

# Monthly Indicators

Omaha Area Region



## November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings increased 78.5 percent for New Construction but decreased 18.6 percent for Existing Homes. Pending Sales increased 52.8 percent for New Construction but decreased 7.4 percent for Existing Homes. Inventory decreased 33.3 percent for New Construction and 53.9 percent for Existing Homes.

Median Closed Price increased 17.5 percent for New Construction and 13.1 percent for Existing Homes. Days on Market increased 28.9 percent for New Construction but decreased 45.0 percent for Existing Homes. Months Supply of Inventory decreased 52.6 percent for New Construction and 57.1 percent for Existing Homes.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

## Quick Facts

**+ 7.8%**

Change in  
**Closed Sales**  
All Properties

**+ 15.6%**

Change in  
**Median Closed Price**  
All Properties

**- 47.0%**

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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		121	<b>216</b>	+ 78.5%	2,305	<b>2,632</b>	+ 14.2%
<b>Pending Sales</b>		108	<b>165</b>	+ 52.8%	1,477	<b>2,093</b>	+ 41.7%
<b>Closed Sales</b>		105	<b>132</b>	+ 25.7%	1,390	<b>1,651</b>	+ 18.8%
<b>Days on Market Until Sale</b>		38	<b>49</b>	+ 28.9%	80	<b>68</b>	- 15.0%
<b>Median Closed Price</b>		\$326,367	<b>\$383,464</b>	+ 17.5%	\$323,145	<b>\$348,668</b>	+ 7.9%
<b>Average Closed Price</b>		\$345,812	<b>\$398,777</b>	+ 15.3%	\$351,567	<b>\$372,971</b>	+ 6.1%
<b>Percent of List Price Received</b>		100.6%	<b>100.8%</b>	+ 0.2%	100.6%	<b>100.6%</b>	0.0%
<b>Housing Affordability Index</b>		104	<b>94</b>	- 9.6%	105	<b>103</b>	- 1.9%
<b>Inventory of Homes for Sale</b>		733	<b>489</b>	- 33.3%	—	—	—
<b>Months Supply of Inventory</b>		5.7	<b>2.7</b>	- 52.6%	—	—	—

# 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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,038	<b>845</b>	- 18.6%	15,659	<b>14,920</b>	- 4.7%
<b>Pending Sales</b>		856	<b>793</b>	- 7.4%	11,606	<b>12,676</b>	+ 9.2%
<b>Closed Sales</b>		1,015	<b>1,075</b>	+ 5.9%	11,283	<b>12,062</b>	+ 6.9%
<b>Days on Market Until Sale</b>		20	<b>11</b>	- 45.0%	18	<b>15</b>	- 16.7%
<b>Median Closed Price</b>		\$199,000	<b>\$225,000</b>	+ 13.1%	\$198,000	<b>\$215,000</b>	+ 8.6%
<b>Average Closed Price</b>		\$225,206	<b>\$262,259</b>	+ 16.5%	\$228,956	<b>\$247,760</b>	+ 8.2%
<b>Percent of List Price Received</b>		98.1%	<b>100.2%</b>	+ 2.1%	99.0%	<b>99.8%</b>	+ 0.8%
<b>Housing Affordability Index</b>		171	<b>160</b>	- 6.4%	172	<b>167</b>	- 2.9%
<b>Inventory of Homes for Sale</b>		1,449	<b>668</b>	- 53.9%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>0.6</b>	- 57.1%	—	—	—

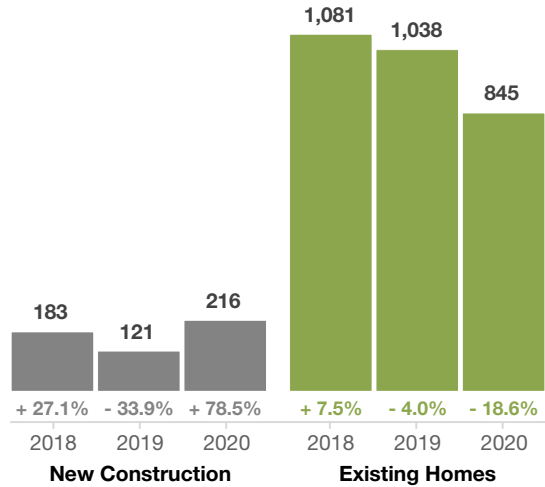
# New Listings

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

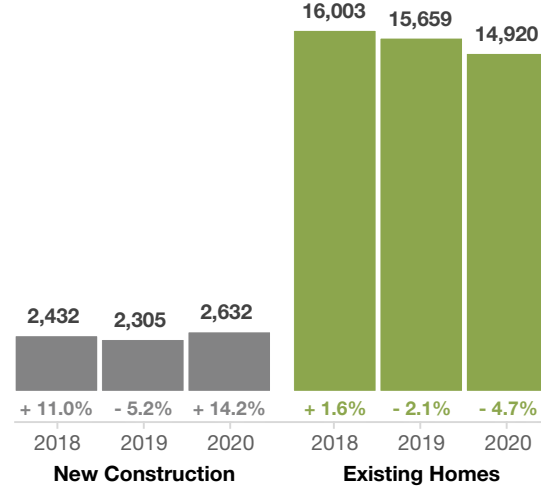


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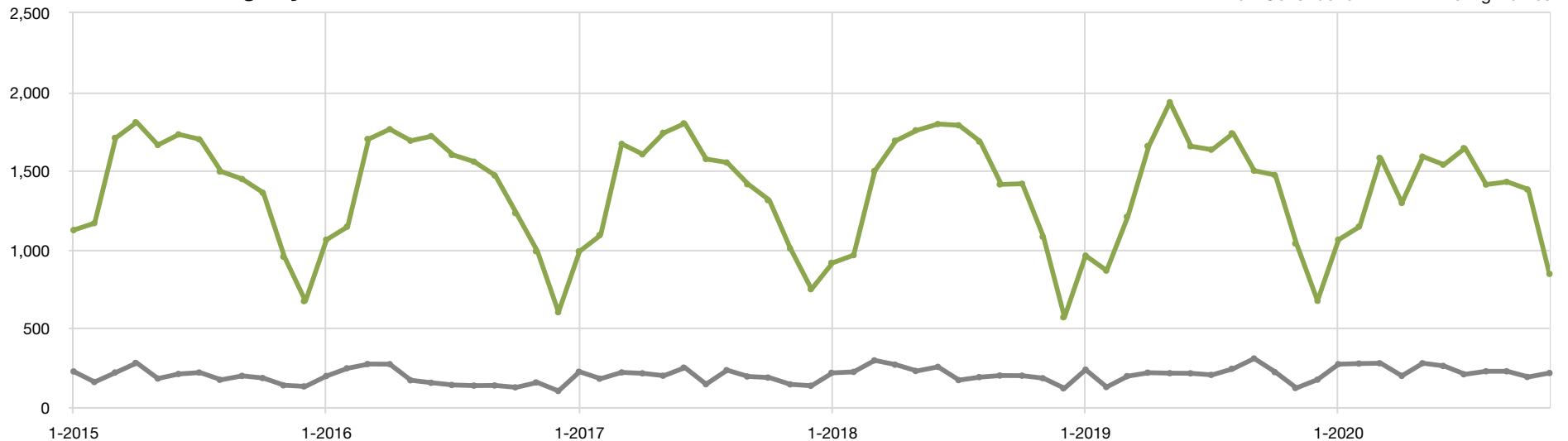


