

Monthly Indicators

Omaha Area Region



October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings increased 16.6 percent for New Construction but decreased 4.0 percent for Existing Homes. Pending Sales decreased 43.9 percent for New Construction but increased 1.5 percent for Existing Homes. Inventory decreased 4.9 percent for New Construction and 3.1 percent for Existing Homes.

Median Closed Price increased 7.7 percent for New Construction and 9.9 percent for Existing Homes. Days on Market decreased 62.3 percent for New Construction and 18.2 percent for Existing Homes. Months Supply of Inventory increased 26.9 percent for New Construction but remained flat for Existing Homes.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

- 12.6%

Change in
Closed Sales
All Properties

+ 6.4%

Change in
Median Closed Price
All Properties

- 3.8%

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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		223	260	+ 16.6%	2,676	2,103	- 21.4%
Pending Sales		180	101	- 43.9%	2,210	1,427	- 35.4%
Closed Sales		214	164	- 23.4%	1,593	1,602	+ 0.6%
Days on Market Until Sale		53	20	- 62.3%	70	37	- 47.1%
Median Closed Price		\$360,070	\$387,818	+ 7.7%	\$340,852	\$368,542	+ 8.1%
Average Closed Price		\$382,183	\$422,479	+ 10.5%	\$367,980	\$395,294	+ 7.4%
Percent of List Price Received		101.0%	101.4%	+ 0.4%	100.6%	101.4%	+ 0.8%
Housing Affordability Index		117	110	- 6.0%	124	115	- 7.3%
Inventory of Homes for Sale		514	489	- 4.9%	—	—	—
Months Supply of Inventory		2.6	3.3	+ 26.9%	—	—	—

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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,393	1,337	- 4.0%	14,112	13,959	- 1.1%
Pending Sales		1,179	1,197	+ 1.5%	11,924	11,839	- 0.7%
Closed Sales		1,281	1,143	- 10.8%	11,064	11,175	+ 1.0%
Days on Market Until Sale		11	9	- 18.2%	16	8	- 50.0%
Median Closed Price		\$217,500	\$239,000	+ 9.9%	\$212,700	\$240,000	+ 12.8%
Average Closed Price		\$258,452	\$280,251	+ 8.4%	\$246,274	\$277,916	+ 12.8%
Percent of List Price Received		100.4%	100.6%	+ 0.2%	99.8%	101.9%	+ 2.1%
Housing Affordability Index		194	178	- 8.2%	198	177	- 10.6%
Inventory of Homes for Sale		783	759	- 3.1%	—	—	—
Months Supply of Inventory		0.7	0.7	0.0%	—	—	—

New Listings

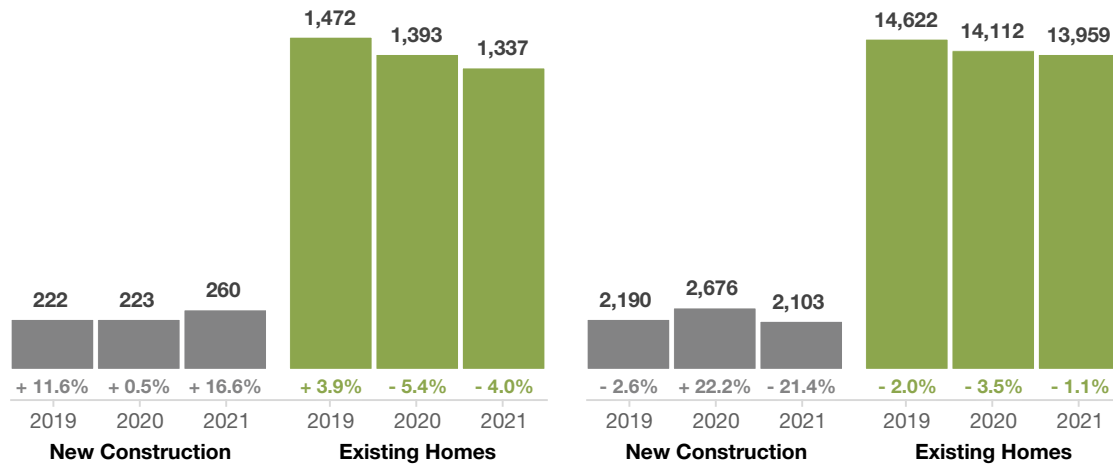
A count of the properties that have been newly listed on the market in a given month.



Omaha Area Region

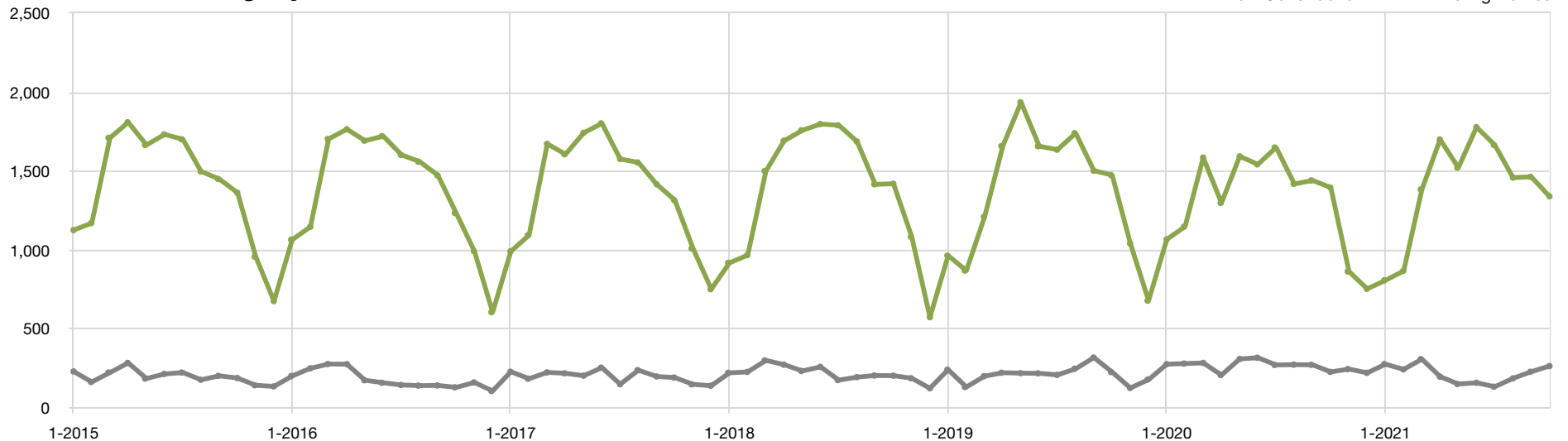
October

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	241	+ 99.2%	860	- 17.1%
Dec-2020	217	+ 24.7%	750	+ 11.1%
Jan-2021	272	0.0%	804	- 24.4%
Feb-2021	239	- 13.4%	864	- 24.5%
Mar-2021	304	+ 8.6%	1,381	- 12.8%
Apr-2021	193	- 4.9%	1,698	+ 31.1%
May-2021	146	- 52.1%	1,519	- 4.5%
Jun-2021	154	- 50.8%	1,776	+ 15.3%
Jul-2021	129	- 51.7%	1,663	+ 1.0%
Aug-2021	182	- 32.3%	1,456	+ 2.8%
Sep-2021	224	- 16.4%	1,461	+ 1.6%
Oct-2021	260	+ 16.6%	1,337	- 4.0%
12-Month Avg	213	- 14.1%	1,297	- 1.7%

