

# Monthly Indicators

Omaha Area Region



## March 2022

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

New Listings decreased 38.6 percent for New Construction and 2.6 percent for Existing Homes. Pending Sales decreased 29.1 percent for New Construction and 3.8 percent for Existing Homes. Inventory increased 12.6 percent for New Construction but decreased 7.3 percent for Existing Homes.

Median Closed Price increased 21.1 percent for New Construction and 13.0 percent for Existing Homes. Days on Market decreased 56.9 percent for New Construction and 36.4 percent for Existing Homes. Months Supply of Inventory increased 114.3 percent for New Construction but decreased 20.0 percent for Existing Homes.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

## Quick Facts

**- 3.1%**

Change in  
**Closed Sales**  
All Properties

**+ 12.4%**

Change in  
**Median Closed Price**  
All Properties

**+ 0.2%**

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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		334	205	- 38.6%	895	643	- 28.2%
<b>Pending Sales</b>		261	185	- 29.1%	798	550	- 31.1%
<b>Closed Sales</b>		200	164	- 18.0%	476	455	- 4.4%
<b>Days on Market Until Sale</b>		65	28	- 56.9%	51	28	- 45.1%
<b>Median Closed Price</b>		\$345,436	\$418,455	+ 21.1%	\$354,538	\$400,381	+ 12.9%
<b>Average Closed Price</b>		\$370,897	\$458,652	+ 23.7%	\$379,267	\$446,801	+ 17.8%
<b>Percent of List Price Received</b>		100.7%	101.8%	+ 1.1%	101.3%	101.9%	+ 0.6%
<b>Housing Affordability Index</b>		121	102	- 15.7%	118	106	- 10.2%
<b>Inventory of Homes for Sale</b>		334	376	+ 12.6%	—	—	—
<b>Months Supply of Inventory</b>		1.4	3.0	+ 114.3%	—	—	—

# 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	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,382	<b>1,346</b>	- 2.6%	3,052	<b>3,093</b>	+ 1.3%
<b>Pending Sales</b>		1,145	<b>1,101</b>	- 3.8%	2,730	<b>2,706</b>	- 0.9%
<b>Closed Sales</b>		833	<b>837</b>	+ 0.5%	2,183	<b>2,164</b>	- 0.9%
<b>Days on Market Until Sale</b>		11	<b>7</b>	- 36.4%	13	<b>10</b>	- 23.1%
<b>Median Closed Price</b>		\$230,000	<b>\$260,000</b>	+ 13.0%	\$219,000	<b>\$245,000</b>	+ 11.9%
<b>Average Closed Price</b>		\$256,818	<b>\$294,418</b>	+ 14.6%	\$250,519	<b>\$280,436</b>	+ 11.9%
<b>Percent of List Price Received</b>		102.1%	<b>103.4%</b>	+ 1.3%	100.7%	<b>102.1%</b>	+ 1.4%
<b>Housing Affordability Index</b>		181	<b>164</b>	- 9.4%	190	<b>174</b>	- 8.4%
<b>Inventory of Homes for Sale</b>		545	<b>505</b>	- 7.3%	—	—	—
<b>Months Supply of Inventory</b>		0.5	<b>0.4</b>	- 20.0%	—	—	—

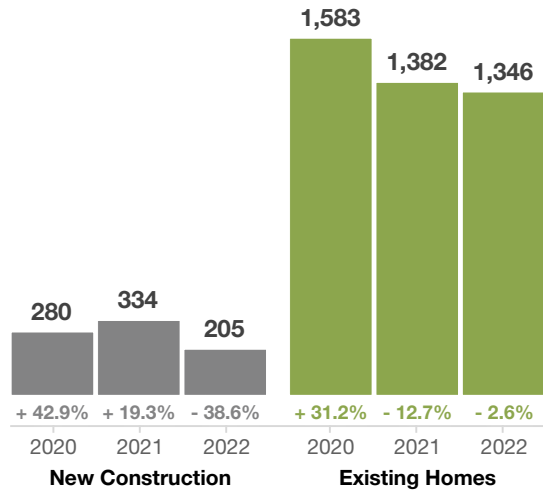
# New Listings

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

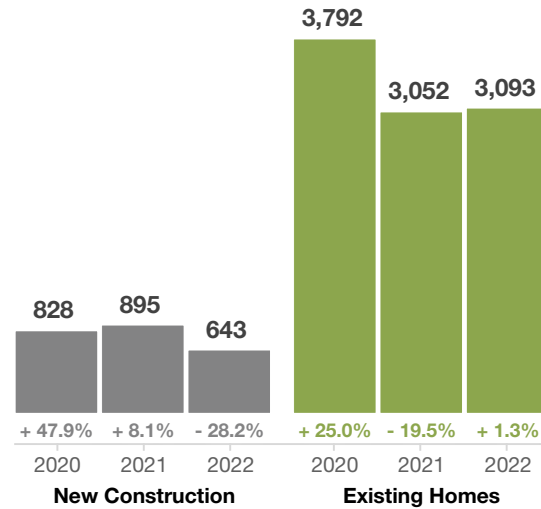


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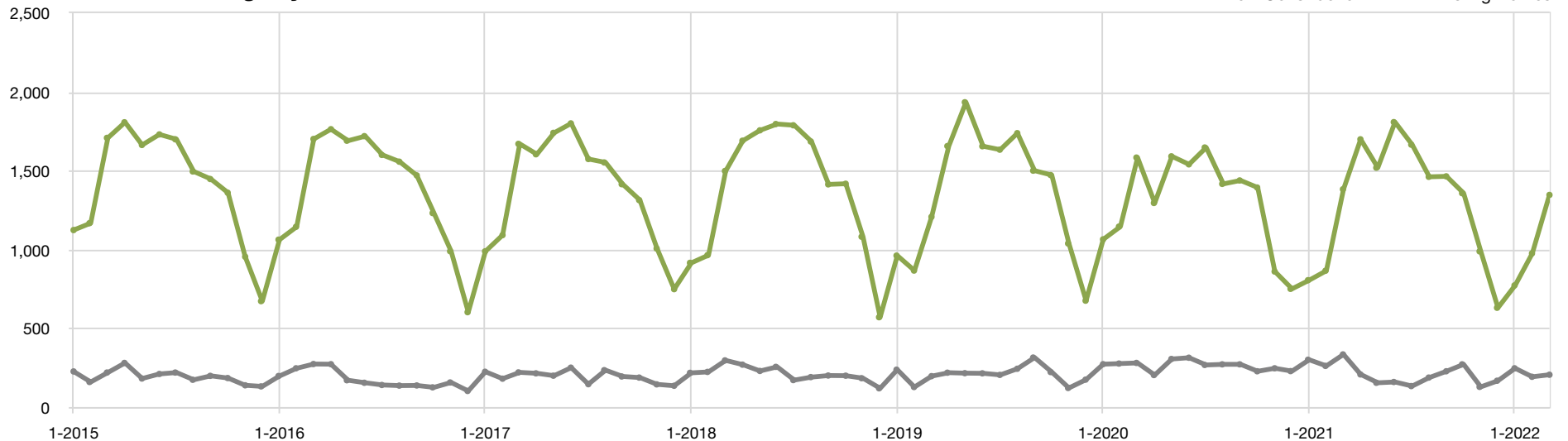


