

# Monthly Indicators

Great Plains Regional MLS



## 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 10.9 percent for New Construction but increased 26.4 percent for Existing Homes. Pending Sales decreased 7.5 percent for New Construction but increased 19.4 percent for Existing Homes. Inventory decreased 49.3 percent for New Construction and 43.7 percent for Existing Homes.

Median Closed Price increased 9.5 percent for New Construction and 15.7 percent for Existing Homes. Days on Market decreased 47.1 percent for New Construction and 52.4 percent for Existing Homes. Months Supply of Inventory decreased 65.4 percent for New Construction and 46.2 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

**+ 8.4%**

Change in  
**Closed Sales**  
All Properties

**+ 13.0%**

Change in  
**Median Closed Price**  
All Properties

**- 45.7%**

Change in  
**Homes for Sale**  
All Properties

This report covers residential real estate activity in the Great Plains Regional MLS service area. 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.



Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		330	<b>294</b>	- 10.9%	1,576	<b>1,427</b>	- 9.5%
<b>Pending Sales</b>		226	<b>209</b>	- 7.5%	1,013	<b>1,198</b>	+ 18.3%
<b>Closed Sales</b>		209	<b>182</b>	- 12.9%	691	<b>804</b>	+ 16.4%
<b>Days on Market Until Sale</b>		85	<b>45</b>	- 47.1%	75	<b>50</b>	- 33.3%
<b>Median Closed Price</b>		\$327,324	<b>\$358,384</b>	+ 9.5%	\$327,265	<b>\$349,913</b>	+ 6.9%
<b>Average Closed Price</b>		\$349,903	<b>\$382,778</b>	+ 9.4%	\$344,581	<b>\$372,230</b>	+ 8.0%
<b>Percent of List Price Received</b>		100.6%	<b>101.6%</b>	+ 1.0%	100.6%	<b>101.2%</b>	+ 0.6%
<b>Housing Affordability Index</b>		108	<b>101</b>	- 6.5%	108	<b>103</b>	- 4.6%
<b>Inventory of Homes for Sale</b>		1,042	<b>528</b>	- 49.3%	—	—	—
<b>Months Supply of Inventory</b>		5.2	<b>1.8</b>	- 65.4%	—	—	—

# 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.



Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,817	<b>2,296</b>	+ 26.4%	7,144	<b>6,564</b>	- 8.1%
<b>Pending Sales</b>		1,602	<b>1,912</b>	+ 19.4%	5,791	<b>5,737</b>	- 0.9%
<b>Closed Sales</b>		1,292	<b>1,445</b>	+ 11.8%	4,514	<b>4,516</b>	+ 0.0%
<b>Days on Market Until Sale</b>		21	<b>10</b>	- 52.4%	26	<b>14</b>	- 46.2%
<b>Median Closed Price</b>		\$198,750	<b>\$230,000</b>	+ 15.7%	\$190,000	<b>\$220,000</b>	+ 15.8%
<b>Average Closed Price</b>		\$223,181	<b>\$258,656</b>	+ 15.9%	\$216,252	<b>\$247,627</b>	+ 14.5%
<b>Percent of List Price Received</b>		99.2%	<b>102.4%</b>	+ 3.2%	98.5%	<b>101.0%</b>	+ 2.5%
<b>Housing Affordability Index</b>		178	<b>157</b>	- 11.8%	186	<b>164</b>	- 11.8%
<b>Inventory of Homes for Sale</b>		1,851	<b>1,043</b>	- 43.7%	—	—	—
<b>Months Supply of Inventory</b>		1.3	<b>0.7</b>	- 46.2%	—	—	—