Historical New Listings by Month



Pending Sales

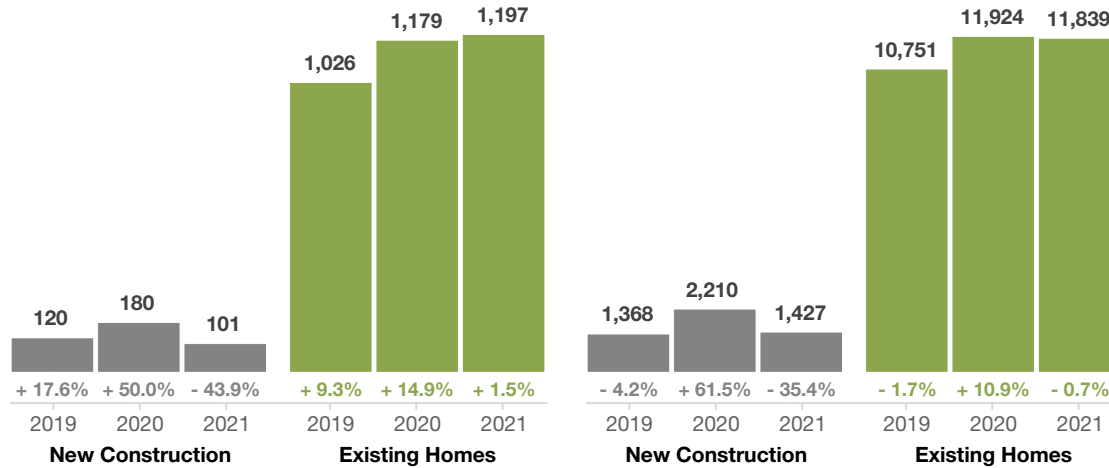
A count of the properties on which offers have been accepted in a given month.



Omaha Area Region

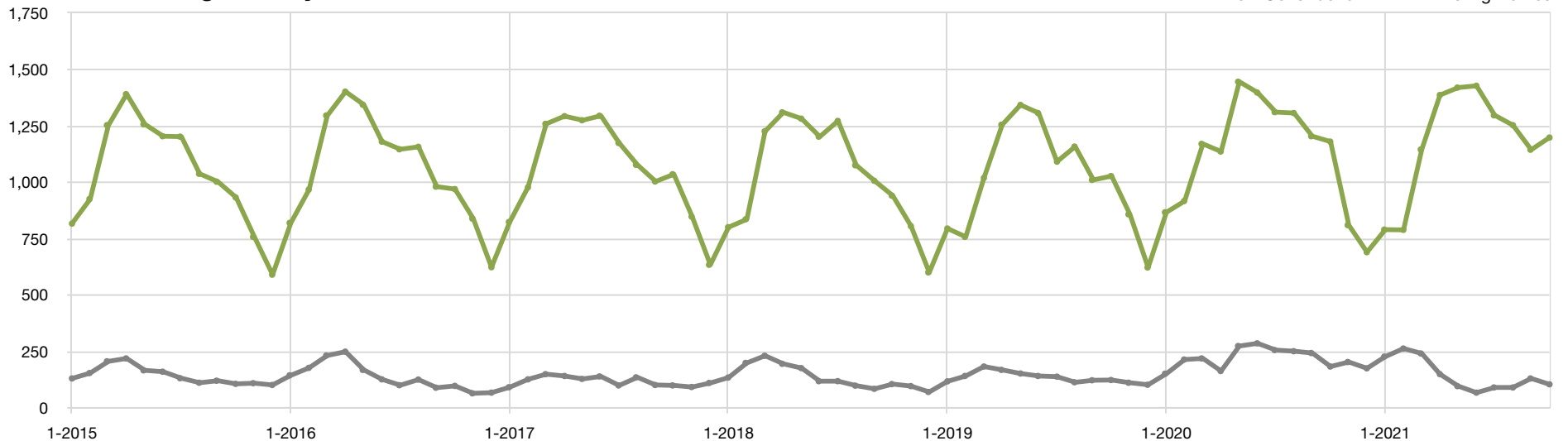
October

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	200	+ 85.2%	808	- 5.6%
Dec-2020	172	+ 73.7%	688	+ 11.0%
Jan-2021	224	+ 51.4%	788	- 8.9%
Feb-2021	260	+ 23.2%	787	- 14.0%
Mar-2021	238	+ 10.2%	1,144	- 2.1%
Apr-2021	146	- 8.8%	1,386	+ 22.1%
May-2021	93	- 65.7%	1,419	- 1.8%
Jun-2021	64	- 77.4%	1,427	+ 2.1%
Jul-2021	87	- 65.6%	1,296	- 1.1%
Aug-2021	87	- 64.9%	1,252	- 4.1%
Sep-2021	127	- 47.1%	1,143	- 5.0%
Oct-2021	101	- 43.9%	1,197	+ 1.5%
12-Month Avg	150	- 25.4%	1,111	- 0.5%

