

Monthly Indicators

Lincoln Area Region



July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings decreased 46.5 percent for New Construction but increased 15.4 percent for Existing Homes. Pending Sales decreased 69.4 percent for New Construction and 0.8 percent for Existing Homes. Inventory decreased 22.6 percent for New Construction but increased 3.7 percent for Existing Homes.

Median Closed Price increased 5.3 percent for New Construction and 8.0 percent for Existing Homes. Days on Market decreased 28.1 percent for New Construction and 62.5 percent for Existing Homes. Months Supply of Inventory decreased 28.2 percent for New Construction but remained flat for Existing Homes.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Quick Facts

- 7.9%

Change in
Closed Sales
All Properties

+ 7.3%

Change in
Median Closed Price
All Properties

- 7.8%

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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		114	61	- 46.5%	865	664	- 23.2%
Pending Sales		85	26	- 69.4%	548	475	- 13.3%
Closed Sales		91	61	- 33.0%	453	403	- 11.0%
Days on Market Until Sale		57	41	- 28.1%	64	45	- 29.7%
Median Closed Price		\$341,950	\$360,000	+ 5.3%	\$326,350	\$350,000	+ 7.2%
Average Closed Price		\$345,579	\$362,061	+ 4.8%	\$338,230	\$364,668	+ 7.8%
Percent of List Price Received		100.2%	101.1%	+ 0.9%	100.5%	101.2%	+ 0.7%
Housing Affordability Index		106	101	- 4.7%	111	104	- 6.3%
Inventory of Homes for Sale		252	195	- 22.6%	—	—	—
Months Supply of Inventory		3.9	2.8	- 28.2%	—	—	—

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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		527	608	+ 15.4%	3,176	3,250	+ 2.3%
Pending Sales		480	476	- 0.8%	2,801	2,707	- 3.4%
Closed Sales		505	488	- 3.4%	2,427	2,415	- 0.5%
Days on Market Until Sale		16	6	- 62.5%	21	8	- 61.9%
Median Closed Price		\$222,500	\$240,250	+ 8.0%	\$200,000	\$230,000	+ 15.0%
Average Closed Price		\$250,759	\$283,035	+ 12.9%	\$228,255	\$263,873	+ 15.6%
Percent of List Price Received		100.5%	103.2%	+ 2.7%	99.3%	102.7%	+ 3.4%
Housing Affordability Index		163	152	- 6.7%	181	158	- 12.7%
Inventory of Homes for Sale		322	334	+ 3.7%	—	—	—
Months Supply of Inventory		0.9	0.9	0.0%	—	—	—

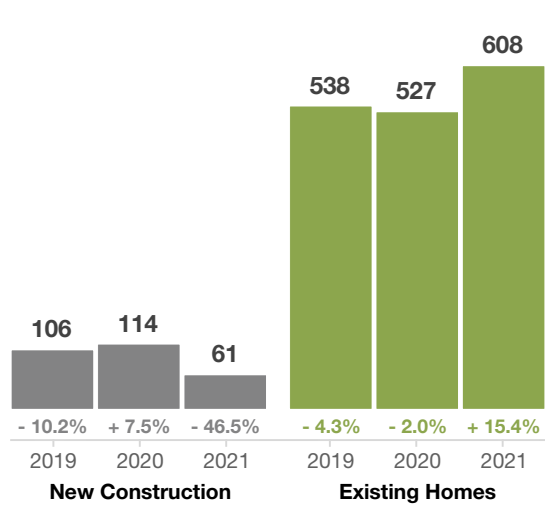
New Listings

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

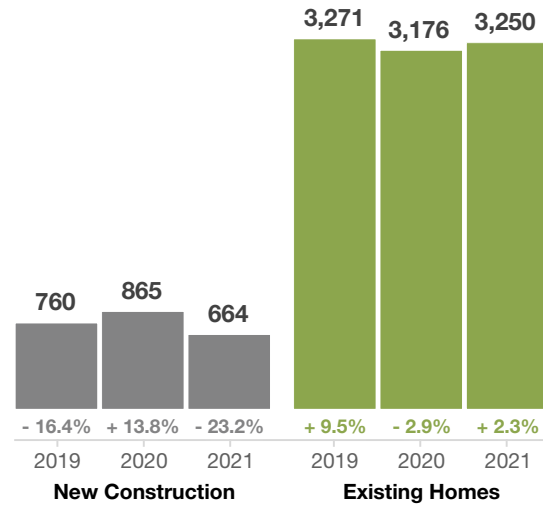


Lincoln Area Region

July

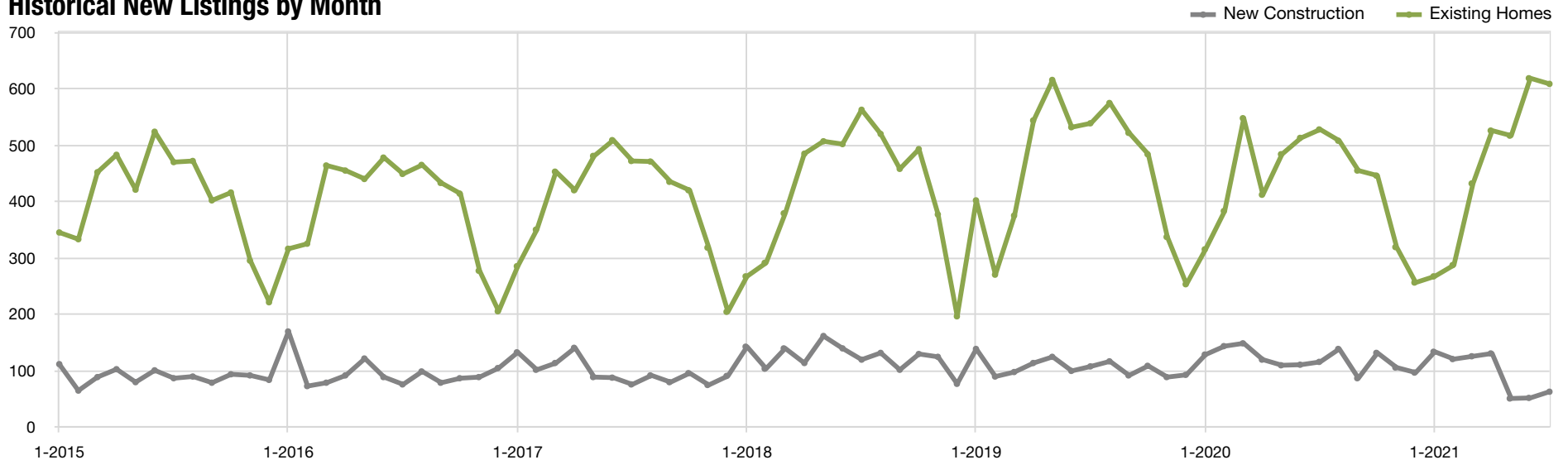


Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020		137	+ 19.1%	507	- 11.7%
Sep-2020		85	- 5.6%	454	- 12.9%
Oct-2020		130	+ 21.5%	445	- 7.9%
Nov-2020		104	+ 19.5%	318	- 5.4%
Dec-2020		95	+ 4.4%	255	+ 1.2%
Jan-2021		132	+ 3.9%	266	- 15.3%
Feb-2021		119	- 16.2%	286	- 25.1%
Mar-2021		124	- 15.6%	431	- 21.2%
Apr-2021		129	+ 9.3%	525	+ 27.7%
May-2021		49	- 54.6%	516	+ 6.8%
Jun-2021		50	- 54.1%	618	+ 20.7%
Jul-2021	61		- 46.5%	608	+ 15.4%
12-Month Avg		101	- 10.6%	436	- 2.0%