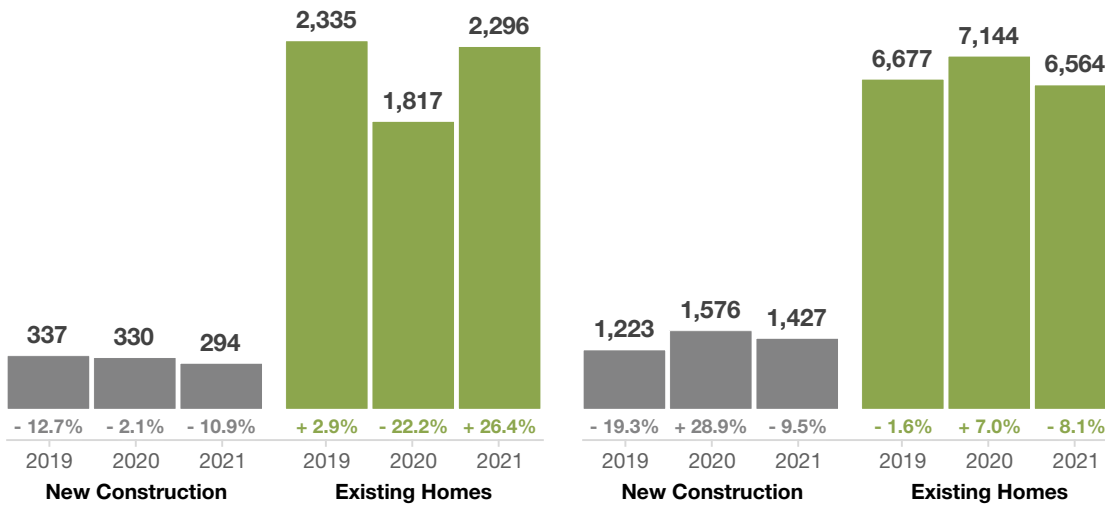
# New Listings

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



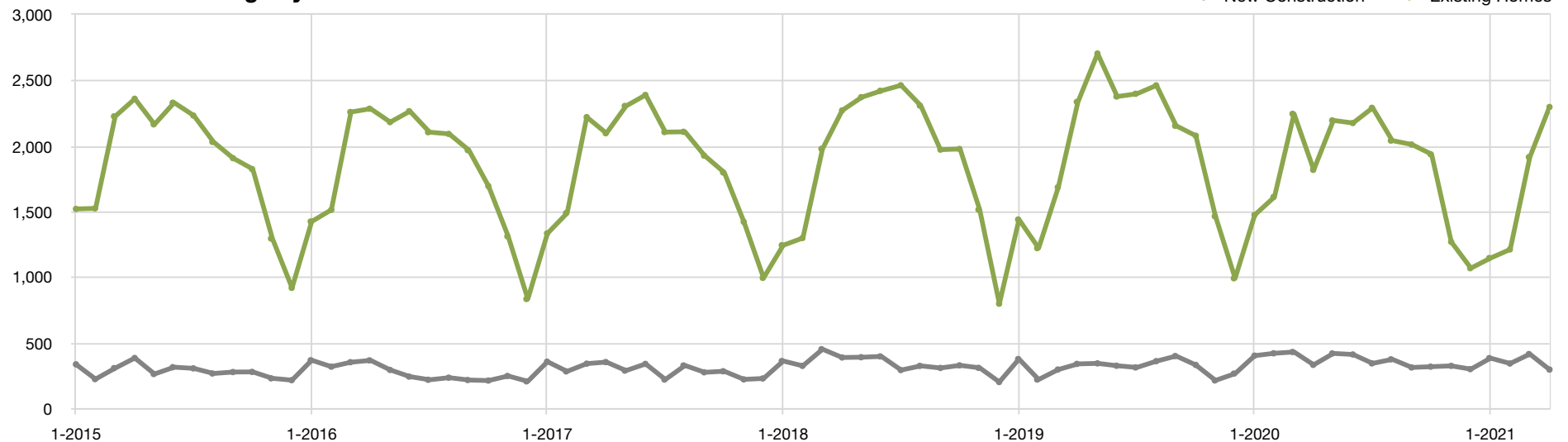
## April

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	417	+ 22.3%	2,194	- 18.9%
Jun-2020	409	+ 26.6%	2,174	- 8.5%
Jul-2020	341	+ 10.0%	2,290	- 4.5%
Aug-2020	372	+ 3.9%	2,040	- 17.1%
Sep-2020	310	- 21.9%	2,010	- 6.6%
Oct-2020	316	- 4.0%	1,936	- 6.8%
Nov-2020	322	+ 52.6%	1,268	- 13.3%
Dec-2020	297	+ 12.9%	1,067	+ 7.8%
Jan-2021	381	- 4.8%	1,144	- 22.3%
Feb-2021	340	- 18.7%	1,210	- 24.8%
Mar-2021	412	- 3.7%	1,914	- 14.7%
<b>Apr-2021</b>	<b>294</b>	<b>- 10.9%</b>	<b>2,296</b>	<b>+ 26.4%</b>
12-Month Avg	351	+ 2.6%	1,795	- 9.3%

## Historical New Listings by Month



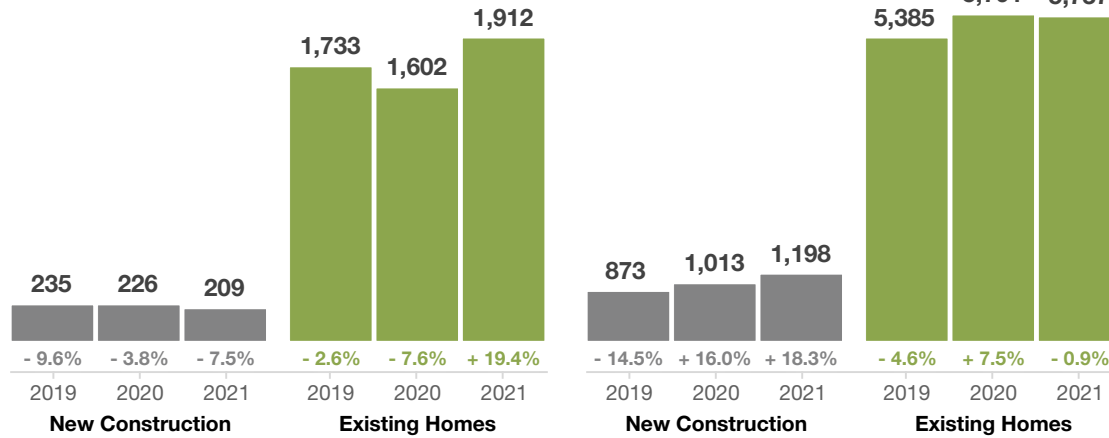
# Pending Sales

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



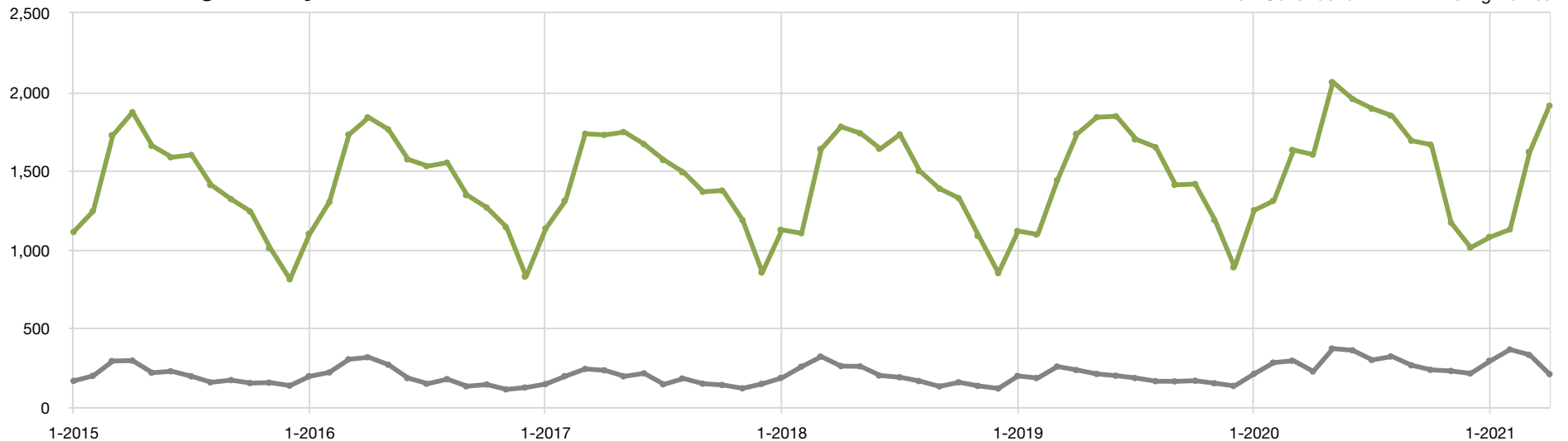
## April

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	371	+ 76.7%	2,062	+ 12.1%
Jun-2020	360	+ 80.9%	1,955	+ 6.0%
Jul-2020	299	+ 62.5%	1,894	+ 11.5%
Aug-2020	321	+ 95.7%	1,849	+ 12.1%
Sep-2020	265	+ 62.6%	1,690	+ 19.9%
Oct-2020	236	+ 41.3%	1,665	+ 17.7%
Nov-2020	229	+ 51.7%	1,170	- 1.4%
Dec-2020	213	+ 59.0%	1,012	+ 14.1%
Jan-2021	293	+ 38.9%	1,079	- 13.6%
Feb-2021	365	+ 29.4%	1,127	- 13.9%
Mar-2021	331	+ 12.6%	1,619	- 0.7%
<b>Apr-2021</b>	<b>209</b>	<b>- 7.5%</b>	<b>1,912</b>	<b>+ 19.4%</b>
12-Month Avg	291	+ 46.2%	1,586	+ 7.4%

