

# Monthly Indicators

Lincoln Area Region



## July 2022

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

New Listings increased 38.5 percent for New Construction but decreased 14.1 percent for Existing Homes. Pending Sales increased 8.0 percent for New Construction but decreased 15.8 percent for Existing Homes. Inventory increased 30.1 percent for New Construction and 0.3 percent for Existing Homes.

Median Closed Price increased 15.1 percent for New Construction and 12.4 percent for Existing Homes. Days on Market decreased 26.2 percent for New Construction but remained flat for Existing Homes. Months Supply of Inventory increased 64.5 percent for New Construction but remained flat for Existing Homes.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

## Quick Facts

**- 8.8%**

Change in  
**Closed Sales**  
All Properties

**+ 14.1%**

Change in  
**Median Closed Price**  
All Properties

**+ 12.0%**

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.

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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	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		65	<b>90</b>	+ 38.5%	720	<b>729</b>	+ 1.3%
<b>Pending Sales</b>		25	<b>27</b>	+ 8.0%	495	<b>418</b>	- 15.6%
<b>Closed Sales</b>		64	<b>63</b>	- 1.6%	413	<b>521</b>	+ 26.2%
<b>Days on Market Until Sale</b>		42	<b>31</b>	- 26.2%	44	<b>40</b>	- 9.1%
<b>Median Closed Price</b>		\$357,174	<b>\$411,150</b>	+ 15.1%	\$350,000	<b>\$405,673</b>	+ 15.9%
<b>Average Closed Price</b>		\$359,419	<b>\$443,097</b>	+ 23.3%	\$364,624	<b>\$427,369</b>	+ 17.2%
<b>Percent of List Price Received</b>		100.8%	<b>101.7%</b>	+ 0.9%	101.1%	<b>101.5%</b>	+ 0.4%
<b>Housing Affordability Index</b>		119	<b>79</b>	- 33.6%	121	<b>81</b>	- 33.1%
<b>Inventory of Homes for Sale</b>		219	<b>285</b>	+ 30.1%	—	—	—
<b>Months Supply of Inventory</b>		3.1	<b>5.1</b>	+ 64.5%	—	—	—

# 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	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		623	<b>535</b>	- 14.1%	3,278	<b>3,377</b>	+ 3.0%
<b>Pending Sales</b>		487	<b>410</b>	- 15.8%	2,737	<b>2,695</b>	- 1.5%
<b>Closed Sales</b>		501	<b>452</b>	- 9.8%	2,447	<b>2,494</b>	+ 1.9%
<b>Days on Market Until Sale</b>		6	<b>6</b>	0.0%	9	<b>8</b>	- 11.1%
<b>Median Closed Price</b>		\$241,000	<b>\$271,000</b>	+ 12.4%	\$230,089	<b>\$255,020</b>	+ 10.8%
<b>Average Closed Price</b>		\$283,412	<b>\$307,959</b>	+ 8.7%	\$263,888	<b>\$295,205</b>	+ 11.9%
<b>Percent of List Price Received</b>		103.3%	<b>101.6%</b>	- 1.6%	102.7%	<b>102.5%</b>	- 0.2%
<b>Housing Affordability Index</b>		176	<b>121</b>	- 31.3%	185	<b>128</b>	- 30.8%
<b>Inventory of Homes for Sale</b>		341	<b>342</b>	+ 0.3%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>0.9</b>	0.0%	—	—	—

# New Listings

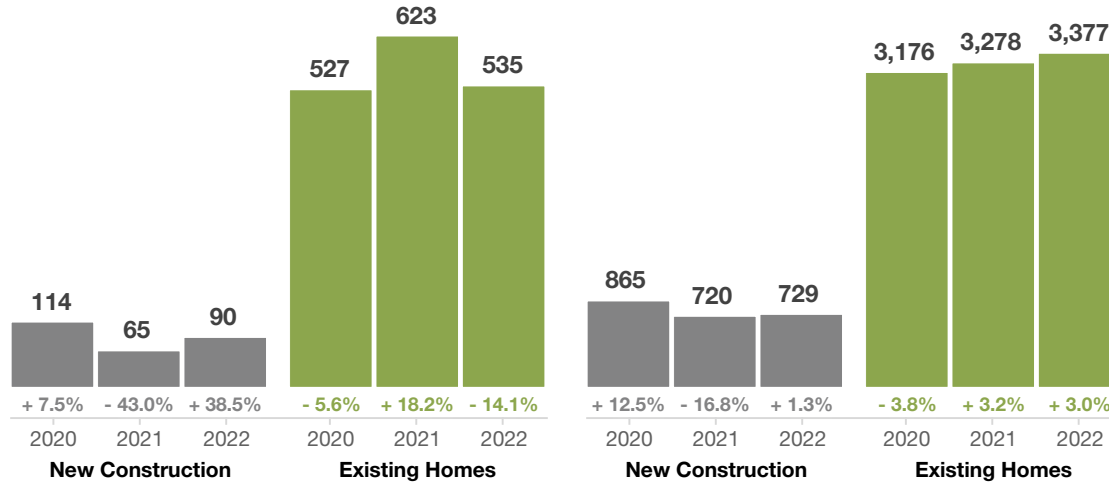
A count of the properties that have been newly listed on the market in a given month.



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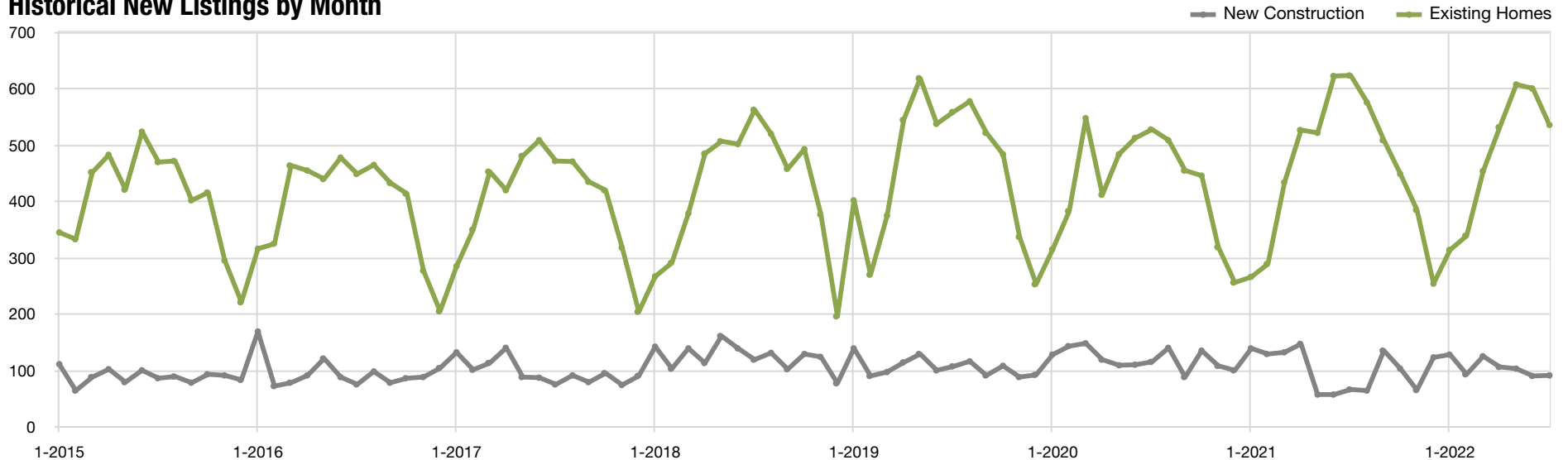
## July

