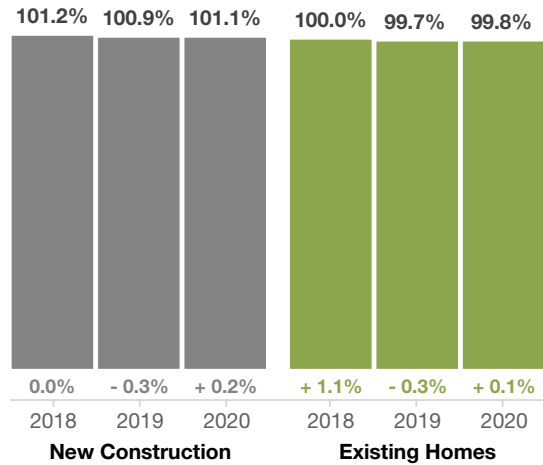
# Percent of List Price Received

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.

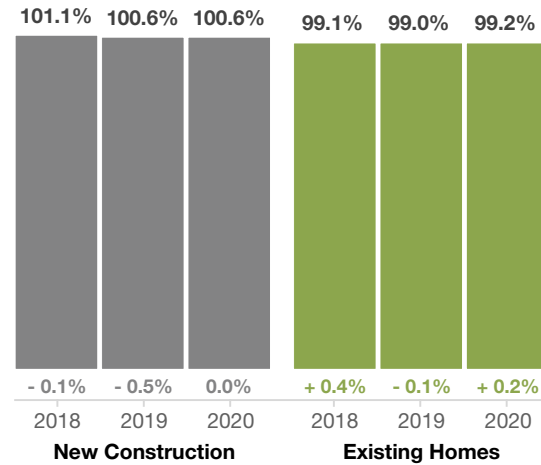


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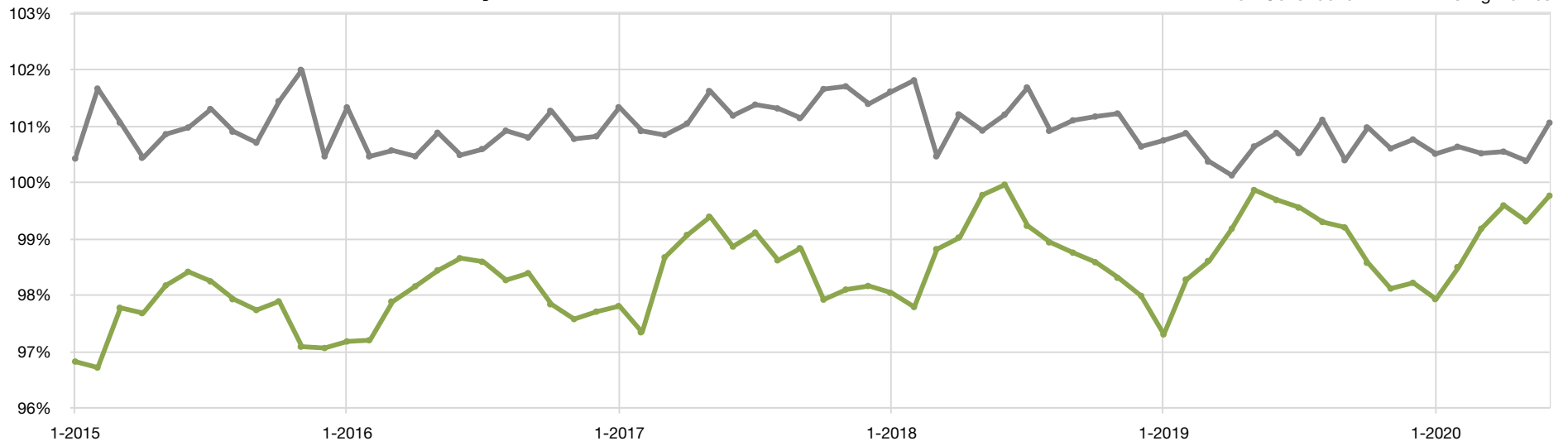
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	100.5%	- 0.2%	97.9%	+ 0.6%
Feb-2020	100.6%	- 0.3%	98.5%	+ 0.2%
Mar-2020	100.5%	+ 0.1%	99.2%	+ 0.6%
Apr-2020	100.5%	+ 0.4%	99.6%	+ 0.4%
May-2020	100.4%	- 0.2%	99.3%	- 0.6%
<b>Jun-2020</b>	<b>101.1%</b>	<b>+ 0.2%</b>	<b>99.8%</b>	<b>+ 0.1%</b>
12-Month Avg*	100.7%	- 0.2%	99.0%	+ 0.2%