Historical Pending Sales by Month



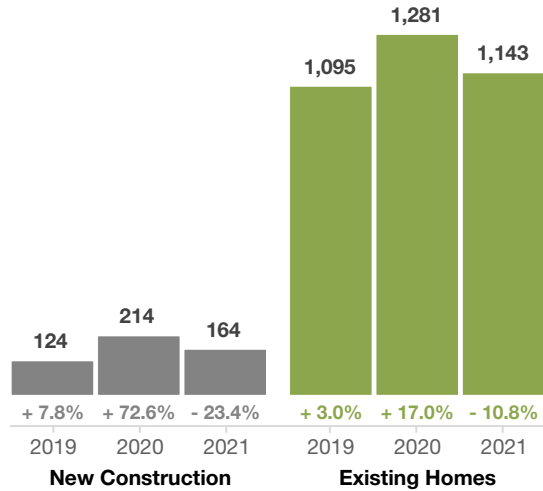
Closed Sales

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

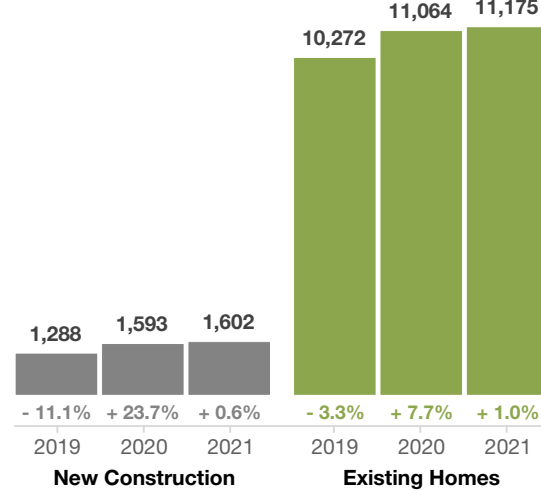


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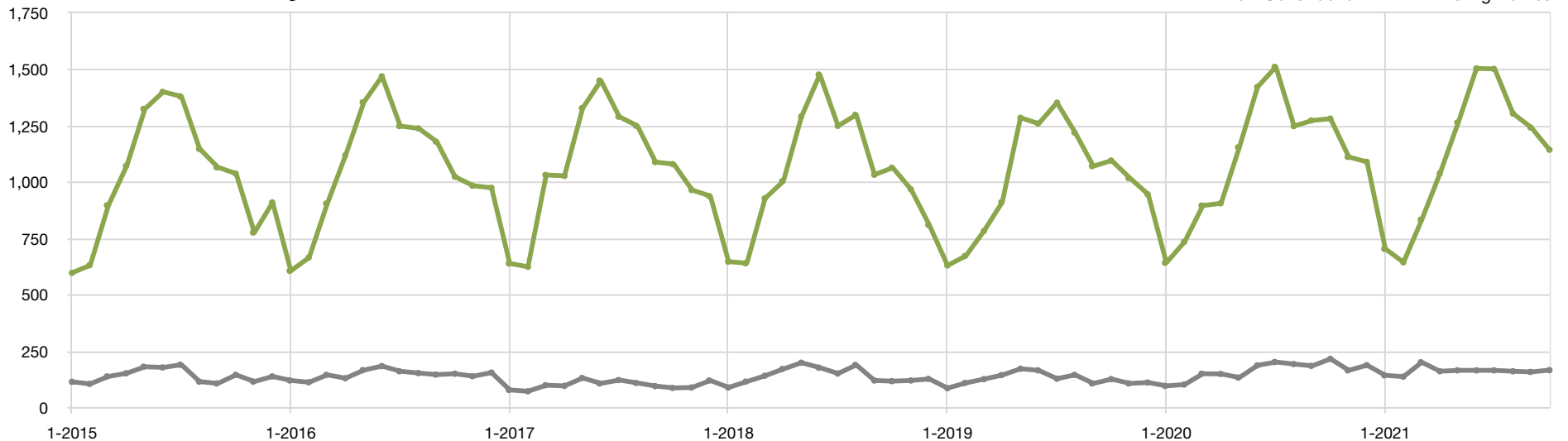


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	163	+ 55.2%	1,111	+ 9.2%
Dec-2020	186	+ 70.6%	1,089	+ 15.2%
Jan-2021	141	+ 50.0%	703	+ 9.7%
Feb-2021	135	+ 35.0%	643	- 12.4%
Mar-2021	199	+ 34.5%	832	- 7.0%
Apr-2021	159	+ 8.2%	1,038	+ 14.7%
May-2021	163	+ 24.4%	1,264	+ 9.5%
Jun-2021	163	- 11.9%	1,504	+ 5.8%
Jul-2021	163	- 18.5%	1,502	- 0.6%
Aug-2021	159	- 16.8%	1,304	+ 4.5%
Sep-2021	156	- 14.8%	1,242	- 2.4%
Oct-2021	164	- 23.4%	1,143	- 10.8%
12-Month Avg	163	+ 7.9%	1,115	+ 2.7%

