

# Monthly Indicators

Omaha 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 decreased 9.9 percent for New Construction and 20.0 percent for Existing Homes. Pending Sales increased 57.8 percent for New Construction and 10.8 percent for Existing Homes. Inventory decreased 24.4 percent for New Construction and 52.2 percent for Existing Homes.

Median Closed Price increased 11.7 percent for New Construction and 7.6 percent for Existing Homes. Days on Market decreased 21.9 percent for New Construction and 21.4 percent for Existing Homes. Months Supply of Inventory decreased 42.9 percent for New Construction and 56.3 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

**+ 10.0%**

Change in  
**Median Closed Price**  
All Properties

**- 44.0%**

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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		243	<b>219</b>	- 9.9%	1,653	<b>1,949</b>	+ 17.9%
<b>Pending Sales</b>		109	<b>172</b>	+ 57.8%	1,127	<b>1,521</b>	+ 35.0%
<b>Closed Sales</b>		143	<b>148</b>	+ 3.5%	1,056	<b>1,127</b>	+ 6.7%
<b>Days on Market Until Sale</b>		73	<b>57</b>	- 21.9%	89	<b>74</b>	- 16.9%
<b>Median Closed Price</b>		\$319,000	<b>\$356,285</b>	+ 11.7%	\$321,362	<b>\$338,000</b>	+ 5.2%
<b>Average Closed Price</b>		\$347,065	<b>\$387,563</b>	+ 11.7%	\$350,212	<b>\$363,365</b>	+ 3.8%
<b>Percent of List Price Received</b>		101.1%	<b>100.3%</b>	- 0.8%	100.6%	<b>100.5%</b>	- 0.1%
<b>Housing Affordability Index</b>		109	<b>101</b>	- 7.3%	108	<b>106</b>	- 1.9%
<b>Inventory of Homes for Sale</b>		692	<b>523</b>	- 24.4%	—	—	—
<b>Months Supply of Inventory</b>		5.6	<b>3.2</b>	- 42.9%	—	—	—

# 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	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,734	<b>1,388</b>	- 20.0%	11,643	<b>11,210</b>	- 3.7%
<b>Pending Sales</b>		1,157	<b>1,282</b>	+ 10.8%	8,716	<b>9,491</b>	+ 8.9%
<b>Closed Sales</b>		1,217	<b>1,198</b>	- 1.6%	8,098	<b>8,383</b>	+ 3.5%
<b>Days on Market Until Sale</b>		14	<b>11</b>	- 21.4%	18	<b>17</b>	- 5.6%
<b>Median Closed Price</b>		\$205,000	<b>\$220,500</b>	+ 7.6%	\$198,000	<b>\$210,000</b>	+ 6.1%
<b>Average Closed Price</b>		\$238,114	<b>\$260,671</b>	+ 9.5%	\$228,569	<b>\$243,179</b>	+ 6.4%
<b>Percent of List Price Received</b>		99.3%	<b>100.4%</b>	+ 1.1%	99.2%	<b>99.5%</b>	+ 0.3%
<b>Housing Affordability Index</b>		170	<b>163</b>	- 4.1%	176	<b>171</b>	- 2.8%
<b>Inventory of Homes for Sale</b>		1,647	<b>788</b>	- 52.2%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>0.7</b>	- 56.3%	—	—	—

# New Listings

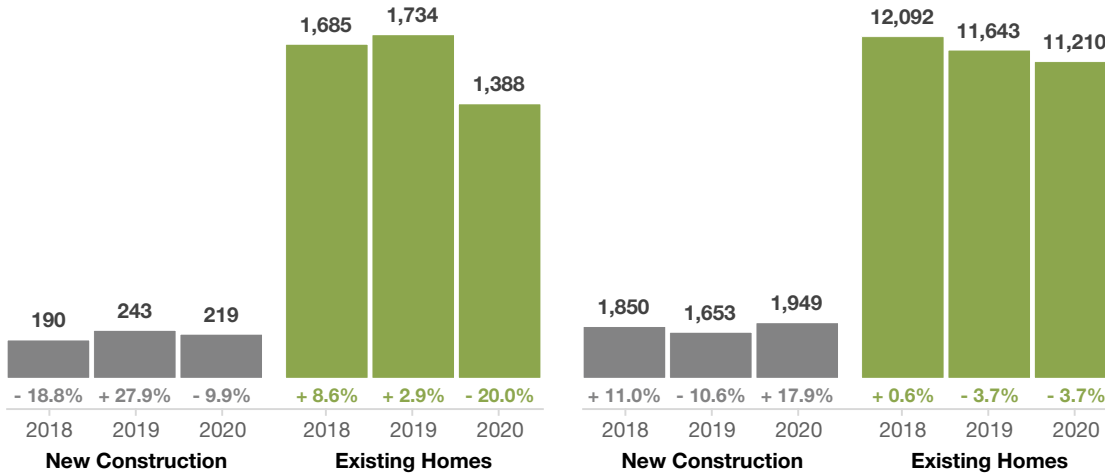
A count of the properties that have been newly listed on the market in a given month.



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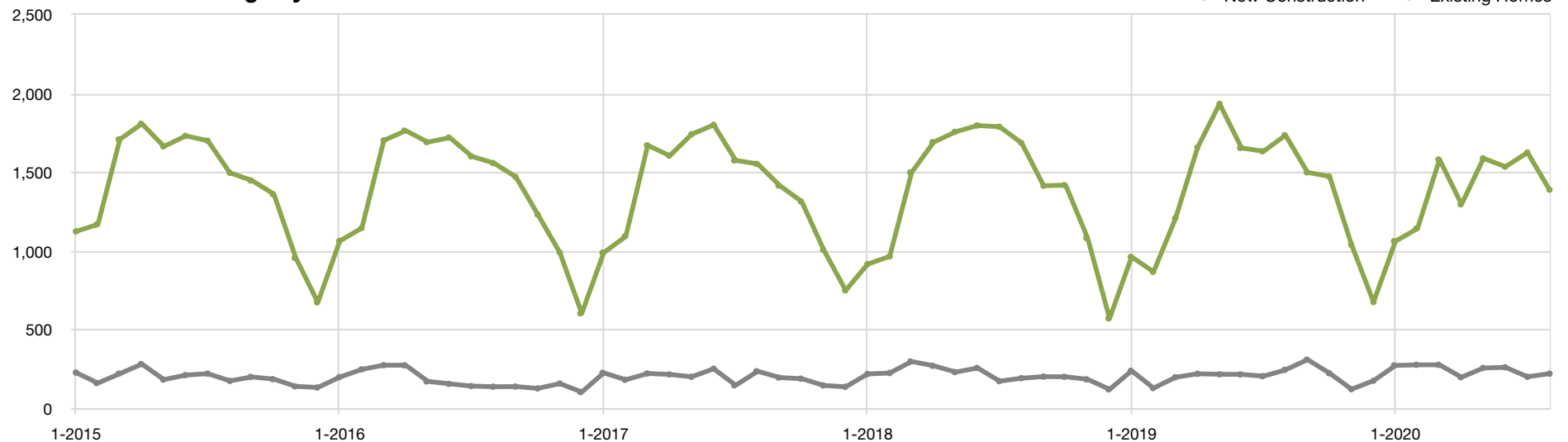
## August

