

# Monthly Indicators

Lincoln Area Region



## August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings decreased 57.6 percent for New Construction but increased 11.0 percent for Existing Homes. Pending Sales decreased 65.7 percent for New Construction but increased 7.0 percent for Existing Homes. Inventory decreased 27.5 percent for New Construction and 0.3 percent for Existing Homes.

Median Closed Price increased 14.6 percent for New Construction and 14.0 percent for Existing Homes. Days on Market decreased 4.3 percent for New Construction and 41.7 percent for Existing Homes. Months Supply of Inventory decreased 23.7 percent for New Construction but remained flat for Existing Homes.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

## Quick Facts

**+ 0.9%**

Change in  
**Closed Sales**  
All Properties

**+ 13.0%**

Change in  
**Median Closed Price**  
All Properties

**- 13.0%**

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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		139	<b>59</b>	- 57.6%	1,004	<b>737</b>	- 26.6%
<b>Pending Sales</b>		102	<b>35</b>	- 65.7%	650	<b>518</b>	- 20.3%
<b>Closed Sales</b>		70	<b>57</b>	- 18.6%	523	<b>468</b>	- 10.5%
<b>Days on Market Until Sale</b>		47	<b>45</b>	- 4.3%	62	<b>44</b>	- 29.0%
<b>Median Closed Price</b>		\$327,125	<b>\$375,000</b>	+ 14.6%	\$326,700	<b>\$352,125</b>	+ 7.8%
<b>Average Closed Price</b>		\$338,373	<b>\$393,899</b>	+ 16.4%	\$338,249	<b>\$367,107</b>	+ 8.5%
<b>Percent of List Price Received</b>		100.5%	<b>102.0%</b>	+ 1.5%	100.5%	<b>101.2%</b>	+ 0.7%
<b>Housing Affordability Index</b>		127	<b>113</b>	- 11.0%	128	<b>121</b>	- 5.5%
<b>Inventory of Homes for Sale</b>		262	<b>190</b>	- 27.5%	—	—	—
<b>Months Supply of Inventory</b>		3.8	<b>2.9</b>	- 23.7%	—	—	—

# 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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		507	<b>563</b>	+ 11.0%	3,683	<b>3,826</b>	+ 3.9%
<b>Pending Sales</b>		445	<b>476</b>	+ 7.0%	3,246	<b>3,199</b>	- 1.4%
<b>Closed Sales</b>		458	<b>476</b>	+ 3.9%	2,885	<b>2,905</b>	+ 0.7%
<b>Days on Market Until Sale</b>		12	<b>7</b>	- 41.7%	19	<b>8</b>	- 57.9%
<b>Median Closed Price</b>		\$215,000	<b>\$245,000</b>	+ 14.0%	\$203,000	<b>\$234,817</b>	+ 15.7%
<b>Average Closed Price</b>		\$251,496	<b>\$285,831</b>	+ 13.7%	\$231,946	<b>\$267,528</b>	+ 15.3%
<b>Percent of List Price Received</b>		100.9%	<b>101.5%</b>	+ 0.6%	99.5%	<b>102.5%</b>	+ 3.0%
<b>Housing Affordability Index</b>		194	<b>174</b>	- 10.3%	205	<b>181</b>	- 11.7%
<b>Inventory of Homes for Sale</b>		301	<b>300</b>	- 0.3%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>0.8</b>	0.0%	—	—	—

# New Listings

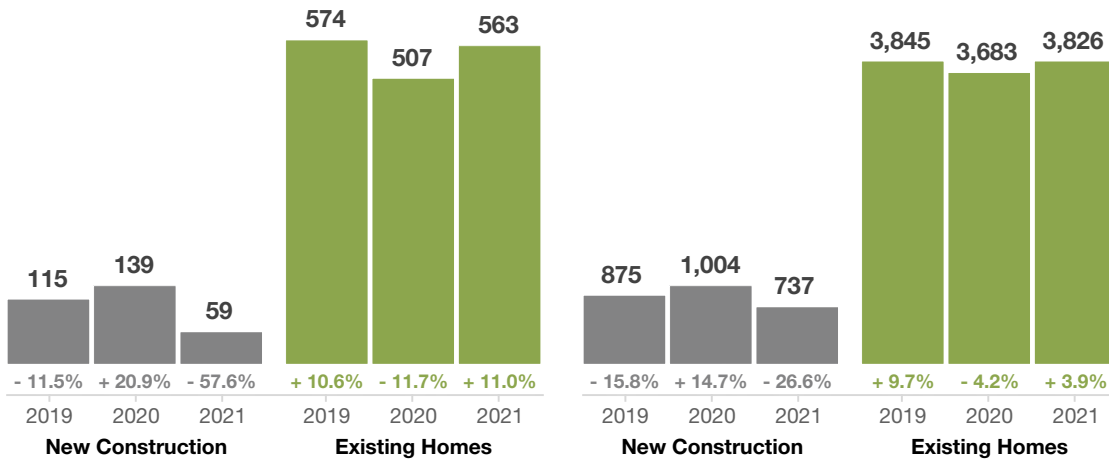
A count of the properties that have been newly listed on the market in a given month.



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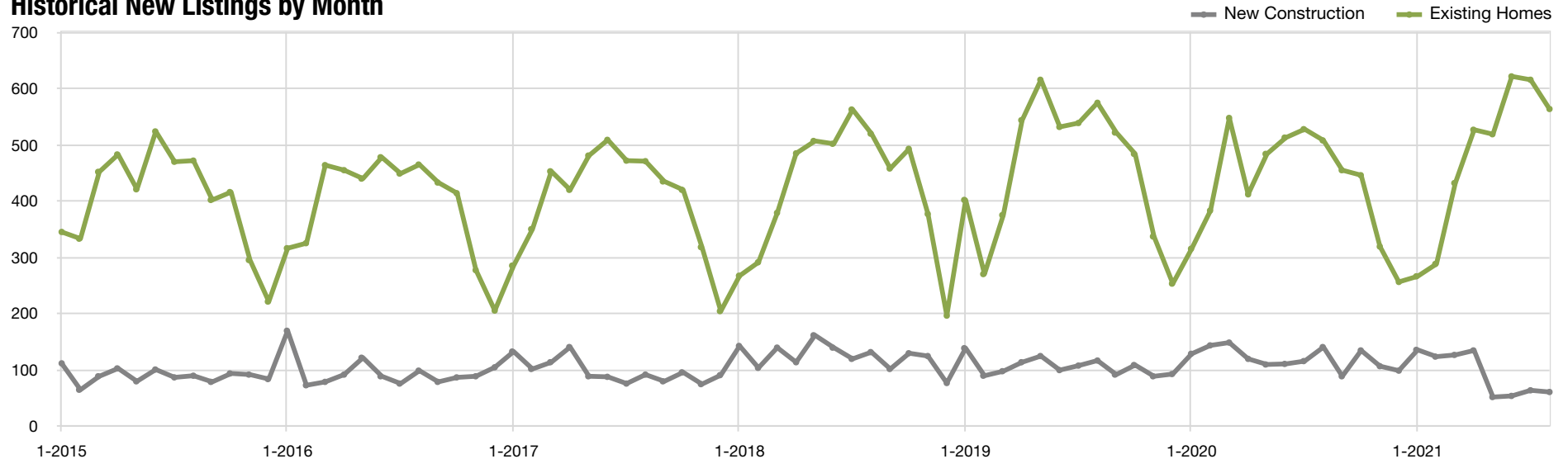
## August

## Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020		87	- 3.3%	454	- 12.9%
Oct-2020		133	+ 24.3%	445	- 7.9%
Nov-2020		105	+ 20.7%	318	- 5.4%
Dec-2020		97	+ 6.6%	255	+ 1.2%
Jan-2021		134	+ 5.5%	265	- 15.6%
Feb-2021		122	- 14.1%	287	- 24.9%
Mar-2021		125	- 15.0%	431	- 21.2%
Apr-2021		133	+ 12.7%	526	+ 28.0%
May-2021		50	- 53.7%	518	+ 7.2%
Jun-2021		52	- 52.3%	621	+ 21.3%
Jul-2021		62	- 45.6%	615	+ 16.7%
<b>Aug-2021</b>		<b>59</b>	<b>- 57.6%</b>	<b>563</b>	<b>+ 11.0%</b>
12-Month Avg		97	- 15.7%	442	+ 0.5%

## Historical New Listings by Month



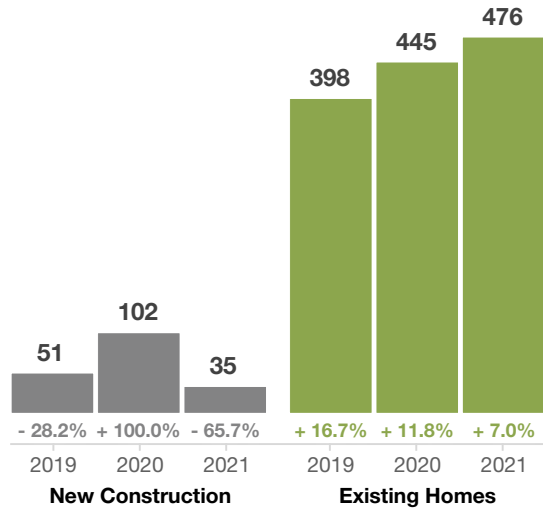
# Pending Sales

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

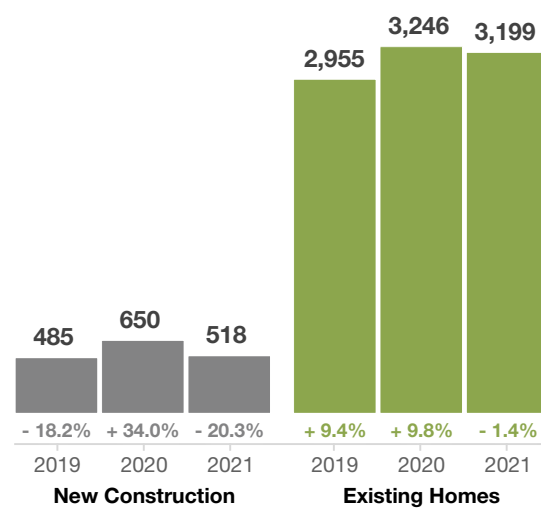


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## August

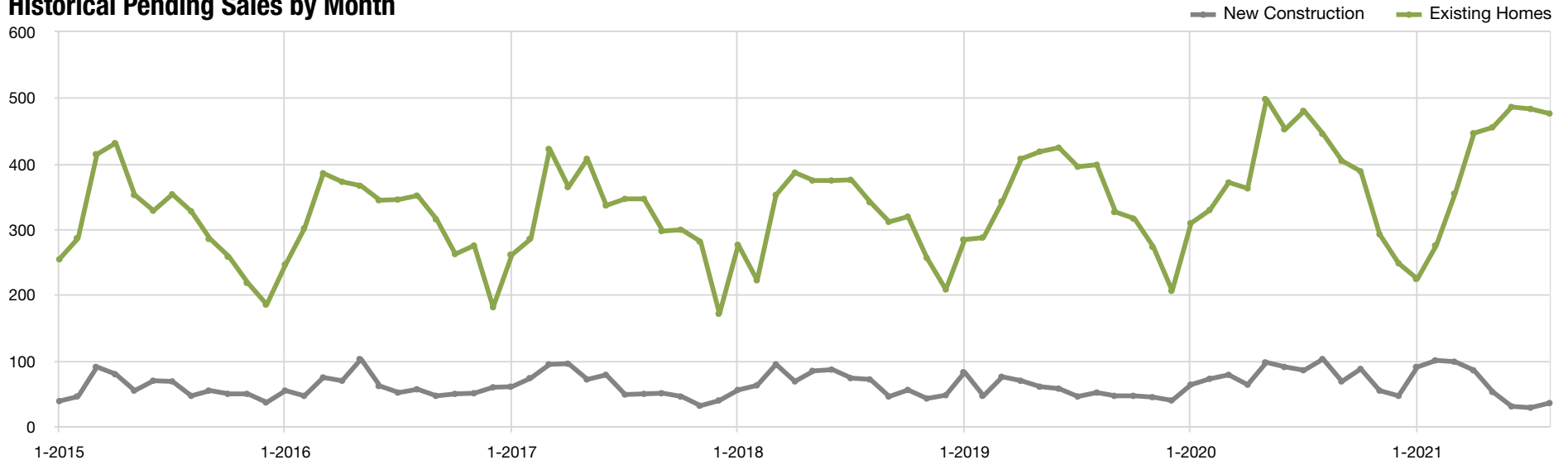


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	68	+ 47.8%	404	+ 23.9%
Oct-2020	87	+ 89.1%	388	+ 22.8%
Nov-2020	54	+ 22.7%	292	+ 7.0%
Dec-2020	46	+ 17.9%	248	+ 20.4%
Jan-2021	90	+ 42.9%	224	- 27.5%
Feb-2021	100	+ 38.9%	275	- 16.4%
Mar-2021	98	+ 25.6%	354	- 4.6%
Apr-2021	85	+ 34.9%	446	+ 23.2%
May-2021	52	- 46.4%	455	- 8.6%
Jun-2021	30	- 66.7%	486	+ 7.5%
Jul-2021	28	- 67.1%	483	+ 0.6%
<b>Aug-2021</b>	<b>35</b>	<b>- 65.7%</b>	<b>476</b>	<b>+ 7.0%</b>
12-Month Avg	64	- 7.2%	378	+ 3.8%