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	207	+ 2.0%	1,699	+ 31.2%
May-2021	154	- 49.5%	1,519	- 4.5%
Jun-2021	159	- 49.2%	1,808	+ 17.4%
Jul-2021	133	- 50.2%	1,665	+ 1.1%
Aug-2021	187	- 31.0%	1,461	+ 3.2%
Sep-2021	227	- 16.2%	1,464	+ 1.8%
Oct-2021	271	+ 19.4%	1,357	- 2.6%
Nov-2021	128	- 48.0%	988	+ 14.9%
Dec-2021	167	- 26.8%	630	- 16.0%
Jan-2022	246	- 18.0%	772	- 4.1%
Feb-2022	192	- 26.4%	975	+ 12.7%
<b>Mar-2022</b>	<b>205</b>	<b>- 38.6%</b>	<b>1,346</b>	<b>- 2.6%</b>
12-Month Avg	190	- 29.4%	1,307	+ 4.6%

## Historical New Listings by Month



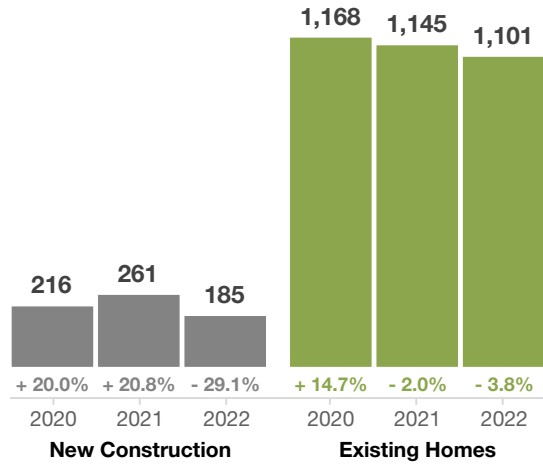
# Pending Sales

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

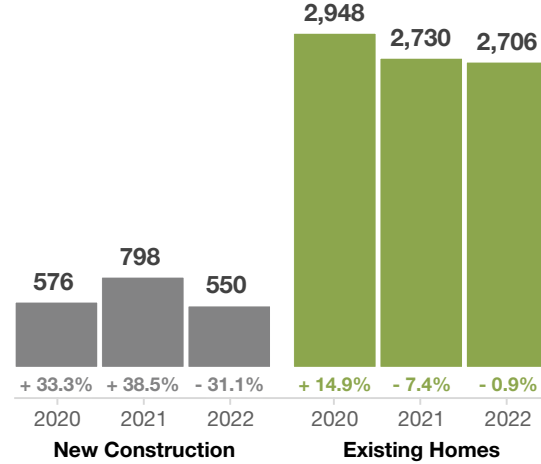


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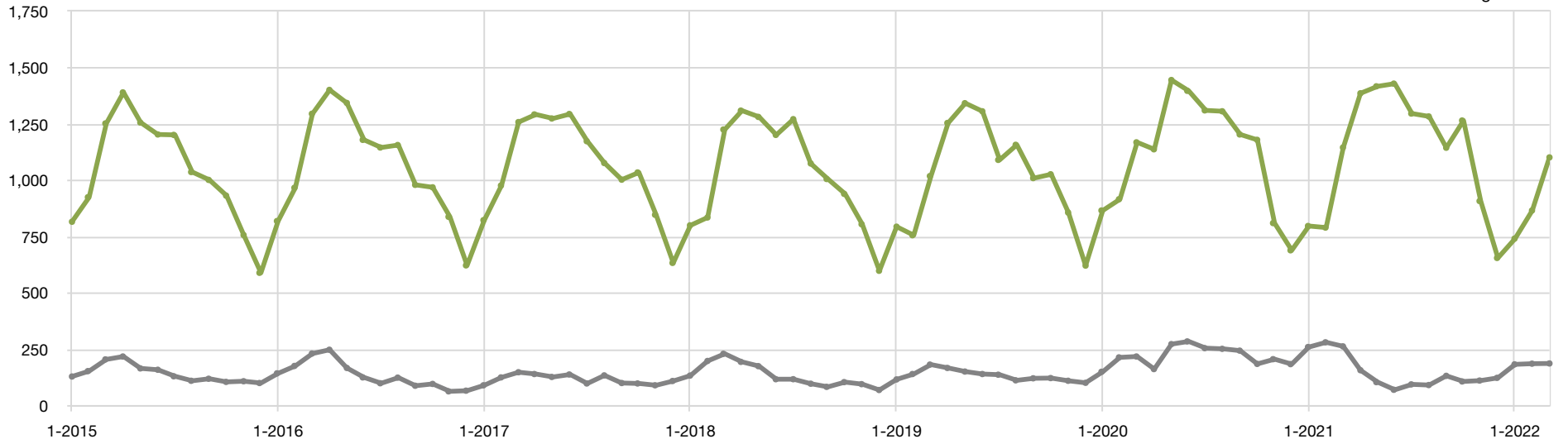


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	155	- 3.1%	1,386	+ 21.9%
May-2021	102	- 62.4%	1,417	- 1.9%
Jun-2021	68	- 76.0%	1,429	+ 2.3%
Jul-2021	92	- 63.6%	1,296	- 1.1%
Aug-2021	89	- 64.4%	1,283	- 1.8%
Sep-2021	130	- 46.3%	1,144	- 4.9%
Oct-2021	105	- 42.6%	1,265	+ 7.3%
Nov-2021	109	- 46.6%	907	+ 12.1%
Dec-2021	121	- 33.5%	654	- 4.9%
Jan-2022	181	- 29.8%	740	- 7.0%
Feb-2022	184	- 34.1%	865	+ 9.6%
<b>Mar-2022</b>	<b>185</b>	<b>- 29.1%</b>	<b>1,101</b>	<b>- 3.8%</b>
12-Month Avg	127	- 46.2%	1,124	+ 2.2%

