

# Monthly Indicators

Lincoln Area Region



## November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings decreased 50.5 percent for New Construction but increased 16.0 percent for Existing Homes. Pending Sales decreased 20.8 percent for New Construction but increased 11.3 percent for Existing Homes. Inventory decreased 12.1 percent for New Construction but increased 7.9 percent for Existing Homes.

Median Closed Price increased 3.1 percent for New Construction and 9.3 percent for Existing Homes. Days on Market decreased 33.3 percent for New Construction and 10.0 percent for Existing Homes. Months Supply of Inventory increased 10.8 percent for New Construction and 16.7 percent for Existing Homes.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Quick Facts

**+ 2.0%**

Change in  
**Closed Sales**  
All Properties

**+ 6.8%**

Change in  
**Median Closed Price**  
All Properties

**- 2.7%**

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.

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14

# 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		105	<b>52</b>	- 50.5%	1,330	<b>1,021</b>	- 23.2%
<b>Pending Sales</b>		53	<b>42</b>	- 20.8%	858	<b>662</b>	- 22.8%
<b>Closed Sales</b>		63	<b>58</b>	- 7.9%	712	<b>642</b>	- 9.8%
<b>Days on Market Until Sale</b>		42	<b>28</b>	- 33.3%	56	<b>40</b>	- 28.6%
<b>Median Closed Price</b>		\$360,000	<b>\$371,257</b>	+ 3.1%	\$330,900	<b>\$361,725</b>	+ 9.3%
<b>Average Closed Price</b>		\$375,004	<b>\$407,414</b>	+ 8.6%	\$340,867	<b>\$375,523</b>	+ 10.2%
<b>Percent of List Price Received</b>		101.3%	<b>101.7%</b>	+ 0.4%	100.6%	<b>101.3%</b>	+ 0.7%
<b>Housing Affordability Index</b>		118	<b>114</b>	- 3.4%	128	<b>118</b>	- 7.8%
<b>Inventory of Homes for Sale</b>		273	<b>240</b>	- 12.1%	—	—	—
<b>Months Supply of Inventory</b>		3.7	<b>4.1</b>	+ 10.8%	—	—	—

# 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		318	<b>369</b>	+ 16.0%	4,900	<b>5,156</b>	+ 5.2%
<b>Pending Sales</b>		292	<b>325</b>	+ 11.3%	4,330	<b>4,306</b>	- 0.6%
<b>Closed Sales</b>		344	<b>357</b>	+ 3.8%	4,120	<b>4,165</b>	+ 1.1%
<b>Days on Market Until Sale</b>		10	<b>9</b>	- 10.0%	17	<b>9</b>	- 47.1%
<b>Median Closed Price</b>		\$219,500	<b>\$240,000</b>	+ 9.3%	\$207,000	<b>\$236,000</b>	+ 14.0%
<b>Average Closed Price</b>		\$241,377	<b>\$271,506</b>	+ 12.5%	\$236,453	<b>\$271,000</b>	+ 14.6%
<b>Percent of List Price Received</b>		100.2%	<b>100.7%</b>	+ 0.5%	99.8%	<b>101.9%</b>	+ 2.1%
<b>Housing Affordability Index</b>		193	<b>177</b>	- 8.3%	205	<b>180</b>	- 12.2%
<b>Inventory of Homes for Sale</b>		242	<b>261</b>	+ 7.9%	—	—	—
<b>Months Supply of Inventory</b>		0.6	<b>0.7</b>	+ 16.7%	—	—	—