Historical New Listings by Month



Pending Sales

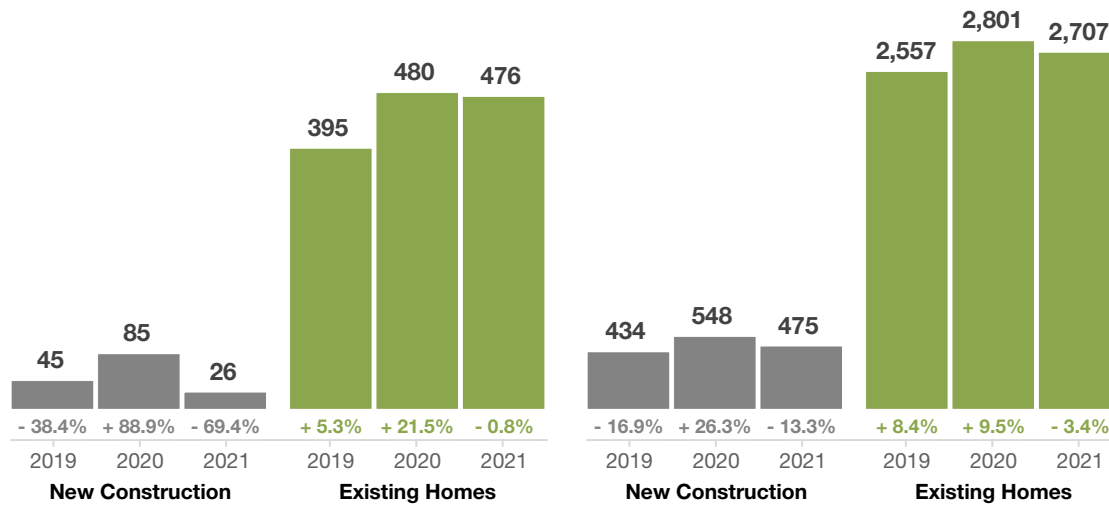
A count of the properties on which offers have been accepted in a given month.



Lincoln Area Region

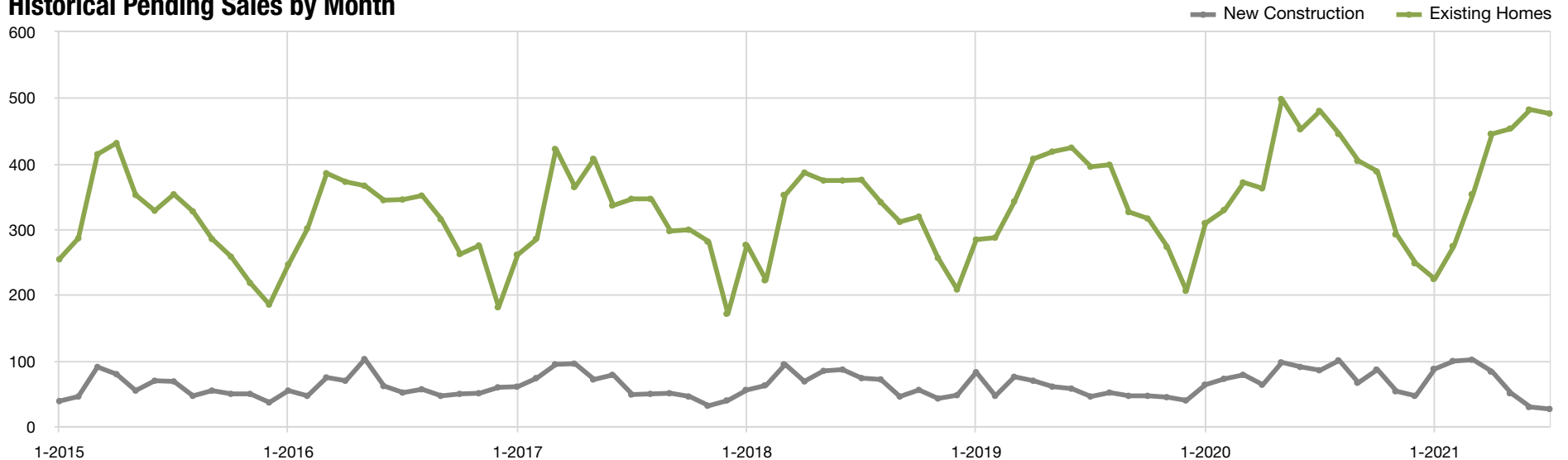
July

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	100	+ 96.1%	445	+ 11.8%
Sep-2020	66	+ 43.5%	404	+ 23.9%
Oct-2020	86	+ 87.0%	388	+ 22.8%
Nov-2020	53	+ 20.5%	292	+ 7.0%
Dec-2020	46	+ 17.9%	248	+ 20.4%
Jan-2021	87	+ 38.1%	224	- 27.5%
Feb-2021	99	+ 37.5%	274	- 16.7%
Mar-2021	101	+ 29.5%	353	- 4.9%
Apr-2021	83	+ 31.7%	445	+ 22.9%
May-2021	50	- 48.5%	453	- 9.0%
Jun-2021	29	- 67.8%	482	+ 6.6%
Jul-2021	26	- 69.4%	476	- 0.8%
12-Month Avg	69	+ 6.2%	374	+ 3.9%

