

# Monthly Indicators

Omaha Area Region



## April 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings increased 20.1 percent for New Construction but decreased 13.5 percent for Existing Homes. Pending Sales decreased 16.7 percent for New Construction and 9.4 percent for Existing Homes. Inventory increased 61.0 percent for New Construction but decreased 17.2 percent for Existing Homes.

Median Closed Price increased 19.0 percent for New Construction and 15.1 percent for Existing Homes. Days on Market decreased 17.0 percent for New Construction and 28.6 percent for Existing Homes. Months Supply of Inventory increased 216.7 percent for New Construction but decreased 16.7 percent for Existing Homes.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

## Quick Facts

**- 2.4%**

Change in  
**Closed Sales**  
All Properties

**+ 15.6%**

Change in  
**Median Closed Price**  
All Properties

**+ 5.9%**

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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		209	<b>251</b>	+ 20.1%	1,105	<b>904</b>	- 18.2%
<b>Pending Sales</b>		156	<b>130</b>	- 16.7%	955	<b>678</b>	- 29.0%
<b>Closed Sales</b>		159	<b>165</b>	+ 3.8%	635	<b>654</b>	+ 3.0%
<b>Days on Market Until Sale</b>		47	<b>39</b>	- 17.0%	50	<b>31</b>	- 38.0%
<b>Median Closed Price</b>		\$356,702	<b>\$424,450</b>	+ 19.0%	\$355,474	<b>\$405,767</b>	+ 14.1%
<b>Average Closed Price</b>		\$370,758	<b>\$467,033</b>	+ 26.0%	\$377,137	<b>\$449,114</b>	+ 19.1%
<b>Percent of List Price Received</b>		101.4%	<b>102.2%</b>	+ 0.8%	101.3%	<b>101.9%</b>	+ 0.6%
<b>Housing Affordability Index</b>		117	<b>77</b>	- 34.2%	117	<b>80</b>	- 31.6%
<b>Inventory of Homes for Sale</b>		290	<b>467</b>	+ 61.0%	—	—	—
<b>Months Supply of Inventory</b>		1.2	<b>3.8</b>	+ 216.7%	—	—	—

# 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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,700	<b>1,470</b>	- 13.5%	4,752	<b>4,589</b>	- 3.4%
<b>Pending Sales</b>		1,389	<b>1,258</b>	- 9.4%	4,119	<b>3,992</b>	- 3.1%
<b>Closed Sales</b>		1,044	<b>1,009</b>	- 3.4%	3,227	<b>3,194</b>	- 1.0%
<b>Days on Market Until Sale</b>		7	<b>5</b>	- 28.6%	11	<b>9</b>	- 18.2%
<b>Median Closed Price</b>		\$235,000	<b>\$270,500</b>	+ 15.1%	\$225,000	<b>\$250,700</b>	+ 11.4%
<b>Average Closed Price</b>		\$267,825	<b>\$304,275</b>	+ 13.6%	\$256,110	<b>\$287,693</b>	+ 12.3%
<b>Percent of List Price Received</b>		102.7%	<b>104.4%</b>	+ 1.7%	101.3%	<b>102.8%</b>	+ 1.5%
<b>Housing Affordability Index</b>		178	<b>121</b>	- 32.0%	186	<b>130</b>	- 30.1%
<b>Inventory of Homes for Sale</b>		691	<b>572</b>	- 17.2%	—	—	—
<b>Months Supply of Inventory</b>		0.6	<b>0.5</b>	- 16.7%	—	—	—

# New Listings

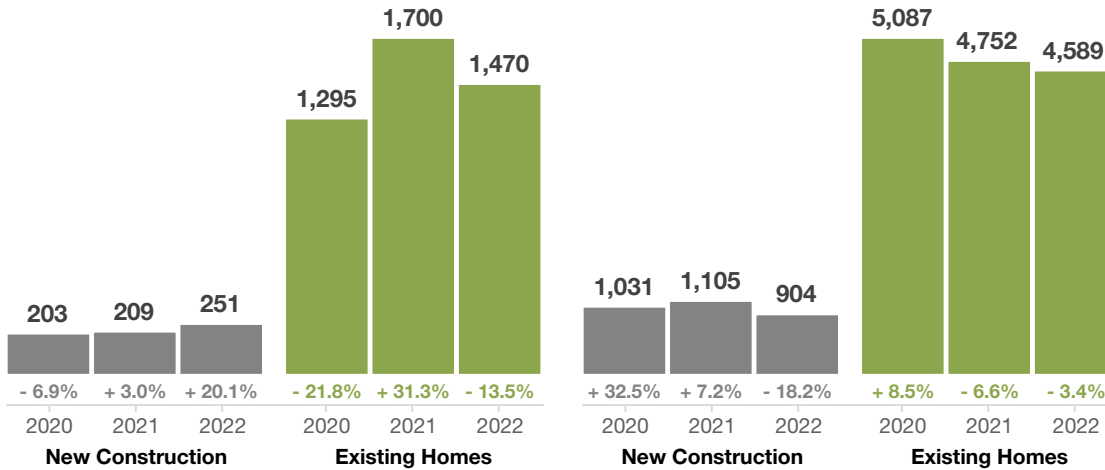
A count of the properties that have been newly listed on the market in a given month.



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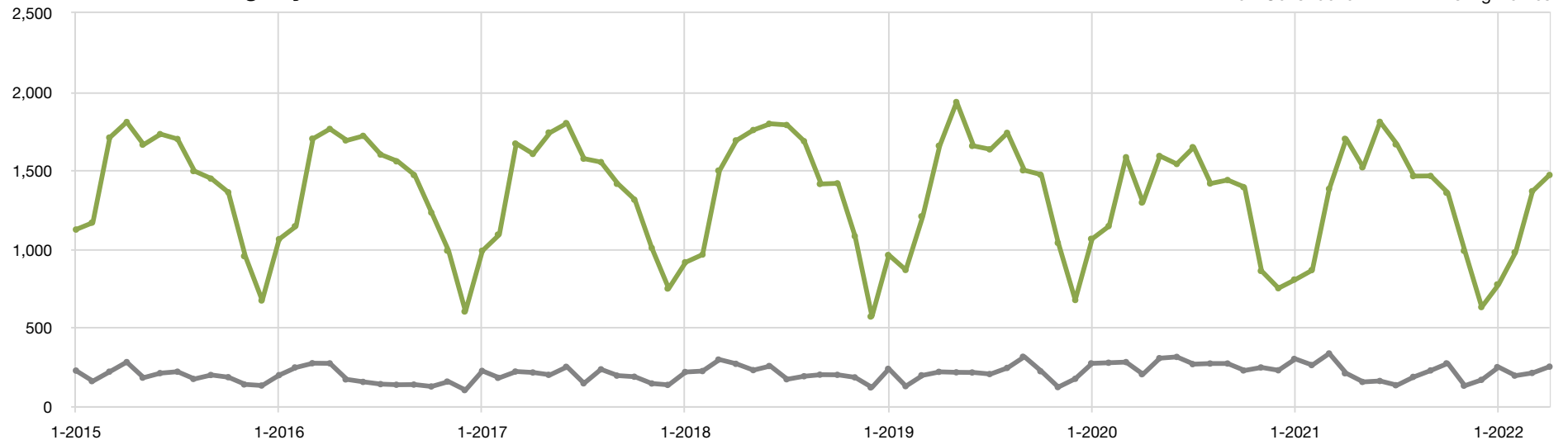
## April