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	308	+ 54.0%	1,498	+ 6.0%
Oct-2019	222	+ 11.6%	1,472	+ 3.9%
Nov-2019	120	- 34.4%	1,038	- 4.0%
Dec-2019	174	+ 46.2%	674	+ 18.2%
Jan-2020	271	+ 14.3%	1,061	+ 10.4%
Feb-2020	275	+ 116.5%	1,141	+ 31.8%
Mar-2020	275	+ 40.3%	1,580	+ 30.9%
Apr-2020	196	- 10.1%	1,295	- 21.8%
May-2020	255	+ 18.6%	1,587	- 17.9%
Jun-2020	259	+ 21.0%	1,534	- 7.2%
Jul-2020	199	- 2.0%	1,624	- 0.5%
<b>Aug-2020</b>	<b>219</b>	<b>- 9.9%</b>	<b>1,388</b>	<b>- 20.0%</b>
12-Month Avg	231	+ 17.9%	1,324	- 1.5%

## Historical New Listings by Month



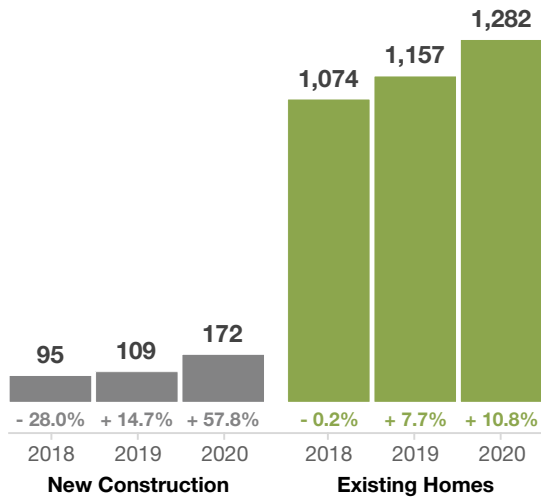
# Pending Sales

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

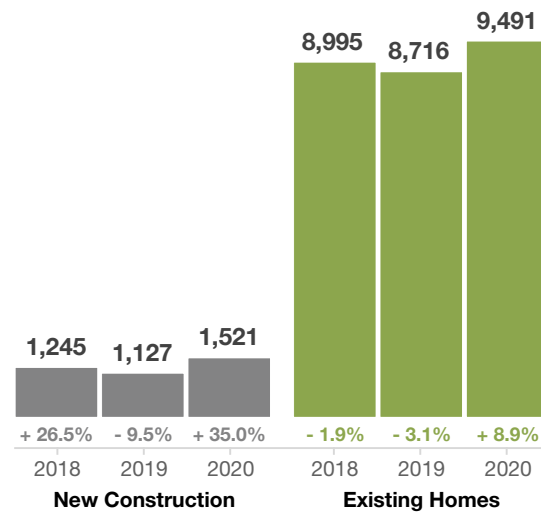


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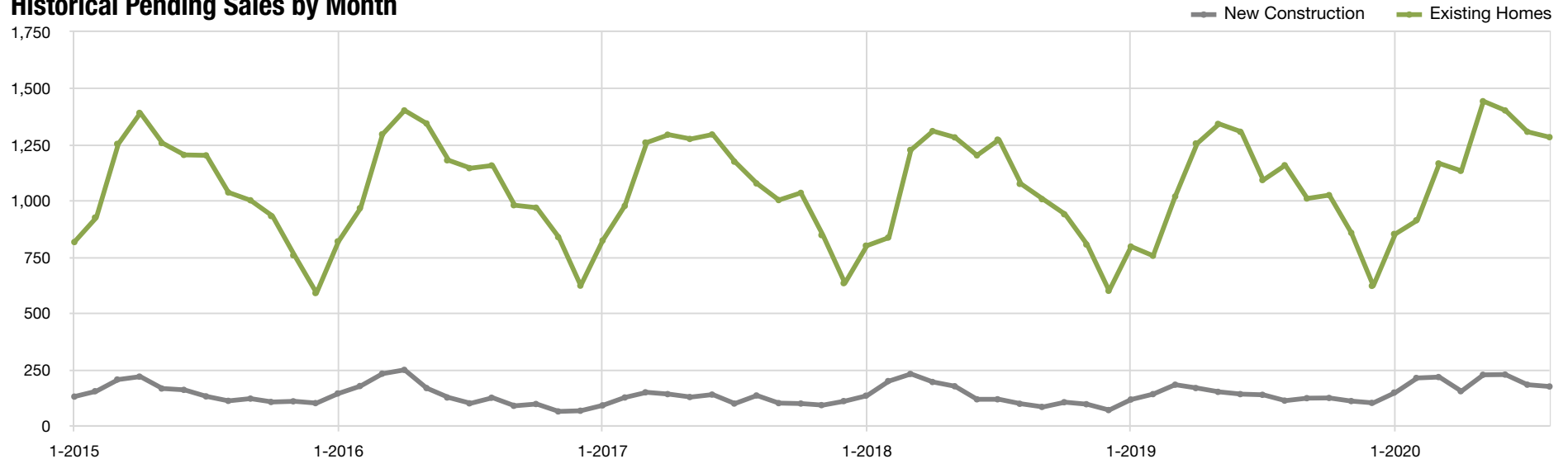


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	120	+ 48.1%	1,009	+ 0.3%
Oct-2019	121	+ 18.6%	1,024	+ 9.1%
Nov-2019	107	+ 15.1%	856	+ 6.5%
Dec-2019	99	+ 47.8%	620	+ 3.7%
Jan-2020	145	+ 27.2%	851	+ 7.0%
Feb-2020	210	+ 52.2%	912	+ 21.0%
Mar-2020	214	+ 18.9%	1,165	+ 14.4%
Apr-2020	151	- 8.5%	1,132	- 9.7%
May-2020	224	+ 51.4%	1,442	+ 7.5%
Jun-2020	225	+ 63.0%	1,401	+ 7.3%
Jul-2020	180	+ 33.3%	1,306	+ 19.7%
<b>Aug-2020</b>	<b>172</b>	<b>+ 57.8%</b>	<b>1,282</b>	<b>+ 10.8%</b>
12-Month Avg	164	+ 33.3%	1,083	+ 7.8%