Historical Pending Sales by Month



Closed Sales

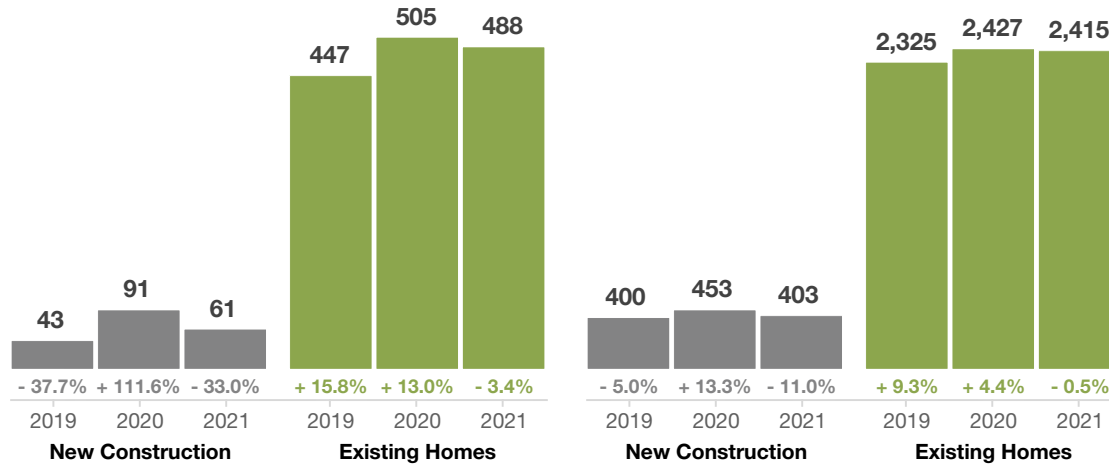
A count of the actual sales that closed in a given month.



Lincoln Area Region

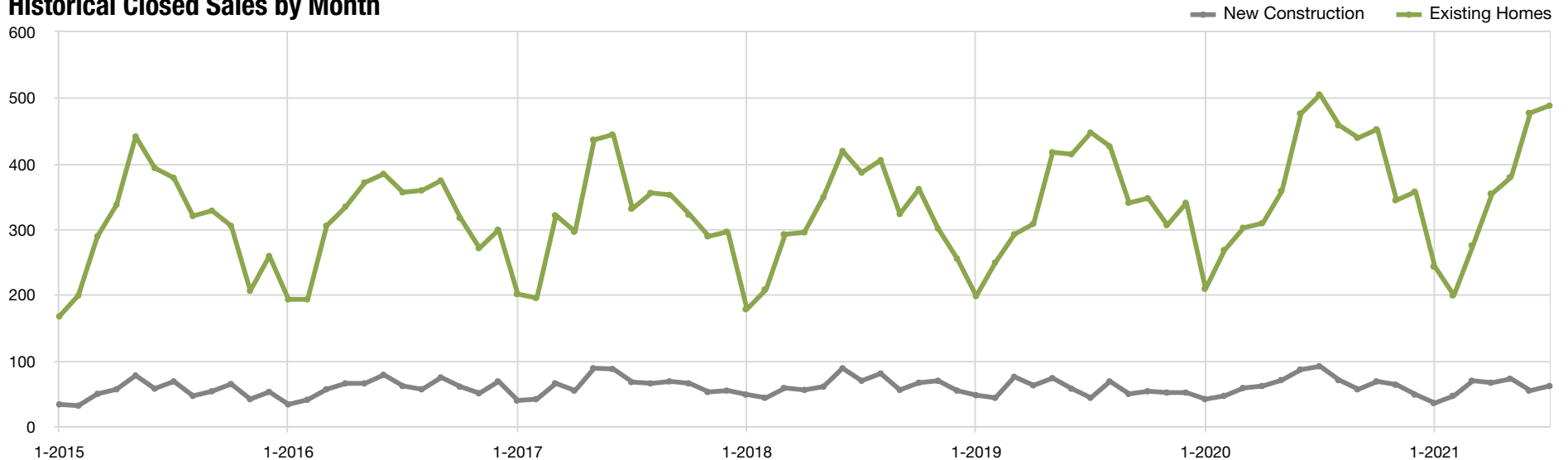
July

Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	70	+ 2.9%	458	+ 7.5%
Sep-2020	56	+ 14.3%	439	+ 29.1%
Oct-2020	68	+ 28.3%	452	+ 30.3%
Nov-2020	63	+ 23.5%	344	+ 12.4%
Dec-2020	48	- 5.9%	357	+ 5.0%
Jan-2021	35	- 14.6%	243	+ 16.3%
Feb-2021	46	0.0%	199	- 25.7%
Mar-2021	69	+ 19.0%	275	- 8.9%
Apr-2021	66	+ 8.2%	354	+ 14.6%
May-2021	72	+ 2.9%	379	+ 5.9%
Jun-2021	54	- 37.2%	477	+ 0.2%
Jul-2021	61	- 33.0%	488	- 3.4%
12-Month Avg	59	- 1.7%	372	+ 6.6%

