

# Monthly Indicators

Omaha 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 53.8 percent for New Construction and 0.1 percent for Existing Homes. Pending Sales decreased 70.8 percent for New Construction and 1.9 percent for Existing Homes. Inventory decreased 37.4 percent for New Construction and 11.6 percent for Existing Homes.

Median Closed Price increased 23.1 percent for New Construction and 9.0 percent for Existing Homes. Days on Market decreased 55.1 percent for New Construction and 53.8 percent for Existing Homes. Months Supply of Inventory decreased 36.4 percent for New Construction and 11.1 percent 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

**- 7.1%**

Change in  
**Closed Sales**  
All Properties

**+ 4.6%**

Change in  
**Median Closed Price**  
All Properties

**- 21.2%**

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.



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Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		262	<b>121</b>	- 53.8%	1,910	<b>1,393</b>	- 27.1%
<b>Pending Sales</b>		250	<b>73</b>	- 70.8%	1,538	<b>1,067</b>	- 30.6%
<b>Closed Sales</b>		200	<b>120</b>	- 40.0%	1,004	<b>1,064</b>	+ 6.0%
<b>Days on Market Until Sale</b>		69	<b>31</b>	- 55.1%	77	<b>44</b>	- 42.9%
<b>Median Closed Price</b>		\$339,450	<b>\$417,802</b>	+ 23.1%	\$335,521	<b>\$363,578</b>	+ 8.4%
<b>Average Closed Price</b>		\$368,955	<b>\$433,400</b>	+ 17.5%	\$359,878	<b>\$388,362</b>	+ 7.9%
<b>Percent of List Price Received</b>		100.4%	<b>101.6%</b>	+ 1.2%	100.5%	<b>101.3%</b>	+ 0.8%
<b>Housing Affordability Index</b>		107	<b>87</b>	- 18.7%	108	<b>100</b>	- 7.4%
<b>Inventory of Homes for Sale</b>		575	<b>360</b>	- 37.4%	—	—	—
<b>Months Supply of Inventory</b>		3.3	<b>2.1</b>	- 36.4%	—	—	—

# 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	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,647	<b>1,646</b>	- 0.1%	9,866	<b>9,675</b>	- 1.9%
<b>Pending Sales</b>		1,310	<b>1,285</b>	- 1.9%	8,236	<b>8,238</b>	+ 0.0%
<b>Closed Sales</b>		1,511	<b>1,470</b>	- 2.7%	7,262	<b>7,419</b>	+ 2.2%
<b>Days on Market Until Sale</b>		13	<b>6</b>	- 53.8%	18	<b>8</b>	- 55.6%
<b>Median Closed Price</b>		\$227,250	<b>\$247,750</b>	+ 9.0%	\$210,000	<b>\$240,000</b>	+ 14.3%
<b>Average Closed Price</b>		\$263,438	<b>\$296,495</b>	+ 12.5%	\$240,159	<b>\$276,684</b>	+ 15.2%
<b>Percent of List Price Received</b>		100.3%	<b>102.7%</b>	+ 2.4%	99.4%	<b>102.4%</b>	+ 3.0%
<b>Housing Affordability Index</b>		161	<b>148</b>	- 8.1%	174	<b>153</b>	- 12.1%
<b>Inventory of Homes for Sale</b>		975	<b>862</b>	- 11.6%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>0.8</b>	- 11.1%	—	—	—

# New Listings

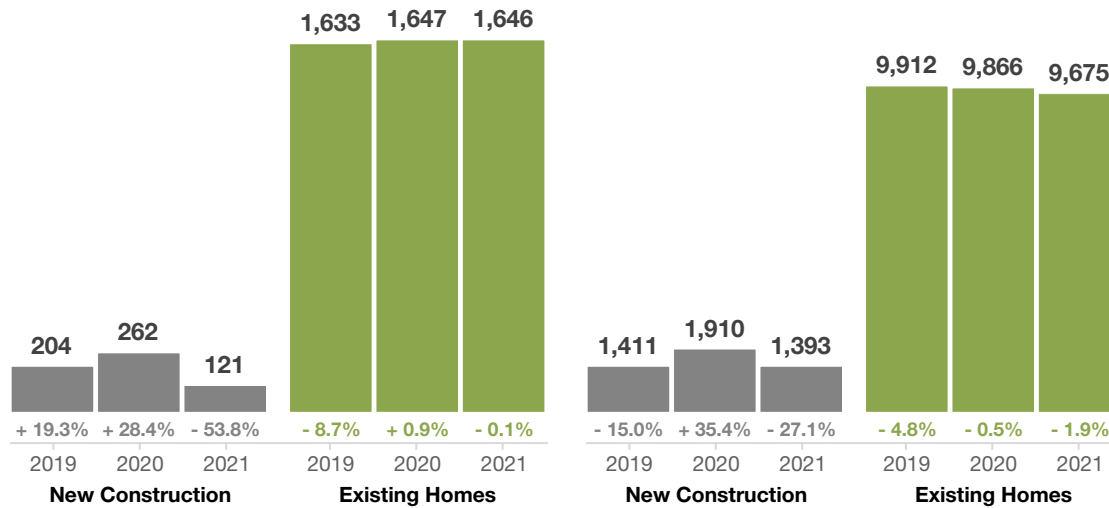
A count of the properties that have been newly listed on the market in a given month.



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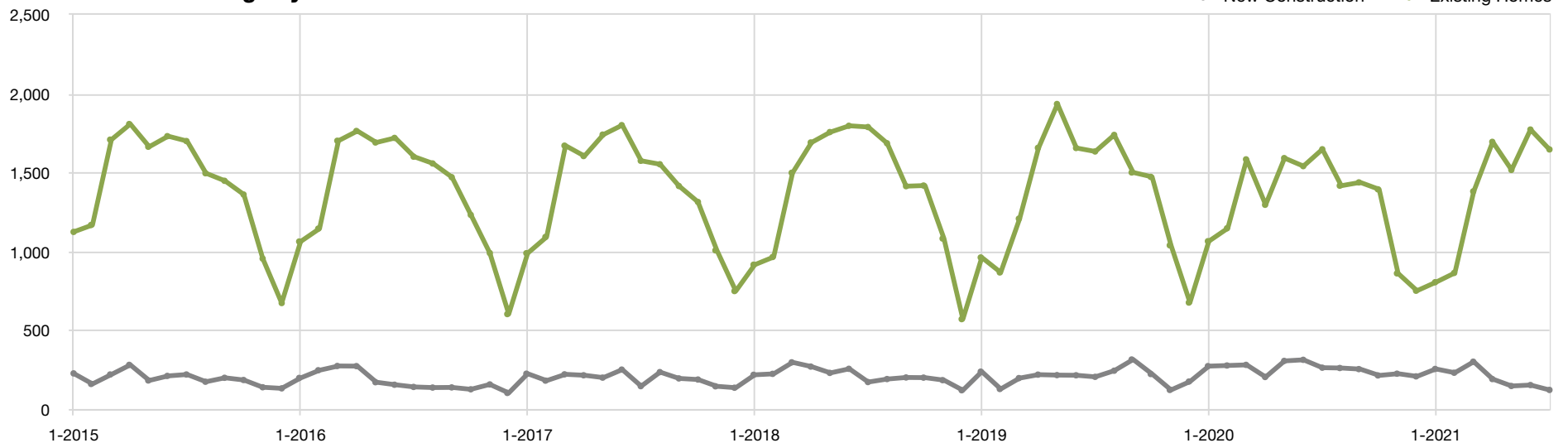
## July