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	154	- 49.5%	1,519	- 4.5%
Jun-2021	160	- 48.9%	1,808	+ 17.4%
Jul-2021	133	- 50.2%	1,665	+ 1.1%
Aug-2021	186	- 31.4%	1,463	+ 3.3%
Sep-2021	227	- 16.2%	1,464	+ 1.8%
Oct-2021	272	+ 19.8%	1,357	- 2.6%
Nov-2021	130	- 47.2%	988	+ 14.9%
Dec-2021	167	- 26.8%	630	- 16.0%
Jan-2022	248	- 17.3%	774	- 3.9%
Feb-2022	194	- 25.7%	978	+ 13.1%
Mar-2022	211	- 37.0%	1,367	- 1.1%
<b>Apr-2022</b>	<b>251</b>	<b>+ 20.1%</b>	<b>1,470</b>	<b>- 13.5%</b>
12-Month Avg	194	- 27.9%	1,290	+ 0.6%

## Historical New Listings by Month



# Pending Sales

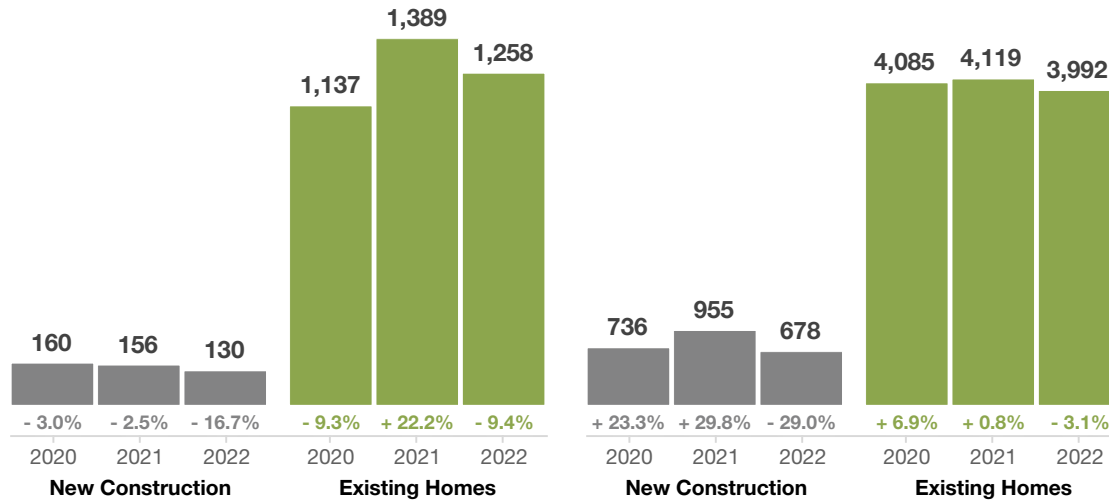
A count of the properties on which offers have been accepted in a given month.



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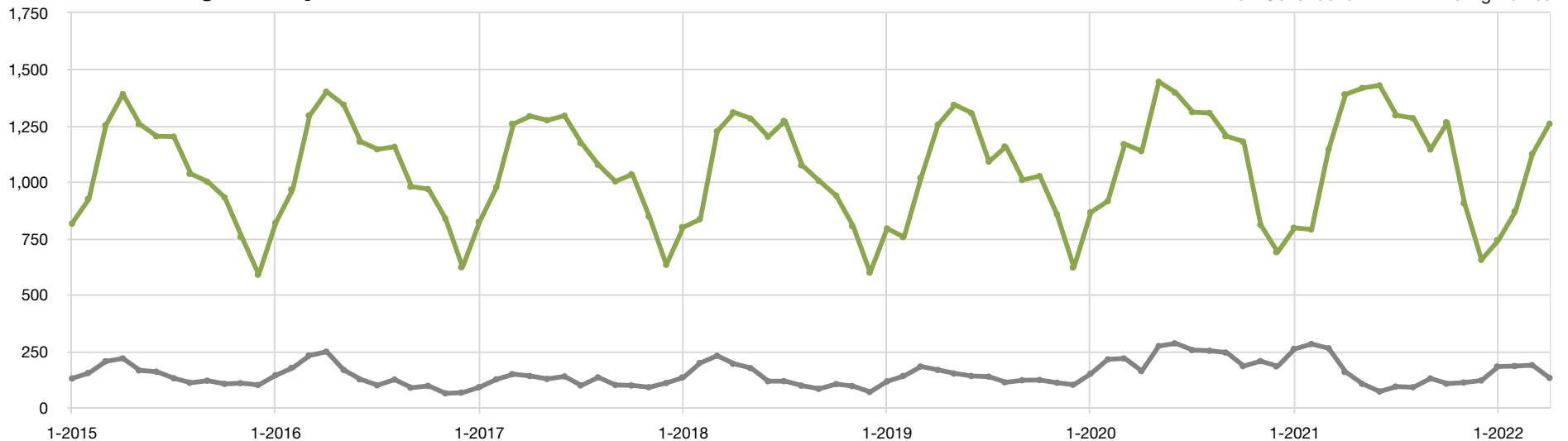
## April

## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	103	- 62.0%	1,417	- 1.9%
Jun-2021	69	- 75.6%	1,429	+ 2.3%
Jul-2021	91	- 64.0%	1,296	- 1.1%
Aug-2021	88	- 64.8%	1,283	- 1.8%
Sep-2021	127	- 47.5%	1,144	- 4.9%
Oct-2021	104	- 42.9%	1,265	+ 7.3%
Nov-2021	109	- 46.6%	906	+ 12.0%
Dec-2021	118	- 34.8%	654	- 4.9%
Jan-2022	180	- 30.2%	741	- 6.9%
Feb-2022	182	- 35.0%	869	+ 10.1%
Mar-2022	186	- 28.7%	1,124	- 1.8%
<b>Apr-2022</b>	<b>130</b>	<b>- 16.7%</b>	<b>1,258</b>	<b>- 9.4%</b>
12-Month Avg	124	- 47.2%	1,116	- 0.4%

