

Monthly Indicators

Omaha Area Region



April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings decreased 12.3 percent for New Construction but increased 29.4 percent for Existing Homes. Pending Sales decreased 13.1 percent for New Construction but increased 20.4 percent for Existing Homes. Inventory decreased 58.6 percent for New Construction and 39.2 percent for Existing Homes.

Median Closed Price increased 15.7 percent for New Construction and 14.6 percent for Existing Homes. Days on Market decreased 60.7 percent for New Construction and 58.8 percent for Existing Homes. Months Supply of Inventory decreased 72.9 percent for New Construction and 45.5 percent for Existing Homes.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Quick Facts

+ 6.7%

Change in
Closed Sales
All Properties

+ 12.5%

Change in
Median Closed Price
All Properties

- 46.5%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglas, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68037 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		203	178	- 12.3%	1,029	960	- 6.7%
Pending Sales		160	139	- 13.1%	735	855	+ 16.3%
Closed Sales		147	118	- 19.7%	488	590	+ 20.9%
Days on Market Until Sale		84	33	- 60.7%	77	48	- 37.7%
Median Closed Price		\$331,875	\$383,900	+ 15.7%	\$329,928	\$358,639	+ 8.7%
Average Closed Price		\$359,707	\$388,768	+ 8.1%	\$351,042	\$380,492	+ 8.4%
Percent of List Price Received		100.5%	101.7%	+ 1.2%	100.5%	101.4%	+ 0.9%
Housing Affordability Index		106	94	- 11.3%	107	101	- 5.6%
Inventory of Homes for Sale		679	281	- 58.6%	—	—	—
Months Supply of Inventory		4.8	1.3	- 72.9%	—	—	—

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.



Omaha Area Region

Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,295	1,676	+ 29.4%	5,087	4,708	- 7.5%
Pending Sales		1,135	1,367	+ 20.4%	4,084	4,077	- 0.2%
Closed Sales		905	1,005	+ 11.0%	3,175	3,163	- 0.4%
Days on Market Until Sale		17	7	- 58.8%	23	11	- 52.2%
Median Closed Price		\$205,000	\$235,000	+ 14.6%	\$195,000	\$225,000	+ 15.4%
Average Closed Price		\$230,741	\$267,757	+ 16.0%	\$223,127	\$256,306	+ 14.9%
Percent of List Price Received		99.6%	102.9%	+ 3.3%	98.9%	101.4%	+ 2.5%
Housing Affordability Index		173	154	- 11.0%	182	161	- 11.5%
Inventory of Homes for Sale		1,134	689	- 39.2%	—	—	—
Months Supply of Inventory		1.1	0.6	- 45.5%	—	—	—

New Listings

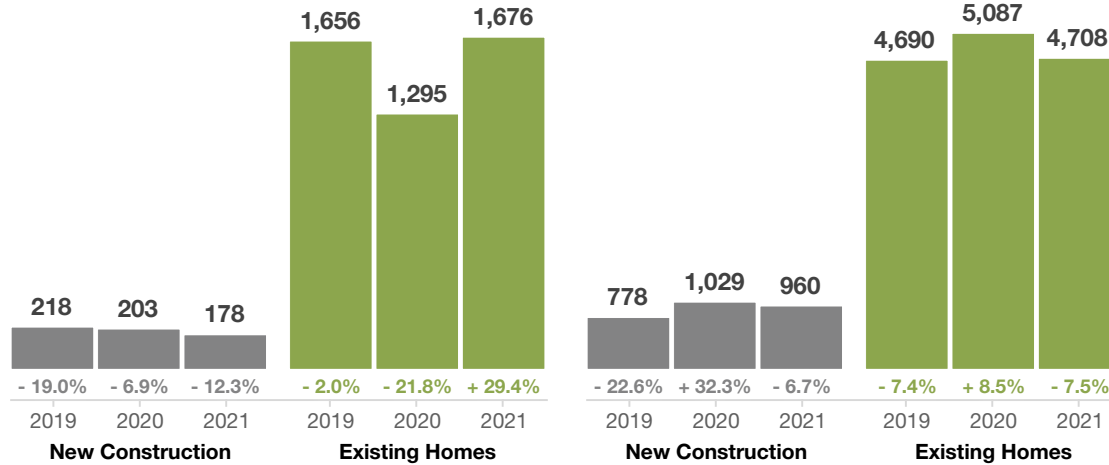
A count of the properties that have been newly listed on the market in a given month.



Omaha Area Region

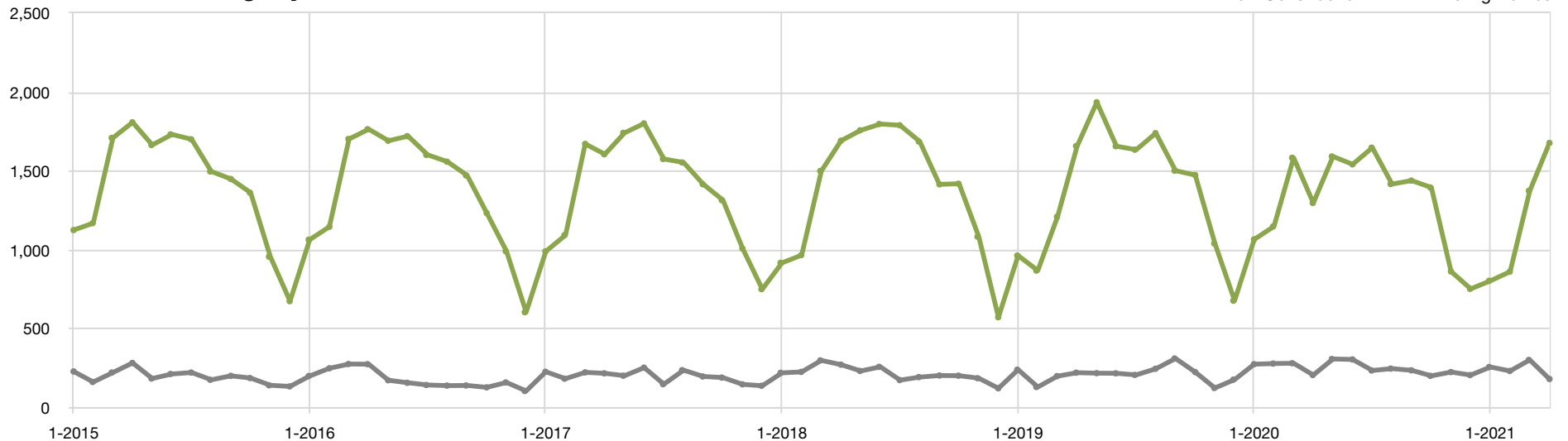
April

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	305	+ 41.9%	1,590	- 17.8%
Jun-2020	302	+ 41.1%	1,540	- 6.9%
Jul-2020	232	+ 13.7%	1,646	+ 0.8%
Aug-2020	244	+ 0.4%	1,415	- 18.6%
Sep-2020	233	- 24.4%	1,437	- 4.2%
Oct-2020	198	- 10.8%	1,393	- 5.4%
Nov-2020	222	+ 83.5%	860	- 17.1%
Dec-2020	203	+ 16.7%	750	+ 11.1%
Jan-2021	254	- 6.6%	801	- 24.7%
Feb-2021	229	- 17.0%	859	- 25.0%
Mar-2021	299	+ 7.6%	1,372	- 13.3%
Apr-2021	178	- 12.3%	1,676	+ 29.4%
12-Month Avg	242	+ 6.1%	1,278	- 8.3%