## Historical Pending Sales by Month



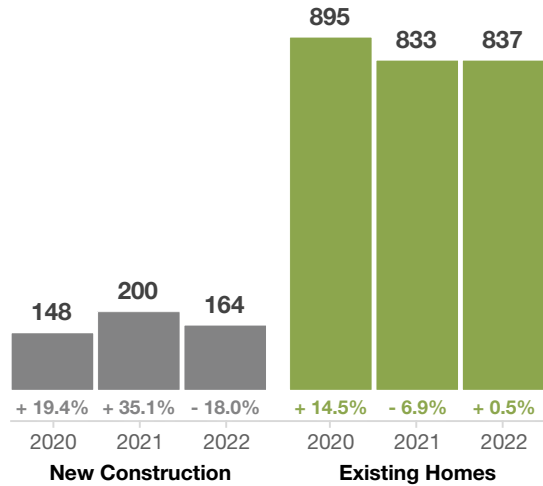
# Closed Sales

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

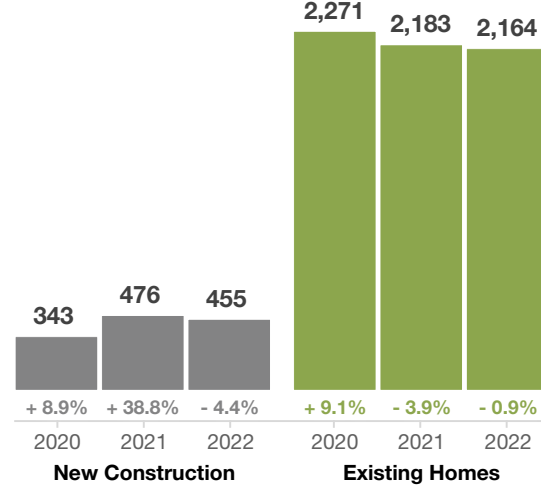


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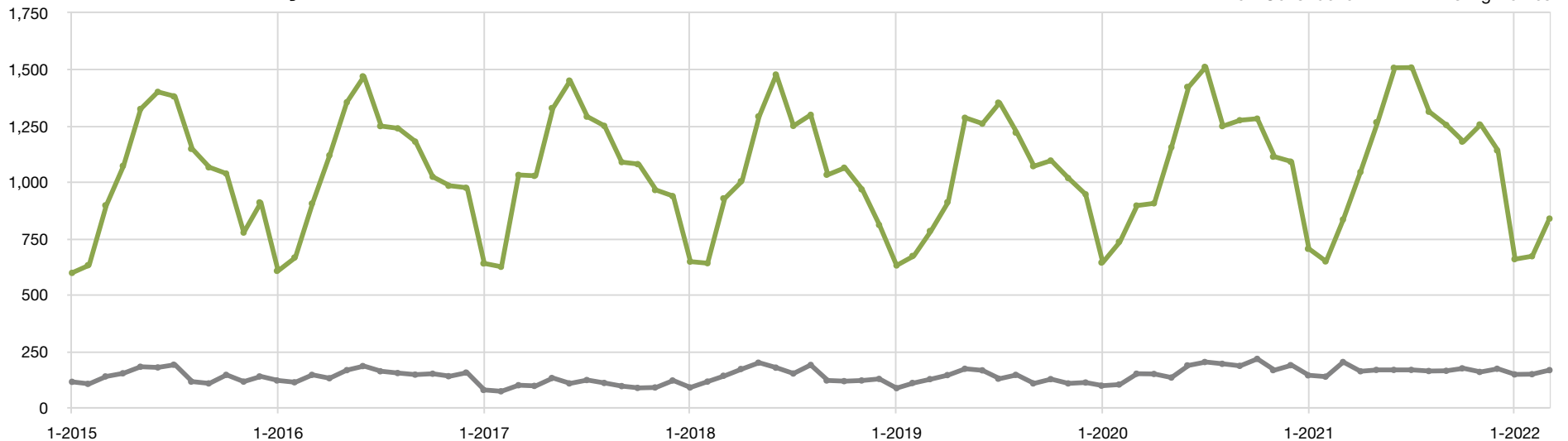


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	159	+ 8.2%	1,044	+ 15.4%
May-2021	165	+ 26.0%	1,265	+ 9.6%
Jun-2021	165	- 10.8%	1,507	+ 6.0%
Jul-2021	165	- 17.5%	1,508	- 0.2%
Aug-2021	160	- 16.7%	1,312	+ 5.1%
Sep-2021	161	- 12.0%	1,253	- 1.6%
Oct-2021	172	- 19.6%	1,179	- 8.0%
Nov-2021	156	- 4.9%	1,255	+ 12.9%
Dec-2021	170	- 8.6%	1,140	+ 4.6%
Jan-2022	145	+ 2.8%	657	- 6.5%
Feb-2022	146	+ 8.1%	670	+ 3.6%
<b>Mar-2022</b>	<b>164</b>	<b>- 18.0%</b>	<b>837</b>	<b>+ 0.5%</b>
12-Month Avg	161	- 6.9%	1,136	+ 3.5%

