

# Monthly Indicators

Lincoln Area Region



## September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings increased 10.3 percent for New Construction and 8.8 percent for Existing Homes. Pending Sales decreased 39.7 percent for New Construction and 4.5 percent for Existing Homes. Inventory decreased 16.7 percent for New Construction but increased 12.2 percent for Existing Homes.

Median Closed Price increased 21.8 percent for New Construction and 16.4 percent for Existing Homes. Days on Market remained flat for New Construction but decreased 27.3 percent for Existing Homes properties. Months Supply of Inventory decreased 5.7 percent for New Construction but increased 12.5 percent for Existing Homes.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Quick Facts

**- 1.0%**

Change in  
**Closed Sales**  
All Properties

**+ 13.5%**

Change in  
**Median Closed Price**  
All Properties

**- 1.1%**

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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		87	<b>96</b>	+ 10.3%	1,091	<b>843</b>	- 22.7%
<b>Pending Sales</b>		68	<b>41</b>	- 39.7%	719	<b>565</b>	- 21.4%
<b>Closed Sales</b>		58	<b>49</b>	- 15.5%	581	<b>520</b>	- 10.5%
<b>Days on Market Until Sale</b>		34	<b>34</b>	0.0%	59	<b>44</b>	- 25.4%
<b>Median Closed Price</b>		\$312,000	<b>\$379,906</b>	+ 21.8%	\$326,089	<b>\$355,008</b>	+ 8.9%
<b>Average Closed Price</b>		\$329,241	<b>\$390,049</b>	+ 18.5%	\$337,349	<b>\$369,603</b>	+ 9.6%
<b>Percent of List Price Received</b>		100.4%	<b>101.3%</b>	+ 0.9%	100.5%	<b>101.3%</b>	+ 0.8%
<b>Housing Affordability Index</b>		134	<b>112</b>	- 16.4%	128	<b>120</b>	- 6.3%
<b>Inventory of Homes for Sale</b>		246	<b>205</b>	- 16.7%	—	—	—
<b>Months Supply of Inventory</b>		3.5	<b>3.3</b>	- 5.7%	—	—	—

# 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		454	<b>494</b>	+ 8.8%	4,137	<b>4,332</b>	+ 4.7%
<b>Pending Sales</b>		404	<b>386</b>	- 4.5%	3,650	<b>3,590</b>	- 1.6%
<b>Closed Sales</b>		439	<b>443</b>	+ 0.9%	3,324	<b>3,373</b>	+ 1.5%
<b>Days on Market Until Sale</b>		11	<b>8</b>	- 27.3%	18	<b>8</b>	- 55.6%
<b>Median Closed Price</b>		\$214,750	<b>\$250,000</b>	+ 16.4%	\$205,000	<b>\$235,000</b>	+ 14.6%
<b>Average Closed Price</b>		\$250,493	<b>\$287,650</b>	+ 14.8%	\$234,391	<b>\$270,607</b>	+ 15.5%
<b>Percent of List Price Received</b>		100.8%	<b>100.4%</b>	- 0.4%	99.7%	<b>102.2%</b>	+ 2.5%
<b>Housing Affordability Index</b>		195	<b>170</b>	- 12.8%	204	<b>181</b>	- 11.3%
<b>Inventory of Homes for Sale</b>		286	<b>321</b>	+ 12.2%	—	—	—
<b>Months Supply of Inventory</b>		0.8	<b>0.9</b>	+ 12.5%	—	—	—