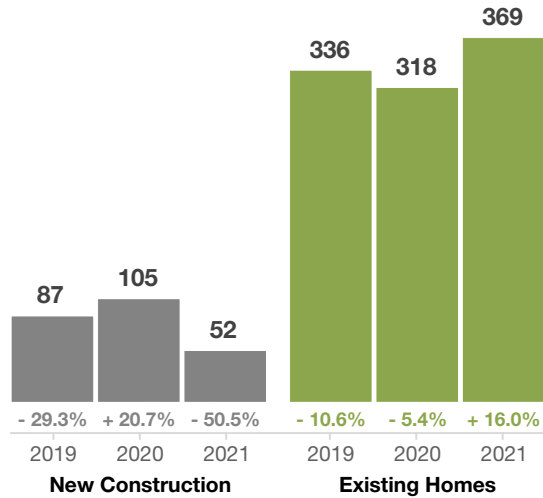
# New Listings

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

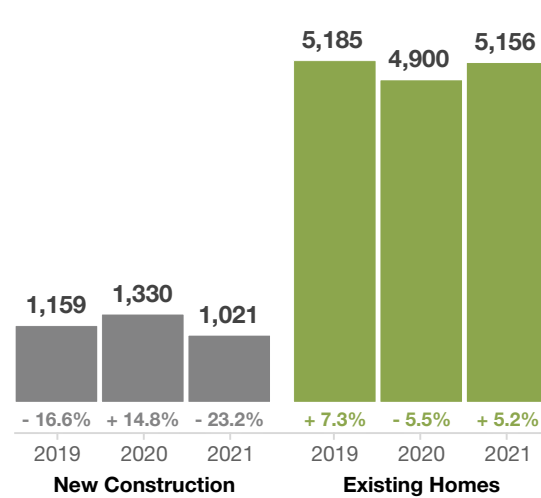


Lincoln Area Region

## November

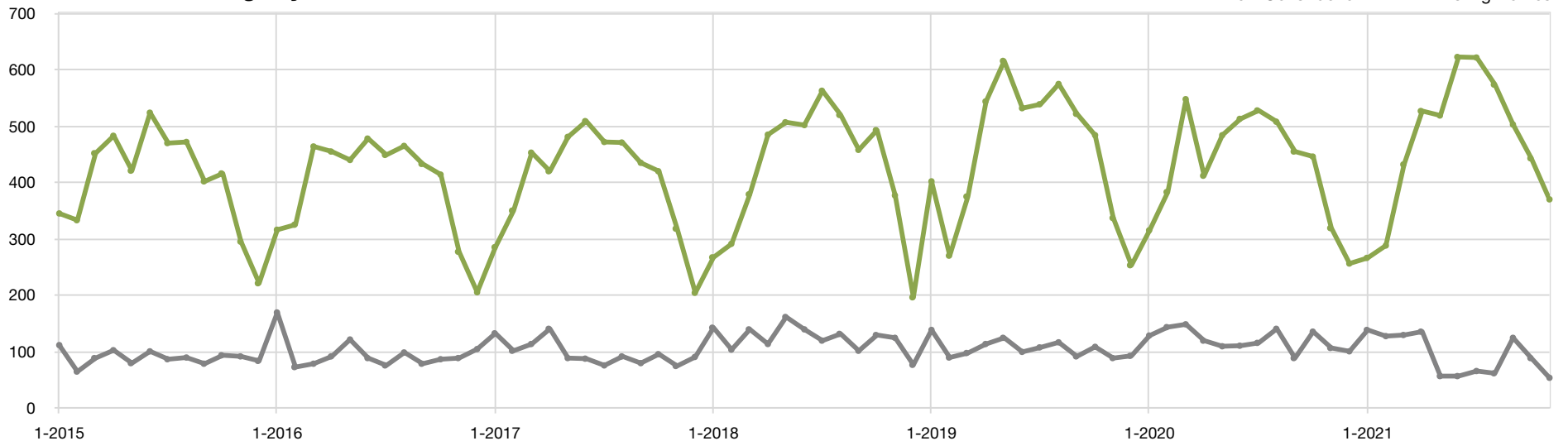


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	99	+ 8.8%	255	+ 1.2%
Jan-2021	137	+ 7.9%	265	- 15.6%
Feb-2021	126	- 11.3%	287	- 24.9%
Mar-2021	128	- 12.9%	431	- 21.2%
Apr-2021	134	+ 13.6%	526	+ 28.0%
May-2021	55	- 49.1%	518	+ 7.2%
Jun-2021	55	- 49.5%	622	+ 21.5%
Jul-2021	64	- 43.9%	621	+ 17.8%
Aug-2021	60	- 56.8%	573	+ 13.0%
Sep-2021	123	+ 41.4%	502	+ 10.6%
Oct-2021	87	- 35.1%	442	- 0.7%
<b>Nov-2021</b>	<b>52</b>	<b>- 50.5%</b>	<b>369</b>	<b>+ 16.0%</b>
12-Month Avg	93	- 21.2%	451	+ 5.1%

## Historical New Listings by Month



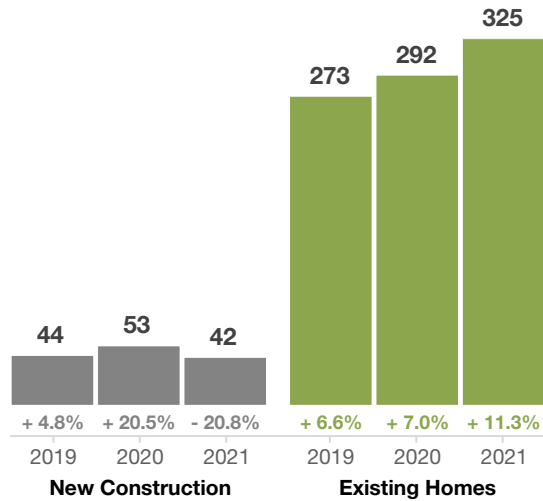
# Pending Sales

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

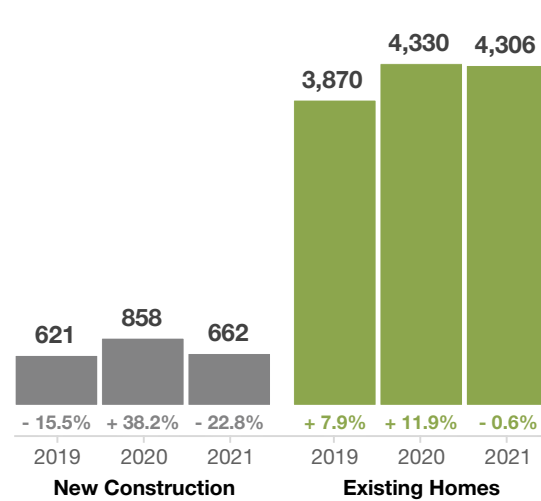


Lincoln Area Region

## November

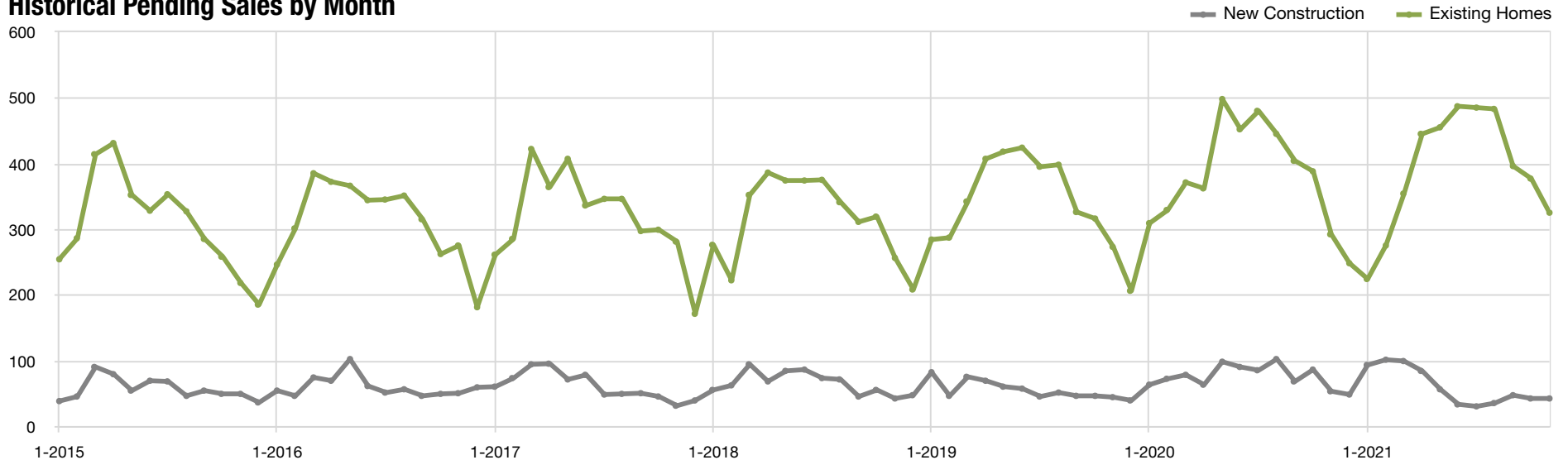


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	48	+ 23.1%	248	+ 20.4%
Jan-2021	93	+ 47.6%	224	- 27.5%
Feb-2021	101	+ 40.3%	275	- 16.4%
Mar-2021	99	+ 26.9%	354	- 4.6%
Apr-2021	84	+ 33.3%	445	+ 22.9%
May-2021	56	- 42.9%	455	- 8.6%
Jun-2021	33	- 63.3%	487	+ 7.7%
Jul-2021	30	- 64.7%	485	+ 1.0%
Aug-2021	35	- 65.7%	483	+ 8.5%
Sep-2021	47	- 30.9%	396	- 2.0%
Oct-2021	42	- 51.2%	377	- 2.8%
<b>Nov-2021</b>	<b>42</b>	<b>- 20.8%</b>	<b>325</b>	<b>+ 11.3%</b>
12-Month Avg	59	- 21.3%	380	+ 0.5%