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

## Historical Percent of List Price Received by Month



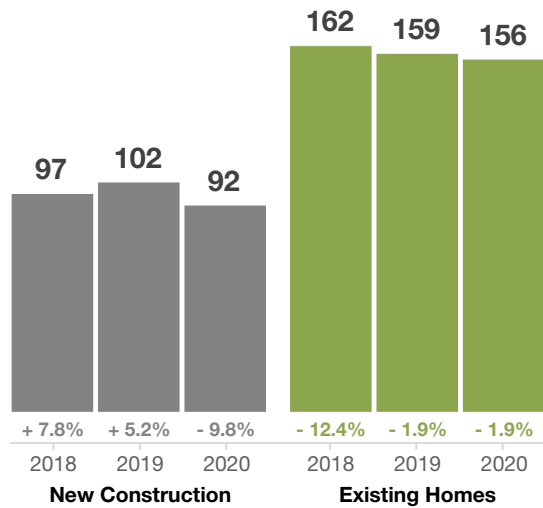
# Housing Affordability Index

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.

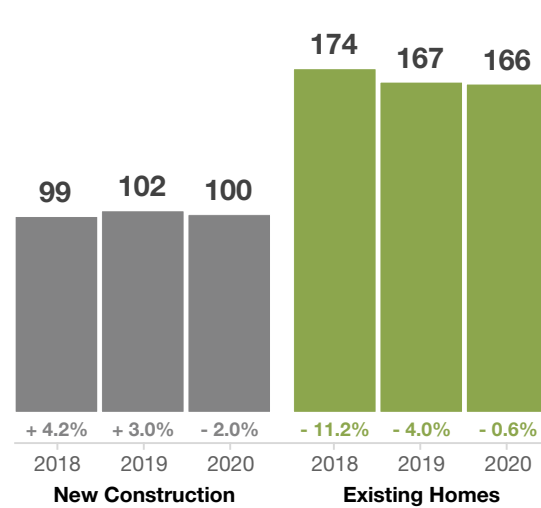


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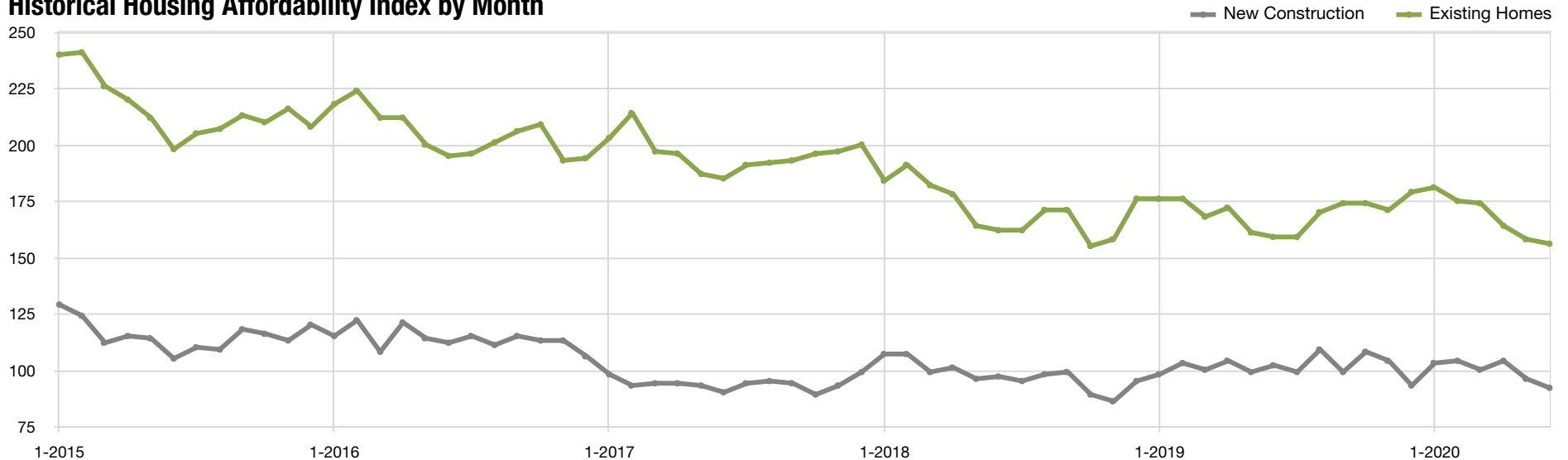