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	63	- 54.7%	575	+ 13.2%
Sep-2021	134	+ 54.0%	508	+ 11.9%
Oct-2021	102	- 23.9%	448	+ 0.7%
Nov-2021	64	- 40.2%	384	+ 20.8%
Dec-2021	122	+ 23.2%	253	- 0.8%
Jan-2022	127	- 8.0%	313	+ 18.1%
Feb-2022	92	- 28.1%	338	+ 17.4%
Mar-2022	124	- 5.3%	453	+ 4.6%
Apr-2022	105	- 28.1%	531	+ 1.0%
May-2022	102	+ 82.1%	607	+ 16.5%
Jun-2022	89	+ 58.9%	600	- 3.5%
<b>Jul-2022</b>	<b>90</b>	<b>+ 38.5%</b>	<b>535</b>	<b>- 14.1%</b>
12-Month Avg	101	- 5.6%	462	+ 5.5%

## Historical New Listings by Month



# Pending Sales

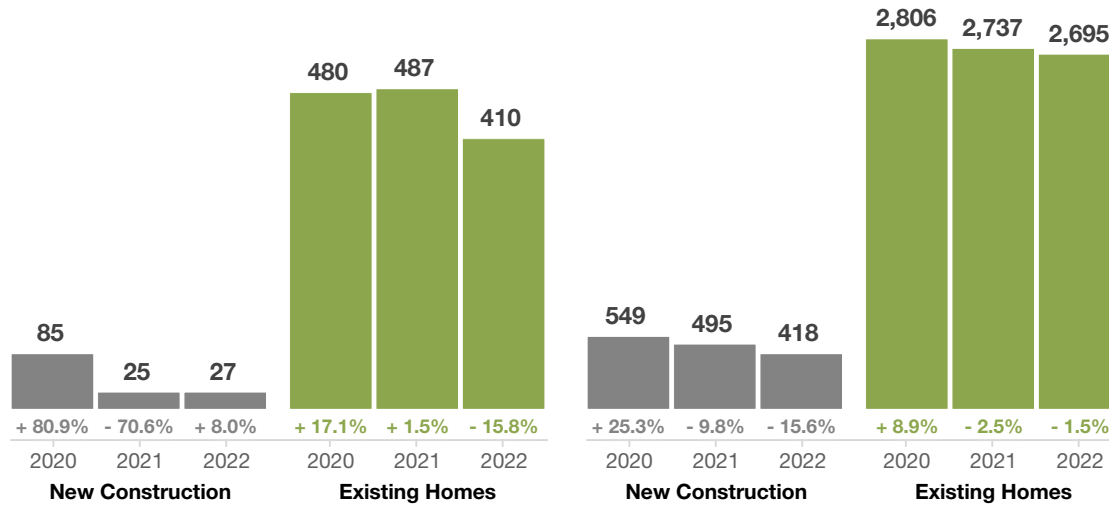
A count of the properties on which offers have been accepted in a given month.



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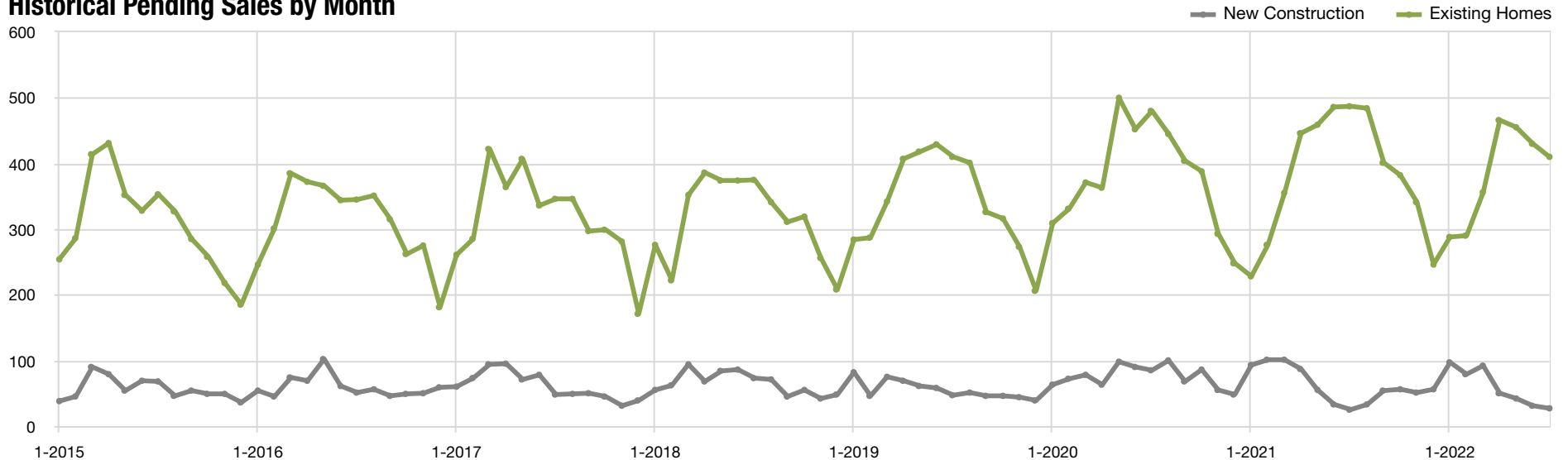
## July

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	33	- 67.0%	484	+ 8.8%
Sep-2021	54	- 20.6%	401	- 0.7%
Oct-2021	56	- 34.9%	382	- 1.5%
Nov-2021	51	- 7.3%	341	+ 16.4%
Dec-2021	56	+ 16.7%	246	- 0.8%
Jan-2022	97	+ 4.3%	288	+ 26.3%
Feb-2022	79	- 21.8%	290	+ 5.1%
Mar-2022	92	- 8.9%	356	+ 0.3%
Apr-2022	50	- 42.5%	466	+ 4.5%
May-2022	42	- 23.6%	455	- 0.9%
Jun-2022	31	- 6.1%	430	- 11.5%
<b>Jul-2022</b>	<b>27</b>	<b>+ 8.0%</b>	<b>410</b>	<b>- 15.8%</b>
12-Month Avg	56	- 21.1%	379	+ 0.8%