## Historical Closed Sales by Month



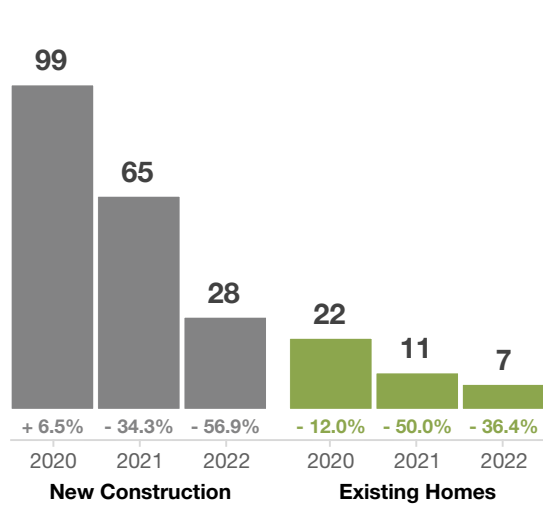
# Days on Market Until Sale

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

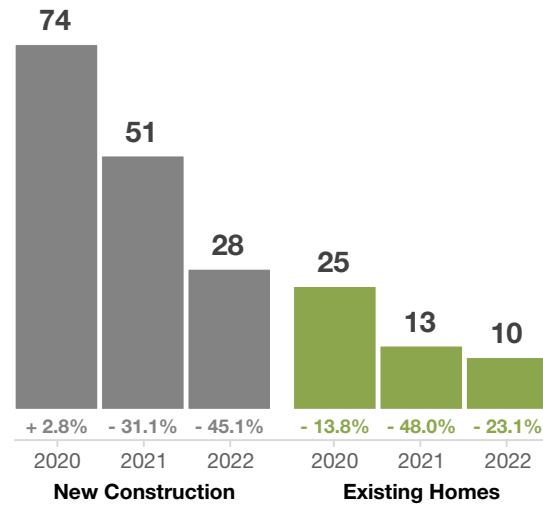


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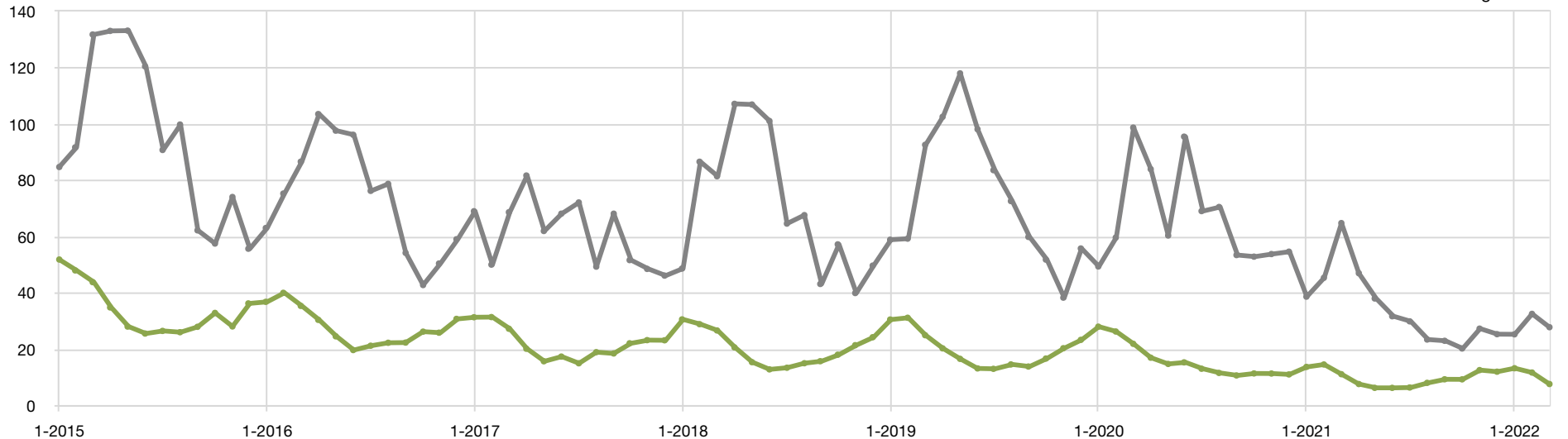
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	30	-56.5%	6	-53.8%
Aug-2021	23	-67.1%	8	-27.3%
Sep-2021	23	-56.6%	9	-18.2%
Oct-2021	20	-62.3%	9	-18.2%
Nov-2021	27	-50.0%	12	+9.1%
Dec-2021	25	-54.5%	12	+9.1%
Jan-2022	25	-35.9%	13	-7.1%
Feb-2022	32	-28.9%	12	-14.3%
<b>Mar-2022</b>	<b>28</b>	<b>-56.9%</b>	<b>7</b>	<b>-36.4%</b>
12-Month Avg*	29	-53.3%	9	-31.6%

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

## Historical Days on Market Until Sale by Month



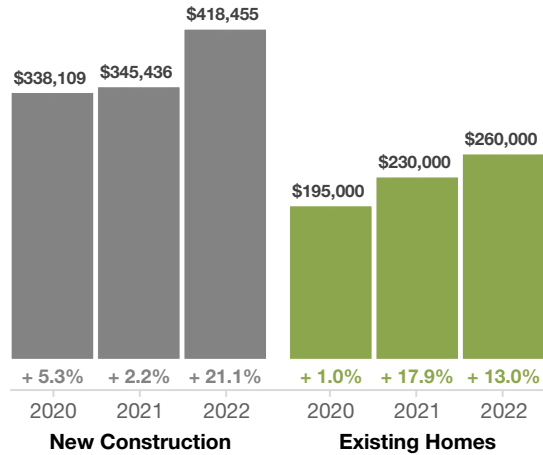
# Median Closed Price

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

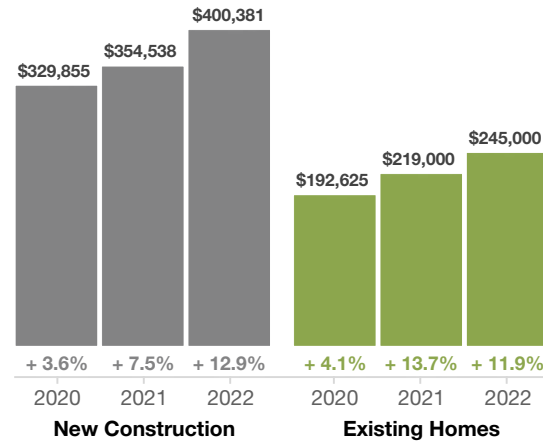


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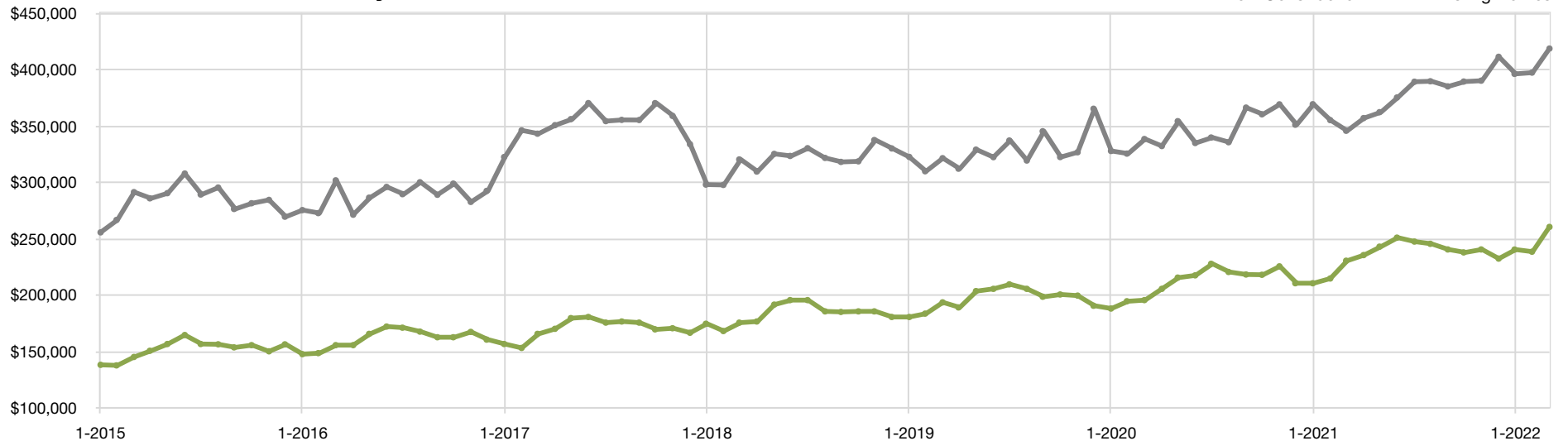
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	\$356,702	+ 7.5%	\$235,000	+ 14.6%
May-2021	\$361,945	+ 2.3%	\$242,500	+ 12.8%
Jun-2021	\$375,000	+ 12.1%	\$250,500	+ 15.4%
Jul-2021	\$389,000	+ 14.6%	\$247,000	+ 8.7%
Aug-2021	\$389,432	+ 16.2%	\$245,000	+ 11.4%
Sep-2021	\$384,856	+ 5.1%	\$240,000	+ 10.2%
Oct-2021	\$389,164	+ 8.1%	\$237,363	+ 9.1%
Nov-2021	\$389,950	+ 5.7%	\$240,000	+ 6.7%
Dec-2021	\$411,154	+ 17.2%	\$231,875	+ 10.4%
Jan-2022	\$395,990	+ 7.3%	\$239,900	+ 14.2%
Feb-2022	\$397,099	+ 11.9%	\$238,000	+ 11.1%
<b>Mar-2022</b>	<b>\$418,455</b>	<b>+ 21.1%</b>	<b>\$260,000</b>	<b>+ 13.0%</b>
12-Month Avg*	\$388,898	+ 11.1%	\$242,000	+ 11.0%