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Apr-2020	104	0.0%	164	- 4.7%
May-2020	96	- 3.0%	158	- 1.9%
<b>Jun-2020</b>	<b>92</b>	<b>- 9.8%</b>	<b>156</b>	<b>- 1.9%</b>
12-Month Avg	101	+ 4.1%	170	+ 1.8%

## Historical Housing Affordability Index by Month



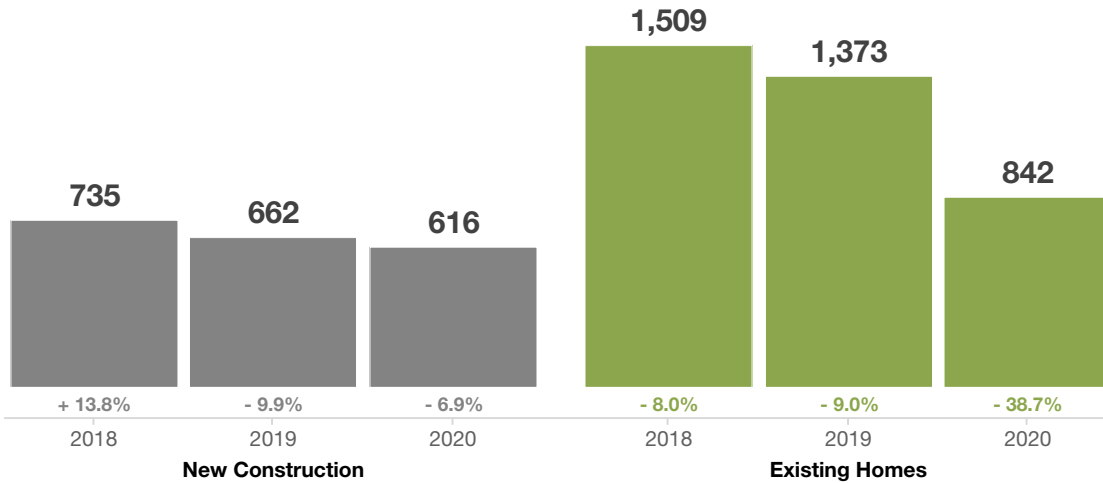
# Inventory of Homes for Sale

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



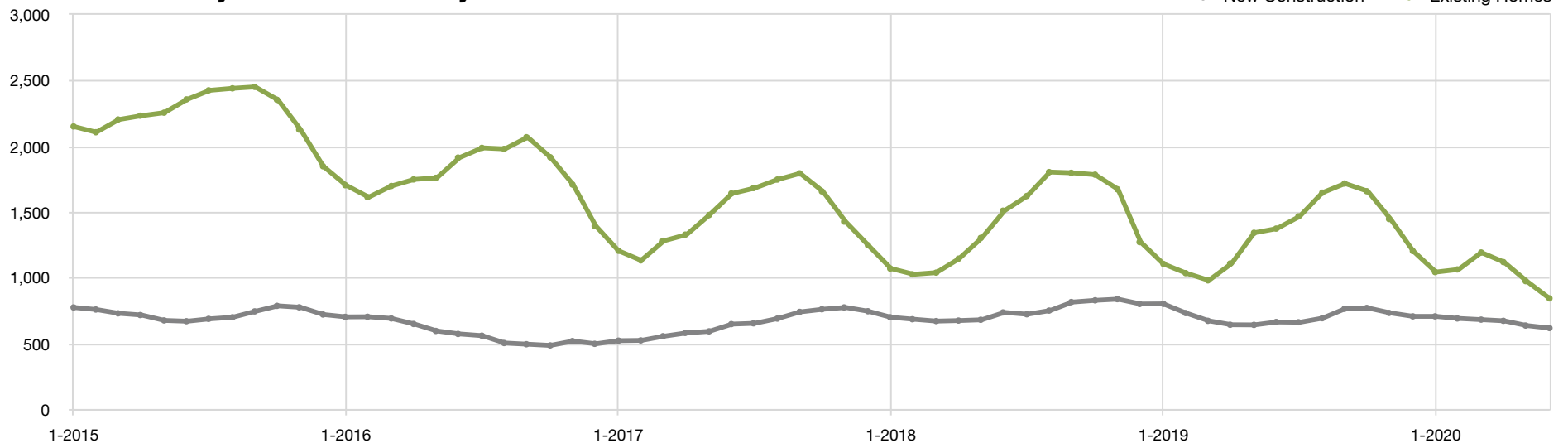
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2019	660	- 8.5%	1,466	- 9.6%
Aug-2019	691	- 7.7%	1,646	- 8.7%
Sep-2019	763	- 6.3%	1,716	- 4.5%
Oct-2019	769	- 7.0%	1,657	- 7.1%
Nov-2019	731	- 12.6%	1,446	- 13.5%
Dec-2019	705	- 11.8%	1,202	- 5.4%
Jan-2020	705	- 11.9%	1,042	- 5.6%
Feb-2020	689	- 5.6%	1,062	+ 2.7%
Mar-2020	680	+ 1.3%	1,191	+ 21.7%
Apr-2020	671	+ 4.7%	1,118	+ 1.0%
May-2020	635	- 0.8%	973	- 27.4%
<b>Jun-2020</b>	<b>616</b>	<b>- 6.9%</b>	<b>842</b>	<b>- 38.7%</b>
12-Month Avg	693	- 6.5%	1,280	- 9.0%

