

Monthly Indicators

Lincoln Area Region



June 2024

U.S. existing-home sales declined for the third consecutive month, as higher mortgage rates and rising sales prices hindered market activity during what has traditionally been one of the busiest months of the year. According to the National Association of REALTORS® (NAR), sales of previously owned homes dipped 0.7% month-over-month and 2.8% year-over-year, to a seasonally adjusted annual rate of 4.11 million units.

New Listings decreased 10.0 percent for New Construction but increased 3.6 percent for Existing Homes. Pending Sales decreased 31.4 percent for New Construction and 0.3 percent for Existing Homes. Inventory decreased 5.2 percent for New Construction but increased 21.3 percent for Existing Homes.

Median Closed Price increased 14.0 percent for New Construction and 1.7 percent for Existing Homes. Days on Market decreased 26.2 percent for New Construction but increased 25.0 percent for Existing Homes. Months Supply of Inventory increased 4.8 percent for New Construction and 25.0 percent for Existing Homes.

Nationally, total housing inventory grew 6.7% month-over-month to 1.28 million units heading into June, for a 3.7 months' supply at the current sales pace, according to NAR. However, the increase in supply has yet to temper home prices, which have continued to rise nationwide. At last measure, the median existing-home price climbed to \$419,300, a 5.8% increase from the same period last year and a record high for the month.

Quick Facts

- 16.7%

Change in
Closed Sales
All Properties

+ 5.0%

Change in
Median Closed Price
All Properties

+ 9.6%

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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		120	108	- 10.0%	714	647	- 9.4%
Pending Sales		51	35	- 31.4%	344	292	- 15.1%
Closed Sales		68	54	- 20.6%	337	267	- 20.8%
Days on Market Until Sale		65	48	- 26.2%	57	45	- 21.1%
Median Closed Price		\$401,491	\$457,655	+ 14.0%	\$426,336	\$451,392	+ 5.9%
Average Closed Price		\$435,513	\$464,802	+ 6.7%	\$441,365	\$467,899	+ 6.0%
Percent of List Price Received		101.3%	100.3%	- 1.0%	100.4%	100.4%	0.0%
Housing Affordability Index		88	76	- 13.6%	82	77	- 6.1%
Inventory of Homes for Sale		306	290	- 5.2%	—	—	—
Months Supply of Inventory		6.3	6.6	+ 4.8%	—	—	—

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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		548	568	+ 3.6%	2,660	3,003	+ 12.9%
Pending Sales		388	387	- 0.3%	1,976	2,079	+ 5.2%
Closed Sales		441	370	- 16.1%	1,782	1,879	+ 5.4%
Days on Market Until Sale		8	10	+ 25.0%	12	18	+ 50.0%
Median Closed Price		\$290,000	\$295,000	+ 1.7%	\$270,000	\$280,000	+ 3.7%
Average Closed Price		\$320,769	\$348,056	+ 8.5%	\$311,983	\$323,213	+ 3.6%
Percent of List Price Received		101.3%	99.8%	- 1.5%	100.2%	99.1%	- 1.1%
Housing Affordability Index		121	118	- 2.5%	130	124	- 4.6%
Inventory of Homes for Sale		385	467	+ 21.3%	—	—	—
Months Supply of Inventory		1.2	1.5	+ 25.0%	—	—	—

