

# Monthly Indicators

Lincoln Area Region



## February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings decreased 22.5 percent for New Construction and 29.6 percent for Existing Homes. Pending Sales increased 27.8 percent for New Construction but decreased 20.4 percent for Existing Homes. Inventory decreased 26.0 percent for New Construction and 61.4 percent for Existing Homes.

Median Closed Price decreased 2.2 percent for New Construction but increased 24.1 percent for Existing Homes. Days on Market decreased 59.2 percent for New Construction and 55.2 percent for Existing Homes. Months Supply of Inventory decreased 46.2 percent for New Construction and 60.0 percent for Existing Homes.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

## Quick Facts

**- 24.6%**

Change in  
**Closed Sales**  
All Properties

**+ 21.0%**

Change in  
**Median Closed Price**  
All Properties

**- 43.7%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Lincoln area, which includes all of Lancaster and Seward counties, as well as the following ZIP codes: 68003, 68304, 68347, 68349, 68366, 68407, 68418, 68454, 68461 and 68462. 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	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		142	<b>110</b>	- 22.5%	269	<b>237</b>	- 11.9%
<b>Pending Sales</b>		72	<b>92</b>	+ 27.8%	134	<b>173</b>	+ 29.1%
<b>Closed Sales</b>		46	<b>44</b>	- 4.3%	87	<b>79</b>	- 9.2%
<b>Days on Market Until Sale</b>		71	<b>29</b>	- 59.2%	66	<b>35</b>	- 47.0%
<b>Median Closed Price</b>		\$318,224	<b>\$311,096</b>	- 2.2%	\$317,900	<b>\$323,560</b>	+ 1.8%
<b>Average Closed Price</b>		\$325,817	<b>\$319,362</b>	- 2.0%	\$324,330	<b>\$343,966</b>	+ 6.1%
<b>Percent of List Price Received</b>		101.0%	<b>100.9%</b>	- 0.1%	100.6%	<b>100.9%</b>	+ 0.3%
<b>Housing Affordability Index</b>		109	<b>120</b>	+ 10.1%	109	<b>116</b>	+ 6.4%
<b>Inventory of Homes for Sale</b>		358	<b>265</b>	- 26.0%	—	—	—
<b>Months Supply of Inventory</b>		6.5	<b>3.5</b>	- 46.2%	—	—	—

# 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		382	269	- 29.6%	696	530	- 23.9%
<b>Pending Sales</b>		329	262	- 20.4%	638	483	- 24.3%
<b>Closed Sales</b>		267	192	- 28.1%	476	430	- 9.7%
<b>Days on Market Until Sale</b>		29	13	- 55.2%	29	12	- 58.6%
<b>Median Closed Price</b>		\$179,900	\$223,300	+ 24.1%	\$182,000	\$215,000	+ 18.1%
<b>Average Closed Price</b>		\$216,587	\$243,283	+ 12.3%	\$212,721	\$242,137	+ 13.8%
<b>Percent of List Price Received</b>		97.6%	100.9%	+ 3.4%	97.6%	100.4%	+ 2.9%
<b>Housing Affordability Index</b>		193	168	- 13.0%	191	174	- 8.9%
<b>Inventory of Homes for Sale</b>		360	139	- 61.4%	—	—	—
<b>Months Supply of Inventory</b>		1.0	0.4	- 60.0%	—	—	—

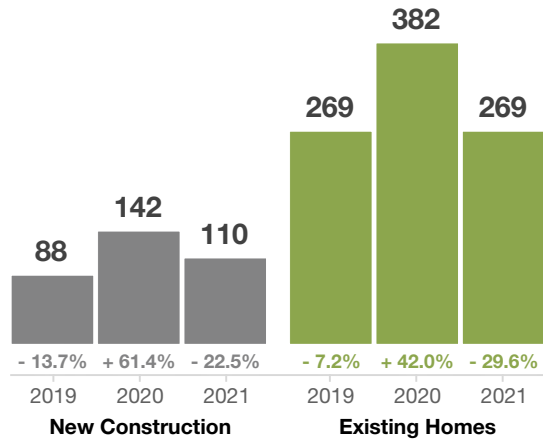
# New Listings

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

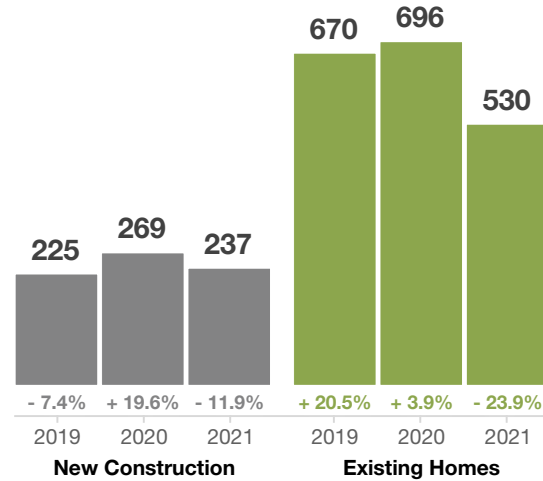


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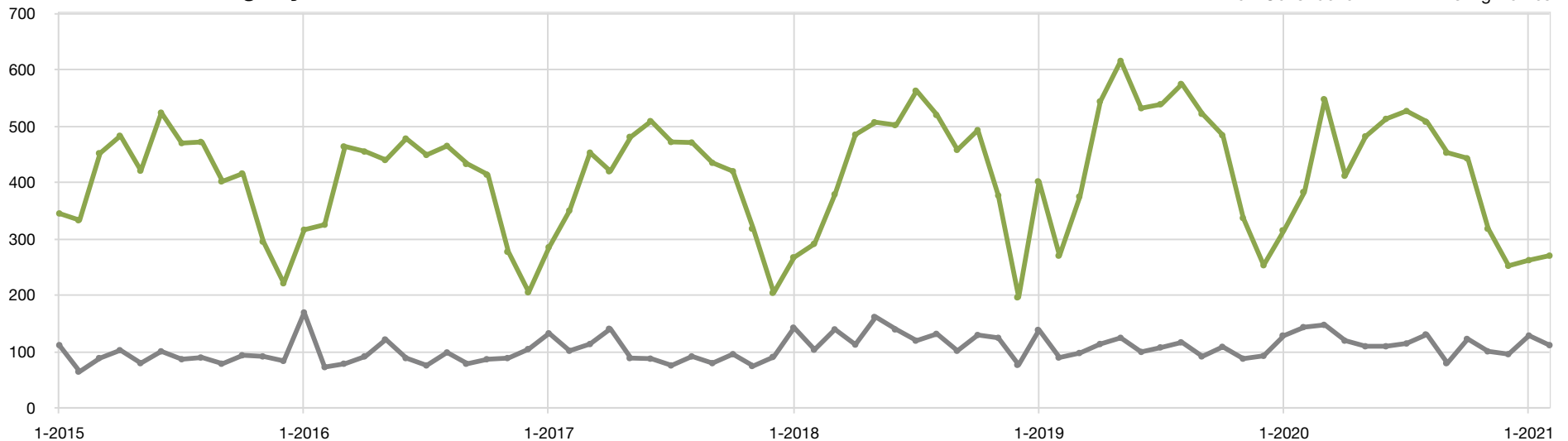


## Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020		146	+ 52.1%	547	+ 46.3%
Apr-2020		118	+ 5.4%	411	- 24.3%
May-2020		108	- 12.2%	481	- 21.8%
Jun-2020		108	+ 10.2%	512	- 3.6%
Jul-2020		113	+ 6.6%	526	- 2.2%
Aug-2020		129	+ 12.2%	507	- 11.7%
Sep-2020		78	- 13.3%	452	- 13.2%
Oct-2020		121	+ 13.1%	442	- 8.5%
Nov-2020		99	+ 15.1%	317	- 5.7%
Dec-2020		94	+ 3.3%	251	- 0.4%
Jan-2021		127	0.0%	261	- 16.9%
<b>Feb-2021</b>	<b>110</b>	<b>110</b>	<b>- 22.5%</b>	<b>269</b>	<b>- 29.6%</b>
12-Month Avg		113	+ 4.6%	415	- 8.8%

## Historical New Listings by Month



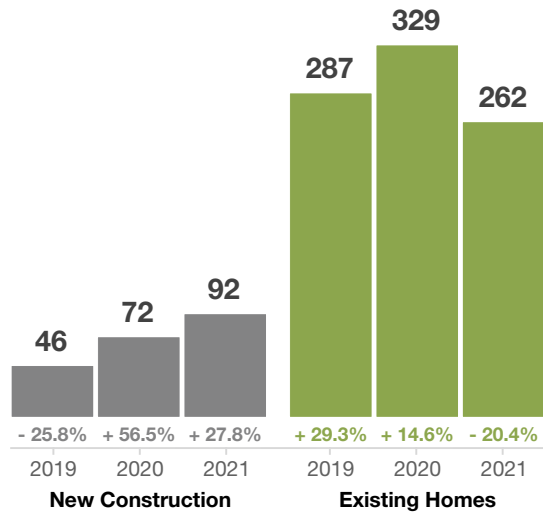
# Pending Sales

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

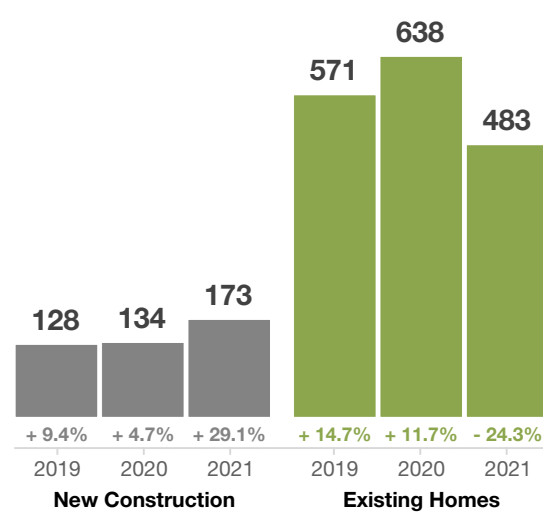


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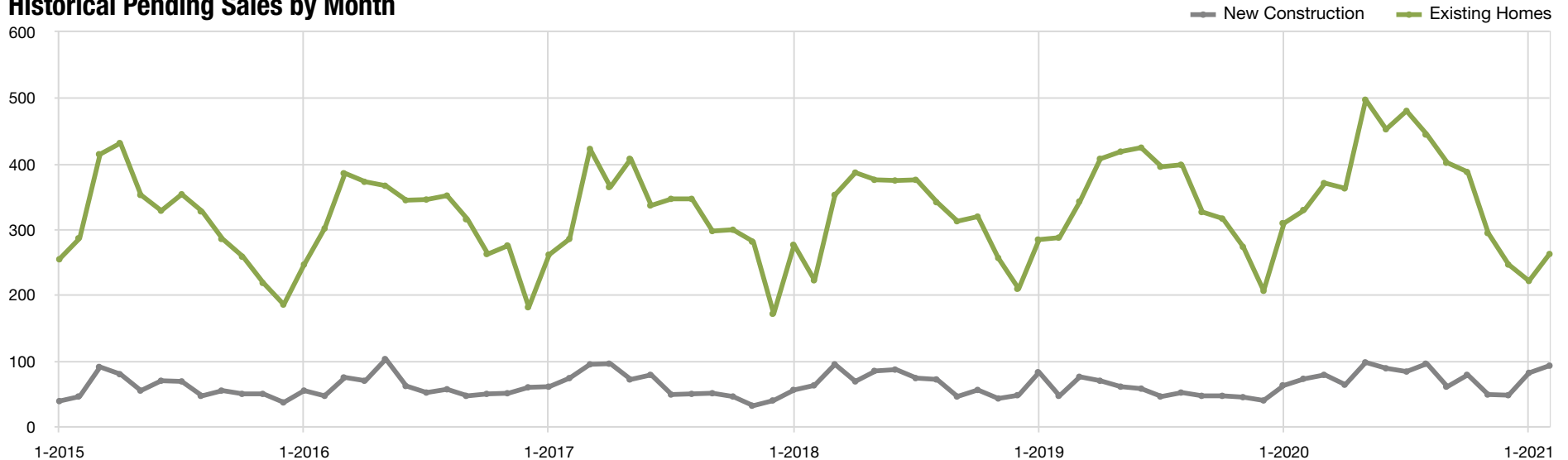


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	78	+ 4.0%	370	+ 8.2%
Apr-2020	63	- 8.7%	362	- 11.1%
May-2020	97	+ 61.7%	497	+ 18.9%
Jun-2020	88	+ 54.4%	452	+ 6.6%
Jul-2020	83	+ 84.4%	480	+ 21.5%
Aug-2020	95	+ 86.3%	444	+ 11.6%
Sep-2020	60	+ 30.4%	401	+ 23.0%
Oct-2020	78	+ 69.6%	387	+ 22.5%
Nov-2020	48	+ 9.1%	294	+ 7.7%
Dec-2020	47	+ 20.5%	246	+ 19.4%
Jan-2021	81	+ 30.6%	221	- 28.5%
<b>Feb-2021</b>	<b>92</b>	<b>+ 27.8%</b>	<b>262</b>	<b>- 20.4%</b>
12-Month Avg	76	+ 35.7%	368	+ 6.7%