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	174	+ 46.2%	674	+ 18.2%
Jan-2020	272	+ 14.8%	1,062	+ 10.5%
Feb-2020	276	+ 117.3%	1,145	+ 32.2%
Mar-2020	278	+ 41.8%	1,581	+ 31.0%
Apr-2020	198	- 9.2%	1,295	- 21.8%
May-2020	278	+ 29.3%	1,589	- 17.8%
Jun-2020	261	+ 22.0%	1,538	- 7.1%
Jul-2020	208	+ 2.0%	1,643	+ 0.6%
Aug-2020	227	- 6.6%	1,412	- 18.7%
Sep-2020	227	- 26.3%	1,429	- 4.7%
Oct-2020	191	- 14.0%	1,381	- 6.2%
<b>Nov-2020</b>	<b>216</b>	<b>+ 78.5%</b>	<b>845</b>	<b>- 18.6%</b>
12-Month Avg	234	+ 15.8%	1,300	- 3.8%

## Historical New Listings by Month



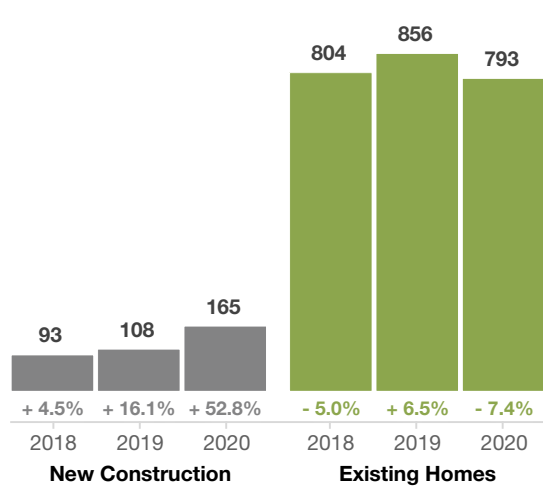
# Pending Sales

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

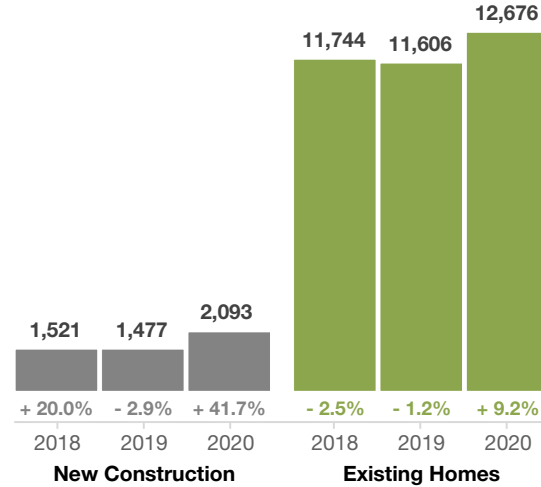


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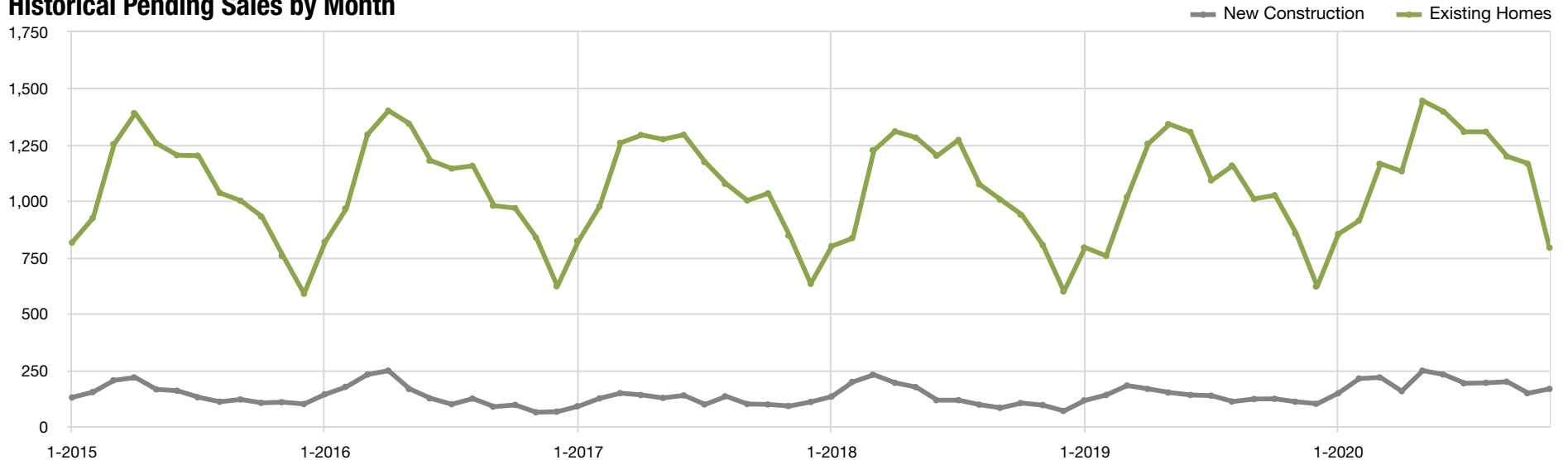


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	99	+ 47.8%	620	+ 3.7%
Jan-2020	146	+ 28.1%	853	+ 7.6%
Feb-2020	211	+ 52.9%	913	+ 20.8%
Mar-2020	216	+ 20.0%	1,165	+ 14.4%
Apr-2020	155	- 6.1%	1,132	- 9.7%
May-2020	246	+ 65.1%	1,445	+ 7.8%
Jun-2020	229	+ 65.9%	1,397	+ 7.0%
Jul-2020	190	+ 40.7%	1,307	+ 19.8%
Aug-2020	192	+ 76.1%	1,307	+ 13.0%
Sep-2020	197	+ 64.2%	1,198	+ 18.7%
Oct-2020	146	+ 20.7%	1,166	+ 13.8%
<b>Nov-2020</b>	<b>165</b>	<b>+ 52.8%</b>	<b>793</b>	<b>- 7.4%</b>
12-Month Avg	183	+ 41.9%	1,108	+ 8.9%