Historical New Listings by Month



Pending Sales

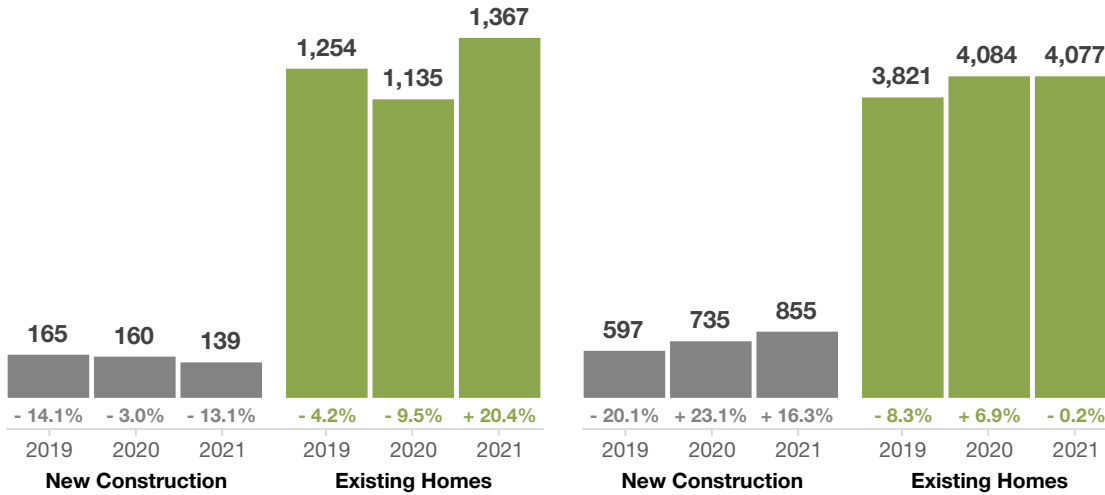
A count of the properties on which offers have been accepted in a given month.



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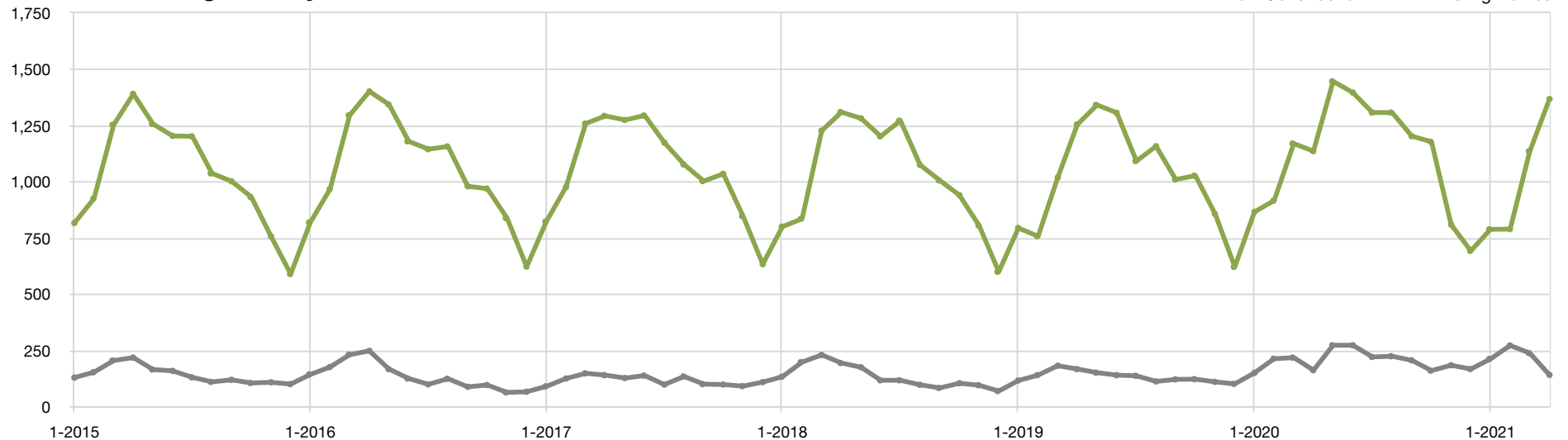
April

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	271	+ 81.9%	1,446	+ 7.8%
Jun-2020	271	+ 96.4%	1,396	+ 6.9%
Jul-2020	219	+ 62.2%	1,307	+ 19.8%
Aug-2020	222	+ 101.8%	1,307	+ 13.0%
Sep-2020	204	+ 71.4%	1,202	+ 19.1%
Oct-2020	158	+ 31.7%	1,177	+ 14.7%
Nov-2020	182	+ 68.5%	808	- 5.6%
Dec-2020	165	+ 66.7%	691	+ 11.5%
Jan-2021	210	+ 41.9%	787	- 9.0%
Feb-2021	270	+ 28.0%	788	- 13.9%
Mar-2021	236	+ 9.3%	1,135	- 2.9%
Apr-2021	139	- 13.1%	1,367	+ 20.4%
12-Month Avg	212	+ 48.3%	1,118	+ 7.4%