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	260	+ 7.0%	1,416	- 18.5%
Sep-2020	253	- 19.4%	1,437	- 4.2%
Oct-2020	213	- 4.1%	1,393	- 5.4%
Nov-2020	224	+ 85.1%	860	- 17.1%
Dec-2020	207	+ 19.0%	750	+ 11.1%
Jan-2021	254	- 6.6%	804	- 24.4%
Feb-2021	230	- 16.7%	863	- 24.7%
Mar-2021	300	+ 7.1%	1,380	- 12.8%
Apr-2021	190	- 6.4%	1,694	+ 30.8%
May-2021	146	- 52.1%	1,516	- 4.7%
Jun-2021	152	- 51.3%	1,772	+ 15.1%
<b>Jul-2021</b>	<b>121</b>	<b>- 53.8%</b>	<b>1,646</b>	<b>- 0.1%</b>
12-Month Avg	213	- 14.5%	1,294	- 4.6%

## Historical New Listings by Month



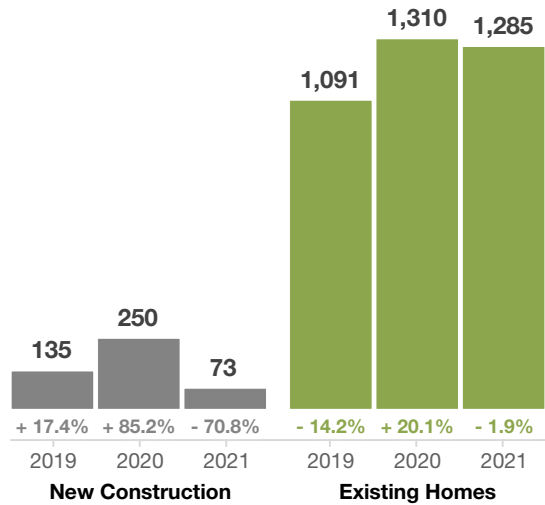
# Pending Sales

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

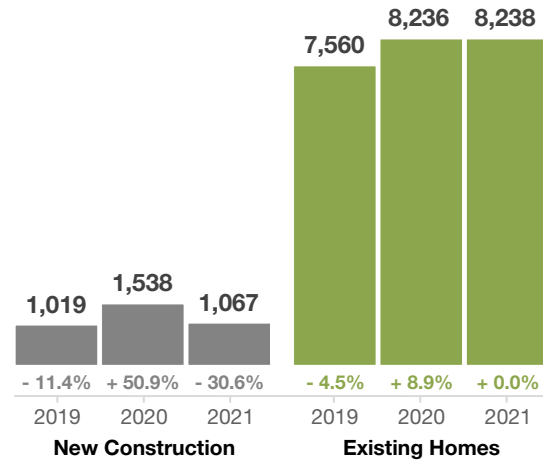


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## July

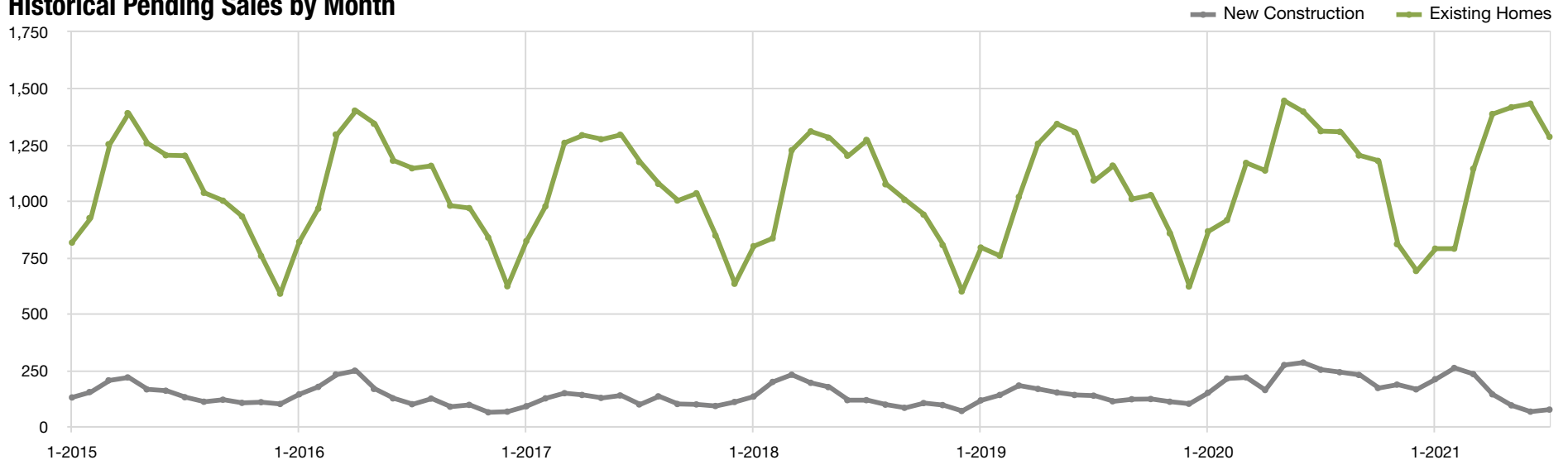


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	239	+ 117.3%	1,307	+ 13.0%
Sep-2020	227	+ 90.8%	1,202	+ 19.1%
Oct-2020	169	+ 40.8%	1,178	+ 14.8%
Nov-2020	184	+ 70.4%	808	- 5.6%
Dec-2020	163	+ 64.6%	689	+ 11.1%
Jan-2021	208	+ 40.5%	788	- 8.9%
Feb-2021	258	+ 22.3%	788	- 13.9%
Mar-2021	231	+ 6.9%	1,143	- 2.2%
Apr-2021	141	- 11.9%	1,386	+ 22.1%
May-2021	92	- 66.1%	1,416	- 2.0%
Jun-2021	64	- 77.3%	1,432	+ 2.5%
<b>Jul-2021</b>	<b>73</b>	<b>- 70.8%</b>	<b>1,285</b>	<b>- 1.9%</b>
12-Month Avg	171	- 2.3%	1,119	+ 4.1%

