

Monthly Indicators

Lincoln Area Region



November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings decreased 3.3 percent for New Construction but increased 13.1 percent for Existing Homes. Pending Sales decreased 34.4 percent for New Construction but increased 24.0 percent for Existing Homes. Inventory increased 5.2 percent for New Construction and 2.5 percent for Existing Homes.

Median Closed Price increased 4.8 percent for New Construction and 4.4 percent for Existing Homes. Days on Market decreased 54.2 percent for New Construction but increased 18.8 percent for Existing Homes. Months Supply of Inventory increased 15.3 percent for New Construction and decreased 5.6 percent for Existing Homes.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

Quick Facts

+ 27.5%

Change in
Closed Sales
All Properties

+ 4.3%

Change in
Median Closed Price
All Properties

+ 3.4%

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.

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14



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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		90	87	- 3.3%	1,177	1,181	+ 0.3%
Pending Sales		32	21	- 34.4%	538	504	- 6.3%
Closed Sales		31	33	+ 6.5%	574	492	- 14.3%
Days on Market Until Sale		72	33	- 54.2%	56	46	- 17.9%
Median Closed Price		\$448,330	\$470,000	+ 4.8%	\$419,973	\$445,824	+ 6.2%
Average Closed Price		\$471,789	\$485,233	+ 2.8%	\$443,645	\$470,552	+ 6.1%
Percent of List Price Received		101.9%	100.9%	- 1.0%	100.6%	100.2%	- 0.4%
Housing Affordability Index		75	74	- 1.3%	80	78	- 2.5%
Inventory of Homes for Sale		291	306	+ 5.2%	—	—	—
Months Supply of Inventory		5.9	6.8	+ 15.3%	—	—	—

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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		397	449	+ 13.1%	5,184	5,748	+ 10.9%
Pending Sales		242	300	+ 24.0%	3,422	3,644	+ 6.5%
Closed Sales		231	301	+ 30.3%	3,367	3,545	+ 5.3%
Days on Market Until Sale		16	19	+ 18.8%	12	16	+ 33.3%
Median Closed Price		\$270,000	\$282,000	+ 4.4%	\$275,000	\$280,500	+ 2.0%
Average Closed Price		\$319,001	\$320,234	+ 0.4%	\$316,717	\$326,986	+ 3.2%
Percent of List Price Received		98.3%	98.2%	- 0.1%	99.8%	98.9%	- 0.9%
Housing Affordability Index		124	124	0.0%	122	124	+ 1.6%
Inventory of Homes for Sale		528	541	+ 2.5%	—	—	—
Months Supply of Inventory		1.8	1.7	- 5.6%	—	—	—

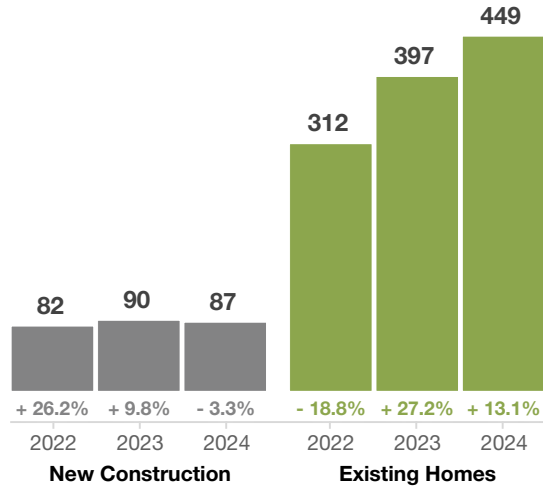
New Listings

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

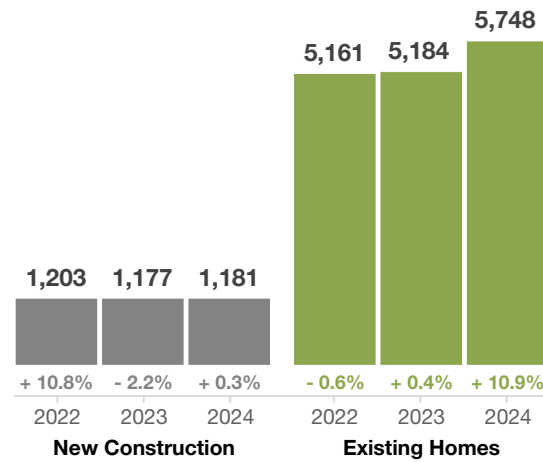


Lincoln Area Region

November

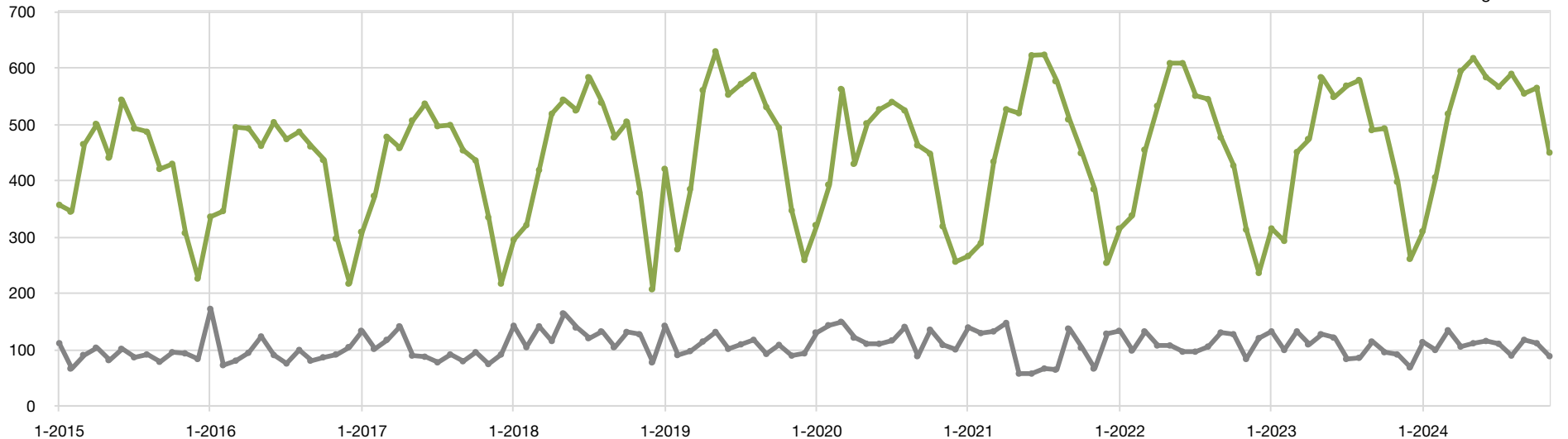


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	67	- 43.7%	260	+ 10.6%
Jan-2024	112	- 14.5%	309	- 1.6%
Feb-2024	98	0.0%	405	+ 38.7%
Mar-2024	133	+ 1.5%	518	+ 15.1%
Apr-2024	104	- 3.7%	594	+ 25.6%
May-2024	110	- 12.7%	617	+ 5.8%
Jun-2024	114	- 5.0%	583	+ 6.4%
Jul-2024	109	+ 32.9%	566	- 0.4%
Aug-2024	88	+ 4.8%	589	+ 1.9%
Sep-2024	116	+ 2.7%	554	+ 13.3%
Oct-2024	110	+ 17.0%	564	+ 14.6%
Nov-2024	87	- 3.3%	449	+ 13.1%
12-Month Avg	104	- 3.7%	501	+ 10.8%