## Historical Pending Sales by Month



# Closed Sales

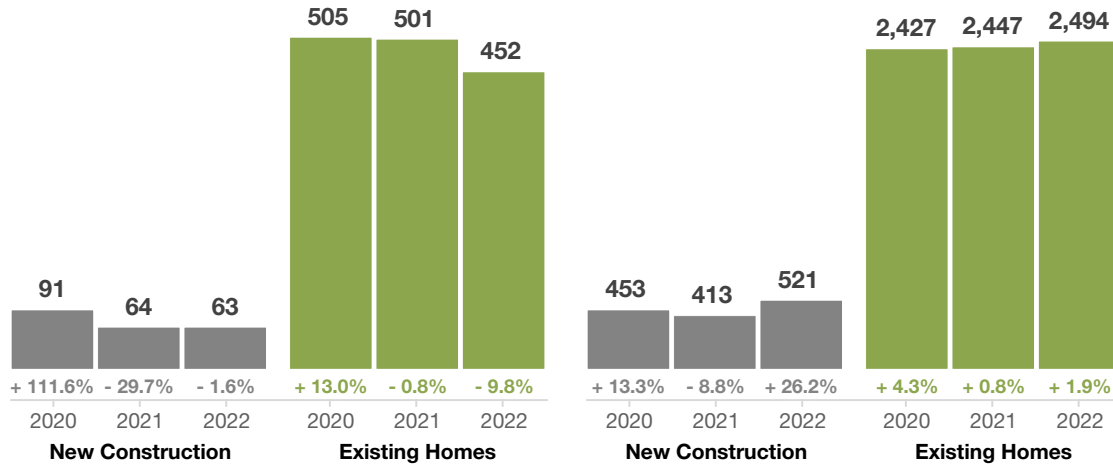
A count of the actual sales that closed in a given month.



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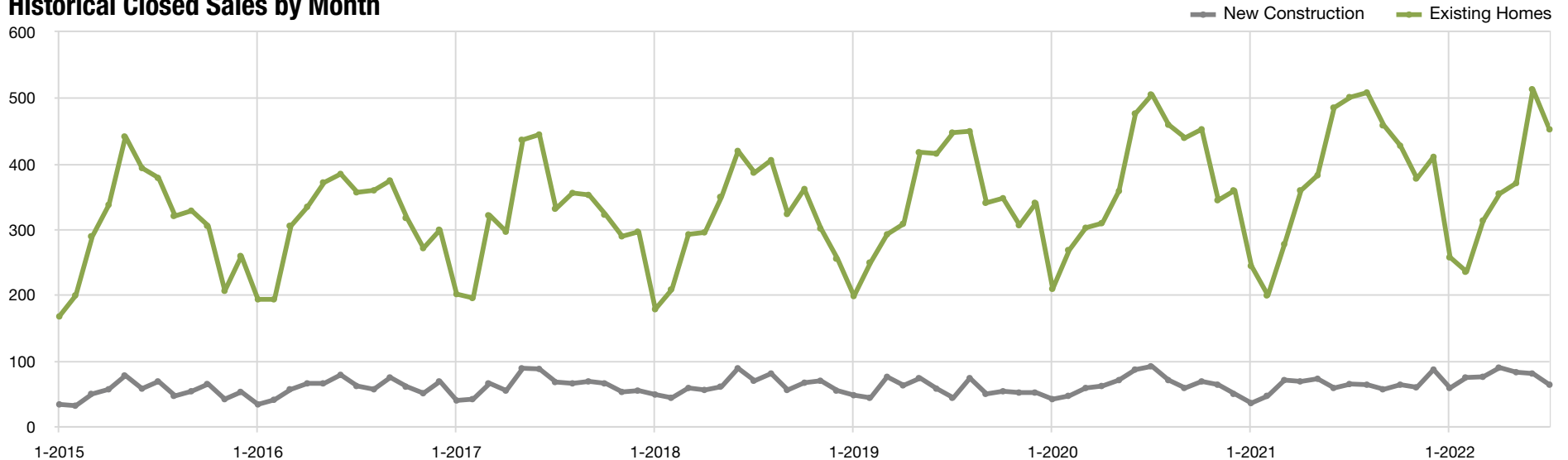
## July

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	63	- 10.0%	508	+ 10.7%
Sep-2021	56	- 3.4%	458	+ 4.3%
Oct-2021	63	- 7.4%	427	- 5.5%
Nov-2021	59	- 6.3%	377	+ 9.6%
Dec-2021	86	+ 75.5%	410	+ 14.2%
Jan-2022	58	+ 65.7%	257	+ 5.3%
Feb-2022	74	+ 60.9%	235	+ 18.1%
Mar-2022	75	+ 7.1%	313	+ 13.0%
Apr-2022	89	+ 30.9%	354	- 1.4%
May-2022	82	+ 13.9%	370	- 3.1%
Jun-2022	80	+ 37.9%	513	+ 5.8%
<b>Jul-2022</b>	<b>63</b>	<b>- 1.6%</b>	<b>452</b>	<b>- 9.8%</b>
12-Month Avg	71	+ 18.3%	390	+ 4.0%

