

Monthly Indicators

Lincoln Area Region



September 2024

U.S. existing-home sales slid 2.5% month-over-month and 4.2% year-over-year to a seasonally adjusted annual rate of 3.86 million units, according to the National Association of REALTORS® (NAR). Meanwhile, home prices have continued to reach record heights nationwide, with NAR reporting a median sales price of \$416,700 as of last measure, a 3.1% increase from the same time last year and a new high for the month.

New Listings decreased 0.9 percent for New Construction but increased 12.7 percent for Existing Homes. Pending Sales decreased 39.5 percent for New Construction but increased 15.9 percent for Existing Homes. Inventory increased 1.0 percent for New Construction and 18.6 percent for Existing Homes.

Median Closed Price increased 3.0 percent for New Construction and 3.7 percent for Existing Homes. Days on Market increased 25.7 percent for New Construction and 18.2 percent for Existing Homes. Months Supply of Inventory increased 12.1 percent for New Construction and 11.8 percent for Existing Homes.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Quick Facts

- 15.3%

Change in
Closed Sales
All Properties

+ 4.8%

Change in
Median Closed Price
All Properties

+ 12.3%

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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		111	110	- 0.9%	991	969	- 2.2%
Pending Sales		38	23	- 39.5%	474	428	- 9.7%
Closed Sales		47	39	- 17.0%	510	420	- 17.6%
Days on Market Until Sale		35	44	+ 25.7%	56	47	- 16.1%
Median Closed Price		\$407,820	\$419,900	+ 3.0%	\$417,489	\$442,450	+ 6.0%
Average Closed Price		\$480,209	\$487,494	+ 1.5%	\$441,528	\$468,266	+ 6.1%
Percent of List Price Received		100.7%	100.7%	0.0%	100.5%	100.1%	- 0.4%
Housing Affordability Index		82	88	+ 7.3%	80	84	+ 5.0%
Inventory of Homes for Sale		286	289	+ 1.0%	—	—	—
Months Supply of Inventory		5.8	6.5	+ 12.1%	—	—	—

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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		489	551	+ 12.7%	4,295	4,730	+ 10.1%
Pending Sales		258	299	+ 15.9%	2,937	3,022	+ 2.9%
Closed Sales		344	292	- 15.1%	2,865	2,920	+ 1.9%
Days on Market Until Sale		11	13	+ 18.2%	12	16	+ 33.3%
Median Closed Price		\$274,450	\$284,500	+ 3.7%	\$275,000	\$280,000	+ 1.8%
Average Closed Price		\$323,644	\$326,152	+ 0.8%	\$317,422	\$326,775	+ 2.9%
Percent of List Price Received		99.3%	98.5%	- 0.8%	100.1%	99.0%	- 1.1%
Housing Affordability Index		122	130	+ 6.6%	121	132	+ 9.1%
Inventory of Homes for Sale		512	607	+ 18.6%	—	—	—
Months Supply of Inventory		1.7	1.9	+ 11.8%	—	—	—