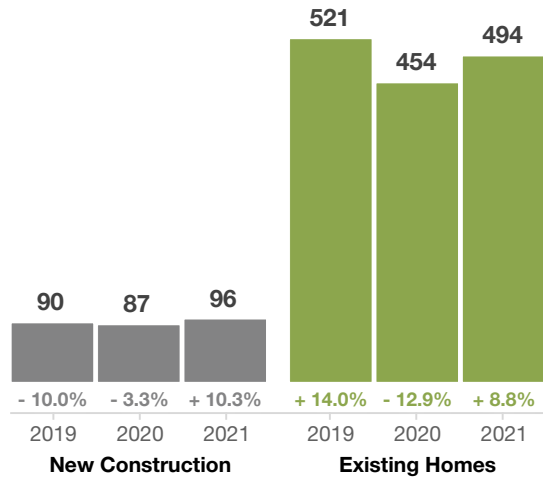
# New Listings

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

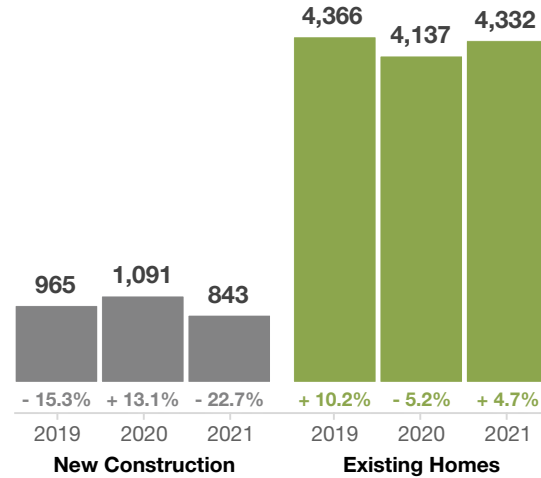


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## September

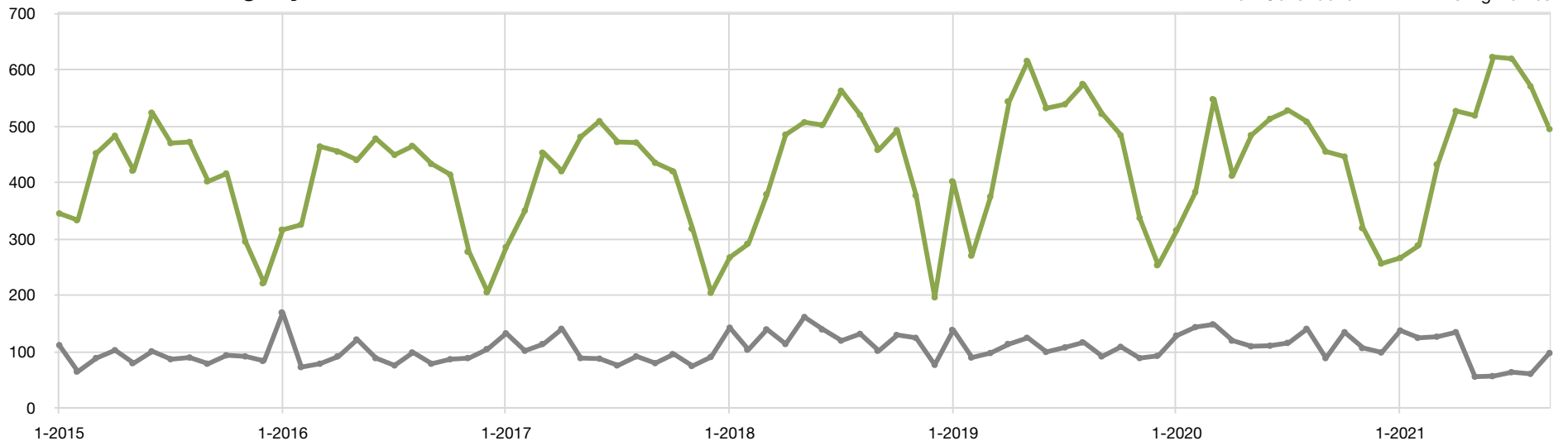


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	136	+ 7.1%	265	- 15.6%
Feb-2021	123	- 13.4%	287	- 24.9%
Mar-2021	125	- 15.0%	431	- 21.2%
Apr-2021	133	+ 12.7%	526	+ 28.0%
May-2021	54	- 50.0%	518	+ 7.2%
Jun-2021	55	- 49.5%	622	+ 21.5%
Jul-2021	62	- 45.6%	619	+ 17.5%
Aug-2021	59	- 57.6%	570	+ 12.4%
<b>Sep-2021</b>	<b>96</b>	<b>+ 10.3%</b>	<b>494</b>	<b>+ 8.8%</b>
12-Month Avg	98	- 14.8%	446	+ 2.8%

## Historical New Listings by Month



# Pending Sales

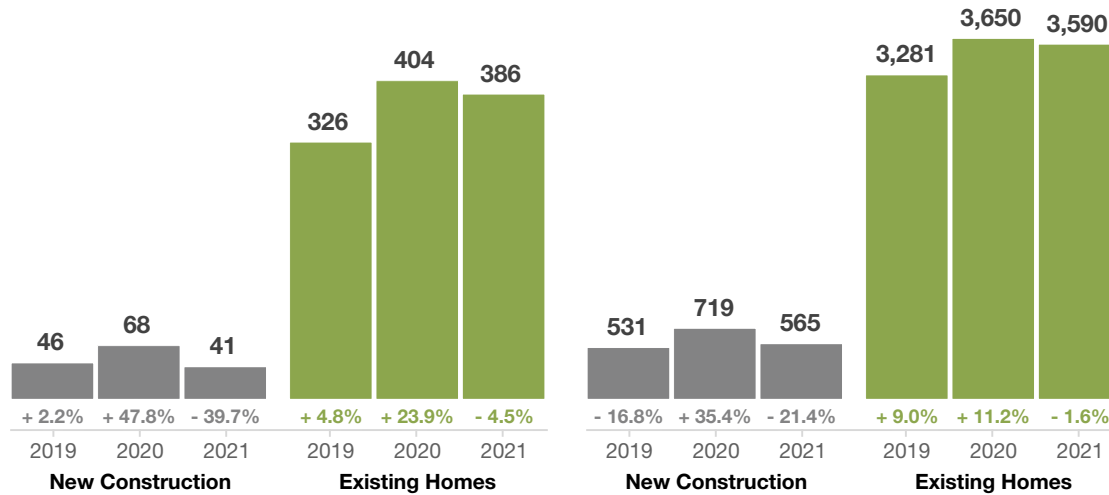
A count of the properties on which offers have been accepted in a given month.



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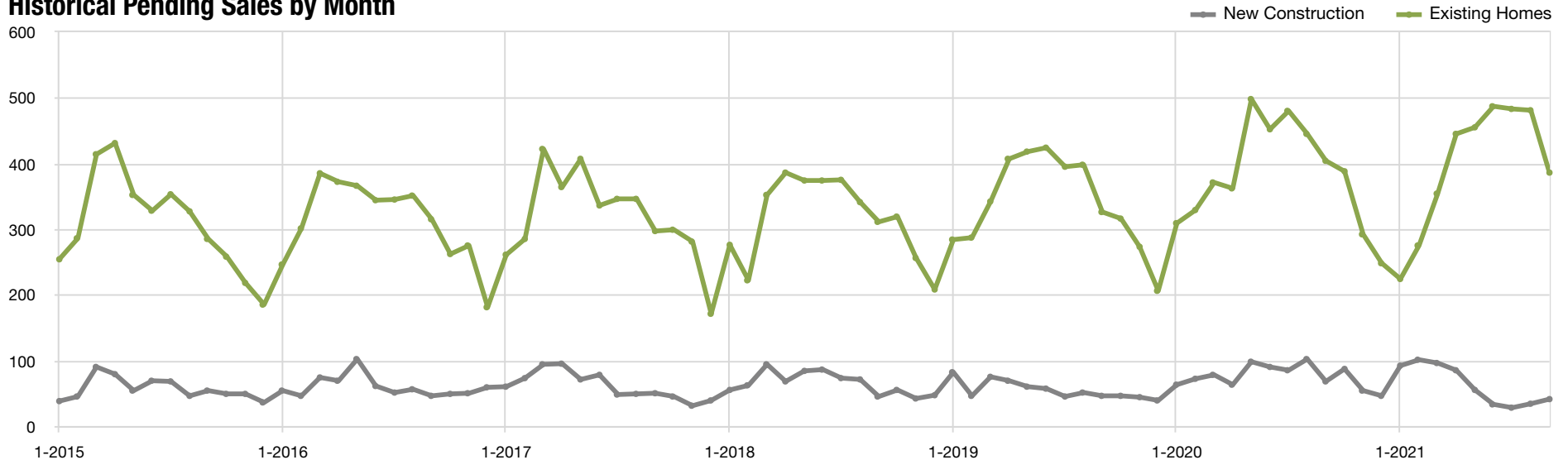
## September

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	92	+ 46.0%	224	- 27.5%
Feb-2021	101	+ 40.3%	275	- 16.4%
Mar-2021	96	+ 23.1%	354	- 4.6%
Apr-2021	85	+ 34.9%	445	+ 22.9%
May-2021	55	- 43.9%	455	- 8.6%
Jun-2021	33	- 63.3%	487	+ 7.7%
Jul-2021	28	- 67.1%	483	+ 0.6%
Aug-2021	34	- 66.7%	481	+ 8.1%
<b>Sep-2021</b>	<b>41</b>	<b>- 39.7%</b>	<b>386</b>	<b>- 4.5%</b>
12-Month Avg	63	- 11.3%	377	+ 1.9%