## Historical Pending Sales by Month



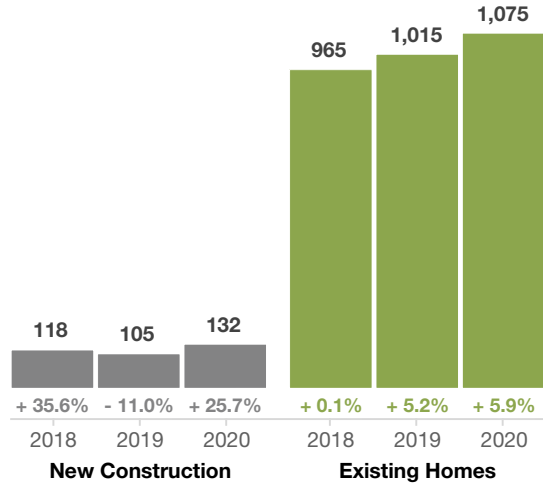
# Closed Sales

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

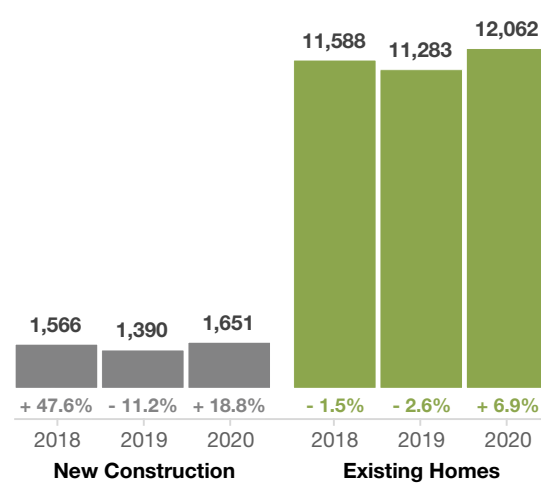


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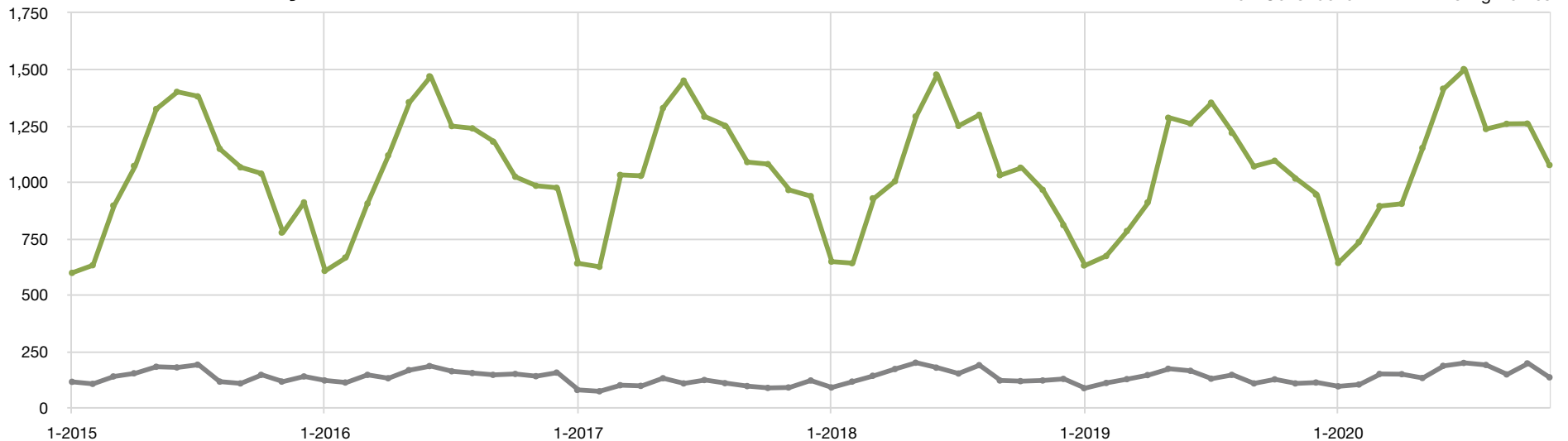


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	109	-12.8%	944	+16.8%
Jan-2020	92	+9.5%	640	+1.7%
Feb-2020	100	-6.5%	733	+9.2%
Mar-2020	147	+18.5%	893	+14.2%
Apr-2020	146	+2.8%	903	-0.7%
May-2020	129	-24.1%	1,151	-10.4%
Jun-2020	183	+13.7%	1,414	+12.3%
Jul-2020	196	+55.6%	1,501	+11.0%
Aug-2020	187	+30.8%	1,235	+1.4%
Sep-2020	145	+38.1%	1,258	+17.7%
Oct-2020	194	+57.7%	1,259	+15.1%
<b>Nov-2020</b>	<b>132</b>	<b>+25.7%</b>	<b>1,075</b>	<b>+5.9%</b>
12-Month Avg	147	+16.7%	1,084	+7.5%