## Historical Pending Sales by Month



# Closed Sales

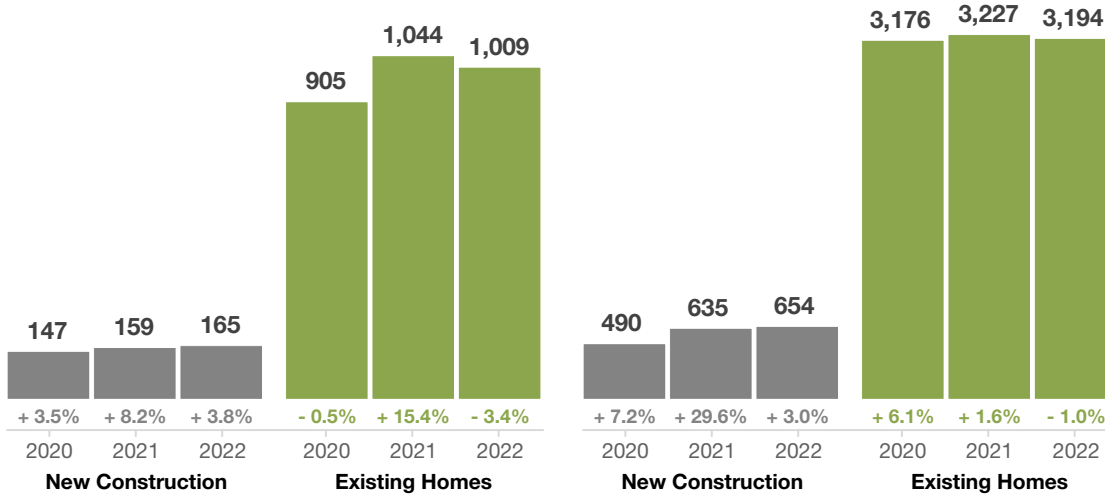
A count of the actual sales that closed in a given month.



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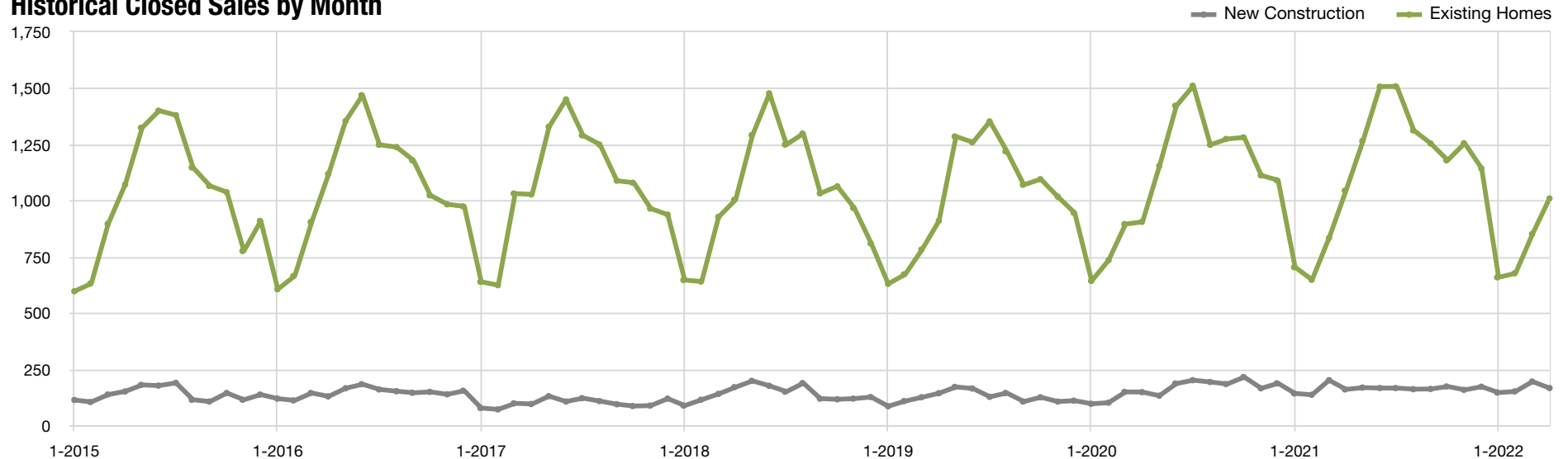
## April

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	167	+ 27.5%	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%	1,254	- 1.6%
Oct-2021	172	- 19.6%	1,179	- 8.0%
Nov-2021	157	- 4.3%	1,255	+ 12.9%
Dec-2021	171	- 8.1%	1,143	+ 4.9%
Jan-2022	145	+ 2.8%	658	- 6.4%
Feb-2022	150	+ 11.1%	676	+ 4.5%
Mar-2022	194	- 3.0%	851	+ 2.2%
<b>Apr-2022</b>	<b>165</b>	<b>+ 3.8%</b>	<b>1,009</b>	<b>- 3.4%</b>
12-Month Avg	164	- 5.7%	1,135	+ 2.3%