## Historical Pending Sales by Month



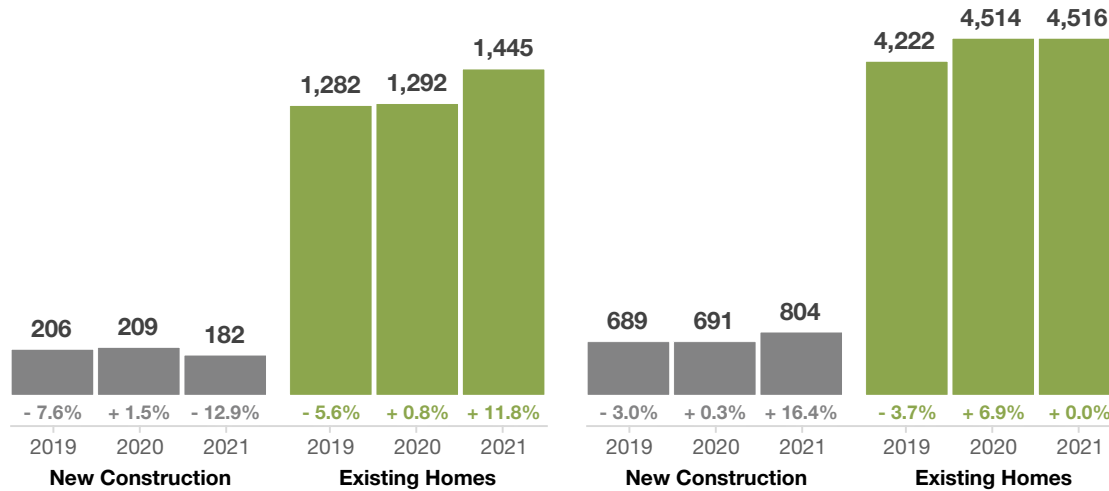
# Closed Sales

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



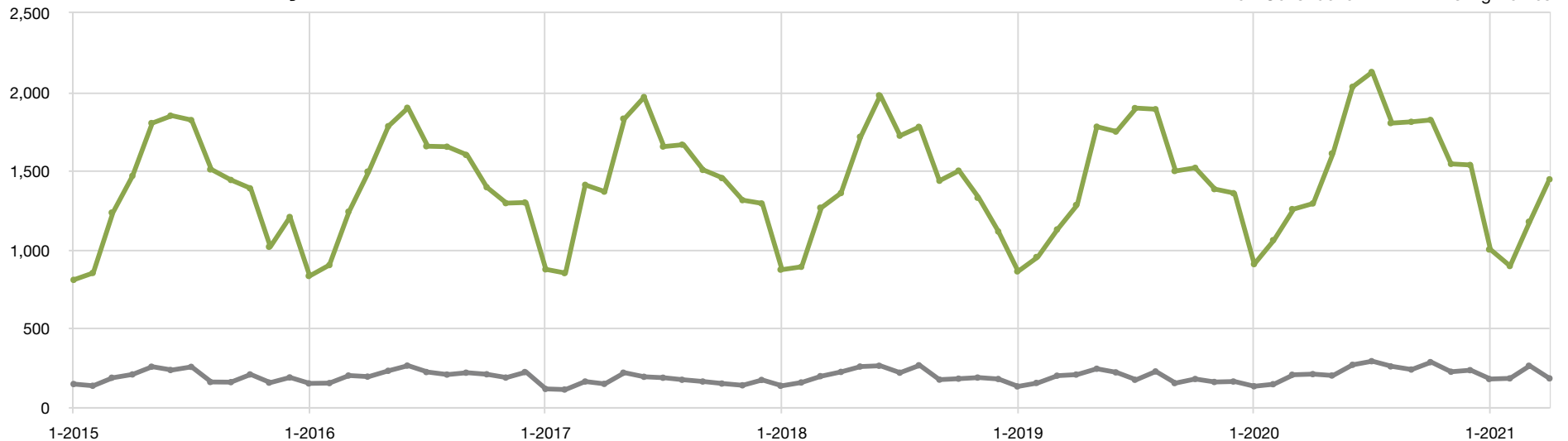
## April

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	200	- 17.7%	1,609	- 9.6%
Jun-2020	268	+ 21.8%	2,032	+ 16.2%
Jul-2020	291	+ 68.2%	2,126	+ 12.1%
Aug-2020	258	+ 14.2%	1,802	- 4.7%
Sep-2020	238	+ 56.6%	1,810	+ 20.8%
Oct-2020	285	+ 60.1%	1,822	+ 20.0%
Nov-2020	224	+ 40.9%	1,543	+ 11.6%
Dec-2020	234	+ 44.4%	1,536	+ 13.2%
Jan-2021	178	+ 34.8%	1,000	+ 10.3%
Feb-2021	182	+ 25.5%	895	- 15.5%
Mar-2021	262	+ 27.8%	1,176	- 6.4%
<b>Apr-2021</b>	<b>182</b>	<b>- 12.9%</b>	<b>1,445</b>	<b>+ 11.8%</b>
12-Month Avg	234	+ 27.2%	1,566	+ 6.9%

## Historical Closed Sales by Month

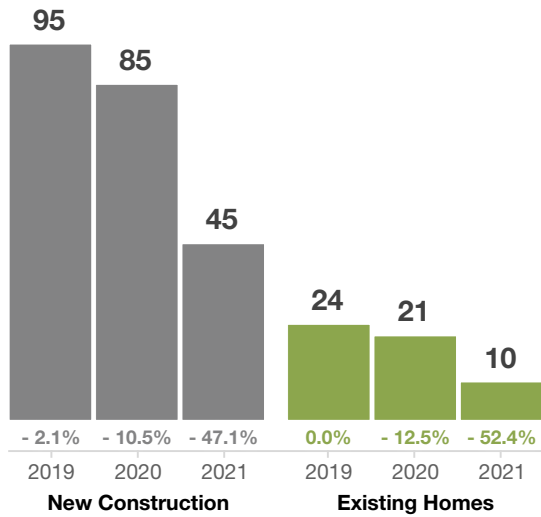


# Days on Market Until Sale

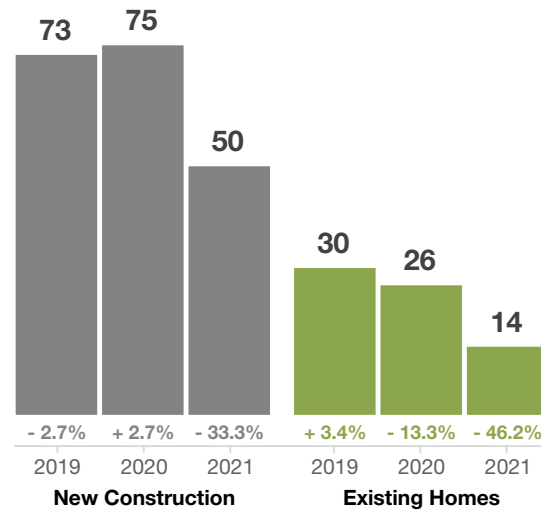
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