## Historical Pending Sales by Month



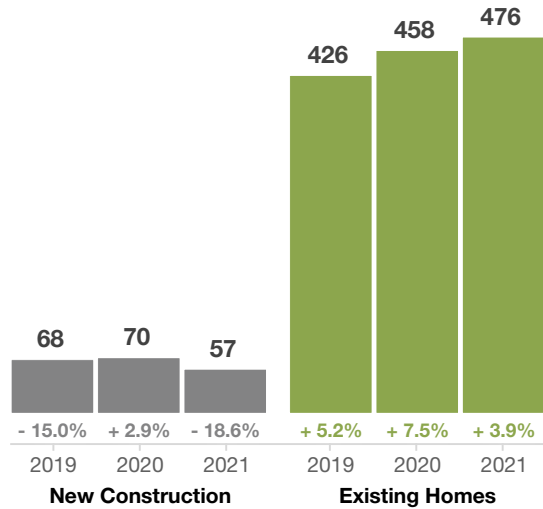
# Closed Sales

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

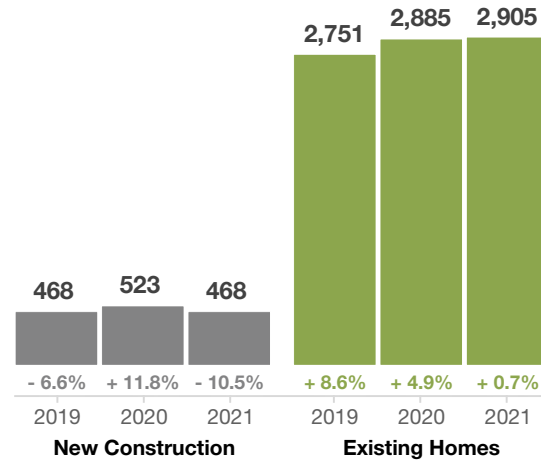


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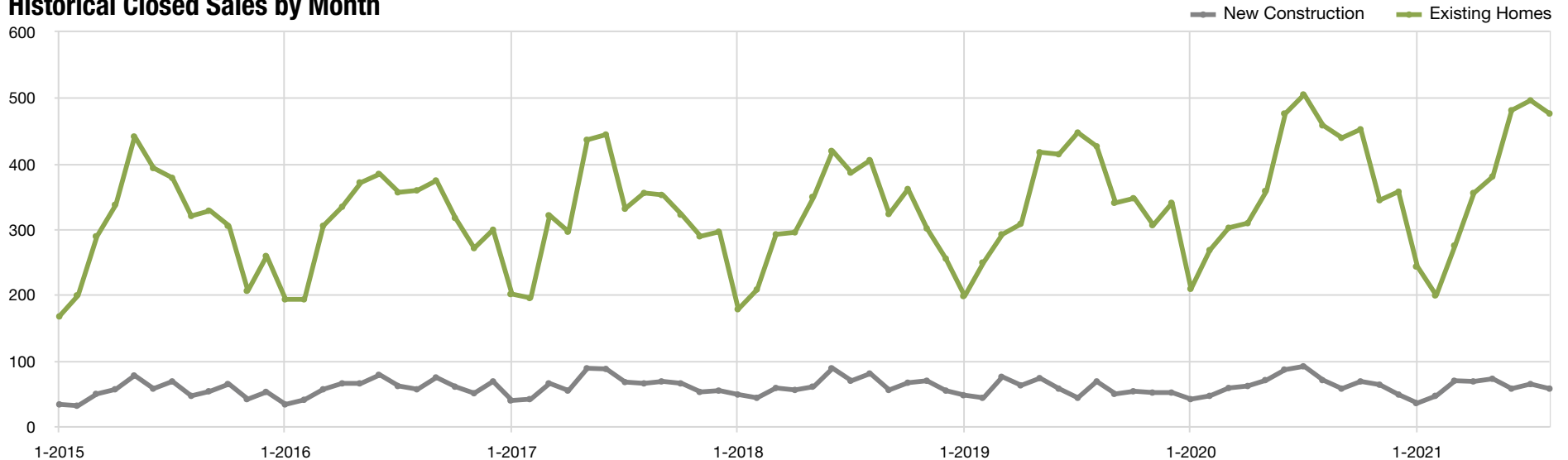


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	57	+ 16.3%	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	68	+ 11.5%	355	+ 14.9%
May-2021	72	+ 2.9%	380	+ 6.1%
Jun-2021	57	- 33.7%	481	+ 1.1%
Jul-2021	64	- 29.7%	496	- 1.8%
<b>Aug-2021</b>	<b>57</b>	<b>- 18.6%</b>	<b>476</b>	<b>+ 3.9%</b>
12-Month Avg	59	- 3.3%	375	+ 6.5%