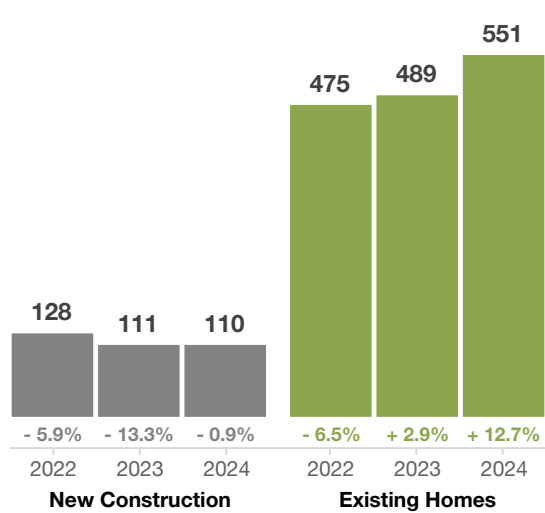
New Listings

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

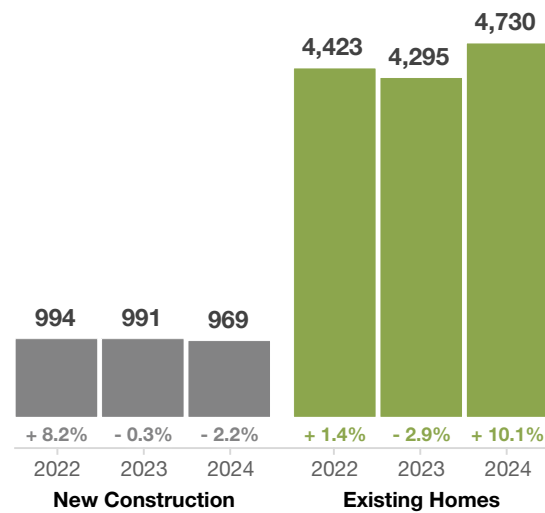


Lincoln Area Region

September

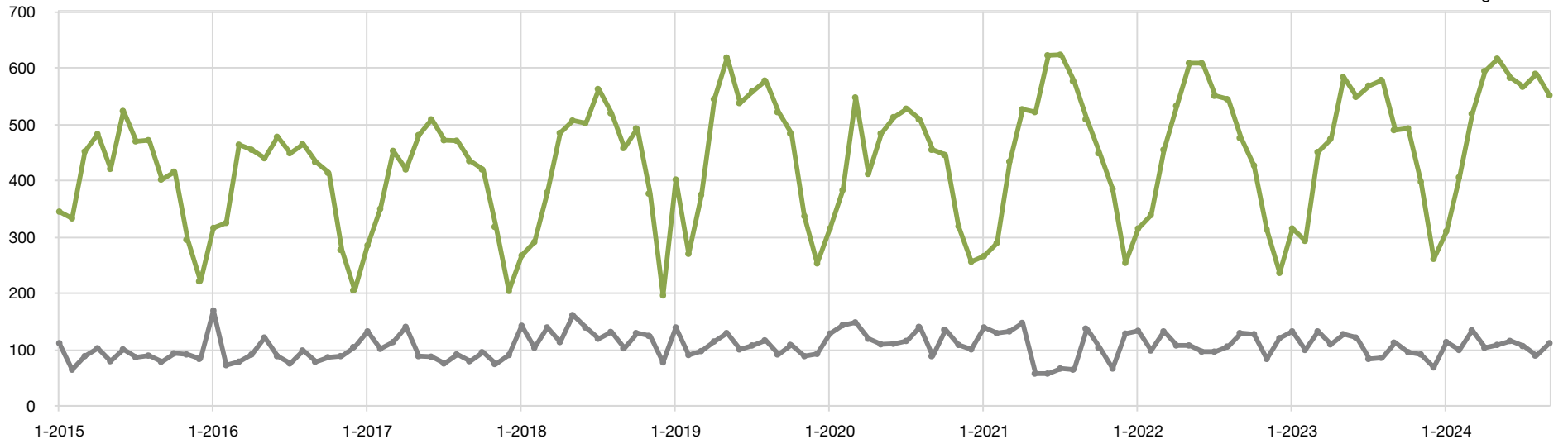


Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	309	- 1.6%
Feb-2024		98	0.0%	405	+ 38.7%
Mar-2024		133	+ 1.5%	518	+ 15.1%
Apr-2024		102	- 5.6%	594	+ 25.6%
May-2024		107	- 15.1%	616	+ 5.7%
Jun-2024		114	- 5.0%	582	+ 6.2%
Jul-2024		105	+ 28.0%	566	- 0.4%
Aug-2024		88	+ 4.8%	589	+ 1.9%
Sep-2024	110		- 0.9%	551	+ 12.7%
12-Month Avg		102	- 7.3%	490	+ 11.6%

Historical New Listings by Month



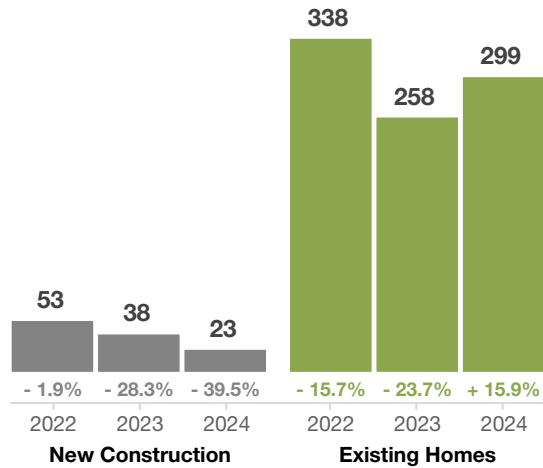
Pending Sales

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

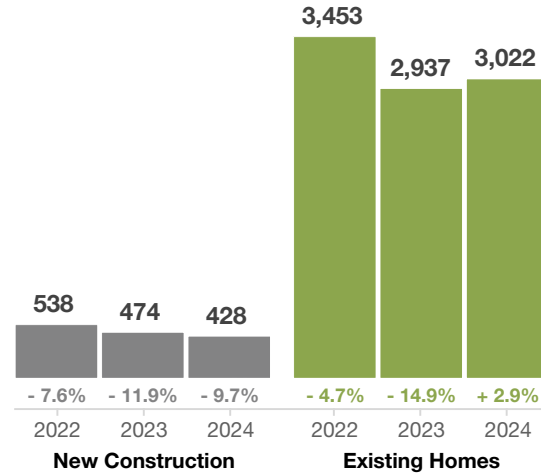


Lincoln Area Region

September

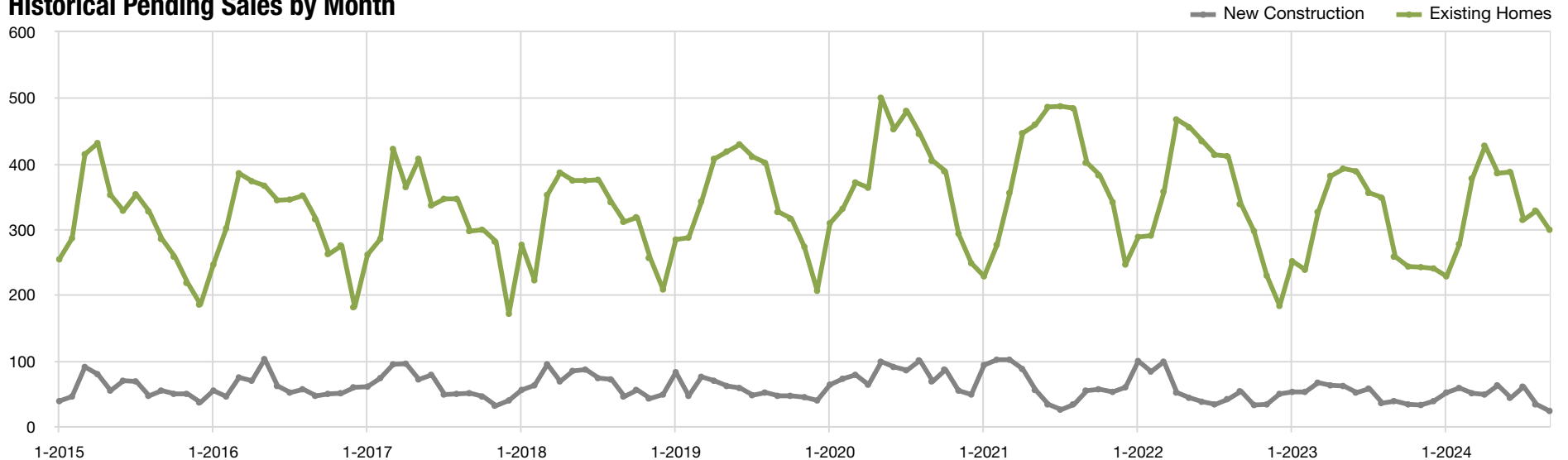


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	58	+ 11.5%	277	+ 16.4%
Mar-2024	50	- 24.2%	377	+ 15.6%
Apr-2024	48	- 22.6%	427	+ 12.1%
May-2024	62	+ 1.6%	385	- 1.8%
Jun-2024	43	- 15.7%	387	- 0.3%
Jul-2024	60	+ 5.3%	314	- 11.5%
Aug-2024	33	- 5.7%	328	- 5.7%
Sep-2024	23	- 39.5%	299	+ 15.9%
12-Month Avg	44	- 10.2%	312	+ 2.6%