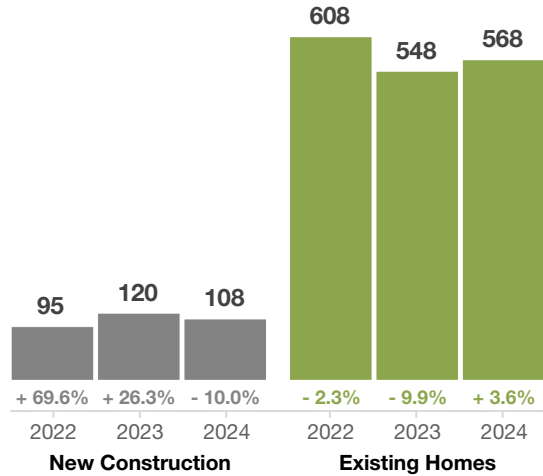
New Listings

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

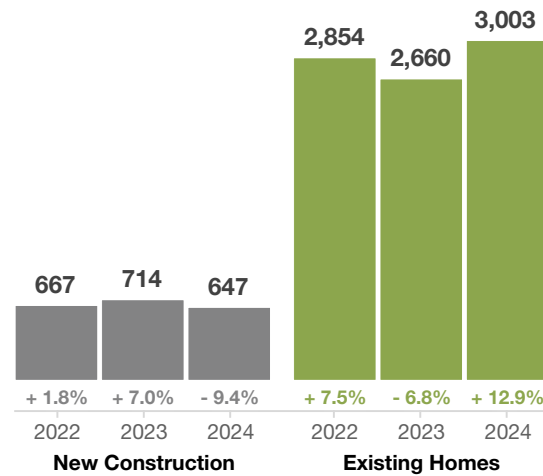


Lincoln Area Region

June

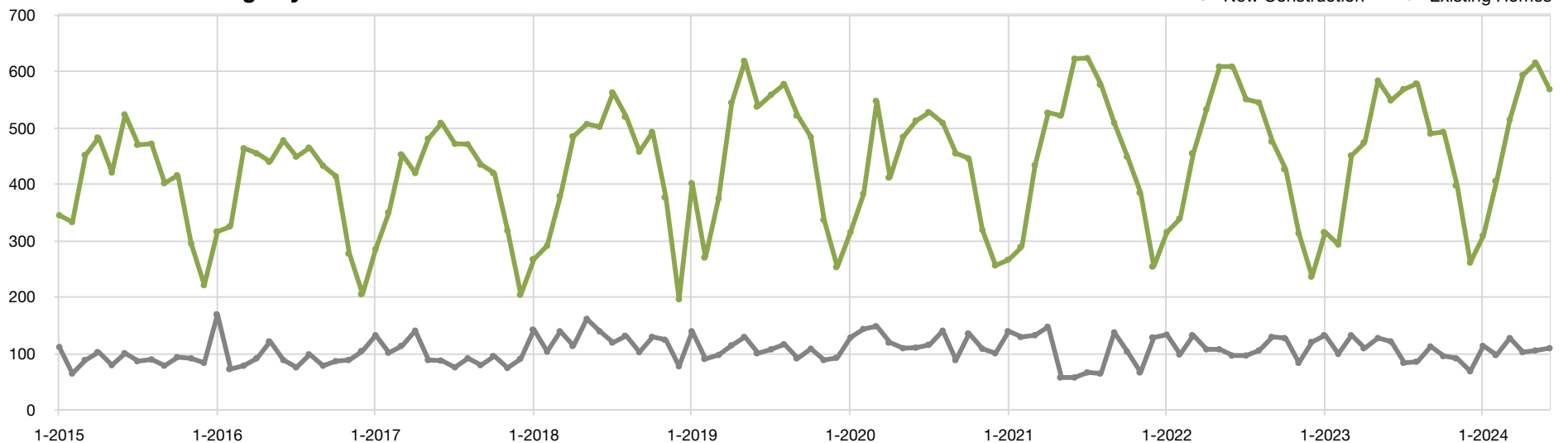


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	82	-13.7%	568	+3.3%
Aug-2023	84	-19.2%	578	+6.3%
Sep-2023	111	-13.3%	489	+2.9%
Oct-2023	94	-25.4%	492	+15.5%
Nov-2023	90	+9.8%	397	+27.2%
Dec-2023	67	-43.7%	260	+10.6%
Jan-2024	112	-14.5%	308	-1.9%
Feb-2024	96	-2.0%	405	+38.7%
Mar-2024	126	-3.8%	514	+14.2%
Apr-2024	101	-6.5%	593	+25.4%
May-2024	104	-17.5%	615	+5.5%
Jun-2024	108	-10.0%	568	+3.6%
12-Month Avg	98	-14.0%	482	+11.1%

Historical New Listings by Month



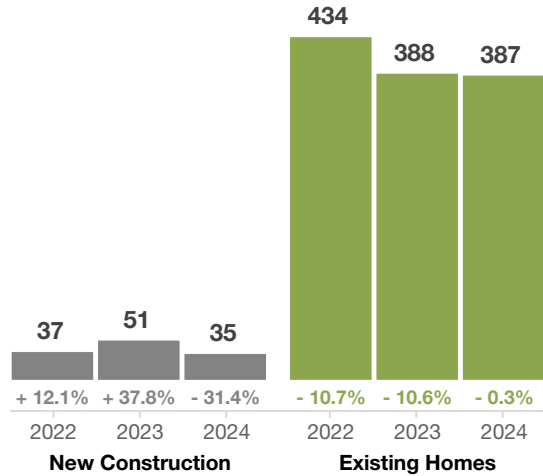
Pending Sales

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

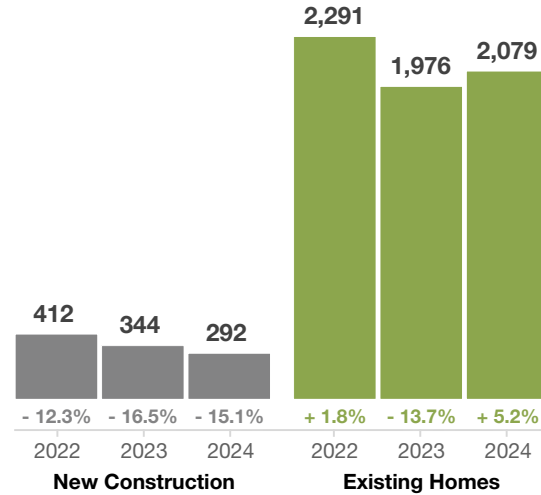


Lincoln Area Region

June

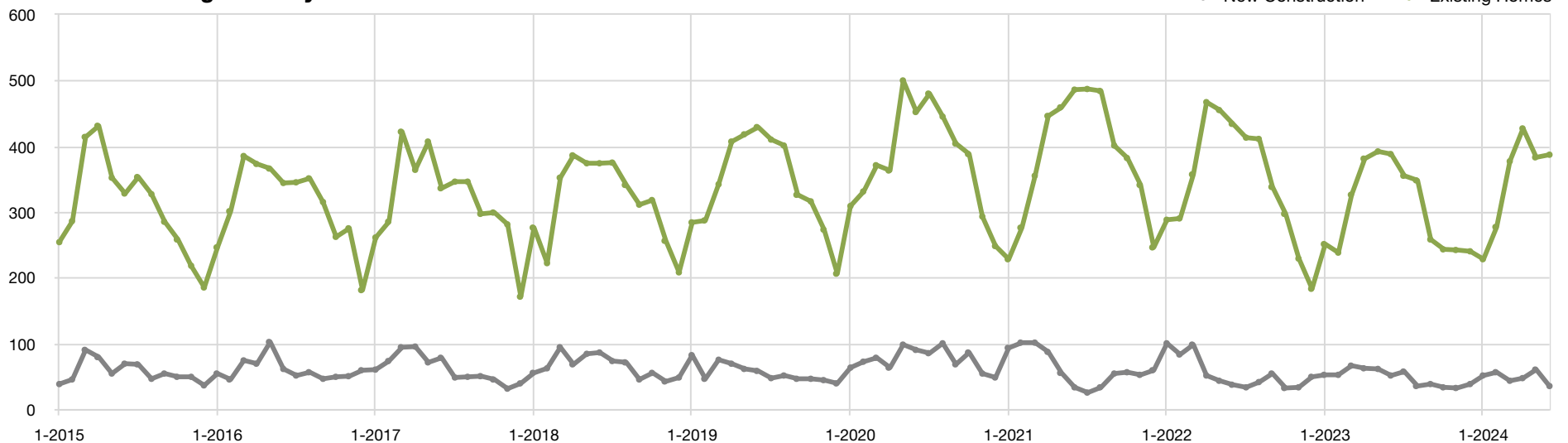


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	57	+ 72.7%	355	- 14.0%
Aug-2023	35	- 14.6%	348	- 15.3%
Sep-2023	38	- 29.6%	258	- 23.7%
Oct-2023	33	+ 3.1%	243	- 18.2%
Nov-2023	32	- 3.0%	242	+ 5.7%
Dec-2023	38	- 22.4%	240	+ 31.1%
Jan-2024	51	- 1.9%	228	- 9.2%
Feb-2024	56	+ 7.7%	277	+ 16.4%
Mar-2024	43	- 34.8%	377	+ 15.6%
Apr-2024	47	- 24.2%	427	+ 12.1%
May-2024	60	- 1.6%	383	- 2.3%
Jun-2024	35	- 31.4%	387	- 0.3%
12-Month Avg	44	- 10.2%	314	- 2.2%

