

# Monthly Indicators

Omaha Area Region



## December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings increased 11.5 percent for New Construction and 9.0 percent for Existing Homes. Pending Sales increased 61.6 percent for New Construction and 10.0 percent for Existing Homes. Inventory decreased 36.2 percent for New Construction and 53.4 percent for Existing Homes.

Median Closed Price increased 4.4 percent for New Construction and 10.5 percent for Existing Homes. Days on Market decreased 5.4 percent for New Construction and 52.2 percent for Existing Homes. Months Supply of Inventory decreased 55.6 percent for New Construction and 58.3 percent for Existing Homes.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Quick Facts

**+ 13.1%**

Change in  
**Closed Sales**  
All Properties

**+ 12.2%**

Change in  
**Median Closed Price**  
All Properties

**- 47.1%**

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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		174	<b>194</b>	+ 11.5%	2,479	<b>2,846</b>	+ 14.8%
<b>Pending Sales</b>		99	<b>160</b>	+ 61.6%	1,576	<b>2,282</b>	+ 44.8%
<b>Closed Sales</b>		109	<b>142</b>	+ 30.3%	1,499	<b>1,842</b>	+ 22.9%
<b>Days on Market Until Sale</b>		56	<b>53</b>	- 5.4%	78	<b>68</b>	- 12.8%
<b>Median Closed Price</b>		\$365,000	<b>\$380,953</b>	+ 4.4%	\$325,000	<b>\$347,075</b>	+ 6.8%
<b>Average Closed Price</b>		\$377,331	<b>\$403,950</b>	+ 7.1%	\$353,441	<b>\$373,321</b>	+ 5.6%
<b>Percent of List Price Received</b>		101.2%	<b>100.8%</b>	- 0.4%	100.7%	<b>100.6%</b>	- 0.1%
<b>Housing Affordability Index</b>		93	<b>99</b>	+ 6.5%	105	<b>108</b>	+ 2.9%
<b>Inventory of Homes for Sale</b>		707	<b>451</b>	- 36.2%	—	—	—
<b>Months Supply of Inventory</b>		5.4	<b>2.4</b>	- 55.6%	—	—	—

# 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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		675	<b>736</b>	+ 9.0%	16,335	<b>15,679</b>	- 4.0%
<b>Pending Sales</b>		620	<b>682</b>	+ 10.0%	12,227	<b>13,386</b>	+ 9.5%
<b>Closed Sales</b>		944	<b>1,049</b>	+ 11.1%	12,228	<b>13,145</b>	+ 7.5%
<b>Days on Market Until Sale</b>		23	<b>11</b>	- 52.2%	18	<b>15</b>	- 16.7%
<b>Median Closed Price</b>		\$190,000	<b>\$210,000</b>	+ 10.5%	\$197,000	<b>\$215,000</b>	+ 9.1%
<b>Average Closed Price</b>		\$221,260	<b>\$248,692</b>	+ 12.4%	\$228,369	<b>\$247,923</b>	+ 8.6%
<b>Percent of List Price Received</b>		98.2%	<b>99.9%</b>	+ 1.7%	98.9%	<b>99.8%</b>	+ 0.9%
<b>Housing Affordability Index</b>		180	<b>180</b>	0.0%	173	<b>175</b>	+ 1.2%
<b>Inventory of Homes for Sale</b>		1,207	<b>562</b>	- 53.4%	—	—	—
<b>Months Supply of Inventory</b>		1.2	<b>0.5</b>	- 58.3%	—	—	—

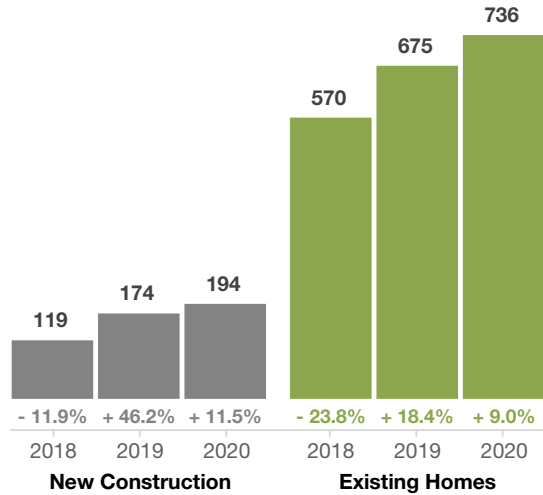
# New Listings

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

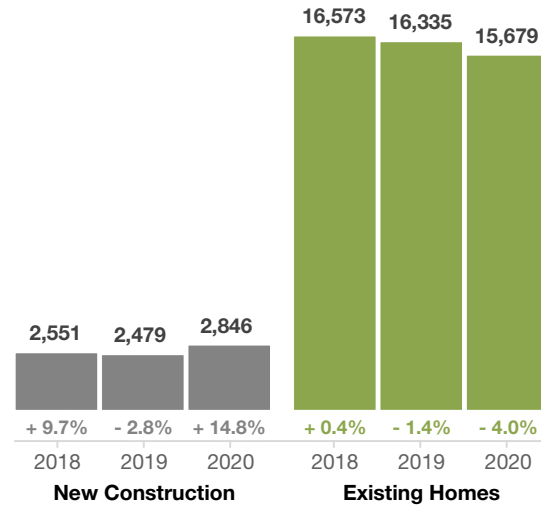


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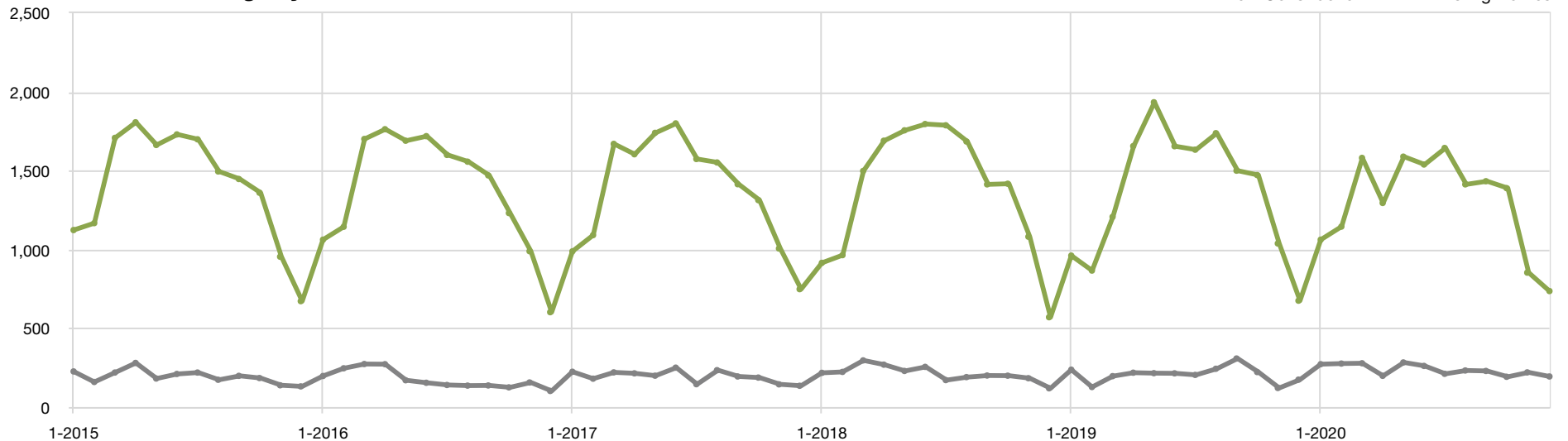