Historical New Listings by Month



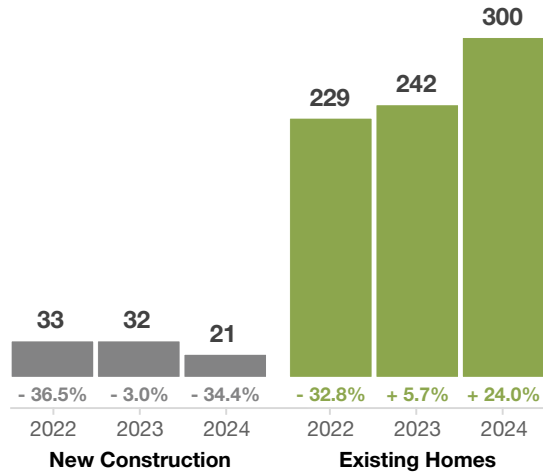
Pending Sales

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

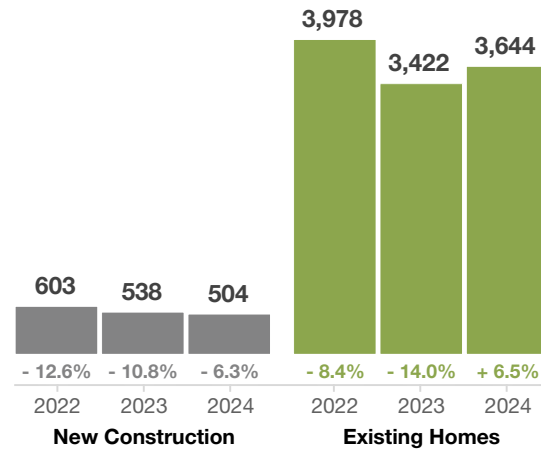


Lincoln Area Region

November

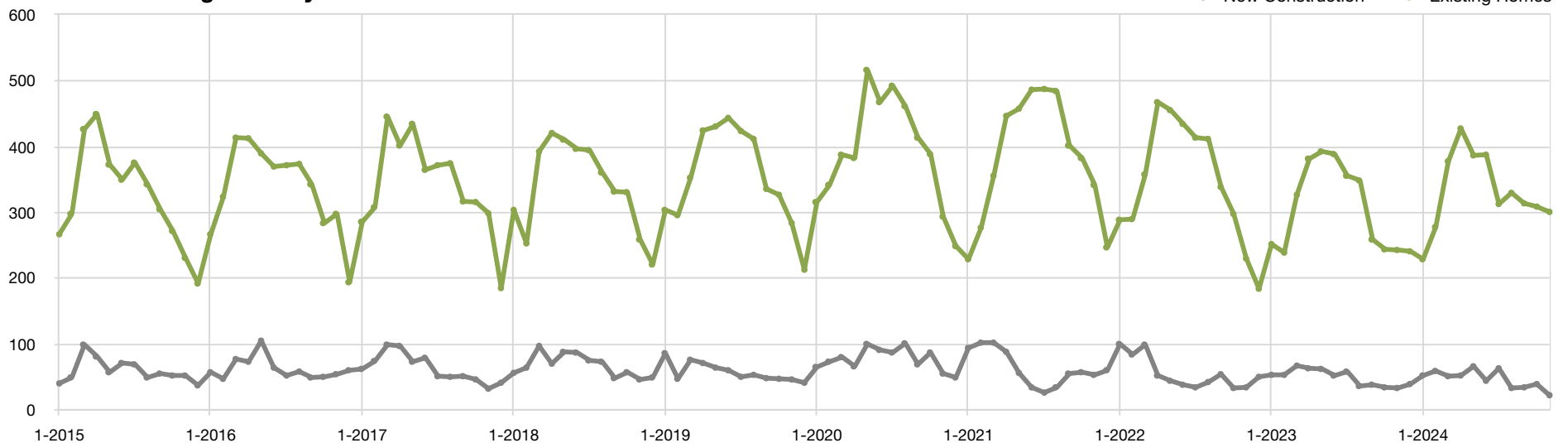


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	38	- 22.4%	240	+ 31.1%
Jan-2024	51	- 1.9%	228	- 9.2%
Feb-2024	58	+ 11.5%	277	+ 16.4%
Mar-2024	50	- 24.2%	377	+ 15.6%
Apr-2024	51	- 17.7%	427	+ 12.1%
May-2024	65	+ 6.6%	386	- 1.5%
Jun-2024	43	- 15.7%	387	- 0.3%
Jul-2024	62	+ 8.8%	312	- 12.1%
Aug-2024	32	- 8.6%	329	- 5.5%
Sep-2024	33	- 10.8%	313	+ 21.3%
Oct-2024	38	+ 15.2%	308	+ 26.7%
Nov-2024	21	- 34.4%	300	+ 24.0%
12-Month Avg	45	- 8.2%	324	+ 8.0%