Historical Pending Sales by Month



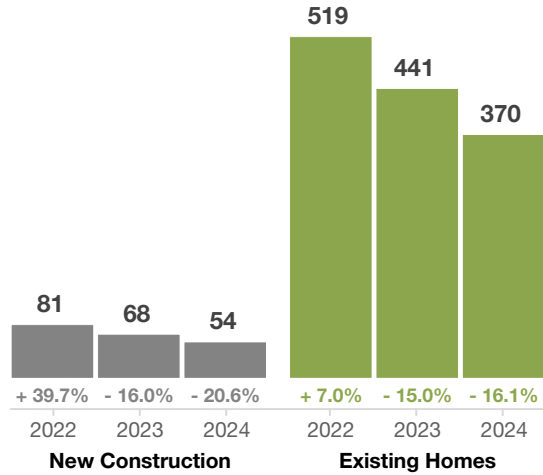
Closed Sales

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

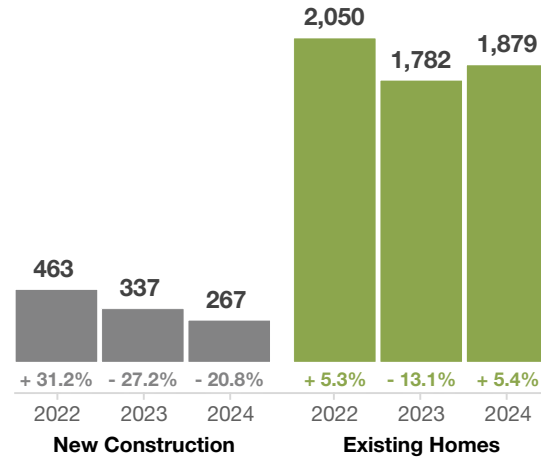


Lincoln Area Region

June

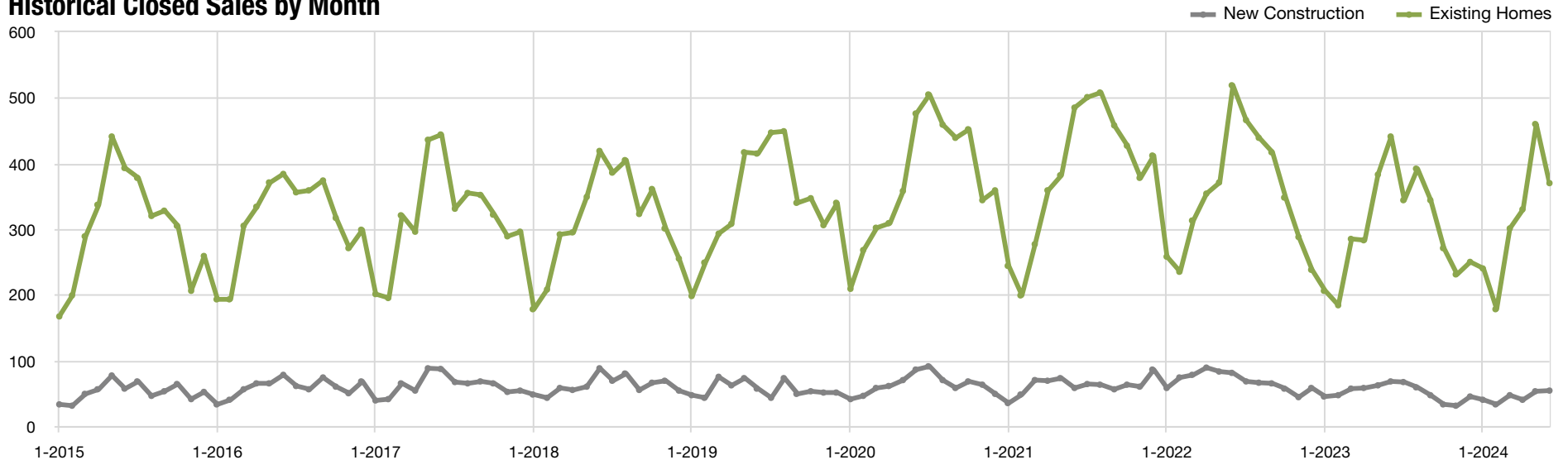


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	67	- 1.5%	344	- 26.2%
Aug-2023	59	- 10.6%	392	- 10.7%
Sep-2023	47	- 27.7%	344	- 17.5%
Oct-2023	33	- 42.1%	271	- 22.1%
Nov-2023	31	- 29.5%	231	- 19.8%
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	40	- 31.0%	330	+ 16.6%
May-2024	53	- 14.5%	460	+ 20.1%
Jun-2024	54	- 20.6%	370	- 16.1%
12-Month Avg	46	- 20.7%	309	- 6.9%