## Historical Pending Sales by Month



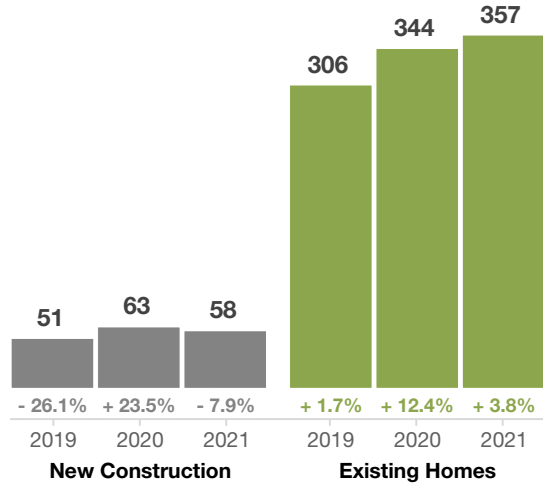
# Closed Sales

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

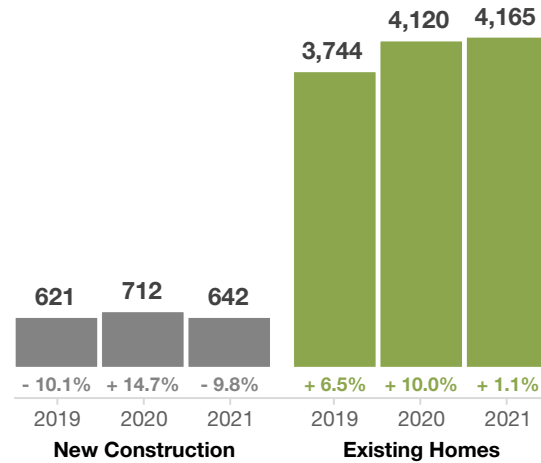


Lincoln Area Region

## November

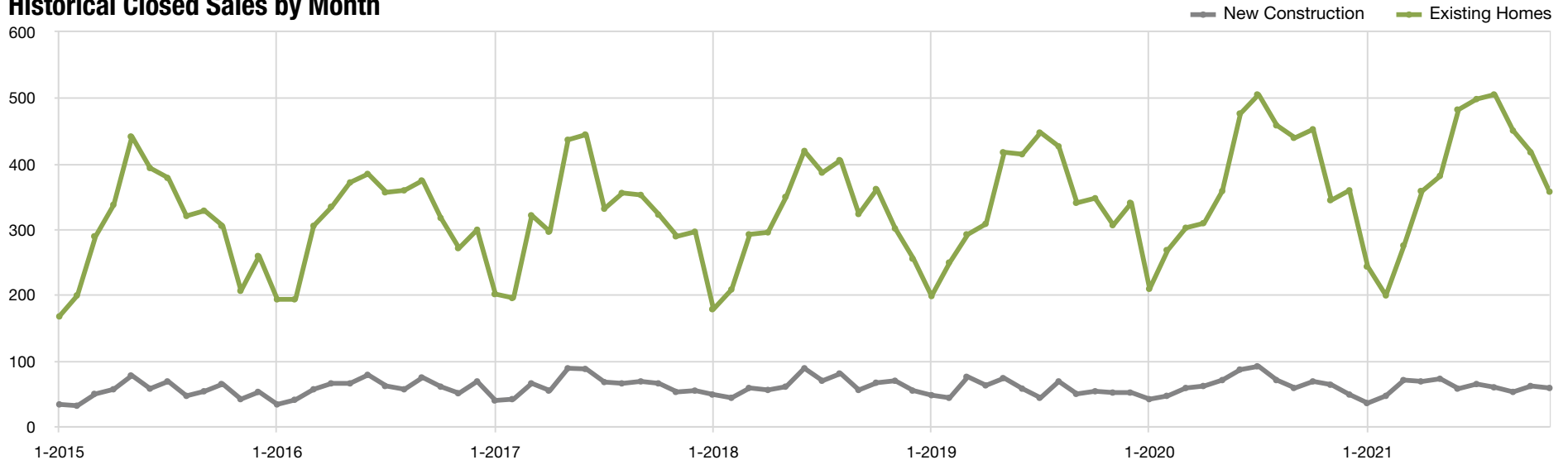


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	48	- 5.9%	359	+ 5.6%
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%	358	+ 15.9%
May-2021	72	+ 2.9%	381	+ 6.4%
Jun-2021	57	- 33.7%	482	+ 1.3%
Jul-2021	64	- 29.7%	498	- 1.4%
Aug-2021	59	- 15.7%	505	+ 10.3%
Sep-2021	52	- 10.3%	450	+ 2.5%
Oct-2021	61	- 10.3%	417	- 7.7%
<b>Nov-2021</b>	<b>58</b>	<b>- 7.9%</b>	<b>357</b>	<b>+ 3.8%</b>
12-Month Avg	58	- 9.4%	377	+ 1.3%