Historical Pending Sales by Month



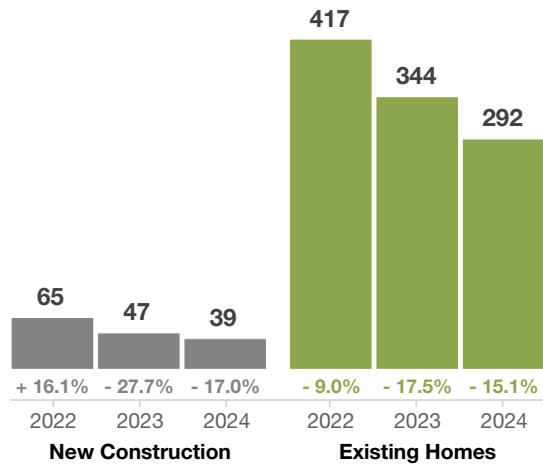
Closed Sales

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

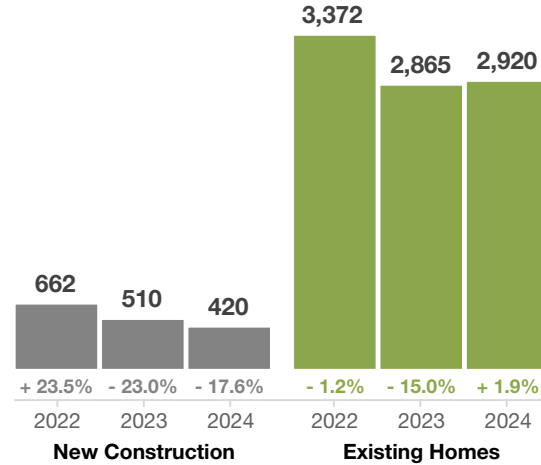


Lincoln Area Region

September

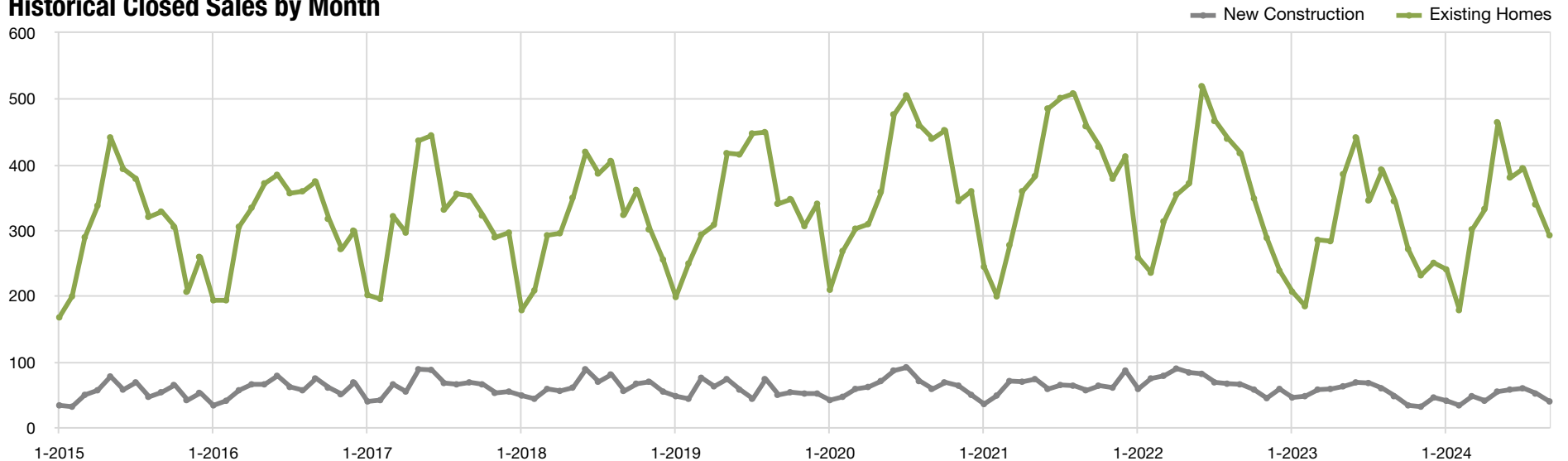


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	332	+ 17.3%
May-2024	54	- 12.9%	464	+ 20.5%
Jun-2024	57	- 16.2%	380	- 13.8%
Jul-2024	59	- 11.9%	394	+ 14.2%
Aug-2024	51	- 13.6%	339	- 13.5%
Sep-2024	39	- 17.0%	292	- 15.1%
12-Month Avg	44	- 21.4%	306	- 1.9%