## Historical Closed Sales by Month



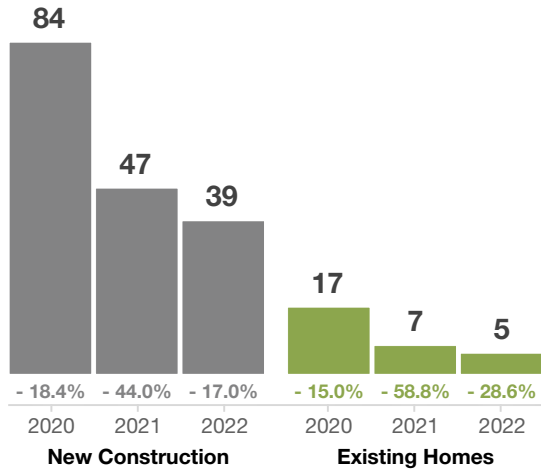
# Days on Market Until Sale

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

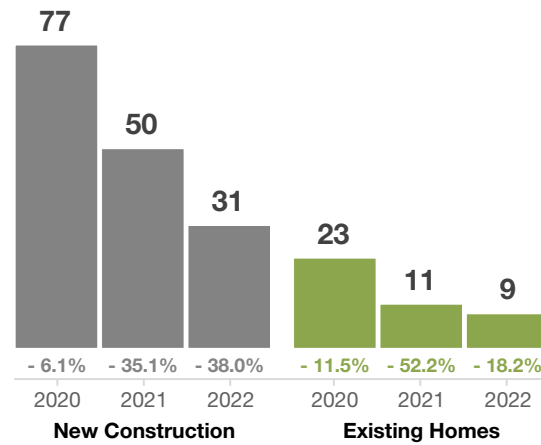


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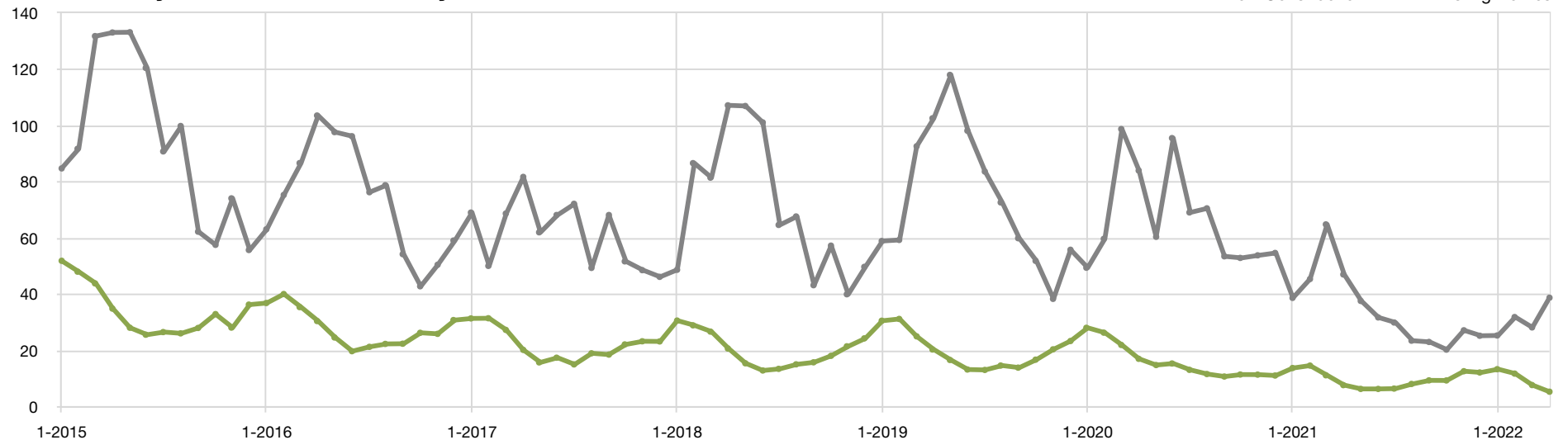
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	37	-38.3%	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%
Mar-2022	28	-56.9%	7	-36.4%
<b>Apr-2022</b>	<b>39</b>	<b>-17.0%</b>	<b>5</b>	<b>-28.6%</b>
12-Month Avg*	28	-52.5%	9	-29.0%

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

## Historical Days on Market Until Sale by Month



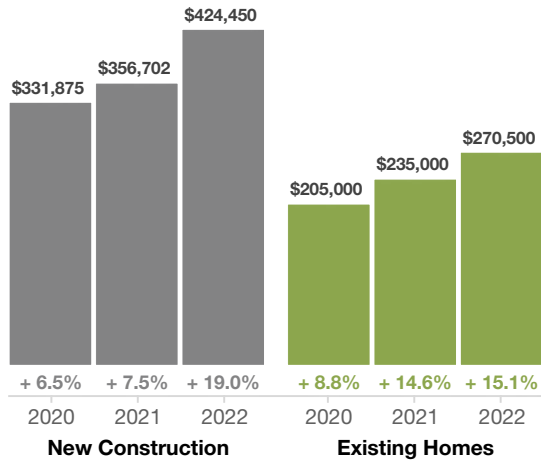
# Median Closed Price

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

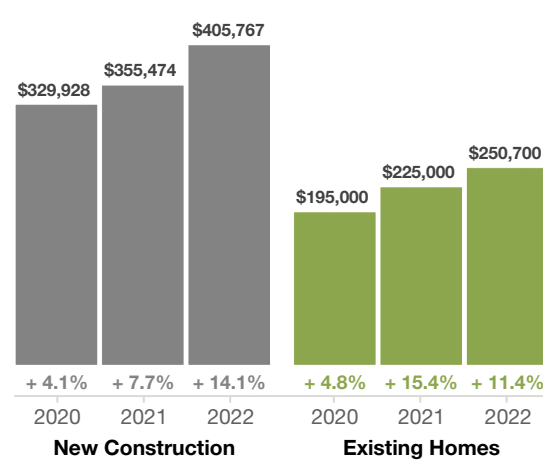


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## April



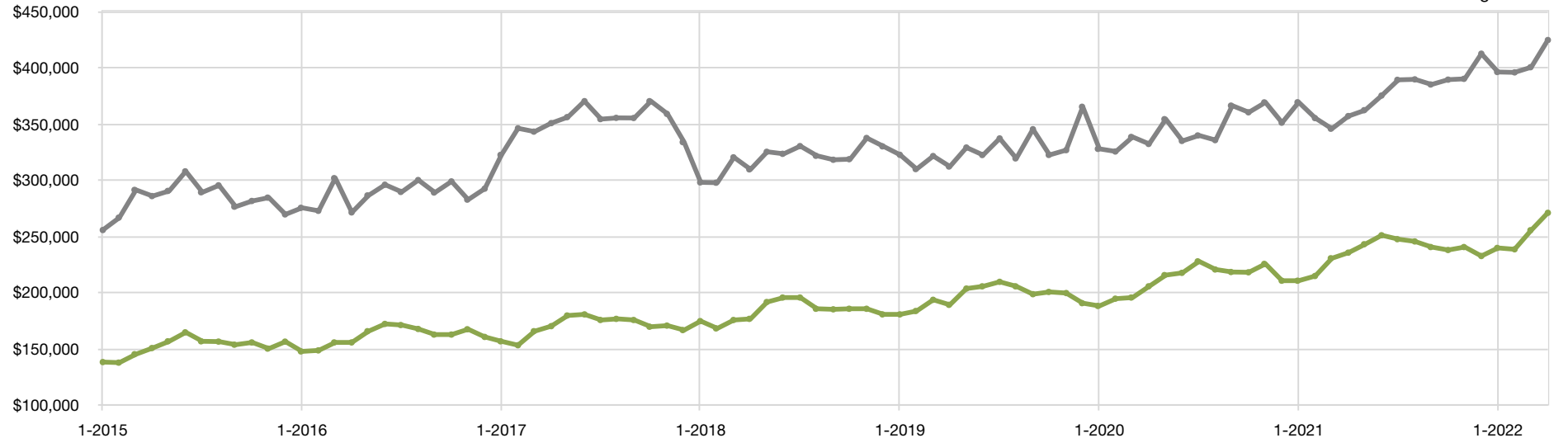
## Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$389,900		+ 5.7%	\$240,000	+ 6.7%
Dec-2021	\$412,307		+ 17.5%	\$232,000	+ 10.5%
Jan-2022	\$395,990		+ 7.3%	\$239,200	+ 13.9%
Feb-2022	\$395,639		+ 11.5%	\$238,000	+ 11.1%
Mar-2022	\$400,243		+ 15.9%	\$255,000	+ 10.9%
<b>Apr-2022</b>	<b>\$424,450</b>		<b>+ 19.0%</b>	<b>\$270,500</b>	<b>+ 15.1%</b>
12-Month Avg*	\$394,300		+ 11.9%	\$245,000	+ 11.4%