## Historical Pending Sales by Month



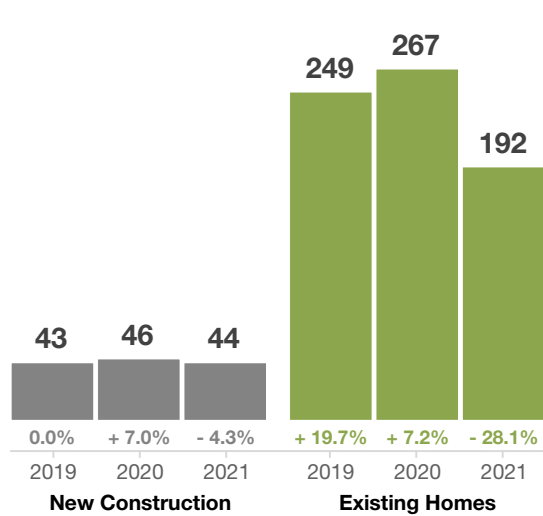
# Closed Sales

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

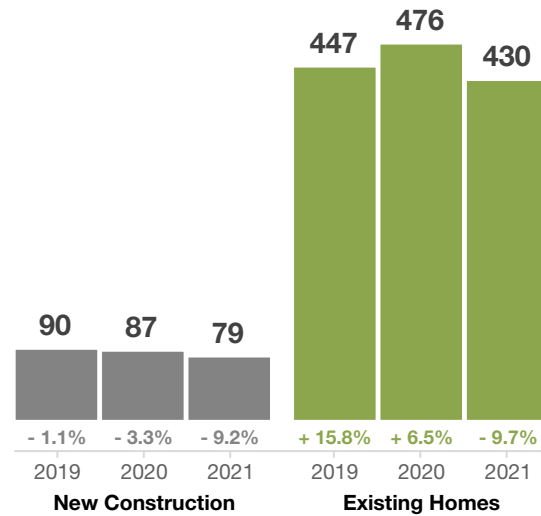


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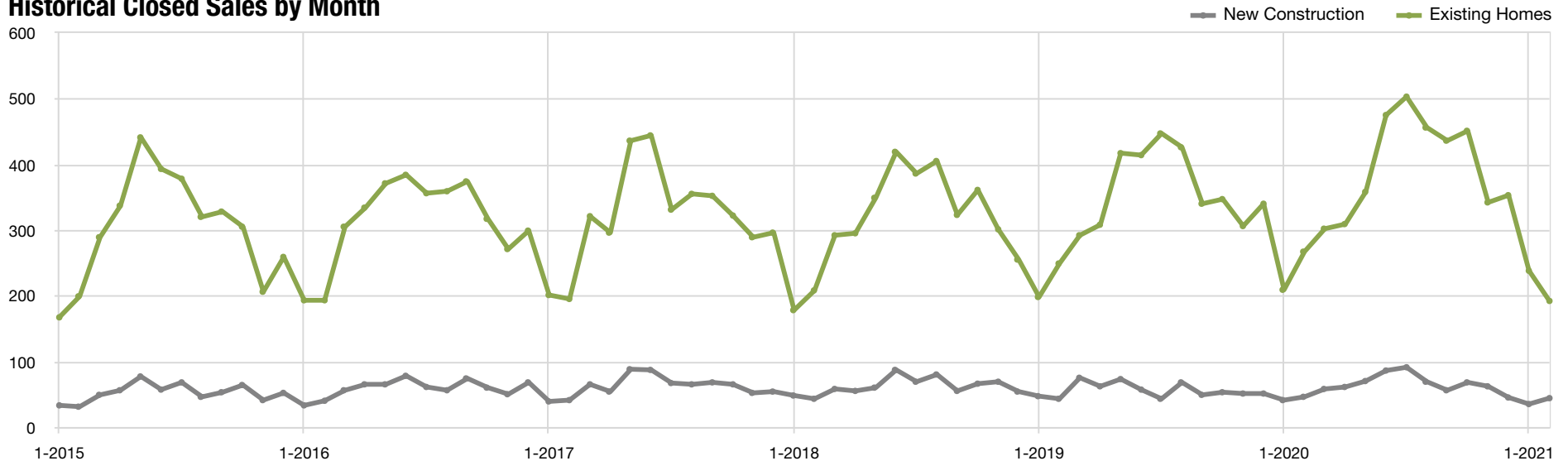


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	58	- 22.7%	302	+ 3.4%
Apr-2020	61	- 1.6%	309	+ 0.3%
May-2020	70	- 4.1%	358	- 14.1%
Jun-2020	86	+ 50.9%	475	+ 14.7%
Jul-2020	91	+ 111.6%	503	+ 12.5%
Aug-2020	69	+ 1.5%	456	+ 7.0%
Sep-2020	56	+ 14.3%	436	+ 28.2%
Oct-2020	68	+ 28.3%	451	+ 30.0%
Nov-2020	62	+ 21.6%	342	+ 11.8%
Dec-2020	45	- 11.8%	353	+ 3.8%
Jan-2021	35	- 14.6%	238	+ 13.9%
<b>Feb-2021</b>	<b>44</b>	<b>- 4.3%</b>	<b>192</b>	<b>- 28.1%</b>
12-Month Avg	62	+ 10.7%	368	+ 7.3%