Historical Pending Sales by Month



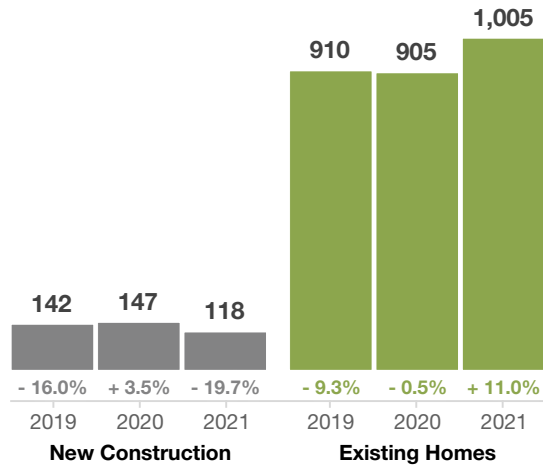
Closed Sales

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

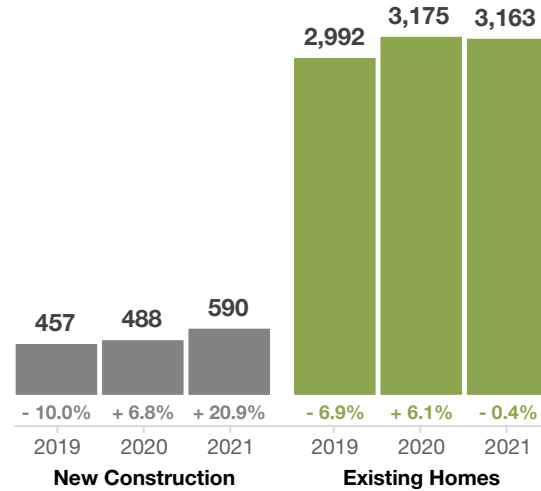


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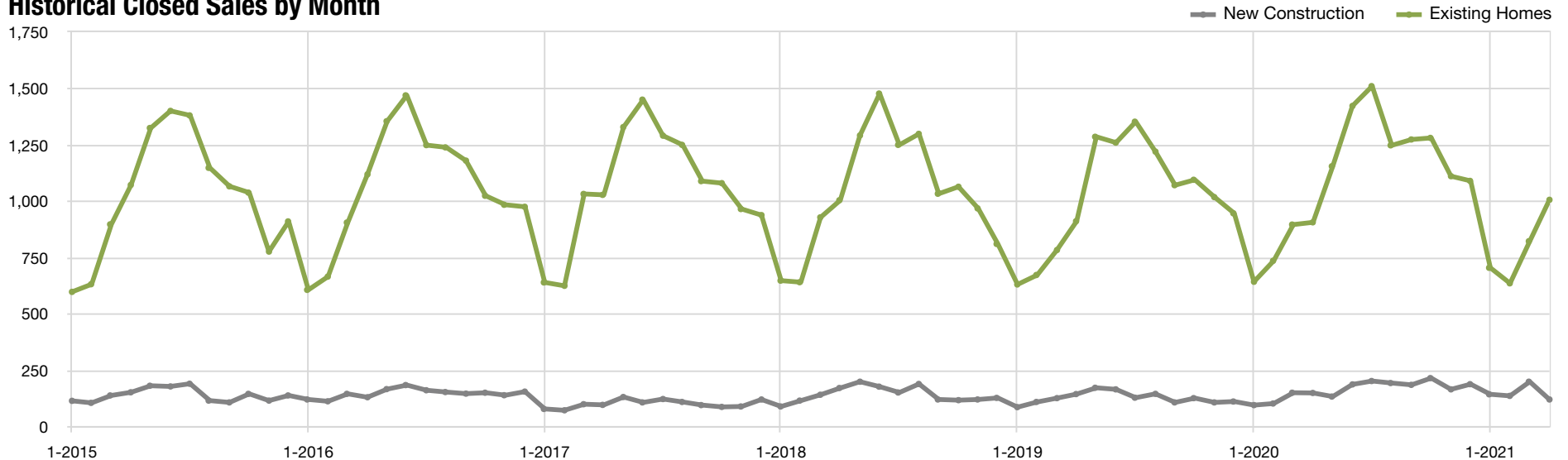


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	131	- 22.9%	1,154	- 10.2%
Jun-2020	185	+ 13.5%	1,422	+ 12.9%
Jul-2020	200	+ 58.7%	1,510	+ 11.7%
Aug-2020	191	+ 33.6%	1,247	+ 2.3%
Sep-2020	183	+ 74.3%	1,273	+ 19.0%
Oct-2020	213	+ 71.8%	1,280	+ 17.0%
Nov-2020	163	+ 55.2%	1,110	+ 9.1%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 51.6%	703	+ 9.7%
Feb-2021	134	+ 34.0%	634	- 13.6%
Mar-2021	197	+ 33.1%	821	- 8.3%
Apr-2021	118	- 19.7%	1,005	+ 11.0%
12-Month Avg	170	+ 32.8%	1,104	+ 6.7%