## Historical Pending Sales by Month



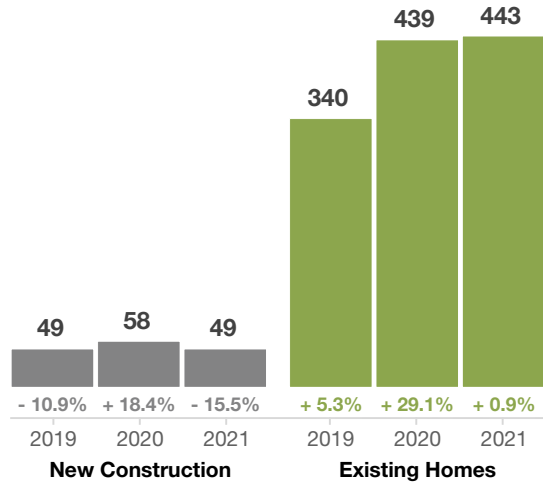
# Closed Sales

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

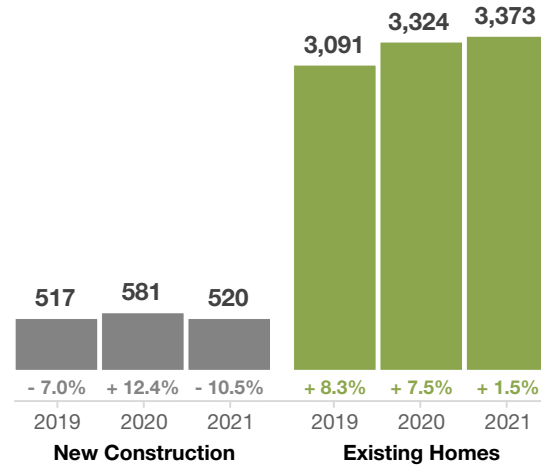


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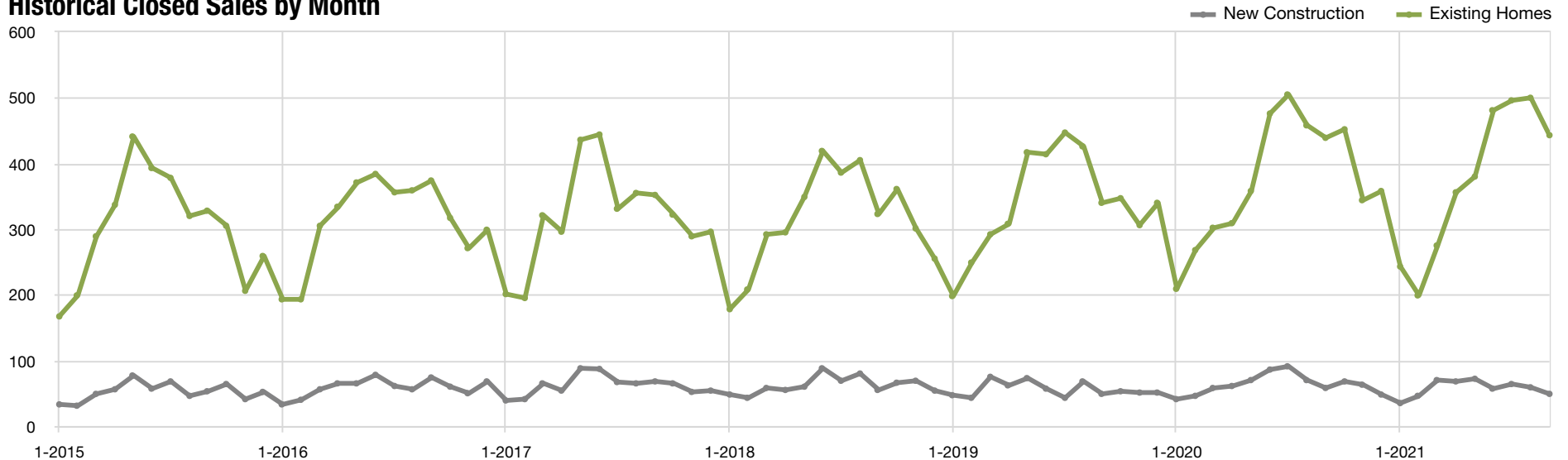


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	68	+ 28.3%	452	+ 30.3%
Nov-2020	63	+ 23.5%	344	+ 12.4%
Dec-2020	48	- 5.9%	358	+ 5.3%
Jan-2021	35	- 14.6%	243	+ 16.3%
Feb-2021	46	0.0%	199	- 25.7%
Mar-2021	70	+ 20.7%	275	- 8.9%
Apr-2021	68	+ 11.5%	356	+ 15.2%
May-2021	72	+ 2.9%	380	+ 6.1%
Jun-2021	57	- 33.7%	481	+ 1.1%
Jul-2021	64	- 29.7%	496	- 1.8%
Aug-2021	59	- 15.7%	500	+ 9.2%
<b>Sep-2021</b>	<b>49</b>	<b>- 15.5%</b>	<b>443</b>	<b>+ 0.9%</b>
12-Month Avg	58	- 4.9%	377	+ 4.7%