Historical Closed Sales by Month



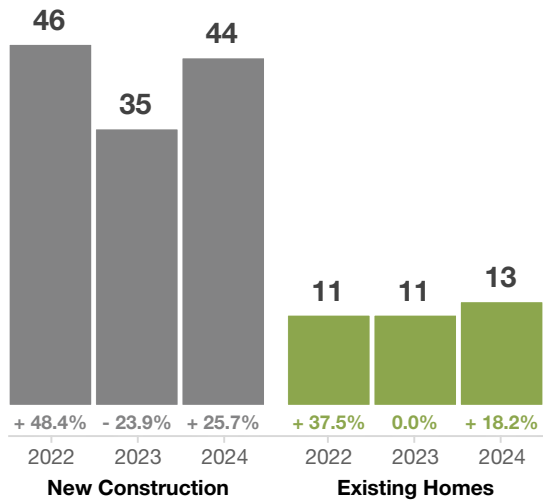
Days on Market Until Sale

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

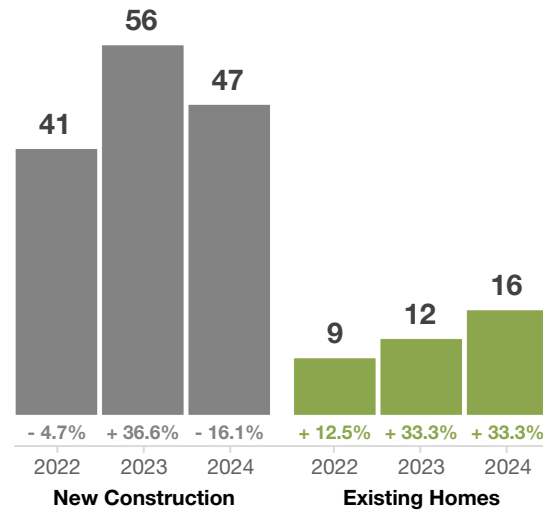


Lincoln Area Region

September



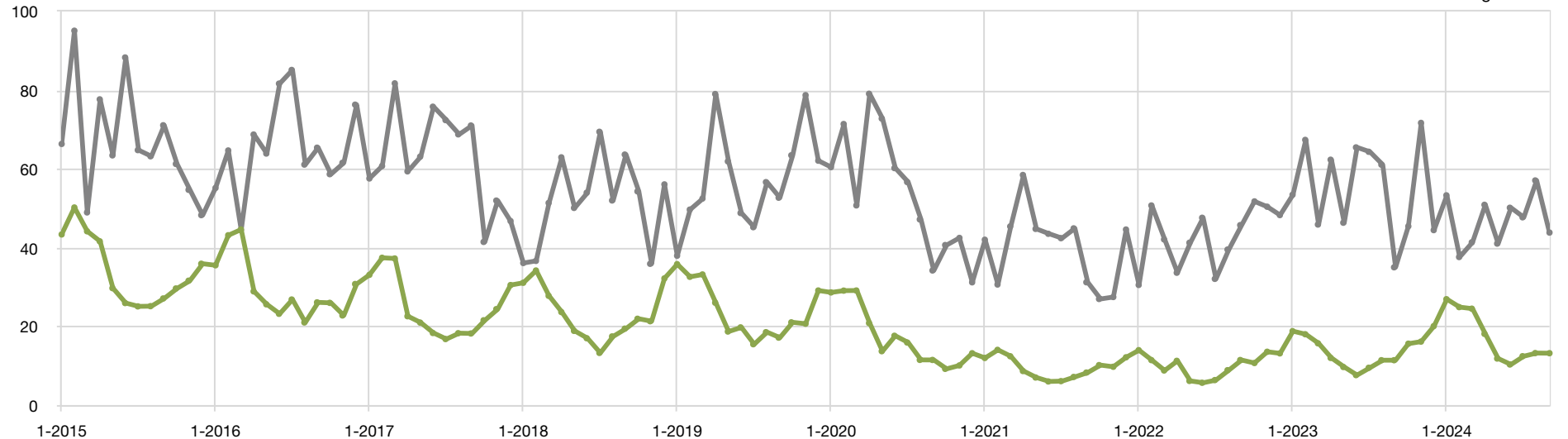
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	50	- 23.1%	10	+ 25.0%
Jul-2024	48	- 25.0%	12	+ 33.3%
Aug-2024	57	- 6.6%	13	+ 18.2%
Sep-2024	44	+ 25.7%	13	+ 18.2%
12-Month Avg*	48	- 11.8%	16	+ 36.9%

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

Historical Days on Market Until Sale by Month



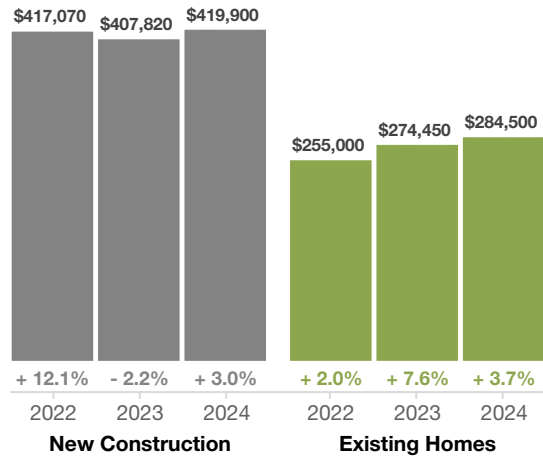
Median Closed Price

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

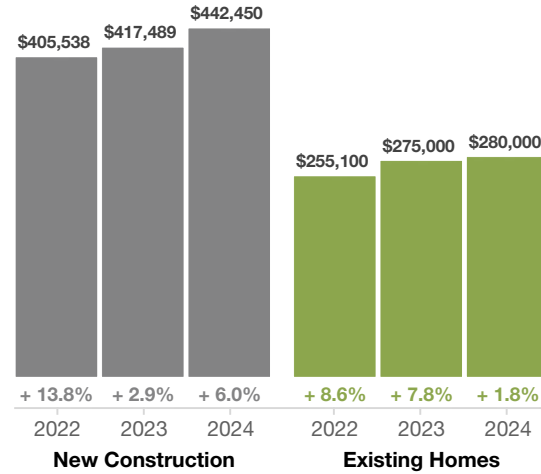


Lincoln Area Region

September



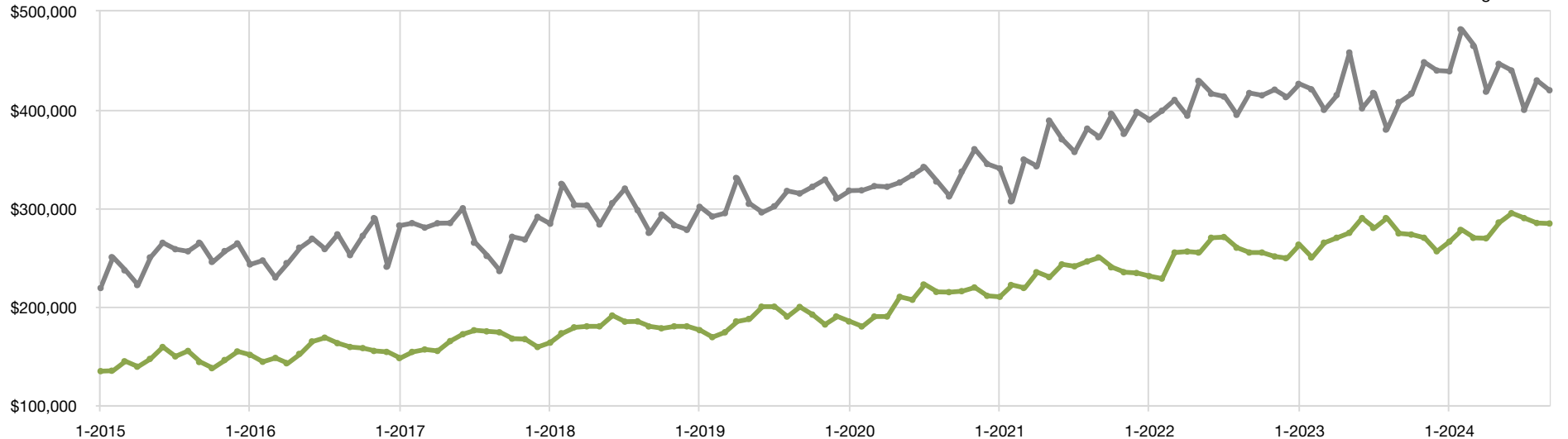
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$446,675	- 2.5%	\$285,500	+ 3.8%
Jun-2024	\$439,950	+ 9.6%	\$295,000	+ 1.7%
Jul-2024	\$400,000	- 4.1%	\$290,000	+ 3.6%
Aug-2024	\$429,900	+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$419,900	+ 3.0%	\$284,500	+ 3.7%
12-Month Avg*	\$439,950	+ 5.6%	\$279,900	+ 3.7%