## Historical Closed Sales by Month



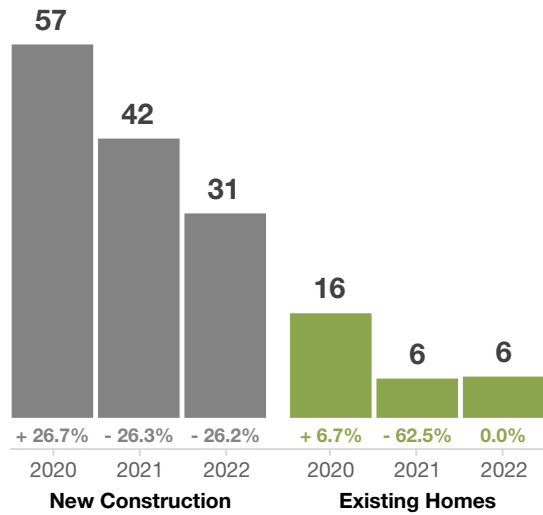
# Days on Market Until Sale

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

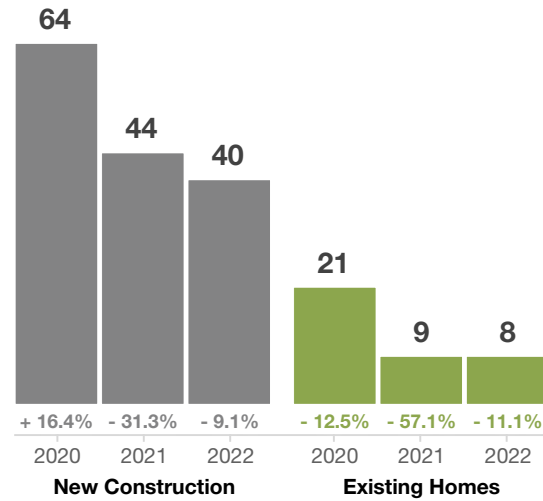


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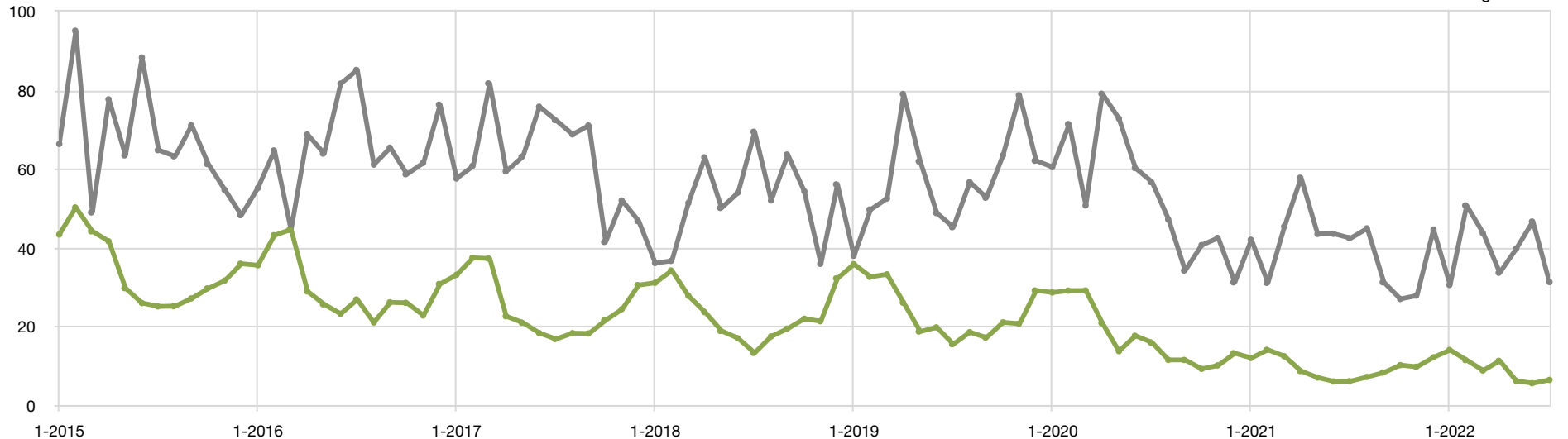
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	45	- 4.3%	7	- 36.4%
Sep-2021	31	- 8.8%	8	- 27.3%
Oct-2021	27	- 34.1%	10	+ 11.1%
Nov-2021	28	- 33.3%	10	0.0%
Dec-2021	45	+ 45.2%	12	- 7.7%
Jan-2022	31	- 26.2%	14	+ 16.7%
Feb-2022	51	+ 64.5%	11	- 21.4%
Mar-2022	44	- 2.2%	9	- 25.0%
Apr-2022	34	- 41.4%	11	+ 22.2%
May-2022	40	- 7.0%	6	- 14.3%
Jun-2022	47	+ 6.8%	6	0.0%
<b>Jul-2022</b>	<b>31</b>	<b>- 26.2%</b>	<b>6</b>	<b>0.0%</b>
12-Month Avg*	38	- 9.8%	9	- 8.4%

\* Days on Market for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



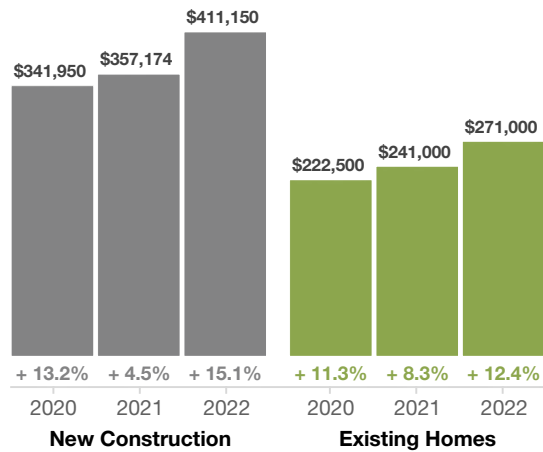
# Median Closed Price

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

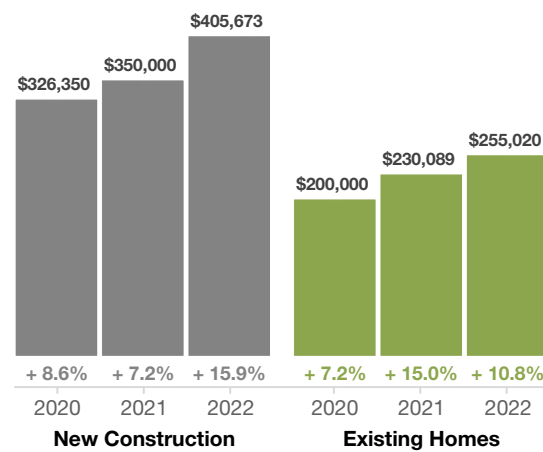


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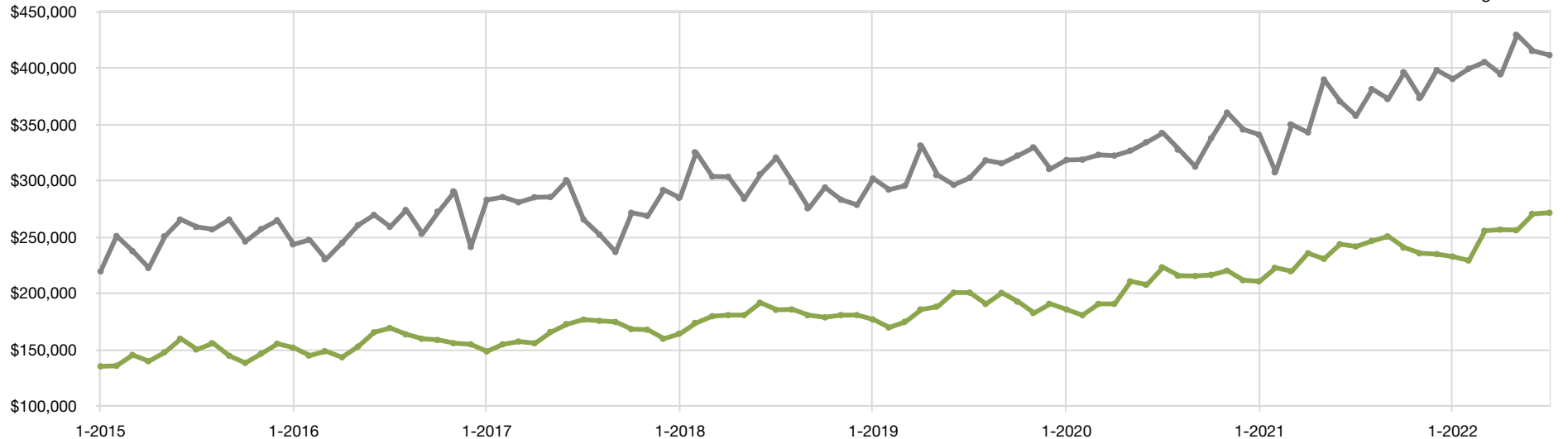
## Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	\$380,900	+16.4%	\$245,950	+14.4%	
Sep-2021	\$372,173	+19.3%	\$250,000	+16.4%	
Oct-2021	\$395,976	+17.4%	\$240,000	+11.2%	
Nov-2021	\$373,000	+3.6%	\$235,000	+7.1%	
Dec-2021	\$397,805	+15.3%	\$234,200	+11.0%	
Jan-2022	\$389,962	+14.6%	\$232,000	+10.5%	
Feb-2022	\$399,057	+30.0%	\$228,500	+2.9%	
Mar-2022	\$405,029	+15.9%	\$255,000	+16.4%	
Apr-2022	\$394,033	+15.1%	\$256,000	+8.9%	
May-2022	\$429,188	+10.2%	\$255,500	+11.1%	
Jun-2022	\$414,900	+12.1%	\$270,000	+11.1%	
<b>Jul-2022</b>	<b>\$411,150</b>	<b>+15.1%</b>	<b>\$271,000</b>	<b>+12.4%</b>	
12-Month Avg*	\$396,752	+15.4%	\$250,000	+11.1%	