## Historical Closed Sales by Month



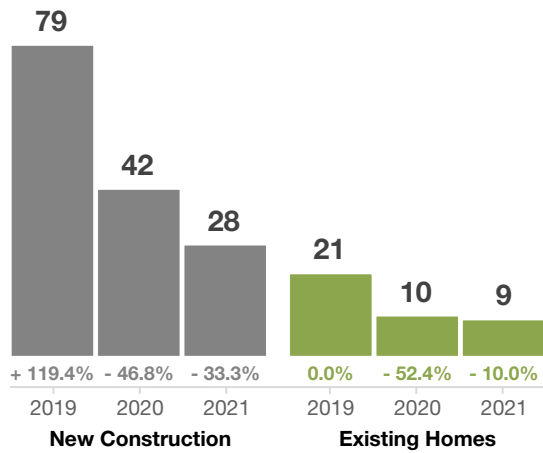
# Days on Market Until Sale

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

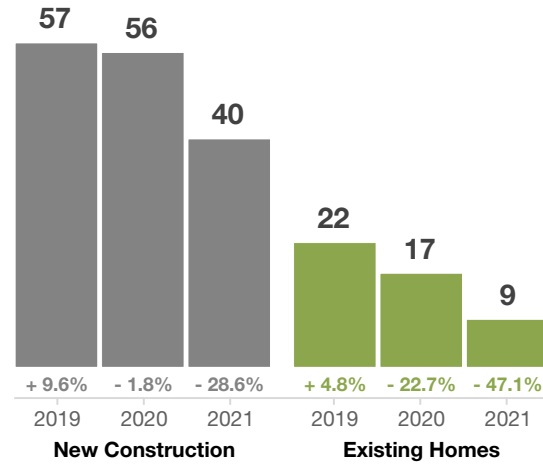


Lincoln Area Region

## November



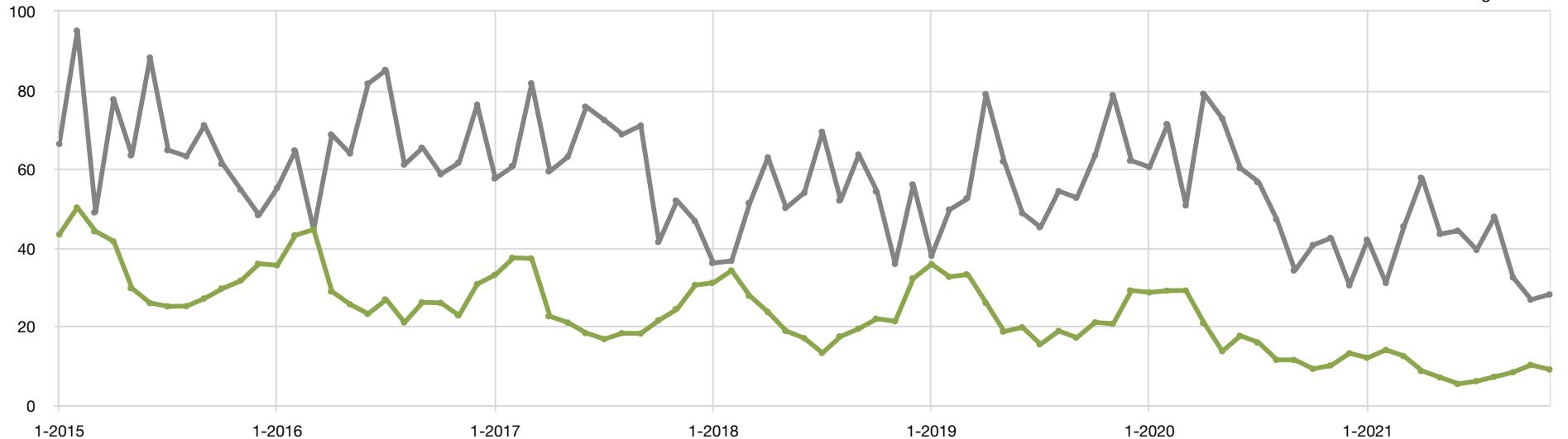
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Sep-2021	32	- 5.9%	8	- 27.3%
Oct-2021	27	- 34.1%	10	+ 11.1%
<b>Nov-2021</b>	<b>28</b>	<b>- 33.3%</b>	<b>9</b>	<b>- 10.0%</b>
12-Month Avg*	40	- 29.3%	9	- 49.4%

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

## Historical Days on Market Until Sale by Month



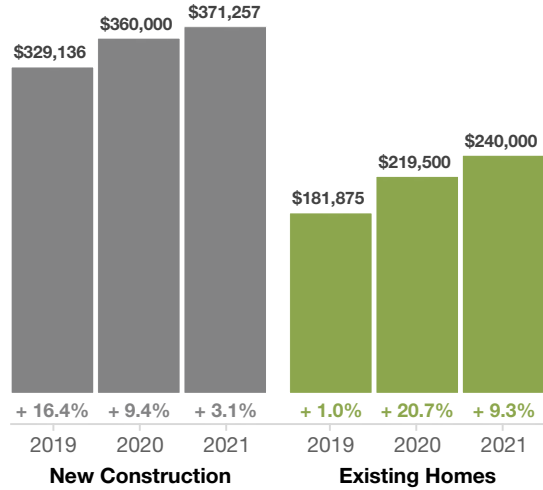
# Median Closed Price

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

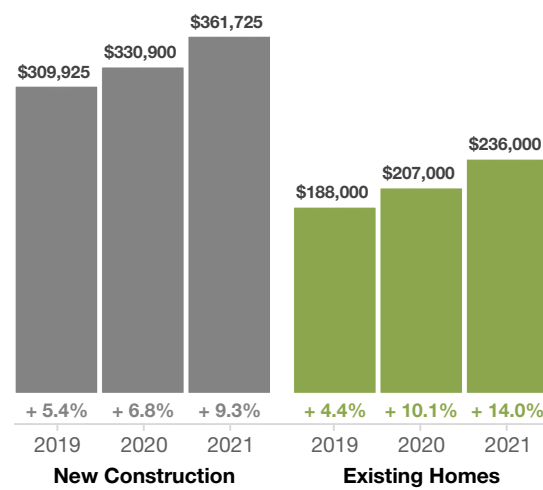


Lincoln Area Region

## November



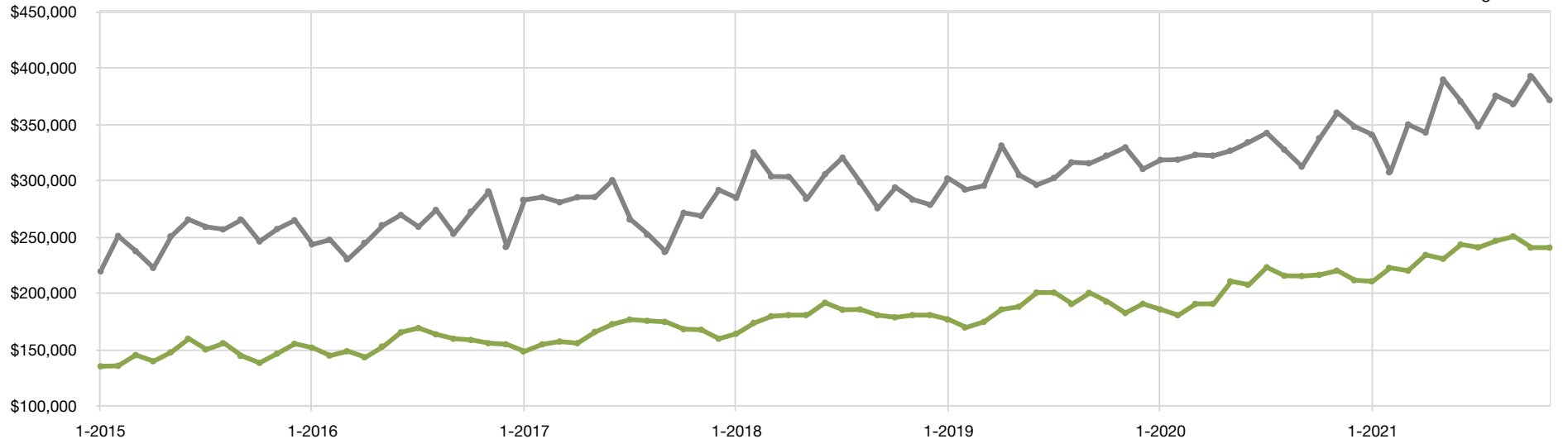
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	\$347,500	+ 12.1%	\$211,000	+ 11.1%
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%	\$242,750	+ 17.3%
Jul-2021	\$347,669	+ 1.7%	\$240,250	+ 8.0%
Aug-2021	\$375,000	+ 14.6%	\$246,000	+ 14.4%
Sep-2021	\$367,548	+ 17.8%	\$250,000	+ 16.4%
Oct-2021	\$392,500	+ 16.4%	\$240,000	+ 11.2%
<b>Nov-2021</b>	<b>\$371,257</b>	<b>+ 3.1%</b>	<b>\$240,000</b>	<b>+ 9.3%</b>
12-Month Avg*	\$360,000	+ 9.1%	\$235,000	+ 14.1%