Historical Closed Sales by Month



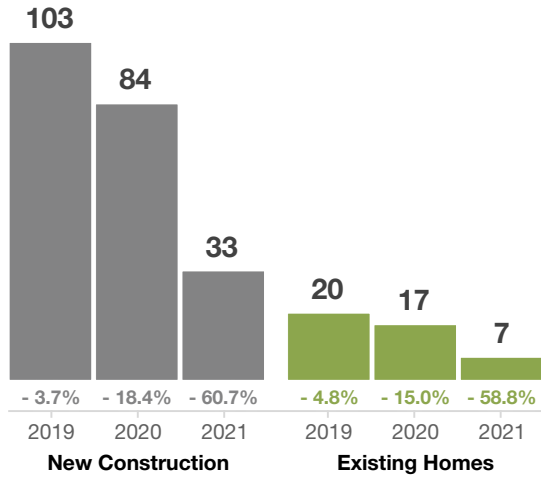
Days on Market Until Sale

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

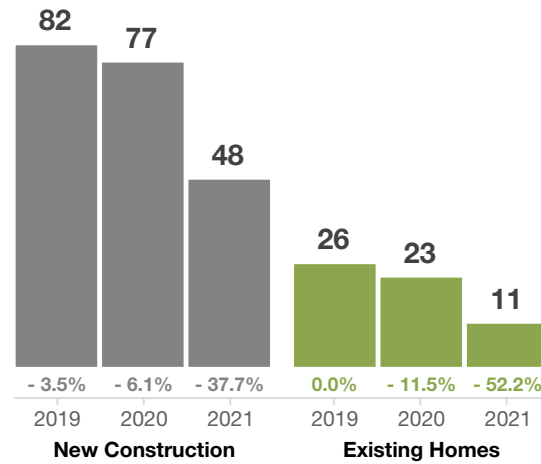


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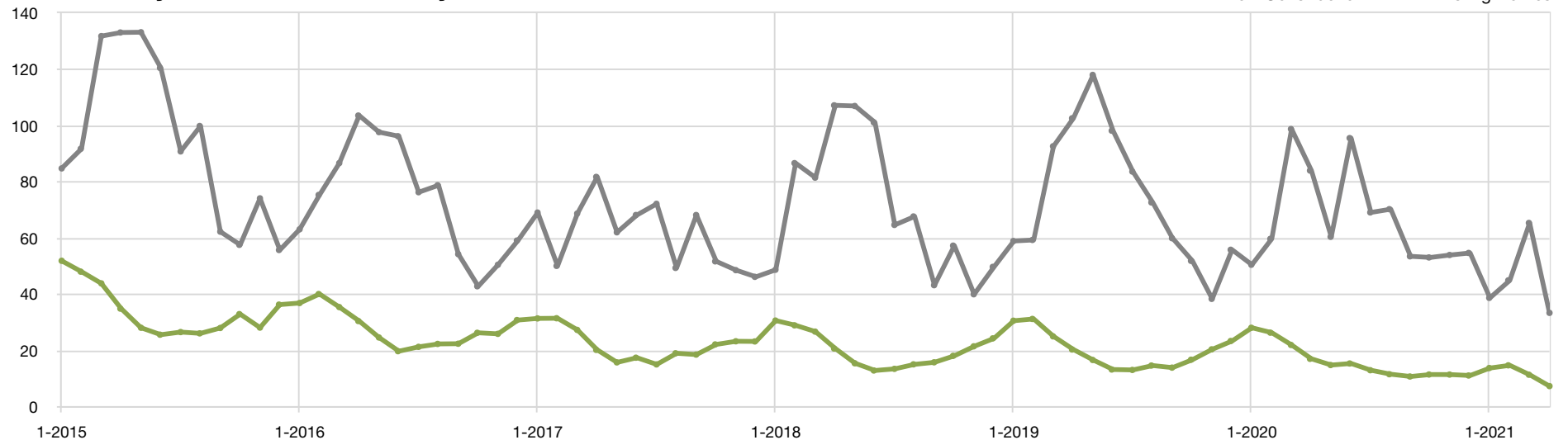
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	60	- 49.2%	15	- 6.3%
Jun-2020	95	- 3.1%	15	+ 15.4%
Jul-2020	69	- 17.9%	13	0.0%
Aug-2020	70	- 4.1%	11	- 21.4%
Sep-2020	53	- 11.7%	11	- 21.4%
Oct-2020	53	+ 1.9%	11	- 35.3%
Nov-2020	54	+ 42.1%	11	- 45.0%
Dec-2020	55	- 1.8%	11	- 52.2%
Jan-2021	39	- 22.0%	14	- 50.0%
Feb-2021	45	- 25.0%	15	- 42.3%
Mar-2021	65	- 34.3%	11	- 50.0%
Apr-2021	33	- 60.7%	7	- 58.8%
12-Month Avg*	59	- 22.6%	12	- 32.1%

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

Historical Days on Market Until Sale by Month



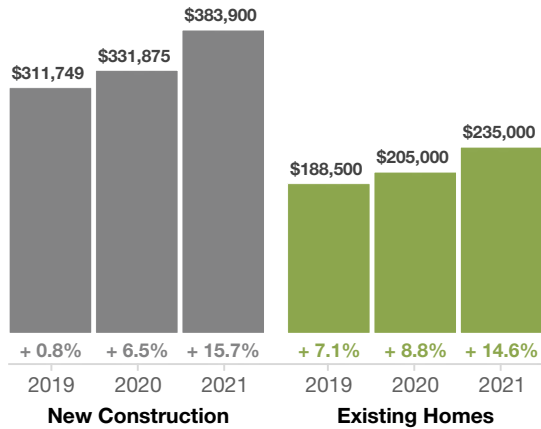
Median Closed Price

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

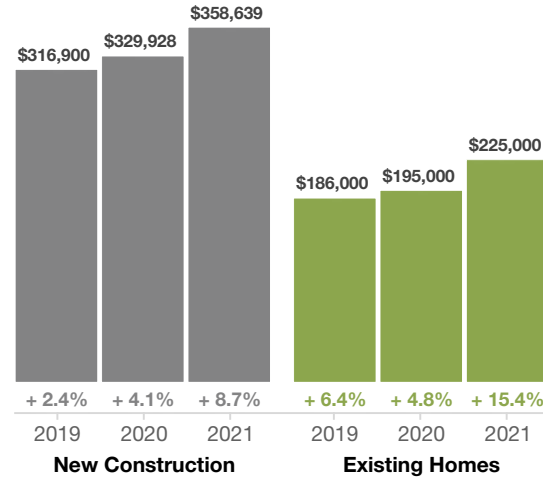


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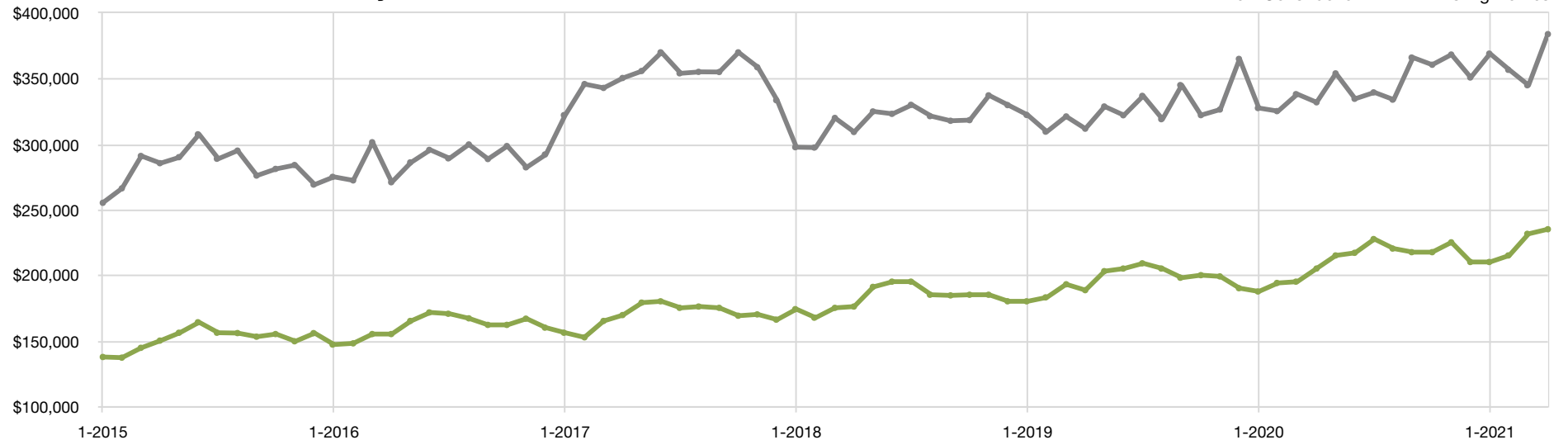
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	\$353,946	+ 7.7%	\$215,000	+ 5.9%
Jun-2020	\$334,565	+ 3.9%	\$217,000	+ 5.9%
Jul-2020	\$339,450	+ 0.8%	\$227,500	+ 8.9%
Aug-2020	\$333,900	+ 4.7%	\$220,250	+ 7.4%
Sep-2020	\$366,030	+ 6.1%	\$217,500	+ 9.8%
Oct-2020	\$360,535	+ 11.9%	\$217,500	+ 8.8%
Nov-2020	\$368,319	+ 12.9%	\$225,000	+ 13.1%
Dec-2020	\$350,820	- 3.9%	\$210,000	+ 10.5%
Jan-2021	\$369,029	+ 12.7%	\$210,000	+ 12.0%
Feb-2021	\$356,677	+ 9.7%	\$215,000	+ 10.8%
Mar-2021	\$344,900	+ 2.0%	\$231,500	+ 18.7%
Apr-2021	\$383,900	+ 15.7%	\$235,000	+ 14.6%
12-Month Avg*	\$353,431	+ 7.1%	\$220,000	+ 10.0%