## Historical Inventory of Homes for Sale by Month



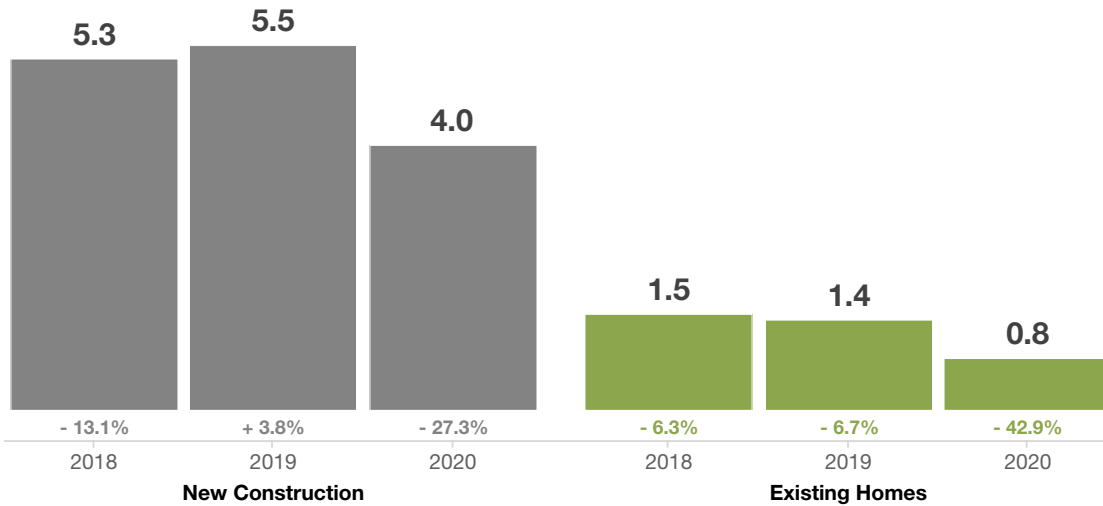
# Months Supply of Inventory

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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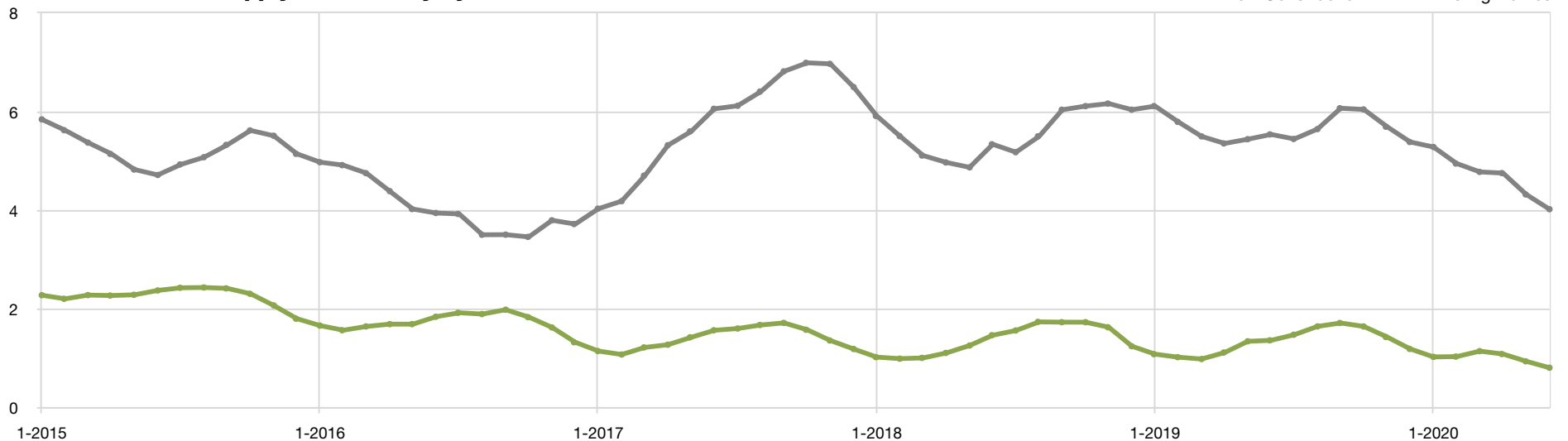
## June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	4.9	- 15.5%	1.0	0.0%
Mar-2020	4.8	- 12.7%	1.1	+ 10.0%
Apr-2020	4.8	- 11.1%	1.1	0.0%
May-2020	4.3	- 20.4%	0.9	- 30.8%
<b>Jun-2020</b>	<b>4.0</b>	<b>- 27.3%</b>	<b>0.8</b>	<b>- 42.9%</b>
12-Month Avg*	5.2	- 9.3%	1.3	- 8.6%

\* Months Supply for all properties from July 2019 through June 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	6-2019	6-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,867	<b>1,759</b>	- 5.8%	9,484	<b>9,669</b>	+ 2.0%
<b>Pending Sales</b>		1,444	<b>1,605</b>	+ 11.1%	7,350	<b>8,049</b>	+ 9.5%
<b>Closed Sales</b>		1,418	<b>1,476</b>	+ 4.1%	6,316	<b>6,363</b>	+ 0.7%
<b>Days on Market Until Sale</b>		23	<b>22</b>	- 4.3%	30	<b>26</b>	- 13.3%
<b>Median Closed Price</b>		\$222,000	<b>\$229,000</b>	+ 3.2%	\$209,300	<b>\$218,500</b>	+ 4.4%
<b>Average Closed Price</b>		\$248,295	<b>\$261,267</b>	+ 5.2%	\$238,922	<b>\$248,529</b>	+ 4.0%
<b>Percent of List Price Received</b>		99.8%	<b>99.9%</b>	+ 0.1%	99.2%	<b>99.3%</b>	+ 0.1%
<b>Housing Affordability Index</b>		147	<b>149</b>	+ 1.4%	156	<b>156</b>	0.0%
<b>Inventory of Homes for Sale</b>		2,035	<b>1,458</b>	- 28.4%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>1.2</b>	- 33.3%	—	—	—