Historical Pending Sales by Month



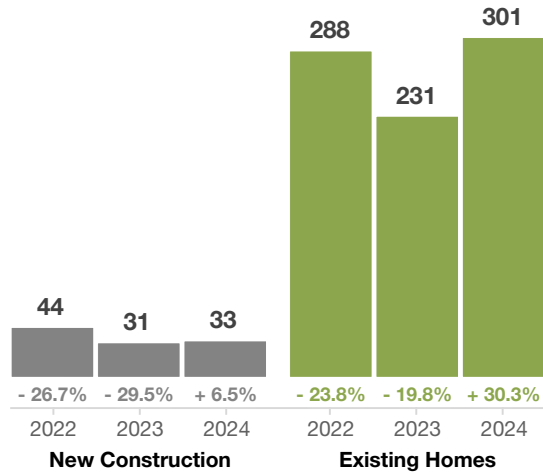
Closed Sales

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

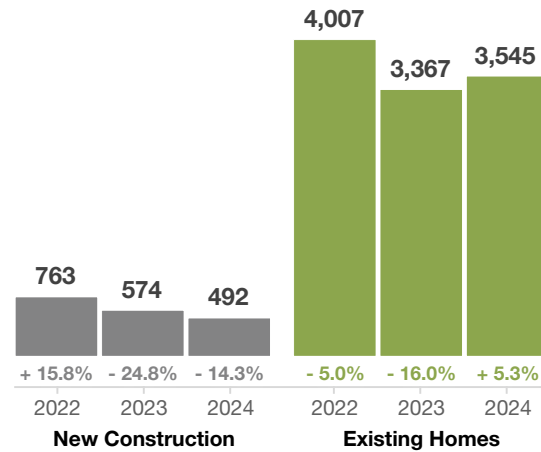


Lincoln Area Region

November

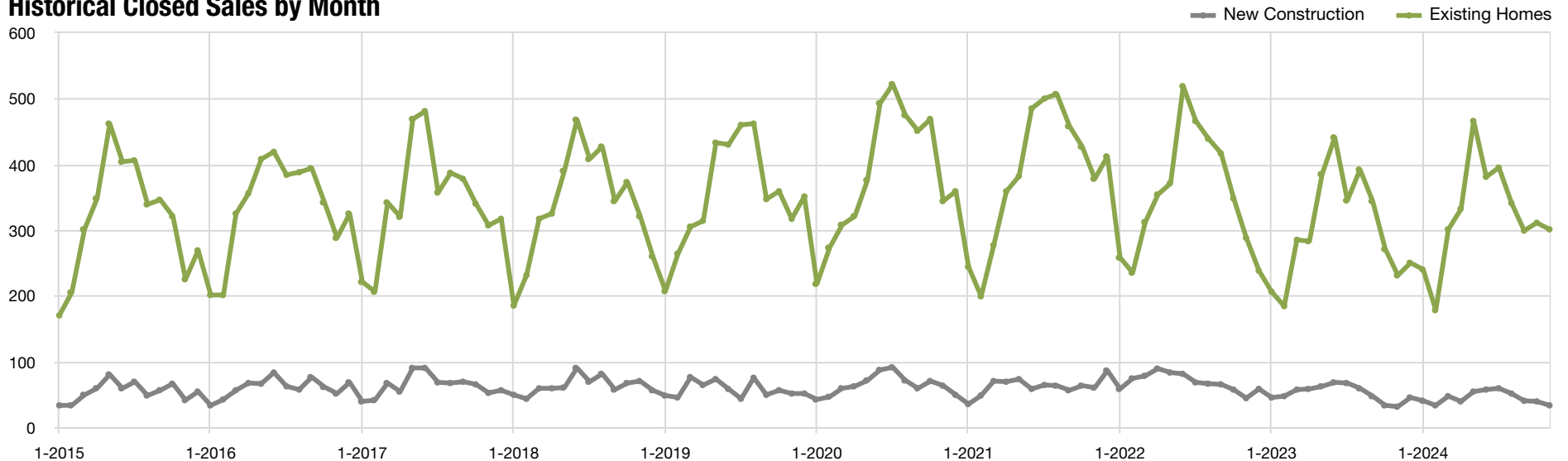


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	45	- 22.4%	250	+ 5.0%
Jan-2024	40	- 11.1%	240	+ 16.5%
Feb-2024	33	- 29.8%	178	- 3.3%
Mar-2024	47	- 17.5%	301	+ 5.6%
Apr-2024	39	- 32.8%	332	+ 17.3%
May-2024	54	- 12.9%	466	+ 21.0%
Jun-2024	57	- 16.2%	381	- 13.6%
Jul-2024	59	- 11.9%	395	+ 14.5%
Aug-2024	51	- 13.6%	341	- 13.0%
Sep-2024	40	- 14.9%	299	- 13.1%
Oct-2024	39	+ 18.2%	311	+ 14.8%
Nov-2024	33	+ 6.5%	301	+ 30.3%
12-Month Avg	45	- 15.1%	316	+ 5.3%