## Historical Closed Sales by Month



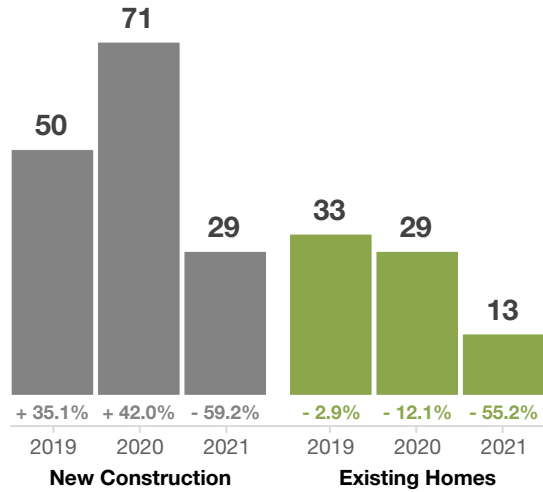
# Days on Market Until Sale

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

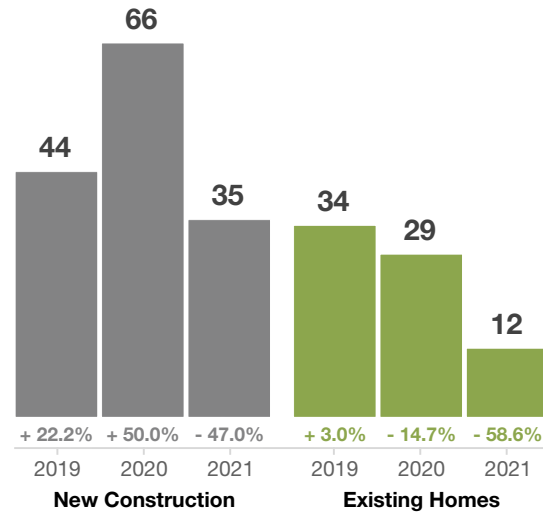


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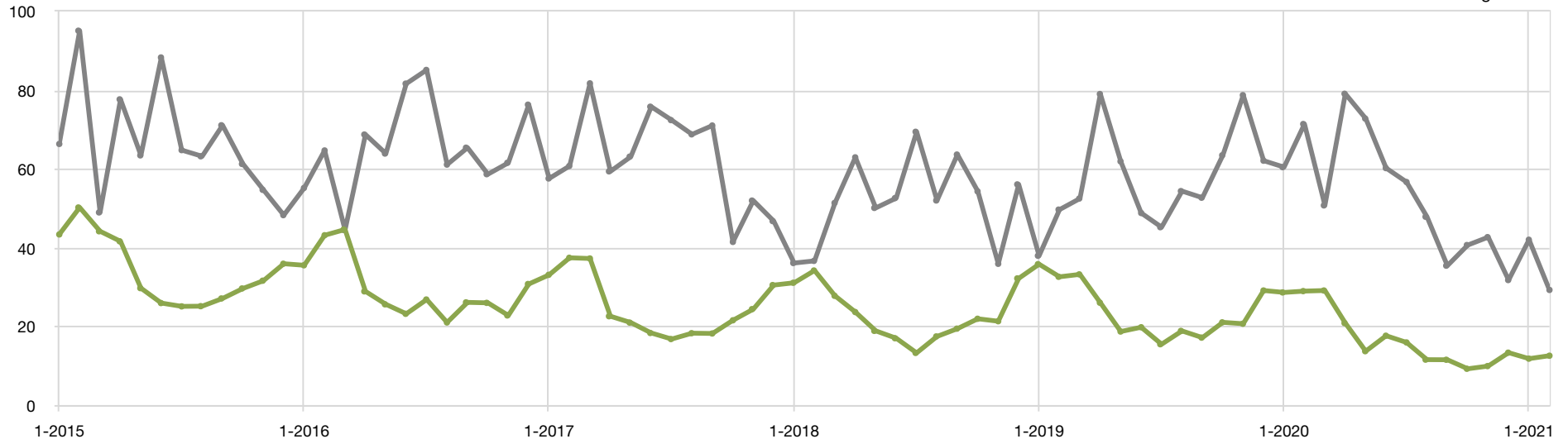
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	51	- 1.9%	29	- 12.1%
Apr-2020	79	0.0%	21	- 19.2%
May-2020	73	+ 17.7%	14	- 26.3%
Jun-2020	60	+ 22.4%	18	- 10.0%
Jul-2020	57	+ 26.7%	16	+ 6.7%
Aug-2020	48	- 11.1%	12	- 36.8%
Sep-2020	35	- 34.0%	12	- 29.4%
Oct-2020	41	- 34.9%	9	- 57.1%
Nov-2020	43	- 45.6%	10	- 52.4%
Dec-2020	32	- 48.4%	13	- 55.2%
Jan-2021	42	- 30.0%	12	- 58.6%
<b>Feb-2021</b>	<b>29</b>	<b>- 59.2%</b>	<b>13</b>	<b>- 55.2%</b>
12-Month Avg*	51	- 15.9%	15	- 34.7%

\* Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



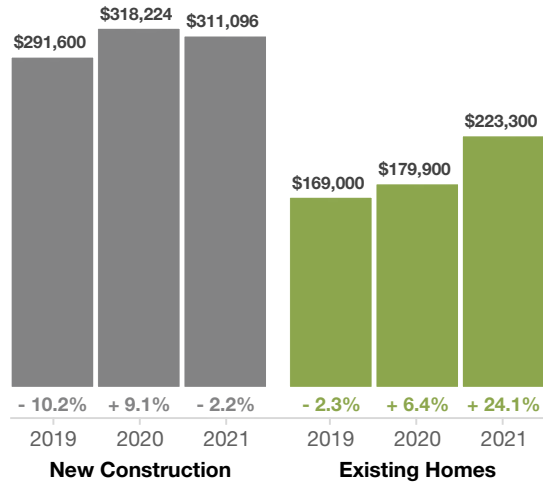
# Median Closed Price

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

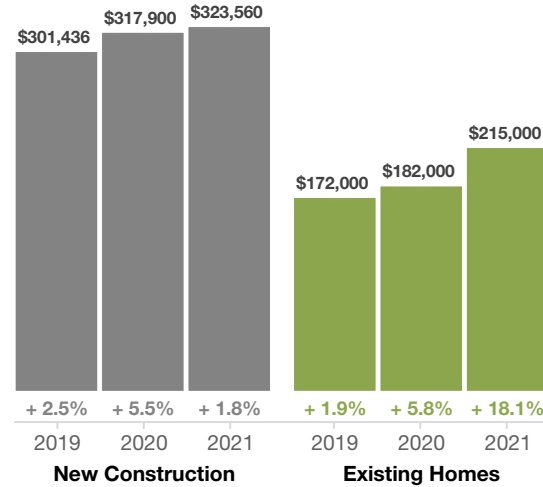


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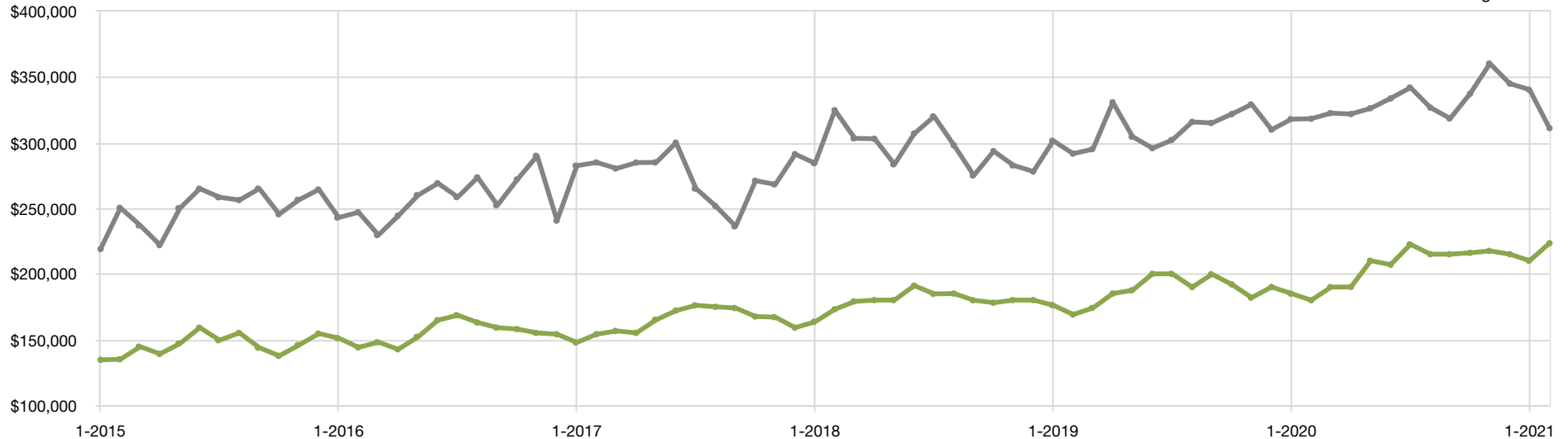
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	\$322,500	+ 9.3%	\$189,950	+ 9.2%
Apr-2020	\$321,800	- 2.7%	\$190,000	+ 2.7%
May-2020	\$326,195	+ 7.1%	\$210,000	+ 12.0%
Jun-2020	\$333,700	+ 12.8%	\$207,000	+ 3.5%
Jul-2020	\$341,950	+ 13.2%	\$222,500	+ 11.3%
Aug-2020	\$326,700	+ 3.5%	\$215,000	+ 13.2%
Sep-2020	\$318,415	+ 1.1%	\$215,000	+ 7.7%
Oct-2020	\$337,245	+ 4.8%	\$216,000	+ 12.5%
Nov-2020	\$360,250	+ 9.5%	\$217,500	+ 19.6%
Dec-2020	\$345,000	+ 11.3%	\$215,000	+ 13.2%
Jan-2021	\$340,382	+ 7.1%	\$210,000	+ 13.5%
<b>Feb-2021</b>	<b>\$311,096</b>	<b>- 2.2%</b>	<b>\$223,300</b>	<b>+ 24.1%</b>
12-Month Avg*	\$334,000	+ 7.6%	\$211,000	+ 11.1%