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

## Historical Median Closed Price by Month





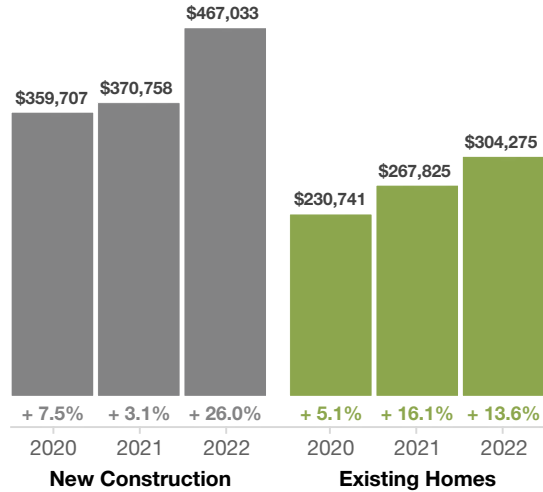
# Average Closed Price

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

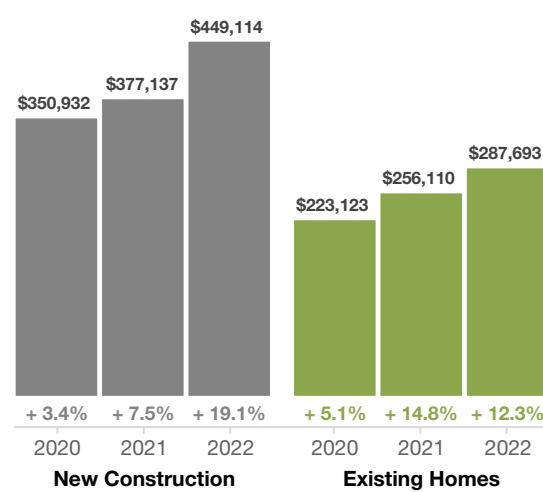


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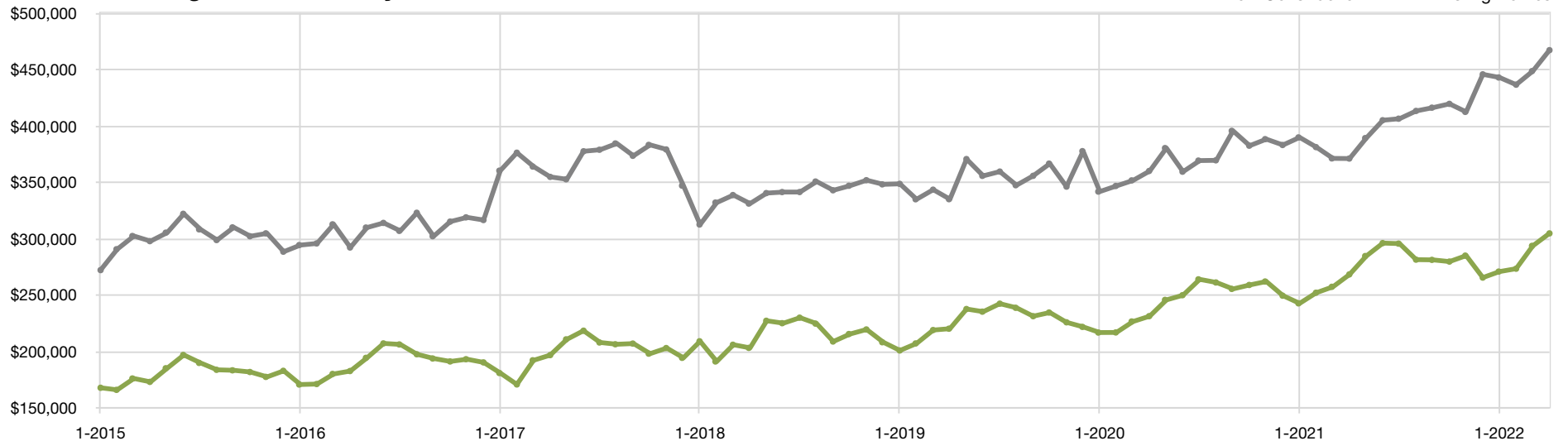
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	\$388,926	+ 2.3%	\$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%	\$280,746	+ 10.1%
Oct-2021	\$419,351	+ 9.7%	\$279,235	+ 8.0%
Nov-2021	\$412,211	+ 6.2%	\$284,534	+ 8.8%
Dec-2021	\$445,575	+ 16.4%	\$265,003	+ 6.4%
Jan-2022	\$442,785	+ 13.7%	\$270,338	+ 11.7%
Feb-2022	\$436,389	+ 14.6%	\$272,907	+ 8.5%
Mar-2022	\$448,442	+ 20.9%	\$293,197	+ 14.2%
<b>Apr-2022</b>	<b>\$467,033</b>	<b>+ 26.0%</b>	<b>\$304,275</b>	<b>+ 13.6%</b>
12-Month Avg*	\$425,245	+ 12.6%	\$284,855	+ 11.4%

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

## Historical Average Closed Price by Month



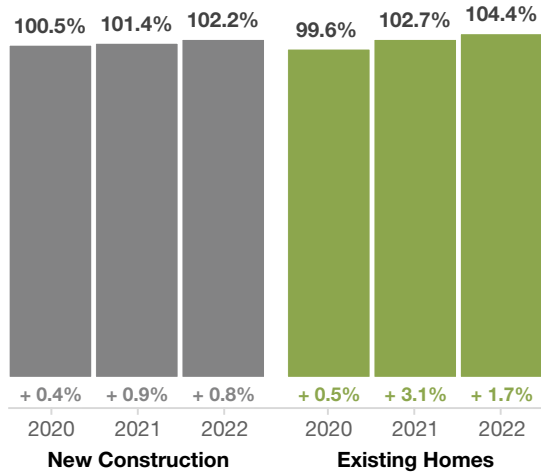
# Percent of List Price Received

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.