Historical Closed Sales by Month



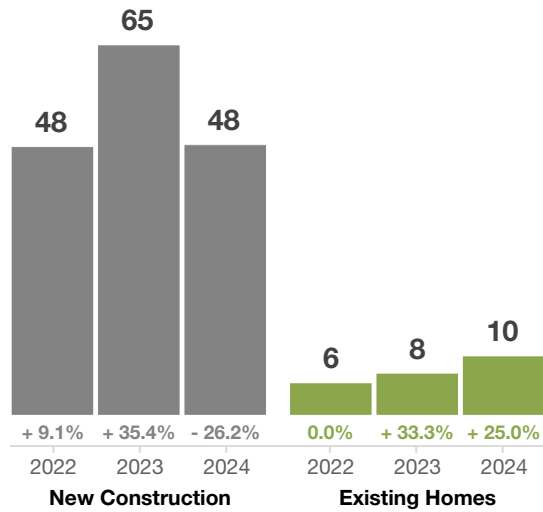
Days on Market Until Sale

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

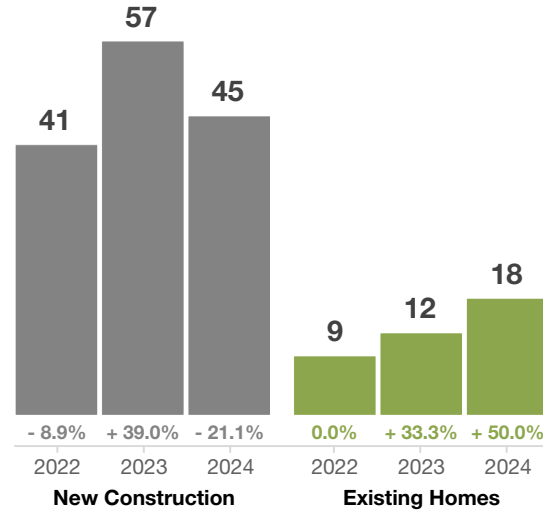


Lincoln Area Region

June



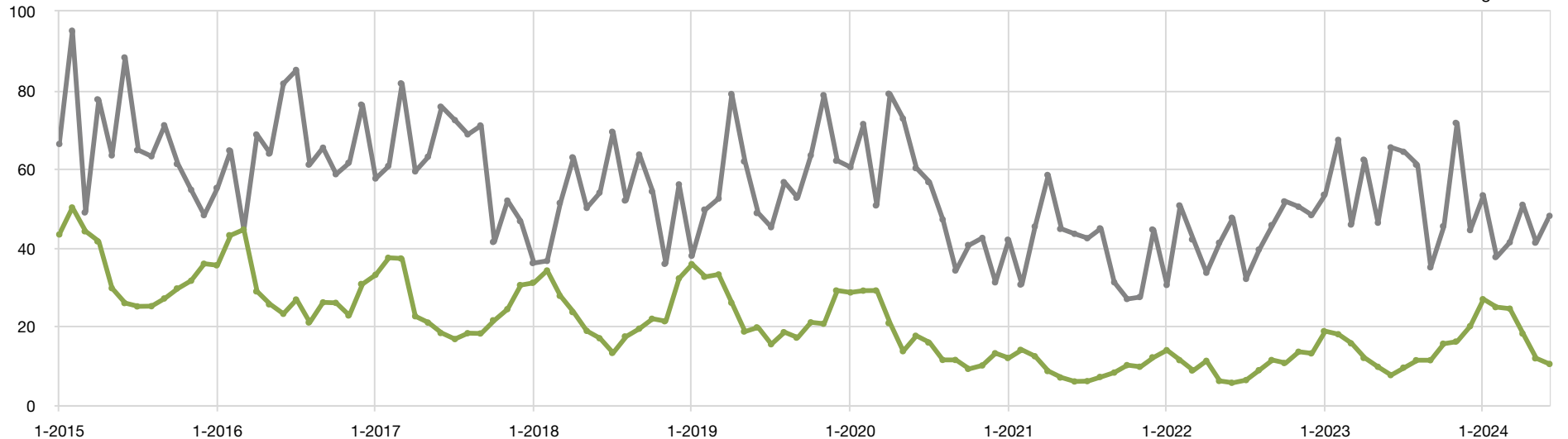
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	64	+ 100.0%	10	+ 66.7%
Aug-2023	61	+ 52.5%	11	+ 22.2%
Sep-2023	35	- 23.9%	11	0.0%
Oct-2023	45	- 13.5%	16	+ 45.5%
Nov-2023	72	+ 44.0%	16	+ 14.3%
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	51	- 17.7%	18	+ 50.0%
May-2024	41	- 10.9%	12	+ 20.0%
Jun-2024	48	- 26.2%	10	+ 25.0%
12-Month Avg*	50	- 0.4%	16	+ 40.3%

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

Historical Days on Market Until Sale by Month



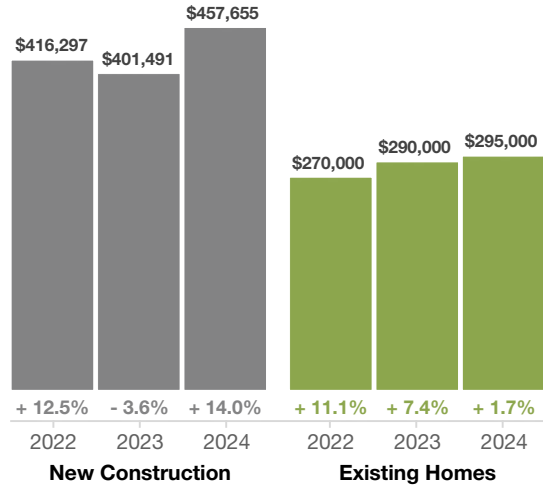
Median Closed Price

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

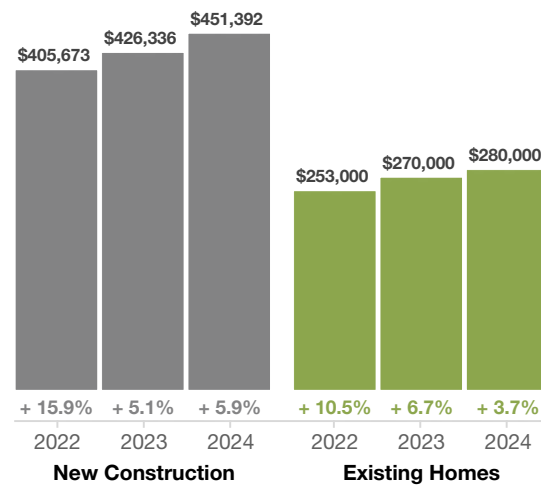


Lincoln Area Region

June



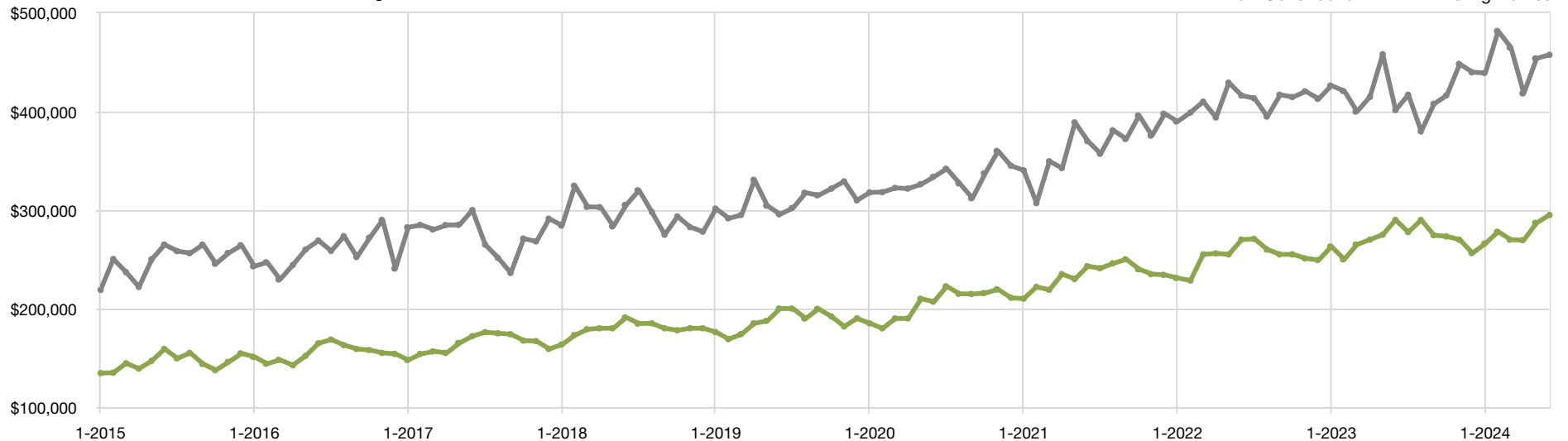
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	\$417,103	+ 0.9%	\$277,638	+ 2.5%
Aug-2023	\$379,900	- 3.8%	\$290,000	+ 11.6%
Sep-2023	\$407,820	- 2.2%	\$274,450	+ 7.6%
Oct-2023	\$416,450	+ 0.4%	\$273,250	+ 7.2%
Nov-2023	\$448,330	+ 6.6%	\$270,000	+ 7.6%
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	\$418,453	+ 0.8%	\$269,450	- 0.2%
May-2024	\$454,000	- 0.9%	\$287,000	+ 4.4%
Jun-2024	\$457,655	+ 14.0%	\$295,000	+ 1.7%
12-Month Avg*	\$431,470	+ 3.8%	\$276,500	+ 4.3%