## Historical Closed Sales by Month



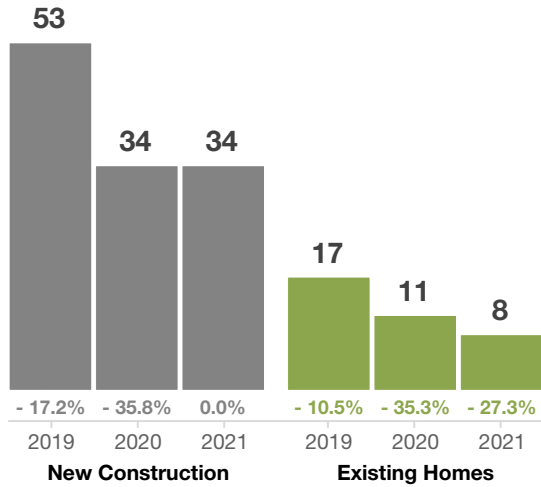
# Days on Market Until Sale

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

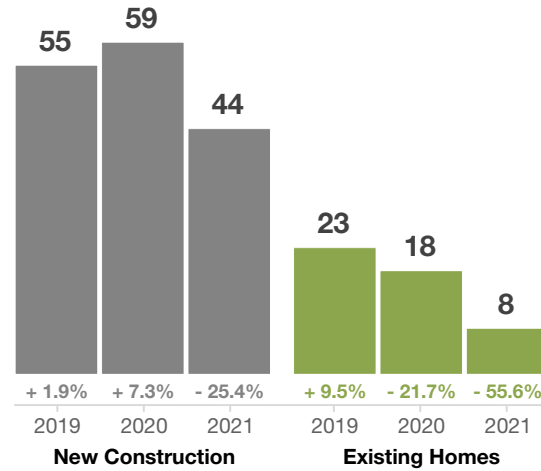


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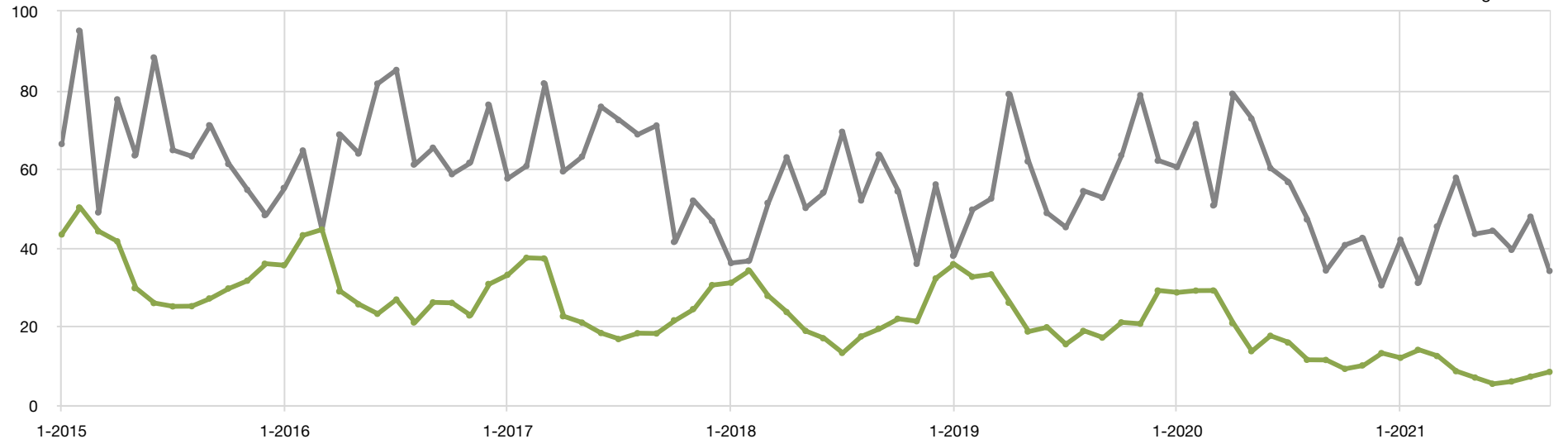
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	45	-11.8%	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%
Aug-2021	48	+2.1%	7	-41.7%
<b>Sep-2021</b>	<b>34</b>	<b>0.0%</b>	<b>8</b>	<b>-27.3%</b>
12-Month Avg*	42	-30.5%	9	-54.5%

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

## Historical Days on Market Until Sale by Month



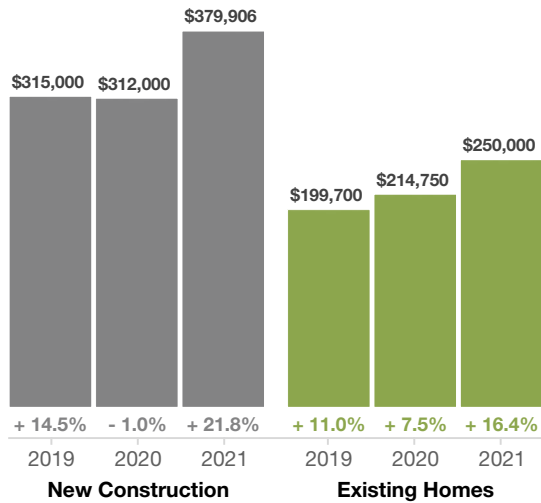
# Median Closed Price

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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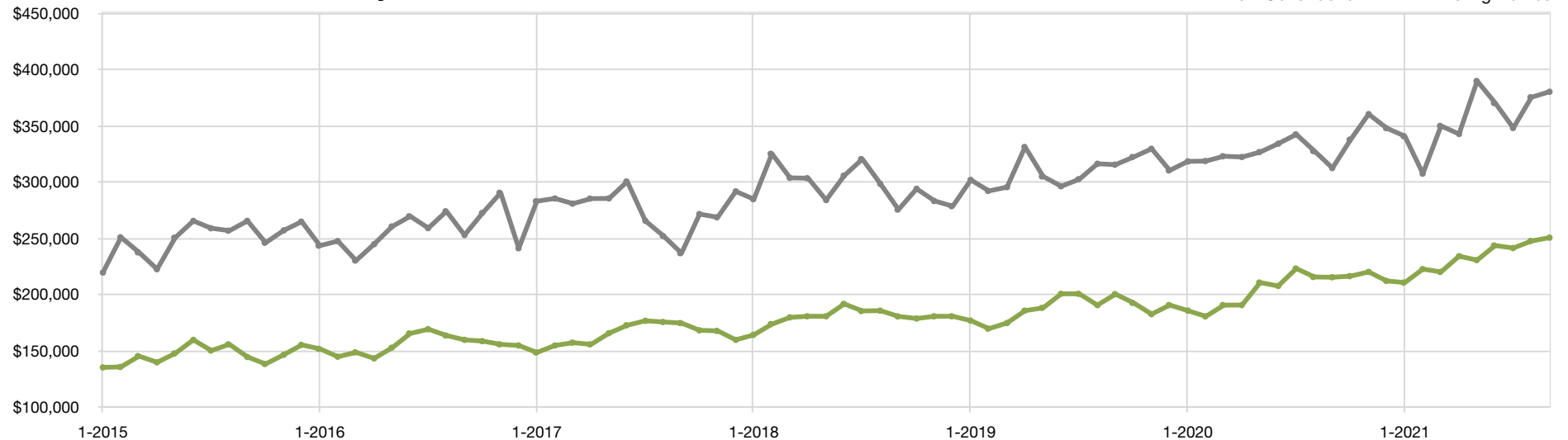
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$211,500	+ 11.3%
Jan-2021	\$340,382	+ 7.1%	\$210,000	+ 13.5%
Feb-2021	\$307,016	- 3.5%	\$222,000	+ 23.4%
Mar-2021	\$349,489	+ 8.4%	\$219,500	+ 15.6%
Apr-2021	\$342,311	+ 6.4%	\$233,500	+ 22.9%
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%
Aug-2021	\$375,000	+ 14.6%	\$247,000	+ 14.9%
<b>Sep-2021</b>	<b>\$379,906</b>	<b>+ 21.8%</b>	<b>\$250,000</b>	<b>+ 16.4%</b>
12-Month Avg*	\$354,000	+ 8.7%	\$230,000	+ 15.0%