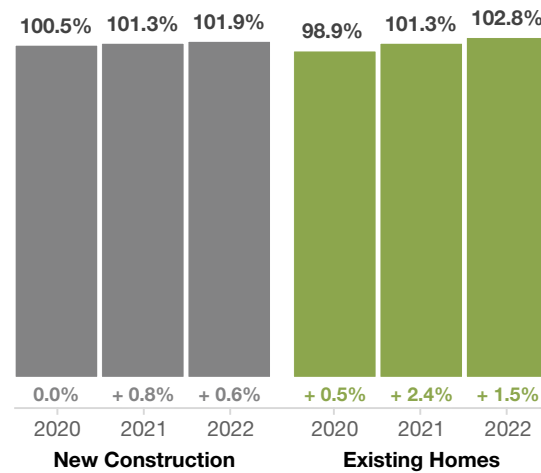


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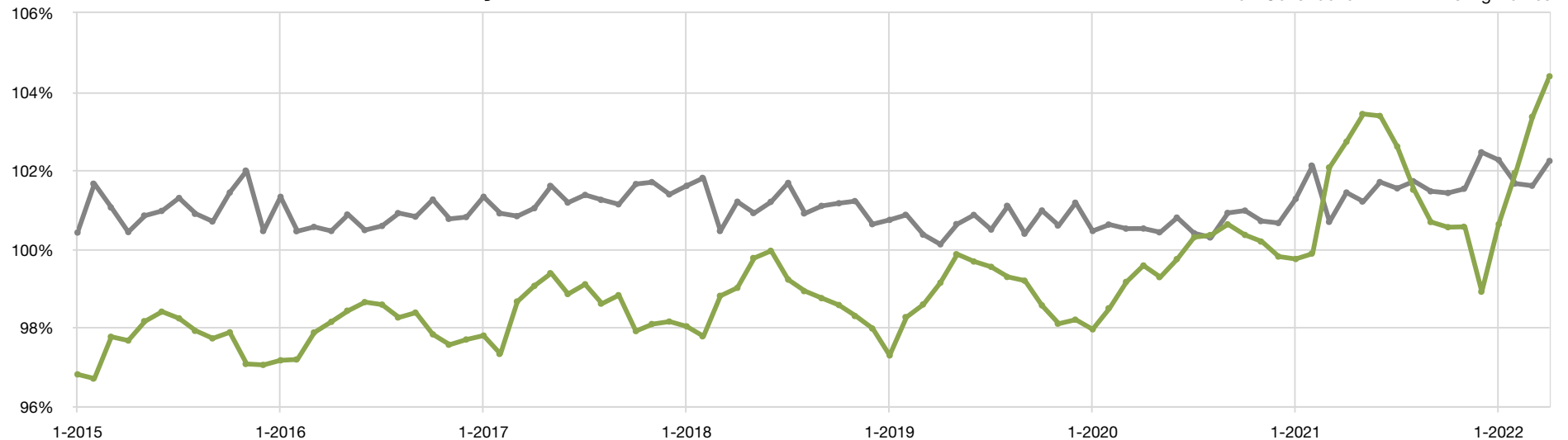
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	102.5%	+ 1.8%	98.9%	- 0.9%
Jan-2022	102.3%	+ 1.0%	100.6%	+ 0.9%
Feb-2022	101.7%	- 0.4%	101.9%	+ 2.0%
Mar-2022	101.6%	+ 0.9%	103.4%	+ 1.3%
<b>Apr-2022</b>	<b>102.2%</b>	<b>+ 0.8%</b>	<b>104.4%</b>	<b>+ 1.7%</b>
12-Month Avg*	101.7%	+ 0.9%	101.9%	+ 1.5%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

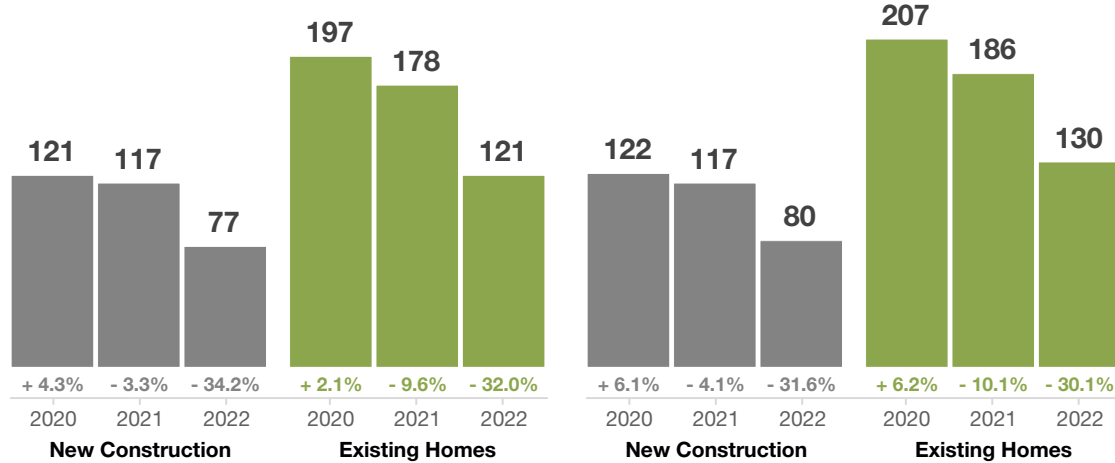
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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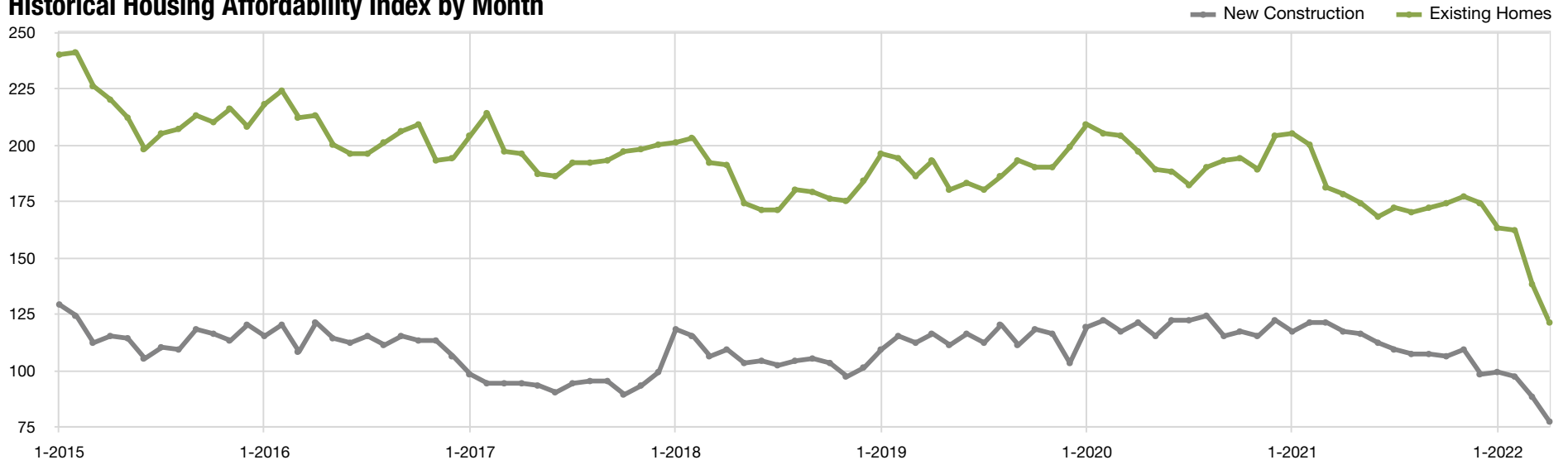
## April