## Historical Pending Sales by Month



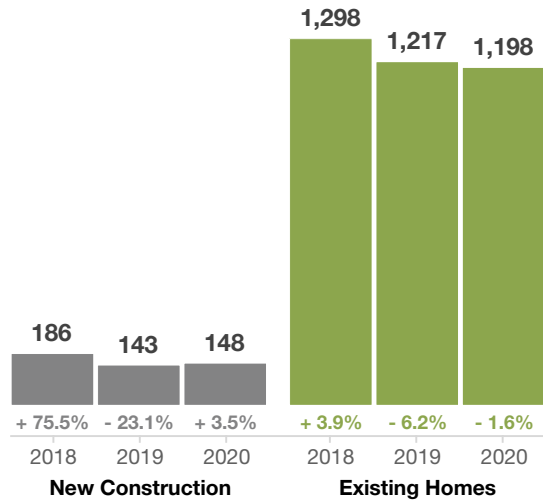
# Closed Sales

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

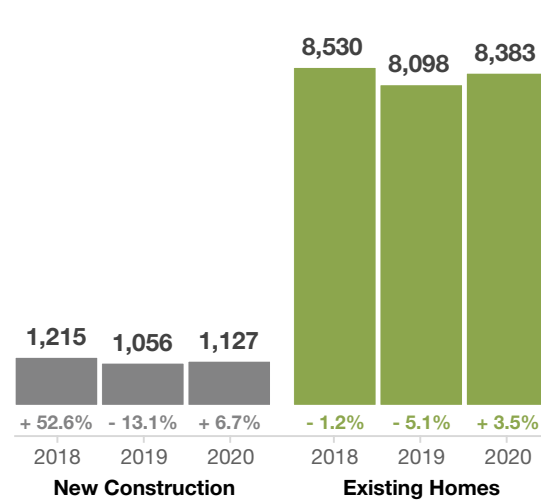


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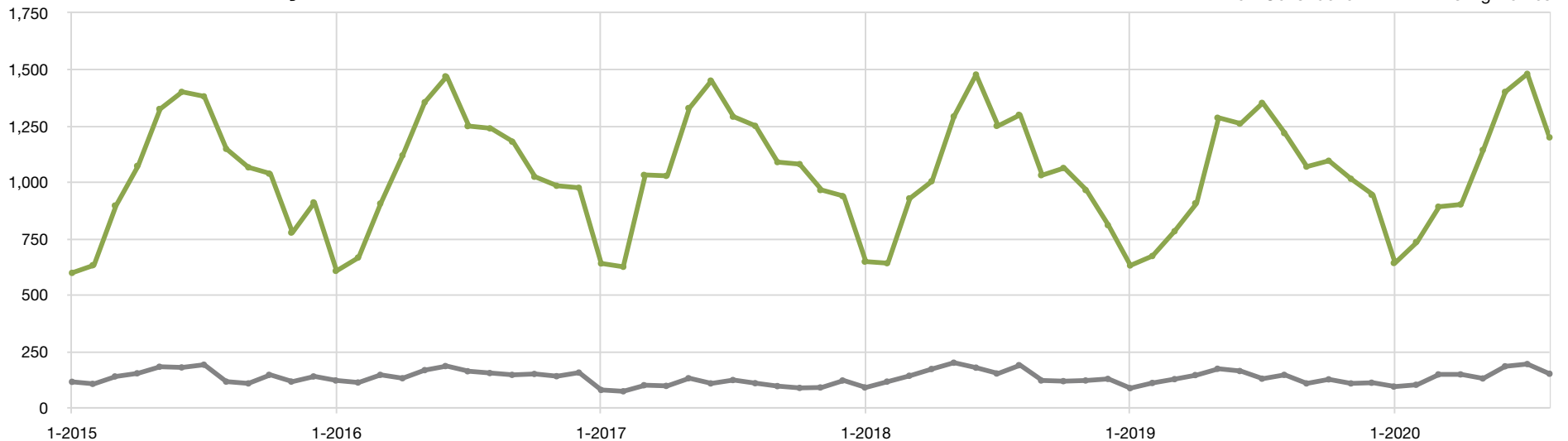


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	91	+ 8.3%	640	+ 1.7%
Feb-2020	99	- 7.5%	733	+ 9.2%
Mar-2020	145	+ 16.9%	890	+ 14.0%
Apr-2020	145	+ 2.1%	900	- 0.6%
May-2020	127	- 25.3%	1,142	- 11.1%
Jun-2020	181	+ 13.1%	1,400	+ 11.2%
Jul-2020	191	+ 51.6%	1,480	+ 9.5%
<b>Aug-2020</b>	<b>148</b>	<b>+ 3.5%</b>	<b>1,198</b>	<b>- 1.6%</b>
12-Month Avg	131	+ 2.3%	1,042	+ 4.5%