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

Historical Median Closed Price by Month



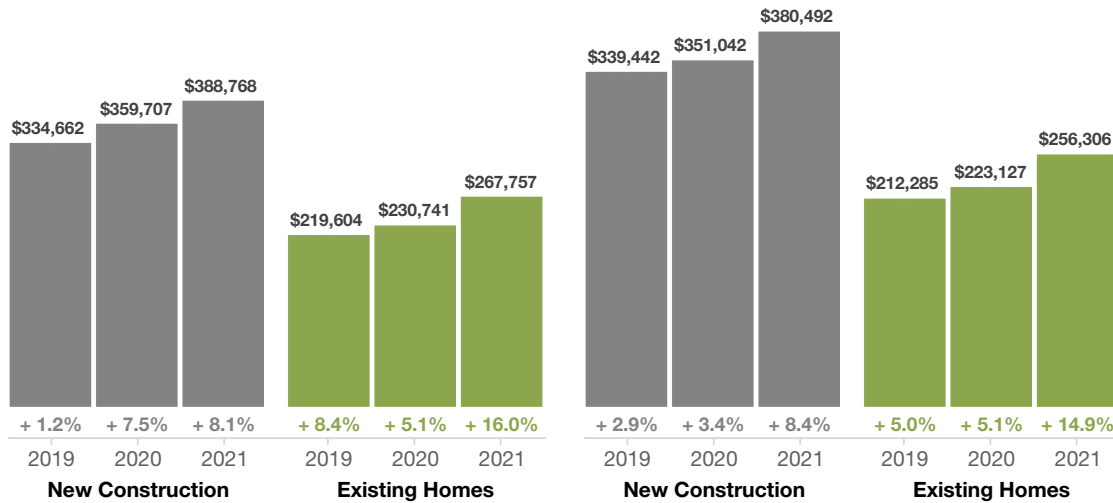
Average Closed Price

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



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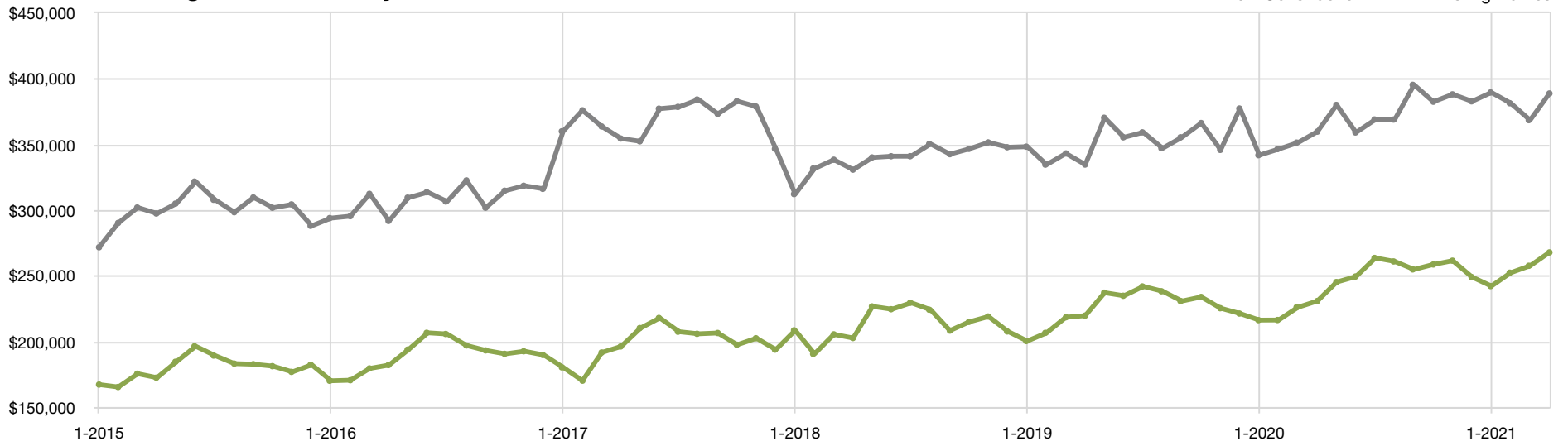
April



Year to Date

Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	\$380,063	+ 2.6%	\$245,179	+ 3.4%
Jun-2020	\$359,083	+ 1.0%	\$249,380	+ 6.2%
Jul-2020	\$368,955	+ 2.7%	\$263,533	+ 9.0%
Aug-2020	\$368,900	+ 6.3%	\$260,862	+ 9.5%
Sep-2020	\$395,359	+ 11.2%	\$254,803	+ 10.4%
Oct-2020	\$382,483	+ 4.4%	\$258,570	+ 10.6%
Nov-2020	\$388,105	+ 12.2%	\$261,447	+ 16.1%
Dec-2020	\$382,795	+ 1.4%	\$248,981	+ 12.6%
Jan-2021	\$389,542	+ 14.0%	\$242,114	+ 12.0%
Feb-2021	\$381,355	+ 10.1%	\$252,298	+ 16.7%
Mar-2021	\$368,470	+ 4.9%	\$257,563	+ 14.0%
Apr-2021	\$388,768	+ 8.1%	\$267,757	+ 16.0%
12-Month Avg*	\$378,666	+ 6.1%	\$255,748	+ 10.8%

Historical Average Closed Price by Month



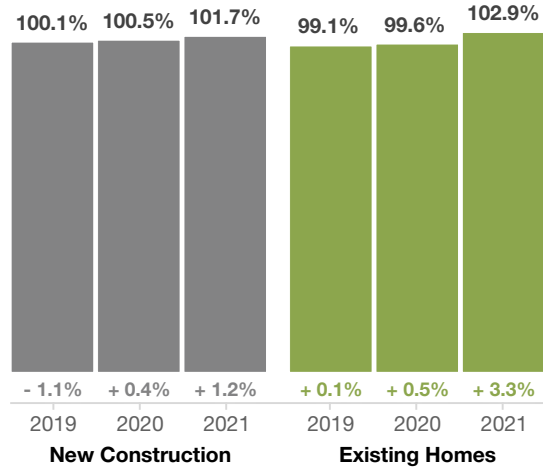
Percent of List Price Received

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.