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

## Historical Median Closed Price by Month





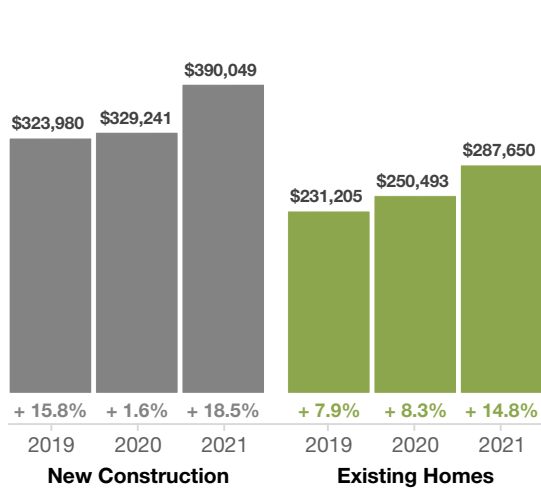
# Average Closed Price

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

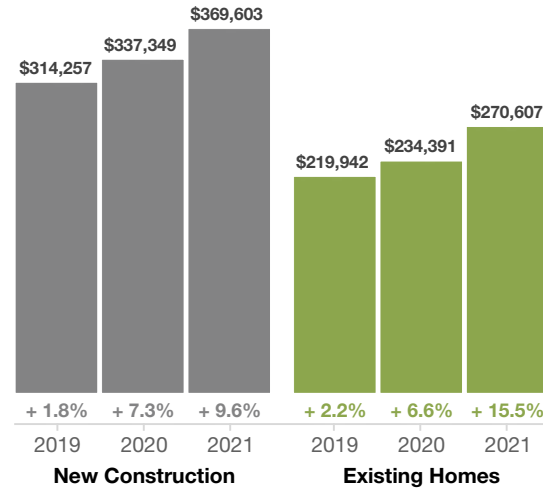


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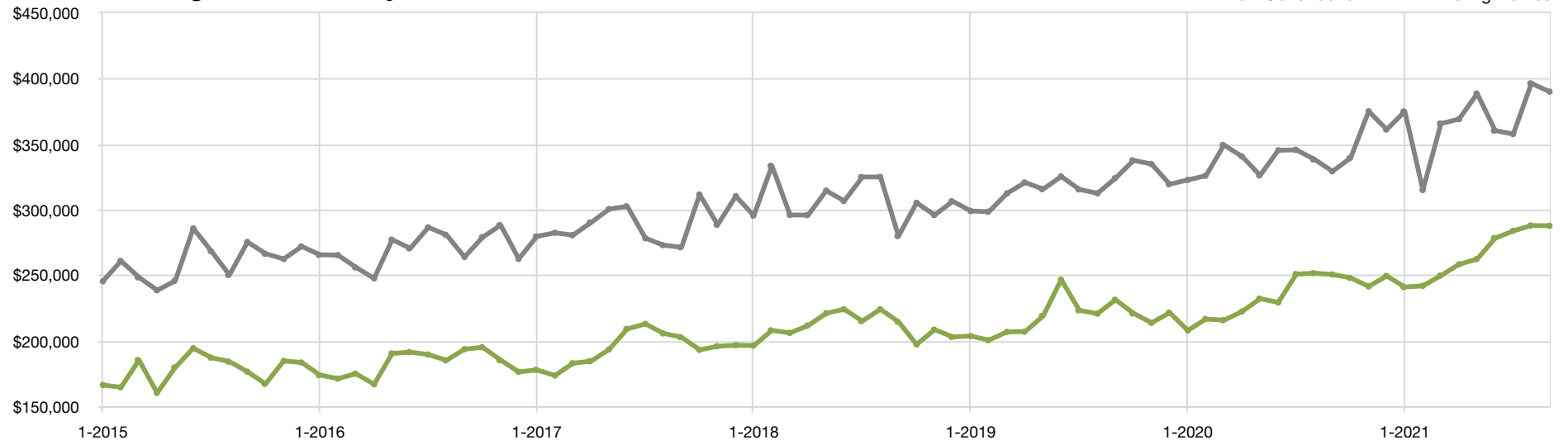
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$249,325	+ 12.7%
Jan-2021	\$374,898	+ 16.2%	\$240,872	+ 15.9%
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$365,658	+ 4.7%	\$249,635	+ 15.8%
Apr-2021	\$369,020	+ 8.4%	\$258,235	+ 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%
Aug-2021	\$396,316	+ 17.1%	\$287,826	+ 14.4%
<b>Sep-2021</b>	<b>\$390,049</b>	<b>+ 18.5%</b>	<b>\$287,650</b>	<b>+ 14.8%</b>
12-Month Avg*	\$366,559	+ 9.1%	\$264,430	+ 14.6%

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

## Historical Average Closed Price by Month



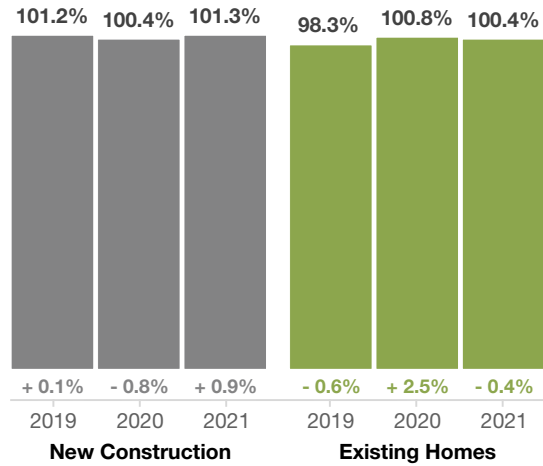
# Percent of List Price Received

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.