## Historical Closed Sales by Month



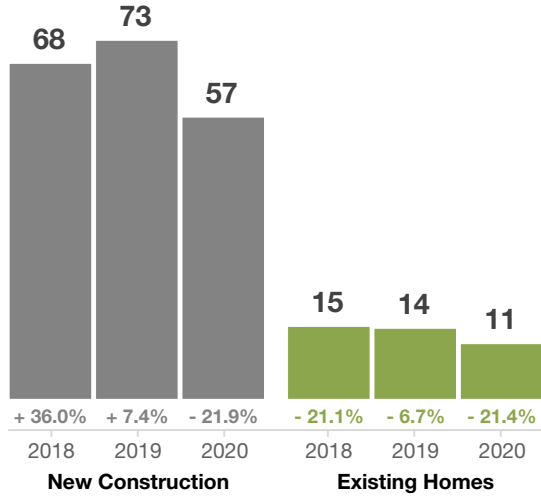
# Days on Market Until Sale

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

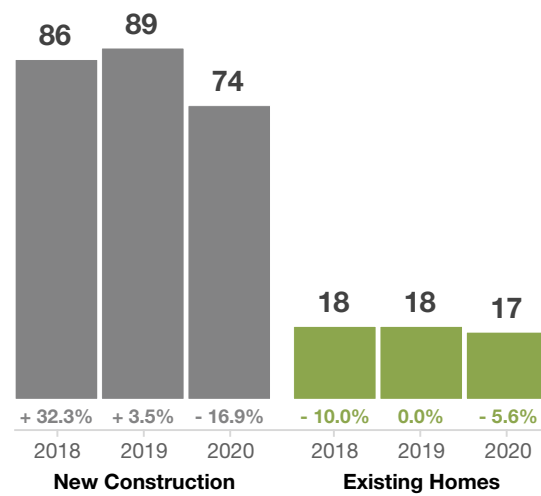


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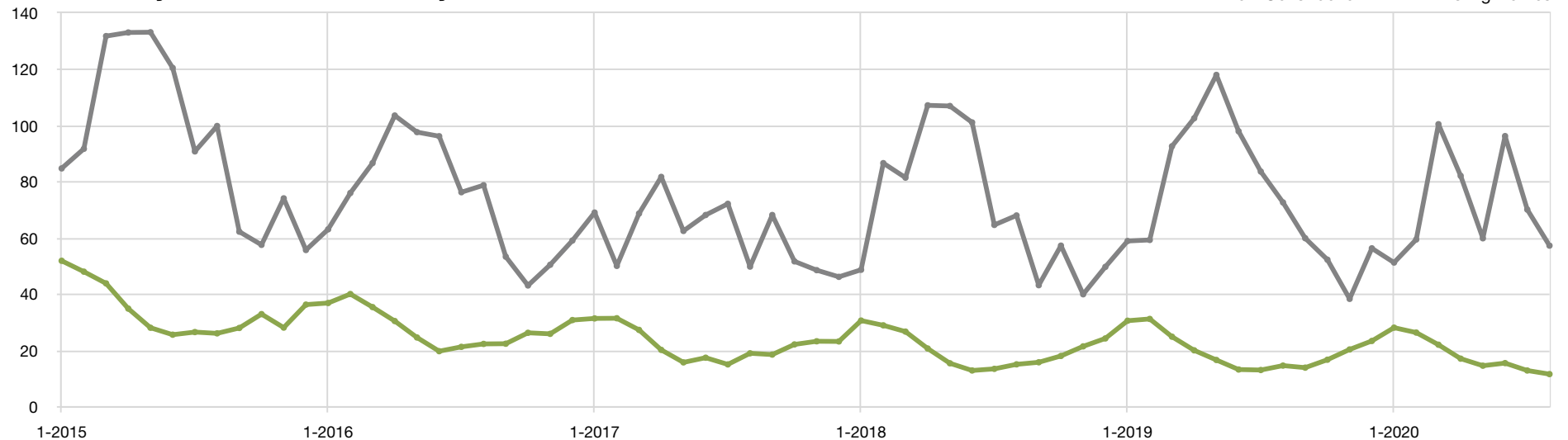
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	100	+ 7.5%	22	- 12.0%
Apr-2020	82	- 20.4%	17	- 15.0%
May-2020	60	- 49.2%	14	- 12.5%
Jun-2020	96	- 2.0%	15	+ 15.4%
Jul-2020	70	- 16.7%	13	0.0%
<b>Aug-2020</b>	<b>57</b>	<b>- 21.9%</b>	<b>11</b>	<b>- 21.4%</b>
12-Month Avg*	68	- 10.6%	17	- 7.6%

\* 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



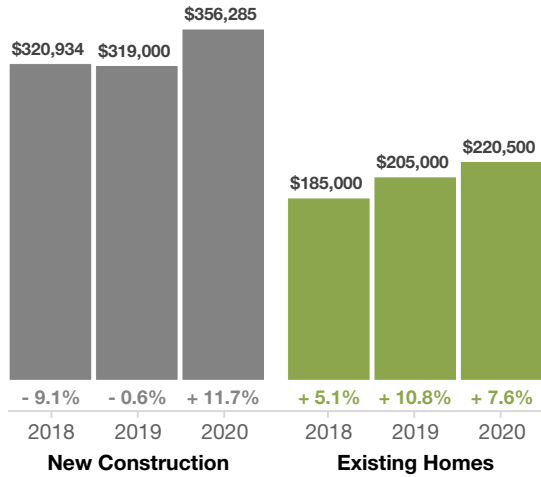
# Median Closed Price

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

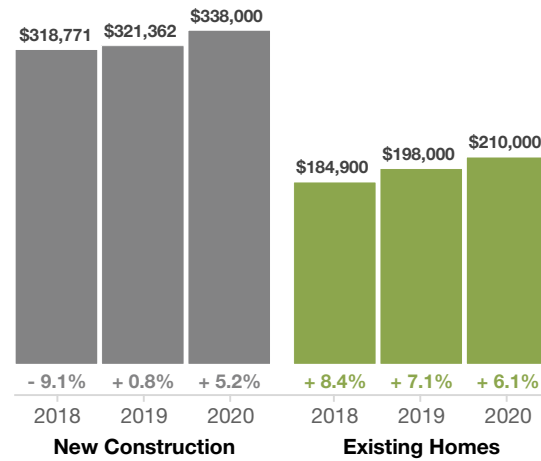


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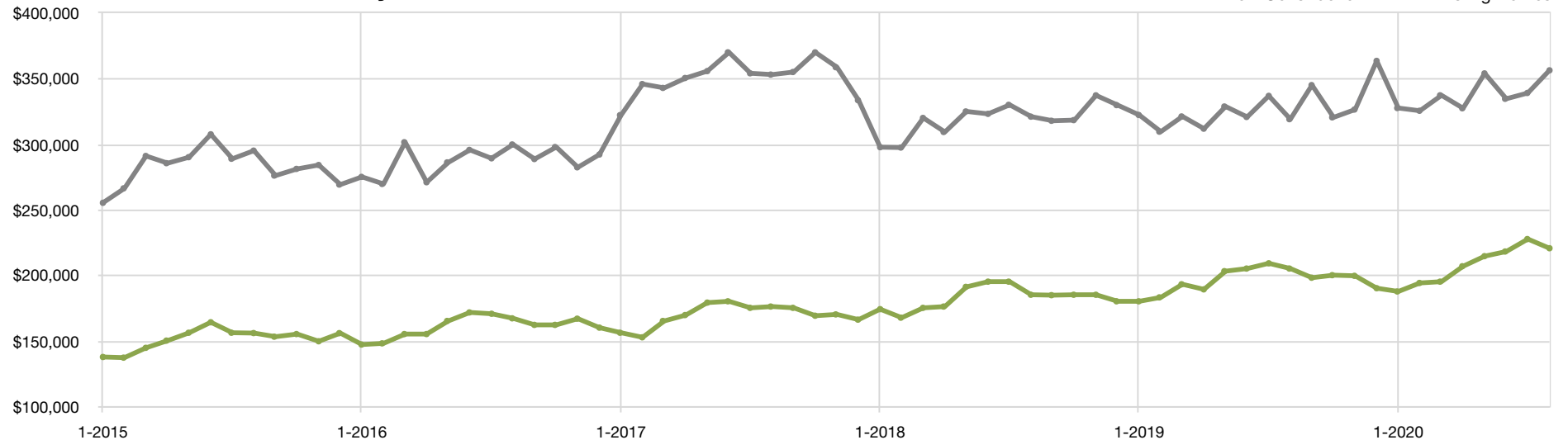
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$187,500	+ 4.2%
Feb-2020	\$325,419	+ 5.2%	\$194,000	+ 6.0%
Mar-2020	\$337,217	+ 5.0%	\$195,000	+ 1.0%
Apr-2020	\$327,324	+ 5.0%	\$206,750	+ 9.3%
May-2020	\$353,946	+ 7.7%	\$214,450	+ 5.6%
Jun-2020	\$334,565	+ 4.3%	\$218,000	+ 6.3%
Jul-2020	\$339,000	+ 0.7%	\$227,500	+ 8.9%
<b>Aug-2020</b>	<b>\$356,285</b>	<b>+ 11.7%</b>	<b>\$220,500</b>	<b>+ 7.6%</b>
12-Month Avg*	\$339,000	+ 5.3%	\$206,000	+ 6.7%