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

Historical Median Closed Price by Month



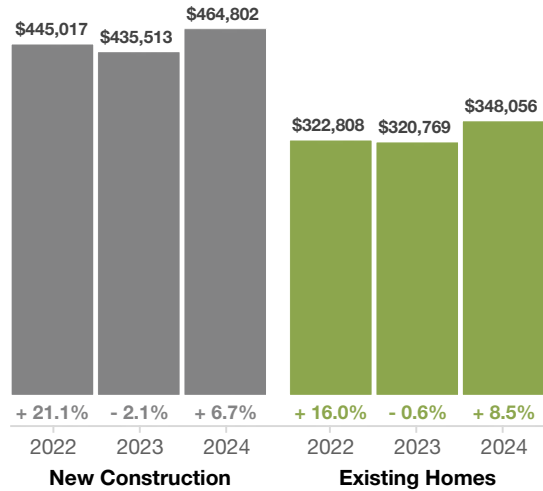
Average Closed Price

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

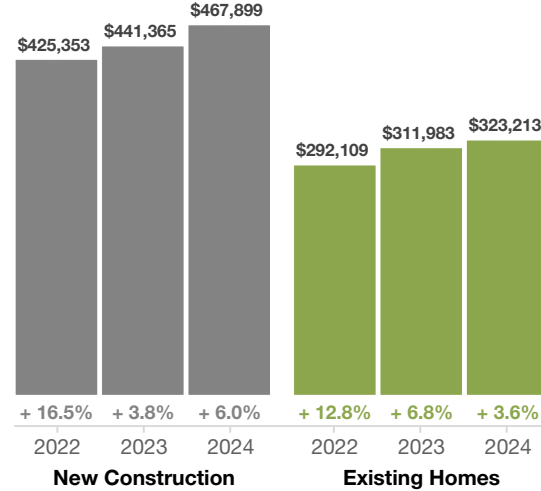


Lincoln Area Region

June



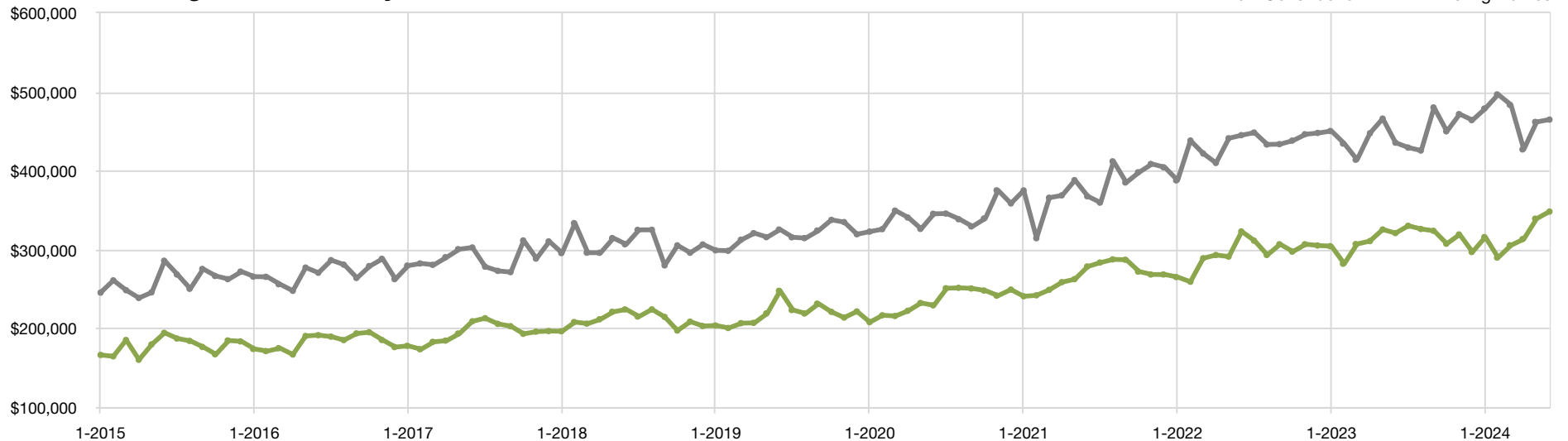
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	\$429,332	- 4.2%	\$330,057	+ 6.1%
Aug-2023	\$425,495	- 1.8%	\$325,980	+ 11.3%
Sep-2023	\$480,209	+ 10.7%	\$323,644	+ 5.6%
Oct-2023	\$449,918	+ 2.7%	\$307,312	+ 3.4%
Nov-2023	\$471,789	+ 5.7%	\$319,001	+ 4.0%
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	\$426,972	- 4.6%	\$313,147	+ 0.8%
May-2024	\$461,827	- 0.9%	\$339,061	+ 4.2%
Jun-2024	\$464,802	+ 6.7%	\$348,056	+ 8.5%
12-Month Avg*	\$458,520	+ 3.9%	\$320,975	+ 4.5%

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

Historical Average Closed Price by Month



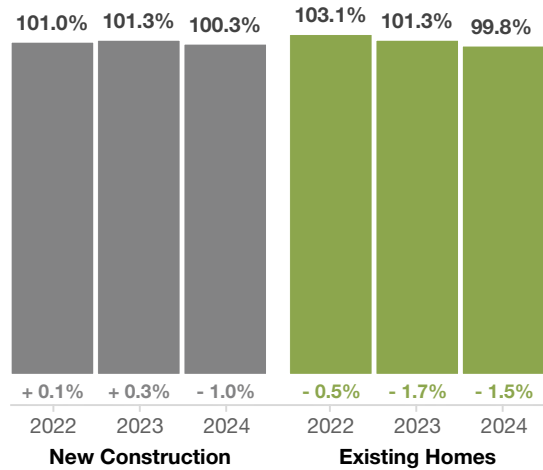
Percent of List Price Received

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.