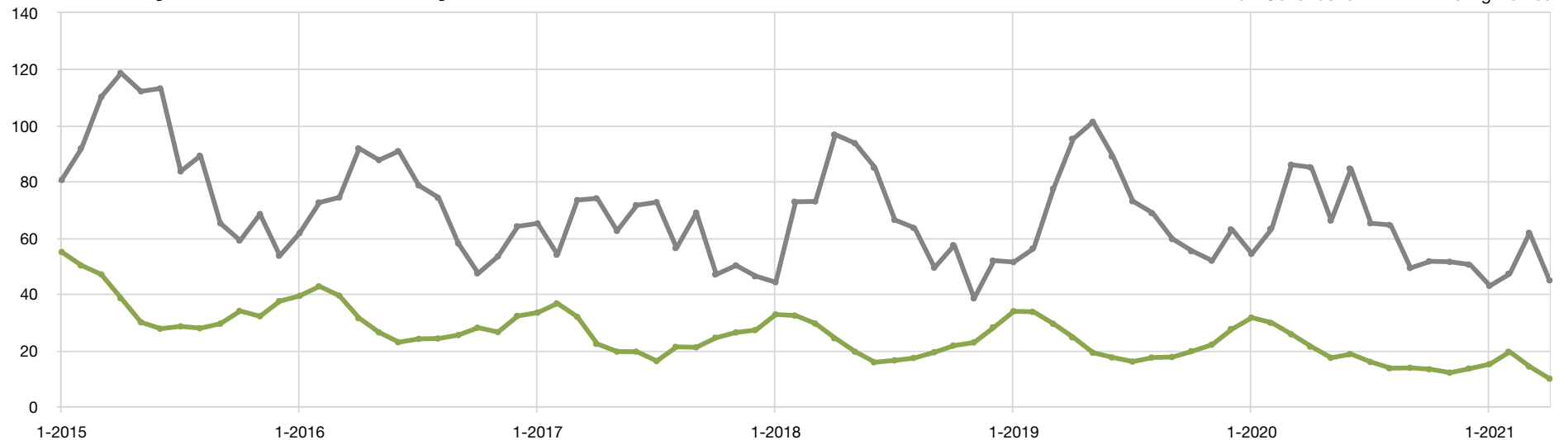
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	66	- 34.7%	17	- 10.5%
Jun-2020	85	- 4.5%	19	+ 11.8%
Jul-2020	65	- 11.0%	16	0.0%
Aug-2020	65	- 5.8%	14	- 17.6%
Sep-2020	49	- 18.3%	14	- 17.6%
Oct-2020	52	- 5.5%	13	- 35.0%
Nov-2020	51	- 1.9%	12	- 45.5%
Dec-2020	50	- 20.6%	13	- 51.9%
Jan-2021	43	- 20.4%	15	- 53.1%
Feb-2021	47	- 25.4%	19	- 36.7%
Mar-2021	62	- 27.9%	14	- 46.2%
<b>Apr-2021</b>	<b>45</b>	<b>- 47.1%</b>	<b>10</b>	<b>- 52.4%</b>
12-Month Avg*	58	- 21.2%	15	- 30.8%

\* 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

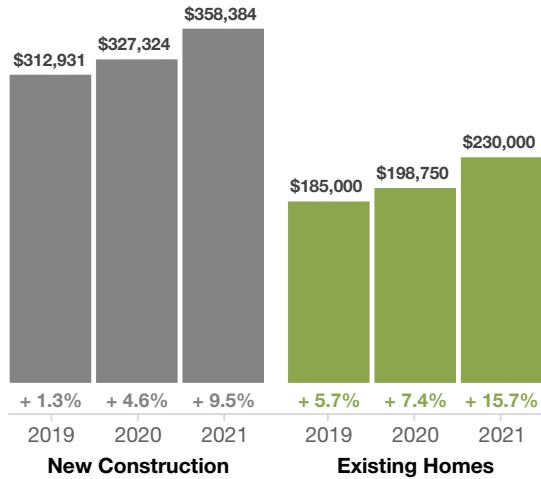


# Median Closed Price

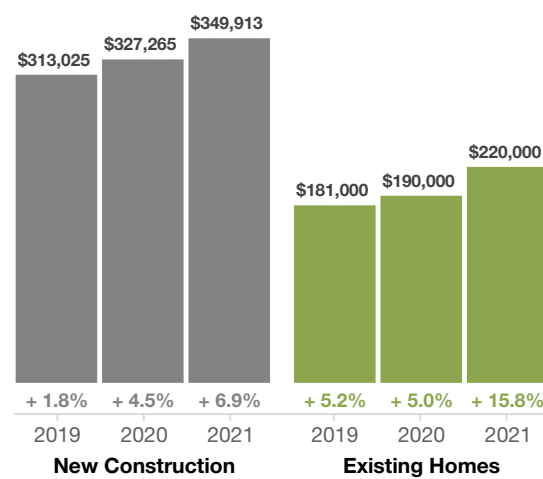
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



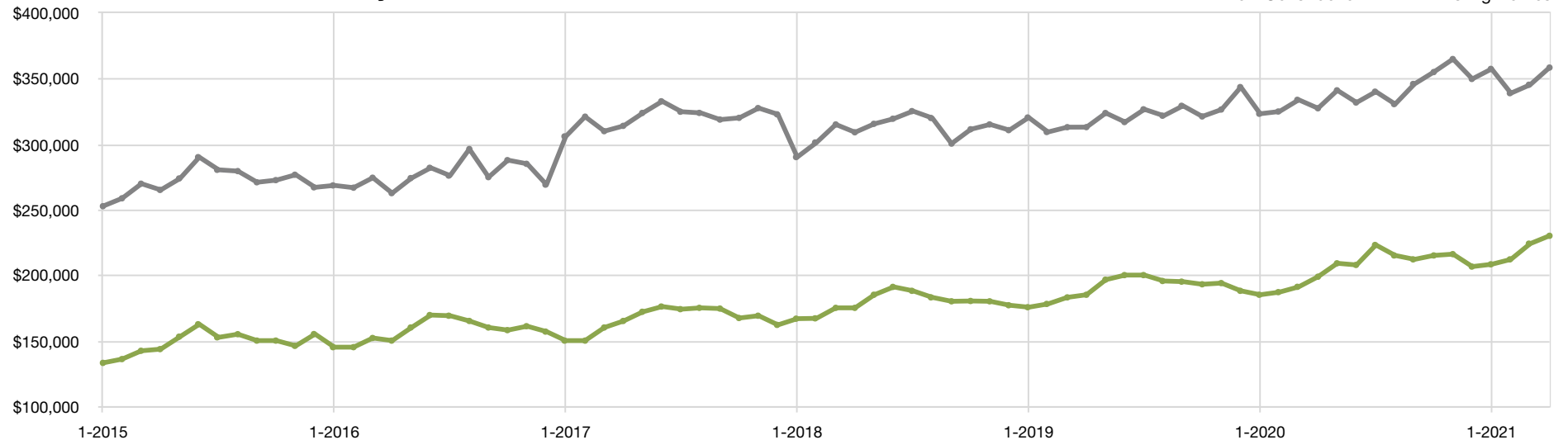
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	\$341,025	+ 5.4%	\$209,000	+ 6.4%
Jun-2020	\$331,714	+ 4.7%	\$207,750	+ 3.9%
Jul-2020	\$340,000	+ 4.1%	\$223,000	+ 11.5%
Aug-2020	\$330,500	+ 2.8%	\$215,000	+ 10.0%
Sep-2020	\$345,867	+ 5.1%	\$212,000	+ 8.7%
Oct-2020	\$354,950	+ 10.5%	\$215,000	+ 11.4%
Nov-2020	\$364,900	+ 11.8%	\$216,000	+ 11.4%
Dec-2020	\$349,707	+ 1.8%	\$206,500	+ 9.8%
Jan-2021	\$357,362	+ 10.6%	\$208,250	+ 12.6%
Feb-2021	\$338,846	+ 4.3%	\$212,000	+ 13.4%
Mar-2021	\$345,286	+ 3.4%	\$224,000	+ 17.2%
<b>Apr-2021</b>	<b>\$358,384</b>	<b>+ 9.5%</b>	<b>\$230,000</b>	<b>+ 15.7%</b>
12-Month Avg*	\$344,950	+ 6.1%	\$215,000	+ 10.3%