## Historical Closed Sales by Month



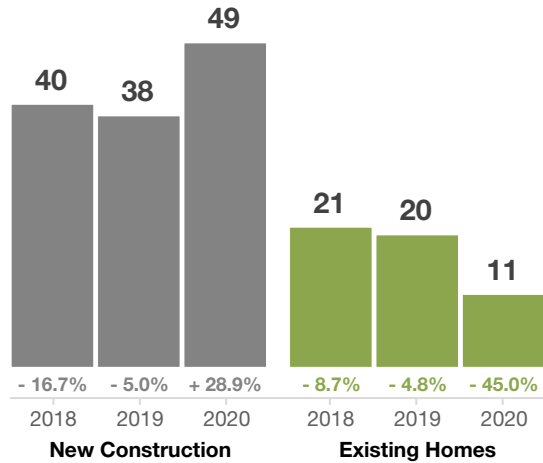
# Days on Market Until Sale

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

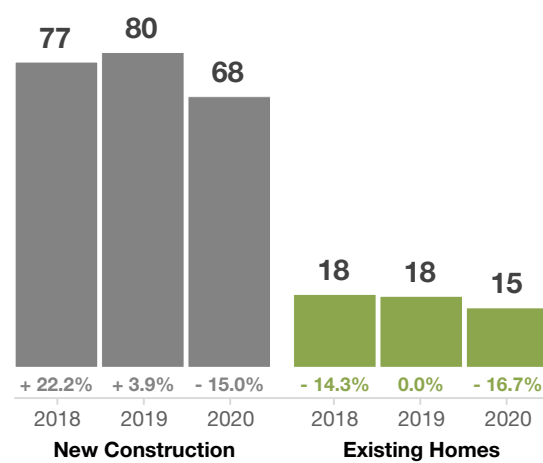


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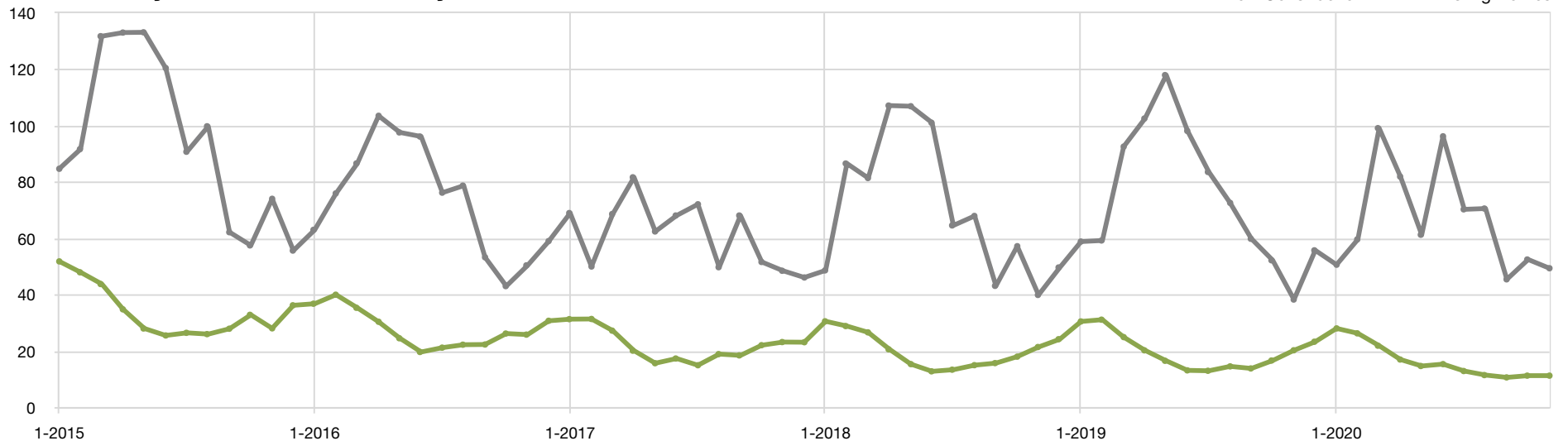
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	56	+ 12.0%	23	- 4.2%
Jan-2020	51	- 13.6%	28	- 6.7%
Feb-2020	60	+ 1.7%	26	- 16.1%
Mar-2020	99	+ 6.5%	22	- 12.0%
Apr-2020	82	- 20.4%	17	- 15.0%
May-2020	61	- 48.3%	15	- 6.3%
Jun-2020	96	- 2.0%	15	+ 15.4%
Jul-2020	70	- 16.7%	13	0.0%
Aug-2020	71	- 2.7%	11	- 21.4%
Sep-2020	45	- 25.0%	11	- 21.4%
Oct-2020	52	0.0%	11	- 35.3%
<b>Nov-2020</b>	<b>49</b>	<b>+ 28.9%</b>	<b>11</b>	<b>- 45.0%</b>
12-Month Avg*	68	- 12.5%	16	- 14.7%

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

## Historical Days on Market Until Sale by Month



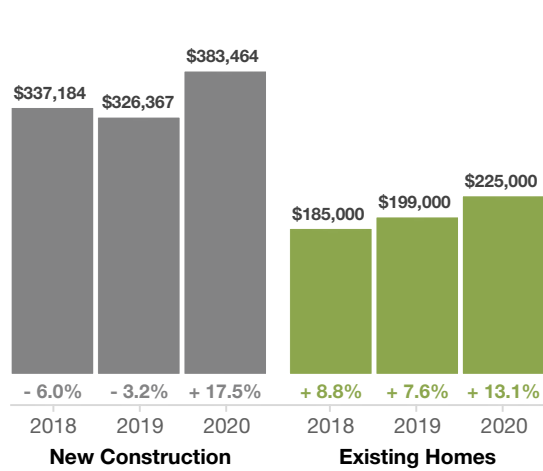
# Median Closed Price

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

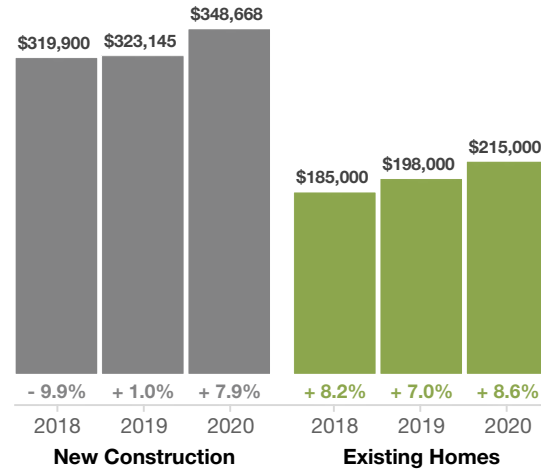


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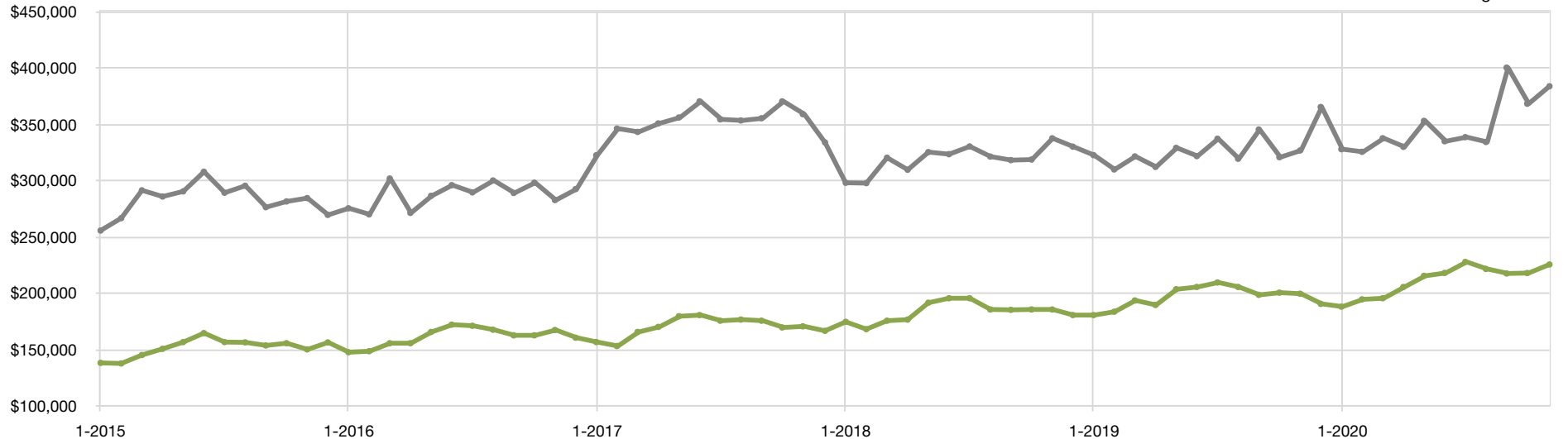
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	\$365,000	+ 10.7%	\$190,000	+ 5.6%
Jan-2020	\$327,500	+ 1.6%	\$187,500	+ 4.2%
Feb-2020	\$325,140	+ 5.1%	\$194,000	+ 6.0%
Mar-2020	\$337,217	+ 5.0%	\$195,000	+ 1.0%
Apr-2020	\$329,600	+ 5.7%	\$205,000	+ 8.5%
May-2020	\$352,675	+ 7.3%	\$214,900	+ 5.9%
Jun-2020	\$334,565	+ 4.1%	\$217,500	+ 6.1%
Jul-2020	\$338,233	+ 0.4%	\$227,250	+ 8.7%
Aug-2020	\$333,900	+ 4.7%	\$221,000	+ 7.8%
Sep-2020	\$400,000	+ 15.9%	\$217,000	+ 9.6%
Oct-2020	\$367,946	+ 14.8%	\$217,400	+ 8.7%
<b>Nov-2020</b>	<b>\$383,464</b>	<b>+ 17.5%</b>	<b>\$225,000</b>	<b>+ 13.1%</b>
12-Month Avg*	\$349,850	+ 8.1%	\$212,000	+ 8.2%