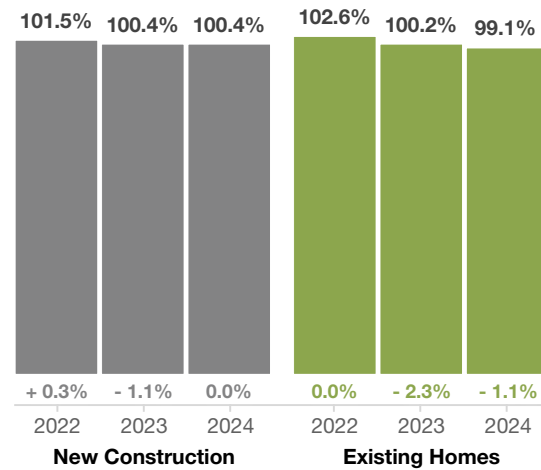


Lincoln Area Region

June



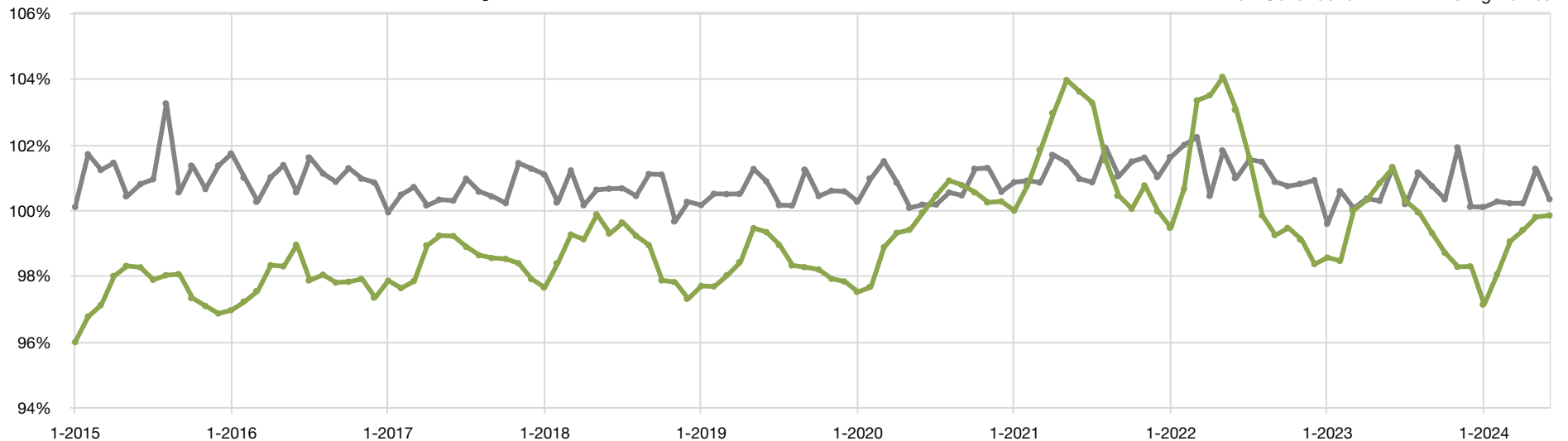
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	100.2%	- 1.3%	100.3%	- 1.3%
Aug-2023	101.1%	- 0.4%	99.9%	+ 0.1%
Sep-2023	100.7%	- 0.2%	99.3%	+ 0.1%
Oct-2023	100.3%	- 0.4%	98.7%	- 0.8%
Nov-2023	101.9%	+ 1.1%	98.3%	- 0.8%
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%
12-Month Avg*	100.6%	- 0.2%	99.2%	- 0.8%

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

Historical Percent of List Price Received by Month



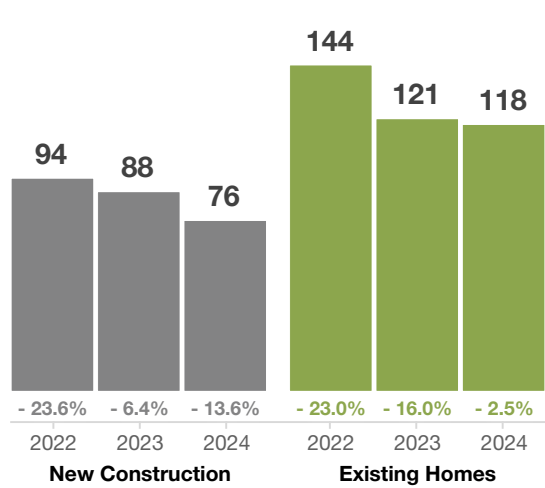
Housing Affordability Index

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.