\* Median Closed Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





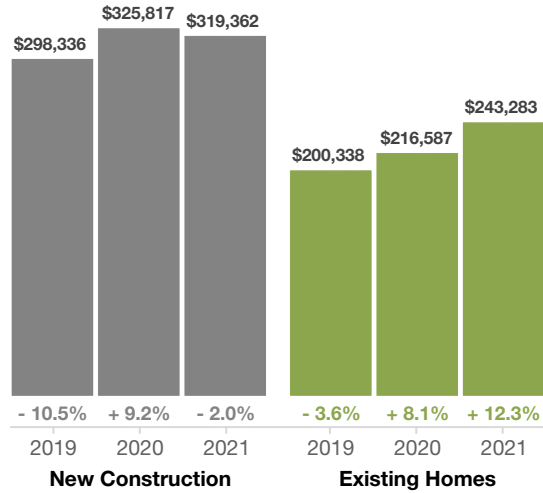
# Average Closed Price

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

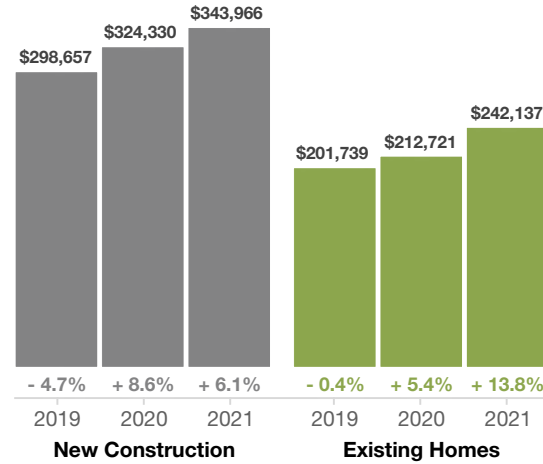


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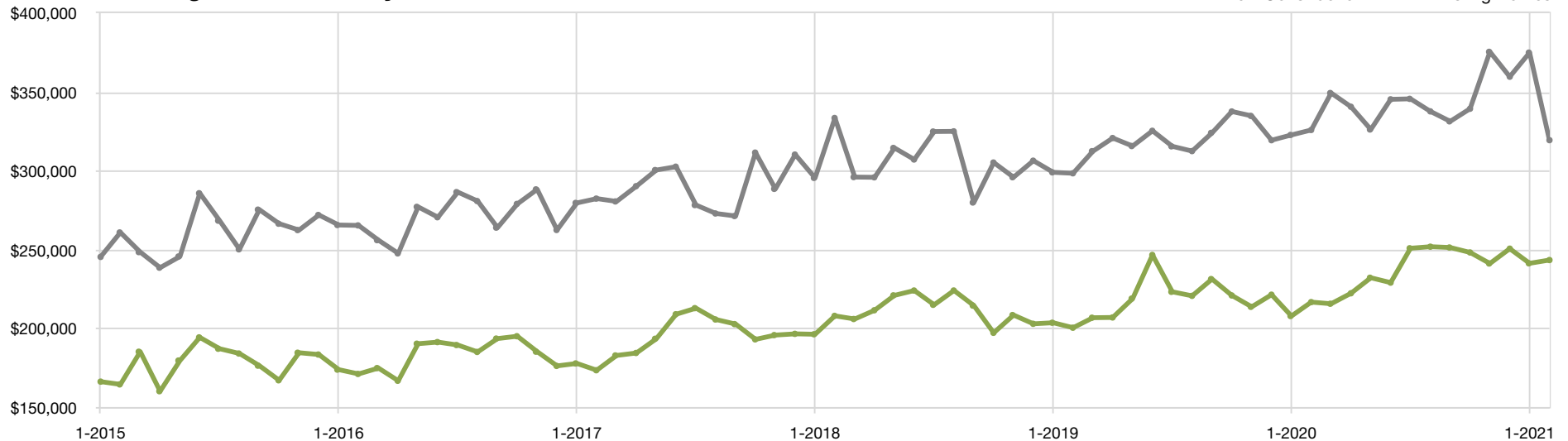
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	\$349,277	+ 11.8%	\$215,549	+ 4.3%
Apr-2020	\$340,556	+ 6.2%	\$222,193	+ 7.4%
May-2020	\$326,127	+ 3.3%	\$232,047	+ 6.0%
Jun-2020	\$345,264	+ 6.1%	\$228,953	- 7.1%
Jul-2020	\$345,579	+ 9.6%	\$250,772	+ 12.4%
Aug-2020	\$337,624	+ 8.1%	\$251,755	+ 14.1%
Sep-2020	\$331,289	+ 2.3%	\$251,244	+ 8.7%
Oct-2020	\$339,299	+ 0.5%	\$248,099	+ 12.4%
Nov-2020	\$375,409	+ 12.1%	\$241,093	+ 12.9%
Dec-2020	\$359,620	+ 12.6%	\$250,494	+ 13.2%
Jan-2021	\$374,898	+ 16.2%	\$241,212	+ 16.1%
<b>Feb-2021</b>	<b>\$319,362</b>	<b>- 2.0%</b>	<b>\$243,283</b>	<b>+ 12.3%</b>
12-Month Avg*	\$344,367	+ 7.1%	\$240,756	+ 9.0%

\* Average Closed Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



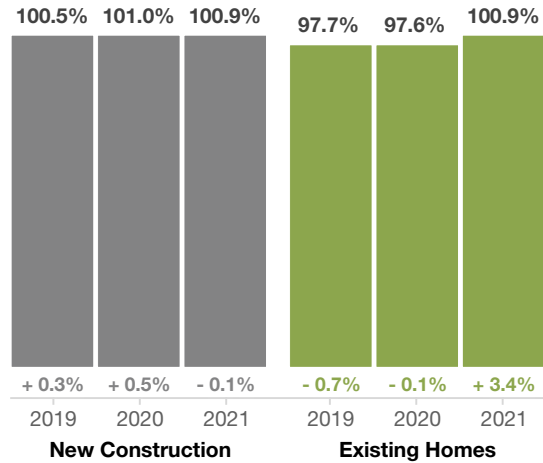
# Percent of List Price Received

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.