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

## Historical Median Closed Price by Month





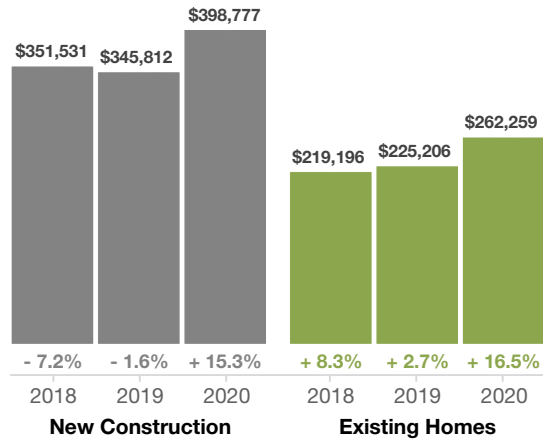
# Average Closed Price

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

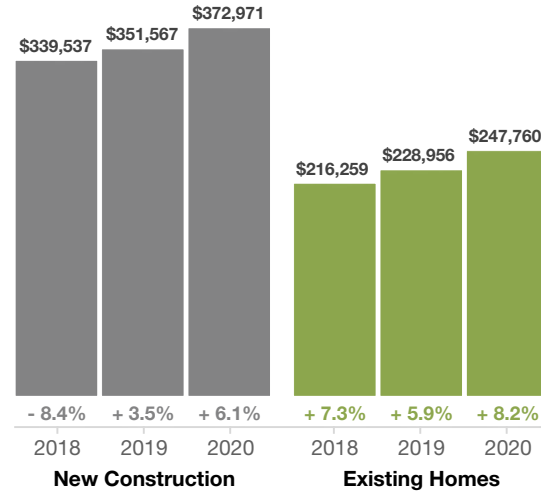


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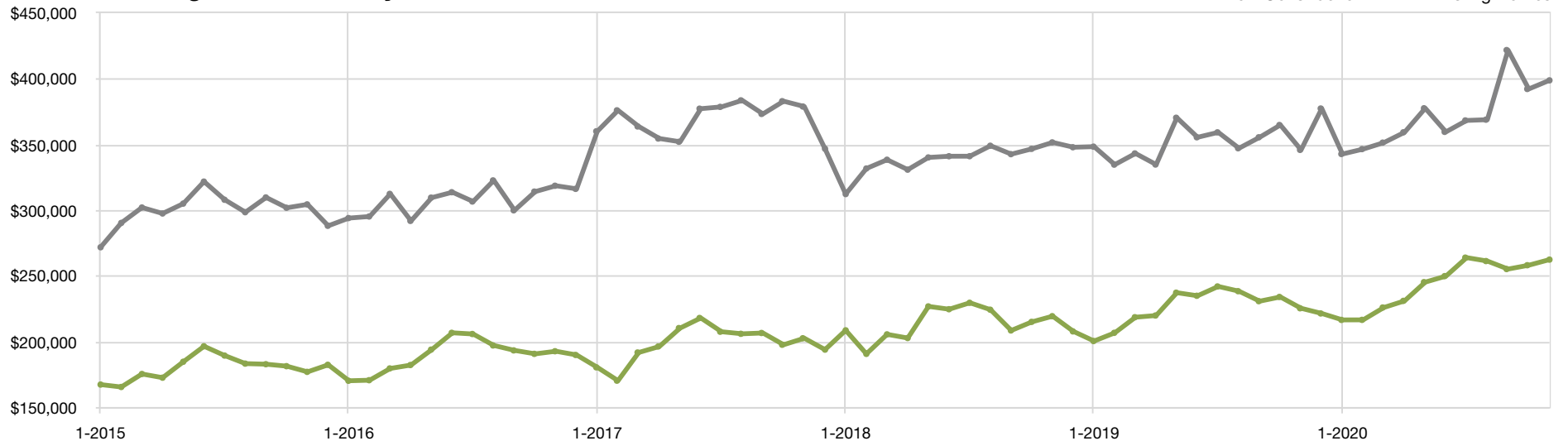
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	\$377,331	+ 8.5%	\$221,260	+ 6.6%
Jan-2020	\$342,684	- 1.6%	\$216,352	+ 8.0%
Feb-2020	\$346,423	+ 3.5%	\$216,390	+ 4.8%
Mar-2020	\$351,352	+ 2.4%	\$225,798	+ 3.4%
Apr-2020	\$359,211	+ 7.3%	\$230,853	+ 5.1%
May-2020	\$377,528	+ 2.0%	\$245,123	+ 3.4%
Jun-2020	\$359,539	+ 1.2%	\$249,704	+ 6.4%
Jul-2020	\$368,242	+ 2.5%	\$263,778	+ 9.1%
Aug-2020	\$368,829	+ 6.3%	\$261,160	+ 9.6%
Sep-2020	\$421,819	+ 18.7%	\$255,068	+ 10.6%
Oct-2020	\$392,198	+ 7.5%	\$258,000	+ 10.3%
<b>Nov-2020</b>	<b>\$398,777</b>	<b>+ 15.3%</b>	<b>\$262,259</b>	<b>+ 16.5%</b>
12-Month Avg*	\$373,241	+ 6.3%	\$245,836	+ 8.0%

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

## Historical Average Closed Price by Month



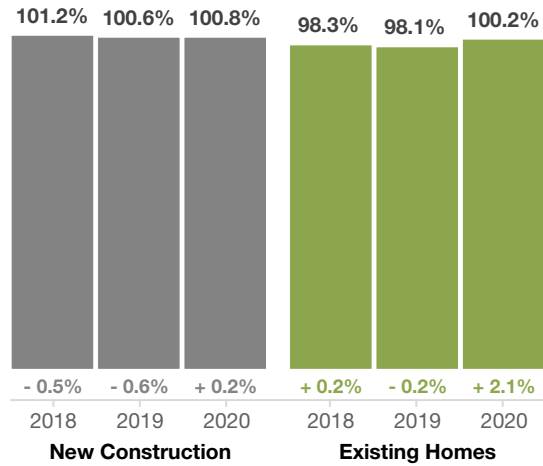
# Percent of List Price Received

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.