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

## Historical Median Closed Price by Month





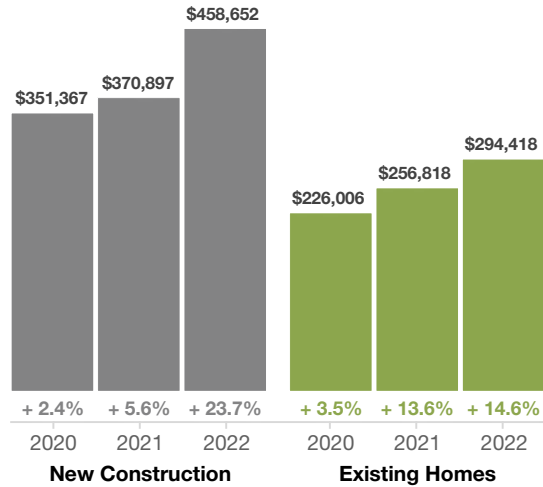
# Average Closed Price

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

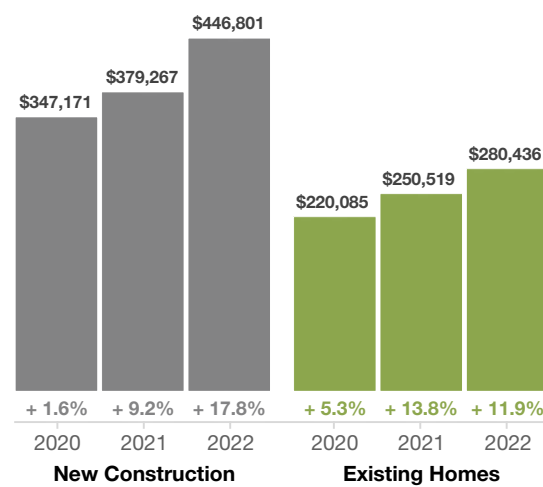


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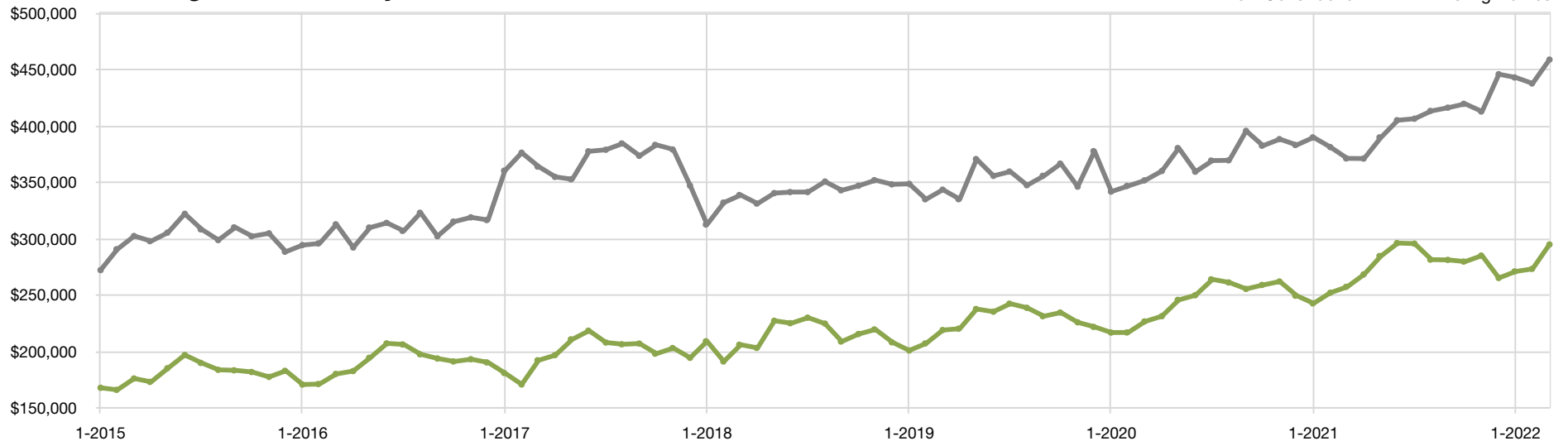
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	\$370,758	+ 3.1%	\$267,825	+ 16.1%
May-2021	\$389,518	+ 2.5%	\$284,135	+ 15.9%
Jun-2021	\$404,801	+ 12.7%	\$295,648	+ 18.6%
Jul-2021	\$406,171	+ 10.1%	\$295,186	+ 12.1%
Aug-2021	\$413,062	+ 11.9%	\$280,945	+ 7.8%
Sep-2021	\$415,975	+ 5.2%	\$280,706	+ 10.1%
Oct-2021	\$419,351	+ 9.7%	\$279,235	+ 8.0%
Nov-2021	\$412,549	+ 6.3%	\$284,534	+ 8.8%
Dec-2021	\$445,656	+ 16.4%	\$264,660	+ 6.3%
Jan-2022	\$442,785	+ 13.7%	\$270,472	+ 11.7%
Feb-2022	\$437,476	+ 14.8%	\$272,749	+ 8.4%
<b>Mar-2022</b>	<b>\$458,652</b>	<b>+ 23.7%</b>	<b>\$294,418</b>	<b>+ 14.6%</b>
12-Month Avg*	\$417,860	+ 10.9%	\$282,158	+ 11.5%

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

## Historical Average Closed Price by Month



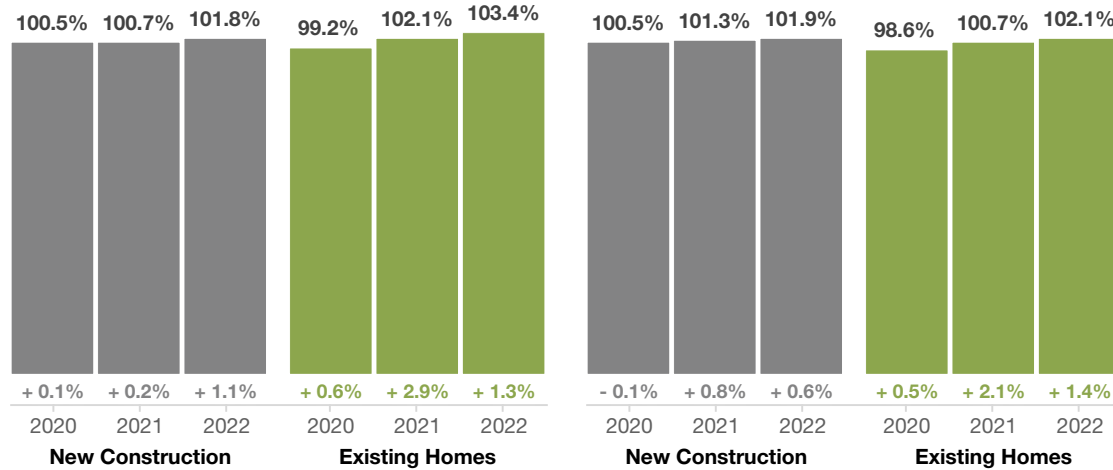
# Percent of List Price Received

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.