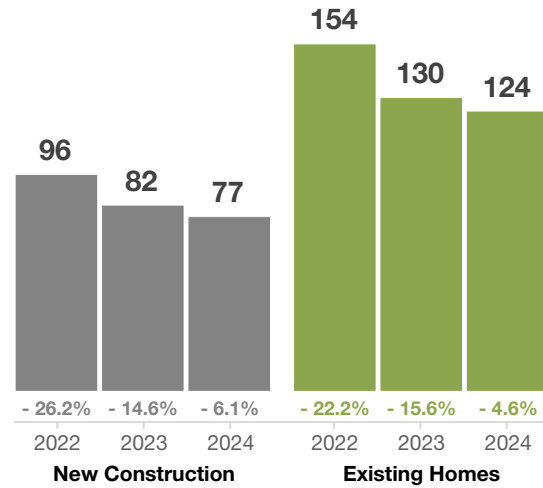


Lincoln Area Region

June

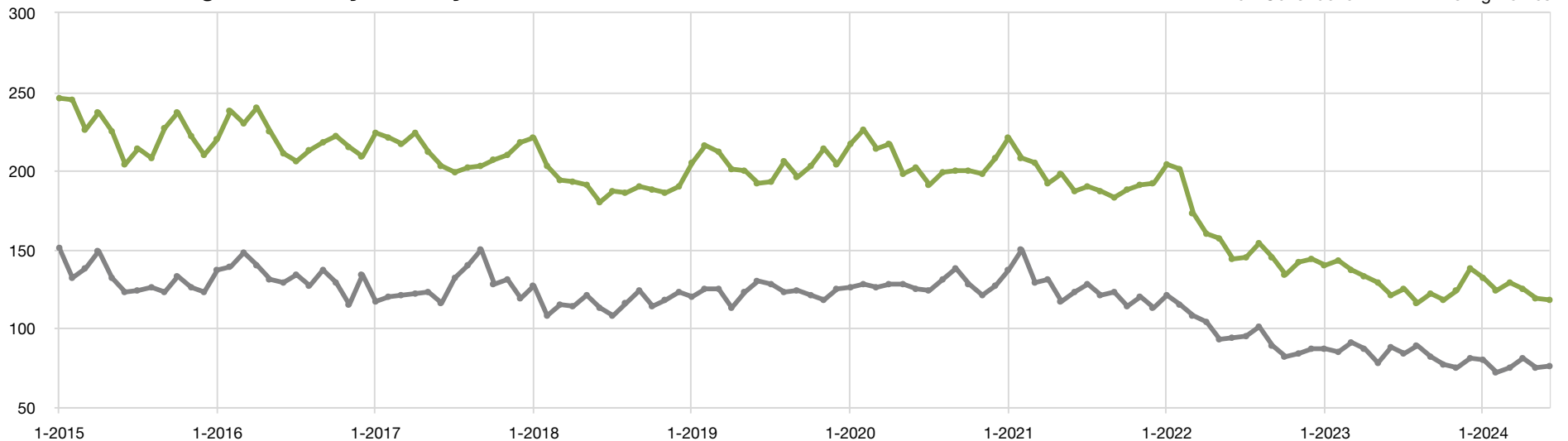


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	84	- 11.6%	125	- 13.8%
Aug-2023	89	- 11.9%	116	- 24.7%
Sep-2023	82	- 7.9%	122	- 15.9%
Oct-2023	77	- 6.1%	118	- 11.9%
Nov-2023	75	- 10.7%	124	- 12.7%
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	81	- 6.9%	125	- 6.0%
May-2024	75	- 3.8%	119	- 7.8%
Jun-2024	76	- 13.6%	118	- 2.5%
12-Month Avg	79	- 10.2%	124	- 10.8%

Historical Housing Affordability Index by Month



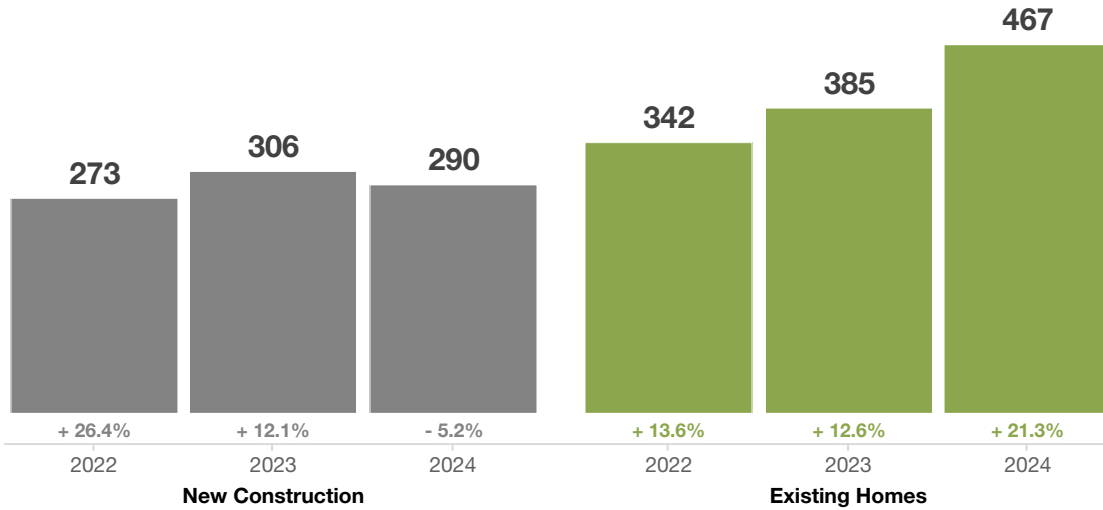
Inventory of Homes for Sale

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



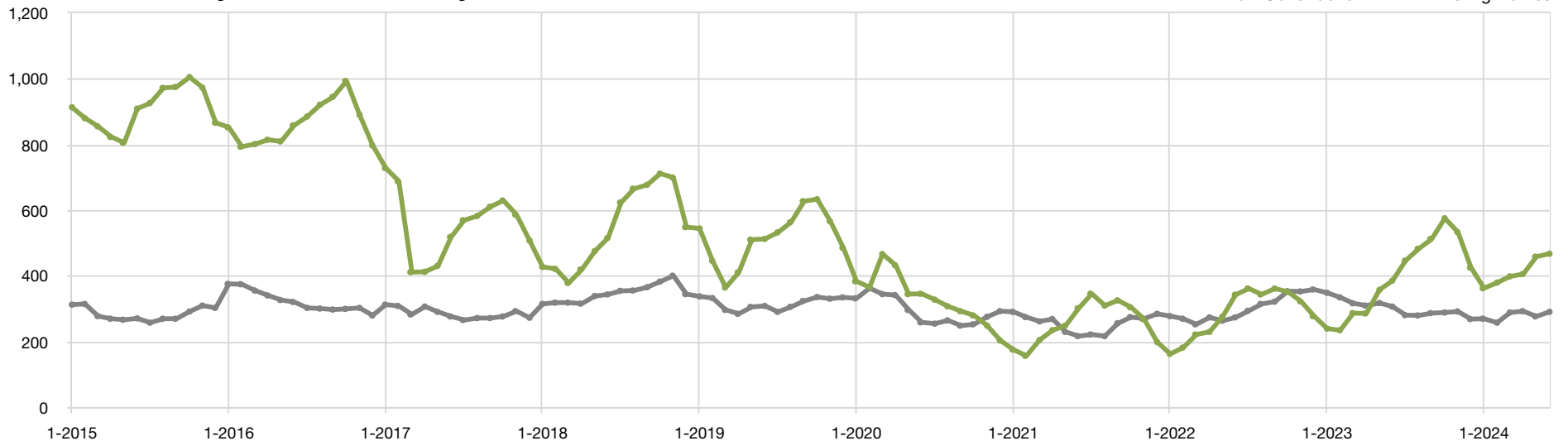
Lincoln Area Region

June



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	280	- 4.4%	446	+ 23.5%
Aug-2023	279	- 11.1%	482	+ 40.5%
Sep-2023	286	- 10.9%	512	+ 41.8%
Oct-2023	288	- 18.4%	575	+ 63.8%
Nov-2023	291	- 17.3%	533	+ 65.5%
Dec-2023	268	- 25.1%	425	+ 53.4%
Jan-2024	269	- 22.7%	362	+ 51.5%
Feb-2024	257	- 23.1%	379	+ 62.0%
Mar-2024	288	- 8.9%	398	+ 39.2%
Apr-2024	292	- 5.5%	405	+ 42.1%
May-2024	276	- 12.9%	458	+ 28.3%
Jun-2024	290	- 5.2%	467	+ 21.3%
12-Month Avg	280	- 14.4%	454	+ 43.2%