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	283	+ 31.6%	1,589	- 17.8%
Jun-2020	261	+ 22.0%	1,539	- 7.0%
Jul-2020	211	+ 3.4%	1,644	+ 0.7%
Aug-2020	232	- 4.5%	1,413	- 18.7%
Sep-2020	229	- 25.6%	1,433	- 4.5%
Oct-2020	192	- 13.5%	1,389	- 5.6%
Nov-2020	220	+ 81.8%	853	- 17.8%
<b>Dec-2020</b>	<b>194</b>	<b>+ 11.5%</b>	<b>736</b>	<b>+ 9.0%</b>
12-Month Avg	237	+ 14.5%	1,307	- 4.0%

## Historical New Listings by Month



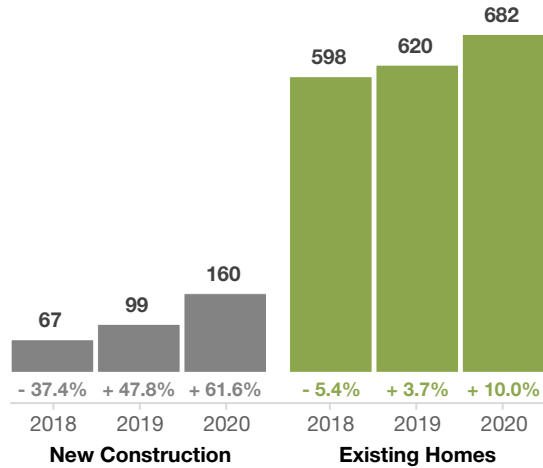
# Pending Sales

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

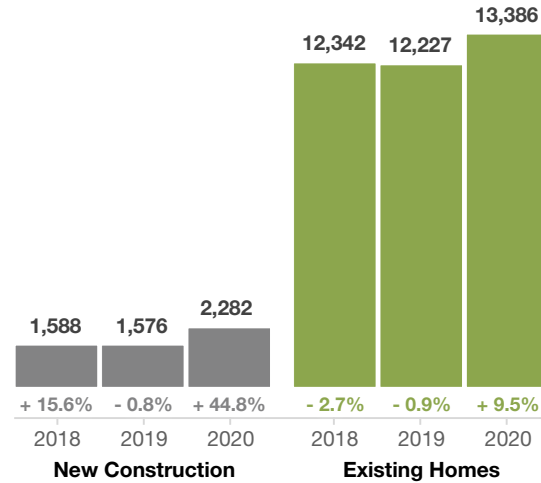


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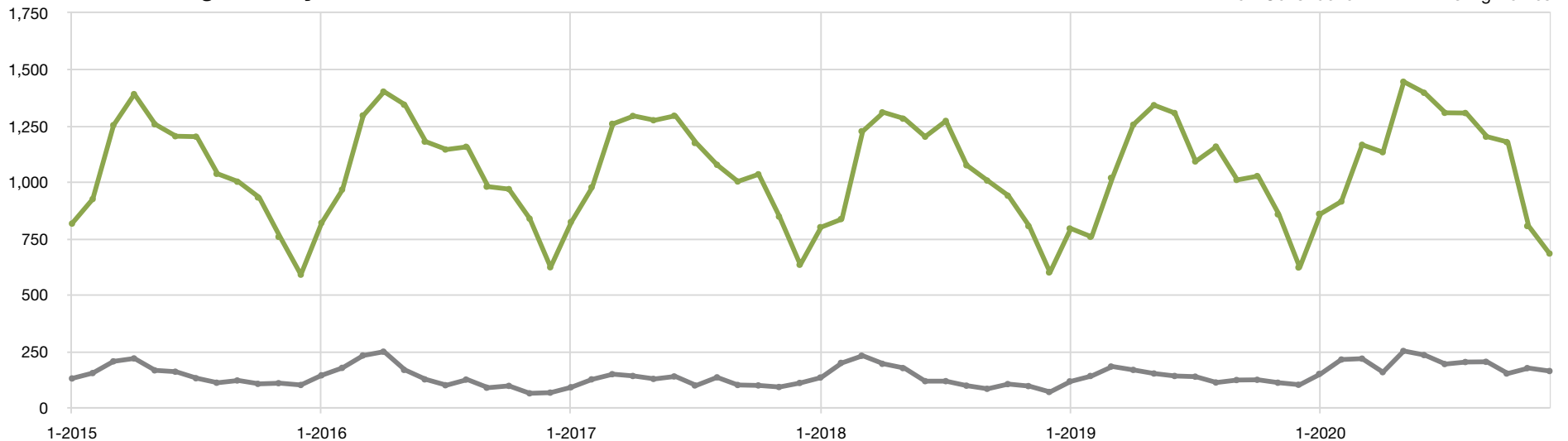


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	147	+ 28.9%	858	+ 8.2%
Feb-2020	211	+ 52.9%	913	+ 20.8%
Mar-2020	215	+ 19.4%	1,165	+ 14.4%
Apr-2020	155	- 6.1%	1,132	- 9.7%
May-2020	249	+ 67.1%	1,445	+ 7.8%
Jun-2020	231	+ 67.4%	1,396	+ 6.9%
Jul-2020	191	+ 41.5%	1,307	+ 19.8%
Aug-2020	200	+ 83.5%	1,306	+ 12.9%
Sep-2020	201	+ 67.5%	1,201	+ 19.0%
Oct-2020	149	+ 23.1%	1,177	+ 14.7%
Nov-2020	173	+ 60.2%	804	- 6.1%
<b>Dec-2020</b>	<b>160</b>	<b>+ 61.6%</b>	<b>682</b>	<b>+ 10.0%</b>
12-Month Avg	190	+ 45.0%	1,116	+ 9.5%