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

## Historical Median Closed Price by Month





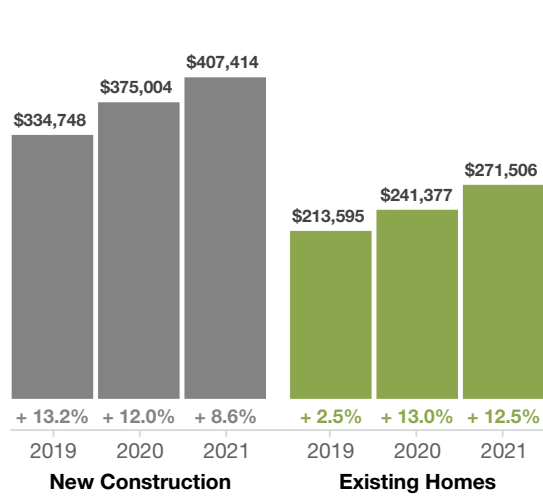
# Average Closed Price

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

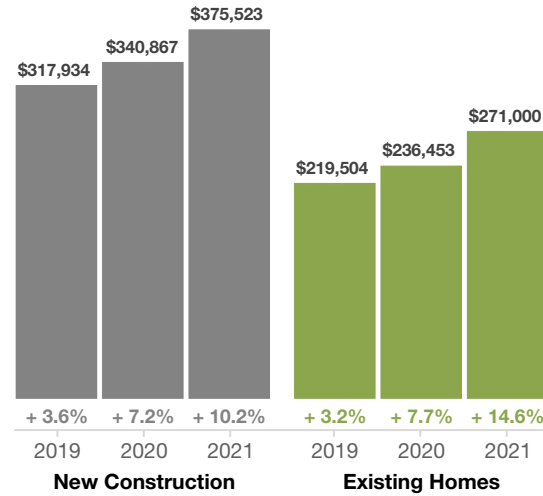


Lincoln Area Region

## November



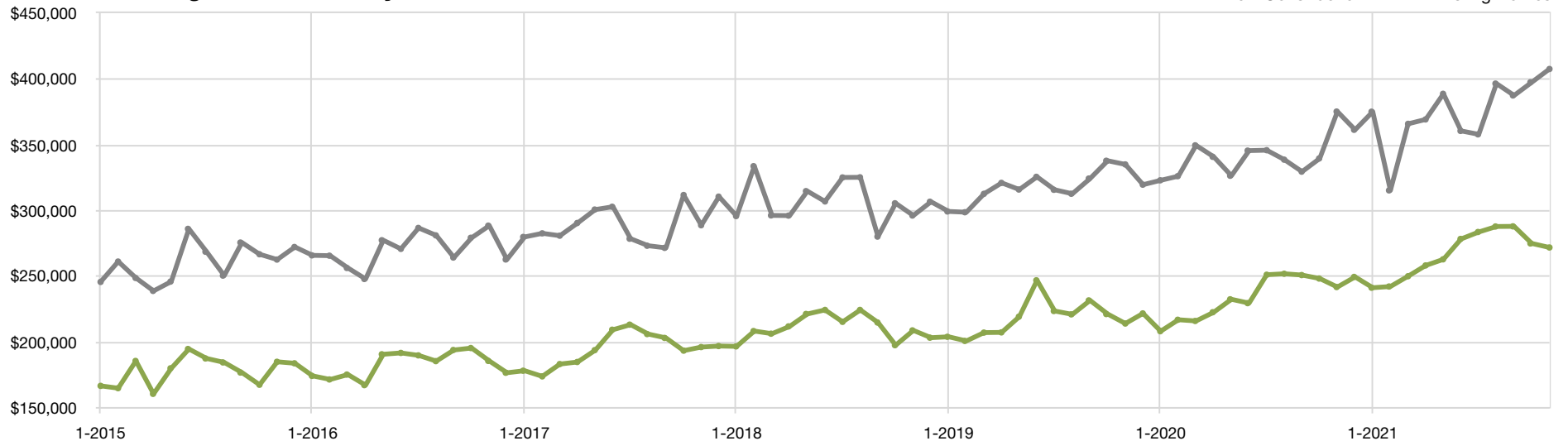
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	\$361,118	+ 13.1%	\$249,091	+ 12.6%
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%	\$257,824	+ 16.0%
May-2021	\$388,527	+ 19.1%	\$262,479	+ 13.1%
Jun-2021	\$360,278	+ 4.3%	\$277,994	+ 21.3%
Jul-2021	\$357,646	+ 3.5%	\$283,294	+ 13.0%
Aug-2021	\$396,316	+ 17.1%	\$287,492	+ 14.3%
Sep-2021	\$387,278	+ 17.6%	\$287,591	+ 14.8%
Oct-2021	\$397,314	+ 17.1%	\$274,586	+ 10.8%
<b>Nov-2021</b>	<b>\$407,414</b>	<b>+ 8.6%</b>	<b>\$271,506</b>	<b>+ 12.5%</b>
12-Month Avg*	\$374,521	+ 10.3%	\$269,261	+ 14.4%

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

## Historical Average Closed Price by Month



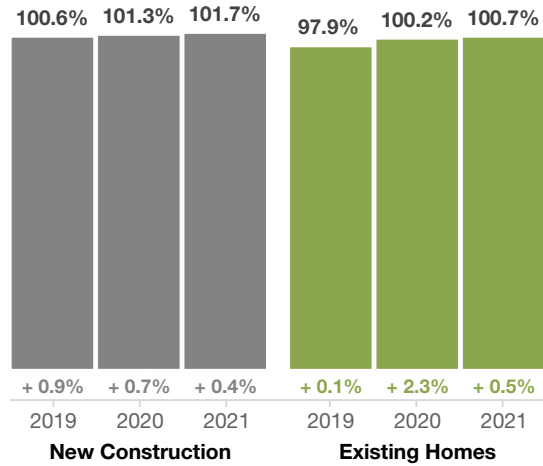
# Percent of List Price Received

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.