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

Historical Median Closed Price by Month



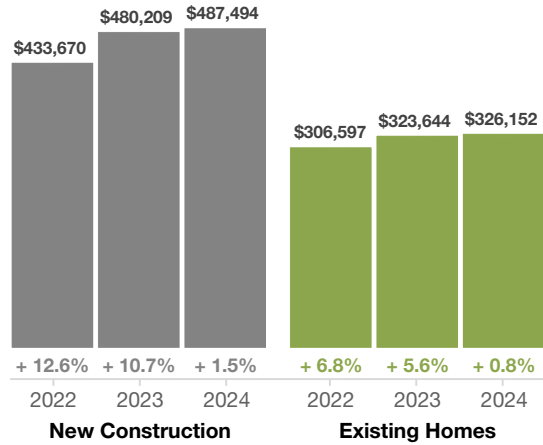
Average Closed Price

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

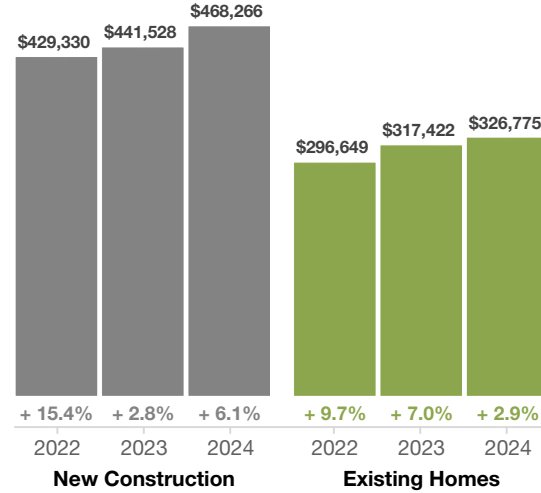


Lincoln Area Region

September



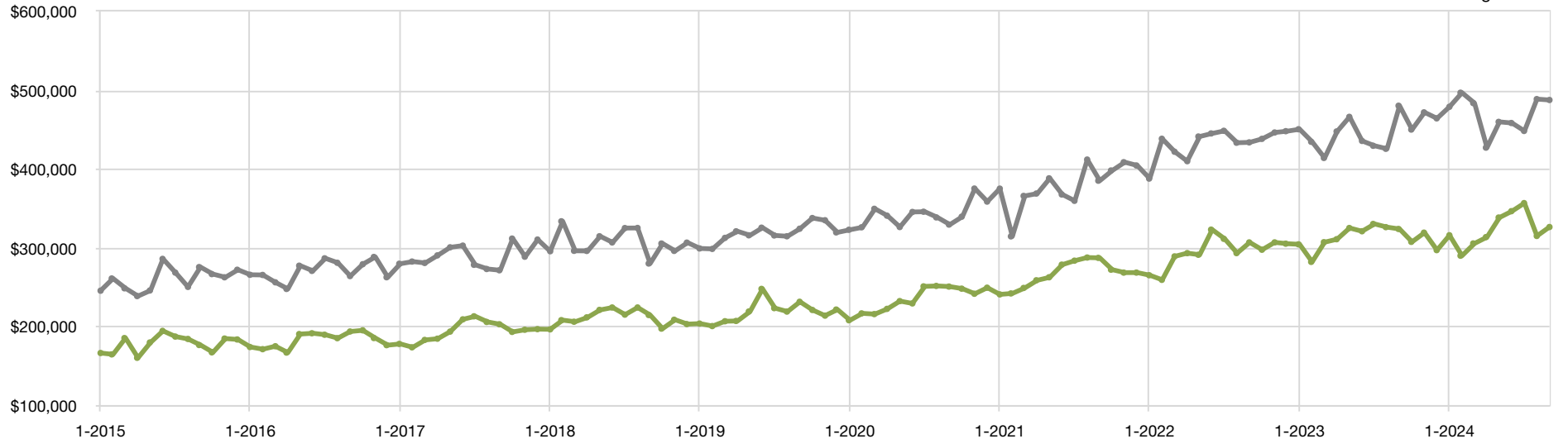
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$313,323	+ 0.9%
May-2024	\$459,699	- 1.4%	\$338,191	+ 4.1%
Jun-2024	\$458,266	+ 5.2%	\$346,259	+ 7.9%
Jul-2024	\$448,169	+ 4.4%	\$356,536	+ 8.0%
Aug-2024	\$488,622	+ 14.8%	\$314,796	- 3.4%
Sep-2024	\$487,494	+ 1.5%	\$326,152	+ 0.8%
12-Month Avg*	\$466,978	+ 5.6%	\$322,808	+ 2.8%

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

Historical Average Closed Price by Month



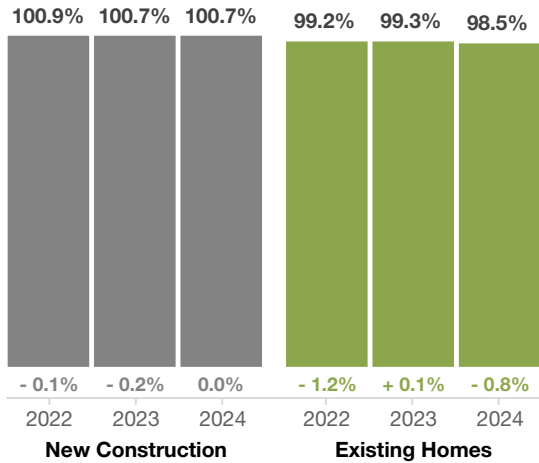
Percent of List Price Received

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.