## Historical Pending Sales by Month



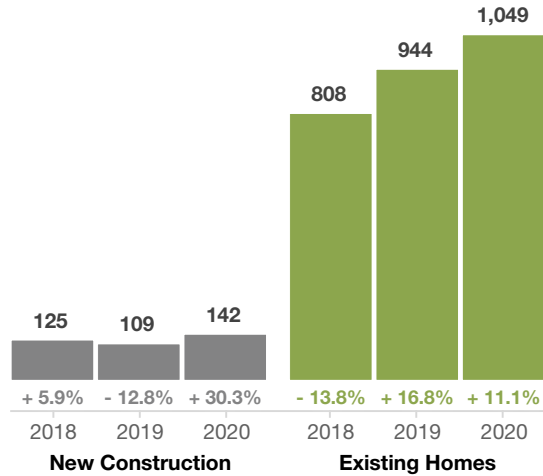
# Closed Sales

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

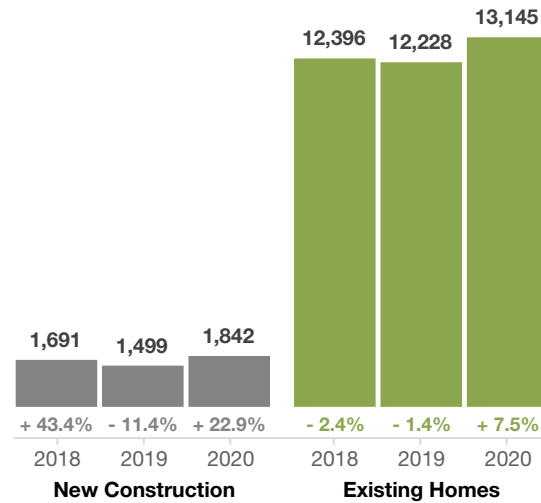


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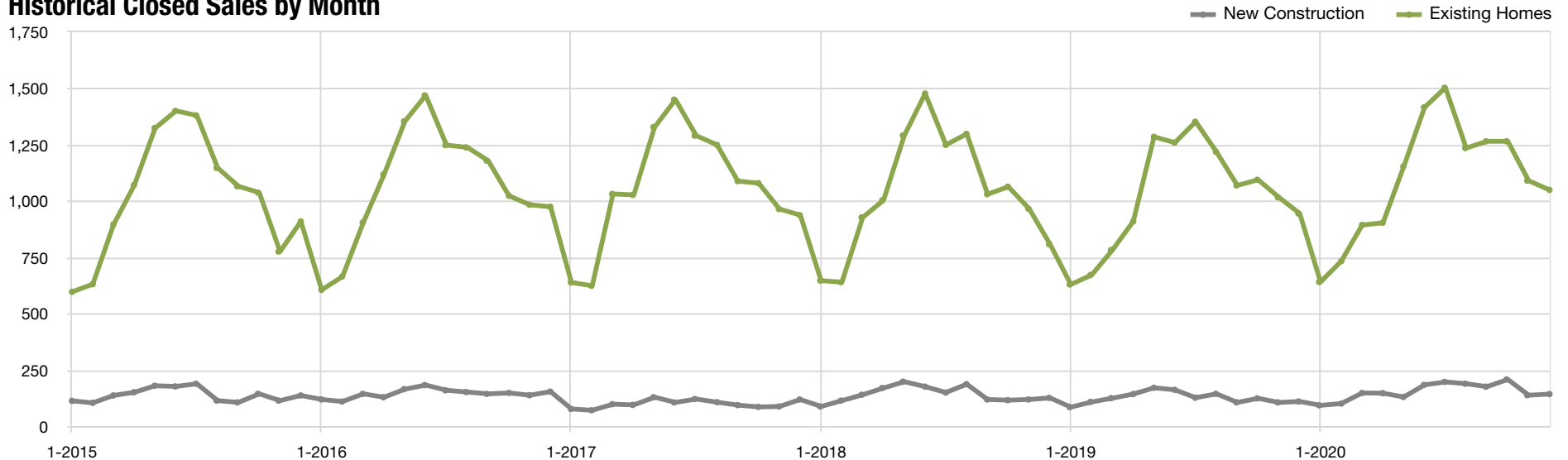


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	1,153	- 10.3%
Jun-2020	183	+ 13.7%	1,416	+ 12.5%
Jul-2020	196	+ 55.6%	1,503	+ 11.2%
Aug-2020	188	+ 31.5%	1,235	+ 1.4%
Sep-2020	175	+ 66.7%	1,265	+ 18.3%
Oct-2020	207	+ 68.3%	1,265	+ 15.6%
Nov-2020	137	+ 30.5%	1,090	+ 7.3%
<b>Dec-2020</b>	<b>142</b>	<b>+ 30.3%</b>	<b>1,049</b>	<b>+ 11.1%</b>
12-Month Avg	154	+ 23.2%	1,095	+ 7.5%