## Historical Pending Sales by Month



# Closed Sales

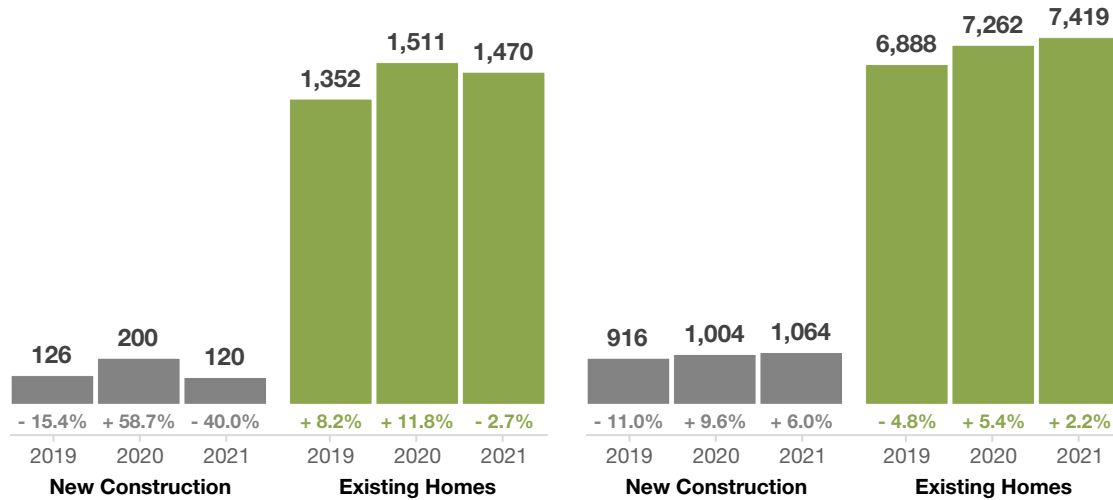
A count of the actual sales that closed in a given month.



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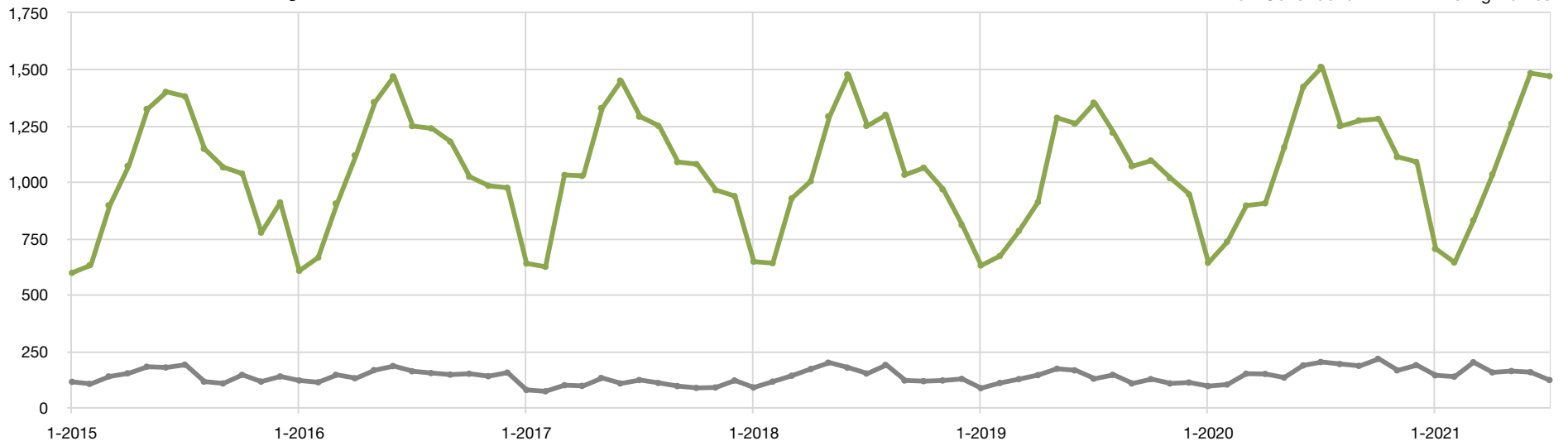
## July

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	191	+ 33.6%	1,248	+ 2.4%
Sep-2020	183	+ 74.3%	1,273	+ 19.0%
Oct-2020	214	+ 72.6%	1,280	+ 16.9%
Nov-2020	163	+ 55.2%	1,111	+ 9.2%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 51.6%	703	+ 9.7%
Feb-2021	135	+ 35.0%	642	- 12.5%
Mar-2021	199	+ 34.5%	829	- 7.4%
Apr-2021	154	+ 4.8%	1,033	+ 14.1%
May-2021	160	+ 22.1%	1,259	+ 9.1%
Jun-2021	155	- 16.2%	1,483	+ 4.3%
<b>Jul-2021</b>	<b>120</b>	<b>- 40.0%</b>	<b>1,470</b>	<b>- 2.7%</b>
12-Month Avg	167	+ 25.6%	1,118	+ 6.4%