\* Median Closed Price for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





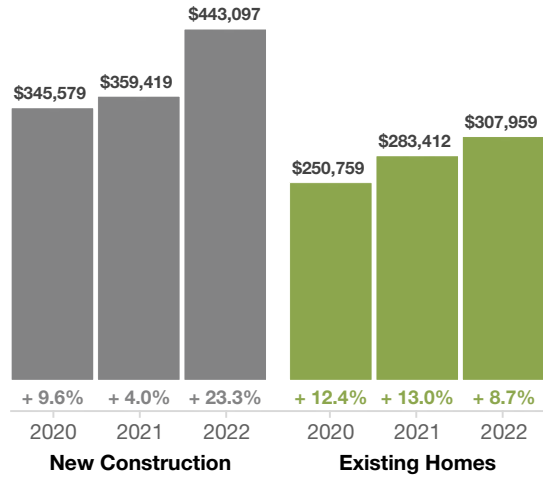
# Average Closed Price

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

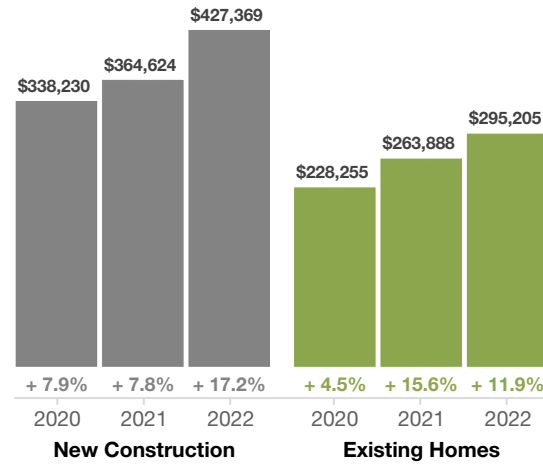


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## July



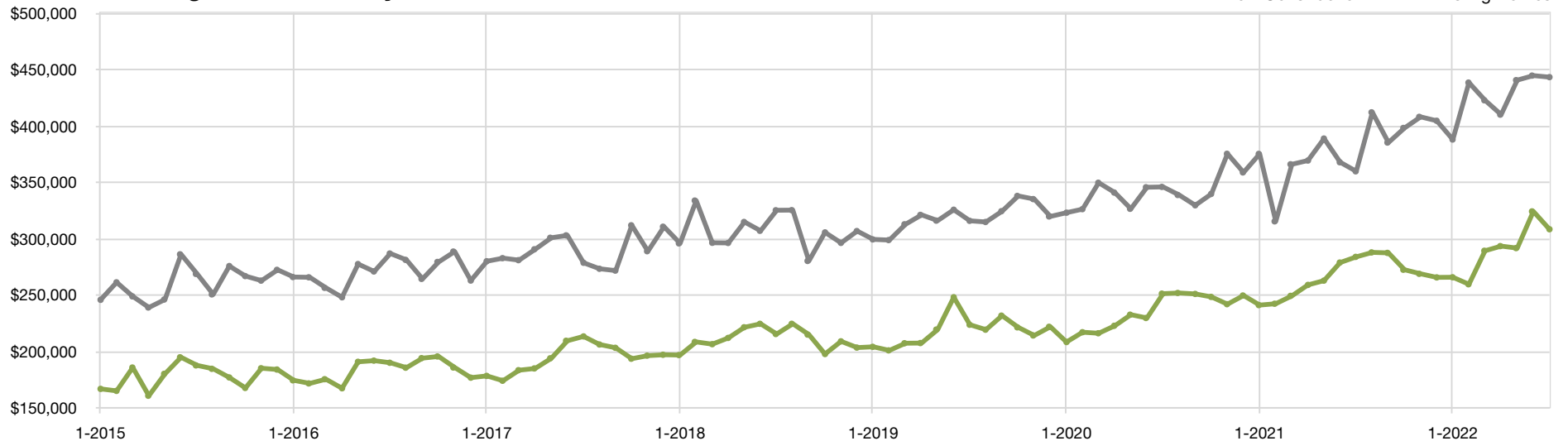
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	\$411,826	+ 21.7%	\$287,387	+ 14.3%
Sep-2021	\$384,978	+ 16.9%	\$286,951	+ 14.6%
Oct-2021	\$397,942	+ 17.3%	\$271,971	+ 9.7%
Nov-2021	\$407,795	+ 8.7%	\$268,353	+ 11.2%
Dec-2021	\$404,308	+ 12.8%	\$265,185	+ 6.5%
Jan-2022	\$387,667	+ 3.4%	\$265,303	+ 10.3%
Feb-2022	\$438,243	+ 39.1%	\$259,064	+ 7.1%
Mar-2022	\$422,506	+ 15.5%	\$288,838	+ 16.1%
Apr-2022	\$409,771	+ 11.0%	\$292,978	+ 13.3%
May-2022	\$440,421	+ 13.4%	\$291,197	+ 11.0%
Jun-2022	\$444,460	+ 21.0%	\$323,810	+ 16.3%
<b>Jul-2022</b>	<b>\$443,097</b>	<b>+ 23.3%</b>	<b>\$307,959</b>	<b>+ 8.7%</b>
12-Month Avg*	\$417,505	+ 16.8%	\$286,623	+ 11.6%

\* Average Closed Price for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



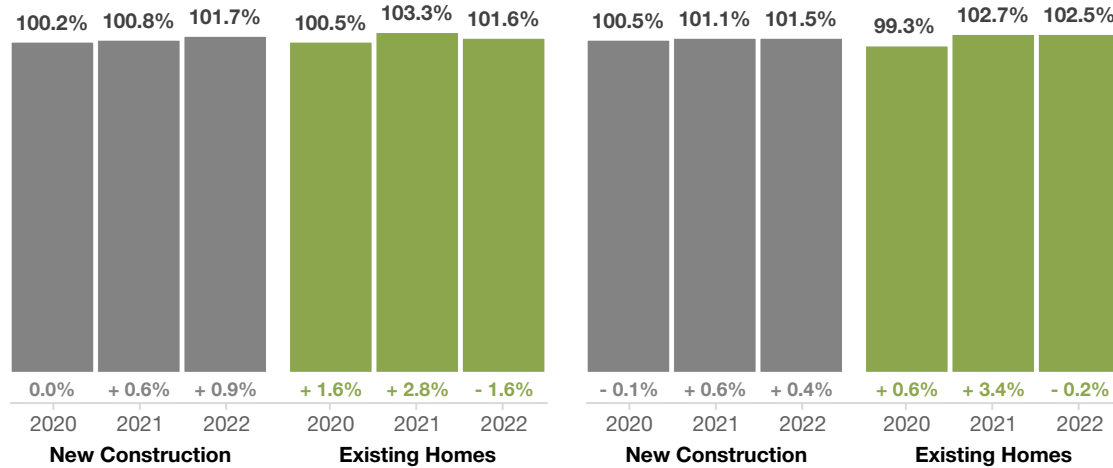
# Percent of List Price Received

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.