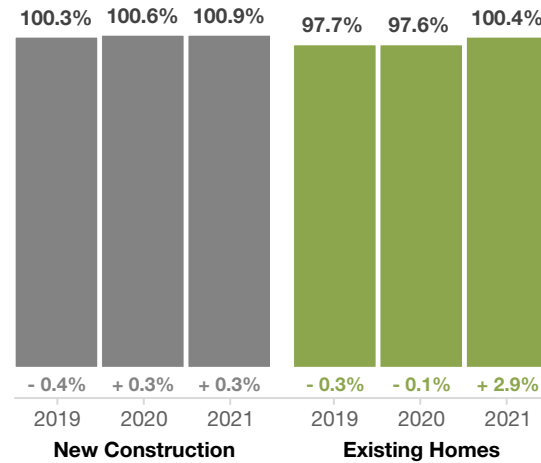


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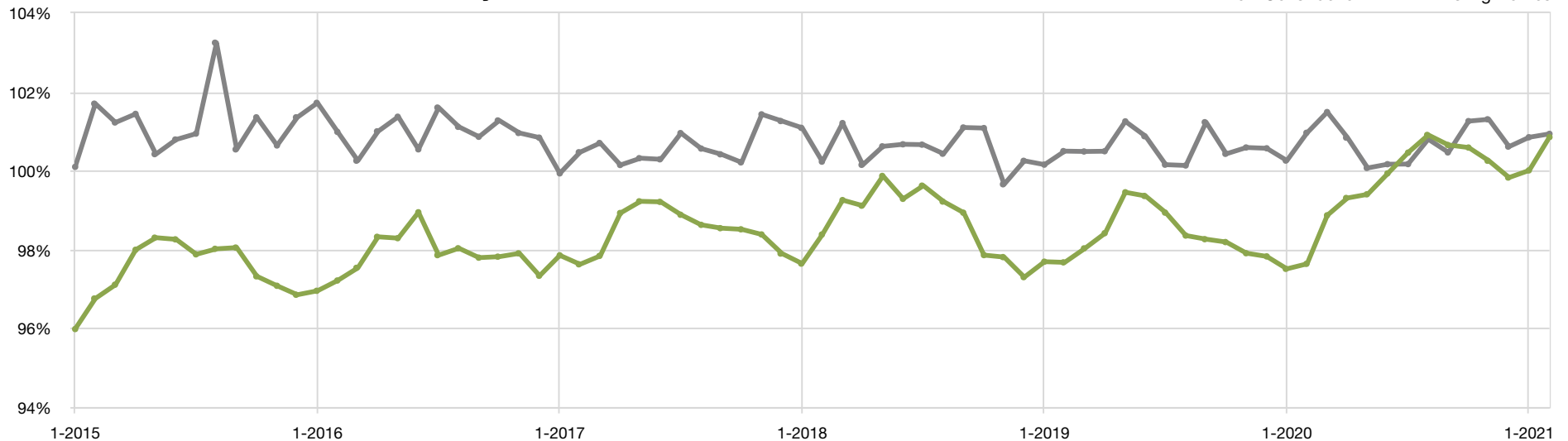
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	101.5%	+ 1.0%	98.9%	+ 0.9%
Apr-2020	100.8%	+ 0.3%	99.3%	+ 0.9%
May-2020	100.1%	- 1.2%	99.4%	- 0.1%
Jun-2020	100.2%	- 0.7%	99.9%	+ 0.5%
Jul-2020	100.2%	0.0%	100.5%	+ 1.6%
Aug-2020	100.8%	+ 0.7%	100.9%	+ 2.5%
Sep-2020	100.5%	- 0.7%	100.7%	+ 2.4%
Oct-2020	101.3%	+ 0.9%	100.6%	+ 2.4%
Nov-2020	101.3%	+ 0.7%	100.3%	+ 2.5%
Dec-2020	100.6%	0.0%	99.8%	+ 2.0%
Jan-2021	100.8%	+ 0.5%	100.0%	+ 2.6%
<b>Feb-2021</b>	<b>100.9%</b>	<b>- 0.1%</b>	<b>100.9%</b>	<b>+ 3.4%</b>
12-Month Avg*	100.7%	+ 0.1%	100.1%	+ 1.7%

\* Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



# Housing Affordability Index

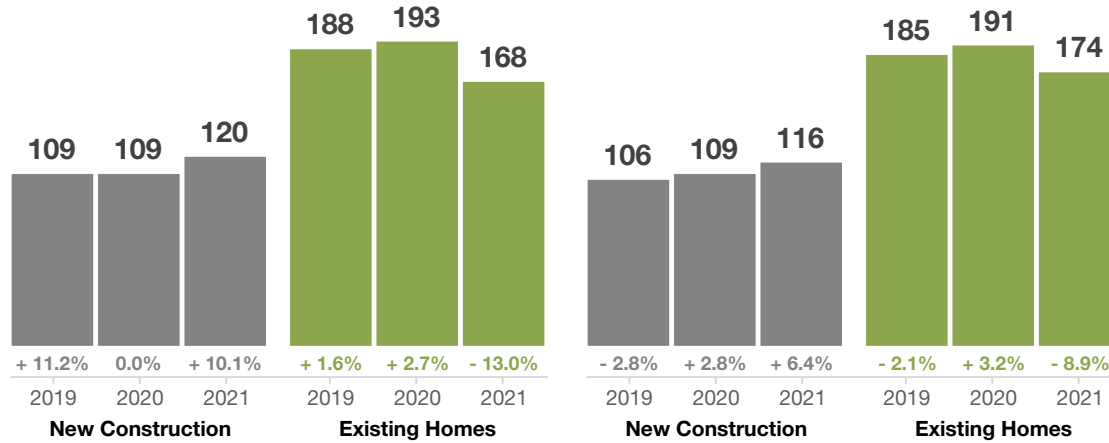
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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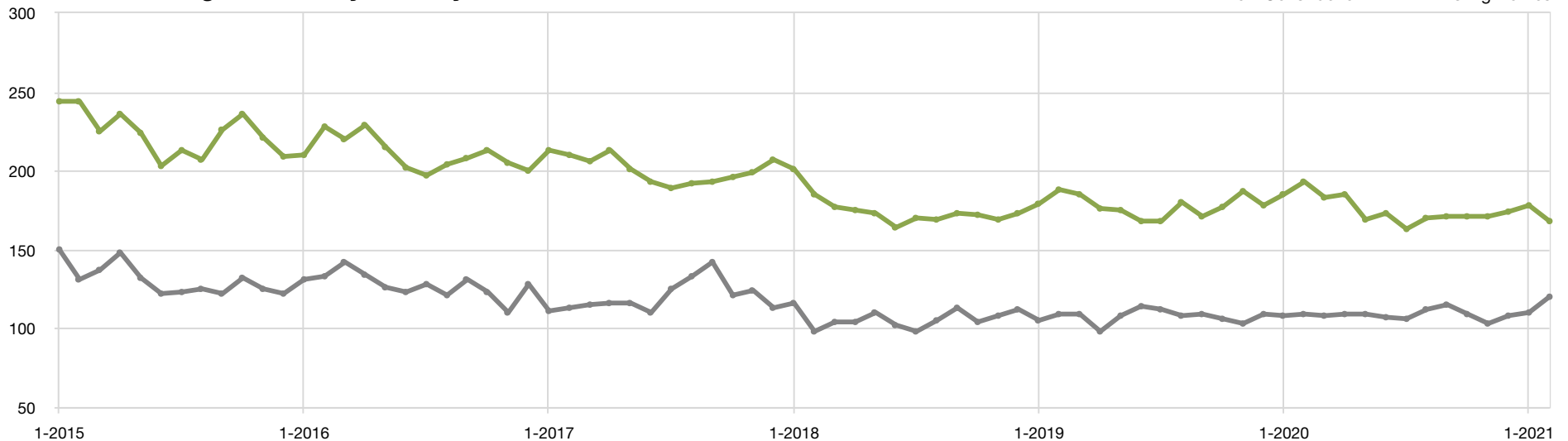
## February