\* 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



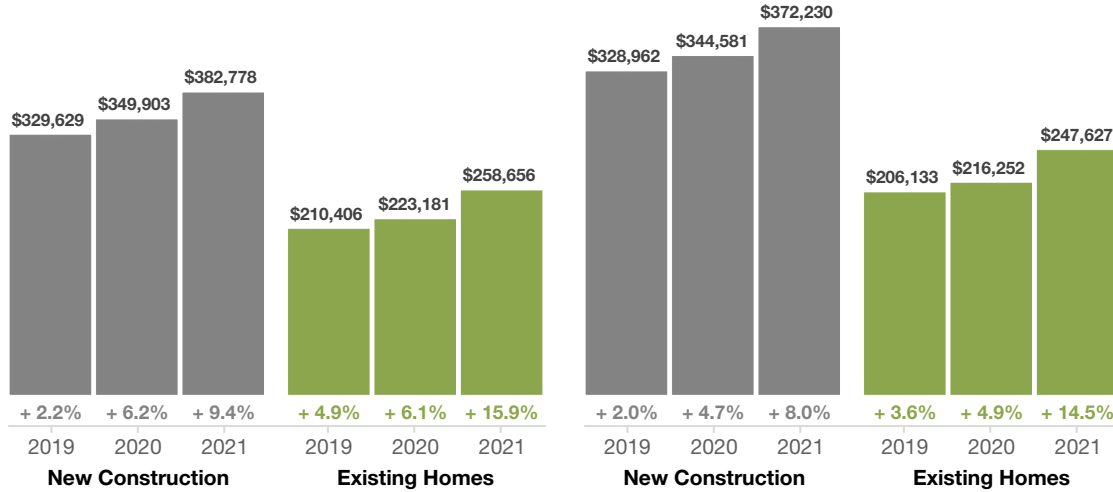


# Average Closed Price

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



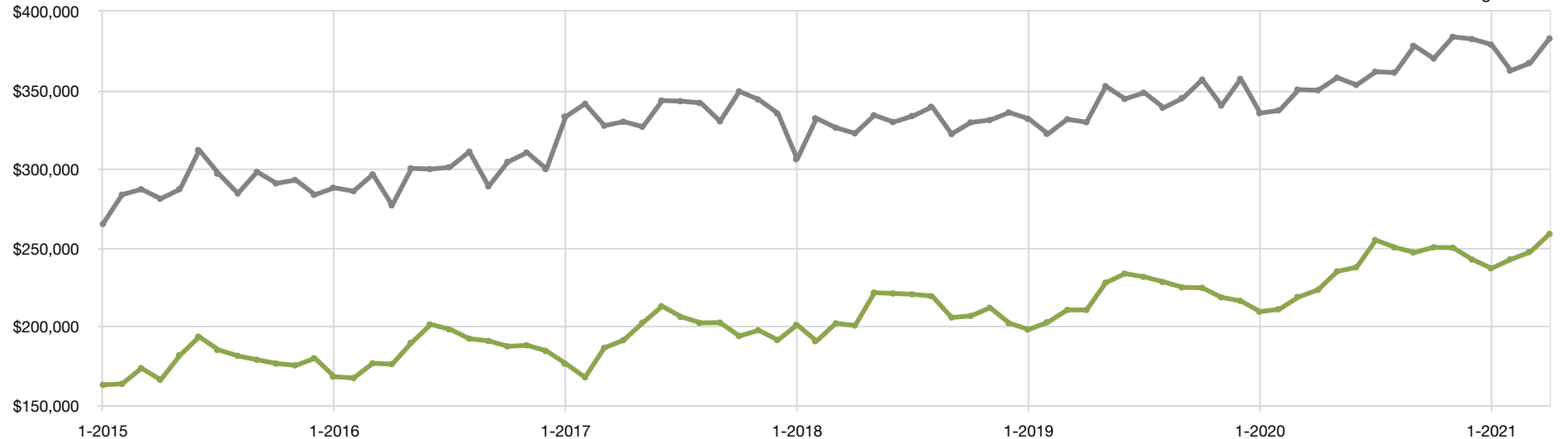
## April



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	\$357,891	+ 1.5%	\$234,893	+ 3.2%
Jun-2020	\$353,326	+ 2.6%	\$237,523	+ 1.7%
Jul-2020	\$361,645	+ 3.8%	\$254,748	+ 10.1%
Aug-2020	\$361,161	+ 6.6%	\$250,140	+ 9.6%
Sep-2020	\$378,145	+ 9.6%	\$246,890	+ 9.8%
Oct-2020	\$370,078	+ 3.8%	\$250,188	+ 11.5%
Nov-2020	\$383,840	+ 12.8%	\$249,907	+ 14.4%
Dec-2020	\$382,472	+ 7.1%	\$242,463	+ 12.2%
Jan-2021	\$378,930	+ 13.0%	\$236,834	+ 13.1%
Feb-2021	\$362,431	+ 7.5%	\$242,506	+ 15.0%
Mar-2021	\$367,158	+ 4.8%	\$247,170	+ 13.0%
<b>Apr-2021</b>	<b>\$382,778</b>	<b>+ 9.4%</b>	<b>\$258,656</b>	<b>+ 15.9%</b>
12-Month Avg*	\$369,347	+ 6.5%	\$246,433	+ 10.2%