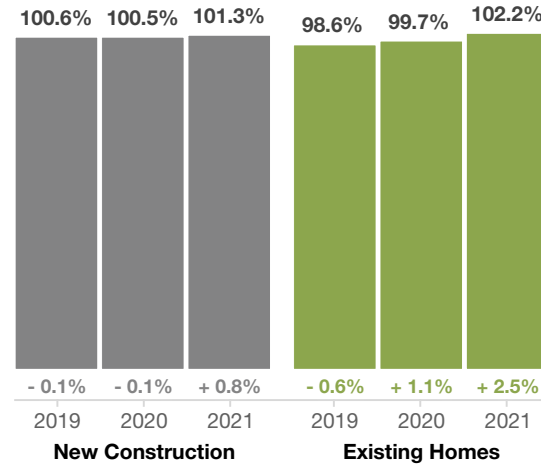


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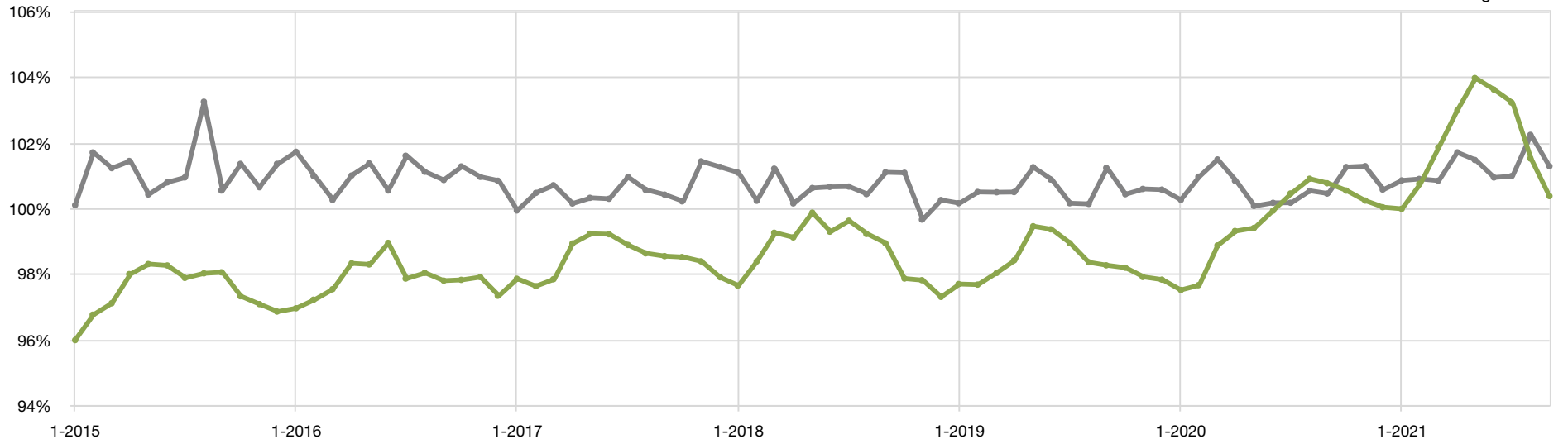
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	100.8%	- 0.7%	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%
Aug-2021	102.2%	+ 1.7%	101.5%	+ 0.6%
<b>Sep-2021</b>	<b>101.3%</b>	<b>+ 0.9%</b>	<b>100.4%</b>	<b>- 0.4%</b>
12-Month Avg*	101.2%	+ 0.7%	101.7%	+ 2.4%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

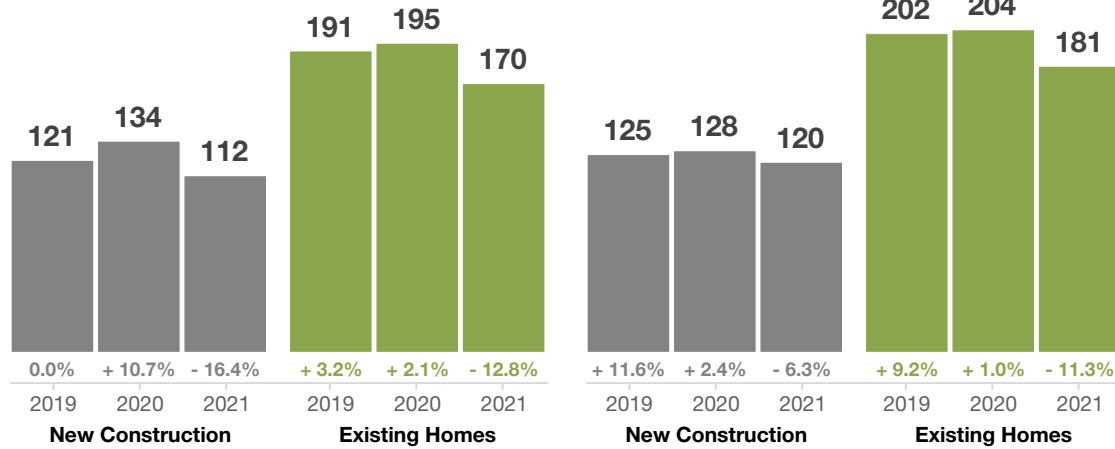
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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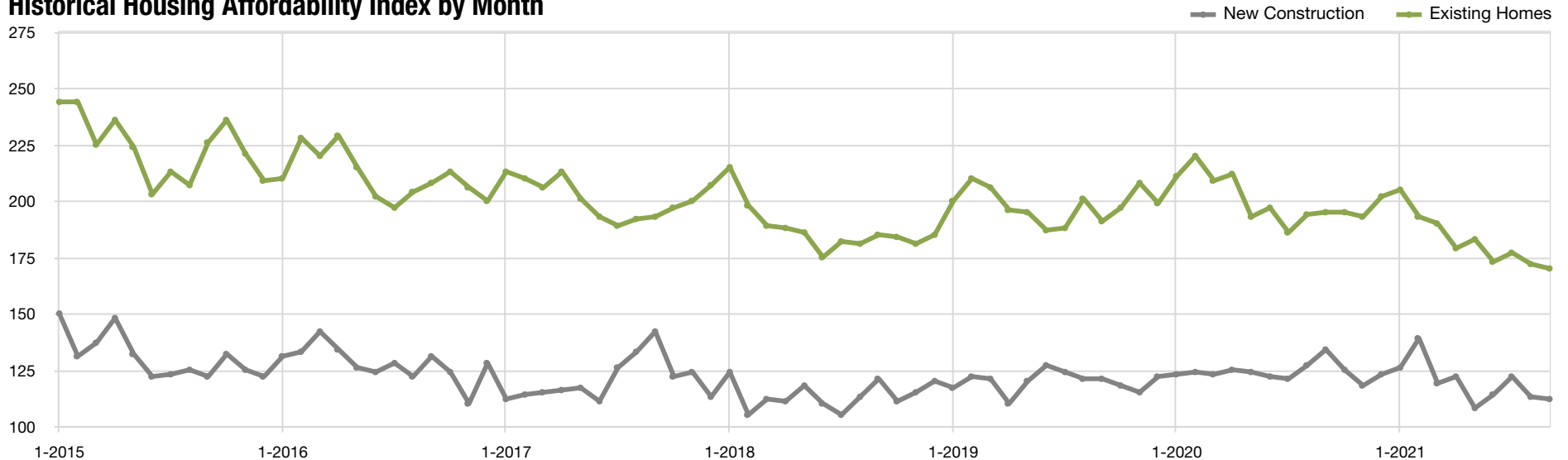
## September