## Historical Closed Sales by Month



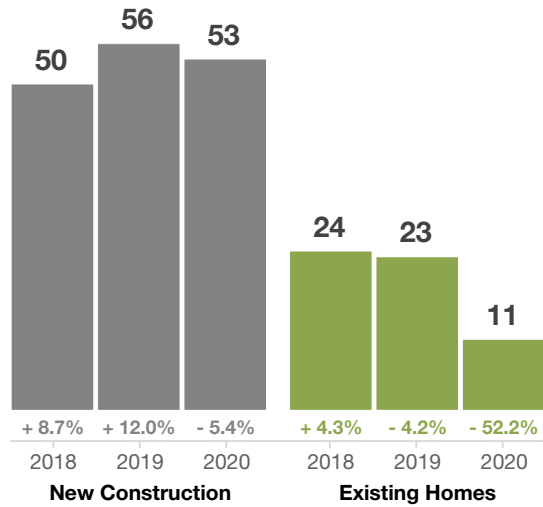
# Days on Market Until Sale

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

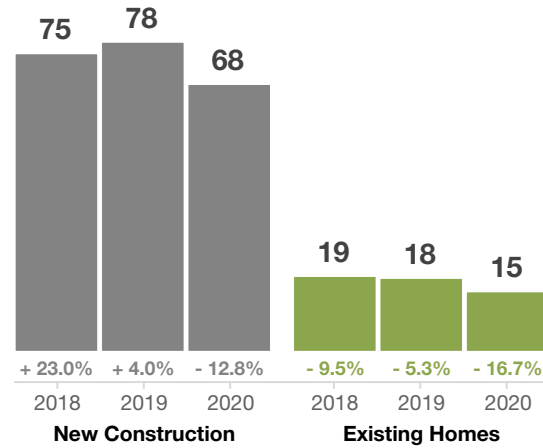


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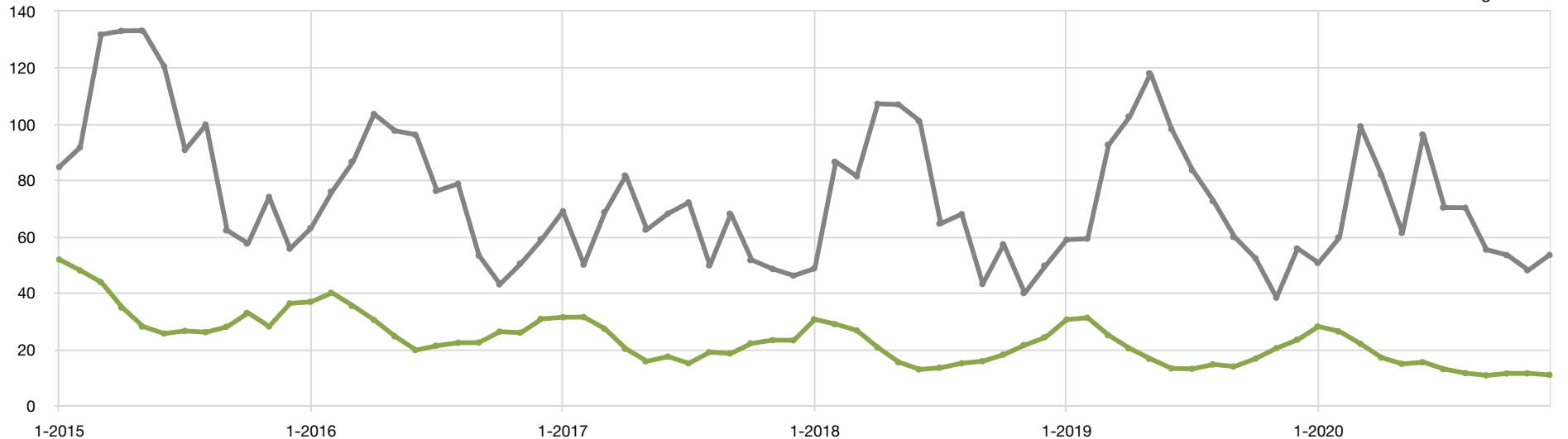
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	70	- 4.1%	11	- 21.4%
Sep-2020	55	- 8.3%	11	- 21.4%
Oct-2020	53	+ 1.9%	11	- 35.3%
Nov-2020	48	+ 26.3%	11	- 45.0%
<b>Dec-2020</b>	<b>53</b>	<b>- 5.4%</b>	<b>11</b>	<b>- 52.2%</b>
12-Month Avg*	68	- 13.3%	15	- 19.7%

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

## Historical Days on Market Until Sale by Month



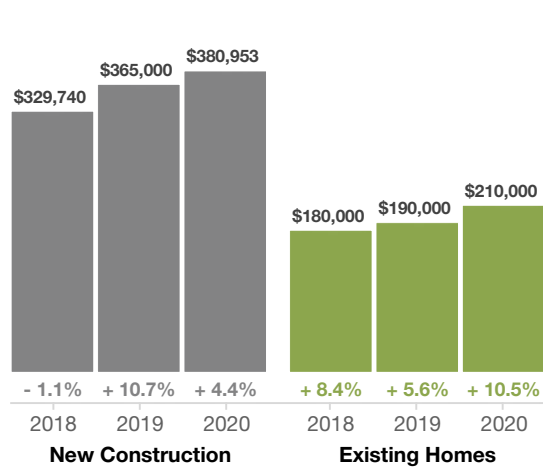
# Median Closed Price

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

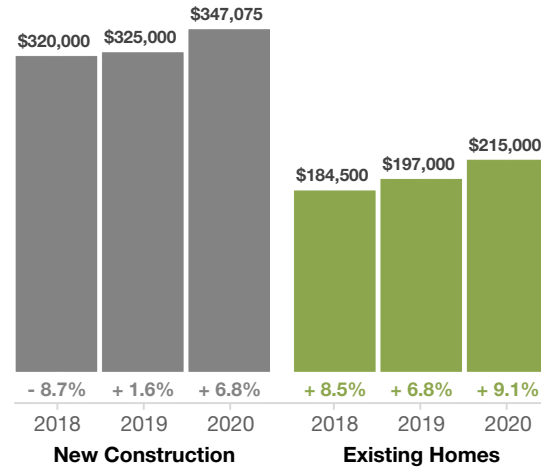


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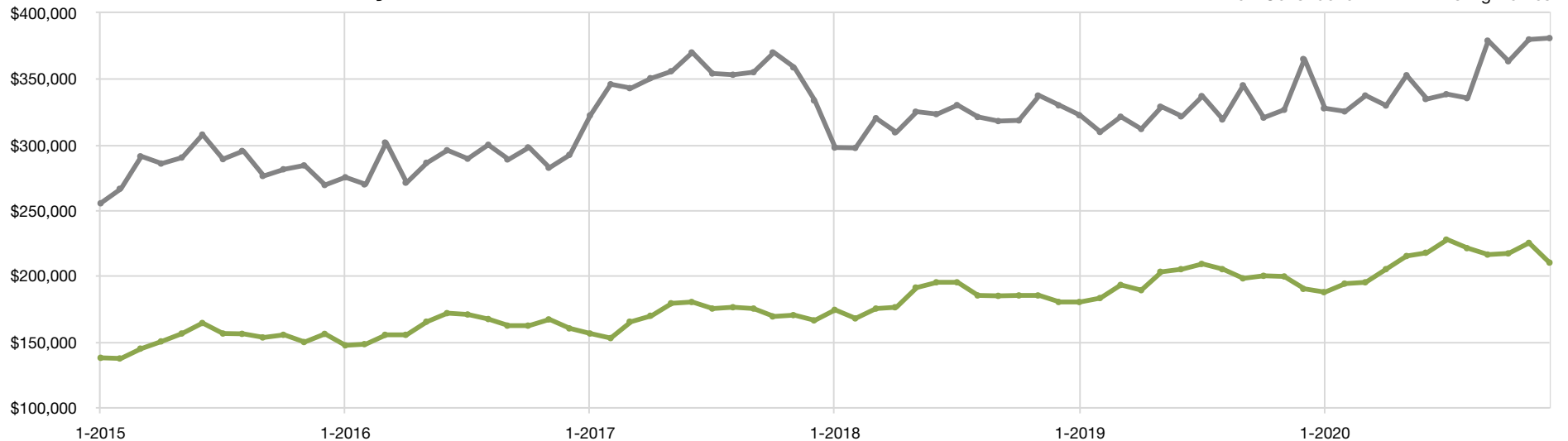
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$215,000	+ 5.9%
Jun-2020	\$334,565	+ 4.1%	\$217,500	+ 6.1%
Jul-2020	\$338,233	+ 0.4%	\$227,500	+ 8.9%
Aug-2020	\$335,263	+ 5.1%	\$221,000	+ 7.8%
Sep-2020	\$379,000	+ 9.9%	\$216,100	+ 9.1%
Oct-2020	\$363,325	+ 13.4%	\$217,011	+ 8.5%
Nov-2020	\$379,902	+ 16.4%	\$225,000	+ 12.8%
<b>Dec-2020</b>	<b>\$380,953</b>	<b>+ 4.4%</b>	<b>\$210,000</b>	<b>+ 10.5%</b>
12-Month Avg*	\$347,075	+ 6.8%	\$215,000	+ 9.1%