Historical Closed Sales by Month



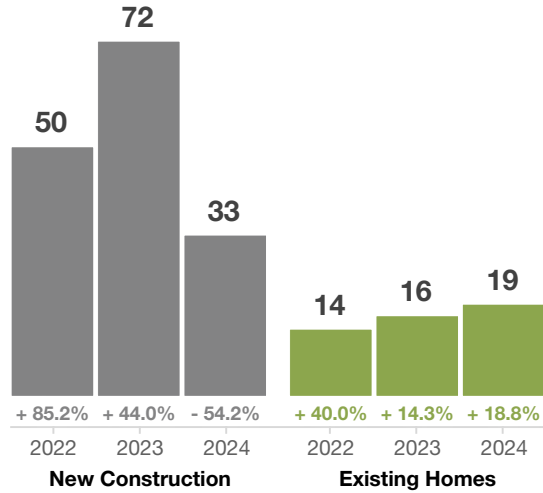
Days on Market Until Sale

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

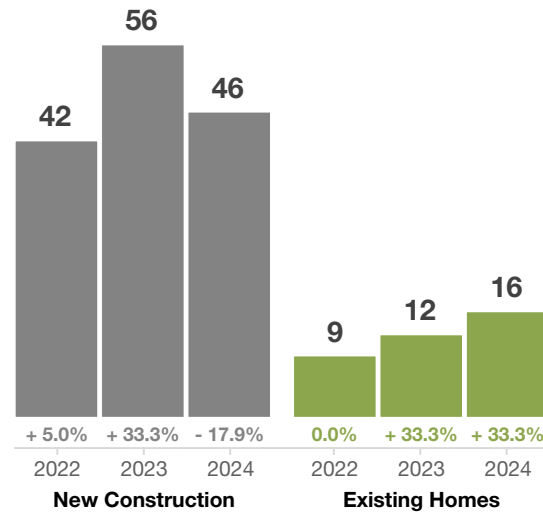


Lincoln Area Region

November



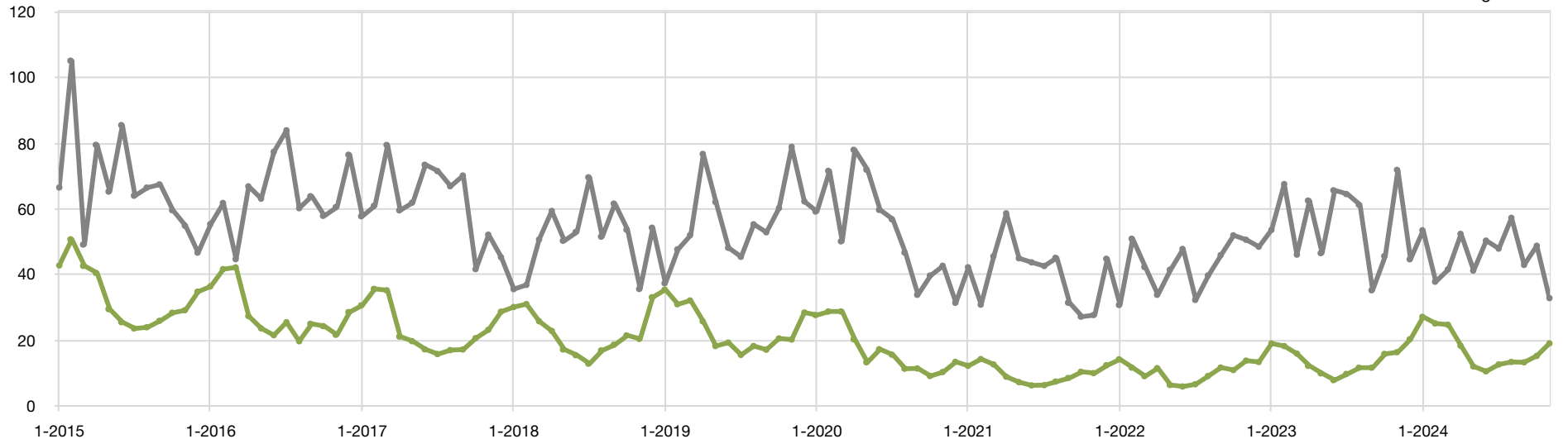
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	44	- 8.3%	20	+ 53.8%
Jan-2024	53	0.0%	27	+ 42.1%
Feb-2024	38	- 43.3%	25	+ 38.9%
Mar-2024	41	- 10.9%	24	+ 50.0%
Apr-2024	52	- 16.1%	18	+ 50.0%
May-2024	41	- 10.9%	12	+ 20.0%
Jun-2024	50	- 23.1%	10	+ 25.0%
Jul-2024	48	- 25.0%	12	+ 33.3%
Aug-2024	57	- 6.6%	13	+ 18.2%
Sep-2024	43	+ 22.9%	13	+ 18.2%
Oct-2024	49	+ 8.9%	15	- 6.3%
Nov-2024	33	- 54.2%	19	+ 18.8%
12-Month Avg*	46	- 17.0%	16	+ 31.9%

* Days on Market for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



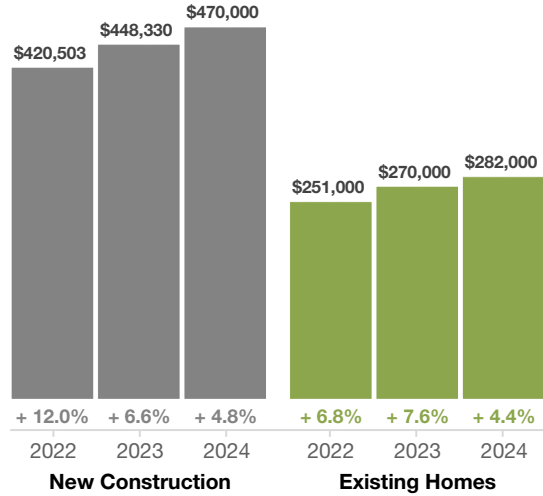
Median Closed Price

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

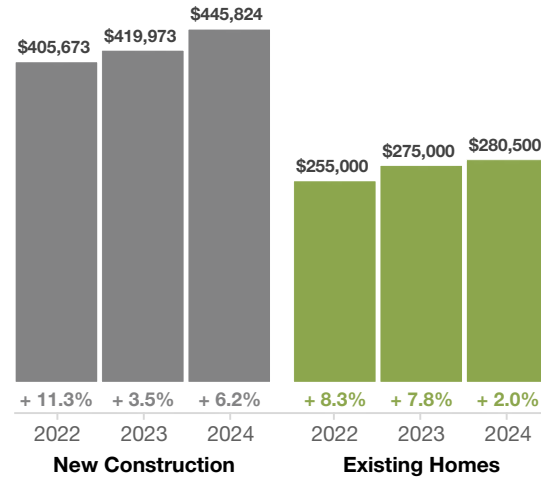


Lincoln Area Region

November



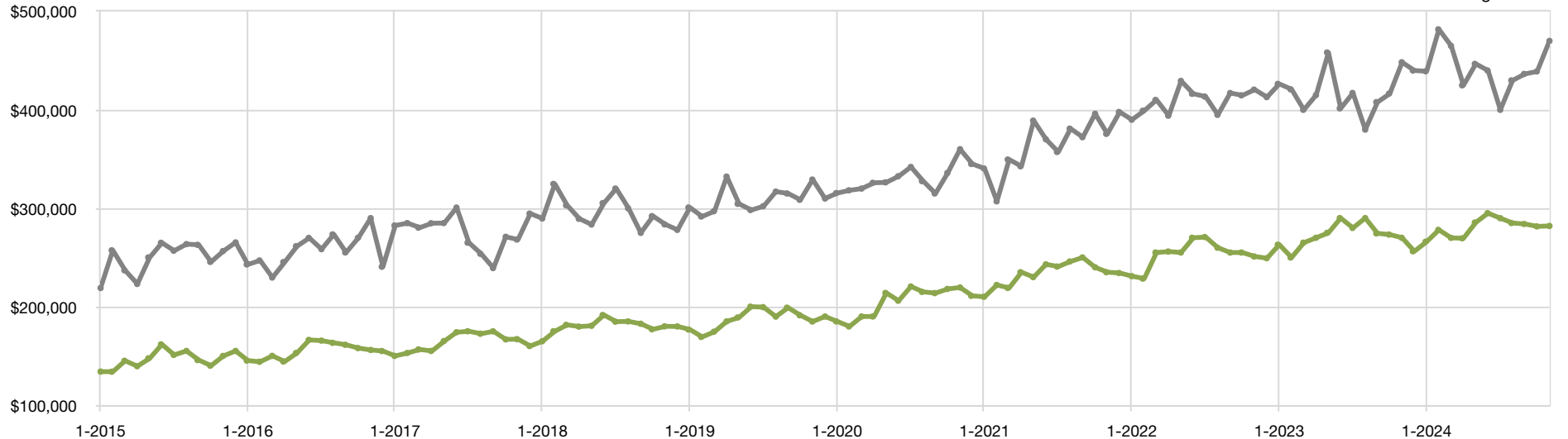
Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	\$439,950		+ 6.5%	\$256,250	+ 2.8%
Jan-2024	\$439,175		+ 3.0%	\$266,000	+ 1.1%
Feb-2024	\$481,763		+ 14.5%	\$278,000	+ 11.2%
Mar-2024	\$465,000		+ 16.3%	\$269,900	+ 1.8%
Apr-2024	\$424,900		+ 2.4%	\$269,450	- 0.2%
May-2024	\$446,675		- 2.5%	\$285,500	+ 3.8%
Jun-2024	\$439,950		+ 9.6%	\$295,000	+ 1.7%
Jul-2024	\$400,000		- 4.1%	\$289,900	+ 3.5%
Aug-2024	\$429,900		+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$436,450		+ 7.0%	\$284,000	+ 3.5%
Oct-2024	\$439,000		+ 5.4%	\$281,550	+ 3.0%
Nov-2024	\$470,000		+ 4.8%	\$282,000	+ 4.4%
12-Month Avg*	\$445,800		+ 6.2%	\$280,000	+ 2.3%