\* 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





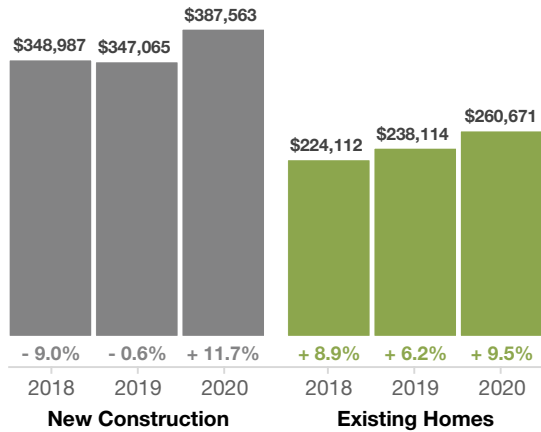
# Average Closed Price

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

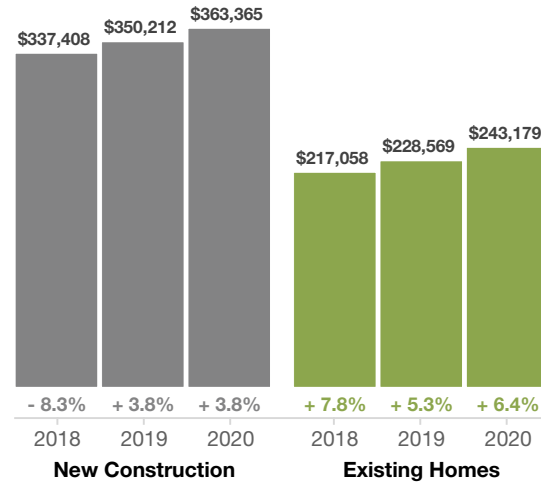


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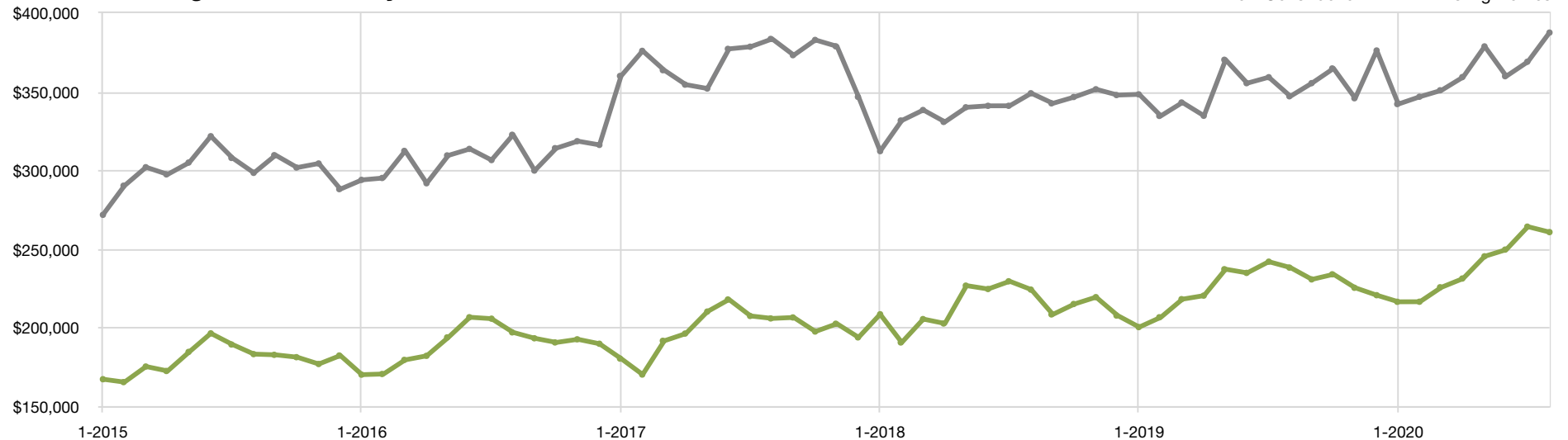
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$225,270	+ 2.7%
Dec-2019	\$376,179	+ 8.1%	\$220,556	+ 6.2%
Jan-2020	\$342,112	- 1.8%	\$216,352	+ 8.0%
Feb-2020	\$346,789	+ 3.6%	\$216,390	+ 4.8%
Mar-2020	\$350,876	+ 2.3%	\$225,592	+ 3.5%
Apr-2020	\$359,261	+ 7.4%	\$231,147	+ 4.9%
May-2020	\$378,789	+ 2.3%	\$245,279	+ 3.5%
Jun-2020	\$359,822	+ 1.2%	\$249,542	+ 6.3%
Jul-2020	\$369,035	+ 2.7%	\$264,140	+ 9.2%
<b>Aug-2020</b>	<b>\$387,563</b>	<b>+ 11.7%</b>	<b>\$260,671</b>	<b>+ 9.5%</b>
12-Month Avg*	\$362,651	+ 3.8%	\$238,128	+ 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



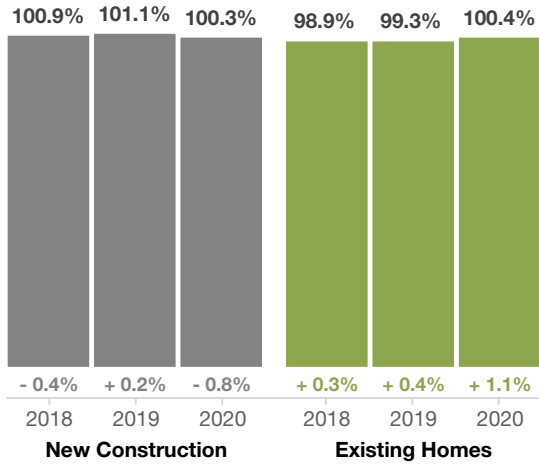
# Percent of List Price Received

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.