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

## Historical Median Closed Price by Month





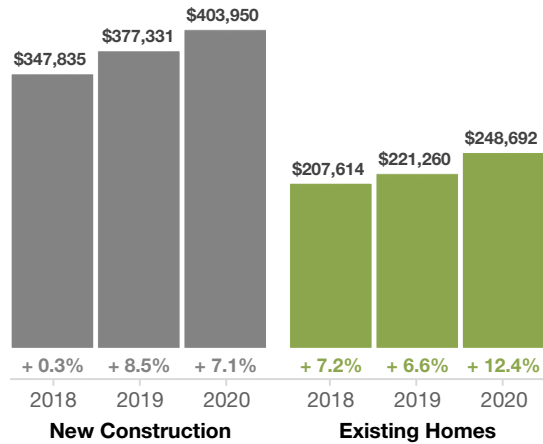
# Average Closed Price

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

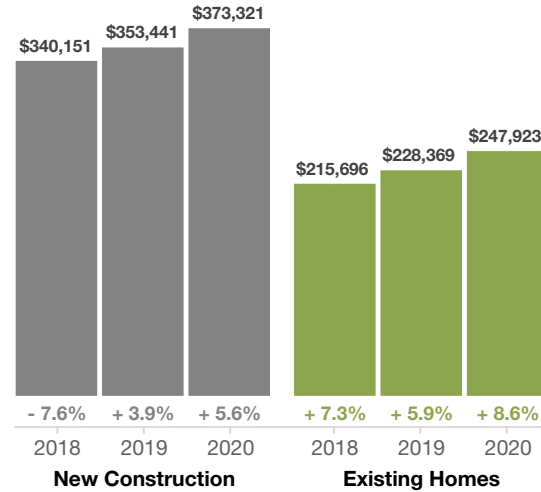


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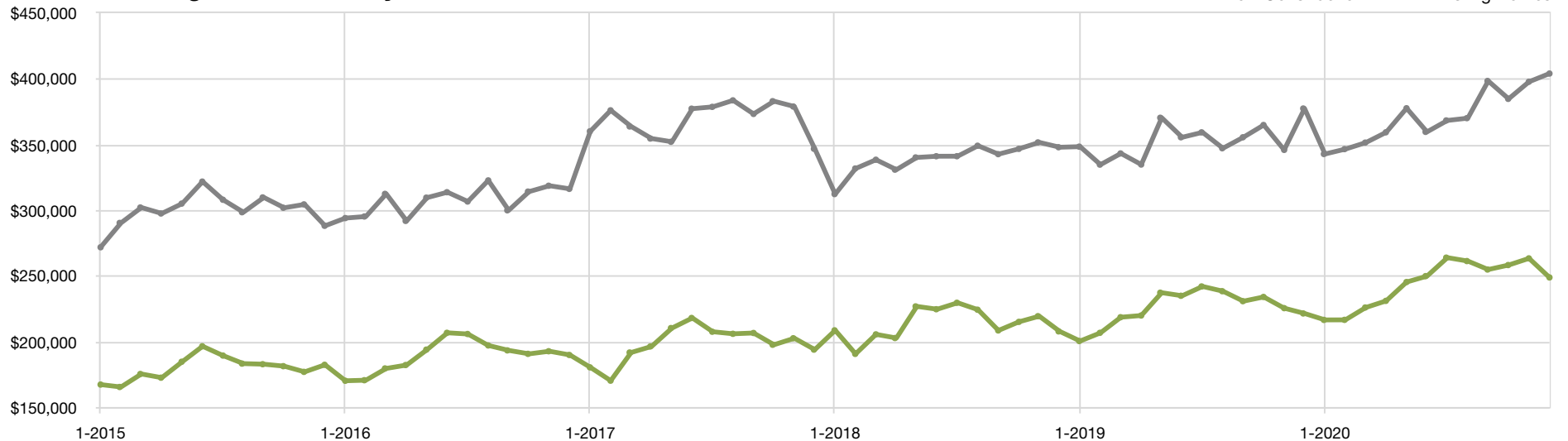
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$225,792	+ 3.4%
Apr-2020	\$359,211	+ 7.3%	\$230,853	+ 5.1%
May-2020	\$377,528	+ 2.0%	\$245,184	+ 3.4%
Jun-2020	\$359,539	+ 1.2%	\$249,696	+ 6.4%
Jul-2020	\$368,242	+ 2.5%	\$263,766	+ 9.1%
Aug-2020	\$369,984	+ 6.6%	\$261,160	+ 9.6%
Sep-2020	\$398,303	+ 12.1%	\$254,707	+ 10.4%
Oct-2020	\$384,679	+ 5.5%	\$258,134	+ 10.4%
Nov-2020	\$397,694	+ 15.0%	\$263,211	+ 16.8%
<b>Dec-2020</b>	<b>\$403,950</b>	<b>+ 7.1%</b>	<b>\$248,692</b>	<b>+ 12.4%</b>
12-Month Avg*	\$373,321	+ 5.6%	\$247,923	+ 8.6%

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

## Historical Average Closed Price by Month



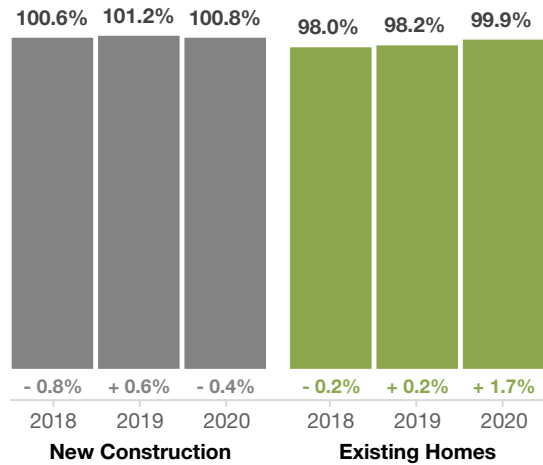
# Percent of List Price Received

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.