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	107	- 13.7%	170	- 10.5%
Sep-2021	107	- 7.0%	172	- 10.9%
Oct-2021	106	- 9.4%	174	- 10.3%
Nov-2021	109	- 5.2%	177	- 6.3%
Dec-2021	98	- 19.7%	174	- 14.7%
Jan-2022	99	- 15.4%	163	- 20.5%
Feb-2022	97	- 19.8%	162	- 19.0%
Mar-2022	88	- 27.3%	138	- 23.8%
<b>Apr-2022</b>	<b>77</b>	<b>- 34.2%</b>	<b>121</b>	<b>- 32.0%</b>
12-Month Avg	102	- 14.3%	164	- 14.1%

## Historical Housing Affordability Index by Month



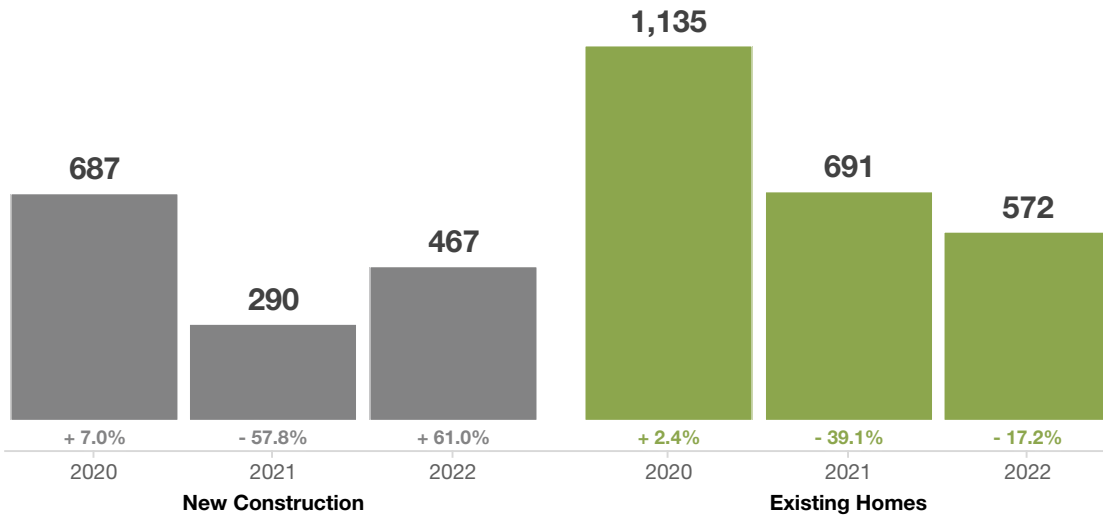
# Inventory of Homes for Sale

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



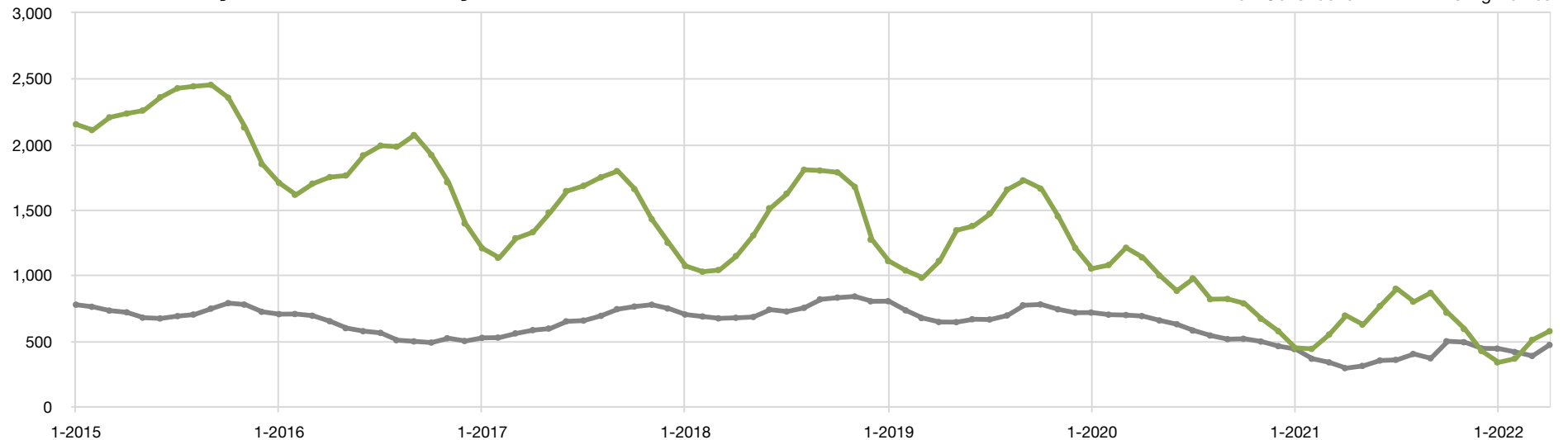
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2021	307	- 53.1%	622	- 37.6%
Jun-2021	348	- 44.3%	763	- 13.3%
Jul-2021	353	- 38.8%	896	- 8.1%
Aug-2021	398	- 26.2%	797	- 2.3%
Sep-2021	365	- 28.6%	865	+ 5.7%
Oct-2021	495	- 3.7%	713	- 9.1%
Nov-2021	488	- 1.0%	589	- 11.7%
Dec-2021	441	- 3.7%	421	- 26.4%
Jan-2022	439	+ 0.7%	334	- 24.9%
Feb-2022	413	+ 14.1%	363	- 16.9%
Mar-2022	383	+ 14.7%	506	- 7.3%
<b>Apr-2022</b>	<b>467</b>	<b>+ 61.0%</b>	<b>572</b>	<b>- 17.2%</b>
12-Month Avg	408	- 15.5%	620	- 13.8%