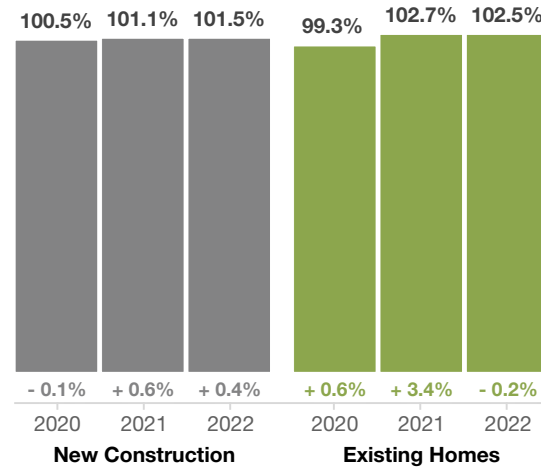


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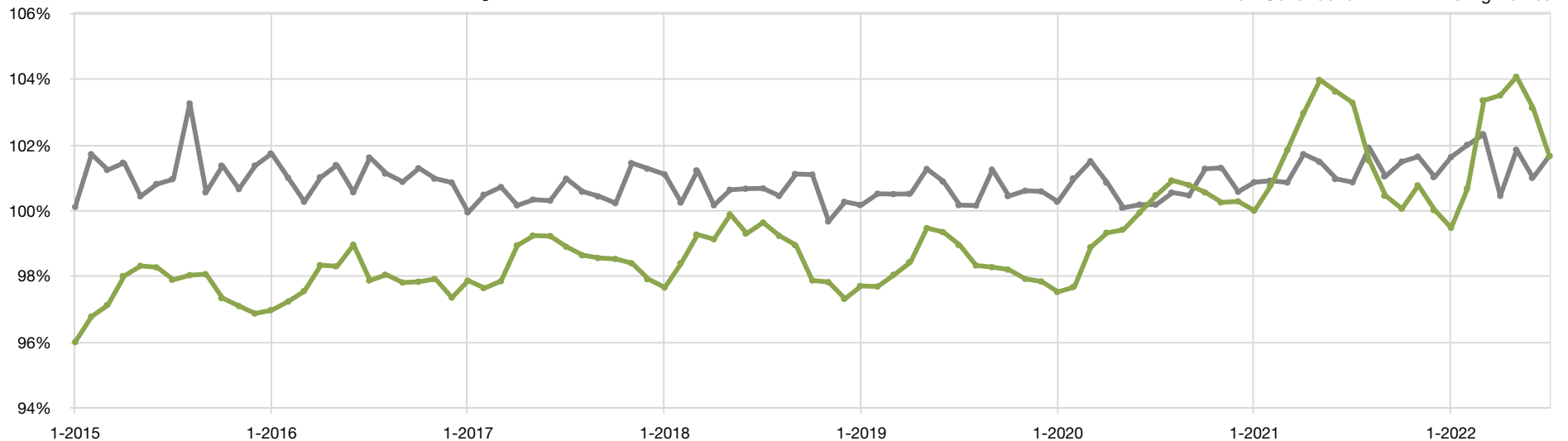
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	101.9%	+ 1.4%	101.5%	+ 0.6%
Sep-2021	101.0%	+ 0.6%	100.4%	- 0.4%
Oct-2021	101.5%	+ 0.2%	100.0%	- 0.5%
Nov-2021	101.6%	+ 0.3%	100.8%	+ 0.6%
Dec-2021	101.0%	+ 0.4%	100.0%	- 0.3%
Jan-2022	101.6%	+ 0.8%	99.5%	- 0.5%
Feb-2022	102.0%	+ 1.1%	100.7%	0.0%
Mar-2022	102.3%	+ 1.5%	103.3%	+ 1.5%
Apr-2022	100.4%	- 1.3%	103.5%	+ 0.5%
May-2022	101.8%	+ 0.3%	104.1%	+ 0.1%
Jun-2022	101.0%	+ 0.1%	103.1%	- 0.5%
<b>Jul-2022</b>	<b>101.7%</b>	<b>+ 0.9%</b>	<b>101.6%</b>	<b>- 1.6%</b>
12-Month Avg*	101.5%	+ 0.5%	101.6%	- 0.1%

\* Pct. of List Price Received for all properties from August 2021 through July 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



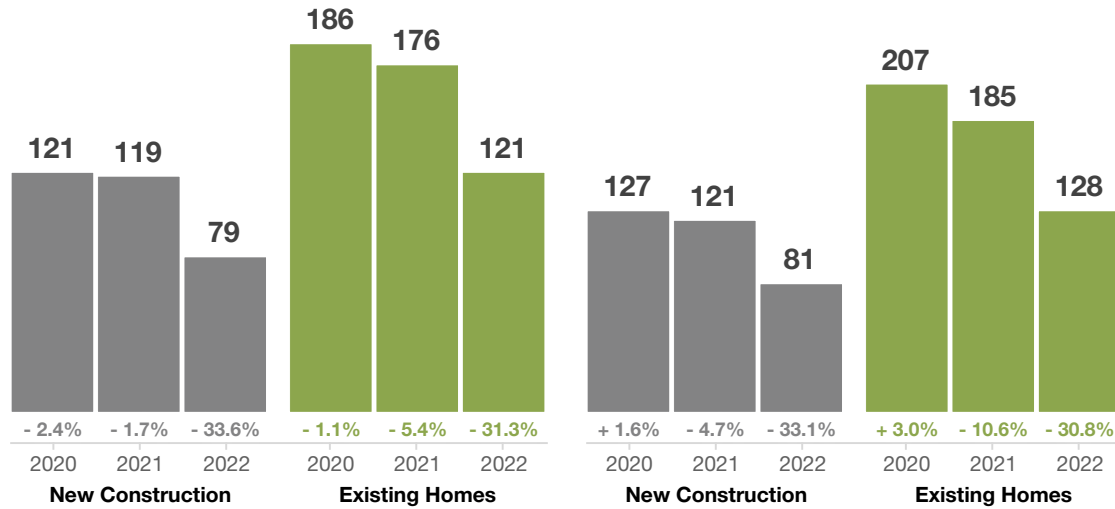
# Housing Affordability Index

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.