Historical Closed Sales by Month



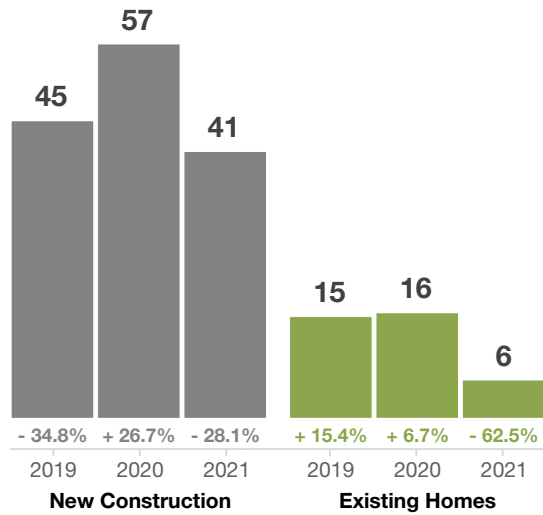
Days on Market Until Sale

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

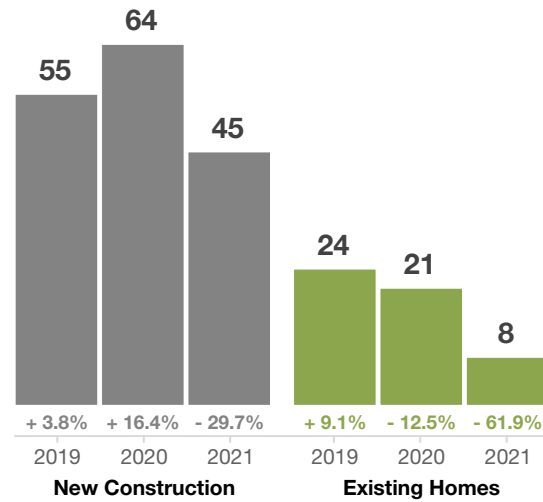


Lincoln Area Region

July



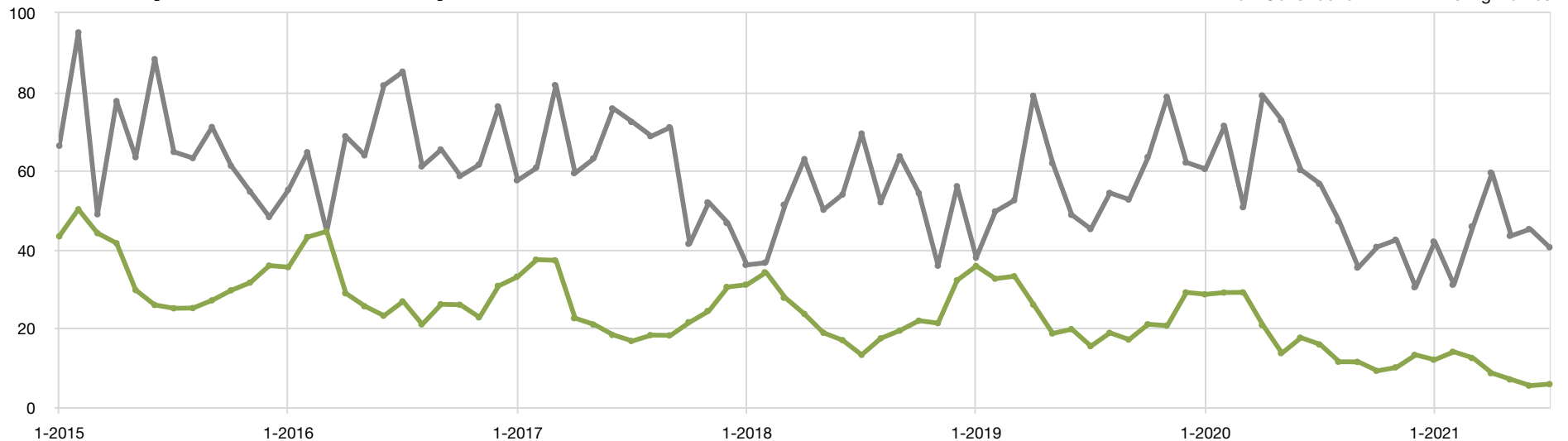
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	47	- 13.0%	12	- 36.8%
Sep-2020	35	- 34.0%	11	- 35.3%
Oct-2020	41	- 34.9%	9	- 57.1%
Nov-2020	42	- 46.8%	10	- 52.4%
Dec-2020	30	- 51.6%	13	- 55.2%
Jan-2021	42	- 30.0%	12	- 58.6%
Feb-2021	31	- 56.3%	14	- 51.7%
Mar-2021	46	- 9.8%	12	- 58.6%
Apr-2021	60	- 24.1%	9	- 57.1%
May-2021	43	- 41.1%	7	- 50.0%
Jun-2021	45	- 25.0%	5	- 72.2%
Jul-2021	41	- 28.1%	6	- 62.5%
12-Month Avg*	43	- 32.4%	10	- 54.1%

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

Historical Days on Market Until Sale by Month



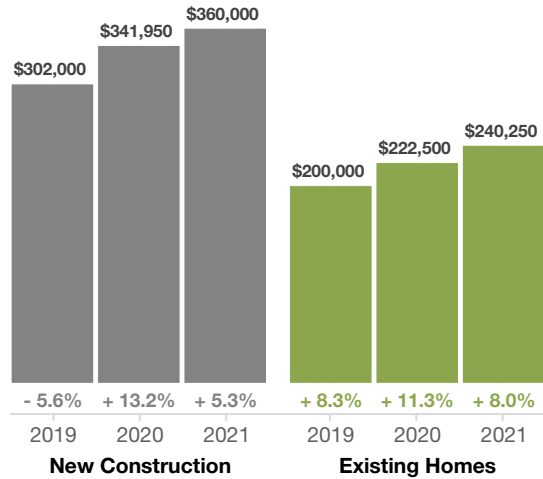
Median Closed Price

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

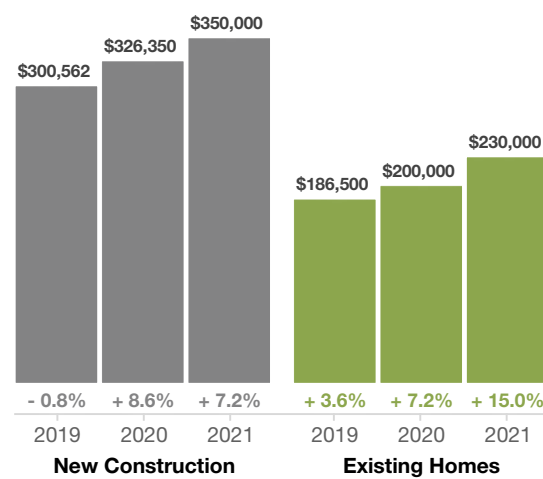


Lincoln Area Region

July



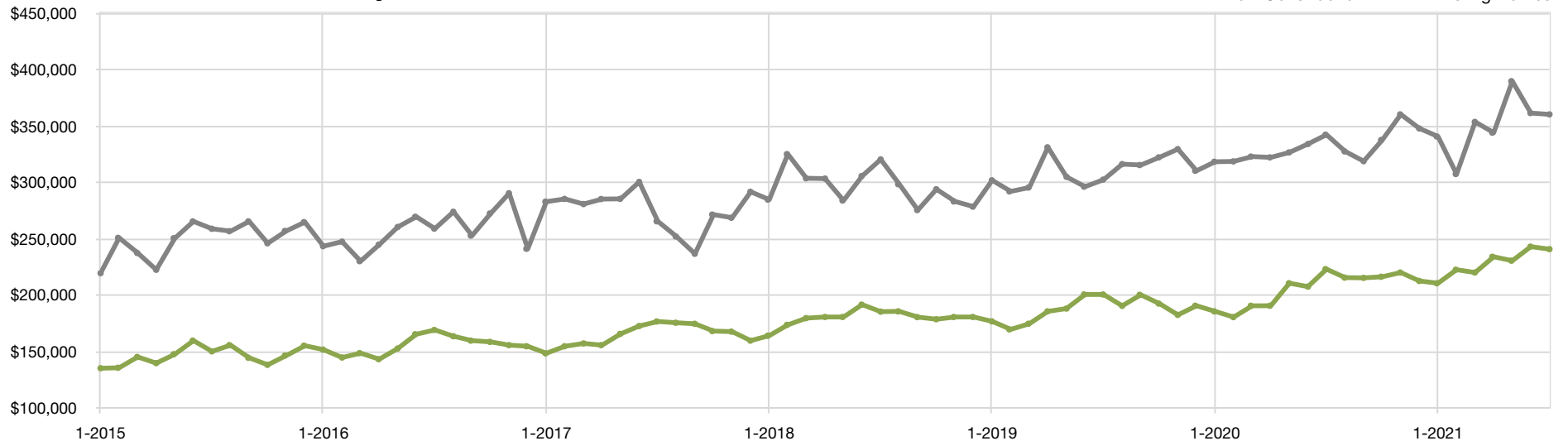
Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	\$327,125		+ 3.6%	\$215,000	+ 13.2%
Sep-2020	\$318,415		+ 1.1%	\$214,750	+ 7.5%
Oct-2020	\$337,245		+ 4.8%	\$215,750	+ 12.4%
Nov-2020	\$360,000		+ 9.4%	\$219,500	+ 20.7%
Dec-2020	\$347,500		+ 12.1%	\$212,000	+ 11.6%
Jan-2021	\$340,382		+ 7.1%	\$210,000	+ 13.5%
Feb-2021	\$307,016		- 3.5%	\$222,000	+ 23.4%
Mar-2021	\$353,307		+ 9.6%	\$219,500	+ 15.6%
Apr-2021	\$343,761		+ 6.8%	\$233,500	+ 22.9%
May-2021	\$389,475		+ 19.4%	\$230,000	+ 9.5%
Jun-2021	\$361,175		+ 8.2%	\$242,500	+ 17.1%
Jul-2021	\$360,000		+ 5.3%	\$240,250	+ 8.0%
12-Month Avg*	\$344,154		+ 6.2%	\$225,000	+ 13.9%