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	119	- 3.3%	190	- 9.1%
Apr-2021	122	- 2.4%	179	- 15.6%
May-2021	108	- 12.9%	183	- 5.2%
Jun-2021	114	- 6.6%	173	- 12.2%
Jul-2021	122	+ 0.8%	177	- 4.8%
Aug-2021	113	- 11.0%	172	- 11.3%
<b>Sep-2021</b>	<b>112</b>	<b>- 16.4%</b>	<b>170</b>	<b>- 12.8%</b>
12-Month Avg	120	- 2.4%	186	- 7.9%

## Historical Housing Affordability Index by Month



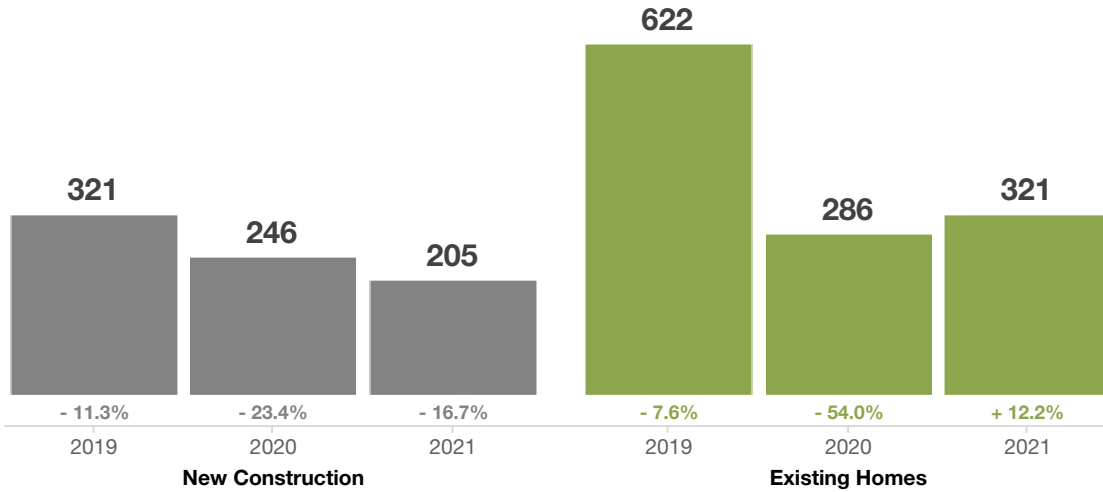
# Inventory of Homes for Sale

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



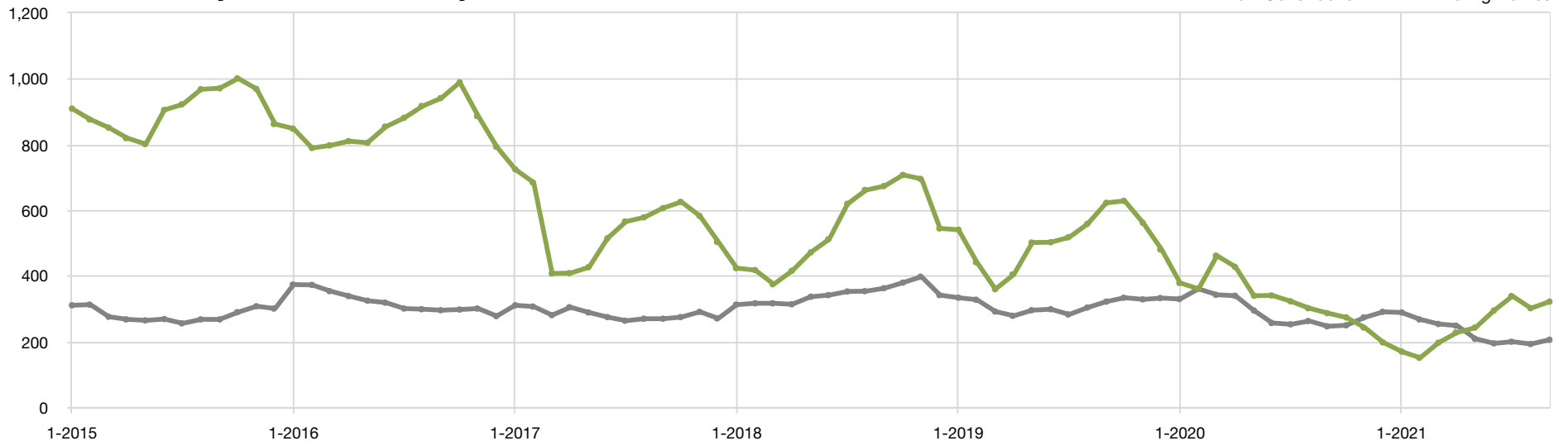
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2020	249	- 25.2%	273	- 56.5%
Nov-2020	273	- 16.8%	242	- 56.9%
Dec-2020	290	- 12.7%	197	- 59.0%
Jan-2021	288	- 12.5%	169	- 55.3%
Feb-2021	267	- 25.8%	150	- 58.3%
Mar-2021	253	- 26.0%	196	- 57.5%
Apr-2021	248	- 26.8%	227	- 46.8%
May-2021	208	- 29.3%	242	- 28.6%
Jun-2021	194	- 24.2%	294	- 13.5%
Jul-2021	199	- 21.0%	338	+ 5.0%
Aug-2021	192	- 26.7%	301	0.0%
<b>Sep-2021</b>	<b>205</b>	<b>- 16.7%</b>	<b>321</b>	<b>+ 12.2%</b>
12-Month Avg	239	- 21.9%	246	- 39.6%