## Historical Closed Sales by Month



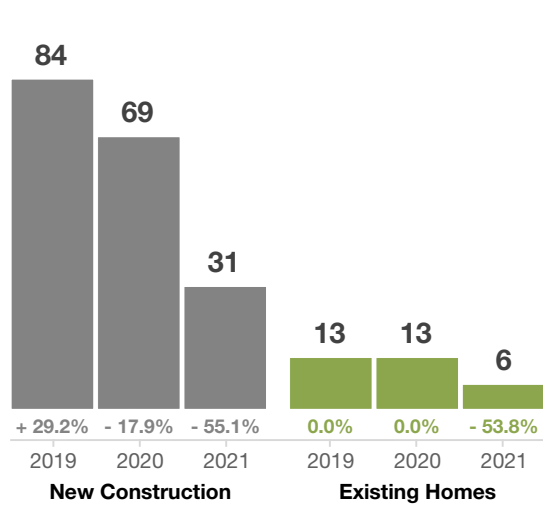
# Days on Market Until Sale

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

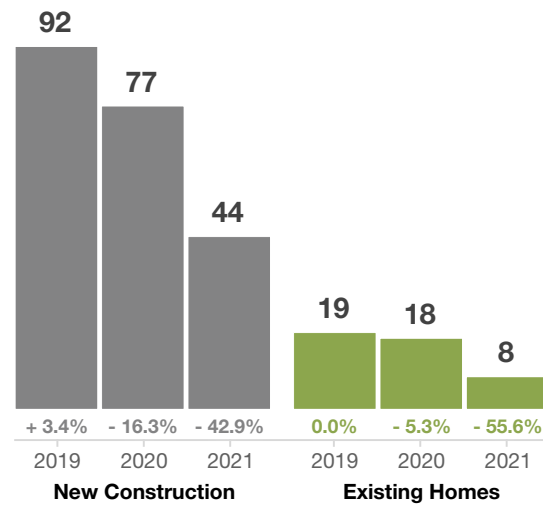


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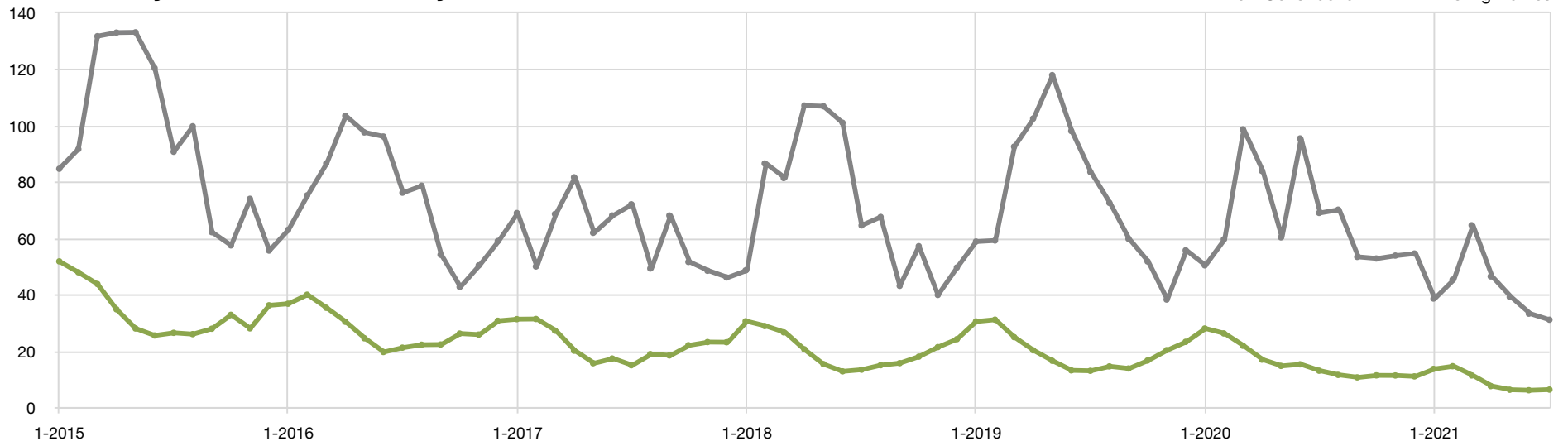
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	46	- 45.2%	7	- 58.8%
May-2021	39	- 35.0%	6	- 60.0%
Jun-2021	33	- 65.3%	6	- 60.0%
<b>Jul-2021</b>	<b>31</b>	<b>- 55.1%</b>	<b>6</b>	<b>- 53.8%</b>
12-Month Avg*	50	- 27.8%	10	- 46.0%

\* 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



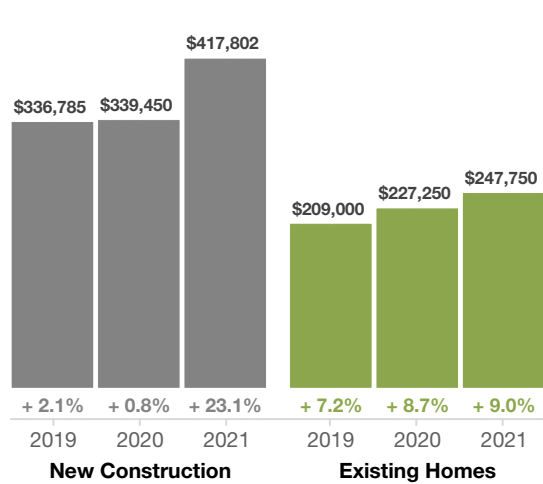
# Median Closed Price

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

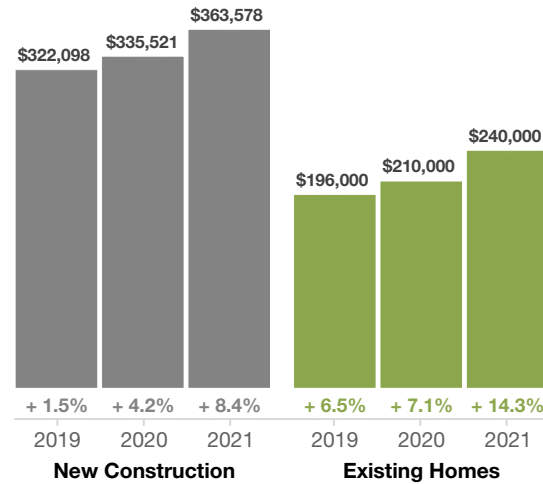


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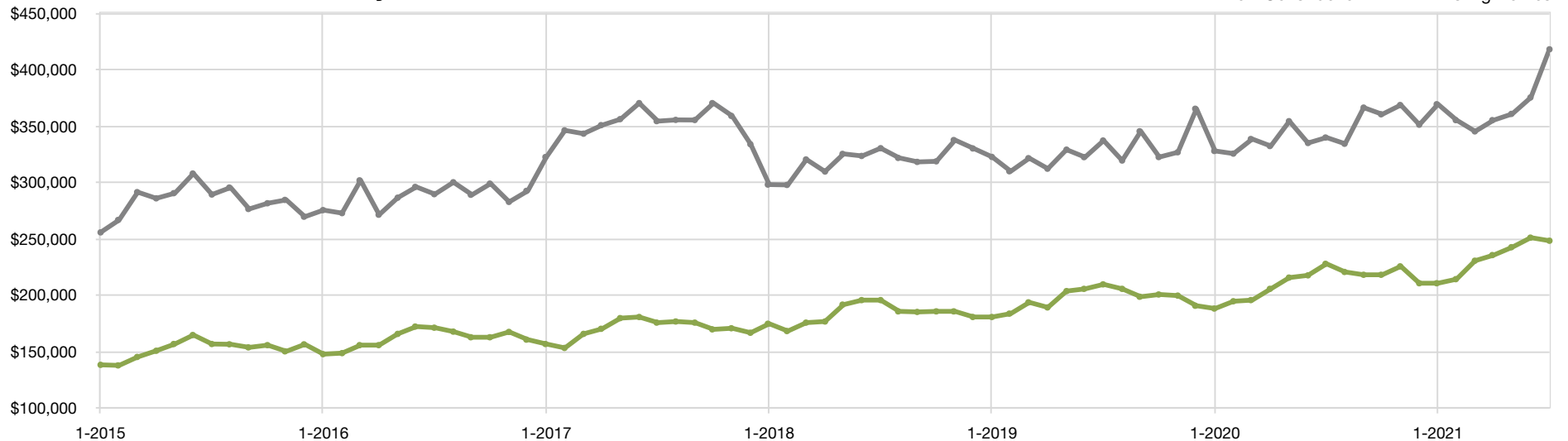
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	\$333,900	+ 4.7%	\$220,000	+ 7.3%
Sep-2020	\$366,030	+ 6.1%	\$217,500	+ 9.8%
Oct-2020	\$360,070	+ 11.8%	\$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	\$354,900	+ 9.2%	\$213,600	+ 10.1%
Mar-2021	\$344,900	+ 2.0%	\$230,000	+ 17.9%
Apr-2021	\$354,886	+ 6.9%	\$235,000	+ 14.6%
May-2021	\$360,434	+ 1.8%	\$242,000	+ 12.6%
Jun-2021	\$375,000	+ 12.1%	\$250,500	+ 15.4%
<b>Jul-2021</b>	<b>\$417,802</b>	<b>+ 23.1%</b>	<b>\$247,750</b>	<b>+ 9.0%</b>
12-Month Avg*	\$359,950	+ 7.3%	\$230,000	+ 12.2%