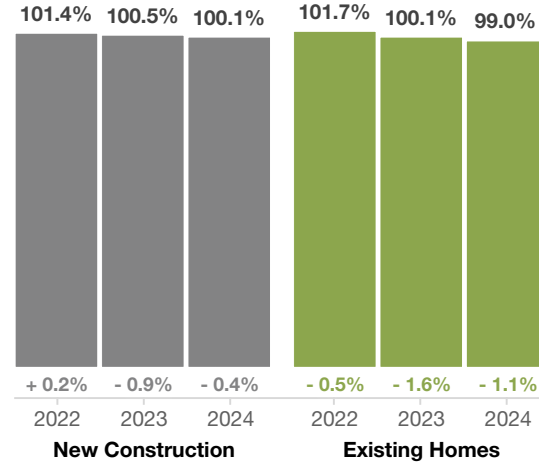


Lincoln Area Region

September



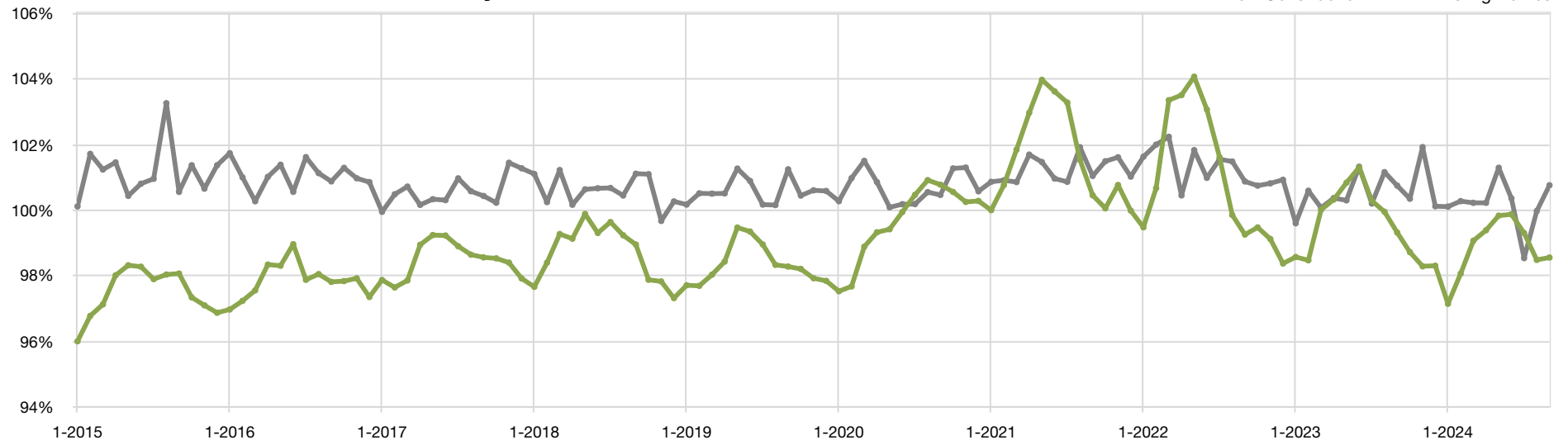
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	99.9%	- 1.4%
Jul-2024	98.5%	- 1.7%	99.3%	- 1.0%
Aug-2024	100.0%	- 1.1%	98.5%	- 1.4%
Sep-2024	100.7%	0.0%	98.5%	- 0.8%
12-Month Avg*	100.3%	- 0.3%	98.9%	- 0.9%

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

Historical Percent of List Price Received by Month



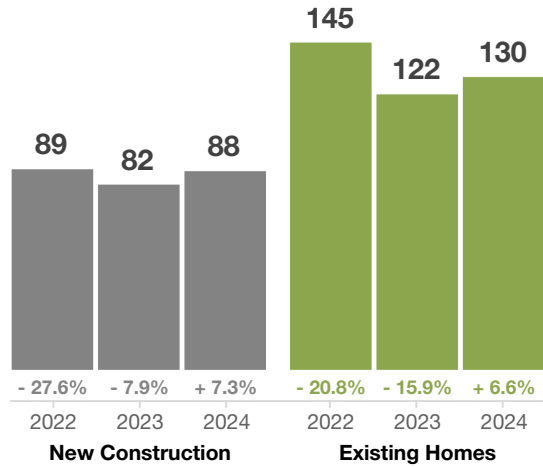
Housing Affordability Index

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.