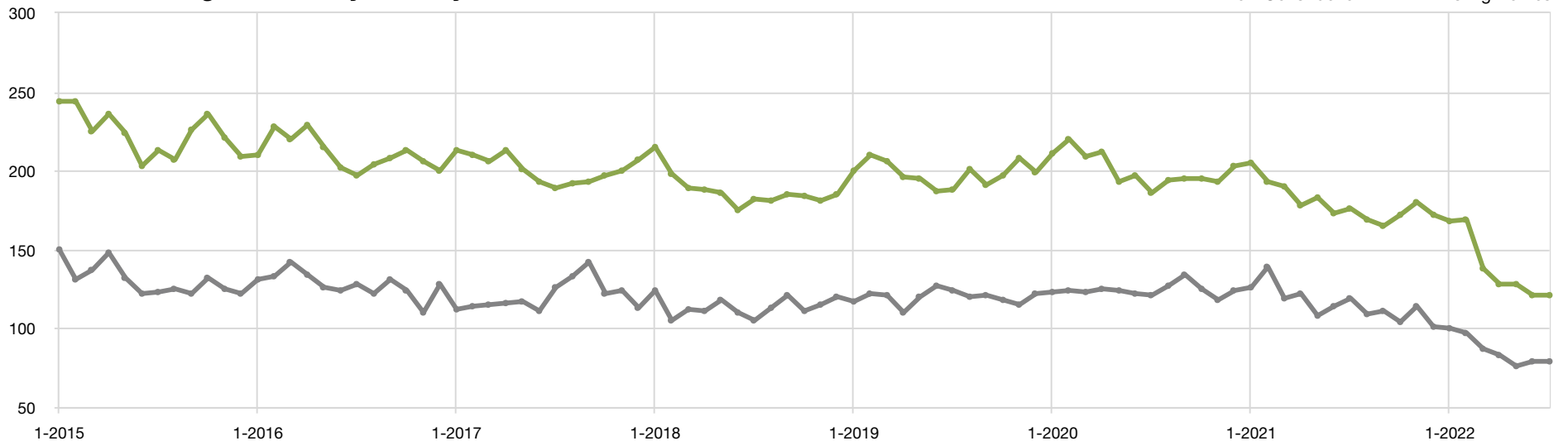
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## July



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	109	-14.2%	169	-12.9%
Sep-2021	111	-17.2%	165	-15.4%
Oct-2021	104	-16.8%	172	-11.8%
Nov-2021	114	-3.4%	180	-6.7%
Dec-2021	101	-18.5%	172	-15.3%
Jan-2022	100	-20.6%	168	-18.0%
Feb-2022	97	-30.2%	169	-12.4%
Mar-2022	87	-26.9%	138	-27.4%
Apr-2022	83	-32.0%	128	-28.1%
May-2022	76	-29.6%	128	-30.1%
Jun-2022	79	-30.7%	121	-30.1%
<b>Jul-2022</b>	<b>79</b>	<b>-33.6%</b>	<b>121</b>	<b>-31.3%</b>
12-Month Avg	95	-22.8%	153	-19.5%

## Historical Housing Affordability Index by Month



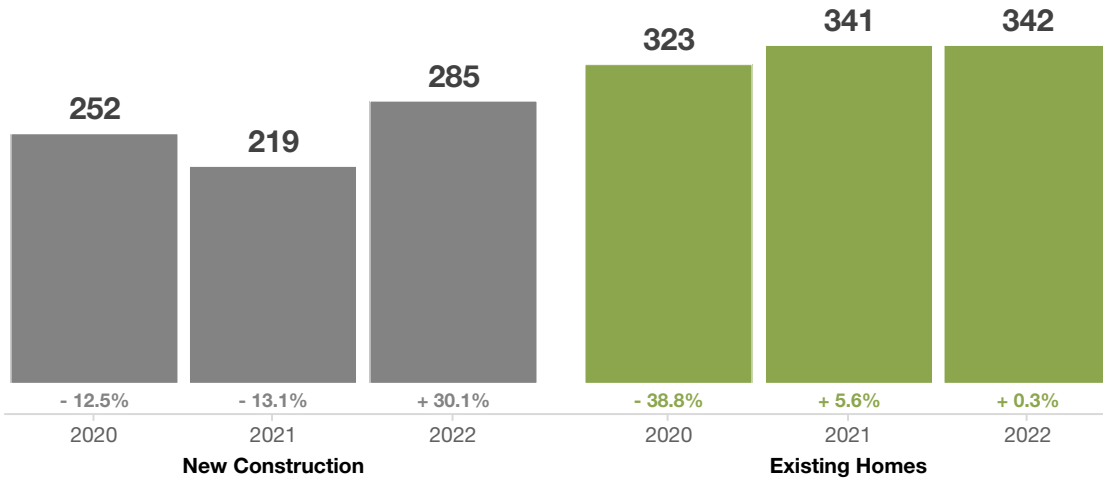
# Inventory of Homes for Sale

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



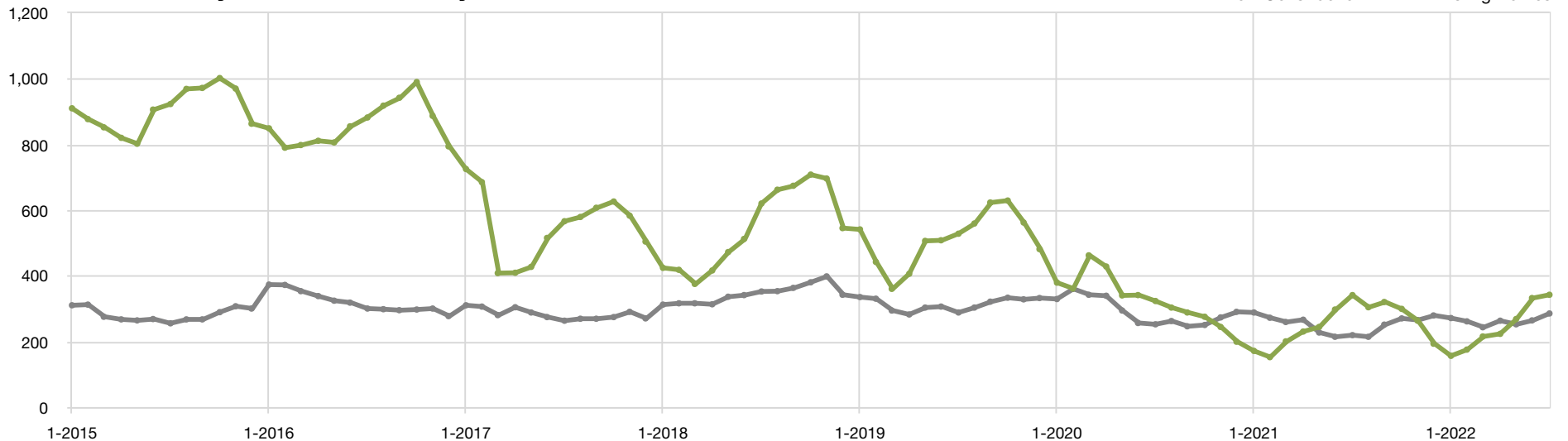
Lincoln Area Region

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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	214	- 18.3%	304	+ 0.3%
Sep-2021	251	+ 2.0%	320	+ 11.1%
Oct-2021	270	+ 8.0%	299	+ 8.7%
Nov-2021	265	- 2.9%	263	+ 7.8%
Dec-2021	279	- 3.8%	193	- 3.0%
Jan-2022	271	- 5.9%	156	- 8.8%
Feb-2022	261	- 4.0%	175	+ 15.1%
Mar-2022	243	- 6.2%	215	+ 7.5%
Apr-2022	263	- 1.1%	223	- 3.0%
May-2022	252	+ 11.0%	268	+ 9.8%
Jun-2022	264	+ 23.4%	332	+ 11.8%
<b>Jul-2022</b>	<b>285</b>	<b>+ 30.1%</b>	<b>342</b>	<b>+ 0.3%</b>
12-Month Avg	260	+ 1.6%	258	+ 5.3%