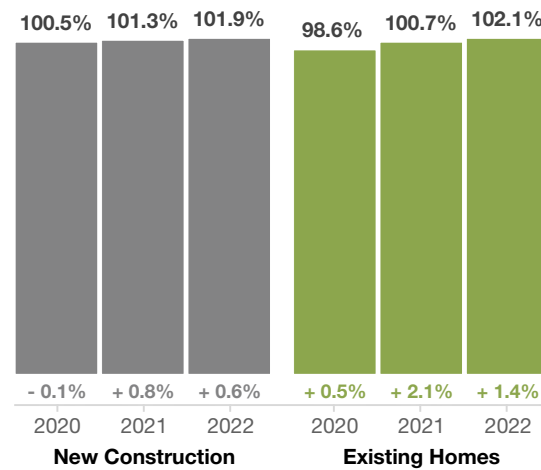


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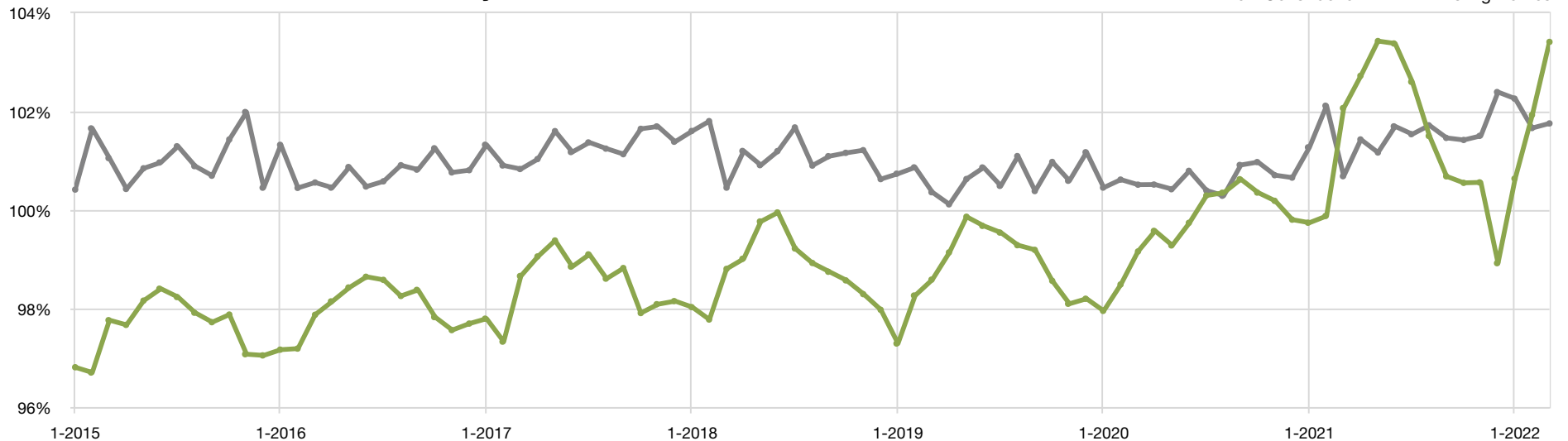
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	101.4%	+ 0.9%	102.7%	+ 3.1%
May-2021	101.2%	+ 0.8%	103.4%	+ 4.1%
Jun-2021	101.7%	+ 0.9%	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%
Nov-2021	101.5%	+ 0.8%	100.6%	+ 0.4%
Dec-2021	102.4%	+ 1.7%	98.9%	- 0.9%
Jan-2022	102.3%	+ 1.0%	100.6%	+ 0.9%
Feb-2022	101.7%	- 0.4%	101.9%	+ 2.0%
<b>Mar-2022</b>	<b>101.8%</b>	<b>+ 1.1%</b>	<b>103.4%</b>	<b>+ 1.3%</b>
12-Month Avg*	101.7%	+ 0.9%	101.7%	+ 1.6%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

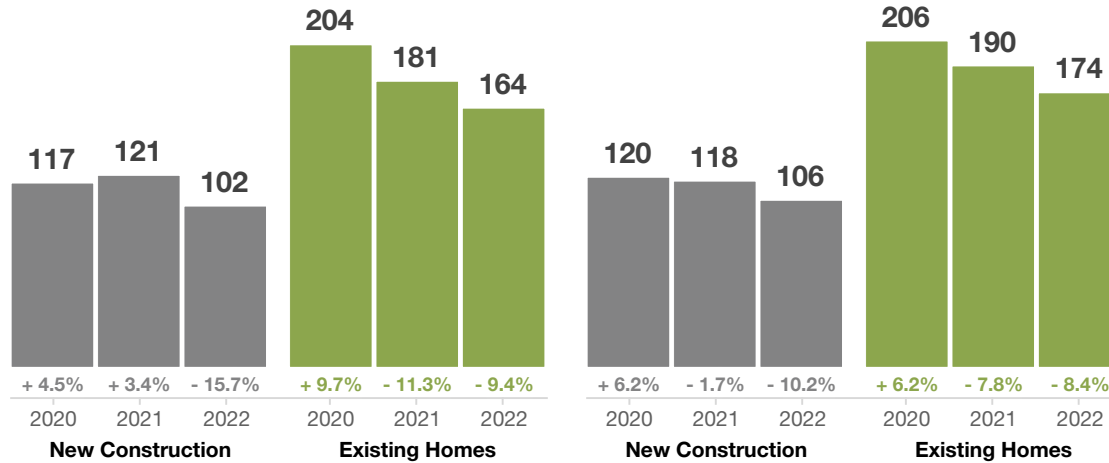
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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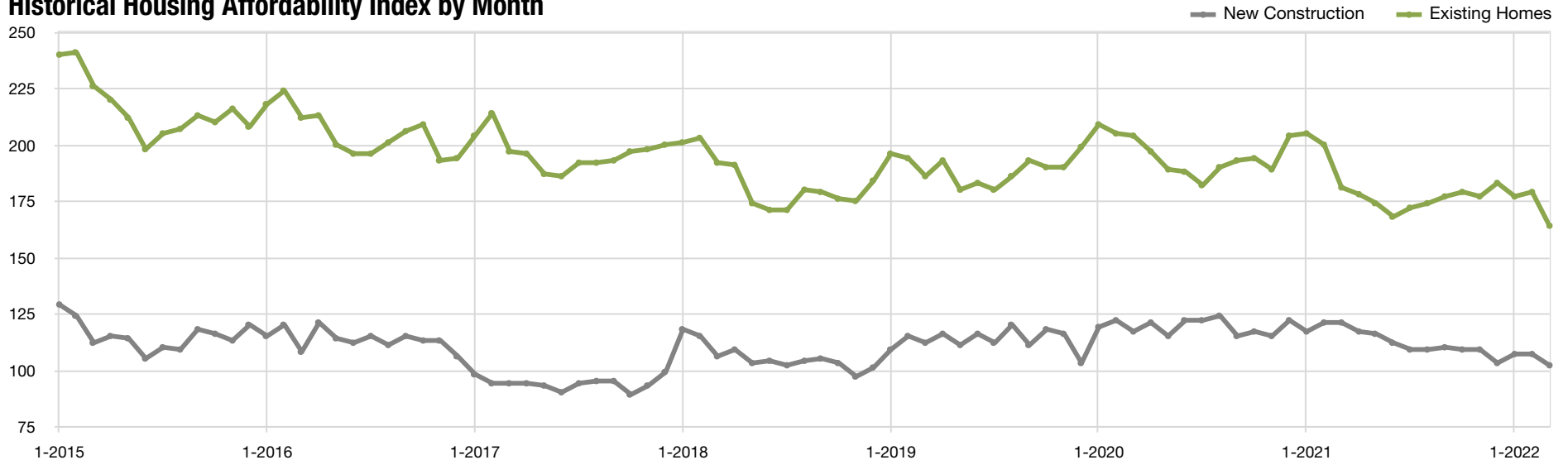
## March