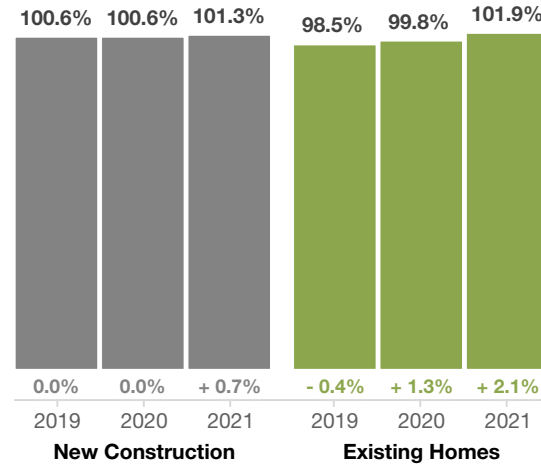


Lincoln Area Region

## November



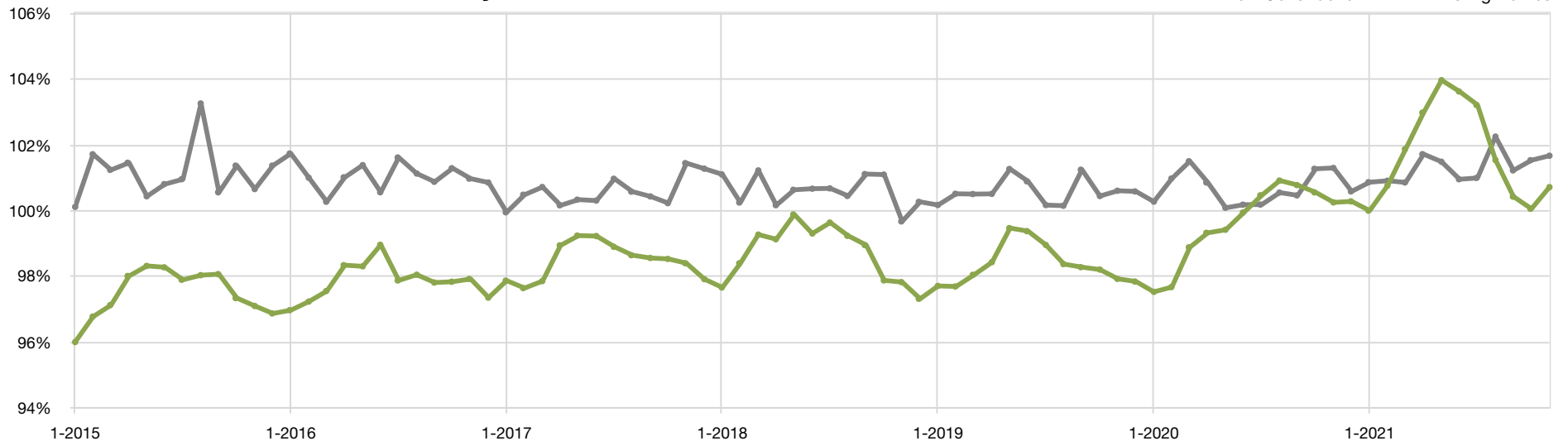
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	100.6%	0.0%	100.3%	+ 2.6%
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%
Sep-2021	101.2%	+ 0.8%	100.4%	- 0.4%
Oct-2021	101.5%	+ 0.2%	100.0%	- 0.5%
<b>Nov-2021</b>	<b>101.7%</b>	<b>+ 0.4%</b>	<b>100.7%</b>	<b>+ 0.5%</b>
12-Month Avg*	101.3%	+ 0.6%	101.7%	+ 2.1%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

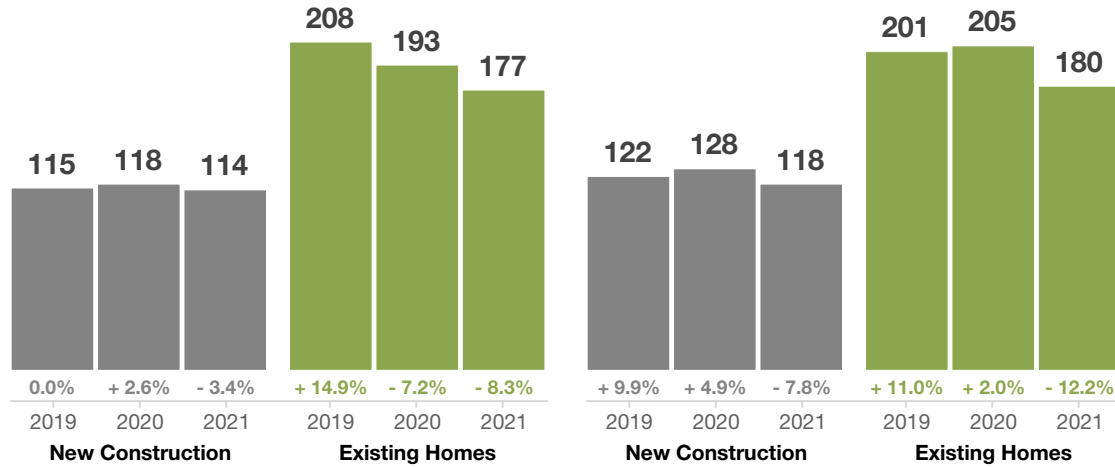
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Lincoln Area Region