\* 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





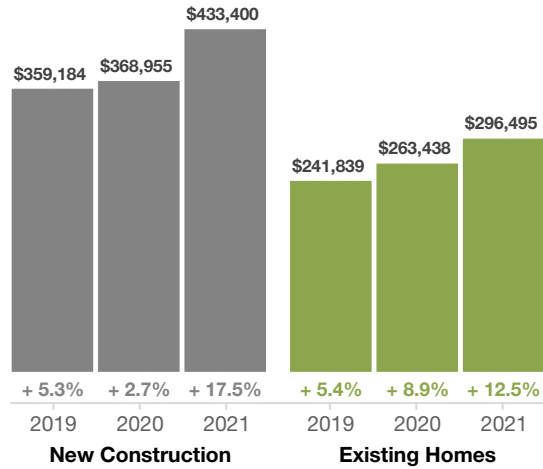
# Average Closed Price

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

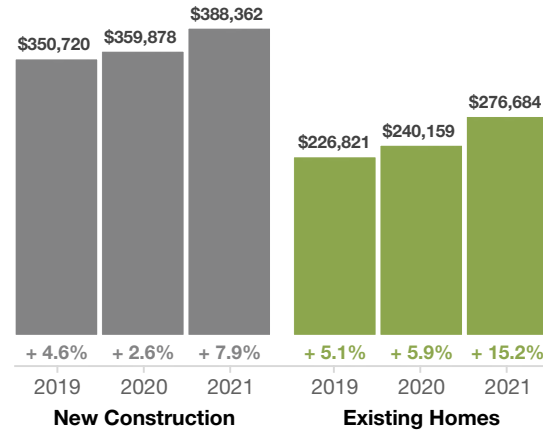


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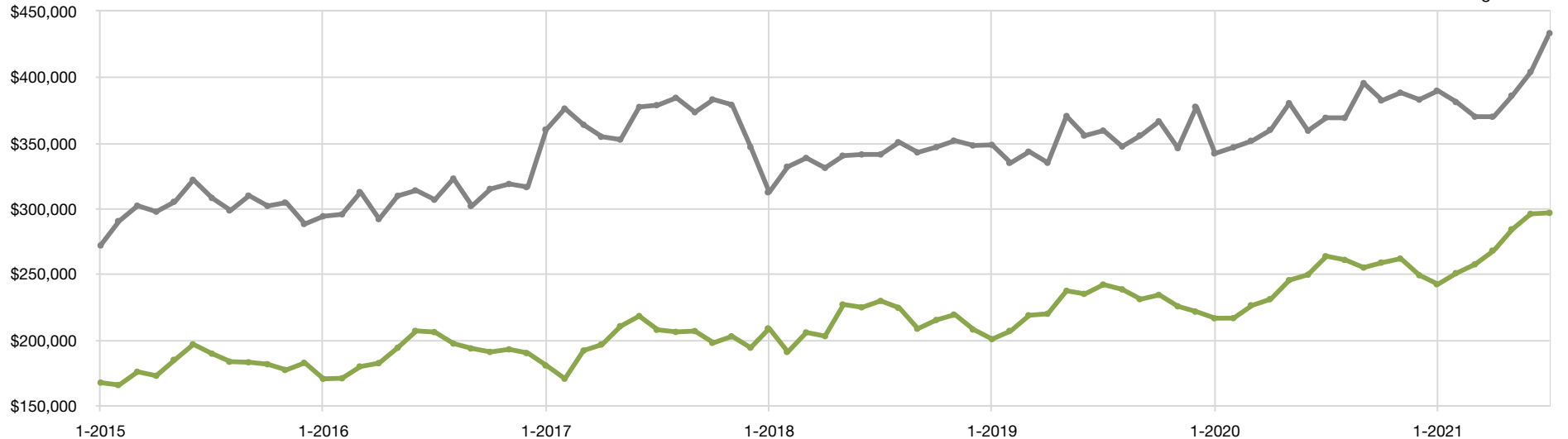
## Year to Date



	Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	\$368,900		+ 6.3%	\$260,673	+ 9.4%
Sep-2020	\$395,359		+ 11.2%	\$254,803	+ 10.4%
Oct-2020	\$382,183		+ 4.3%	\$258,570	+ 10.5%
Nov-2020	\$388,105		+ 12.2%	\$261,617	+ 16.1%
Dec-2020	\$382,795		+ 1.4%	\$248,981	+ 12.6%
Jan-2021	\$389,542		+ 14.0%	\$242,114	+ 12.0%
Feb-2021	\$380,937		+ 10.0%	\$250,542	+ 15.8%
Mar-2021	\$369,806		+ 5.2%	\$257,287	+ 13.8%
Apr-2021	\$369,743		+ 2.8%	\$267,679	+ 16.0%
May-2021	\$385,776		+ 1.5%	\$283,917	+ 15.8%
Jun-2021	\$403,879		+ 12.5%	\$295,714	+ 18.6%
<b>Jul-2021</b>	<b>\$433,400</b>		<b>+ 17.5%</b>	<b>\$296,495</b>	<b>+ 12.5%</b>
12-Month Avg*	\$385,947		+ 7.4%	\$267,899	+ 13.5%

\* 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



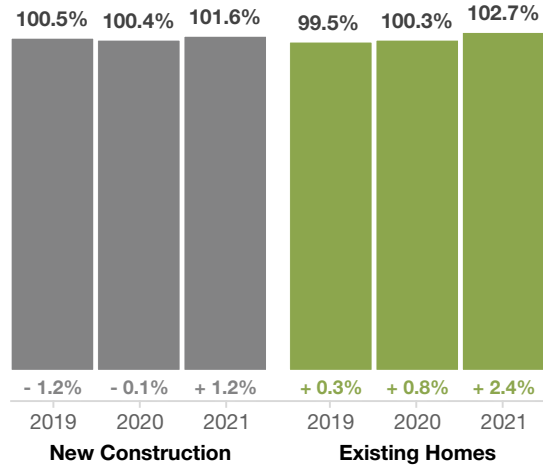
# Percent of List Price Received

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.