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

## Historical Average Closed Price by Month

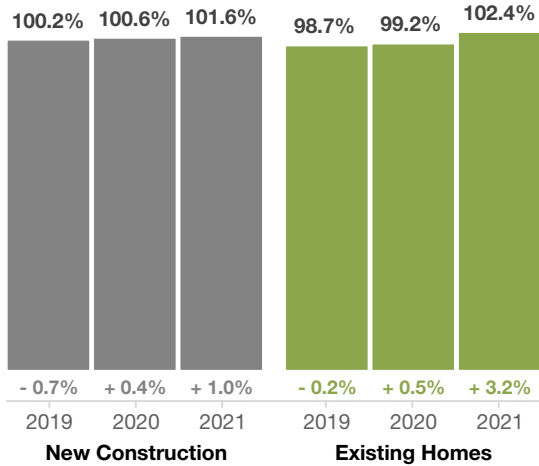


# Percent of List Price Received

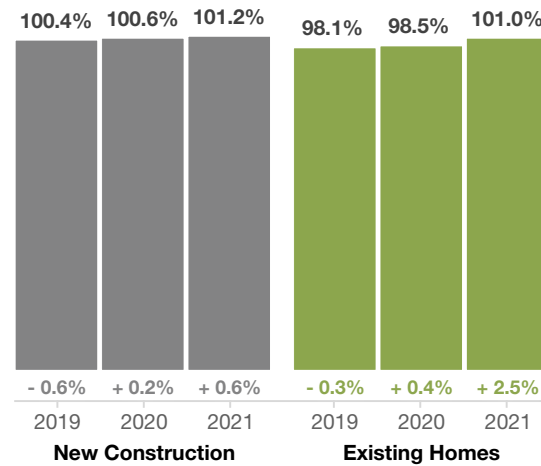
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April



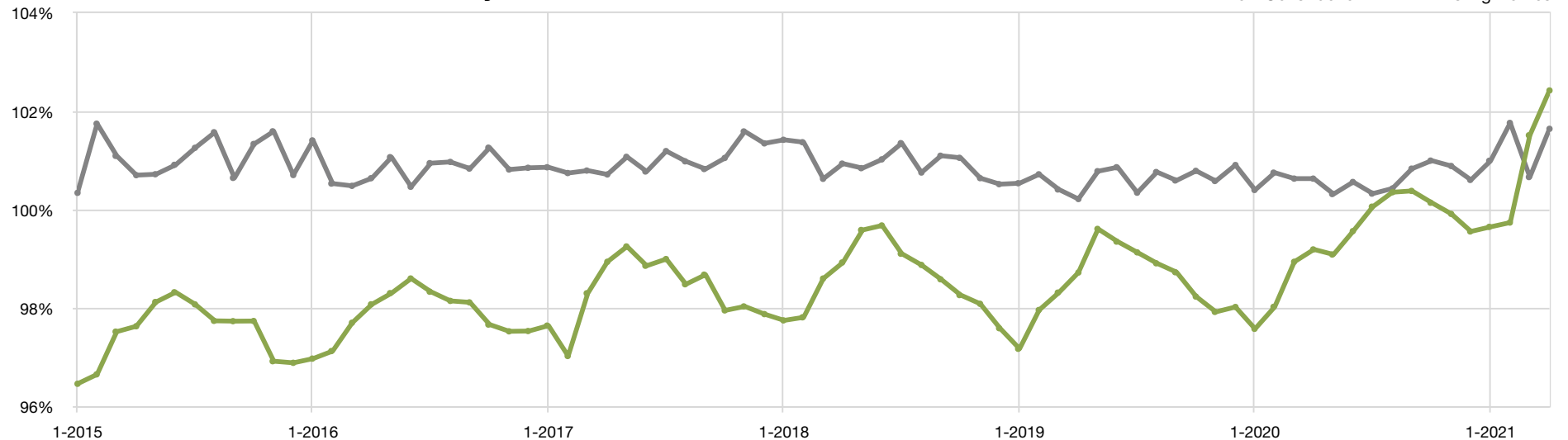
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	100.3%	- 0.5%	99.1%	- 0.5%
Jun-2020	100.6%	- 0.3%	99.6%	+ 0.3%
Jul-2020	100.3%	0.0%	100.1%	+ 1.0%
Aug-2020	100.4%	- 0.4%	100.4%	+ 1.5%
Sep-2020	100.8%	+ 0.2%	100.4%	+ 1.7%
Oct-2020	101.0%	+ 0.2%	100.1%	+ 1.9%
Nov-2020	100.9%	+ 0.3%	99.9%	+ 2.0%
Dec-2020	100.6%	- 0.3%	99.6%	+ 1.6%
Jan-2021	101.0%	+ 0.6%	99.6%	+ 2.0%
Feb-2021	101.8%	+ 1.0%	99.7%	+ 1.7%
Mar-2021	100.7%	+ 0.1%	101.5%	+ 2.6%
<b>Apr-2021</b>	<b>101.6%</b>	<b>+ 1.0%</b>	<b>102.4%</b>	<b>+ 3.2%</b>
12-Month Avg*	100.8%	+ 0.1%	100.2%	+ 1.5%

\* 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

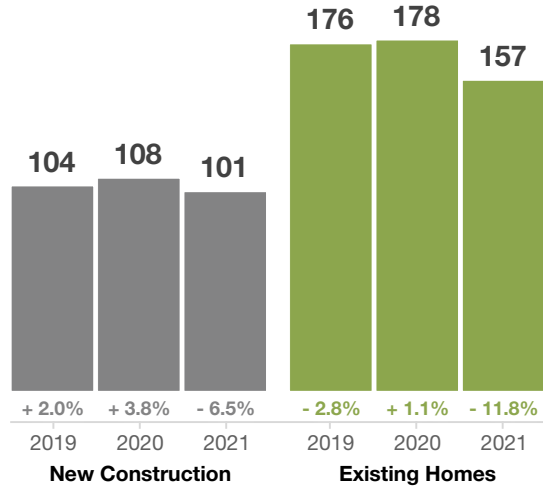


# Housing Affordability Index

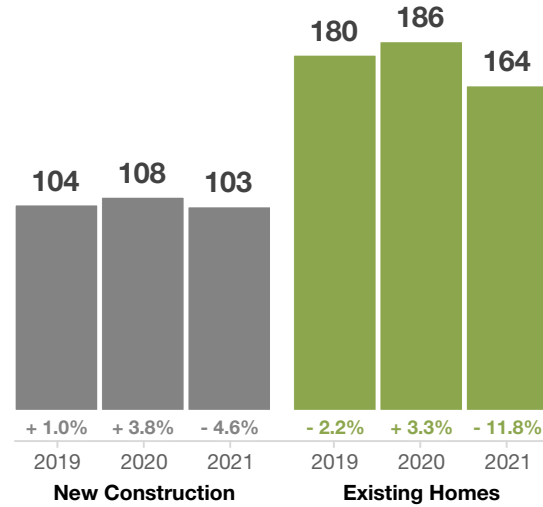
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