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

Historical Median Closed Price by Month



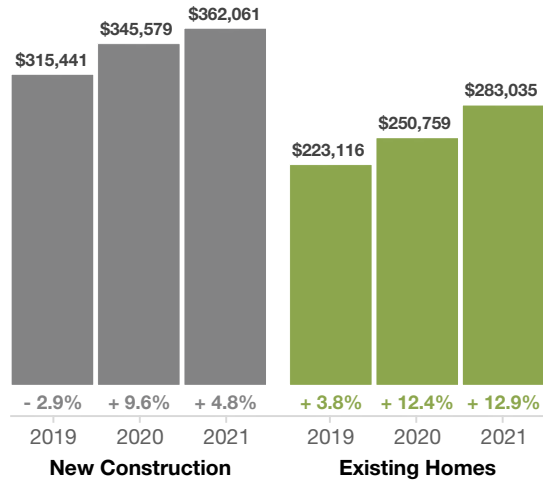
Average Closed Price

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

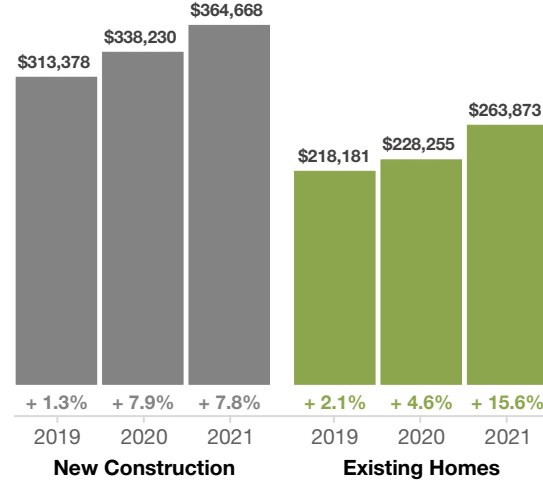


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July



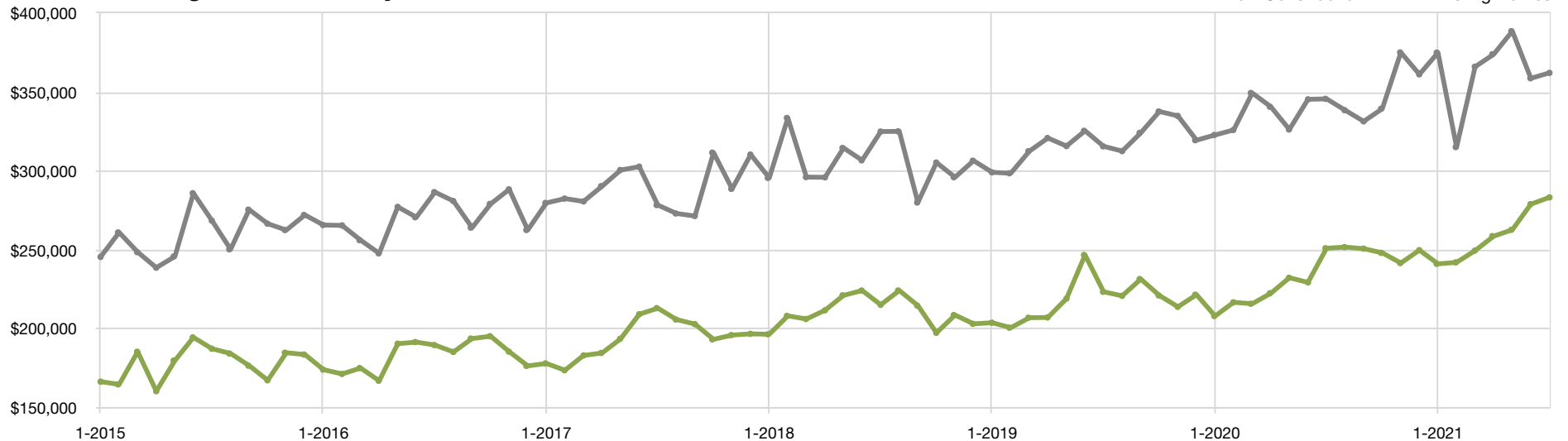
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	\$338,373	+ 8.3%	\$251,496	+ 14.0%
Sep-2020	\$331,289	+ 2.3%	\$250,493	+ 8.3%
Oct-2020	\$339,299	+ 0.5%	\$247,860	+ 12.2%
Nov-2020	\$375,004	+ 12.0%	\$241,377	+ 13.0%
Dec-2020	\$361,118	+ 13.1%	\$249,549	+ 12.8%
Jan-2021	\$374,898	+ 16.2%	\$240,872	+ 15.9%
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$365,959	+ 4.8%	\$249,271	+ 15.6%
Apr-2021	\$373,875	+ 9.8%	\$258,451	+ 16.3%
May-2021	\$388,527	+ 19.1%	\$262,475	+ 13.1%
Jun-2021	\$358,601	+ 3.9%	\$278,747	+ 21.7%
Jul-2021	\$362,061	+ 4.8%	\$283,035	+ 12.9%
12-Month Avg*	\$357,671	+ 7.3%	\$256,788	+ 13.9%

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

Historical Average Closed Price by Month



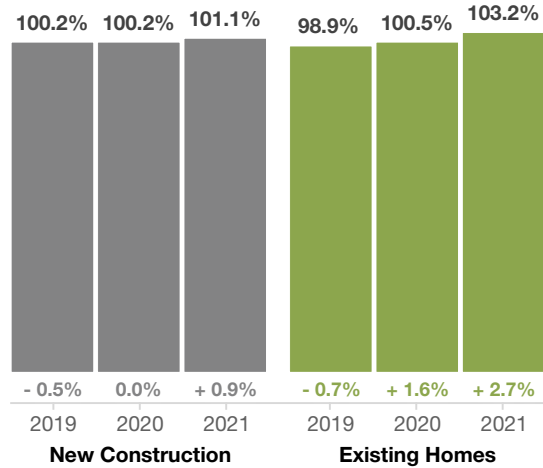
Percent of List Price Received

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.