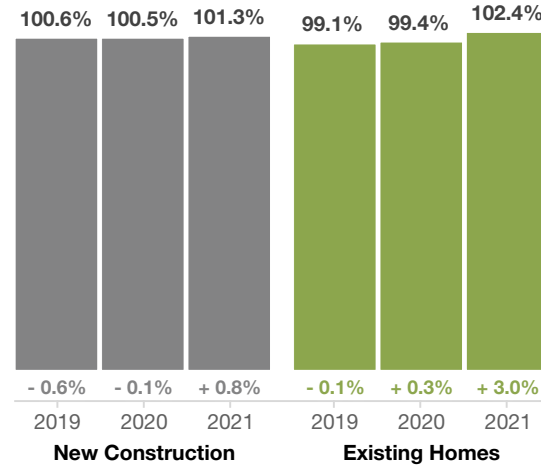


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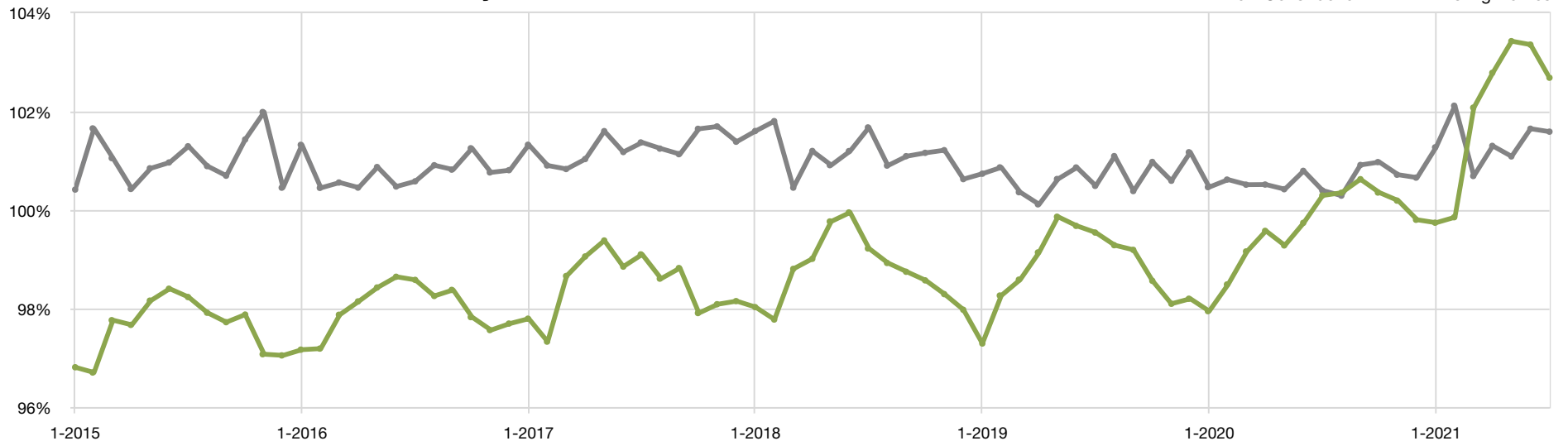
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.3%	+ 0.8%	102.8%	+ 3.2%
May-2021	101.1%	+ 0.7%	103.4%	+ 4.1%
Jun-2021	101.7%	+ 0.9%	103.4%	+ 3.7%
<b>Jul-2021</b>	<b>101.6%</b>	<b>+ 1.2%</b>	<b>102.7%</b>	<b>+ 2.4%</b>
12-Month Avg*	101.0%	+ 0.4%	101.4%	+ 2.3%

\* 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



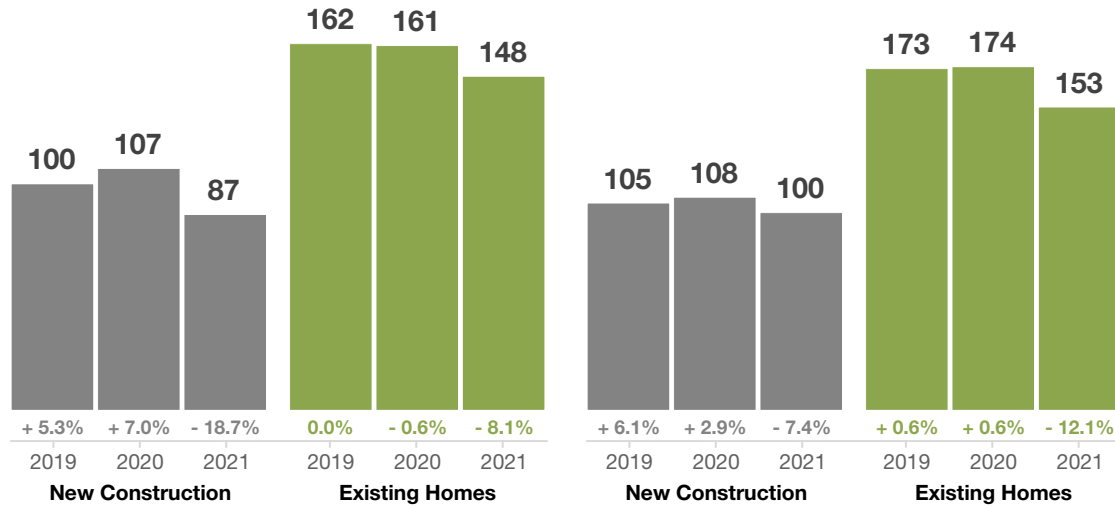
# Housing Affordability Index

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.