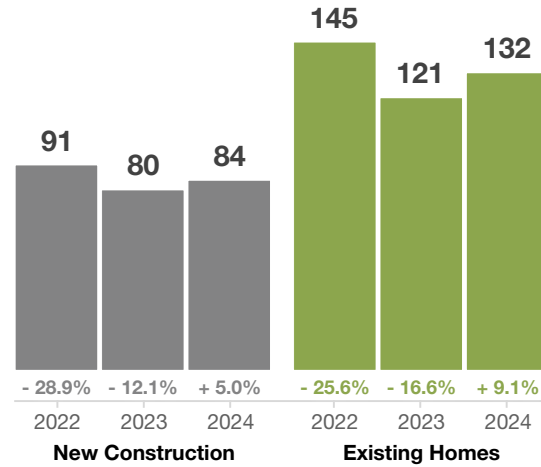


Lincoln Area Region

September

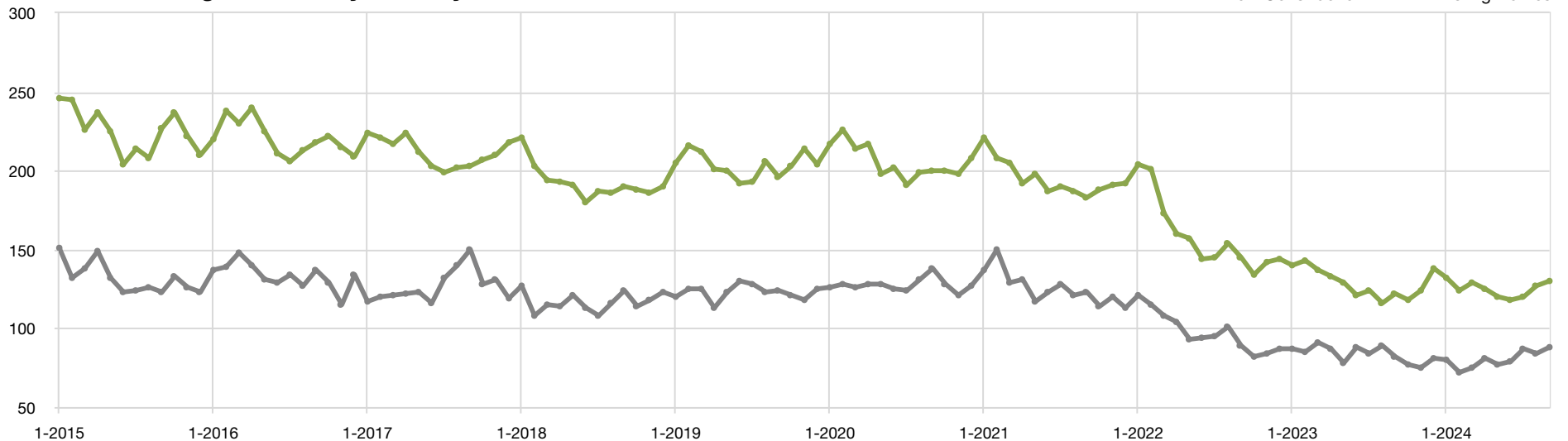


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	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	88	+ 7.3%	130	+ 6.6%
12-Month Avg	80	- 5.9%	125	- 5.3%

Historical Housing Affordability Index by Month



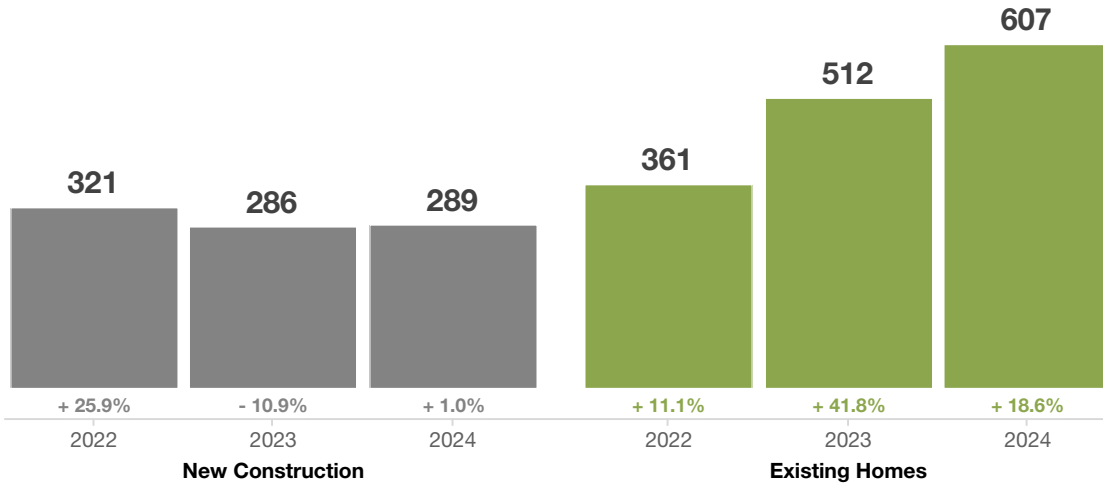
Inventory of Homes for Sale

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



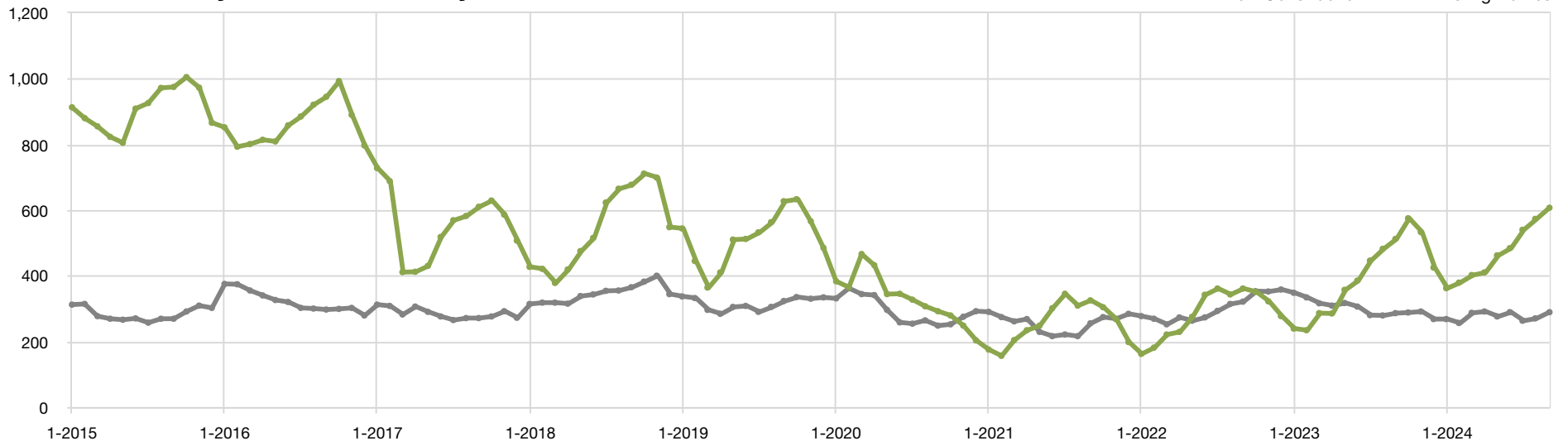
Lincoln Area Region

September



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	268	- 23.0%	362	+ 51.5%
Feb-2024	256	- 23.4%	379	+ 62.0%
Mar-2024	287	- 9.2%	402	+ 40.6%
Apr-2024	291	- 5.8%	410	+ 43.9%
May-2024	276	- 12.9%	462	+ 29.4%
Jun-2024	289	- 5.6%	484	+ 25.7%
Jul-2024	263	- 6.1%	540	+ 21.1%
Aug-2024	270	- 3.2%	573	+ 18.9%
Sep-2024	289	+ 1.0%	607	+ 18.6%
12-Month Avg	278	- 13.1%	479	+ 37.6%