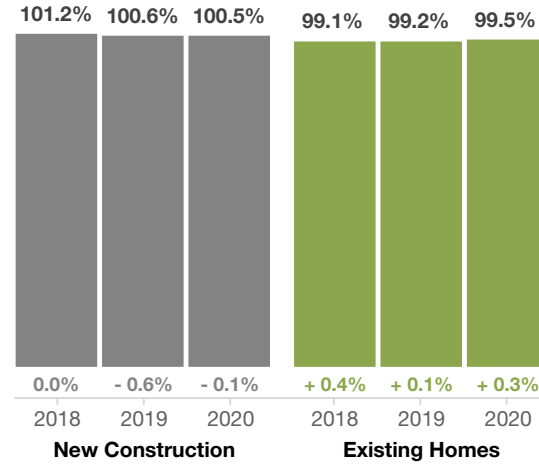


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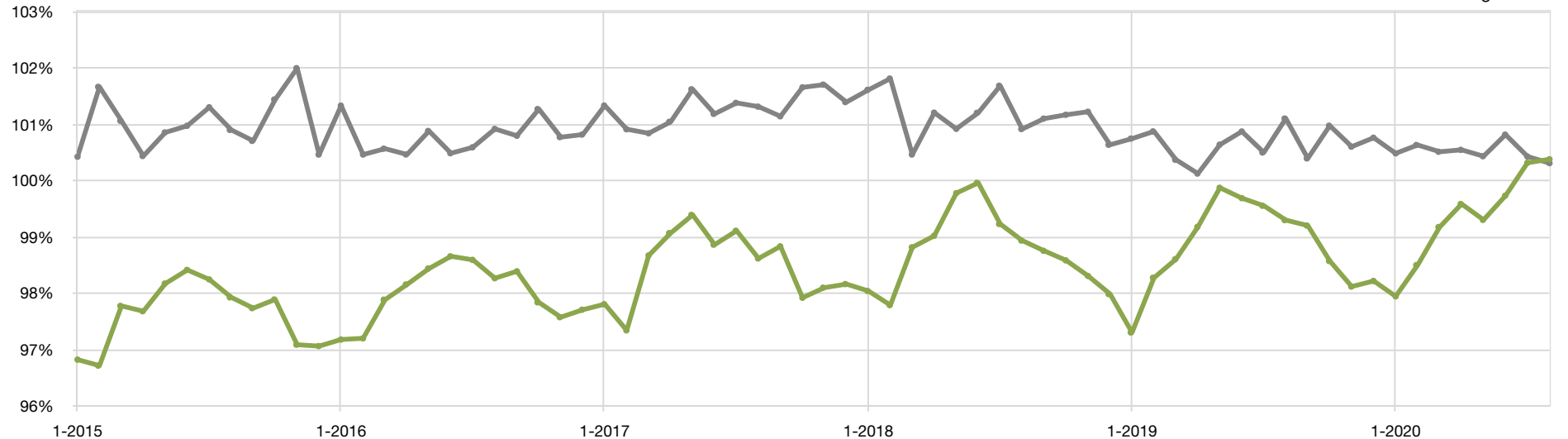
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Jun-2020	100.8%	- 0.1%	99.7%	0.0%
Jul-2020	100.4%	- 0.1%	100.3%	+ 0.8%
<b>Aug-2020</b>	<b>100.3%</b>	<b>- 0.8%</b>	<b>100.4%</b>	<b>+ 1.1%</b>
12-Month Avg*	100.6%	- 0.2%	99.2%	+ 0.3%

\* 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



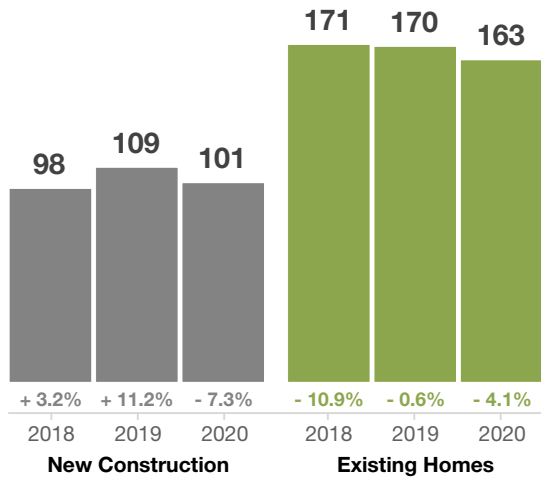
# Housing Affordability Index

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.