Historical Closed Sales by Month



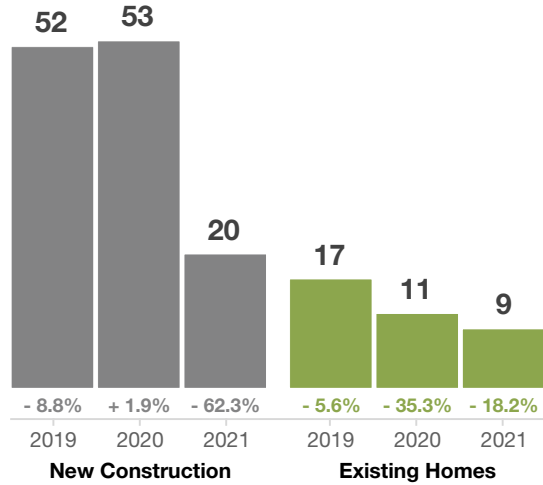
Days on Market Until Sale

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

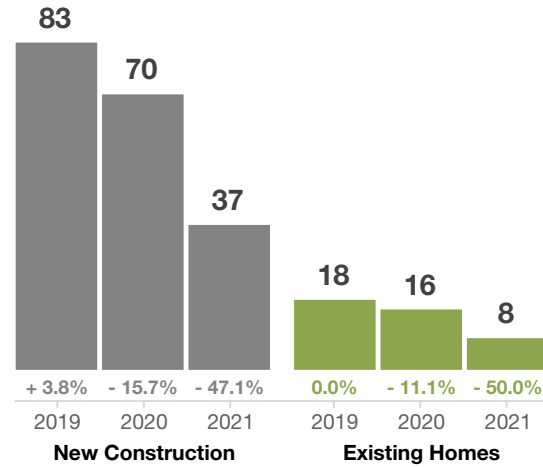


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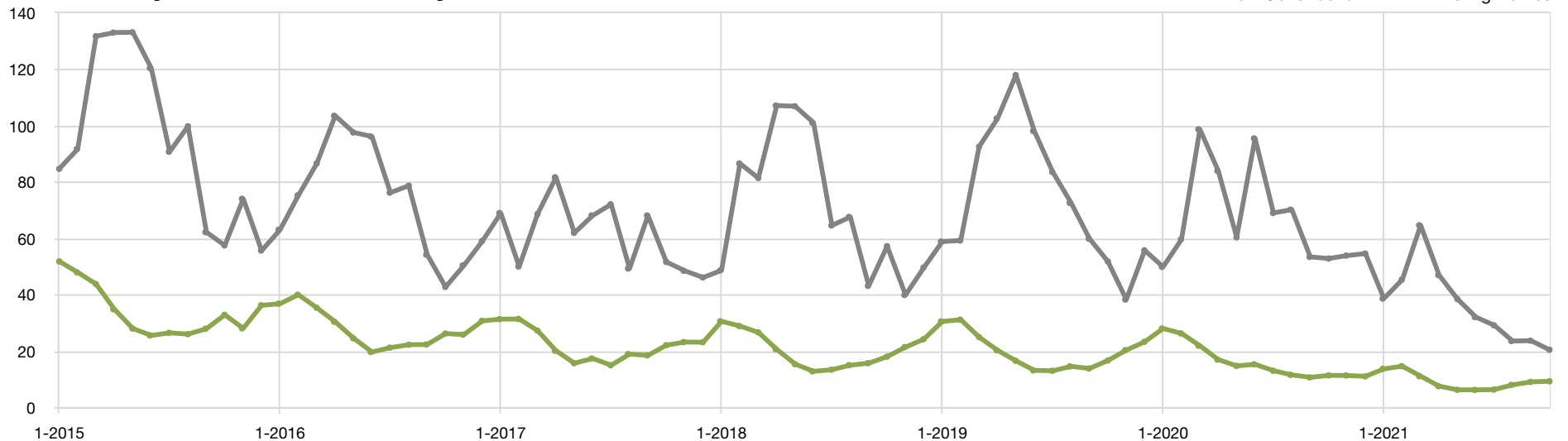
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	47	- 44.0%	7	- 58.8%
May-2021	38	- 36.7%	6	- 60.0%
Jun-2021	32	- 66.3%	6	- 60.0%
Jul-2021	29	- 58.0%	6	- 53.8%
Aug-2021	23	- 67.1%	8	- 27.3%
Sep-2021	24	- 54.7%	9	- 18.2%
Oct-2021	20	- 62.3%	9	- 18.2%
12-Month Avg*	40	- 40.8%	9	- 46.3%

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

Historical Days on Market Until Sale by Month



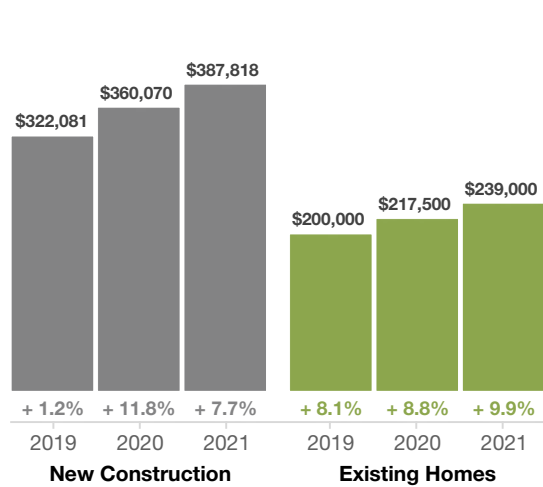
Median Closed Price

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

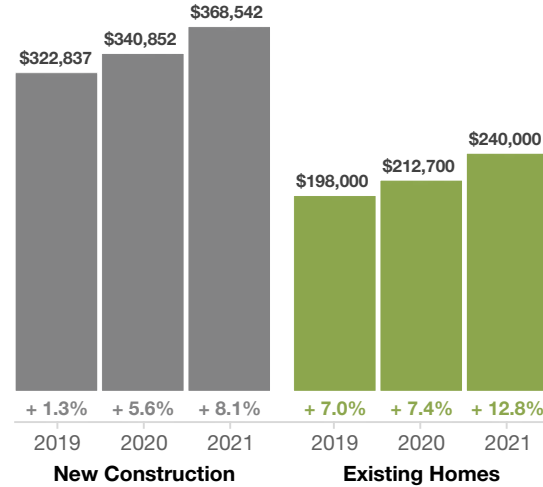


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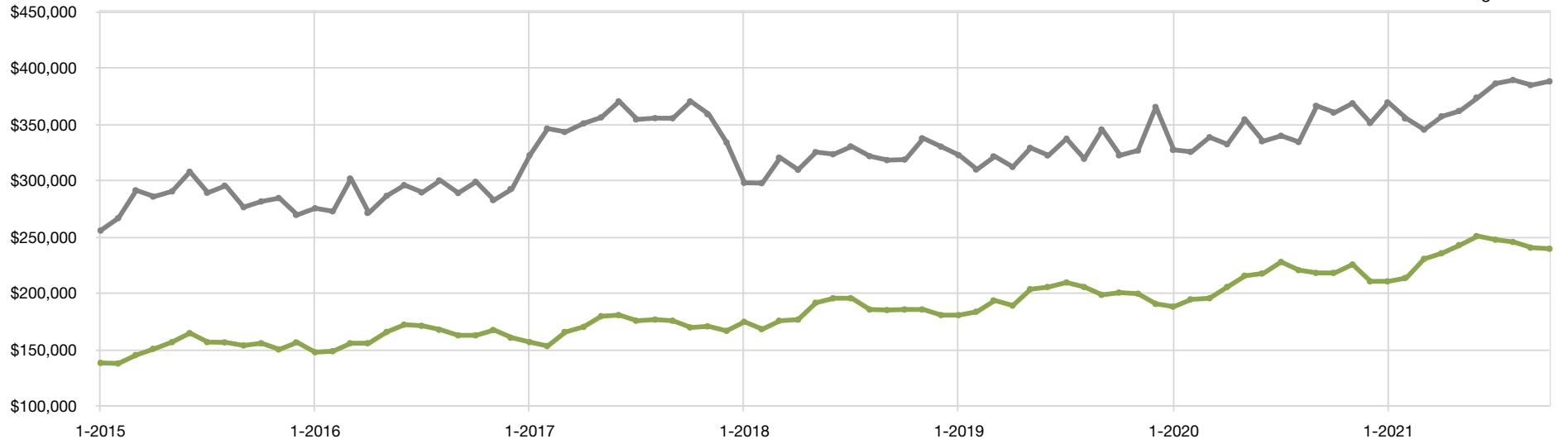
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	\$368,319	+ 12.9%	\$225,000	+ 13.1%
Dec-2020	\$350,820	- 3.9%	\$210,000	+ 10.5%
Jan-2021	\$369,029	+ 12.9%	\$210,000	+ 12.0%
Feb-2021	\$354,900	+ 9.2%	\$213,000	+ 9.8%
Mar-2021	\$344,900	+ 2.0%	\$230,000	+ 17.9%
Apr-2021	\$356,702	+ 7.5%	\$235,000	+ 14.6%
May-2021	\$361,500	+ 2.1%	\$242,250	+ 12.7%
Jun-2021	\$373,366	+ 11.6%	\$250,250	+ 15.3%
Jul-2021	\$385,899	+ 13.7%	\$247,000	+ 8.7%
Aug-2021	\$388,995	+ 16.5%	\$245,000	+ 11.4%
Sep-2021	\$384,478	+ 5.0%	\$240,000	+ 10.3%
Oct-2021	\$387,818	+ 7.7%	\$239,000	+ 9.9%
12-Month Avg*	\$366,601	+ 7.2%	\$235,000	+ 11.9%