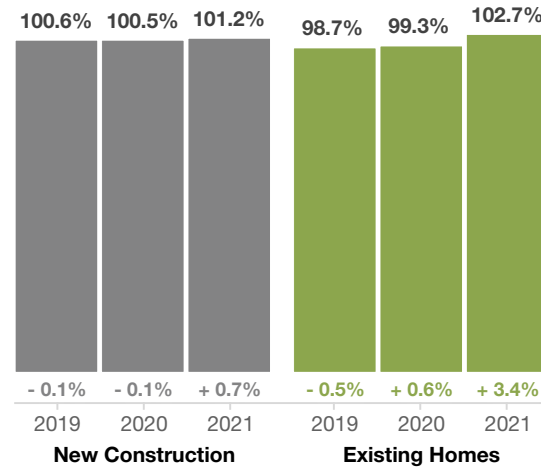


Lincoln Area Region

July



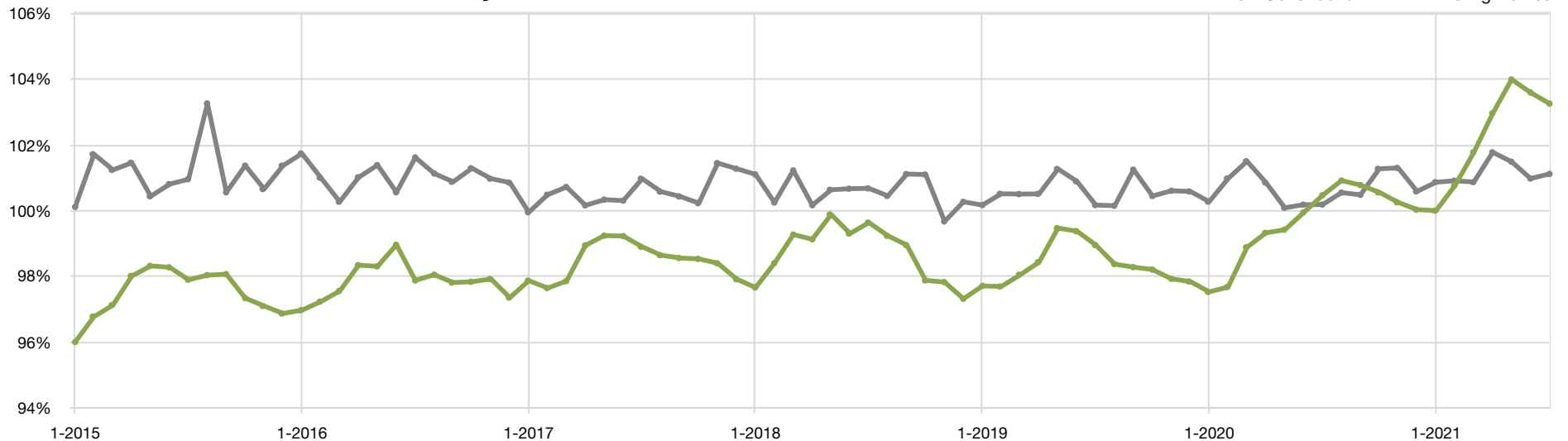
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	100.5%	+ 0.4%	100.9%	+ 2.5%
Sep-2020	100.5%	- 0.7%	100.8%	+ 2.5%
Oct-2020	101.3%	+ 0.9%	100.5%	+ 2.3%
Nov-2020	101.3%	+ 0.7%	100.2%	+ 2.3%
Dec-2020	100.6%	0.0%	100.0%	+ 2.2%
Jan-2021	100.8%	+ 0.5%	100.0%	+ 2.6%
Feb-2021	100.9%	- 0.1%	100.7%	+ 3.1%
Mar-2021	100.9%	- 0.6%	101.8%	+ 2.9%
Apr-2021	101.8%	+ 1.0%	102.9%	+ 3.6%
May-2021	101.5%	+ 1.4%	104.0%	+ 4.6%
Jun-2021	101.0%	+ 0.8%	103.6%	+ 3.7%
Jul-2021	101.1%	+ 0.9%	103.2%	+ 2.7%
12-Month Avg*	101.0%	+ 0.5%	101.7%	+ 2.9%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

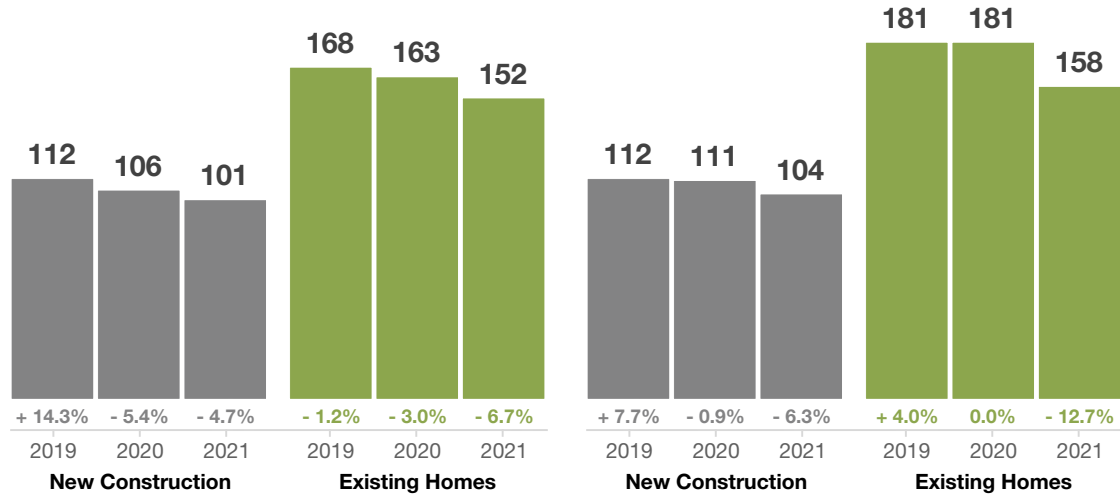
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Lincoln Area Region