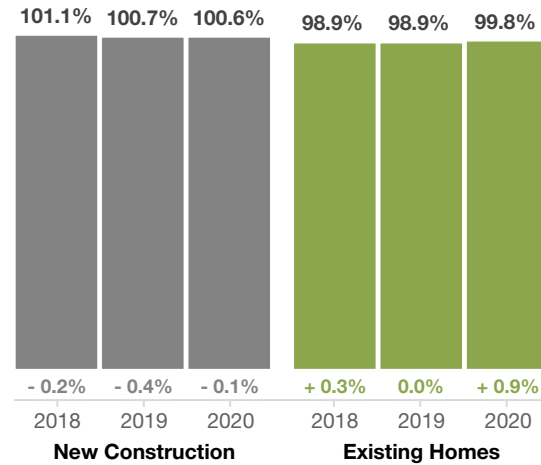


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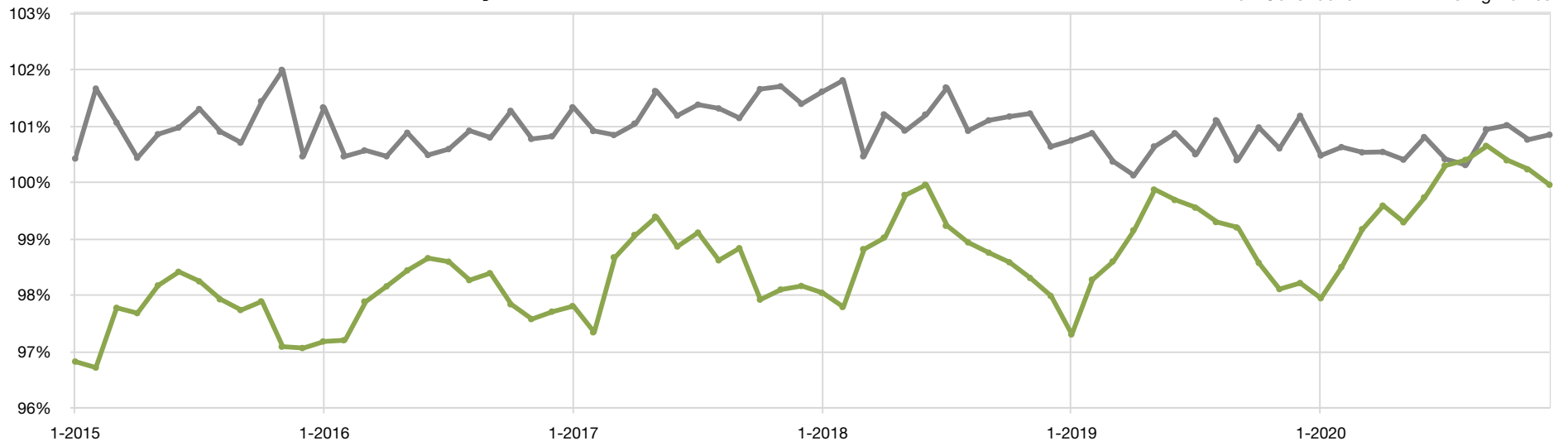
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	100.9%	+ 0.5%	100.6%	+ 1.4%
Oct-2020	101.0%	0.0%	100.4%	+ 1.8%
Nov-2020	100.8%	+ 0.2%	100.2%	+ 2.1%
<b>Dec-2020</b>	<b>100.8%</b>	<b>- 0.4%</b>	<b>99.9%</b>	<b>+ 1.7%</b>
12-Month Avg*	100.6%	- 0.0%	99.8%	+ 0.9%

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

## Historical Percent of List Price Received by Month



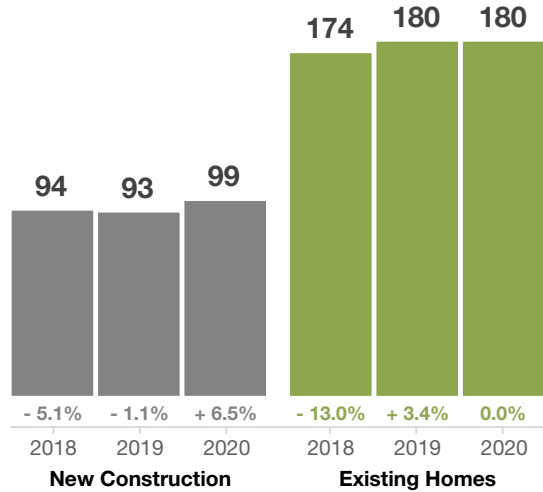
# Housing Affordability Index

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.