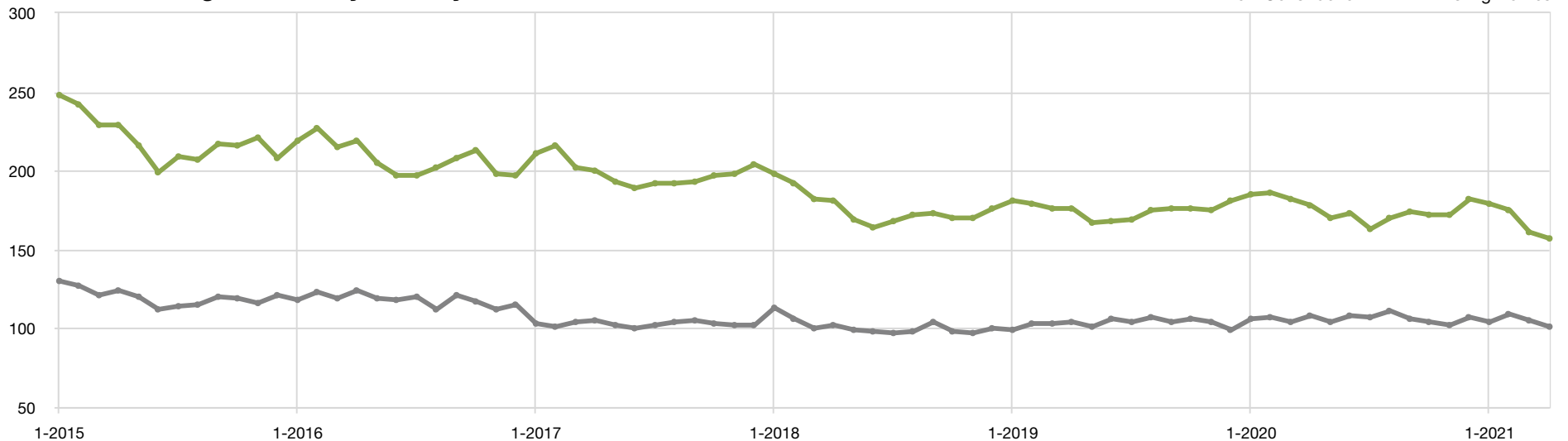


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	104	+ 3.0%	170	+ 1.8%
Jun-2020	108	+ 1.9%	173	+ 3.0%
Jul-2020	107	+ 2.9%	163	- 3.6%
Aug-2020	111	+ 3.7%	170	- 2.9%
Sep-2020	106	+ 1.9%	174	- 1.1%
Oct-2020	104	- 1.9%	172	- 2.3%
Nov-2020	102	- 1.9%	172	- 1.7%
Dec-2020	107	+ 8.1%	182	+ 0.6%
Jan-2021	104	- 1.9%	179	- 3.2%
Feb-2021	109	+ 1.9%	175	- 5.9%
Mar-2021	105	+ 1.0%	161	- 11.5%
<b>Apr-2021</b>	<b>101</b>	<b>- 6.5%</b>	<b>157</b>	<b>- 11.8%</b>
12-Month Avg	106	+ 1.0%	171	- 3.4%

## Historical Housing Affordability Index by Month

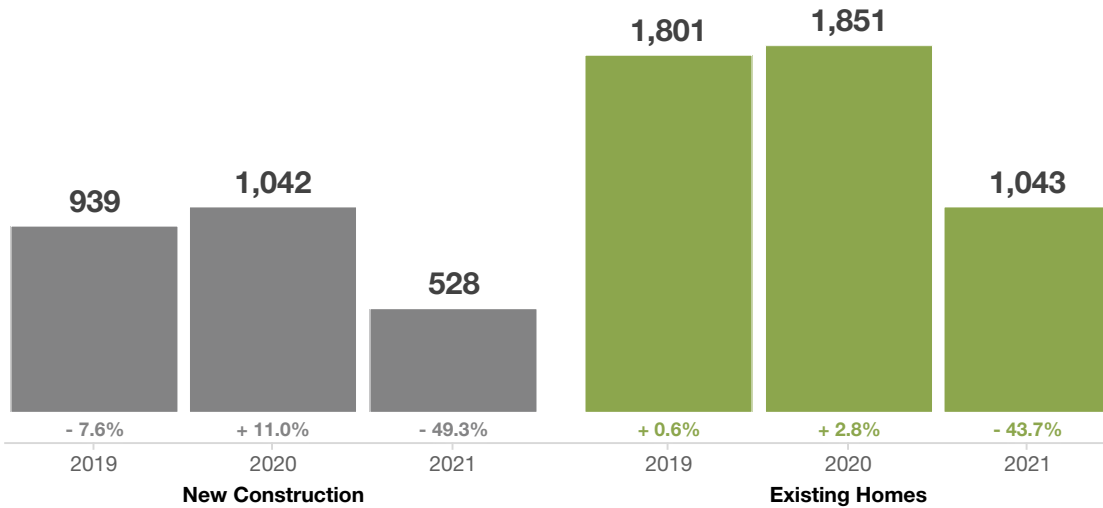


# Inventory of Homes for Sale

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

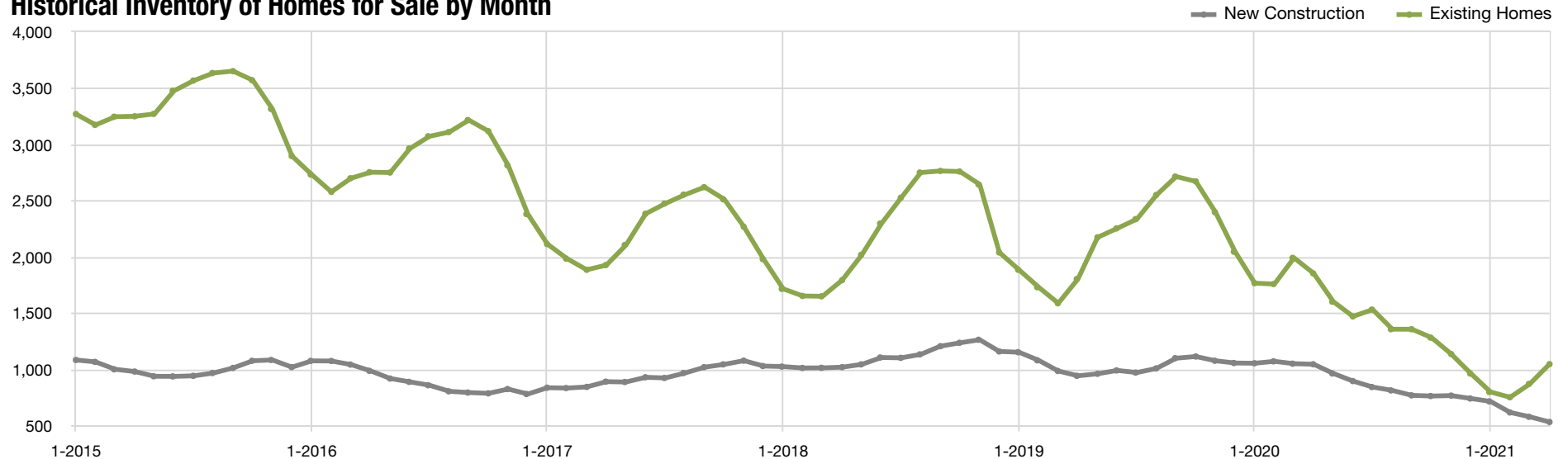


## April



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	960	+ 0.3%	1,599	- 26.4%
Jun-2020	892	- 9.6%	1,468	- 34.8%
Jul-2020	839	- 13.3%	1,529	- 34.5%
Aug-2020	809	- 19.5%	1,354	- 46.9%
Sep-2020	765	- 30.2%	1,354	- 50.1%
Oct-2020	759	- 31.7%	1,279	- 52.1%
Nov-2020	763	- 28.9%	1,133	- 52.7%
Dec-2020	737	- 30.0%	959	- 53.1%
Jan-2021	711	- 32.4%	795	- 54.9%
Feb-2021	613	- 42.6%	748	- 57.4%
Mar-2021	574	- 45.2%	867	- 56.4%
<b>Apr-2021</b>	<b>528</b>	<b>- 49.3%</b>	<b>1,043</b>	<b>- 43.7%</b>
12-Month Avg	746	- 28.1%	1,177	- 46.7%