## Historical Closed Sales by Month



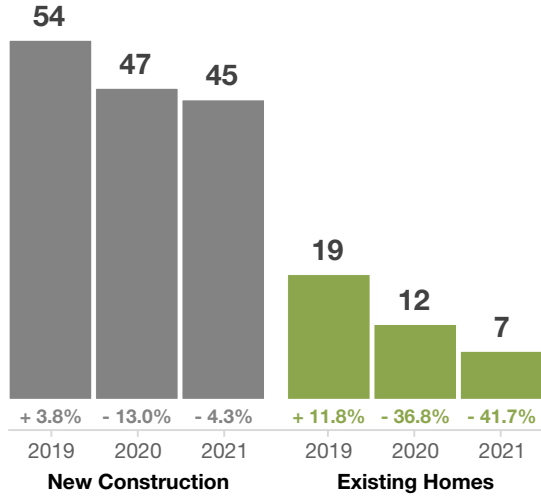
# Days on Market Until Sale

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

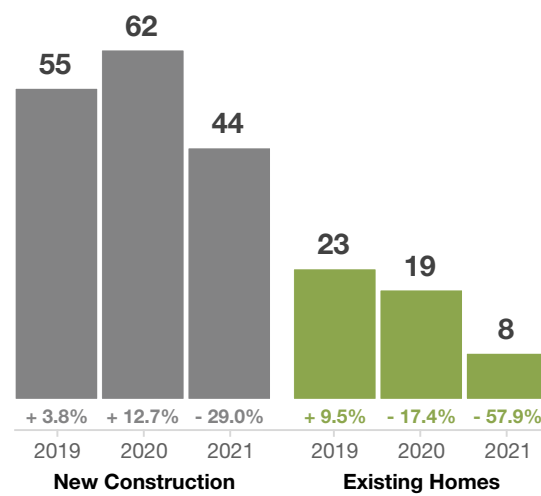


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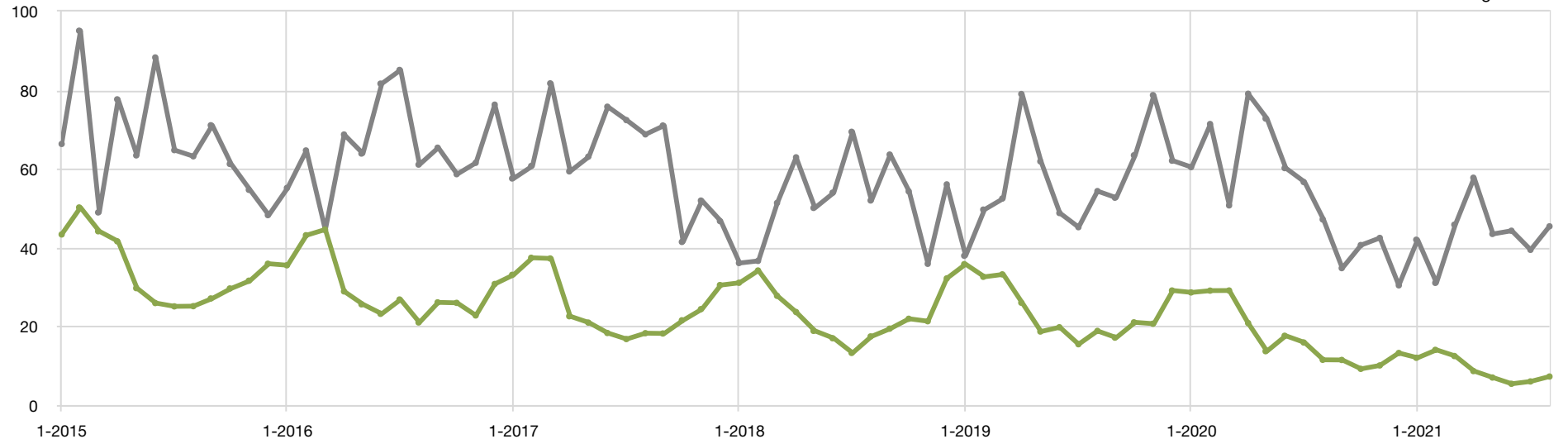
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-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	58	- 26.6%	9	- 57.1%
May-2021	43	- 41.1%	7	- 50.0%
Jun-2021	44	- 26.7%	5	- 72.2%
Jul-2021	39	- 31.6%	6	- 62.5%
<b>Aug-2021</b>	<b>45</b>	<b>- 4.3%</b>	<b>7</b>	<b>- 41.7%</b>
12-Month Avg*	42	- 32.6%	9	- 54.4%

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

## Historical Days on Market Until Sale by Month



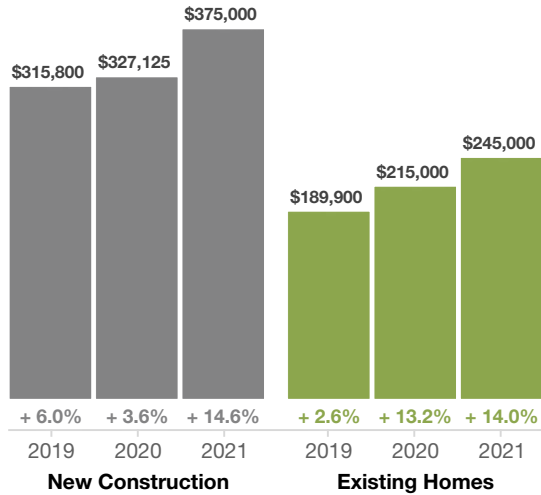
# Median Closed Price

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

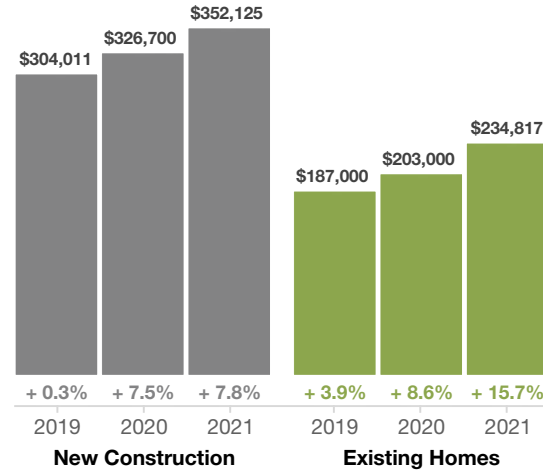


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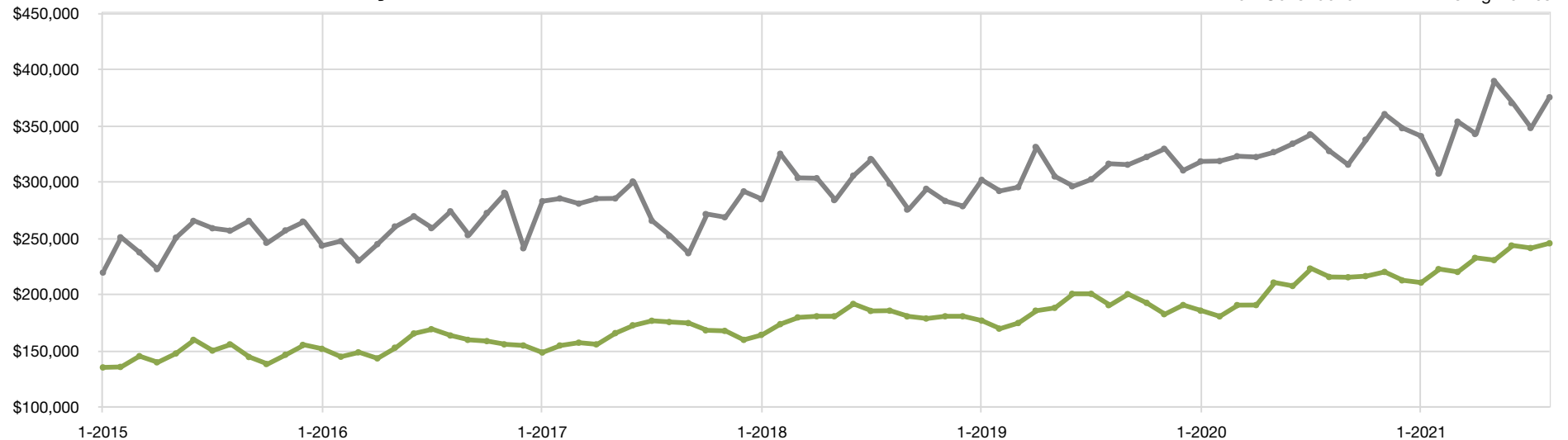
## Year to Date