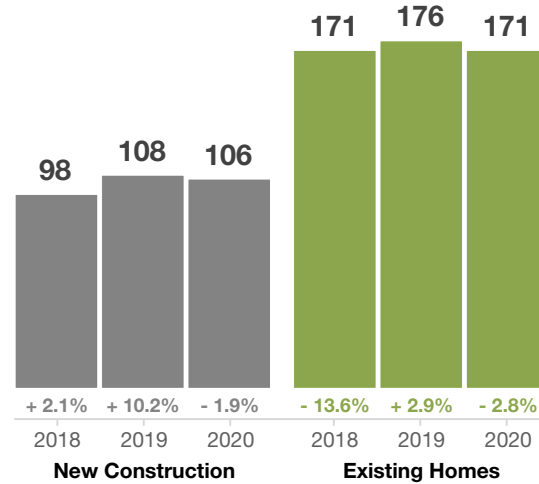


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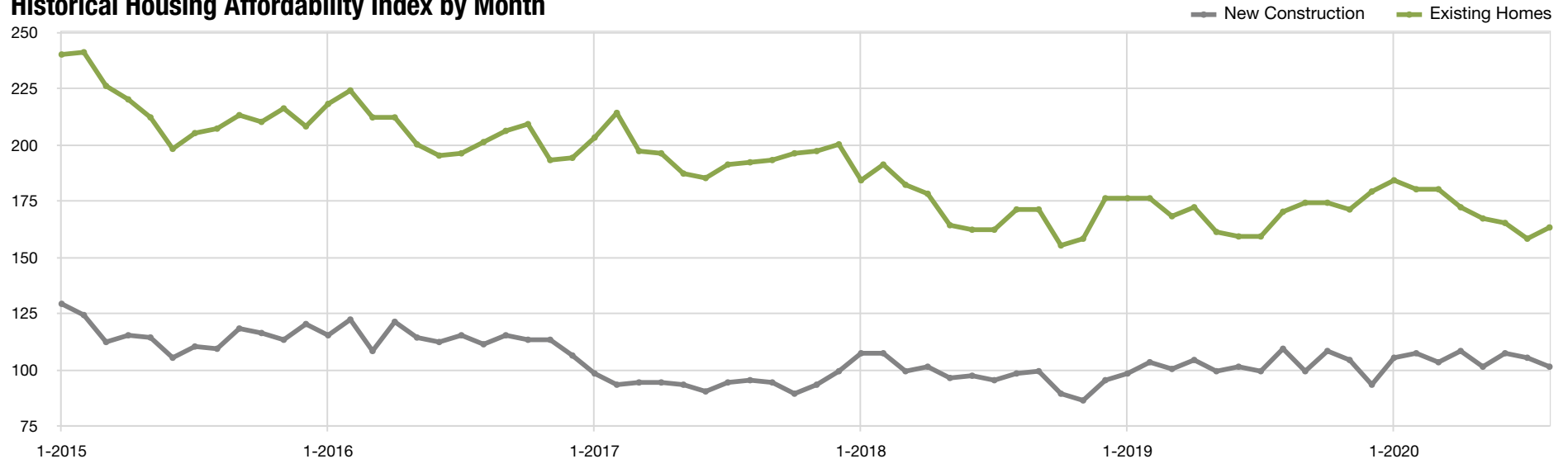


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	105	+ 7.1%	184	+ 4.5%
Feb-2020	107	+ 3.9%	180	+ 2.3%
Mar-2020	103	+ 3.0%	180	+ 7.1%
Apr-2020	108	+ 3.8%	172	0.0%
May-2020	101	+ 2.0%	167	+ 3.7%
Jun-2020	107	+ 5.9%	165	+ 3.8%
Jul-2020	105	+ 6.1%	158	- 0.6%
<b>Aug-2020</b>	<b>101</b>	<b>- 7.3%</b>	<b>163</b>	<b>- 4.1%</b>
12-Month Avg	103	+ 4.0%	172	+ 3.0%

## Historical Housing Affordability Index by Month



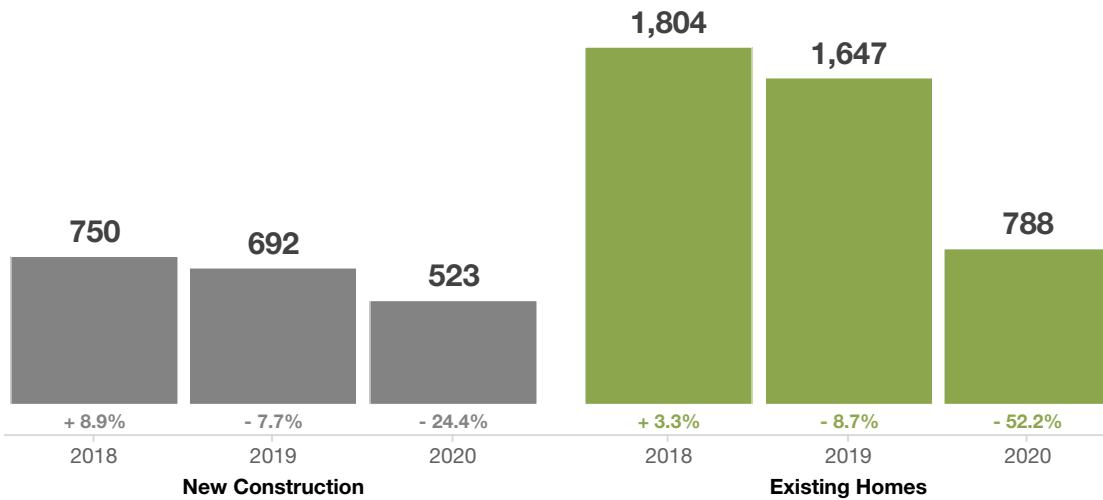
# Inventory of Homes for Sale

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



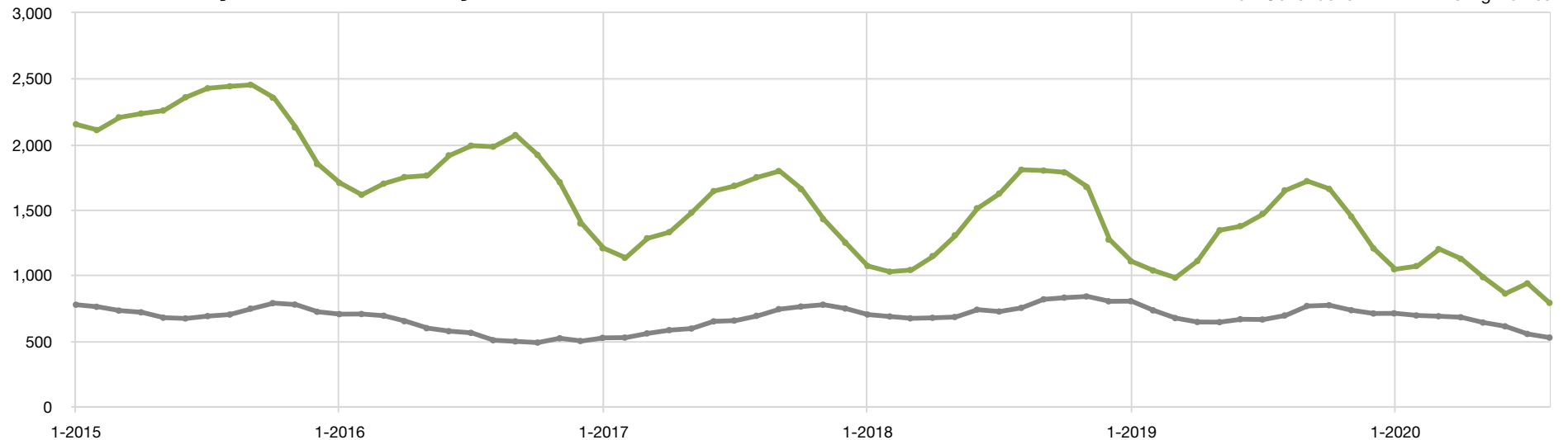
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2019	764	- 6.3%	1,717	- 4.5%
Oct-2019	770	- 7.0%	1,658	- 7.1%
Nov-2019	732	- 12.5%	1,447	- 13.5%
Dec-2019	707	- 11.6%	1,204	- 5.3%
Jan-2020	708	- 11.6%	1,045	- 5.4%
Feb-2020	692	- 5.3%	1,069	+ 3.3%
Mar-2020	686	+ 2.1%	1,198	+ 22.2%
Apr-2020	678	+ 5.6%	1,124	+ 1.4%
May-2020	638	- 0.5%	984	- 26.7%
Jun-2020	609	- 8.1%	859	- 37.5%
Jul-2020	551	- 16.6%	937	- 36.1%
<b>Aug-2020</b>	<b>523</b>	<b>- 24.4%</b>	<b>788</b>	<b>- 52.2%</b>
12-Month Avg	672	- 8.2%	1,169	- 15.4%