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

Historical Median Closed Price by Month



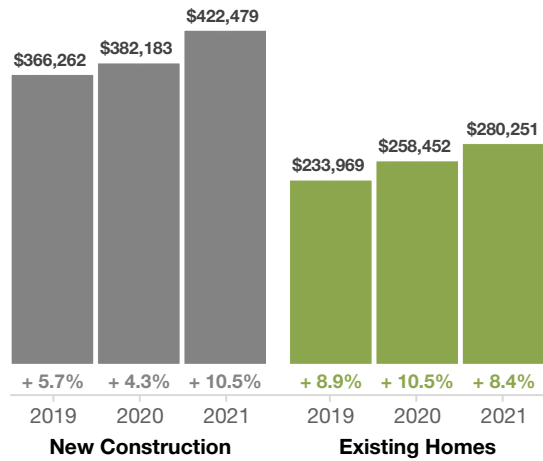
Average Closed Price

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

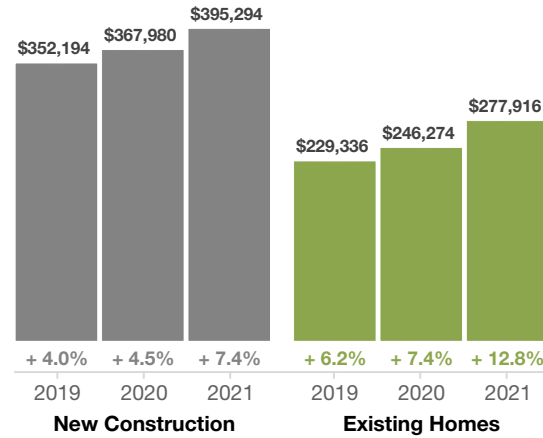


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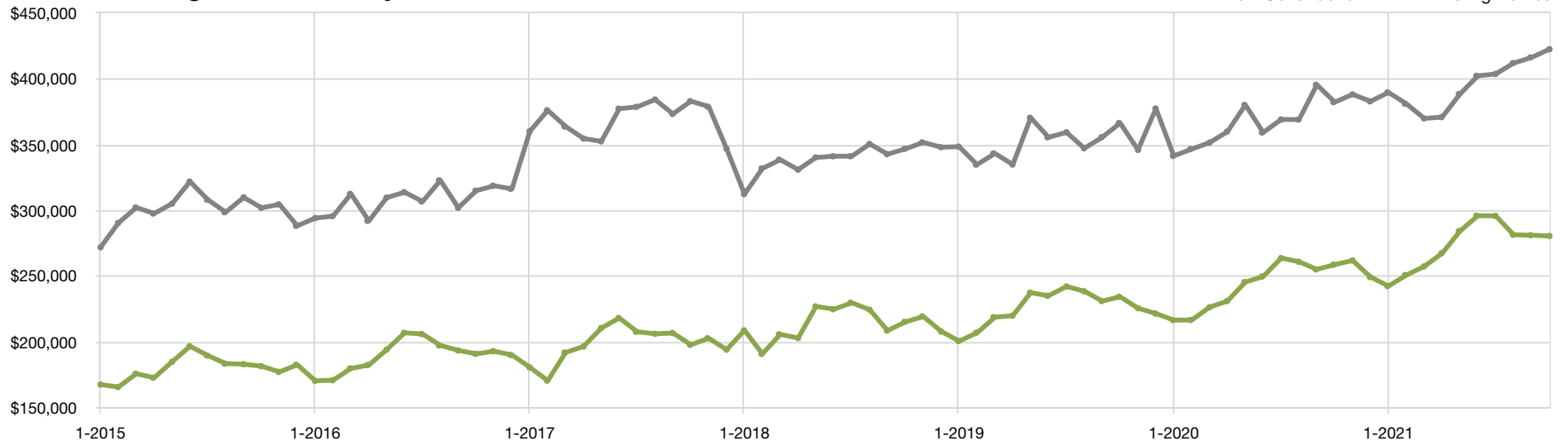
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	\$388,105	+ 12.2%	\$261,617	+ 16.1%
Dec-2020	\$382,795	+ 1.4%	\$248,981	+ 12.6%
Jan-2021	\$389,542	+ 14.2%	\$242,114	+ 12.0%
Feb-2021	\$380,937	+ 10.0%	\$250,471	+ 15.8%
Mar-2021	\$369,806	+ 5.2%	\$257,067	+ 13.7%
Apr-2021	\$370,758	+ 3.1%	\$267,046	+ 15.7%
May-2021	\$388,356	+ 2.2%	\$283,992	+ 15.8%
Jun-2021	\$402,222	+ 12.0%	\$295,709	+ 18.6%
Jul-2021	\$403,635	+ 9.4%	\$295,504	+ 12.2%
Aug-2021	\$411,922	+ 11.7%	\$281,200	+ 7.9%
Sep-2021	\$416,211	+ 5.3%	\$280,832	+ 10.2%
Oct-2021	\$422,479	+ 10.5%	\$280,251	+ 8.4%
12-Month Avg*	\$393,502	+ 7.1%	\$274,206	+ 12.9%

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

Historical Average Closed Price by Month



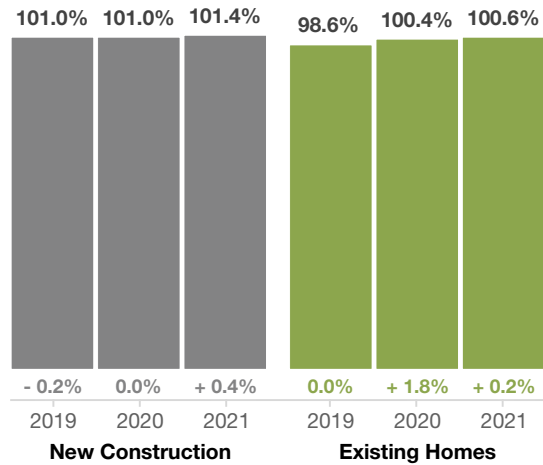
Percent of List Price Received

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.