* Median Closed Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Historical Median Closed Price by Month



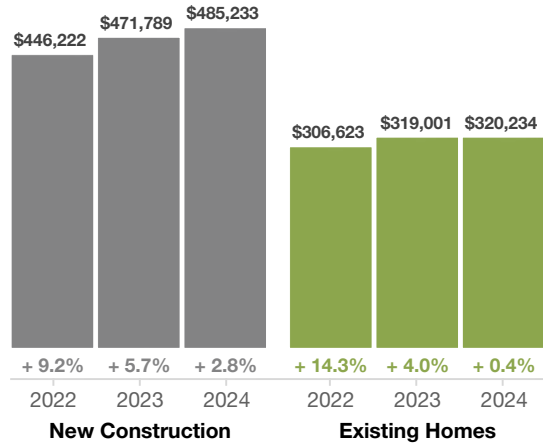
Average Closed Price

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

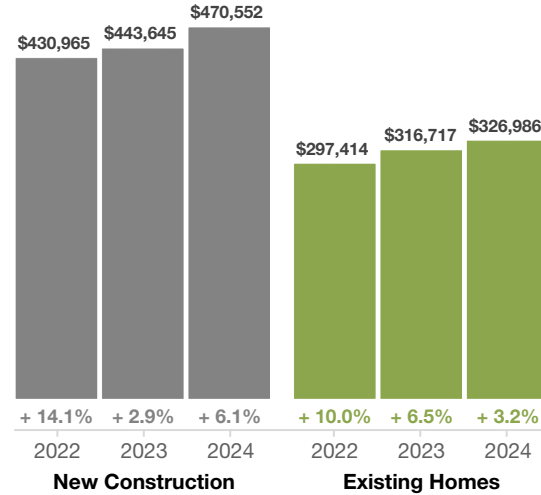


Lincoln Area Region

November



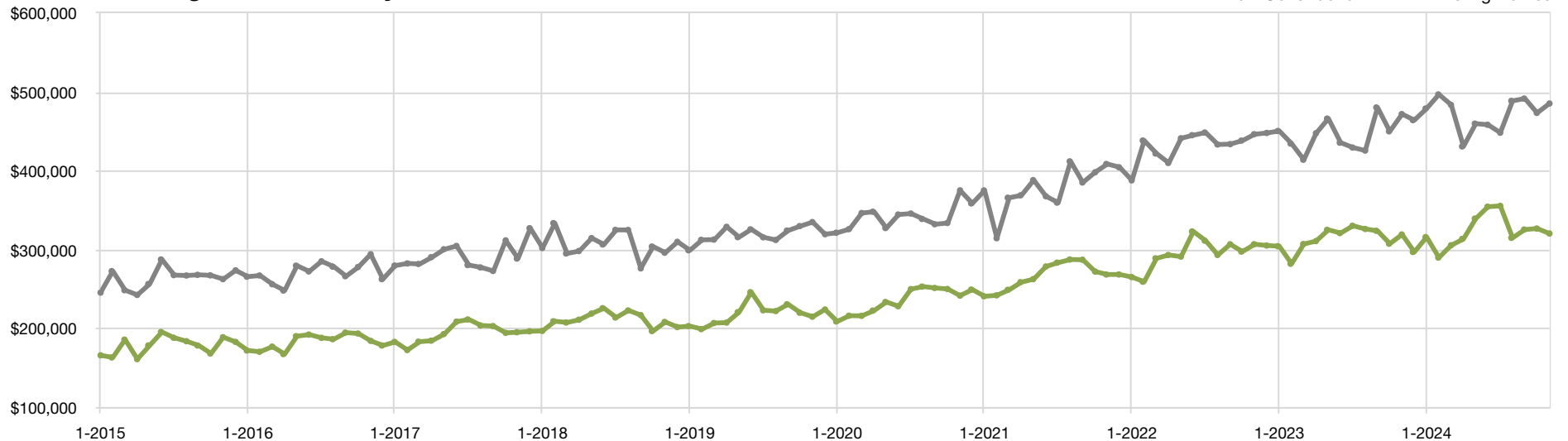
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	\$464,144	+ 3.6%	\$296,802	- 2.7%
Jan-2024	\$478,857	+ 6.3%	\$315,681	+ 3.8%
Feb-2024	\$496,752	+ 14.4%	\$289,712	+ 2.8%
Mar-2024	\$483,553	+ 16.8%	\$305,283	- 0.5%
Apr-2024	\$430,757	- 3.7%	\$313,323	+ 0.9%
May-2024	\$459,699	- 1.4%	\$339,186	+ 4.4%
Jun-2024	\$458,266	+ 5.2%	\$354,274	+ 10.4%
Jul-2024	\$448,169	+ 4.4%	\$355,300	+ 7.6%
Aug-2024	\$488,622	+ 14.8%	\$314,724	- 3.5%
Sep-2024	\$491,512	+ 2.4%	\$325,259	+ 0.5%
Oct-2024	\$473,286	+ 5.2%	\$326,568	+ 6.3%
Nov-2024	\$485,233	+ 2.8%	\$320,234	+ 0.4%
12-Month Avg*	\$470,015	+ 5.9%	\$324,997	+ 2.9%

* Average Closed Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Historical Average Closed Price by Month



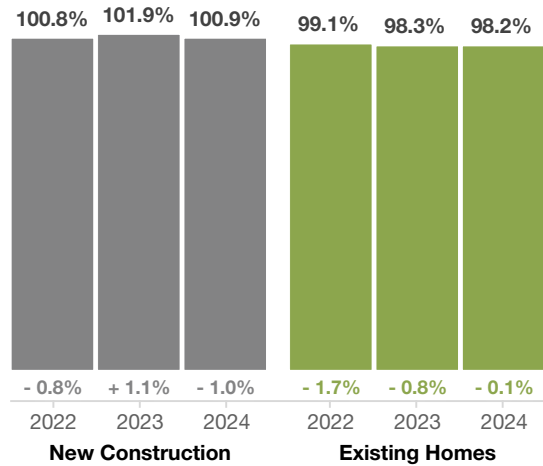
Percent of List Price Received

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.