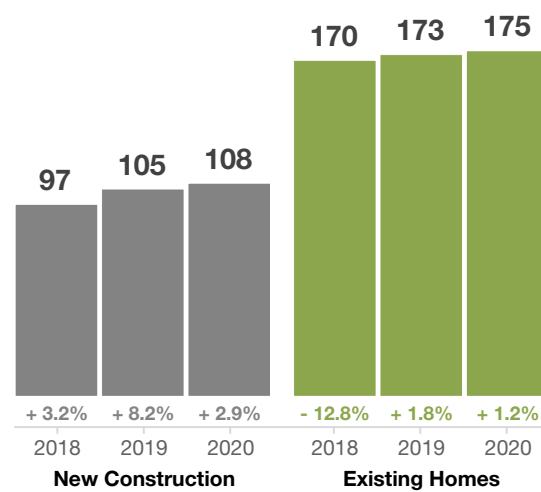


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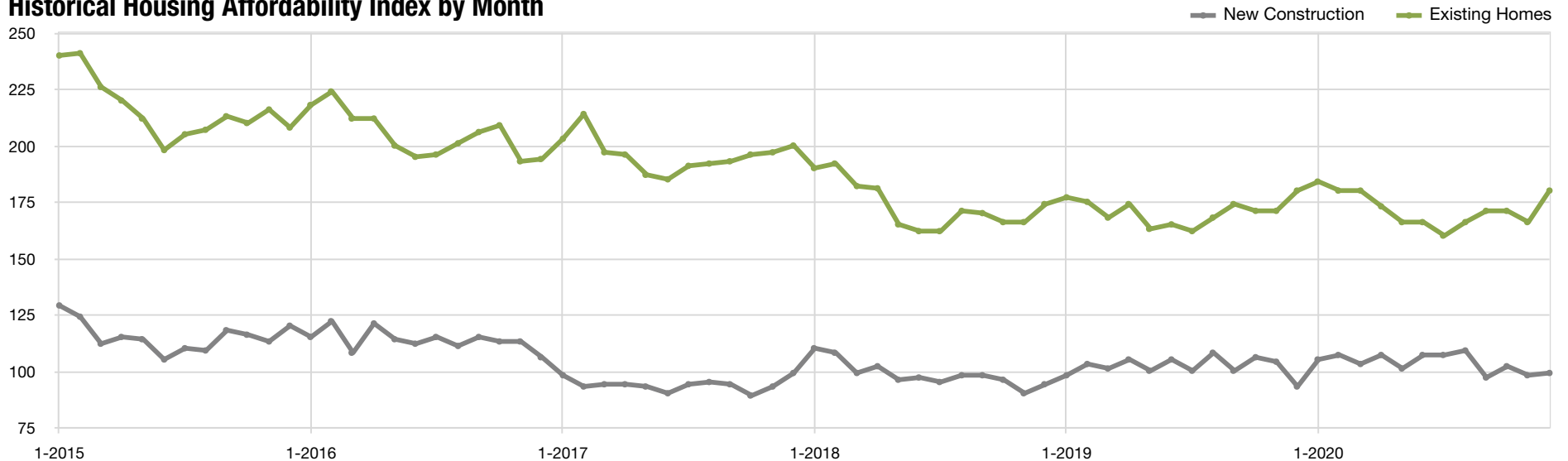


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	105	+ 7.1%	184	+ 4.0%
Feb-2020	107	+ 3.9%	180	+ 2.9%
Mar-2020	103	+ 2.0%	180	+ 7.1%
Apr-2020	107	+ 1.9%	173	- 0.6%
May-2020	101	+ 1.0%	166	+ 1.8%
Jun-2020	107	+ 1.9%	166	+ 0.6%
Jul-2020	107	+ 7.0%	160	- 1.2%
Aug-2020	109	+ 0.9%	166	- 1.2%
Sep-2020	97	- 3.0%	171	- 1.7%
Oct-2020	102	- 3.8%	171	0.0%
Nov-2020	98	- 5.8%	166	- 2.9%
<b>Dec-2020</b>	<b>99</b>	<b>+ 6.5%</b>	<b>180</b>	<b>0.0%</b>
12-Month Avg	104	+ 2.0%	172	+ 0.6%

## Historical Housing Affordability Index by Month



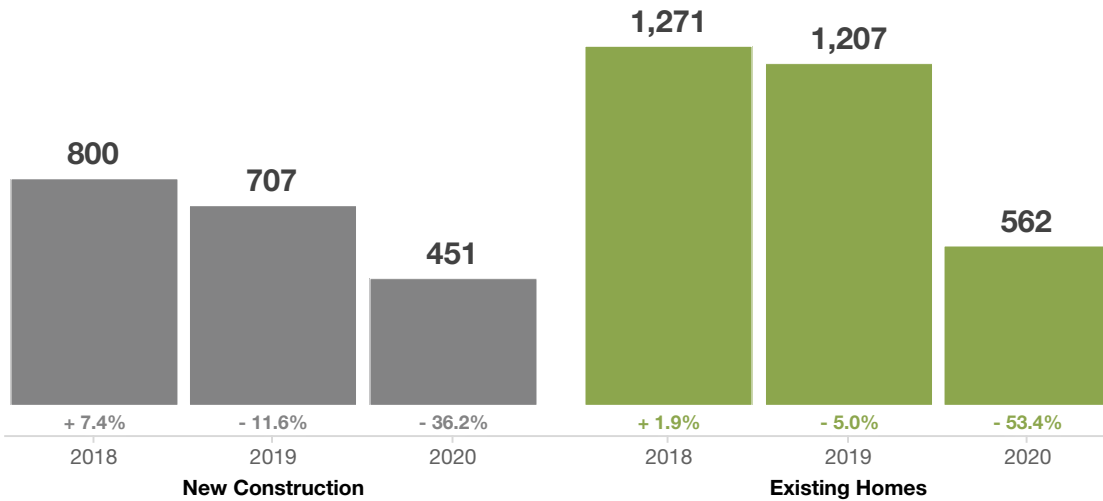
# Inventory of Homes for Sale

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



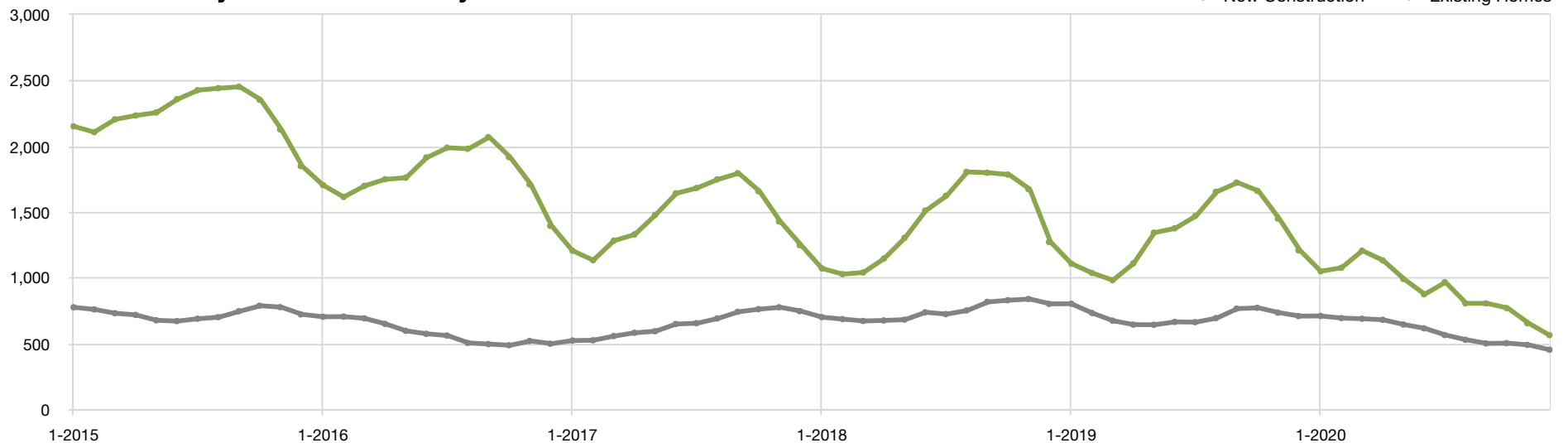
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	708	- 11.6%	1,048	- 5.3%
Feb-2020	692	- 5.3%	1,075	+ 3.9%
Mar-2020	687	+ 2.2%	1,205	+ 23.0%
Apr-2020	679	+ 5.8%	1,131	+ 2.1%
May-2020	643	+ 0.3%	990	- 26.2%
Jun-2020	614	- 7.4%	873	- 36.5%
Jul-2020	563	- 14.8%	965	- 34.3%
Aug-2020	527	- 23.8%	804	- 51.4%
Sep-2020	499	- 34.7%	804	- 53.3%
Oct-2020	501	- 34.9%	768	- 53.7%
Nov-2020	488	- 33.4%	653	- 54.9%
<b>Dec-2020</b>	<b>451</b>	<b>- 36.2%</b>	<b>562</b>	<b>- 53.4%</b>
12-Month Avg	588	- 16.7%	907	- 32.4%