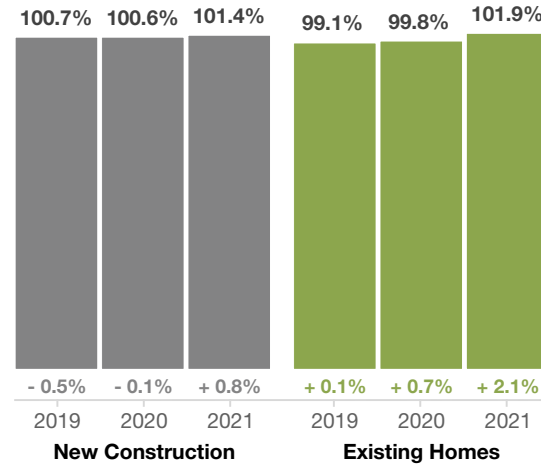


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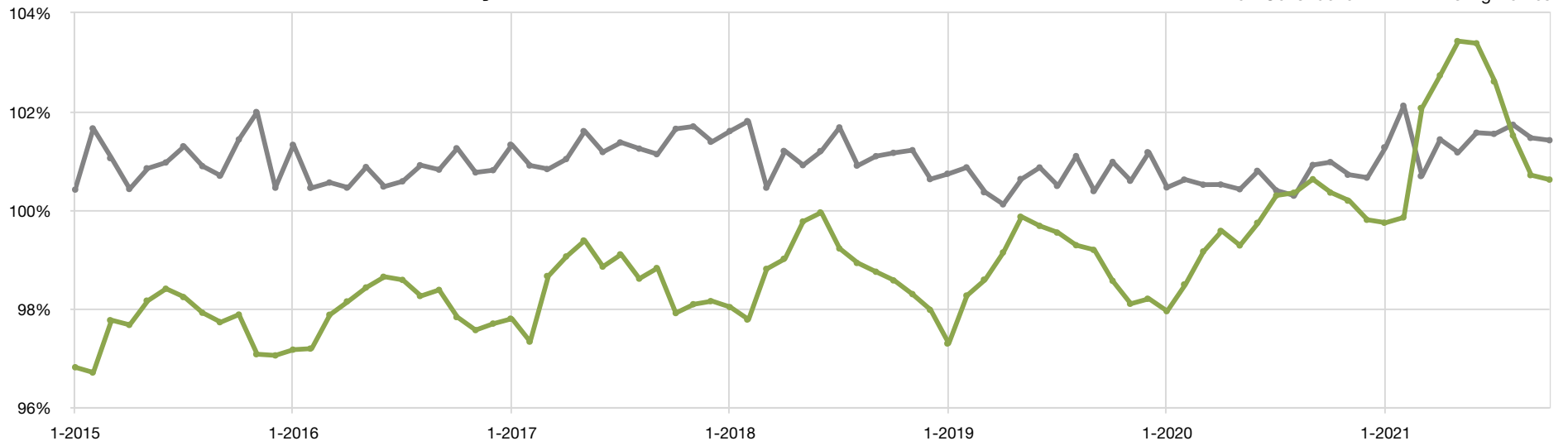
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.4%	+ 0.9%	102.7%	+ 3.1%
May-2021	101.2%	+ 0.8%	103.4%	+ 4.1%
Jun-2021	101.6%	+ 0.8%	103.4%	+ 3.7%
Jul-2021	101.5%	+ 1.1%	102.6%	+ 2.3%
Aug-2021	101.7%	+ 1.4%	101.5%	+ 1.1%
Sep-2021	101.5%	+ 0.6%	100.7%	+ 0.1%
Oct-2021	101.4%	+ 0.4%	100.6%	+ 0.2%
12-Month Avg*	101.3%	+ 0.6%	101.6%	+ 2.1%

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

Historical Percent of List Price Received by Month



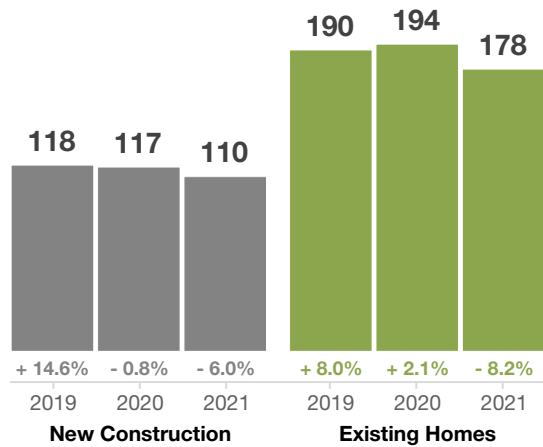
Housing Affordability Index

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.