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	108	- 0.9%	183	- 1.1%
Apr-2020	109	+ 11.2%	185	+ 5.1%
May-2020	109	+ 0.9%	169	- 3.4%
Jun-2020	107	- 6.1%	173	+ 3.0%
Jul-2020	106	- 5.4%	163	- 3.0%
Aug-2020	112	+ 3.7%	170	- 5.6%
Sep-2020	115	+ 5.5%	171	0.0%
Oct-2020	109	+ 2.8%	171	- 3.4%
Nov-2020	103	0.0%	171	- 8.6%
Dec-2020	108	- 0.9%	174	- 2.2%
Jan-2021	110	+ 1.9%	178	- 3.8%
<b>Feb-2021</b>	<b>120</b>	<b>+ 10.1%</b>	<b>168</b>	<b>- 13.0%</b>
12-Month Avg	110	+ 1.9%	173	- 3.4%

## Historical Housing Affordability Index by Month



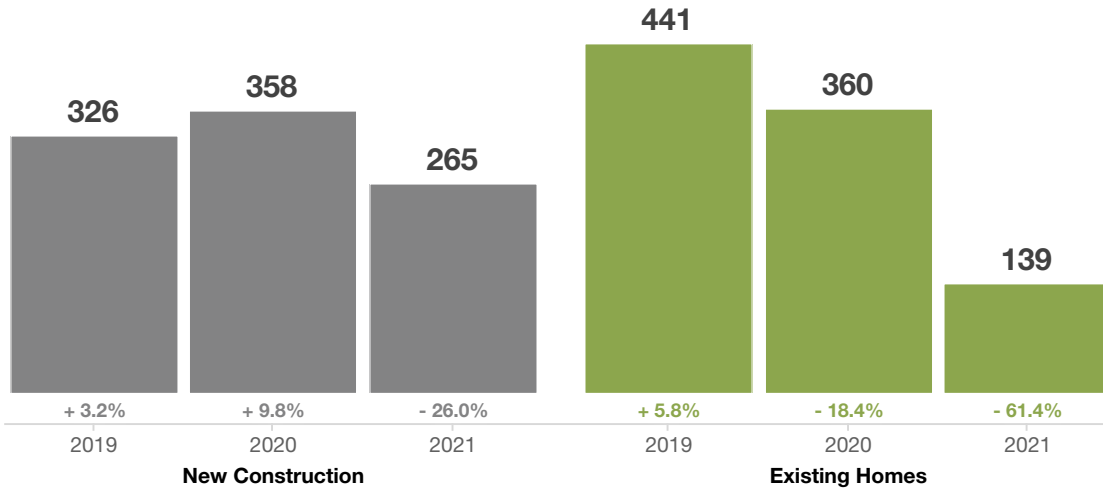
# Inventory of Homes for Sale

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



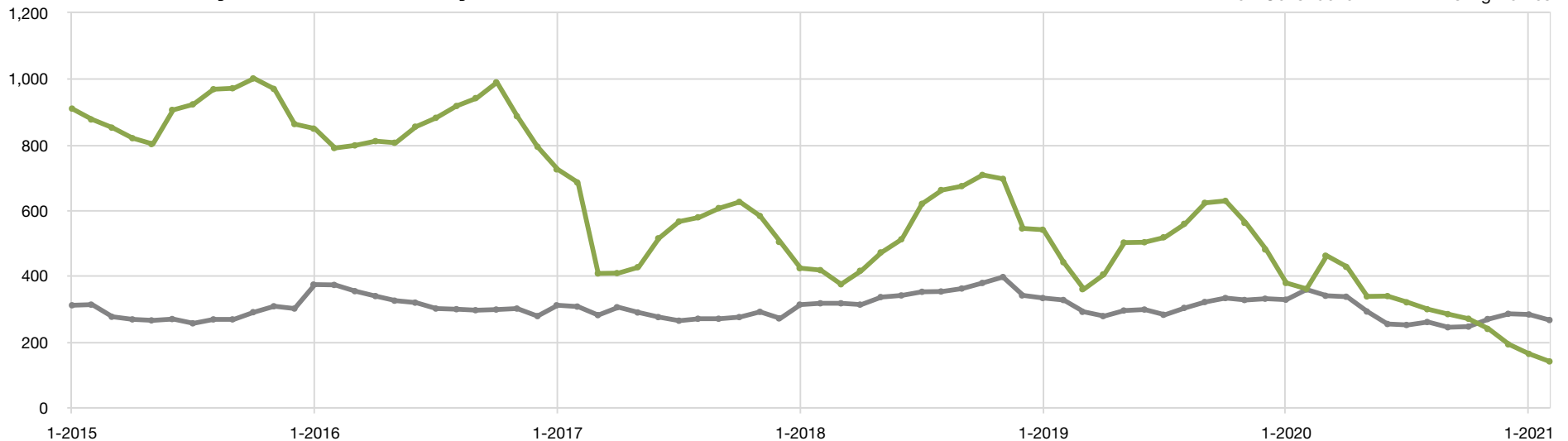
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	339	+ 16.9%	461	+ 28.4%
Apr-2020	336	+ 21.3%	427	+ 5.7%
May-2020	291	- 1.0%	337	- 32.7%
Jun-2020	253	- 14.8%	338	- 32.7%
Jul-2020	250	- 11.0%	319	- 38.3%
Aug-2020	259	- 14.2%	298	- 46.6%
Sep-2020	243	- 24.1%	283	- 54.5%
Oct-2020	245	- 26.2%	269	- 57.2%
Nov-2020	268	- 17.8%	238	- 57.6%
Dec-2020	284	- 13.9%	191	- 60.2%
Jan-2021	282	- 13.8%	162	- 57.1%
<b>Feb-2021</b>	<b>265</b>	<b>- 26.0%</b>	<b>139</b>	<b>- 61.4%</b>
12-Month Avg	276	- 11.3%	289	- 40.9%