	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020		\$315,000	0.0%	\$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		\$342,311	+ 6.4%	\$232,000	+ 22.1%
May-2021		\$389,475	+ 19.4%	\$230,000	+ 9.5%
Jun-2021		\$369,900	+ 10.8%	\$243,000	+ 17.4%
Jul-2021		\$347,669	+ 1.7%	\$240,750	+ 8.2%
<b>Aug-2021</b>		<b>\$375,000</b>	<b>+ 14.6%</b>	<b>\$245,000</b>	<b>+ 14.0%</b>
12-Month Avg*		\$349,550	+ 7.6%	\$228,000	+ 14.0%

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

## Historical Median Closed Price by Month





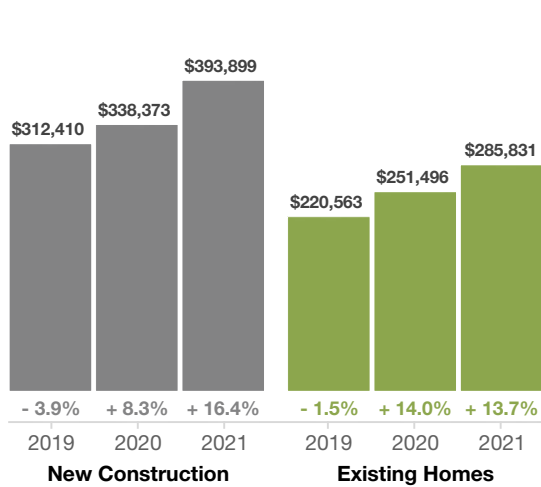
# Average Closed Price

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

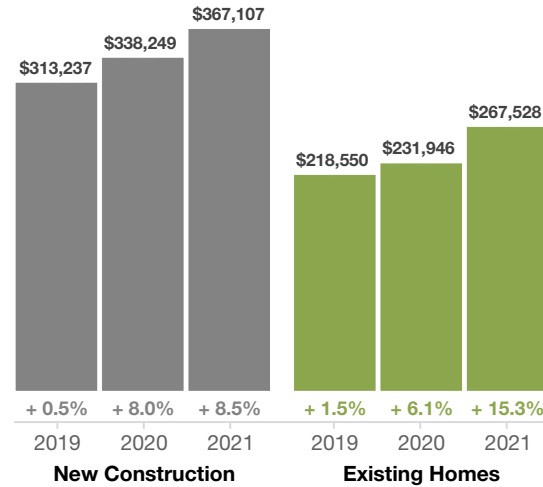


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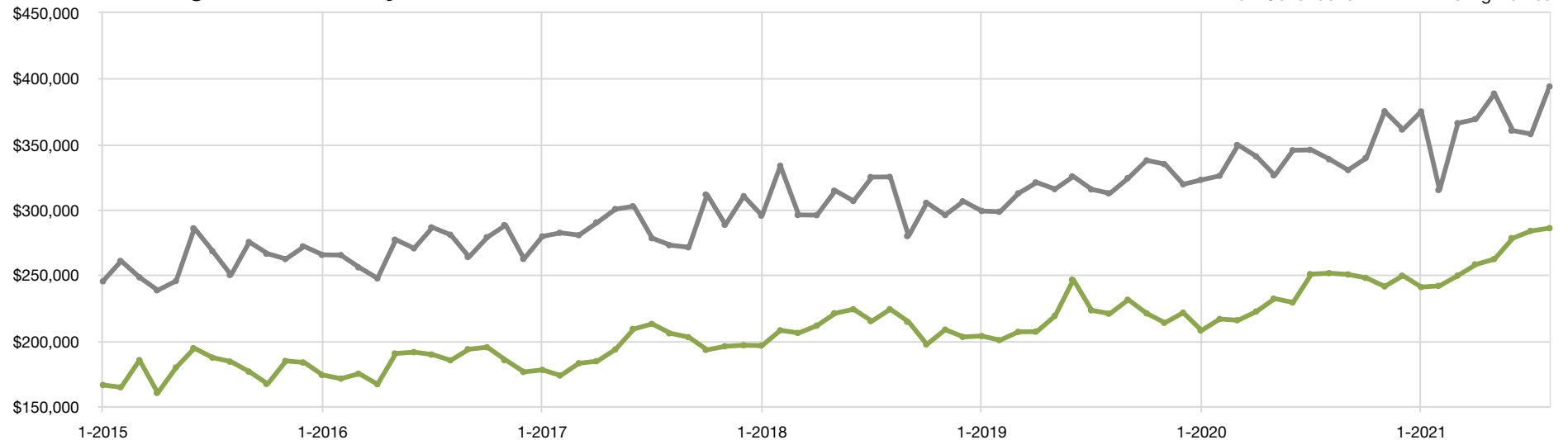
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	\$330,185	+ 1.9%	\$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%	\$249,635	+ 15.8%
Apr-2021	\$369,020	+ 8.4%	\$258,174	+ 16.2%
May-2021	\$388,527	+ 19.1%	\$262,225	+ 13.0%
Jun-2021	\$360,278	+ 4.3%	\$278,194	+ 21.4%
Jul-2021	\$357,646	+ 3.5%	\$283,712	+ 13.1%
<b>Aug-2021</b>	<b>\$393,899</b>	<b>+ 16.4%</b>	<b>\$285,831</b>	<b>+ 13.7%</b>
12-Month Avg*	\$361,730	+ 7.8%	\$260,460	+ 13.8%

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

## Historical Average Closed Price by Month



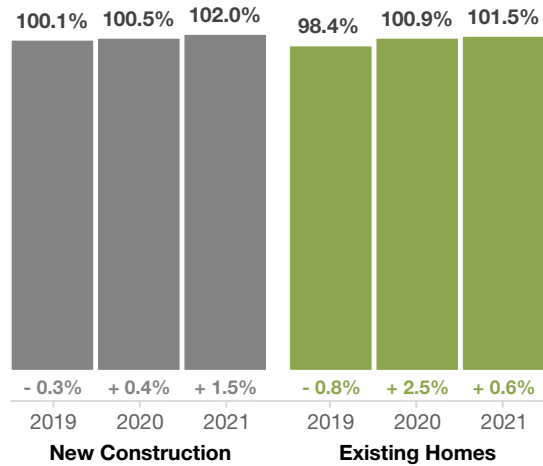
# Percent of List Price Received

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.