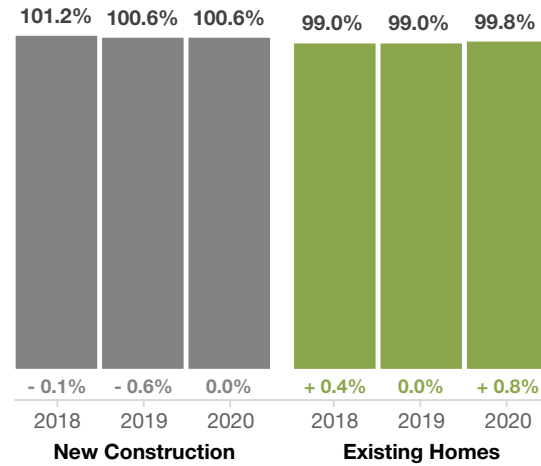


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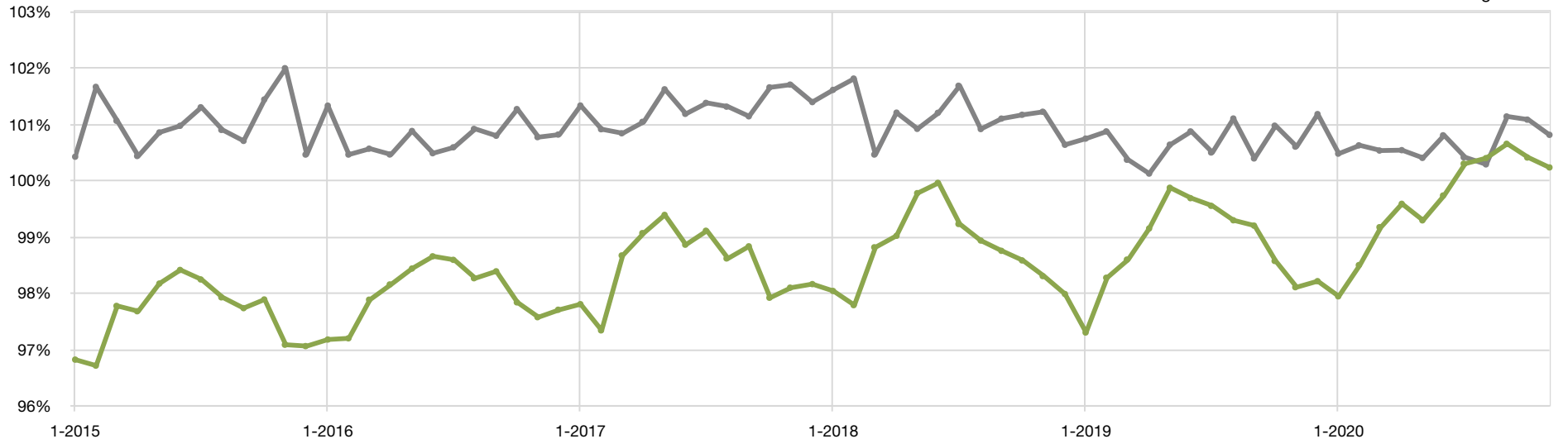
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	101.2%	+ 0.6%	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%	+ 0.5%
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%
Aug-2020	100.3%	- 0.8%	100.4%	+ 1.1%
Sep-2020	101.1%	+ 0.7%	100.6%	+ 1.4%
Oct-2020	101.1%	+ 0.1%	100.4%	+ 1.8%
<b>Nov-2020</b>	<b>100.8%</b>	<b>+ 0.2%</b>	<b>100.2%</b>	<b>+ 2.1%</b>
12-Month Avg*	100.7%	+ 0.0%	99.7%	+ 0.8%

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

## Historical Percent of List Price Received by Month



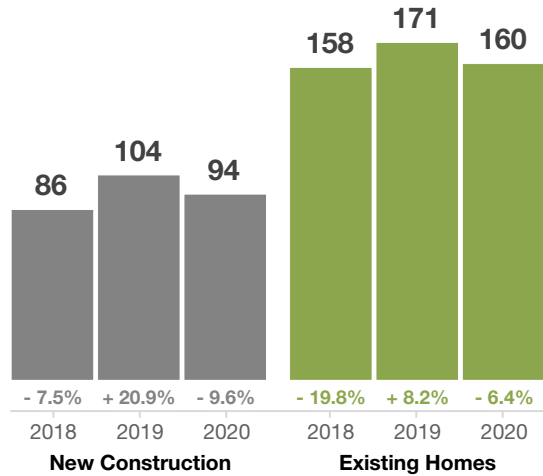
# Housing Affordability Index

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.