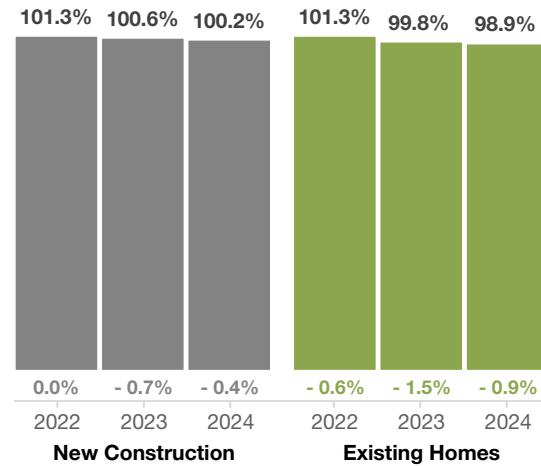


Lincoln Area Region

November



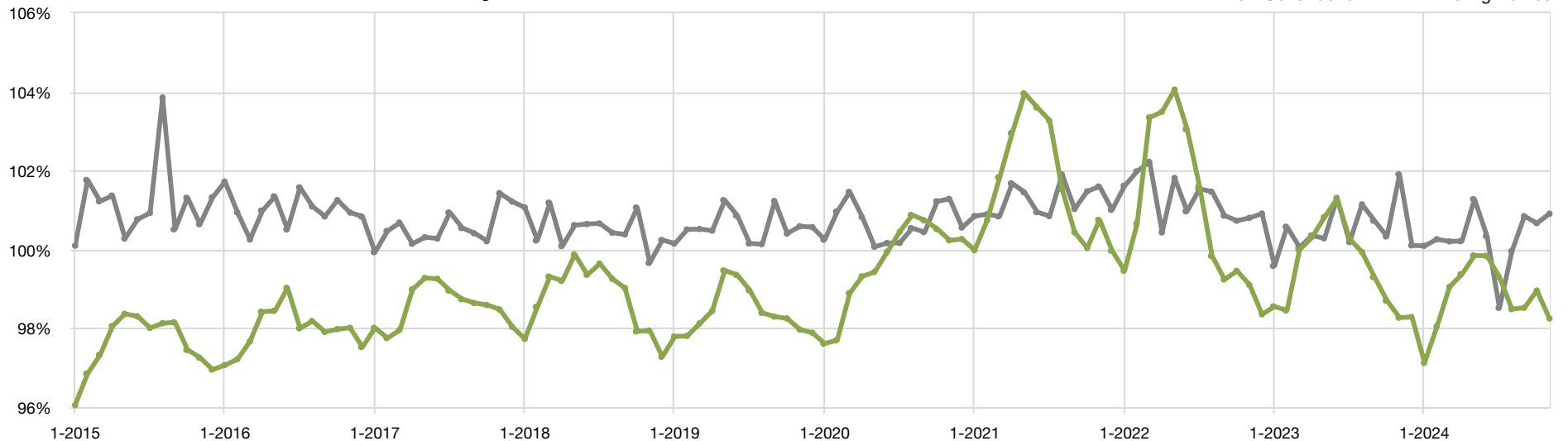
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	100.1%	- 0.8%	98.3%	- 0.1%
Jan-2024	100.1%	+ 0.5%	97.1%	- 1.5%
Feb-2024	100.3%	- 0.3%	98.0%	- 0.5%
Mar-2024	100.2%	+ 0.1%	99.0%	- 1.0%
Apr-2024	100.2%	- 0.2%	99.4%	- 0.9%
May-2024	101.3%	+ 1.0%	99.8%	- 1.0%
Jun-2024	100.3%	- 1.0%	99.8%	- 1.5%
Jul-2024	98.5%	- 1.7%	99.3%	- 1.0%
Aug-2024	100.0%	- 1.1%	98.5%	- 1.4%
Sep-2024	100.8%	+ 0.1%	98.5%	- 0.8%
Oct-2024	100.7%	+ 0.4%	99.0%	+ 0.3%
Nov-2024	100.9%	- 1.0%	98.2%	- 0.1%
12-Month Avg*	100.2%	- 0.4%	98.9%	- 0.8%

* Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



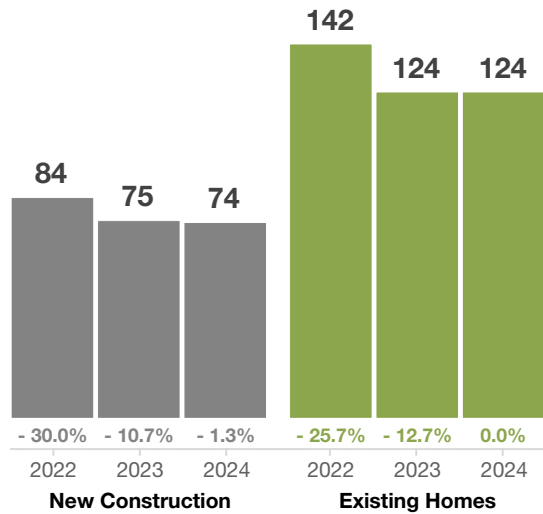
Housing Affordability Index

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.