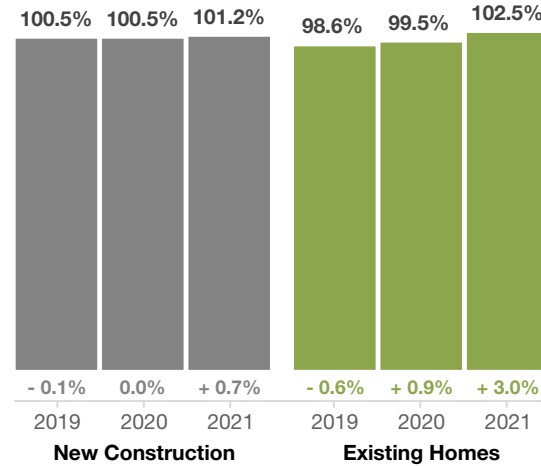


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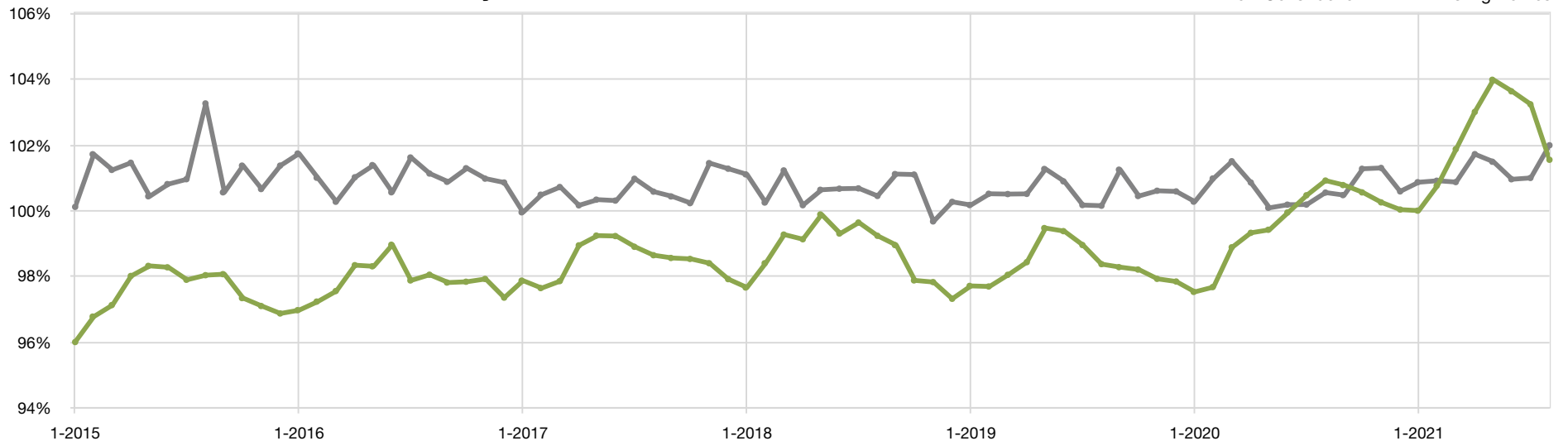
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	101.9%	+3.0%
Apr-2021	101.7%	+0.9%	103.0%	+3.7%
May-2021	101.5%	+1.4%	104.0%	+4.6%
Jun-2021	100.9%	+0.7%	103.6%	+3.7%
Jul-2021	101.0%	+0.8%	103.2%	+2.7%
<b>Aug-2021</b>	<b>102.0%</b>	<b>+1.5%</b>	<b>101.5%</b>	<b>+0.6%</b>
12-Month Avg*	101.1%	+0.6%	101.8%	+2.7%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

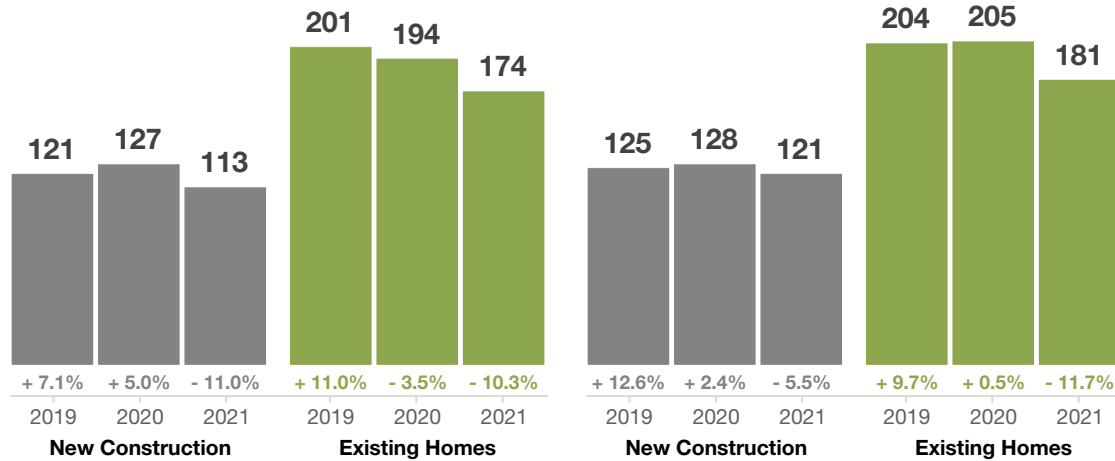
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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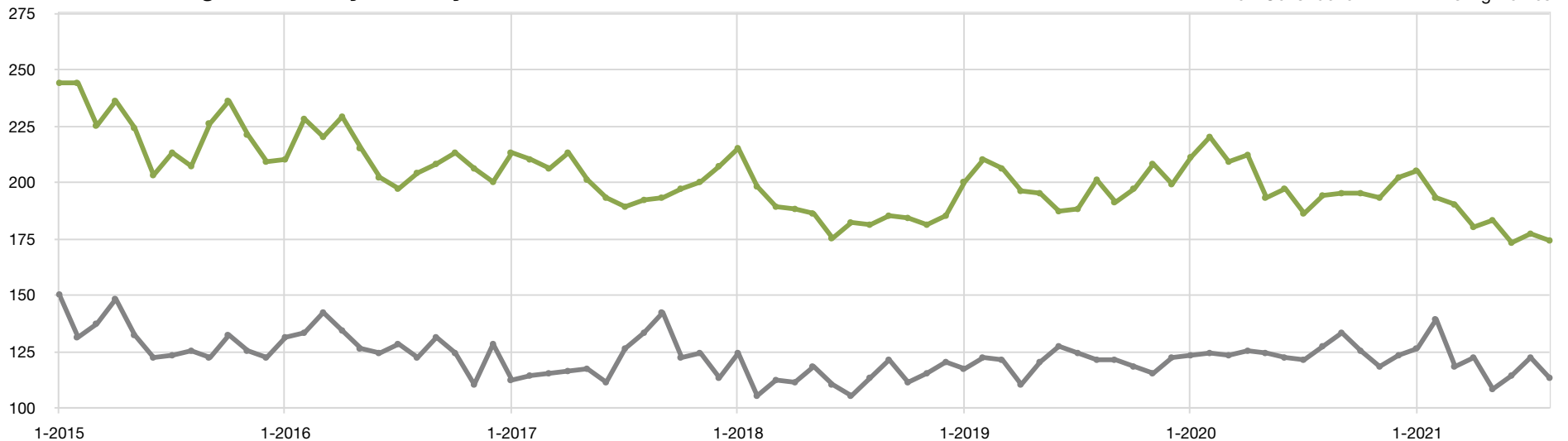
## August