## Historical Inventory of Homes for Sale by Month



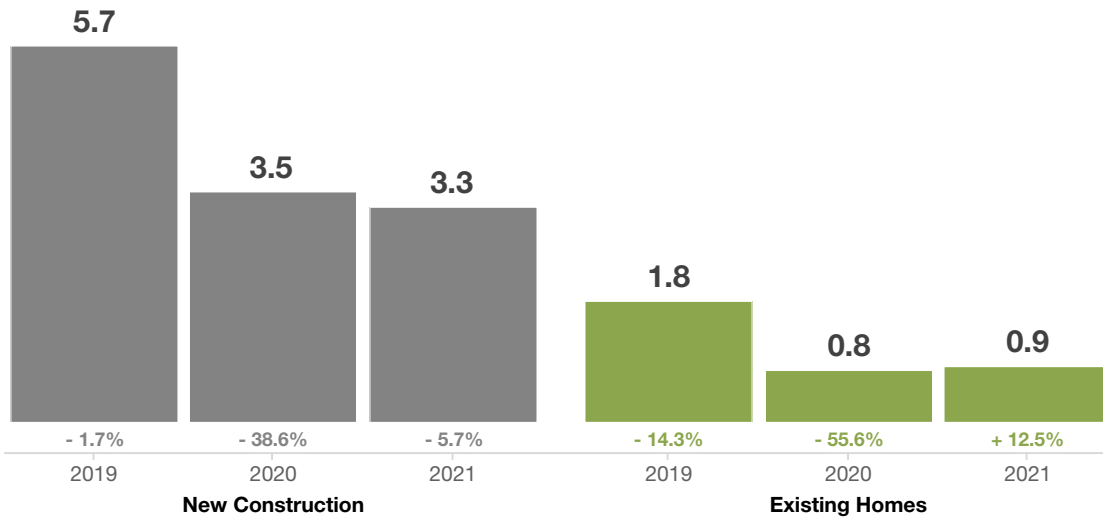
# Months Supply of Inventory

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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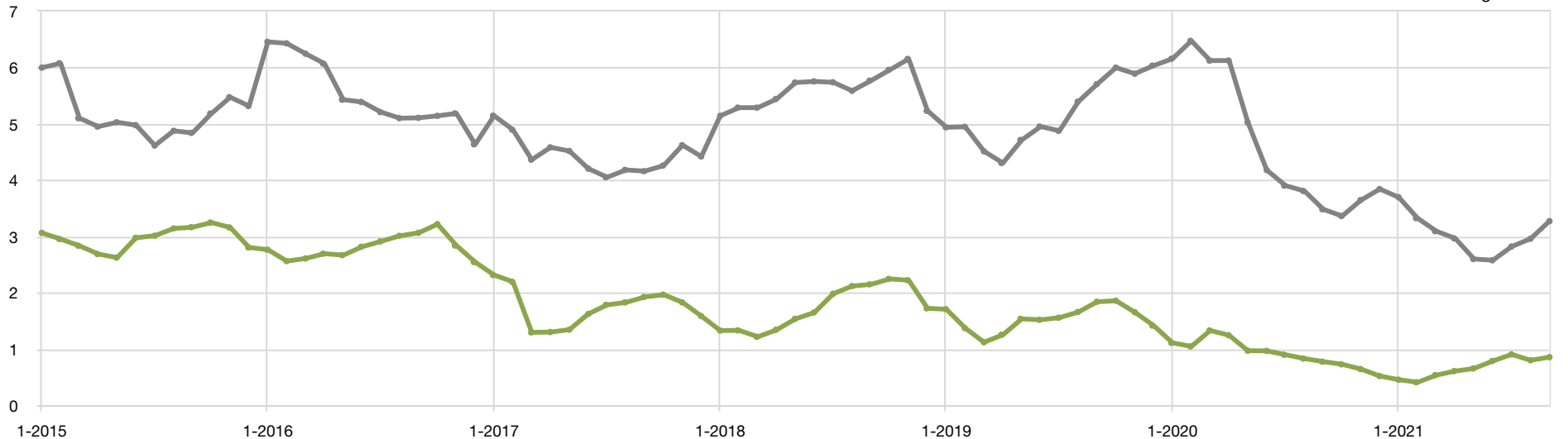
## September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	0.7	- 30.0%
Jun-2021	2.6	- 38.1%	0.8	- 20.0%
Jul-2021	2.8	- 28.2%	0.9	0.0%
Aug-2021	3.0	- 21.1%	0.8	0.0%
<b>Sep-2021</b>	<b>3.3</b>	<b>- 5.7%</b>	<b>0.9</b>	<b>+ 12.5%</b>
12-Month Avg*	3.2	- 39.7%	0.7	- 44.1%

\* Months Supply for all properties from October 2020 through September 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	9-2020	9-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		541	<b>590</b>	+ 9.1%	5,228	<b>5,175</b>	- 1.0%
<b>Pending Sales</b>		472	<b>427</b>	- 9.5%	4,369	<b>4,155</b>	- 4.9%
<b>Closed Sales</b>		497	<b>492</b>	- 1.0%	3,905	<b>3,893</b>	- 0.3%
<b>Days on Market Until Sale</b>		14	<b>11</b>	- 21.4%	24	<b>13</b>	- 45.8%
<b>Median Closed Price</b>		\$229,250	<b>\$260,250</b>	+ 13.5%	\$220,000	<b>\$249,920</b>	+ 13.6%
<b>Average Closed Price</b>		\$259,701	<b>\$297,849</b>	+ 14.7%	\$249,718	<b>\$283,834</b>	+ 13.7%
<b>Percent of List Price Received</b>		100.7%	<b>100.5%</b>	- 0.2%	99.8%	<b>102.1%</b>	+ 2.3%
<b>Housing Affordability Index</b>		183	<b>163</b>	- 10.9%	190	<b>170</b>	- 10.5%
<b>Inventory of Homes for Sale</b>		532	<b>526</b>	- 1.1%	—	—	—
<b>Months Supply of Inventory</b>		1.2	<b>1.2</b>	0.0%	—	—	—