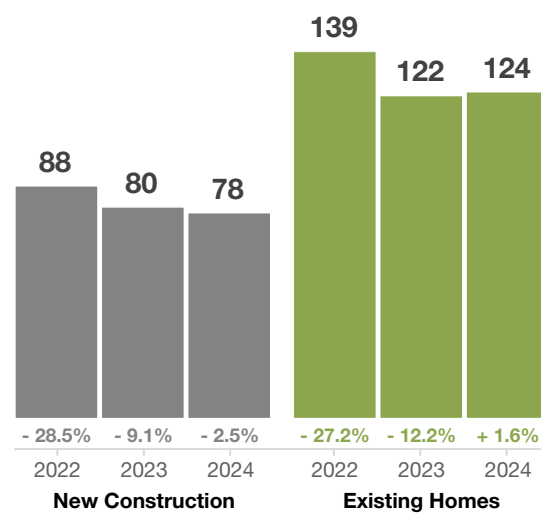


Lincoln Area Region

November

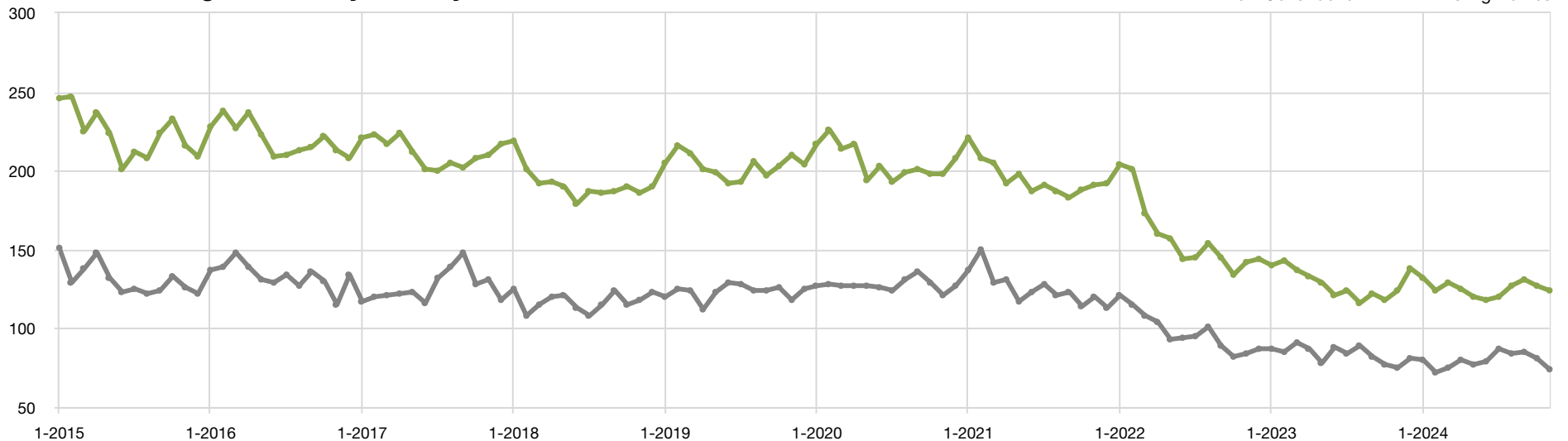


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	81	- 6.9%	138	- 4.2%
Jan-2024	80	- 8.0%	132	- 5.7%
Feb-2024	72	- 15.3%	124	- 13.3%
Mar-2024	75	- 17.6%	129	- 5.8%
Apr-2024	80	- 8.0%	125	- 6.0%
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	118	- 2.5%
Jul-2024	87	+ 3.6%	120	- 3.2%
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	85	+ 3.7%	131	+ 7.4%
Oct-2024	81	+ 5.2%	127	+ 7.6%
Nov-2024	74	- 1.3%	124	0.0%
12-Month Avg	80	- 4.8%	126	- 2.3%

Historical Housing Affordability Index by Month



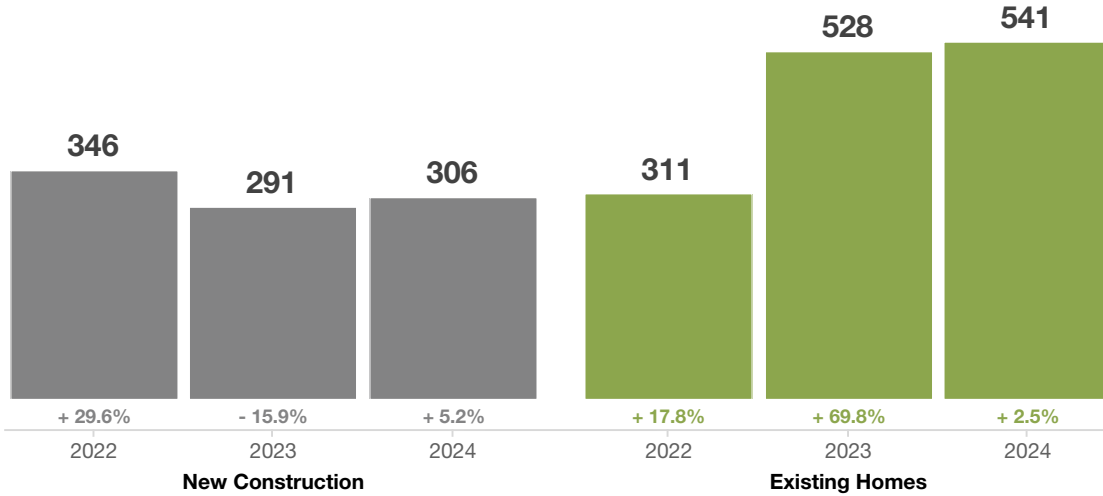
Inventory of Homes for Sale

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



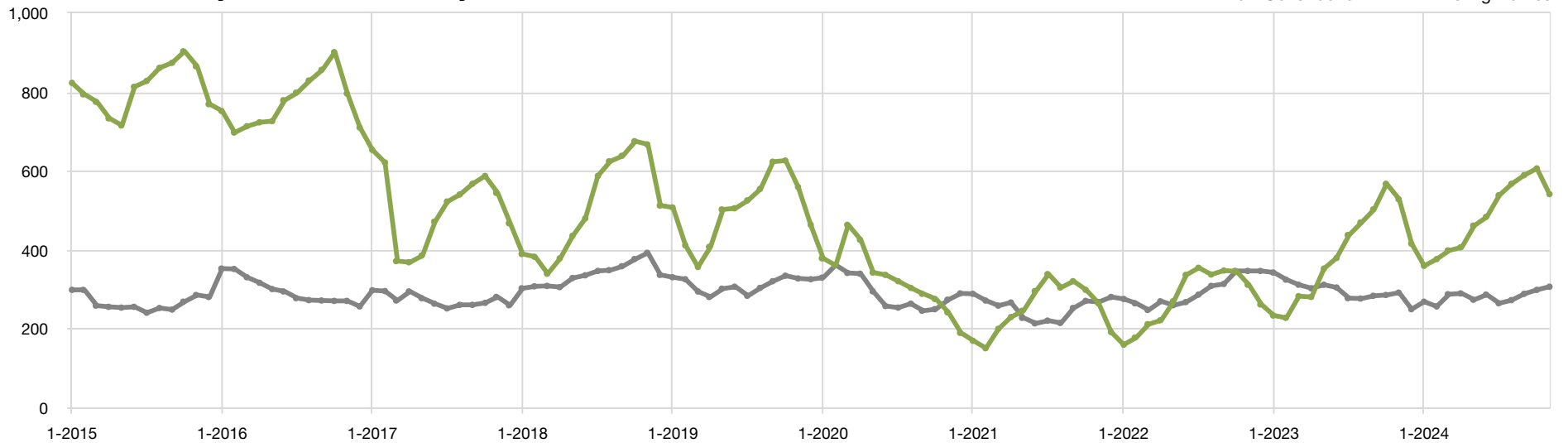
Lincoln Area Region

November



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	249	- 28.0%	415	+ 59.0%
Jan-2024	268	- 21.6%	359	+ 54.1%
Feb-2024	256	- 21.0%	376	+ 65.6%
Mar-2024	287	- 7.7%	398	+ 41.1%
Apr-2024	289	- 4.3%	406	+ 45.0%
May-2024	273	- 12.2%	461	+ 31.0%
Jun-2024	286	- 5.9%	483	+ 27.4%
Jul-2024	264	- 4.7%	538	+ 23.1%
Aug-2024	272	- 1.4%	567	+ 20.9%
Sep-2024	288	+ 1.8%	589	+ 17.3%
Oct-2024	298	+ 4.6%	606	+ 6.9%
Nov-2024	306	+ 5.2%	541	+ 2.5%
12-Month Avg	278	- 8.6%	478	+ 27.1%