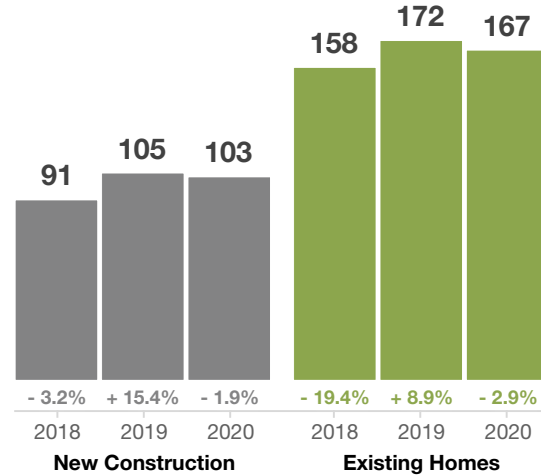


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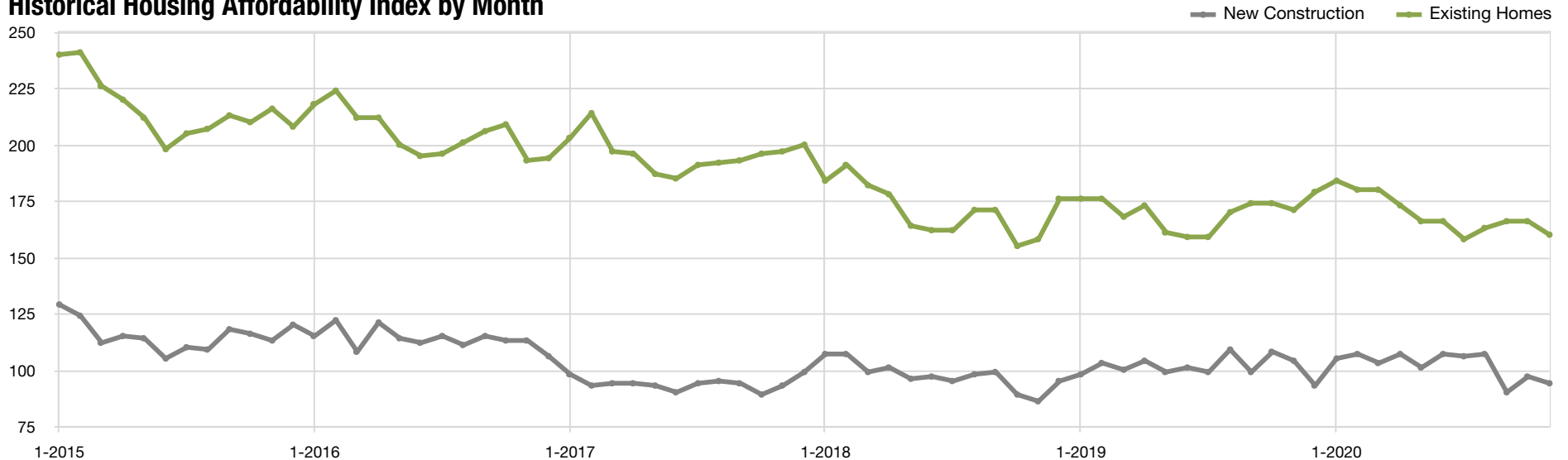


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	107	+ 2.9%	173	0.0%
May-2020	101	+ 2.0%	166	+ 3.1%
Jun-2020	107	+ 5.9%	166	+ 4.4%
Jul-2020	106	+ 7.1%	158	- 0.6%
Aug-2020	107	- 1.8%	163	- 4.1%
Sep-2020	90	- 9.1%	166	- 4.6%
Oct-2020	97	- 10.2%	166	- 4.6%
<b>Nov-2020</b>	<b>94</b>	<b>- 9.6%</b>	<b>160</b>	<b>- 6.4%</b>
12-Month Avg	101	- 1.0%	170	0.0%

## Historical Housing Affordability Index by Month



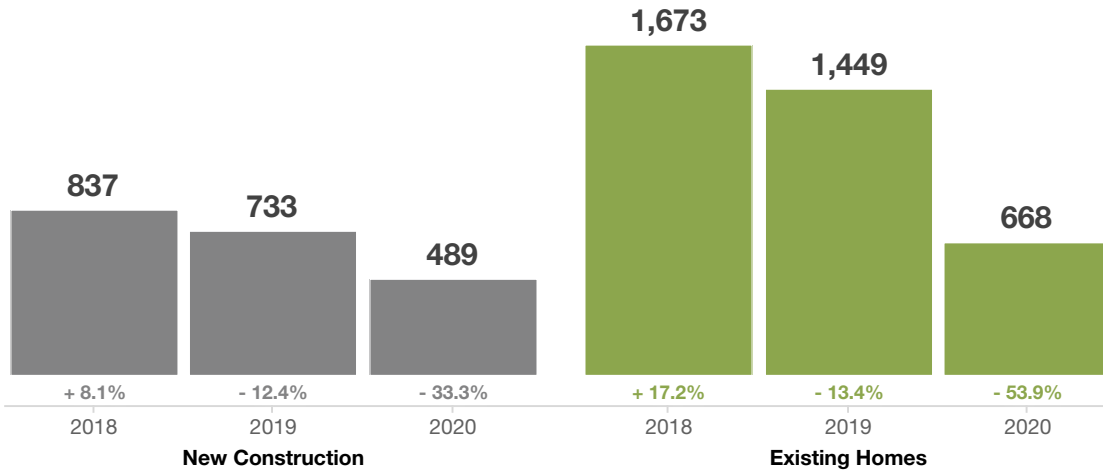
# Inventory of Homes for Sale

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



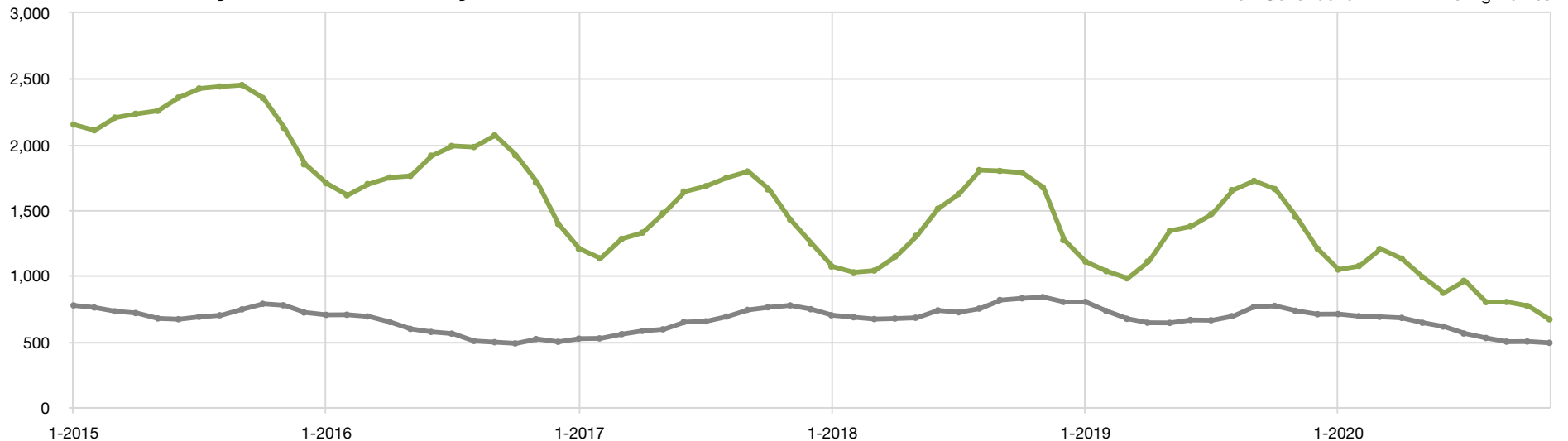
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2019	707	- 11.6%	1,206	- 5.1%
Jan-2020	708	- 11.6%	1,047	- 5.4%
Feb-2020	692	- 5.3%	1,074	+ 3.8%
Mar-2020	687	+ 2.2%	1,204	+ 22.9%
Apr-2020	679	+ 5.8%	1,130	+ 2.0%
May-2020	642	+ 0.2%	989	- 26.3%
Jun-2020	613	- 7.5%	870	- 36.7%
Jul-2020	560	- 15.3%	961	- 34.6%
Aug-2020	526	- 24.0%	799	- 51.6%
Sep-2020	498	- 34.8%	800	- 53.5%
Oct-2020	499	- 35.2%	770	- 53.6%
<b>Nov-2020</b>	<b>489</b>	<b>- 33.3%</b>	<b>668</b>	<b>- 53.9%</b>
12-Month Avg	608	- 14.8%	960	- 28.8%