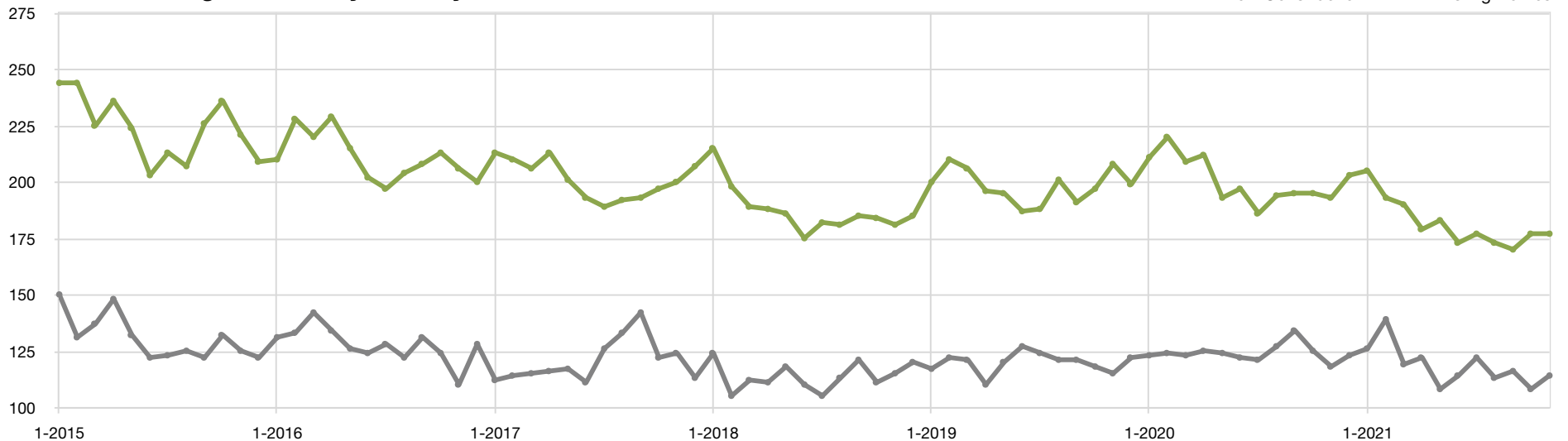
## November

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	123	+ 0.8%	203	+ 2.0%
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%	173	- 10.8%
Sep-2021	116	- 13.4%	170	- 12.8%
Oct-2021	108	- 13.6%	177	- 9.2%
<b>Nov-2021</b>	<b>114</b>	<b>- 3.4%</b>	<b>177</b>	<b>- 8.3%</b>
12-Month Avg	119	- 4.0%	183	- 8.5%

## Historical Housing Affordability Index by Month



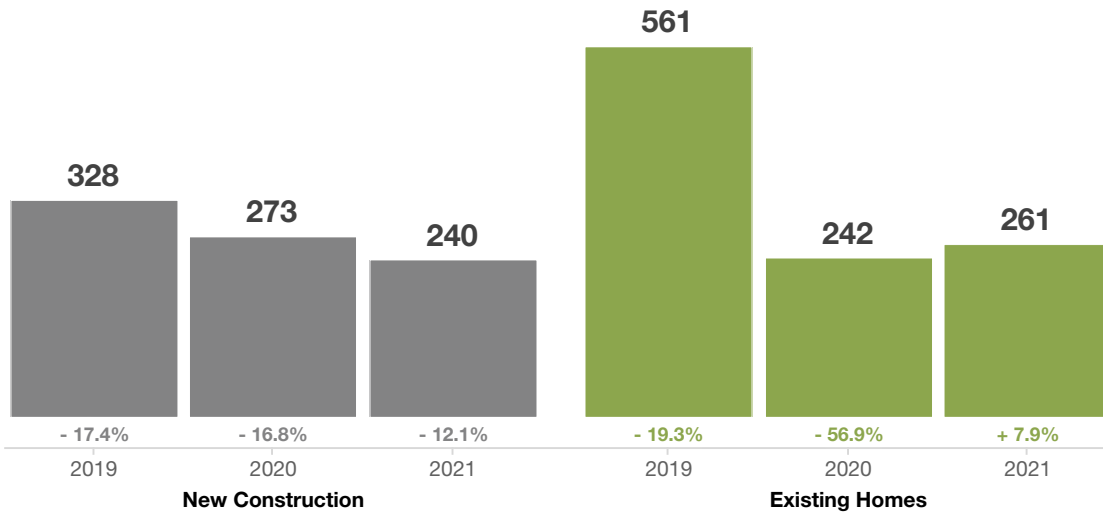
# Inventory of Homes for Sale

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



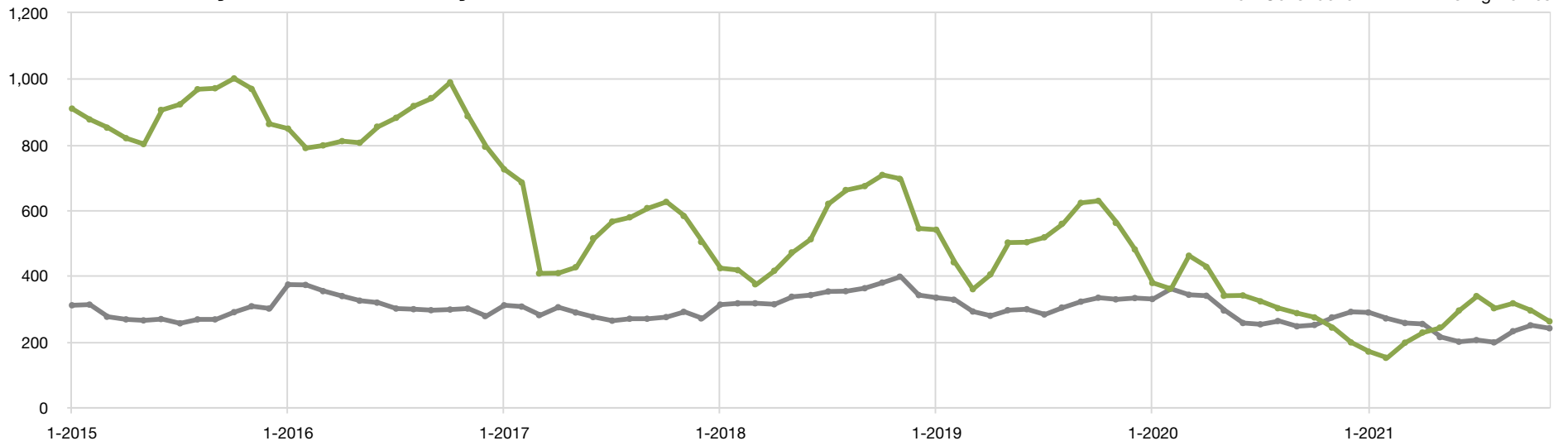
Lincoln Area Region

## November



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	290	- 12.7%	197	- 59.0%
Jan-2021	288	- 12.5%	169	- 55.3%
Feb-2021	270	- 25.0%	150	- 58.3%
Mar-2021	256	- 25.1%	196	- 57.5%
Apr-2021	253	- 25.4%	227	- 46.8%
May-2021	213	- 27.6%	242	- 28.6%
Jun-2021	199	- 22.3%	294	- 13.5%
Jul-2021	204	- 19.0%	338	+ 5.0%
Aug-2021	197	- 24.8%	301	0.0%
Sep-2021	231	- 6.1%	316	+ 10.5%
Oct-2021	249	- 0.4%	294	+ 7.7%
<b>Nov-2021</b>	<b>240</b>	<b>- 12.1%</b>	<b>261</b>	<b>+ 7.9%</b>
12-Month Avg	241	- 18.3%	249	- 29.1%