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	133	+ 9.9%	195	+ 2.1%
Oct-2020	125	+ 5.9%	195	- 1.0%
Nov-2020	118	+ 2.6%	193	- 7.2%
Dec-2020	123	+ 0.8%	202	+ 1.5%
Jan-2021	126	+ 2.4%	205	- 2.8%
Feb-2021	139	+ 12.1%	193	- 12.3%
Mar-2021	118	- 4.1%	190	- 9.1%
Apr-2021	122	- 2.4%	180	- 15.1%
May-2021	108	- 12.9%	183	- 5.2%
Jun-2021	114	- 6.6%	173	- 12.2%
Jul-2021	122	+ 0.8%	177	- 4.8%
<b>Aug-2021</b>	<b>113</b>	<b>- 11.0%</b>	<b>174</b>	<b>- 10.3%</b>
12-Month Avg	122	0.0%	188	- 6.5%

## Historical Housing Affordability Index by Month



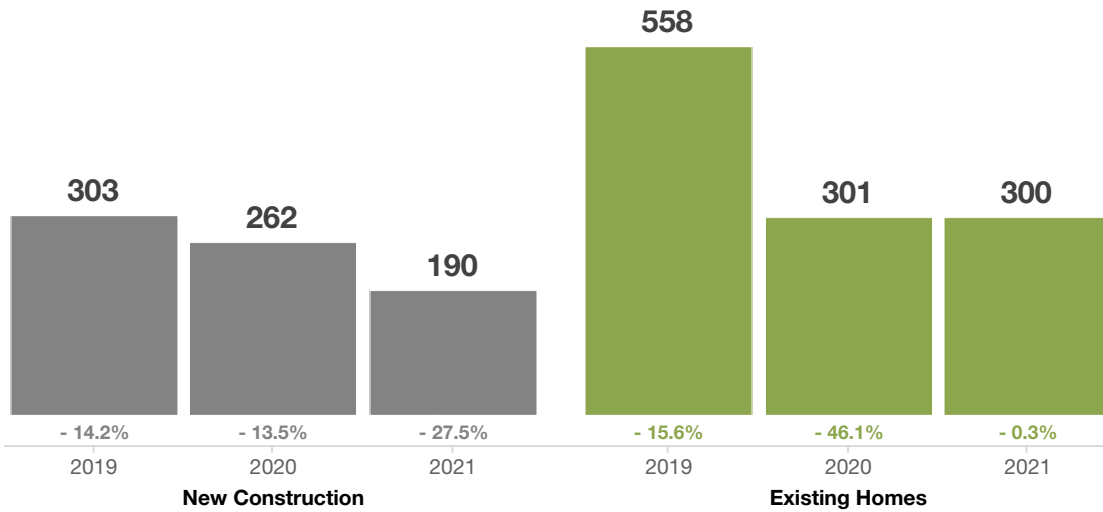
# Inventory of Homes for Sale

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



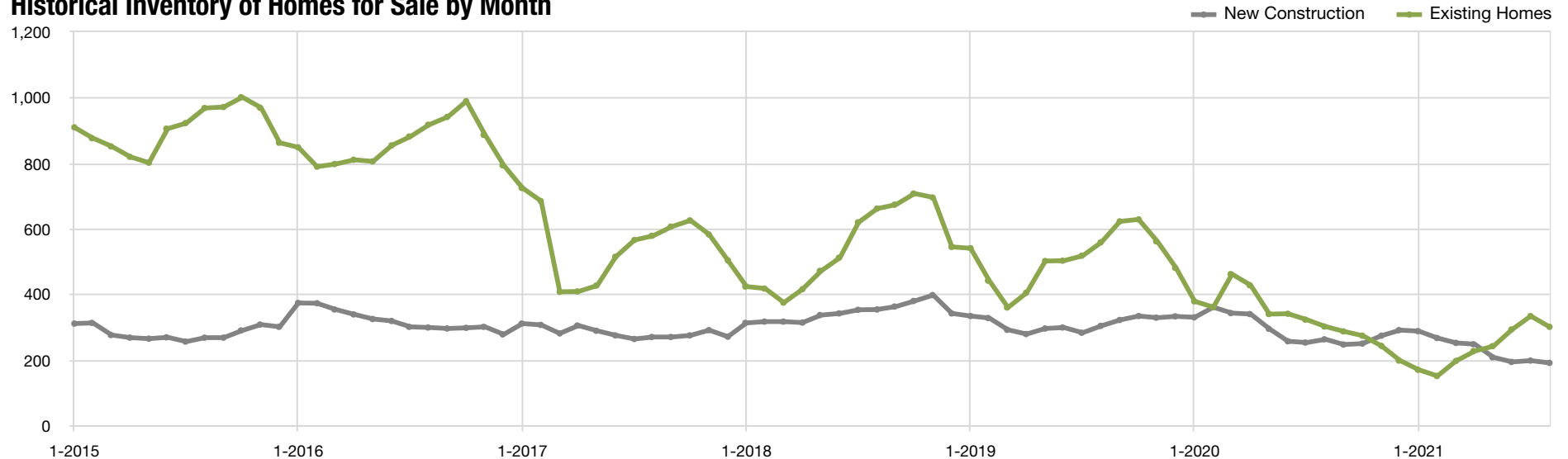
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	246	-23.4%	286	-54.0%
Oct-2020	249	-25.2%	273	-56.5%
Nov-2020	273	-16.8%	242	-56.9%
Dec-2020	290	-12.7%	197	-59.0%
Jan-2021	287	-12.8%	169	-55.3%
Feb-2021	266	-26.1%	150	-58.3%
Mar-2021	251	-26.6%	196	-57.5%
Apr-2021	247	-27.1%	226	-47.1%
May-2021	207	-29.6%	241	-28.9%
Jun-2021	193	-24.6%	292	-14.1%
Jul-2021	197	-21.8%	333	+3.4%
<b>Aug-2021</b>	<b>190</b>	<b>-27.5%</b>	<b>300</b>	<b>-0.3%</b>
12-Month Avg	241	-22.8%	242	-44.4%