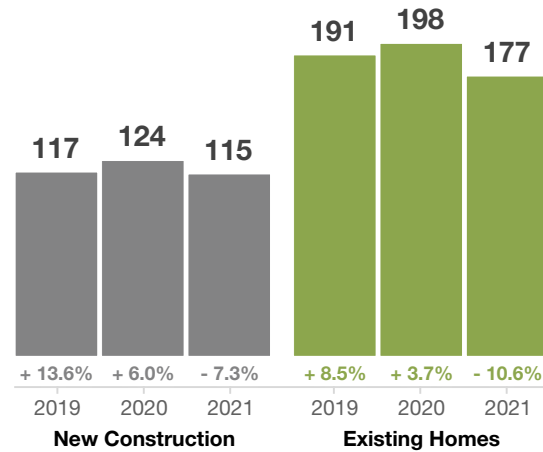


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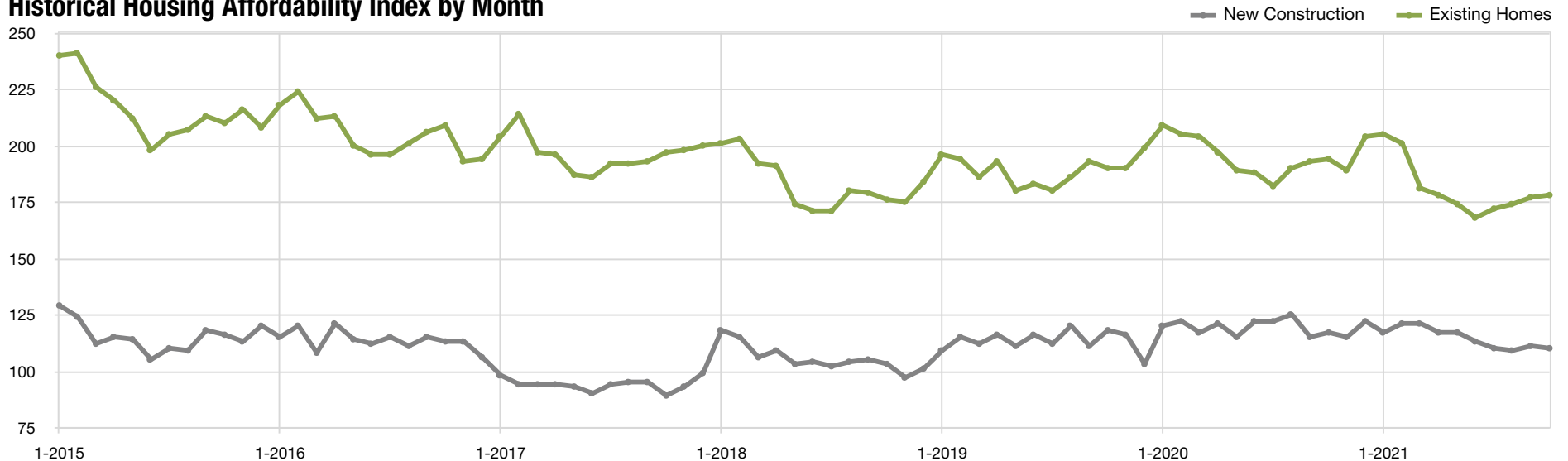


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	115	-0.9%	189	-0.5%
Dec-2020	122	+18.4%	204	+2.5%
Jan-2021	117	-2.5%	205	-1.9%
Feb-2021	121	-0.8%	201	-2.0%
Mar-2021	121	+3.4%	181	-11.3%
Apr-2021	117	-3.3%	178	-9.6%
May-2021	117	+1.7%	174	-7.9%
Jun-2021	113	-7.4%	168	-10.6%
Jul-2021	110	-9.8%	172	-5.5%
Aug-2021	109	-12.8%	174	-8.4%
Sep-2021	111	-3.5%	177	-8.3%
Oct-2021	110	-6.0%	178	-8.2%
12-Month Avg	115	-2.5%	183	-6.2%

Historical Housing Affordability Index by Month



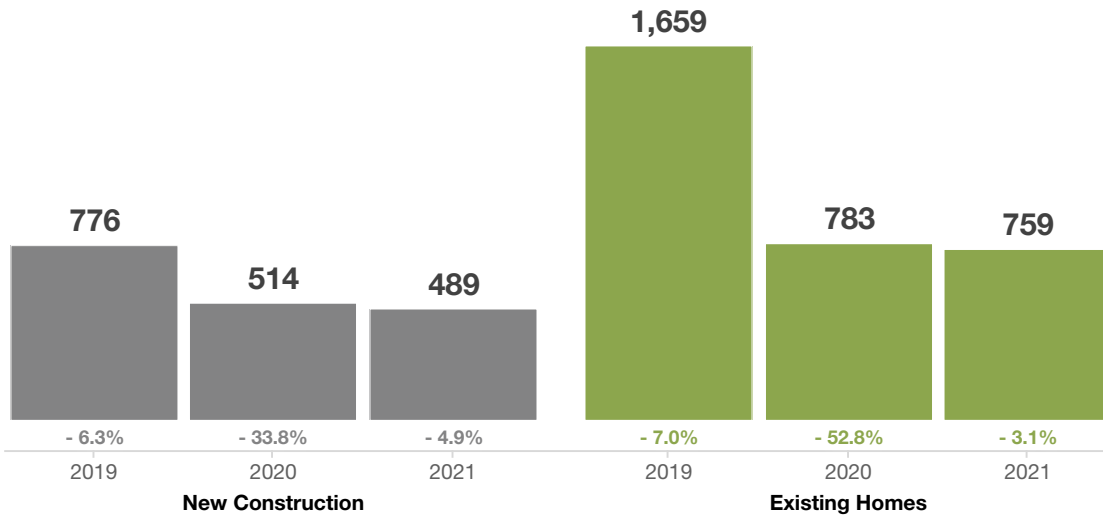
Inventory of Homes for Sale

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



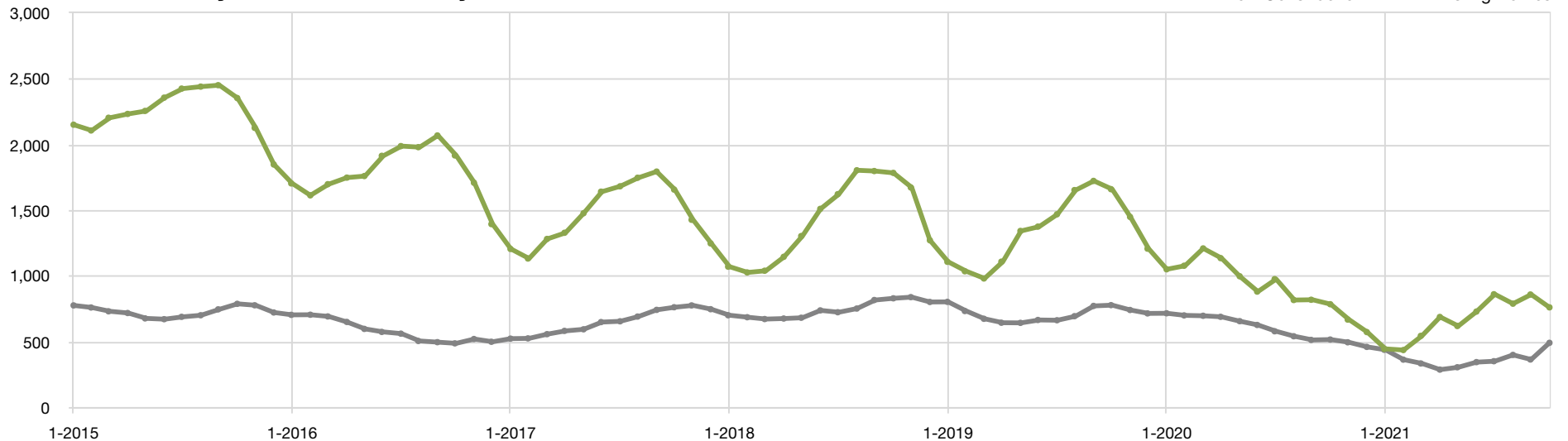
Omaha Area Region

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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	493	- 33.3%	666	- 54.0%
Dec-2020	458	- 35.8%	571	- 52.7%
Jan-2021	436	- 38.9%	443	- 57.8%
Feb-2021	361	- 48.3%	434	- 59.7%
Mar-2021	332	- 52.2%	542	- 55.1%
Apr-2021	285	- 58.5%	686	- 39.5%
May-2021	303	- 53.7%	617	- 38.1%
Jun-2021	342	- 45.3%	727	- 17.3%
Jul-2021	349	- 39.5%	859	- 11.8%
Aug-2021	397	- 26.3%	787	- 3.4%
Sep-2021	362	- 29.2%	857	+ 4.9%
Oct-2021	489	- 4.9%	759	- 3.1%
12-Month Avg	384	- 39.9%	662	- 35.9%