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	117	- 3.3%	178	- 9.6%
May-2021	116	+ 0.9%	174	- 7.9%
Jun-2021	112	- 8.2%	168	- 10.6%
Jul-2021	109	- 10.7%	172	- 5.5%
Aug-2021	109	- 12.1%	174	- 8.4%
Sep-2021	110	- 4.3%	177	- 8.3%
Oct-2021	109	- 6.8%	179	- 7.7%
Nov-2021	109	- 5.2%	177	- 6.3%
Dec-2021	103	- 15.6%	183	- 10.3%
Jan-2022	107	- 8.5%	177	- 13.7%
Feb-2022	107	- 11.6%	179	- 10.5%
<b>Mar-2022</b>	<b>102</b>	<b>- 15.7%</b>	<b>164</b>	<b>- 9.4%</b>
12-Month Avg	109	- 8.4%	175	- 9.3%

## Historical Housing Affordability Index by Month



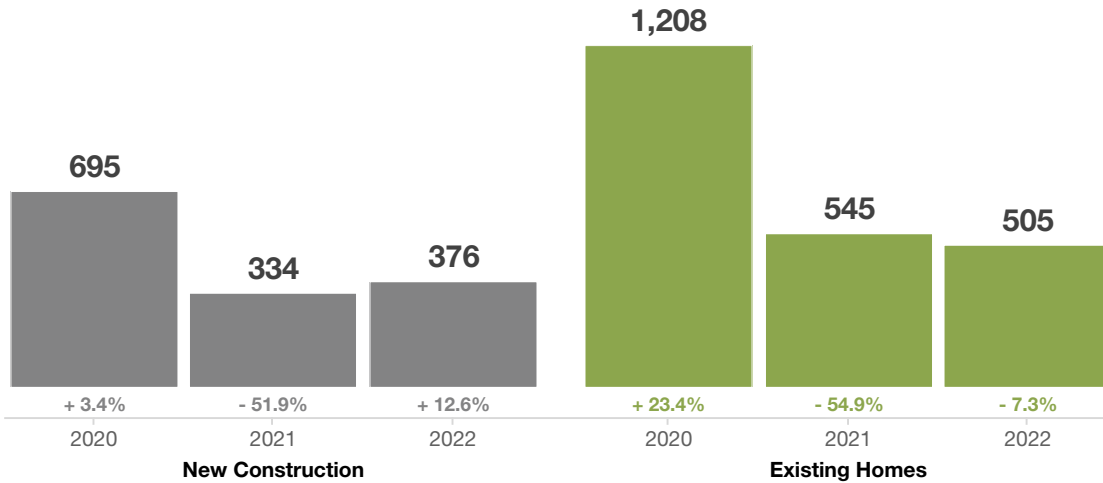
# Inventory of Homes for Sale

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



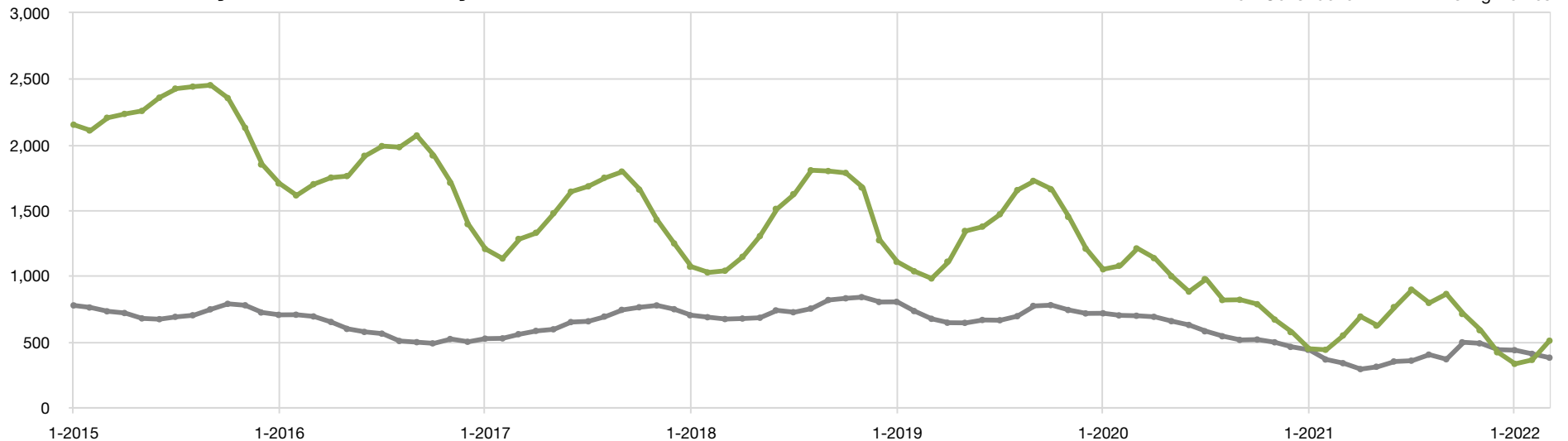
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	289	- 57.9%	689	- 39.2%
May-2021	307	- 53.1%	620	- 37.8%
Jun-2021	347	- 44.5%	761	- 13.4%
Jul-2021	353	- 38.8%	894	- 8.2%
Aug-2021	399	- 26.0%	793	- 2.7%
Sep-2021	364	- 28.8%	861	+ 5.4%
Oct-2021	493	- 4.1%	709	- 9.5%
Nov-2021	485	- 1.6%	585	- 12.2%
Dec-2021	437	- 4.6%	417	- 27.0%
Jan-2022	433	- 0.7%	329	- 25.9%
Feb-2022	405	+ 11.9%	359	- 17.7%
<b>Mar-2022</b>	<b>376</b>	<b>+ 12.6%</b>	<b>505</b>	<b>- 7.3%</b>
12-Month Avg	391	- 24.2%	627	- 17.0%