Historical Inventory of Homes for Sale by Month



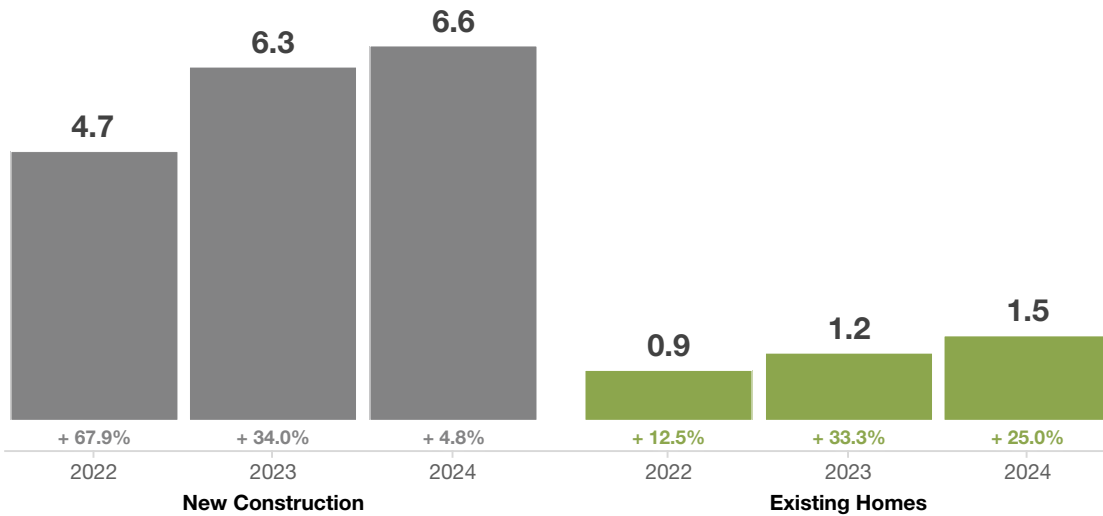
Months Supply of Inventory

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

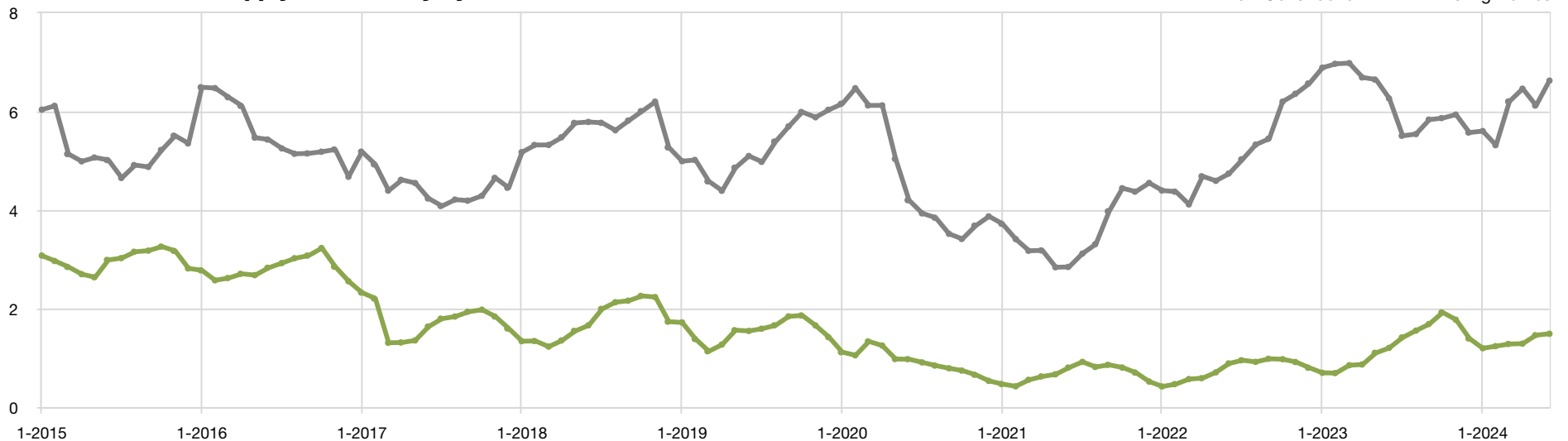
June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2023	5.5	+ 10.0%	1.4	+ 40.0%
Aug-2023	5.5	+ 3.8%	1.6	+ 77.8%
Sep-2023	5.8	+ 7.4%	1.7	+ 70.0%
Oct-2023	5.9	- 4.8%	1.9	+ 90.0%
Nov-2023	5.9	- 7.8%	1.8	+ 100.0%
Dec-2023	5.6	- 15.2%	1.4	+ 75.0%
Jan-2024	5.6	- 18.8%	1.2	+ 71.4%
Feb-2024	5.3	- 24.3%	1.2	+ 71.4%
Mar-2024	6.2	- 11.4%	1.3	+ 62.5%
Apr-2024	6.5	- 3.0%	1.3	+ 44.4%
May-2024	6.1	- 9.0%	1.5	+ 36.4%
Jun-2024	6.6	+ 4.8%	1.5	+ 25.0%
12-Month Avg*	5.9	- 6.3%	1.5	+ 61.8%

* Months Supply for all properties from July 2023 through June 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	6-2023	6-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		668	676	+ 1.2%	3,374	3,650	+ 8.2%
Pending Sales		439	422	- 3.9%	2,320	2,371	+ 2.2%
Closed Sales		509	424	- 16.7%	2,119	2,146	+ 1.3%
Days on Market Until Sale		15	15	0.0%	19	21	+ 10.5%
Median Closed Price		\$300,000	\$315,000	+ 5.0%	\$290,000	\$296,000	+ 2.1%
Average Closed Price		\$336,098	\$362,925	+ 8.0%	\$332,560	\$341,223	+ 2.6%
Percent of List Price Received		101.3%	99.9%	- 1.4%	100.2%	99.3%	- 0.9%
Housing Affordability Index		117	110	- 6.0%	121	117	- 3.3%
Inventory of Homes for Sale		691	757	+ 9.6%	—	—	—
Months Supply of Inventory		1.9	2.1	+ 10.5%	—	—	—