## Historical Inventory of Homes for Sale by Month



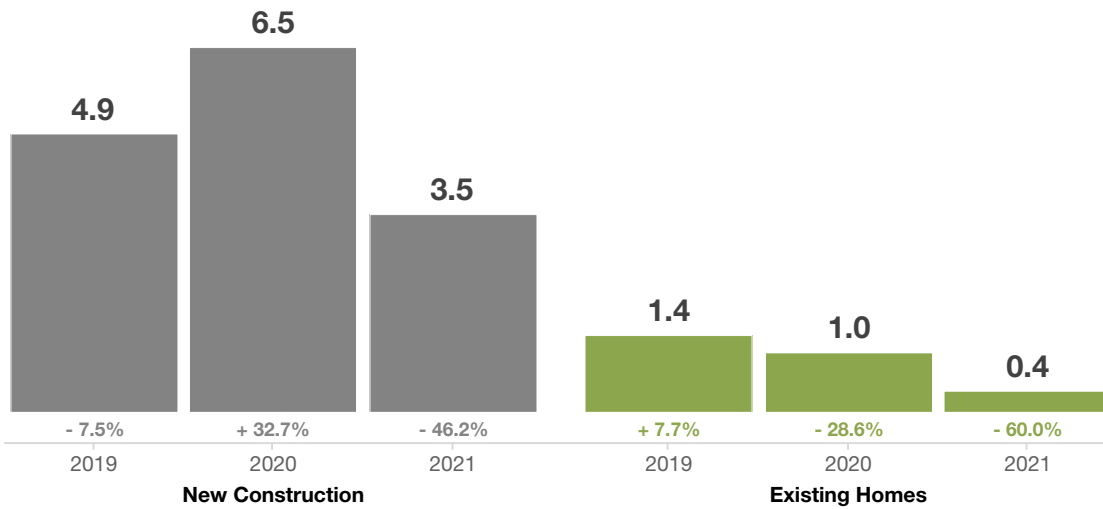
# Months Supply of Inventory

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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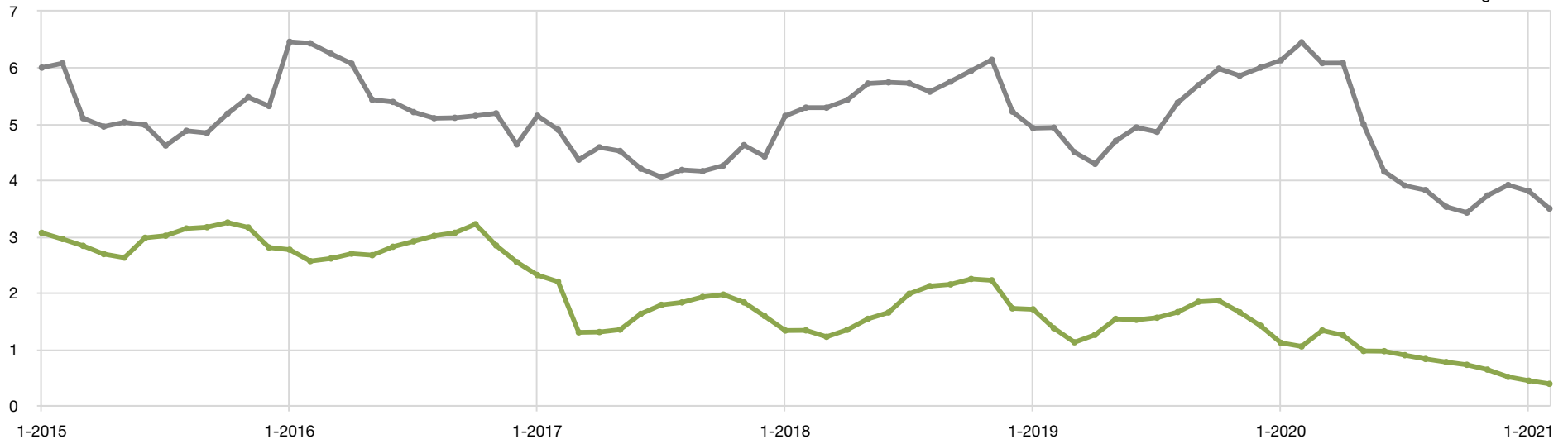
## February



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2020	6.1	+ 35.6%	1.3	+ 18.2%
Apr-2020	6.1	+ 41.9%	1.2	0.0%
May-2020	5.0	+ 6.4%	1.0	- 33.3%
Jun-2020	4.2	- 14.3%	1.0	- 33.3%
Jul-2020	3.9	- 20.4%	0.9	- 43.8%
Aug-2020	3.8	- 29.6%	0.8	- 52.9%
Sep-2020	3.5	- 38.6%	0.8	- 55.6%
Oct-2020	3.4	- 43.3%	0.7	- 63.2%
Nov-2020	3.7	- 37.3%	0.6	- 64.7%
Dec-2020	3.9	- 35.0%	0.5	- 64.3%
Jan-2021	3.8	- 37.7%	0.4	- 63.6%
<b>Feb-2021</b>	<b>3.5</b>	<b>- 46.2%</b>	<b>0.4</b>	<b>- 60.0%</b>
12-Month Avg*	4.2	- 21.4%	0.8	- 45.1%

\* Months Supply for all properties from March 2020 through February 2021. 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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		524	<b>379</b>	- 27.7%	965	<b>767</b>	- 20.5%
<b>Pending Sales</b>		401	<b>354</b>	- 11.7%	772	<b>656</b>	- 15.0%
<b>Closed Sales</b>		313	<b>236</b>	- 24.6%	563	<b>509</b>	- 9.6%
<b>Days on Market Until Sale</b>		35	<b>16</b>	- 54.3%	35	<b>16</b>	- 54.3%
<b>Median Closed Price</b>		\$191,000	<b>\$231,201</b>	+ 21.0%	\$195,000	<b>\$229,900</b>	+ 17.9%
<b>Average Closed Price</b>		\$232,640	<b>\$257,468</b>	+ 10.7%	\$229,998	<b>\$257,941</b>	+ 12.1%
<b>Percent of List Price Received</b>		98.1%	<b>100.9%</b>	+ 2.9%	98.1%	<b>100.5%</b>	+ 2.4%
<b>Housing Affordability Index</b>		182	<b>162</b>	- 11.0%	178	<b>163</b>	- 8.4%
<b>Inventory of Homes for Sale</b>		718	<b>404</b>	- 43.7%	—	—	—
<b>Months Supply of Inventory</b>		1.8	<b>0.9</b>	- 50.0%	—	—	—