Historical Inventory of Homes for Sale by Month



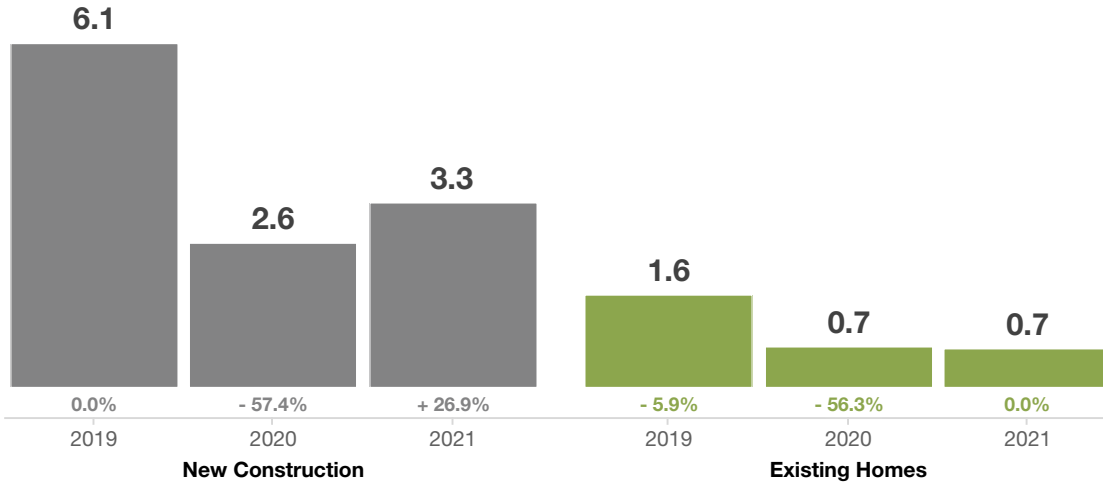
Months Supply of Inventory

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

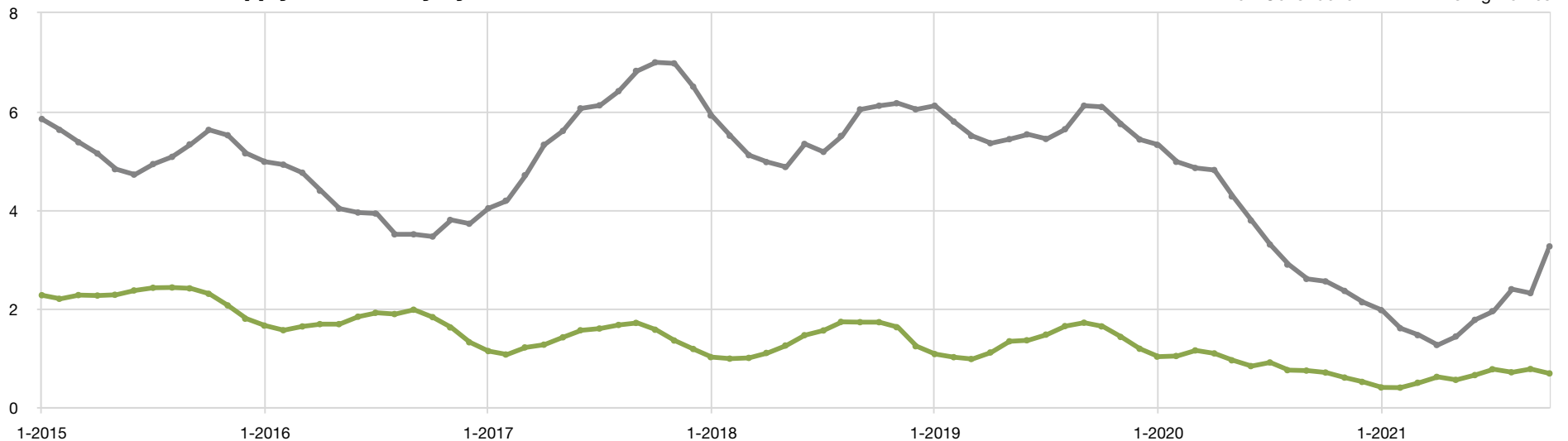
October



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Nov-2020	2.4	- 57.9%	0.6	- 57.1%
Dec-2020	2.1	- 61.1%	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	- 54.5%
Apr-2021	1.3	- 72.9%	0.6	- 45.5%
May-2021	1.4	- 67.4%	0.6	- 33.3%
Jun-2021	1.8	- 52.6%	0.6	- 25.0%
Jul-2021	1.9	- 42.4%	0.8	- 11.1%
Aug-2021	2.4	- 17.2%	0.7	0.0%
Sep-2021	2.3	- 11.5%	0.8	+ 14.3%
Oct-2021	3.3	+ 26.9%	0.7	0.0%
12-Month Avg*	2.0	- 52.7%	0.6	- 39.4%

* Months Supply for all properties from November 2020 through October 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	10-2020	10-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		1,616	1,597	- 1.2%	16,788	16,062	- 4.3%
Pending Sales		1,359	1,298	- 4.5%	14,134	13,266	- 6.1%
Closed Sales		1,495	1,307	- 12.6%	12,657	12,777	+ 0.9%
Days on Market Until Sale		17	11	- 35.3%	22	12	- 45.5%
Median Closed Price		\$235,000	\$250,000	+ 6.4%	\$227,000	\$251,962	+ 11.0%
Average Closed Price		\$276,092	\$298,125	+ 8.0%	\$261,589	\$292,640	+ 11.9%
Percent of List Price Received		100.4%	100.7%	+ 0.3%	99.9%	101.8%	+ 1.9%
Housing Affordability Index		180	170	- 5.6%	186	169	- 9.1%
Inventory of Homes for Sale		1,297	1,248	- 3.8%	—	—	—
Months Supply of Inventory		1.0	1.0	0.0%	—	—	—