## Historical Inventory of Homes for Sale by Month



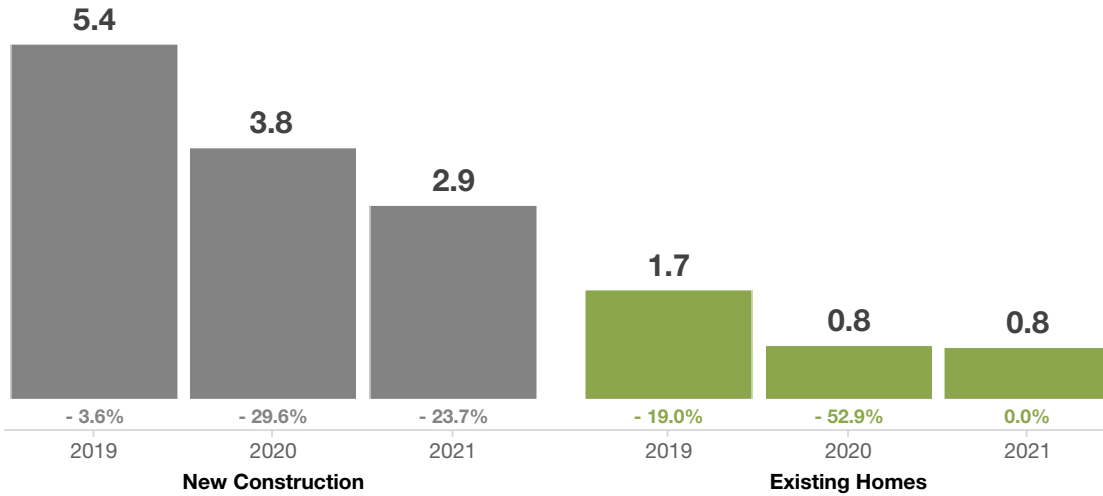
# Months Supply of Inventory

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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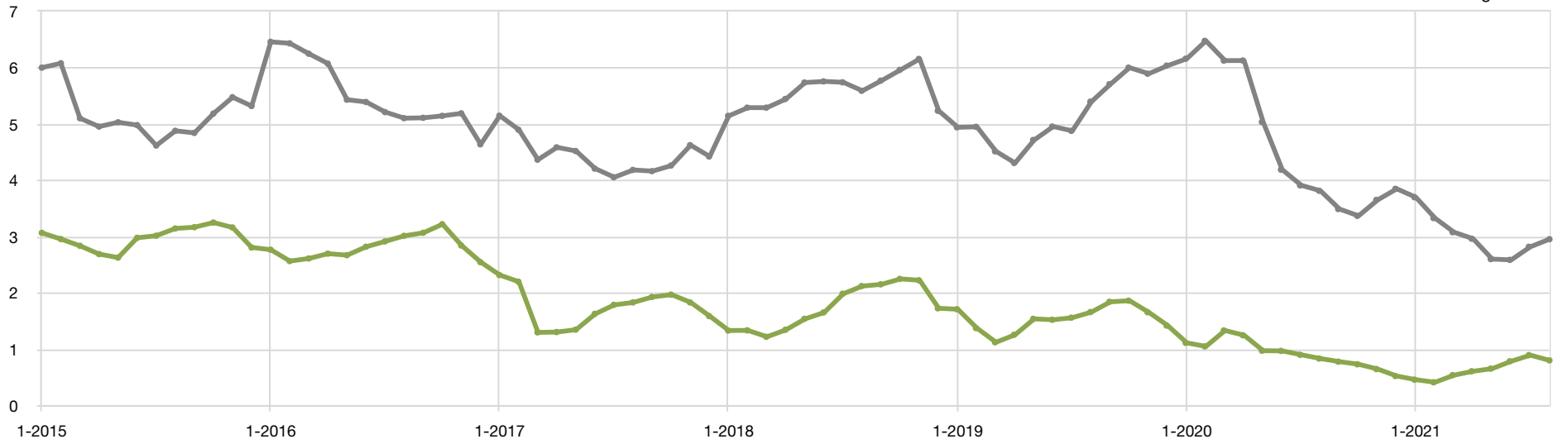
## August



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Sep-2020	3.5	-38.6%	0.8	-55.6%
Oct-2020	3.4	-43.3%	0.7	-63.2%
Nov-2020	3.6	-39.0%	0.6	-64.7%
Dec-2020	3.8	-36.7%	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	3.0	-50.8%	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%
<b>Aug-2021</b>	<b>2.9</b>	<b>-23.7%</b>	<b>0.8</b>	<b>0.0%</b>
12-Month Avg*	3.2	-41.4%	0.6	-48.7%

\* Months Supply for all properties from September 2020 through August 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

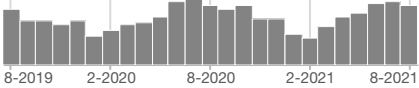



# New and Existing Homes Combined

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	8-2020	8-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		646	<b>622</b>	- 3.7%	4,687	<b>4,563</b>	- 2.6%
<b>Pending Sales</b>		547	<b>511</b>	- 6.6%	3,896	<b>3,717</b>	- 4.6%
<b>Closed Sales</b>		528	<b>533</b>	+ 0.9%	3,408	<b>3,373</b>	- 1.0%
<b>Days on Market Until Sale</b>		16	<b>11</b>	- 31.3%	26	<b>13</b>	- 50.0%
<b>Median Closed Price</b>		\$230,000	<b>\$259,900</b>	+ 13.0%	\$219,900	<b>\$247,250</b>	+ 12.4%
<b>Average Closed Price</b>		\$263,014	<b>\$297,410</b>	+ 13.1%	\$248,264	<b>\$281,353</b>	+ 13.3%
<b>Percent of List Price Received</b>		100.9%	<b>101.6%</b>	+ 0.7%	99.7%	<b>102.3%</b>	+ 2.6%
<b>Housing Affordability Index</b>		181	<b>164</b>	- 9.4%	190	<b>172</b>	- 9.5%
<b>Inventory of Homes for Sale</b>		563	<b>490</b>	- 13.0%	—	—	—
<b>Months Supply of Inventory</b>		1.3	<b>1.1</b>	- 15.4%	—	—	—