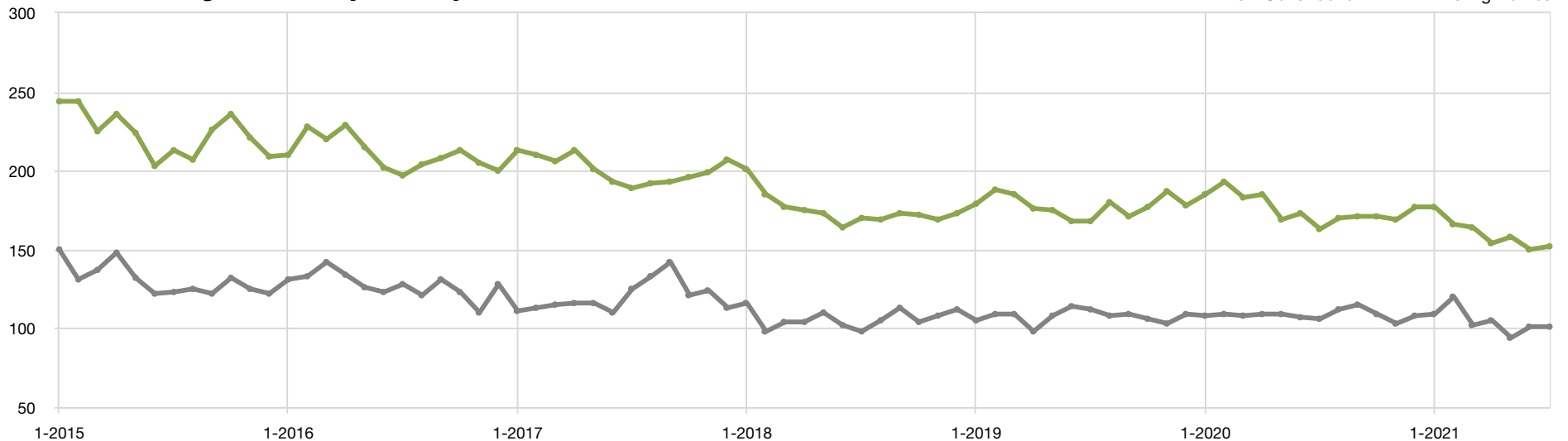
July

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	169	- 9.6%
Dec-2020	108	- 0.9%	177	- 0.6%
Jan-2021	109	+ 0.9%	177	- 4.3%
Feb-2021	120	+ 10.1%	166	- 14.0%
Mar-2021	102	- 5.6%	164	- 10.4%
Apr-2021	105	- 3.7%	154	- 16.8%
May-2021	94	- 13.8%	158	- 6.5%
Jun-2021	101	- 5.6%	150	- 13.3%
Jul-2021	101	- 4.7%	152	- 6.7%
12-Month Avg	107	- 0.9%	165	- 7.8%