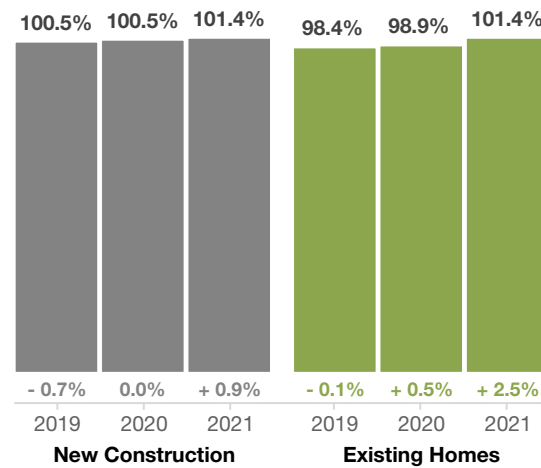


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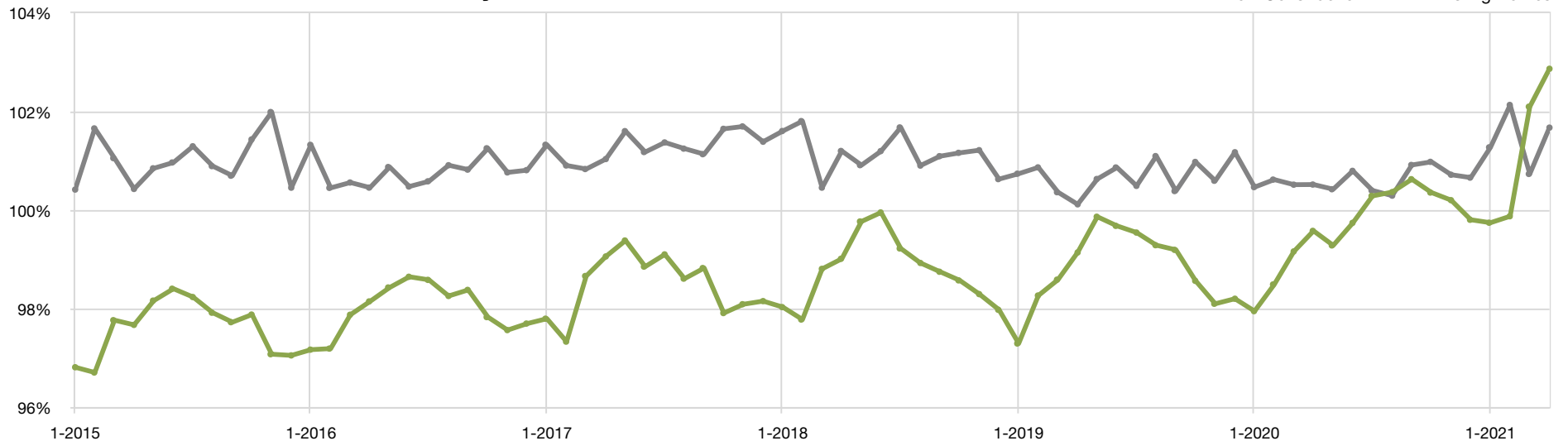
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	100.4%	- 0.2%	99.3%	- 0.6%
Jun-2020	100.8%	- 0.1%	99.7%	0.0%
Jul-2020	100.4%	- 0.1%	100.3%	+ 0.8%
Aug-2020	100.3%	- 0.8%	100.4%	+ 1.1%
Sep-2020	100.9%	+ 0.5%	100.6%	+ 1.4%
Oct-2020	101.0%	0.0%	100.4%	+ 1.8%
Nov-2020	100.7%	+ 0.1%	100.2%	+ 2.1%
Dec-2020	100.7%	- 0.5%	99.8%	+ 1.6%
Jan-2021	101.3%	+ 0.8%	99.7%	+ 1.8%
Feb-2021	102.1%	+ 1.5%	99.9%	+ 1.4%
Mar-2021	100.7%	+ 0.2%	102.1%	+ 2.9%
Apr-2021	101.7%	+ 1.2%	102.9%	+ 3.3%
12-Month Avg*	100.9%	+ 0.2%	100.4%	+ 1.4%

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

Historical Percent of List Price Received by Month



Housing Affordability Index

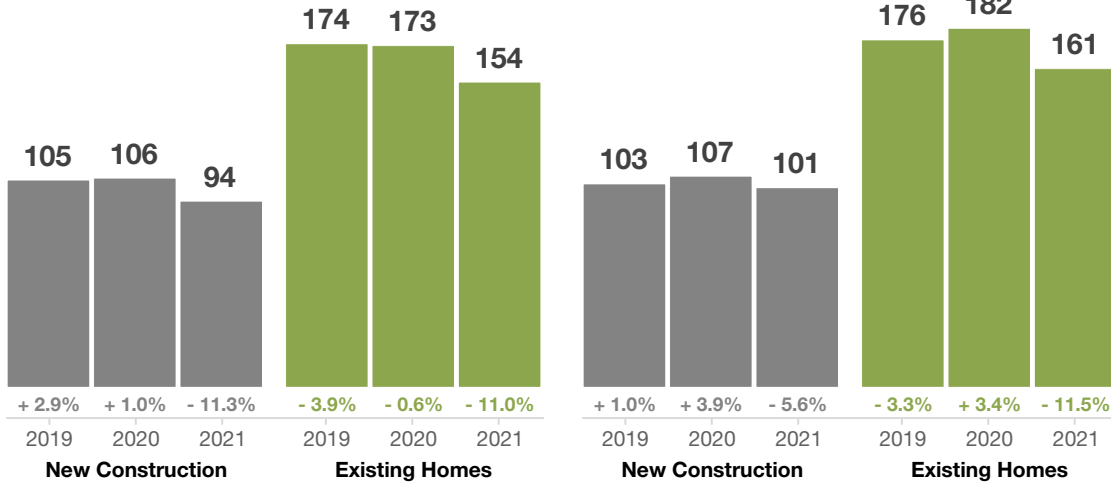
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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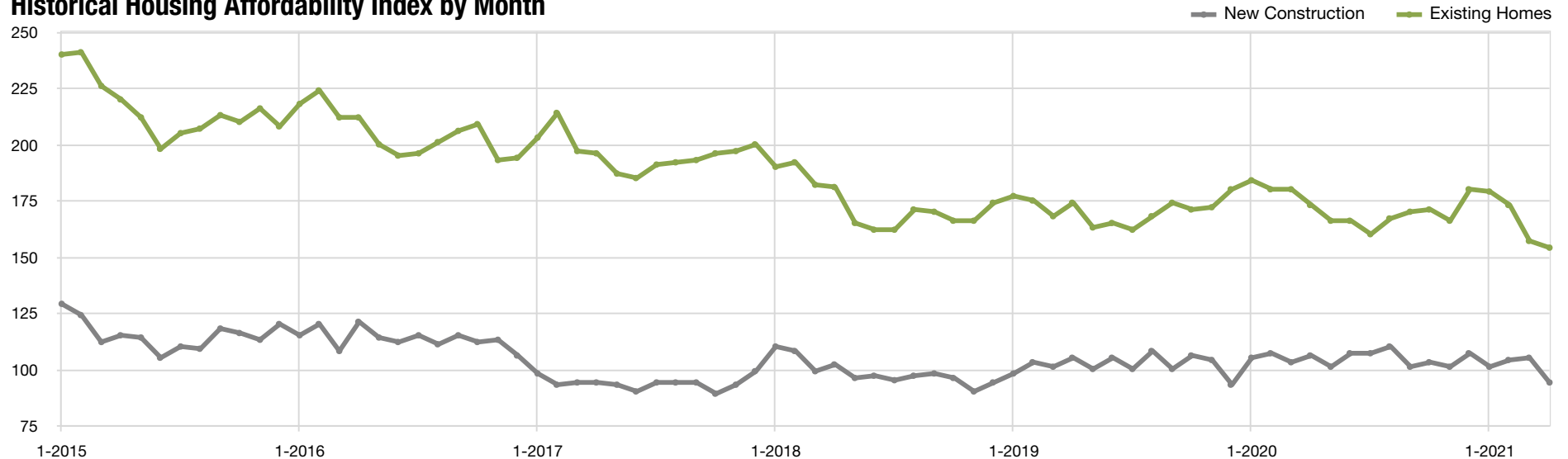
April