Historical Inventory of Homes for Sale by Month



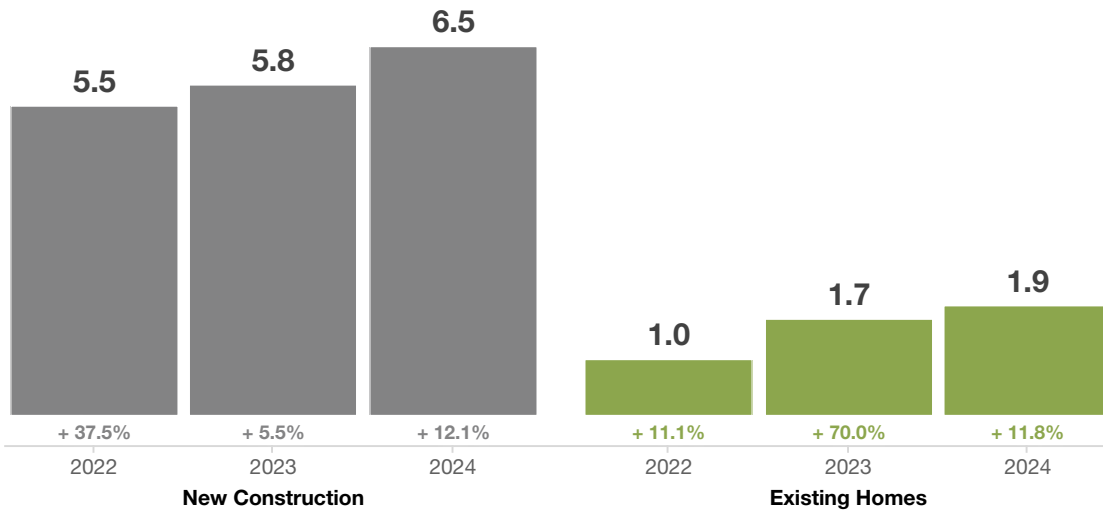
Months Supply of Inventory

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

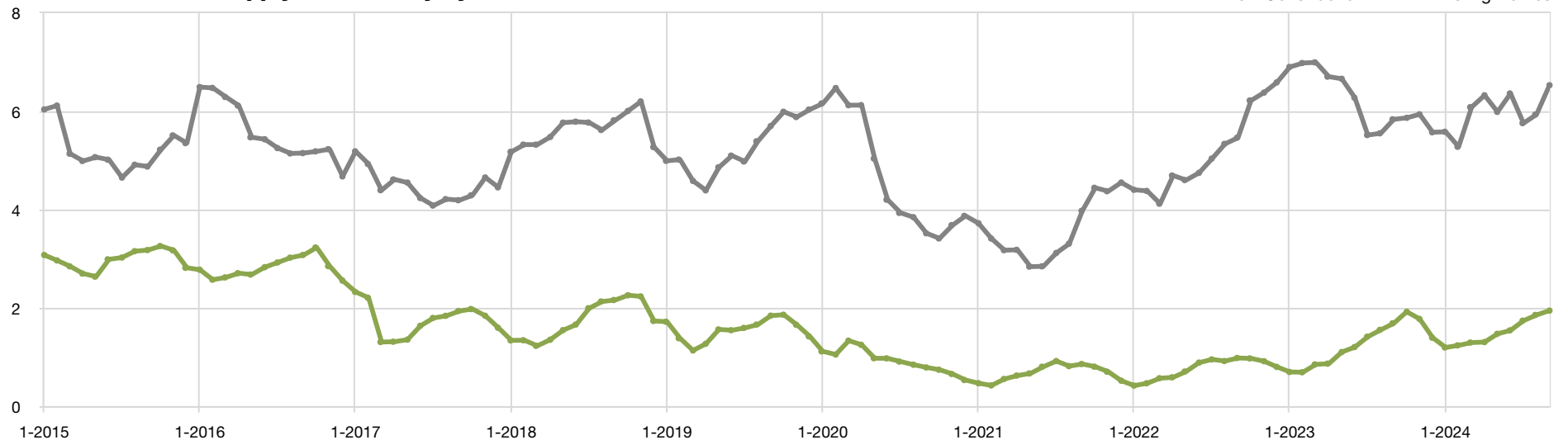
September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	6.1	- 12.9%	1.3	+ 62.5%
Apr-2024	6.3	- 6.0%	1.3	+ 44.4%
May-2024	6.0	- 10.4%	1.5	+ 36.4%
Jun-2024	6.4	+ 1.6%	1.5	+ 25.0%
Jul-2024	5.8	+ 5.5%	1.7	+ 21.4%
Aug-2024	5.9	+ 5.4%	1.9	+ 18.8%
Sep-2024	6.5	+ 12.1%	1.9	+ 11.8%
12-Month Avg*	5.9	- 7.0%	1.6	+ 46.6%

* Months Supply for all properties from October 2023 through September 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	9-2023	9-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		600	661	+ 10.2%	5,286	5,699	+ 7.8%
Pending Sales		296	322	+ 8.8%	3,411	3,450	+ 1.1%
Closed Sales		391	331	- 15.3%	3,375	3,340	- 1.0%
Days on Market Until Sale		14	17	+ 21.4%	19	20	+ 5.3%
Median Closed Price		\$286,170	\$300,000	+ 4.8%	\$295,000	\$300,000	+ 1.7%
Average Closed Price		\$342,464	\$345,162	+ 0.8%	\$336,182	\$344,573	+ 2.5%
Percent of List Price Received		99.5%	98.8%	- 0.7%	100.1%	99.1%	- 1.0%
Housing Affordability Index		117	124	+ 6.0%	113	124	+ 9.7%
Inventory of Homes for Sale		798	896	+ 12.3%	—	—	—
Months Supply of Inventory		2.3	2.5	+ 8.7%	—	—	—