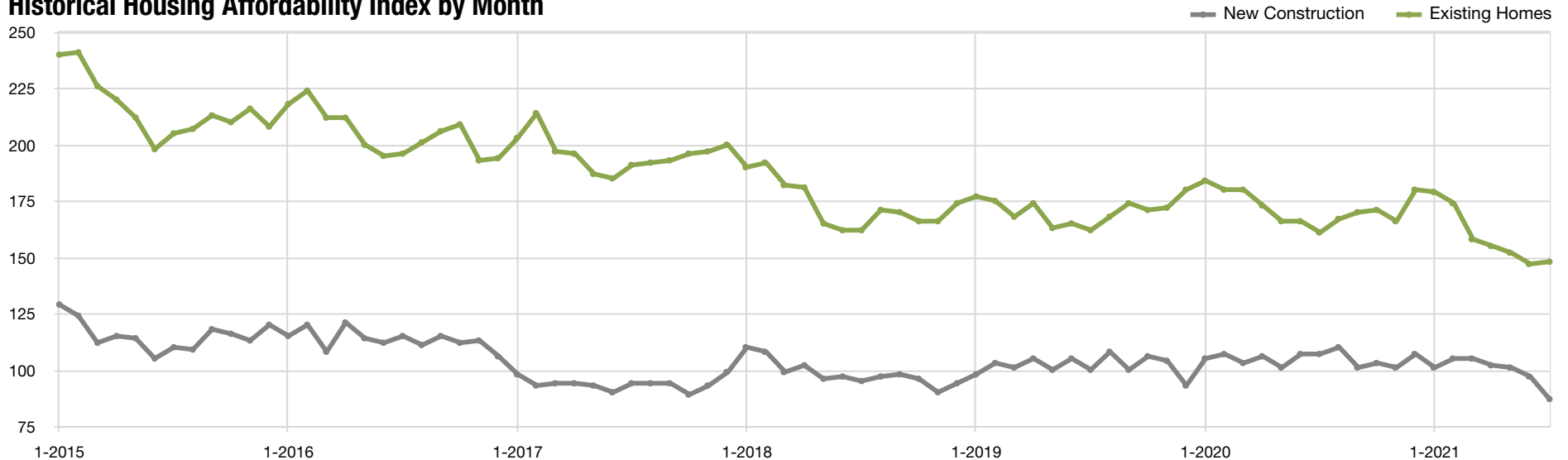
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Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	110	+ 1.9%	167	- 0.6%
Sep-2020	101	+ 1.0%	170	- 2.3%
Oct-2020	103	- 2.8%	171	0.0%
Nov-2020	101	- 2.9%	166	- 3.5%
Dec-2020	107	+ 15.1%	180	0.0%
Jan-2021	101	- 3.8%	179	- 2.7%
Feb-2021	105	- 1.9%	174	- 3.3%
Mar-2021	105	+ 1.9%	158	- 12.2%
Apr-2021	102	- 3.8%	155	- 10.4%
May-2021	101	0.0%	152	- 8.4%
Jun-2021	97	- 9.3%	147	- 11.4%
<b>Jul-2021</b>	<b>87</b>	<b>- 18.7%</b>	<b>148</b>	<b>- 8.1%</b>
12-Month Avg	102	- 1.9%	164	- 5.2%

## Historical Housing Affordability Index by Month



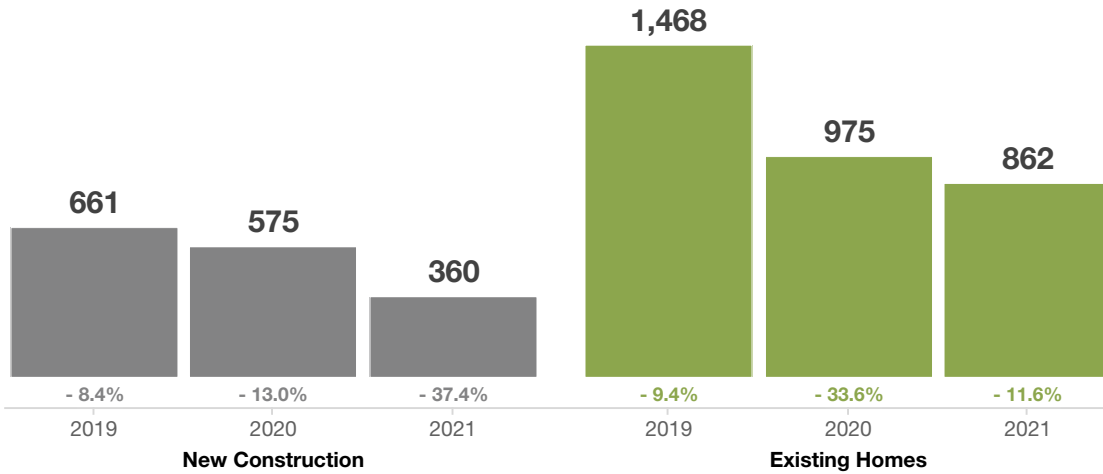
# Inventory of Homes for Sale

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



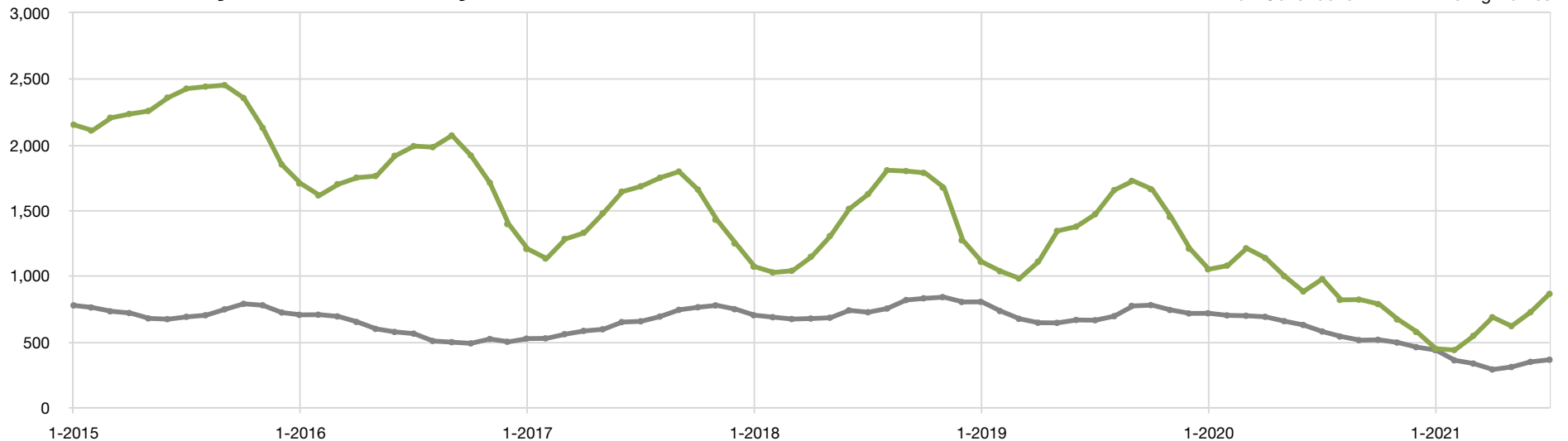
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	537	- 22.4%	816	- 50.6%
Sep-2020	509	- 33.9%	818	- 52.5%
Oct-2020	512	- 34.0%	784	- 52.7%
Nov-2020	491	- 33.6%	667	- 53.9%
Dec-2020	456	- 36.0%	572	- 52.6%
Jan-2021	434	- 39.2%	444	- 57.7%
Feb-2021	356	- 49.0%	434	- 59.7%
Mar-2021	331	- 52.4%	542	- 55.2%
Apr-2021	286	- 58.4%	684	- 39.7%
May-2021	305	- 53.4%	616	- 38.2%
Jun-2021	344	- 45.0%	722	- 18.0%
<b>Jul-2021</b>	<b>360</b>	<b>- 37.4%</b>	<b>862</b>	<b>- 11.6%</b>
12-Month Avg	410	- 41.0%	663	- 47.0%