Historical Housing Affordability Index by Month



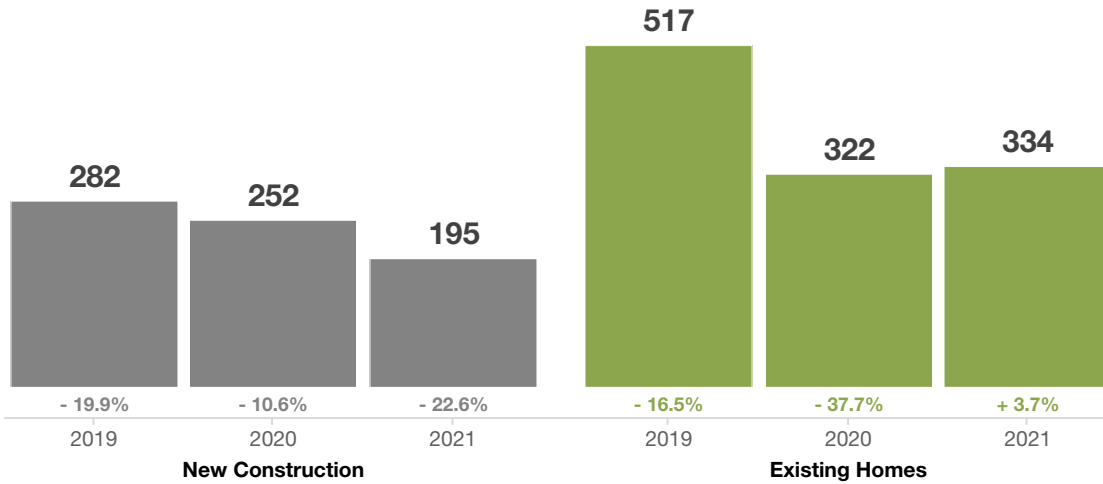
Inventory of Homes for Sale

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



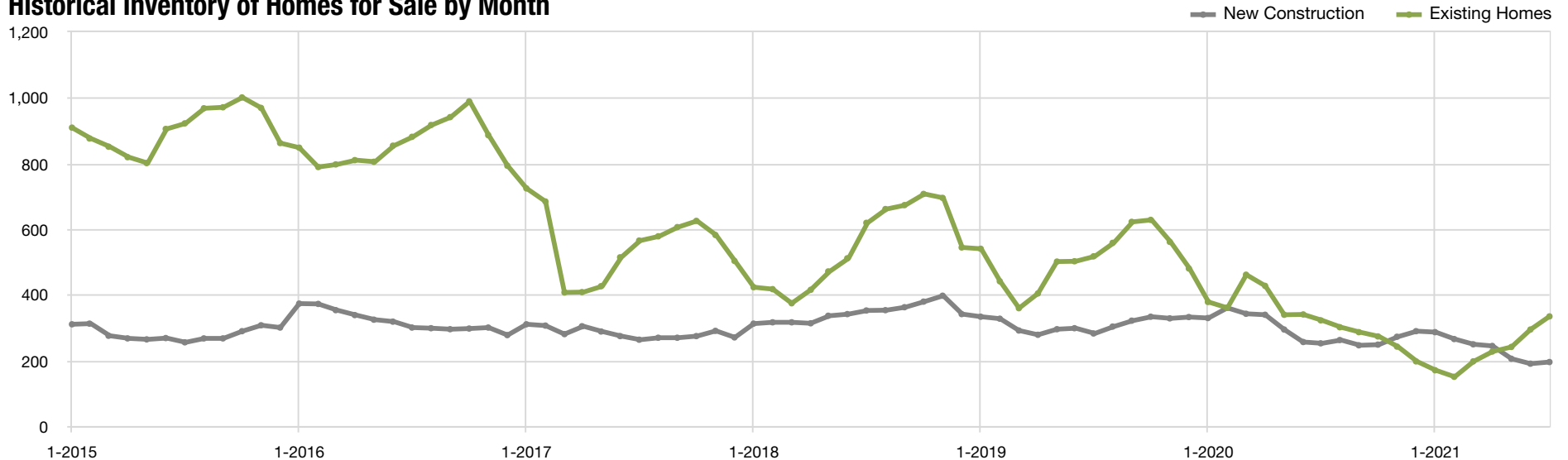
Lincoln Area Region

July



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	262	- 13.5%	301	- 46.1%
Sep-2020	246	- 23.4%	286	- 54.0%
Oct-2020	248	- 25.5%	273	- 56.5%
Nov-2020	272	- 17.1%	242	- 56.9%
Dec-2020	289	- 13.0%	197	- 59.0%
Jan-2021	286	- 13.1%	170	- 55.0%
Feb-2021	265	- 26.4%	150	- 58.3%
Mar-2021	249	- 27.2%	197	- 57.3%
Apr-2021	244	- 28.0%	227	- 46.8%
May-2021	205	- 30.3%	241	- 28.9%
Jun-2021	190	- 25.8%	294	- 13.5%
Jul-2021	195	- 22.6%	334	+ 3.7%
12-Month Avg	246	- 22.2%	243	- 46.7%

Historical Inventory of Homes for Sale by Month



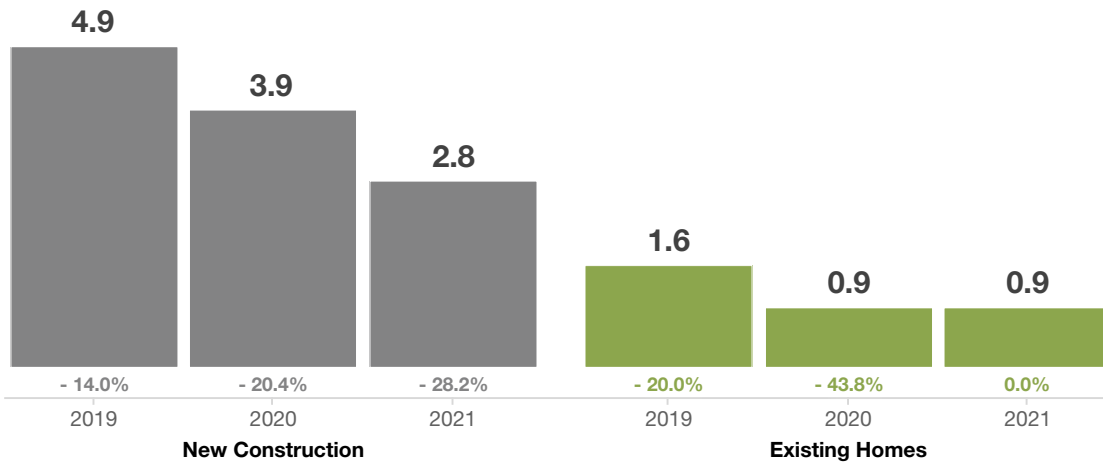
Months Supply of Inventory

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.



Lincoln Area Region

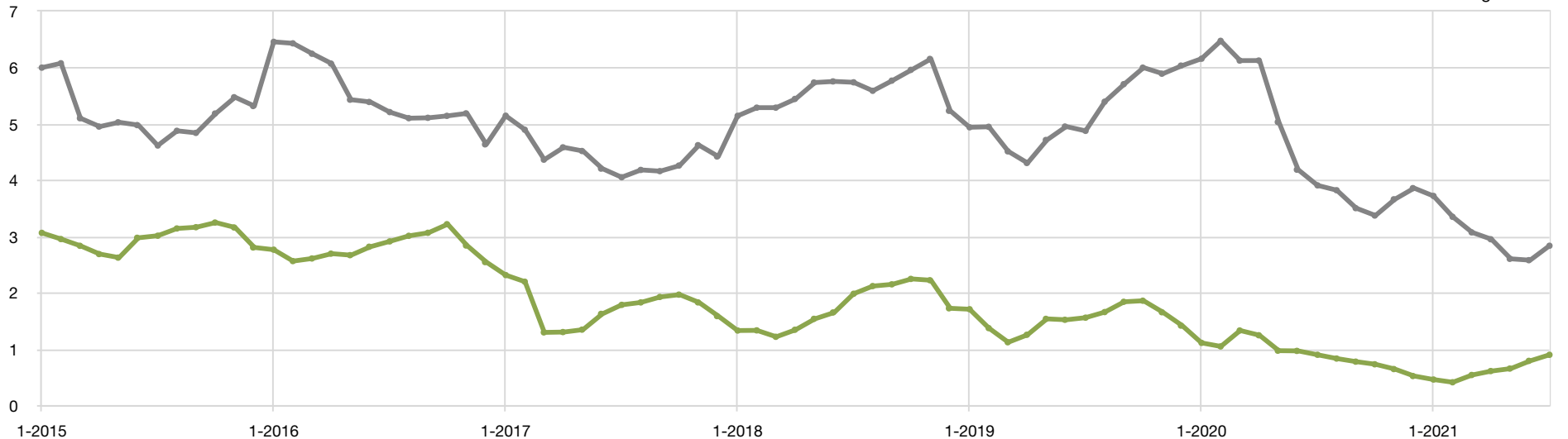
July



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	3.7	- 40.3%	0.5	- 54.5%
Feb-2021	3.3	- 49.2%	0.4	- 60.0%
Mar-2021	3.1	- 49.2%	0.5	- 61.5%
Apr-2021	2.9	- 52.5%	0.6	- 50.0%
May-2021	2.6	- 48.0%	0.6	- 40.0%
Jun-2021	2.6	- 38.1%	0.8	- 20.0%
Jul-2021	2.8	- 28.2%	0.9	0.0%
12-Month Avg*	3.3	- 41.4%	0.7	- 51.0%

* Months Supply for all properties from August 2020 through July 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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		641	669	+ 4.4%	4,041	3,914	- 3.1%
Pending Sales		565	502	- 11.2%	3,349	3,182	- 5.0%
Closed Sales		596	549	- 7.9%	2,880	2,818	- 2.2%
Days on Market Until Sale		22	10	- 54.5%	28	14	- 50.0%
Median Closed Price		\$234,900	\$252,000	+ 7.3%	\$217,000	\$245,000	+ 12.9%
Average Closed Price		\$265,236	\$291,816	+ 10.0%	\$245,559	\$278,293	+ 13.3%
Percent of List Price Received		100.4%	103.0%	+ 2.6%	99.5%	102.5%	+ 3.0%
Housing Affordability Index		154	145	- 5.8%	167	149	- 10.8%
Inventory of Homes for Sale		574	529	- 7.8%	—	—	—
Months Supply of Inventory		1.4	1.2	- 14.3%	—	—	—