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	101	+ 1.0%	166	+ 1.8%
Jun-2020	107	+ 1.9%	166	+ 0.6%
Jul-2020	107	+ 7.0%	160	- 1.2%
Aug-2020	110	+ 1.9%	167	- 0.6%
Sep-2020	101	+ 1.0%	170	- 2.3%
Oct-2020	103	- 2.8%	171	0.0%
Nov-2020	101	- 2.9%	166	- 3.5%
Dec-2020	107	+ 15.1%	180	0.0%
Jan-2021	101	- 3.8%	179	- 2.7%
Feb-2021	104	- 2.8%	173	- 3.9%
Mar-2021	105	+ 1.9%	157	- 12.8%
Apr-2021	94	- 11.3%	154	- 11.0%
12-Month Avg	103	0.0%	167	- 3.5%

Historical Housing Affordability Index by Month



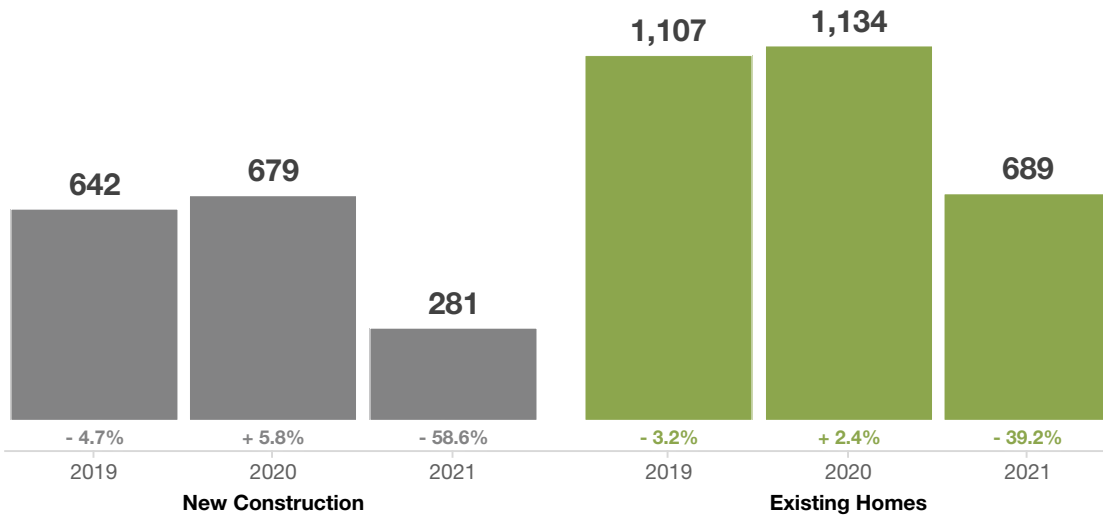
Inventory of Homes for Sale

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



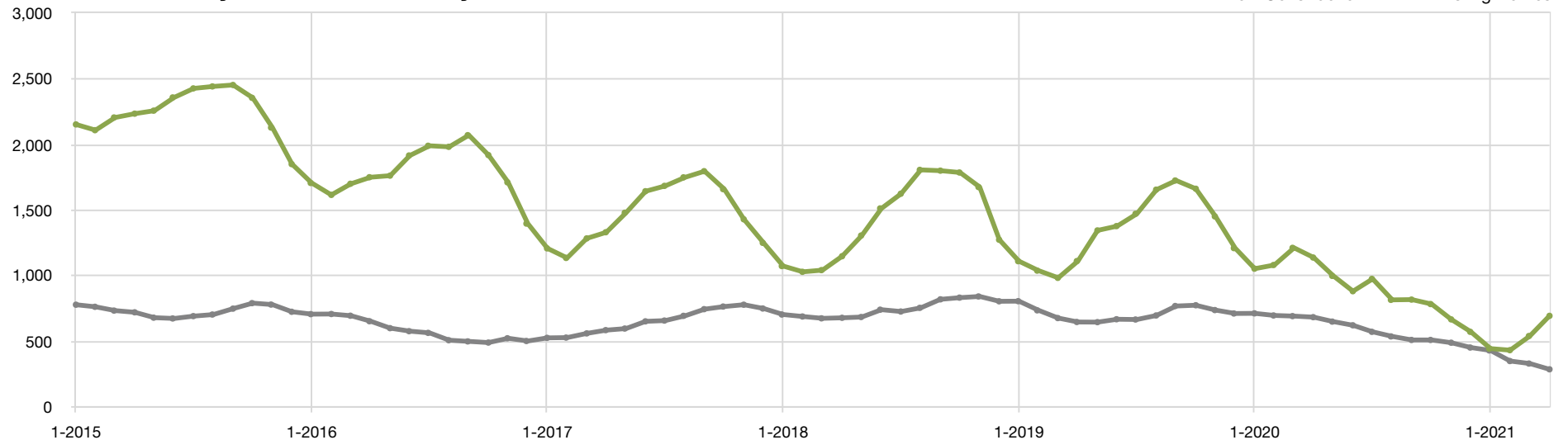
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	645	+ 0.6%	994	- 25.9%
Jun-2020	617	- 6.9%	877	- 36.2%
Jul-2020	567	- 14.2%	971	- 33.9%
Aug-2020	532	- 23.1%	811	- 50.9%
Sep-2020	505	- 33.9%	813	- 52.8%
Oct-2020	505	- 34.4%	779	- 53.0%
Nov-2020	484	- 34.0%	662	- 54.3%
Dec-2020	447	- 36.8%	567	- 53.0%
Jan-2021	425	- 40.0%	439	- 58.2%
Feb-2021	344	- 50.3%	427	- 60.4%
Mar-2021	325	- 52.7%	535	- 55.7%
Apr-2021	281	- 58.6%	689	- 39.2%
12-Month Avg	473	- 32.4%	714	- 47.6%