## Historical Inventory of Homes for Sale by Month



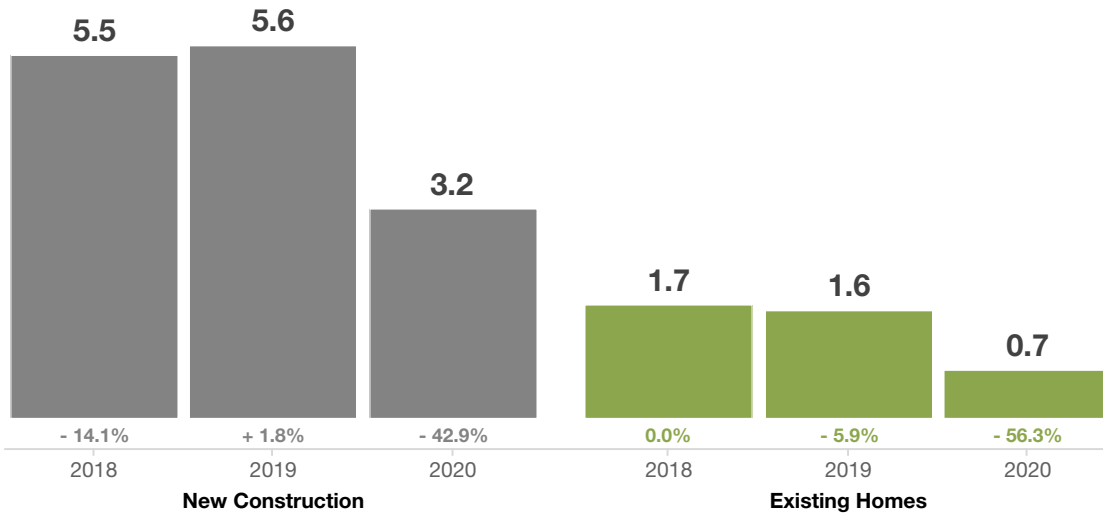
# Months Supply of Inventory

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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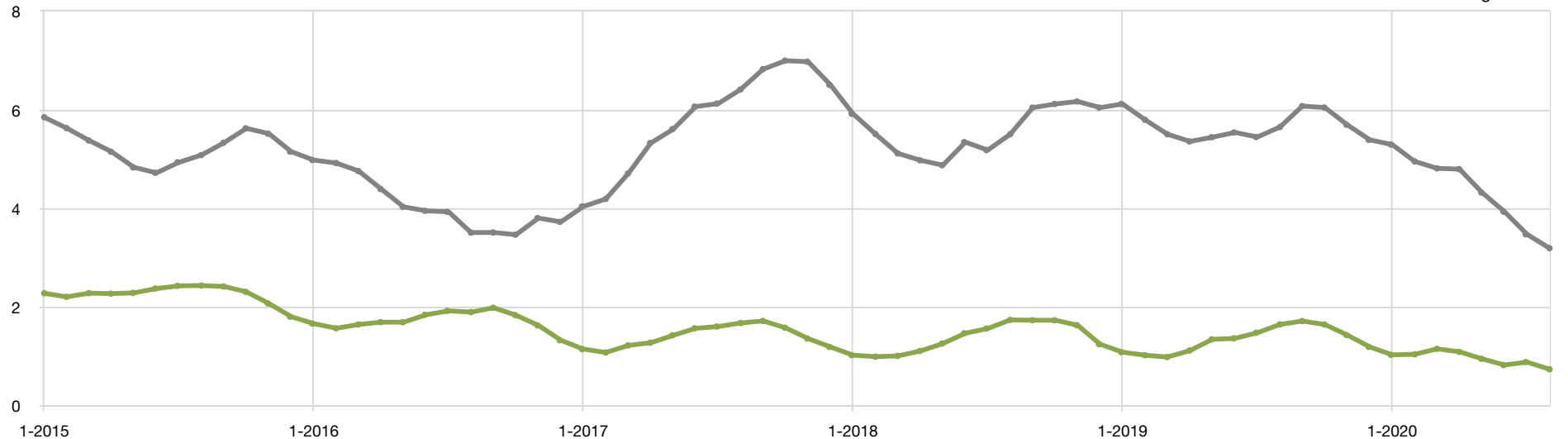
## August



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	4.8	- 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%
Jun-2020	3.9	- 29.1%	0.8	- 42.9%
Jul-2020	3.5	- 35.2%	0.9	- 40.0%
<b>Aug-2020</b>	<b>3.2</b>	<b>- 42.9%</b>	<b>0.7</b>	<b>- 56.3%</b>
12-Month Avg*	4.8	- 16.3%	1.1	- 16.6%

\* 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	8-2019	8-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,977	<b>1,607</b>	- 18.7%	13,296	<b>13,159</b>	- 1.0%
<b>Pending Sales</b>		1,266	<b>1,454</b>	+ 14.8%	9,843	<b>11,012</b>	+ 11.9%
<b>Closed Sales</b>		1,360	<b>1,346</b>	- 1.0%	9,154	<b>9,510</b>	+ 3.9%
<b>Days on Market Until Sale</b>		21	<b>16</b>	- 23.8%	27	<b>24</b>	- 11.1%
<b>Median Closed Price</b>		\$216,450	<b>\$238,000</b>	+ 10.0%	\$210,100	<b>\$225,000</b>	+ 7.1%
<b>Average Closed Price</b>		\$249,570	<b>\$274,634</b>	+ 10.0%	\$242,609	<b>\$257,429</b>	+ 6.1%
<b>Percent of List Price Received</b>		99.5%	<b>100.4%</b>	+ 0.9%	99.3%	<b>99.7%</b>	+ 0.4%
<b>Housing Affordability Index</b>		161	<b>151</b>	- 6.2%	166	<b>160</b>	- 3.6%
<b>Inventory of Homes for Sale</b>		2,339	<b>1,311</b>	- 44.0%	—	—	—
<b>Months Supply of Inventory</b>		2.1	<b>1.1</b>	- 47.6%	—	—	—