## Historical Inventory of Homes for Sale by Month



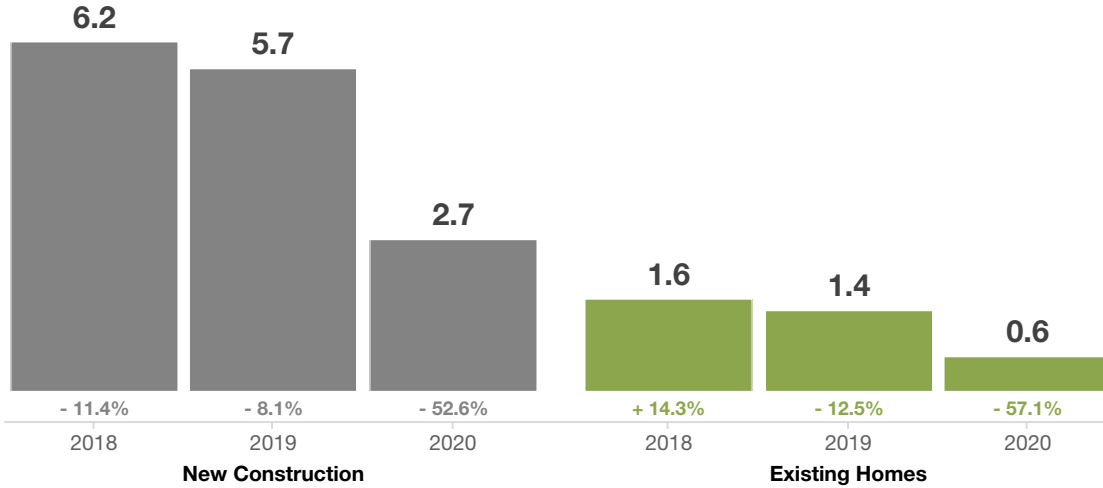
# Months Supply of Inventory

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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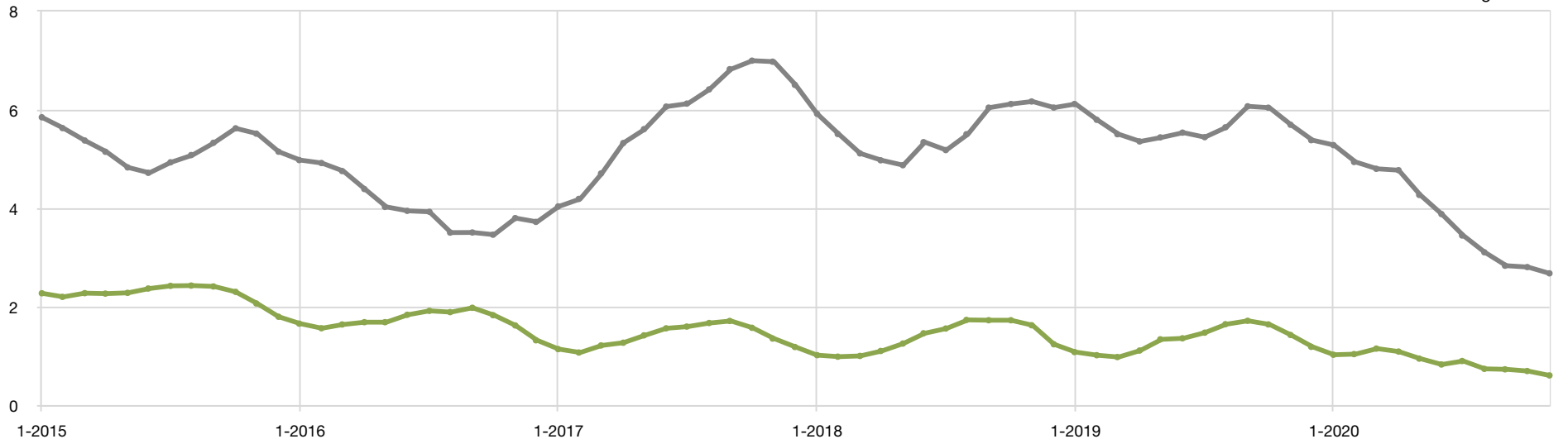
## November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Jun-2020	3.9	- 29.1%	0.8	- 42.9%
Jul-2020	3.4	- 37.0%	0.9	- 40.0%
Aug-2020	3.1	- 44.6%	0.7	- 56.3%
Sep-2020	2.8	- 54.1%	0.7	- 58.8%
Oct-2020	2.8	- 53.3%	0.7	- 56.3%
<b>Nov-2020</b>	<b>2.7</b>	<b>- 52.6%</b>	<b>0.6</b>	<b>- 57.1%</b>
12-Month Avg*	4.0	- 29.8%	0.9	- 31.9%

\* Months Supply for all properties from December 2019 through November 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	11-2019	11-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		1,159	<b>1,061</b>	- 8.5%	17,964	<b>17,552</b>	- 2.3%
<b>Pending Sales</b>		964	<b>958</b>	- 0.6%	13,083	<b>14,769</b>	+ 12.9%
<b>Closed Sales</b>		1,120	<b>1,207</b>	+ 7.8%	12,673	<b>13,713</b>	+ 8.2%
<b>Days on Market Until Sale</b>		22	<b>15</b>	- 31.8%	25	<b>22</b>	- 12.0%
<b>Median Closed Price</b>		\$207,500	<b>\$239,900</b>	+ 15.6%	\$210,000	<b>\$227,500</b>	+ 8.3%
<b>Average Closed Price</b>		\$236,513	<b>\$277,189</b>	+ 17.2%	\$242,413	<b>\$262,836</b>	+ 8.4%
<b>Percent of List Price Received</b>		98.3%	<b>100.3%</b>	+ 2.0%	99.2%	<b>99.9%</b>	+ 0.7%
<b>Housing Affordability Index</b>		164	<b>150</b>	- 8.5%	162	<b>158</b>	- 2.5%
<b>Inventory of Homes for Sale</b>		2,182	<b>1,157</b>	- 47.0%	—	—	—
<b>Months Supply of Inventory</b>		1.9	<b>0.9</b>	- 52.6%	—	—	—