## Historical Inventory of Homes for Sale by Month



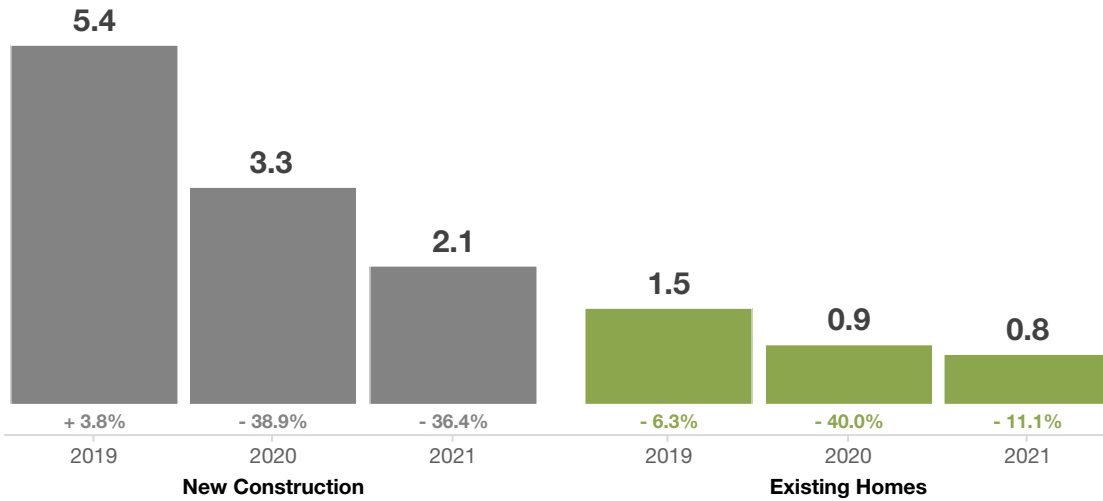
# Months Supply of Inventory

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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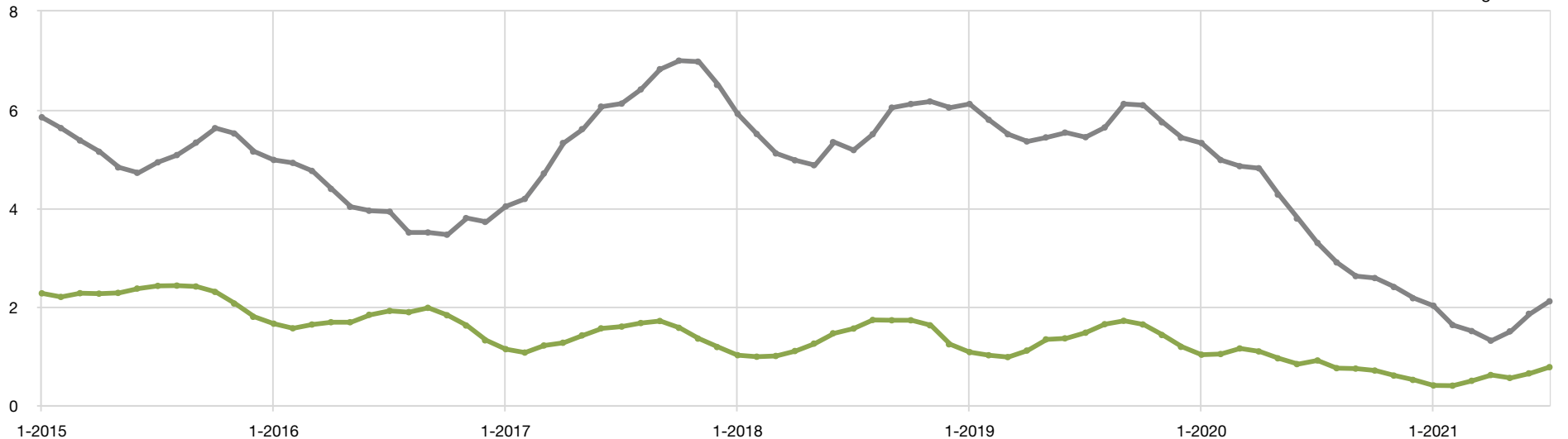
## July



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2020	2.9	- 48.2%	0.8	- 50.0%
Sep-2020	2.6	- 57.4%	0.7	- 58.8%
Oct-2020	2.6	- 57.4%	0.7	- 56.3%
Nov-2020	2.4	- 57.9%	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	- 68.0%	0.4	- 60.0%
Mar-2021	1.5	- 69.4%	0.5	- 58.3%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
May-2021	1.5	- 65.1%	0.6	- 33.3%
Jun-2021	1.9	- 50.0%	0.6	- 25.0%
<b>Jul-2021</b>	<b>2.1</b>	<b>- 36.4%</b>	<b>0.8</b>	<b>- 11.1%</b>
12-Month Avg*	2.0	- 59.3%	0.6	- 50.9%

\* 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.



## Omaha Area Region

Key Metrics	Historical Sparkbars	7-2020	7-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,909	<b>1,767</b>	- 7.4%	11,776	<b>11,068</b>	- 6.0%
<b>Pending Sales</b>		1,560	<b>1,358</b>	- 12.9%	9,774	<b>9,305</b>	- 4.8%
<b>Closed Sales</b>		1,711	<b>1,590</b>	- 7.1%	8,266	<b>8,483</b>	+ 2.6%
<b>Days on Market Until Sale</b>		19	<b>8</b>	- 57.9%	25	<b>13</b>	- 48.0%
<b>Median Closed Price</b>		\$243,750	<b>\$255,000</b>	+ 4.6%	\$225,000	<b>\$251,000</b>	+ 11.6%
<b>Average Closed Price</b>		\$275,779	<b>\$306,827</b>	+ 11.3%	\$254,704	<b>\$290,695</b>	+ 14.1%
<b>Percent of List Price Received</b>		100.3%	<b>102.6%</b>	+ 2.3%	99.5%	<b>102.2%</b>	+ 2.7%
<b>Housing Affordability Index</b>		150	<b>144</b>	- 4.0%	162	<b>146</b>	- 9.9%
<b>Inventory of Homes for Sale</b>		1,550	<b>1,222</b>	- 21.2%	—	—	—
<b>Months Supply of Inventory</b>		1.2	<b>0.9</b>	- 25.0%	—	—	—