## Historical Inventory of Homes for Sale by Month



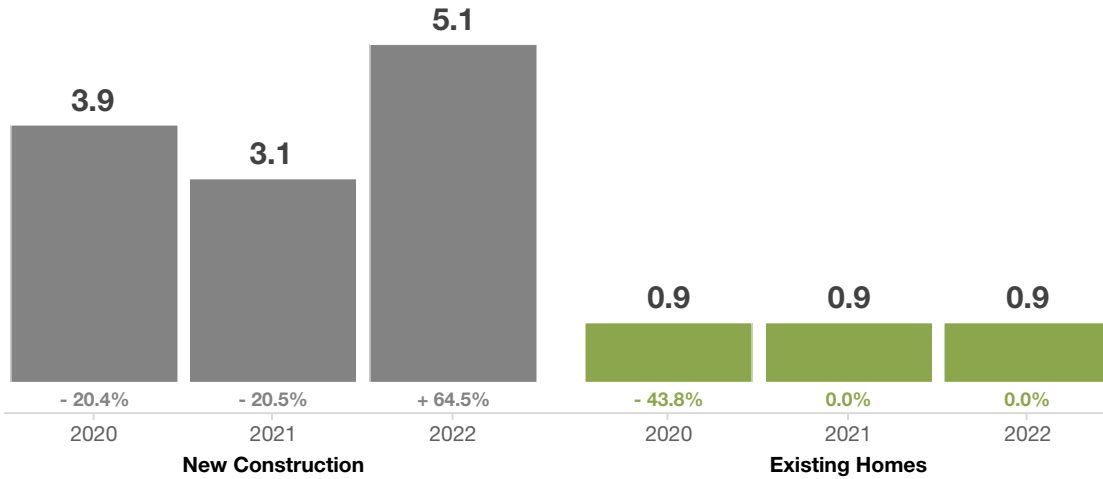
# Months Supply of Inventory

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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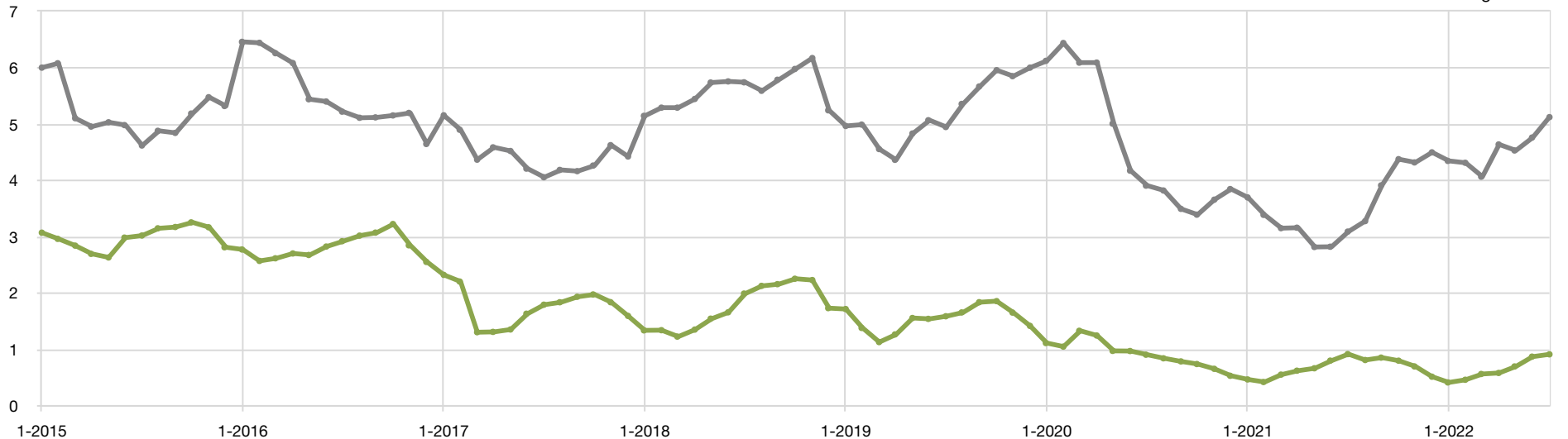
## July



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2021	3.3	- 13.2%	0.8	0.0%
Sep-2021	3.9	+ 11.4%	0.8	0.0%
Oct-2021	4.4	+ 29.4%	0.8	+ 14.3%
Nov-2021	4.3	+ 16.2%	0.7	+ 16.7%
Dec-2021	4.5	+ 18.4%	0.5	0.0%
Jan-2022	4.3	+ 16.2%	0.4	- 20.0%
Feb-2022	4.3	+ 26.5%	0.5	+ 25.0%
Mar-2022	4.1	+ 32.3%	0.6	+ 20.0%
Apr-2022	4.6	+ 43.8%	0.6	0.0%
May-2022	4.5	+ 60.7%	0.7	0.0%
Jun-2022	4.8	+ 71.4%	0.9	+ 12.5%
<b>Jul-2022</b>	<b>5.1</b>	<b>+ 64.5%</b>	<b>0.9</b>	<b>0.0%</b>
12-Month Avg*	4.3	+ 29.4%	0.7	+ 2.3%

\* Months Supply for all properties from August 2021 through July 2022. 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	7-2021	7-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		688	<b>625</b>	- 9.2%	3,998	<b>4,106</b>	+ 2.7%
<b>Pending Sales</b>		512	<b>437</b>	- 14.6%	3,232	<b>3,113</b>	- 3.7%
<b>Closed Sales</b>		565	<b>515</b>	- 8.8%	2,860	<b>3,015</b>	+ 5.4%
<b>Days on Market Until Sale</b>		10	<b>9</b>	- 10.0%	14	<b>14</b>	0.0%
<b>Median Closed Price</b>		\$252,500	<b>\$288,000</b>	+ 14.1%	\$245,000	<b>\$280,000</b>	+ 14.3%
<b>Average Closed Price</b>		\$292,022	<b>\$324,490</b>	+ 11.1%	\$278,440	<b>\$317,978</b>	+ 14.2%
<b>Percent of List Price Received</b>		103.0%	<b>101.6%</b>	- 1.4%	102.5%	<b>102.3%</b>	- 0.2%
<b>Housing Affordability Index</b>		168	<b>113</b>	- 32.7%	174	<b>117</b>	- 32.8%
<b>Inventory of Homes for Sale</b>		560	<b>627</b>	+ 12.0%	—	—	—
<b>Months Supply of Inventory</b>		1.3	<b>1.4</b>	+ 7.7%	—	—	—