## Historical Inventory of Homes for Sale by Month



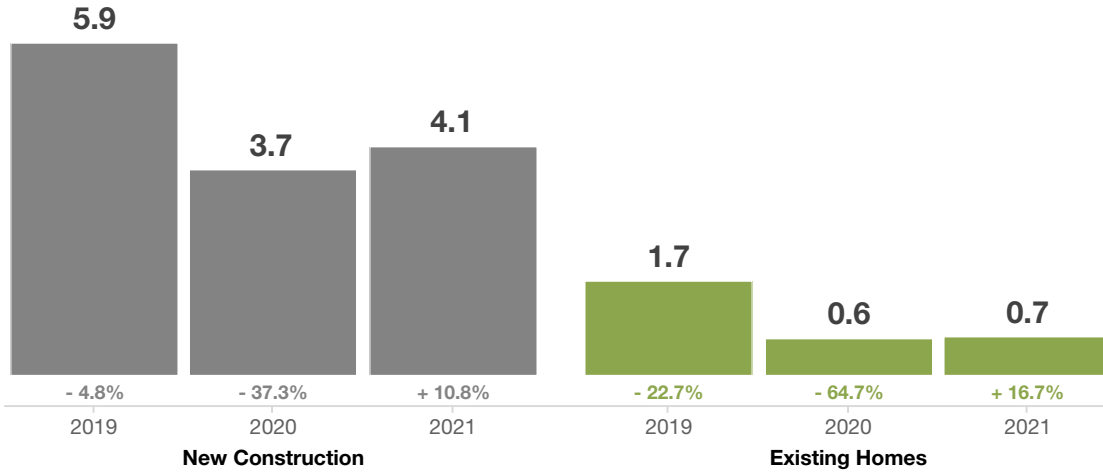
# Months Supply of Inventory

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

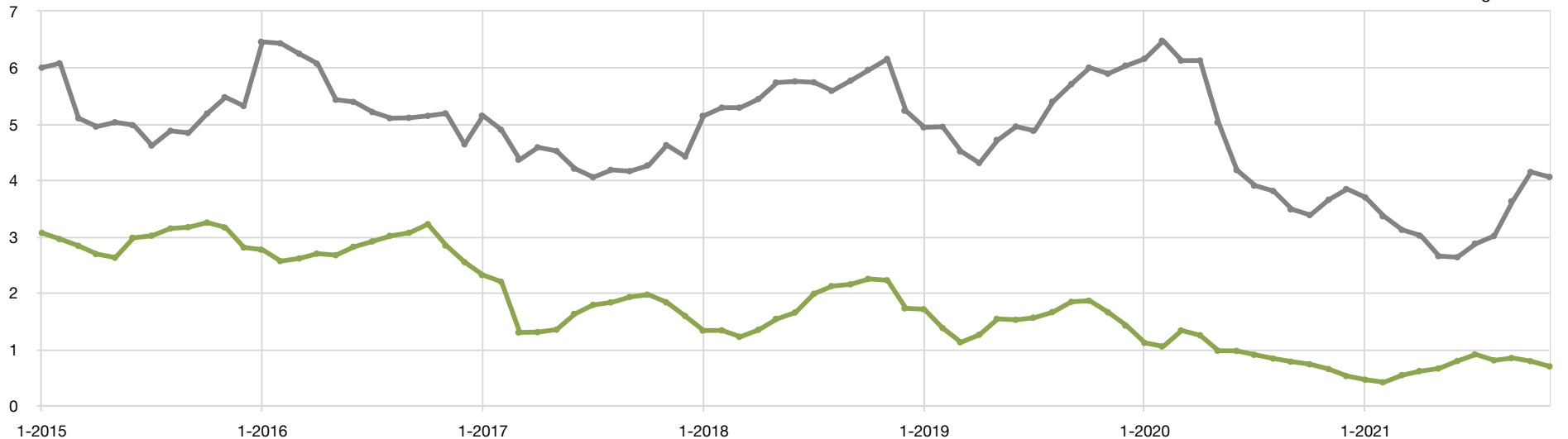
## November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2020	3.8	- 36.7%	0.5	- 64.3%
Jan-2021	3.7	- 40.3%	0.5	- 54.5%
Feb-2021	3.4	- 47.7%	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	2.9	- 25.6%	0.9	0.0%
Aug-2021	3.0	- 21.1%	0.8	0.0%
Sep-2021	3.6	+ 2.9%	0.8	0.0%
Oct-2021	4.1	+ 20.6%	0.8	+ 14.3%
<b>Nov-2021</b>	<b>4.1</b>	<b>+ 10.8%</b>	<b>0.7</b>	<b>+ 16.7%</b>
12-Month Avg*	3.3	- 31.4%	0.7	- 33.3%

\* Months Supply for all properties from December 2020 through November 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	11-2020	11-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		423	<b>421</b>	- 0.5%	6,230	<b>6,177</b>	- 0.9%
<b>Pending Sales</b>		345	<b>367</b>	+ 6.4%	5,188	<b>4,968</b>	- 4.2%
<b>Closed Sales</b>		407	<b>415</b>	+ 2.0%	4,832	<b>4,807</b>	- 0.5%
<b>Days on Market Until Sale</b>		15	<b>12</b>	- 20.0%	22	<b>13</b>	- 40.9%
<b>Median Closed Price</b>		\$234,000	<b>\$250,000</b>	+ 6.8%	\$223,000	<b>\$250,000</b>	+ 12.1%
<b>Average Closed Price</b>		\$262,061	<b>\$290,500</b>	+ 10.9%	\$251,845	<b>\$284,963</b>	+ 13.2%
<b>Percent of List Price Received</b>		100.4%	<b>100.8%</b>	+ 0.4%	100.0%	<b>101.8%</b>	+ 1.8%
<b>Housing Affordability Index</b>		181	<b>170</b>	- 6.1%	190	<b>170</b>	- 10.5%
<b>Inventory of Homes for Sale</b>		515	<b>501</b>	- 2.7%	—	—	—
<b>Months Supply of Inventory</b>		1.1	<b>1.1</b>	0.0%	—	—	—