## Historical Inventory of Homes for Sale by Month

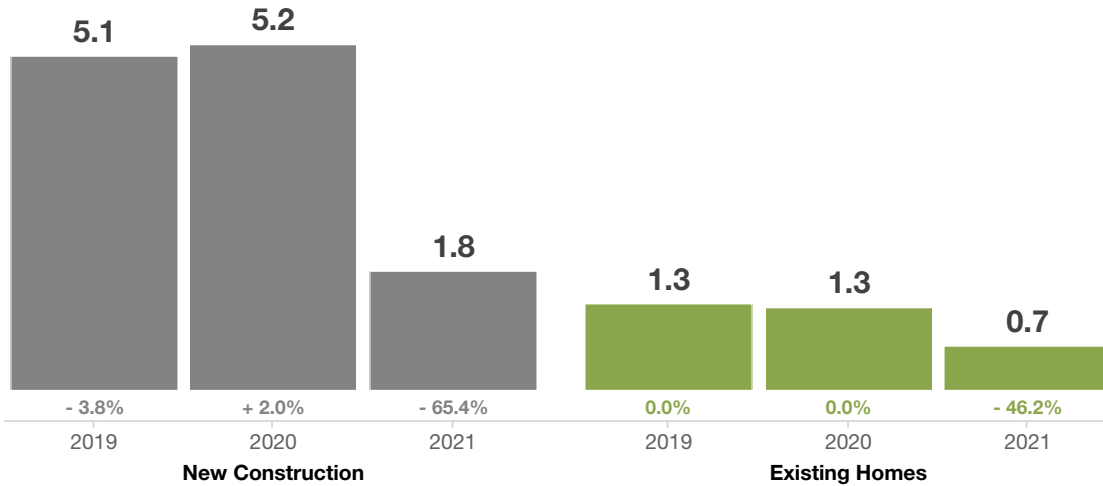


# Months Supply of Inventory

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.



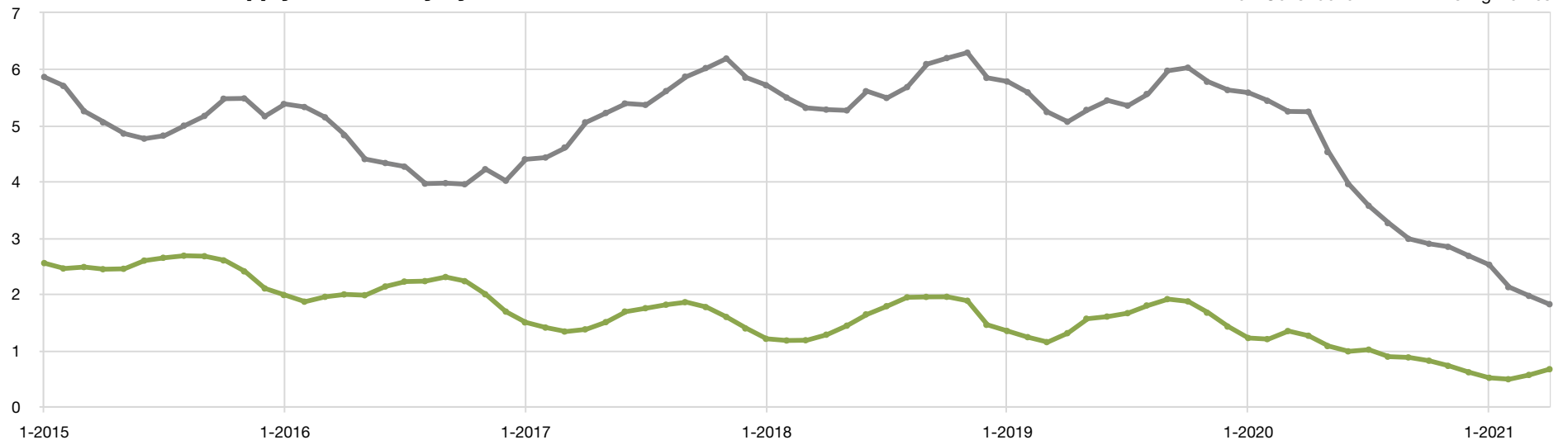
## April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	4.5	- 15.1%	1.1	- 31.3%
Jun-2020	4.0	- 25.9%	1.0	- 37.5%
Jul-2020	3.6	- 33.3%	1.0	- 41.2%
Aug-2020	3.3	- 41.1%	0.9	- 50.0%
Sep-2020	3.0	- 50.0%	0.9	- 52.6%
Oct-2020	2.9	- 51.7%	0.8	- 57.9%
Nov-2020	2.8	- 51.7%	0.7	- 58.8%
Dec-2020	2.7	- 51.8%	0.6	- 57.1%
Jan-2021	2.5	- 55.4%	0.5	- 58.3%
Feb-2021	2.1	- 61.1%	0.5	- 58.3%
Mar-2021	2.0	- 61.5%	0.6	- 53.8%
<b>Apr-2021</b>	<b>1.8</b>	<b>- 65.4%</b>	<b>0.7</b>	<b>- 46.2%</b>
12-Month Avg*	2.9	- 47.3%	0.8	- 50.5%

\* 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.



Key Metrics	Historical Sparkbars	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		2,147	<b>2,590</b>	+ 20.6%	8,720	<b>7,991</b>	- 8.4%
<b>Pending Sales</b>		1,828	<b>2,121</b>	+ 16.0%	6,804	<b>6,935</b>	+ 1.9%
<b>Closed Sales</b>		1,501	<b>1,627</b>	+ 8.4%	5,205	<b>5,320</b>	+ 2.2%
<b>Days on Market Until Sale</b>		30	<b>14</b>	- 53.3%	33	<b>19</b>	- 42.4%
<b>Median Closed Price</b>		\$215,000	<b>\$243,000</b>	+ 13.0%	\$203,200	<b>\$235,288</b>	+ 15.8%
<b>Average Closed Price</b>		\$240,826	<b>\$272,558</b>	+ 13.2%	\$233,305	<b>\$266,465</b>	+ 14.2%
<b>Percent of List Price Received</b>		99.4%	<b>102.3%</b>	+ 2.9%	98.8%	<b>101.1%</b>	+ 2.3%
<b>Housing Affordability Index</b>		164	<b>149</b>	- 9.1%	174	<b>153</b>	- 12.1%
<b>Inventory of Homes for Sale</b>		2,893	<b>1,571</b>	- 45.7%	—	—	—
<b>Months Supply of Inventory</b>		1.7	<b>0.8</b>	- 52.9%	—	—	—