Historical Inventory of Homes for Sale by Month



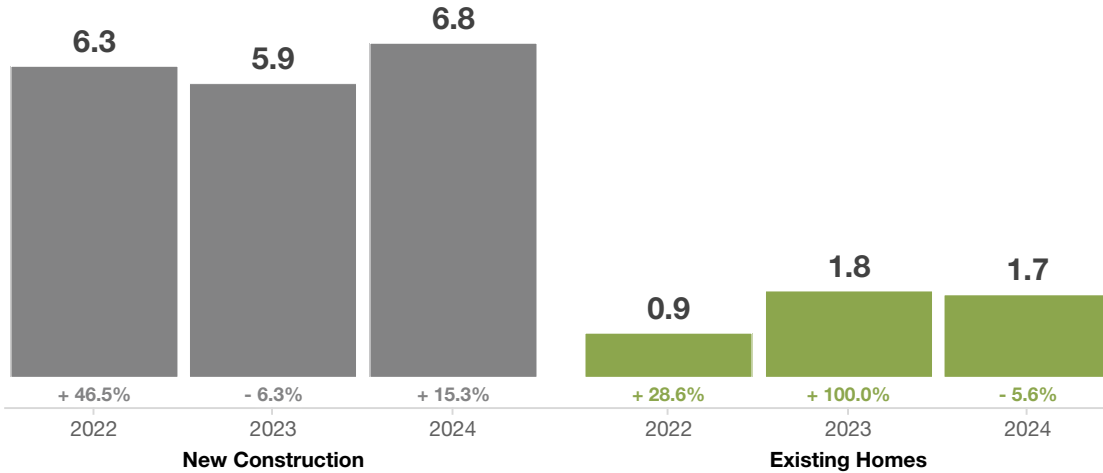
Months Supply of Inventory

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.



Lincoln Area Region

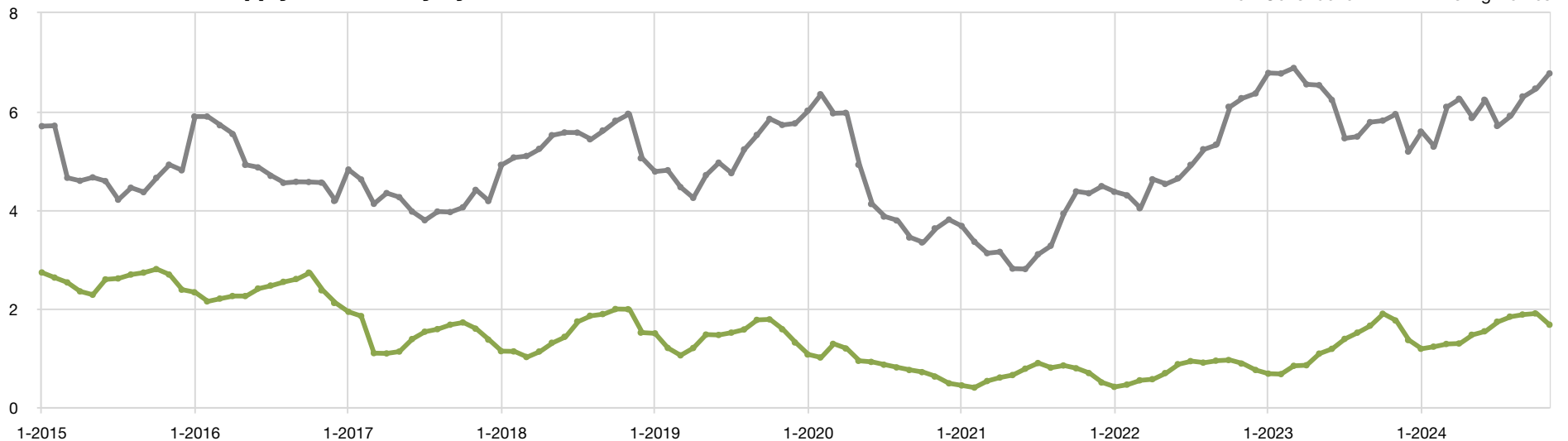
November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2023	5.2	- 18.8%	1.4	+ 75.0%
Jan-2024	5.6	- 17.6%	1.2	+ 71.4%
Feb-2024	5.3	- 22.1%	1.2	+ 71.4%
Mar-2024	6.1	- 11.6%	1.3	+ 62.5%
Apr-2024	6.3	- 4.5%	1.3	+ 62.5%
May-2024	5.9	- 9.2%	1.5	+ 36.4%
Jun-2024	6.2	0.0%	1.5	+ 25.0%
Jul-2024	5.7	+ 3.6%	1.7	+ 21.4%
Aug-2024	5.9	+ 7.3%	1.8	+ 20.0%
Sep-2024	6.3	+ 8.6%	1.9	+ 11.8%
Oct-2024	6.5	+ 12.1%	1.9	0.0%
Nov-2024	6.8	+ 15.3%	1.7	- 5.6%
12-Month Avg*	6.0	- 3.9%	1.5	+ 28.9%

* Months Supply for all properties from December 2023 through November 2024. 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	11-2023	11-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		487	536	+ 10.1%	6,361	6,929	+ 8.9%
Pending Sales		274	321	+ 17.2%	3,960	4,148	+ 4.7%
Closed Sales		262	334	+ 27.5%	3,941	4,037	+ 2.4%
Days on Market Until Sale		23	20	- 13.0%	19	20	+ 5.3%
Median Closed Price		\$287,500	\$300,000	+ 4.3%	\$295,000	\$300,000	+ 1.7%
Average Closed Price		\$337,079	\$336,536	- 0.2%	\$335,208	\$344,492	+ 2.8%
Percent of List Price Received		98.7%	98.5%	- 0.2%	99.9%	99.1%	- 0.8%
Housing Affordability Index		116	116	0.0%	113	116	+ 2.7%
Inventory of Homes for Sale		819	847	+ 3.4%	—	—	—
Months Supply of Inventory		2.3	2.3	0.0%	—	—	—