## Historical Inventory of Homes for Sale by Month



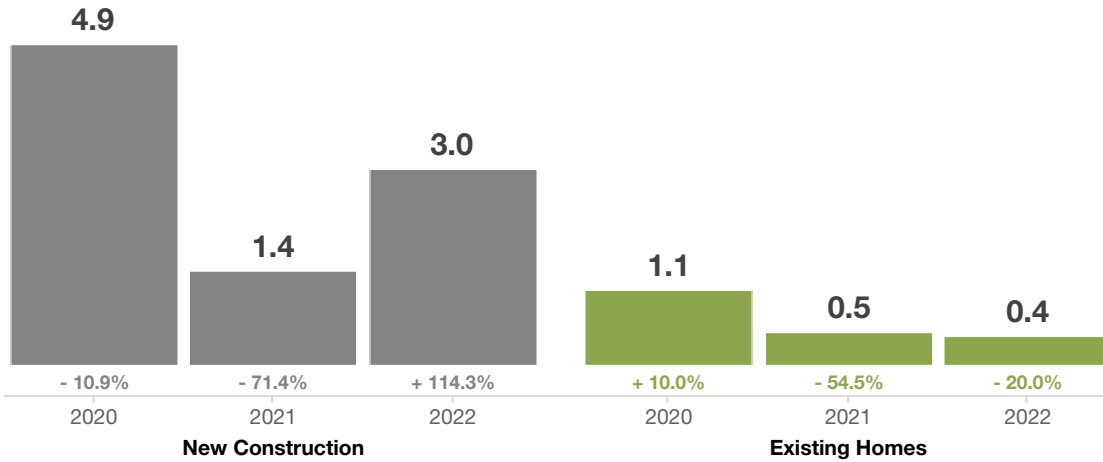
# Months Supply of Inventory

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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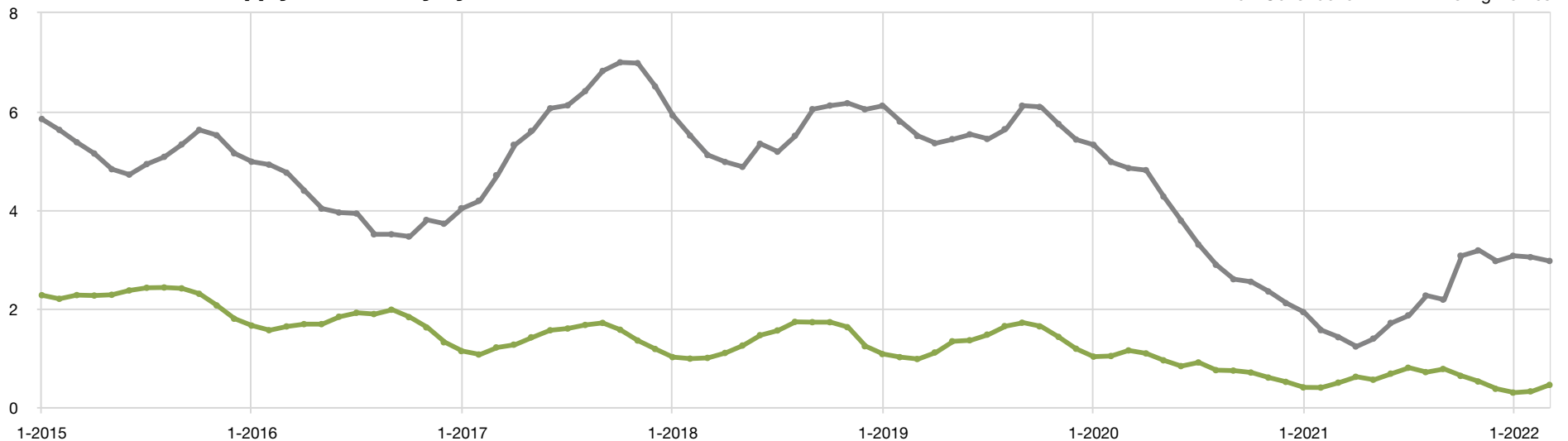
## March



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2021	1.2	- 75.0%	0.6	- 45.5%
May-2021	1.4	- 67.4%	0.6	- 33.3%
Jun-2021	1.7	- 55.3%	0.7	- 12.5%
Jul-2021	1.9	- 42.4%	0.8	- 11.1%
Aug-2021	2.3	- 20.7%	0.7	0.0%
Sep-2021	2.2	- 15.4%	0.8	+ 14.3%
Oct-2021	3.1	+ 24.0%	0.6	- 14.3%
Nov-2021	3.2	+ 39.1%	0.5	- 16.7%
Dec-2021	3.0	+ 42.9%	0.4	- 20.0%
Jan-2022	3.1	+ 63.2%	0.3	- 25.0%
Feb-2022	3.0	+ 87.5%	0.3	- 25.0%
<b>Mar-2022</b>	<b>3.0</b>	<b>+ 114.3%</b>	<b>0.4</b>	<b>- 20.0%</b>
12-Month Avg*	2.4	- 13.8%	0.6	- 19.8%

\* Months Supply for all properties from April 2021 through March 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.



Omaha Area Region

Key Metrics	Historical Sparkbars	3-2021	3-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,716	<b>1,551</b>	- 9.6%	3,947	<b>3,736</b>	- 5.3%
<b>Pending Sales</b>		1,406	<b>1,286</b>	- 8.5%	3,528	<b>3,256</b>	- 7.7%
<b>Closed Sales</b>		1,033	<b>1,001</b>	- 3.1%	2,659	<b>2,619</b>	- 1.5%
<b>Days on Market Until Sale</b>		21	<b>11</b>	- 47.6%	20	<b>14</b>	- 30.0%
<b>Median Closed Price</b>		\$250,000	<b>\$280,889</b>	+ 12.4%	\$240,000	<b>\$268,395</b>	+ 11.8%
<b>Average Closed Price</b>		\$278,905	<b>\$321,352</b>	+ 15.2%	\$273,566	<b>\$309,361</b>	+ 13.1%
<b>Percent of List Price Received</b>		101.8%	<b>103.1%</b>	+ 1.3%	100.8%	<b>102.1%</b>	+ 1.3%
<b>Housing Affordability Index</b>		167	<b>151</b>	- 9.6%	174	<b>158</b>	- 9.2%
<b>Inventory of Homes for Sale</b>		879	<b>881</b>	+ 0.2%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.7</b>	0.0%	—	—	—