Historical Inventory of Homes for Sale by Month



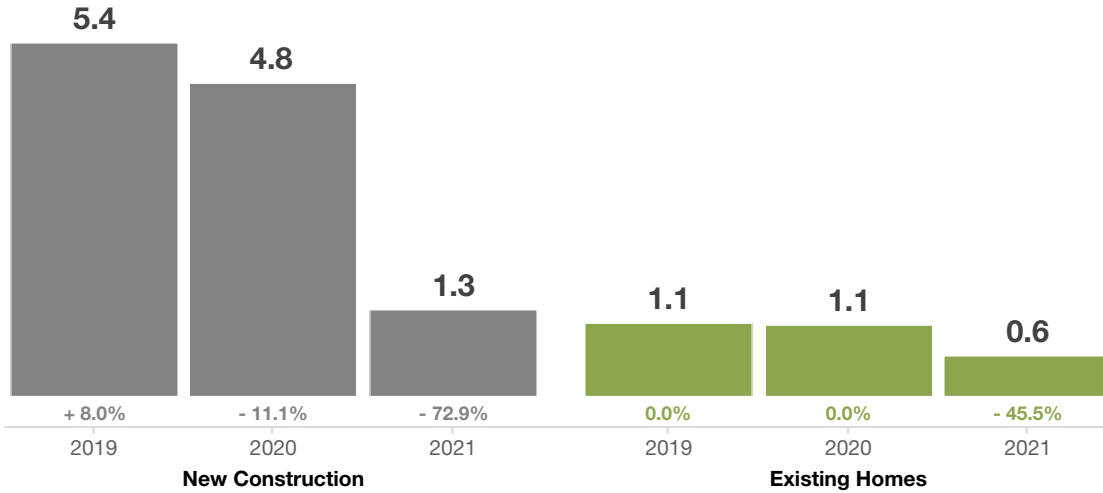
Months Supply of Inventory

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.



Omaha Area Region

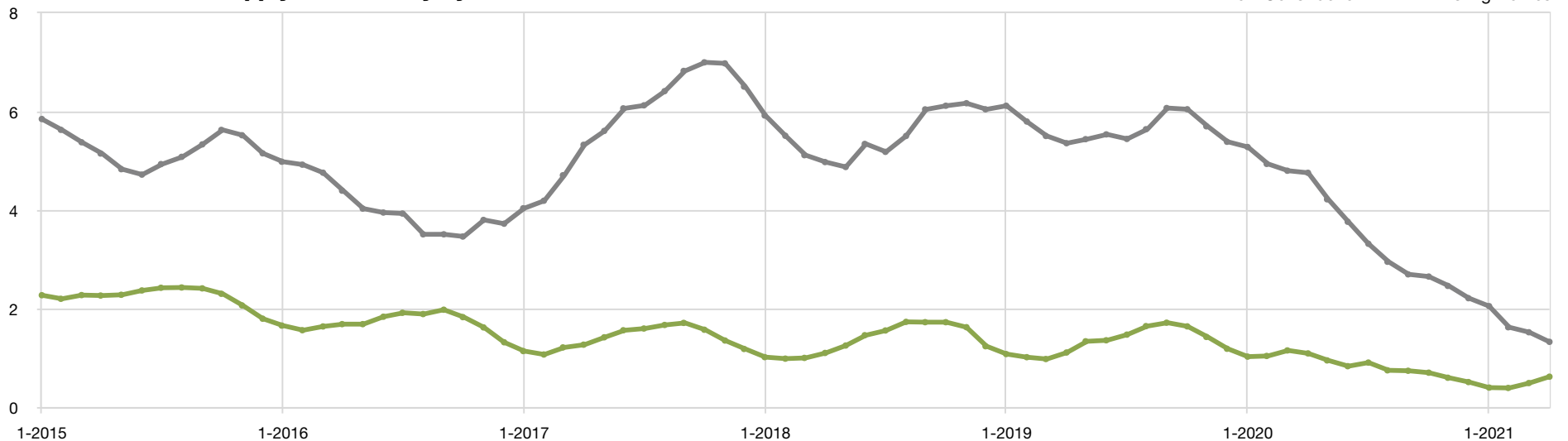
April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	4.2	- 22.2%	0.9	- 30.8%
Jun-2020	3.8	- 30.9%	0.8	- 42.9%
Jul-2020	3.3	- 38.9%	0.9	- 40.0%
Aug-2020	3.0	- 46.4%	0.7	- 56.3%
Sep-2020	2.7	- 55.7%	0.7	- 58.8%
Oct-2020	2.6	- 56.7%	0.7	- 56.3%
Nov-2020	2.5	- 56.1%	0.6	- 57.1%
Dec-2020	2.2	- 59.3%	0.5	- 58.3%
Jan-2021	2.0	- 62.3%	0.4	- 60.0%
Feb-2021	1.6	- 67.3%	0.4	- 60.0%
Mar-2021	1.5	- 68.8%	0.5	- 54.5%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
12-Month Avg*	2.6	- 52.7%	0.7	- 51.1%

* Months Supply for all properties from May 2020 through April 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,498	1,854	+ 23.8%	6,116	5,668	- 7.3%
Pending Sales		1,295	1,506	+ 16.3%	4,819	4,932	+ 2.3%
Closed Sales		1,052	1,123	+ 6.7%	3,663	3,753	+ 2.5%
Days on Market Until Sale		26	10	- 61.5%	30	17	- 43.3%
Median Closed Price		\$221,950	\$249,777	+ 12.5%	\$211,000	\$243,000	+ 15.2%
Average Closed Price		\$248,762	\$280,495	+ 12.8%	\$240,173	\$275,839	+ 14.9%
Percent of List Price Received		99.7%	102.7%	+ 3.0%	99.1%	101.4%	+ 2.3%
Housing Affordability Index		160	145	- 9.4%	168	149	- 11.3%
Inventory of Homes for Sale		1,813	970	- 46.5%	—	—	—
Months Supply of Inventory		1.5	0.7	- 53.3%	—	—	—