## Historical Inventory of Homes for Sale by Month



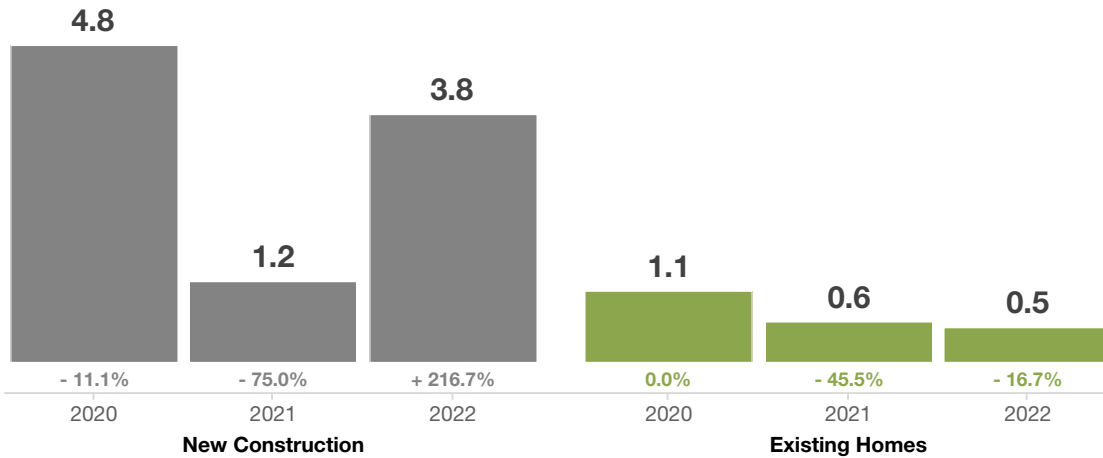
# Months Supply of Inventory

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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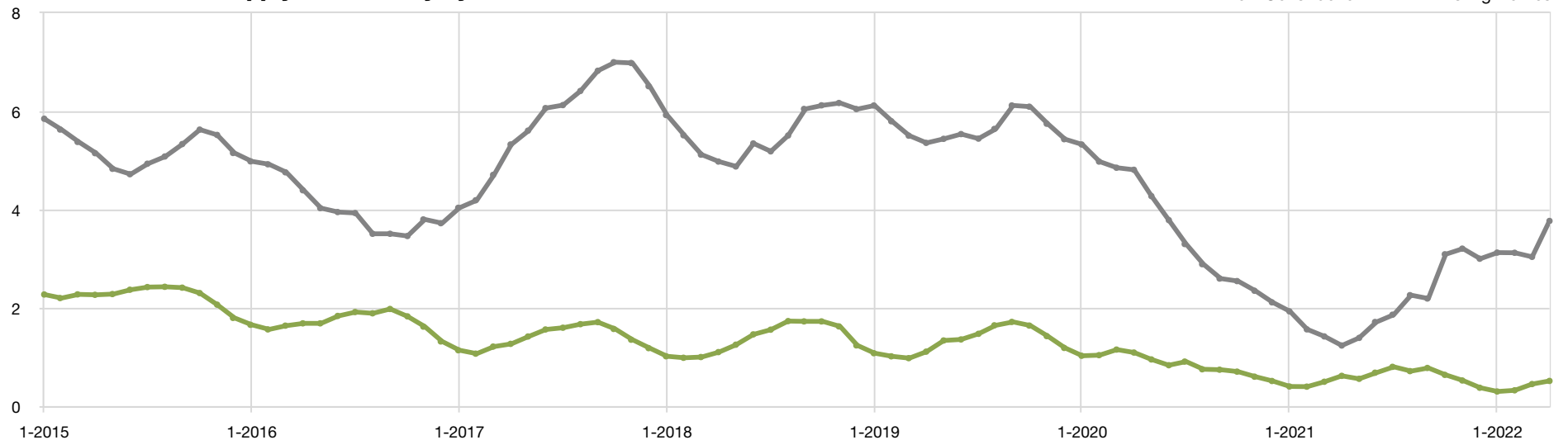
## April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	- 12.5%
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	3.1	+ 93.8%	0.3	- 25.0%
Mar-2022	3.0	+ 114.3%	0.4	- 20.0%
<b>Apr-2022</b>	<b>3.8</b>	<b>+ 216.7%</b>	<b>0.5</b>	<b>- 16.7%</b>
12-Month Avg*	2.6	+ 5.9%	0.6	- 16.0%

\* Months Supply for all properties from May 2021 through April 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	4-2021	4-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		1,909	<b>1,721</b>	- 9.8%	5,857	<b>5,493</b>	- 6.2%
<b>Pending Sales</b>		1,545	<b>1,388</b>	- 10.2%	5,074	<b>4,670</b>	- 8.0%
<b>Closed Sales</b>		1,203	<b>1,174</b>	- 2.4%	3,862	<b>3,848</b>	- 0.4%
<b>Days on Market Until Sale</b>		13	<b>10</b>	- 23.1%	18	<b>13</b>	- 27.8%
<b>Median Closed Price</b>		\$250,900	<b>\$290,000</b>	+ 15.6%	\$244,250	<b>\$275,000</b>	+ 12.6%
<b>Average Closed Price</b>		\$281,452	<b>\$327,170</b>	+ 16.2%	\$276,020	<b>\$315,142</b>	+ 14.2%
<b>Percent of List Price Received</b>		102.6%	<b>104.1%</b>	+ 1.5%	101.3%	<b>102.7%</b>	+ 1.4%
<b>Housing Affordability Index</b>		166	<b>113</b>	- 31.9%	171	<b>119</b>	- 30.4%
<b>Inventory of Homes for Sale</b>		981	<b>1,039</b>	+ 5.9%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.8</b>	+ 14.3%	—	—	—