## Historical Inventory of Homes for Sale by Month



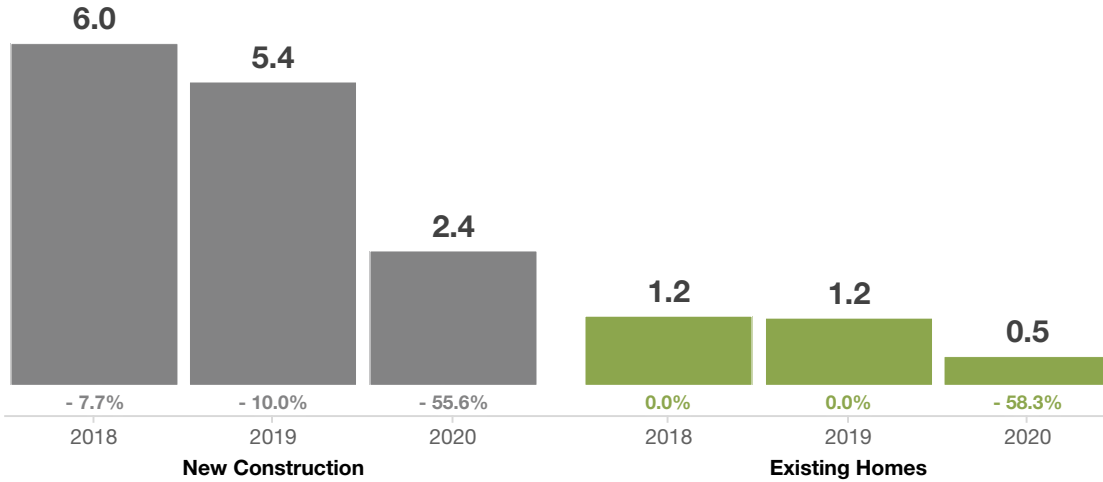
# Months Supply of Inventory

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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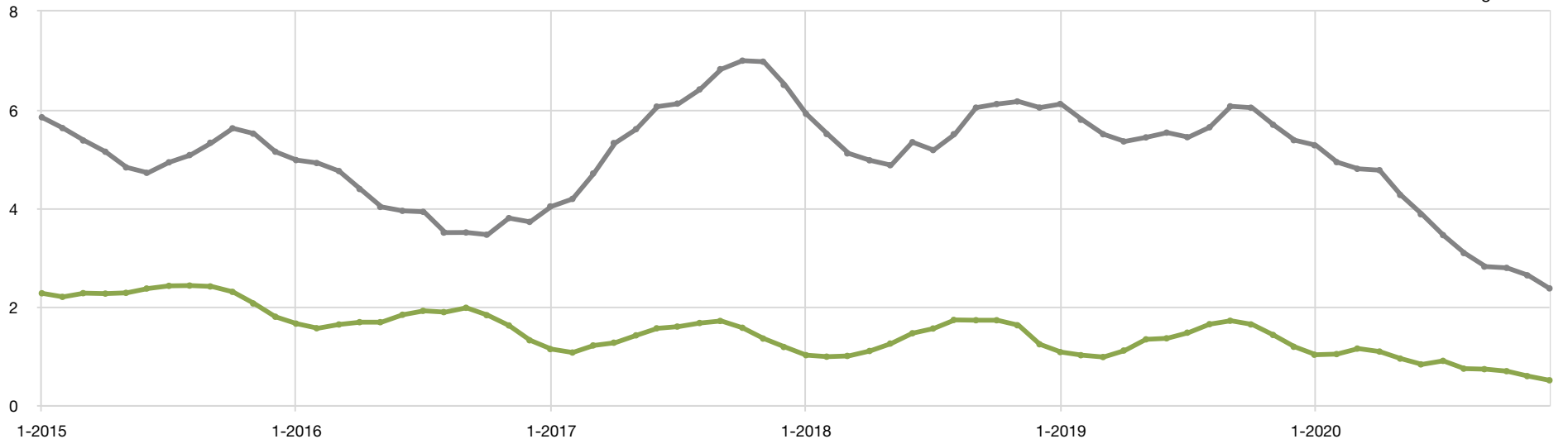
## December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	3.5	-35.2%	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%
Nov-2020	2.6	-54.4%	0.6	-57.1%
<b>Dec-2020</b>	<b>2.4</b>	<b>-55.6%</b>	<b>0.5</b>	<b>-58.3%</b>
12-Month Avg*	3.8	-33.7%	0.9	-35.9%

\* Months Supply for all properties from January 2020 through December 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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		849	<b>930</b>	+ 9.5%	18,814	<b>18,525</b>	- 1.5%
<b>Pending Sales</b>		719	<b>842</b>	+ 17.1%	13,803	<b>15,668</b>	+ 13.5%
<b>Closed Sales</b>		1,053	<b>1,191</b>	+ 13.1%	13,727	<b>14,987</b>	+ 9.2%
<b>Days on Market Until Sale</b>		27	<b>16</b>	- 40.7%	25	<b>21</b>	- 16.0%
<b>Median Closed Price</b>		\$200,500	<b>\$225,000</b>	+ 12.2%	\$210,000	<b>\$227,500</b>	+ 8.3%
<b>Average Closed Price</b>		\$237,415	<b>\$267,219</b>	+ 12.6%	\$242,035	<b>\$263,336</b>	+ 8.8%
<b>Percent of List Price Received</b>		98.5%	<b>100.1%</b>	+ 1.6%	99.1%	<b>99.9%</b>	+ 0.8%
<b>Housing Affordability Index</b>		170	<b>168</b>	- 1.2%	162	<b>166</b>	+ 2.5%
<b>Inventory of Homes for Sale</b>		1,914	<b>1,013</b>	- 47.1%	—	—	—
<b>Months Supply of Inventory</b>		1.7	<b>0.8</b>	- 52.9%	—	—	—