

Monthly Indicators

Lincoln Area Region



November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

New Listings increased 31.3 percent for New Construction and 0.4 percent for Existing Homes. Pending Sales increased 24.1 percent for New Construction but decreased 11.6 percent for Existing Homes. Inventory increased 23.2 percent for New Construction and 25.2 percent for Existing Homes.

Median Closed Price decreased 2.1 percent for New Construction but increased 7.9 percent for Existing Homes. Days on Market decreased 9.7 percent for New Construction and 5.3 percent for Existing Homes. Months Supply of Inventory increased 29.2 percent for New Construction and 17.6 percent for Existing Homes.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

Quick Facts

- 11.1%	+ 8.3%	+ 24.5%
Change in Closed Sales All Properties	Change in Median Closed Price All Properties	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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		96	126	+ 31.3%	1,220	1,402	+ 14.9%
Pending Sales		29	36	+ 24.1%	538	509	- 5.4%
Closed Sales		35	41	+ 17.1%	496	532	+ 7.3%
Days on Market Until Sale		31	28	- 9.7%	47	40	- 14.9%
Median Closed Price		\$470,000	\$460,000	- 2.1%	\$448,553	\$461,508	+ 2.9%
Average Closed Price		\$488,483	\$543,020	+ 11.2%	\$471,037	\$497,426	+ 5.6%
Percent of List Price Received		100.9%	100.8%	- 0.1%	100.2%	100.4%	+ 0.2%
Housing Affordability Index		74	80	+ 8.1%	78	79	+ 1.3%
Inventory of Homes for Sale		310	382	+ 23.2%	—	—	—
Months Supply of Inventory		6.5	8.4	+ 29.2%	—	—	—

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.



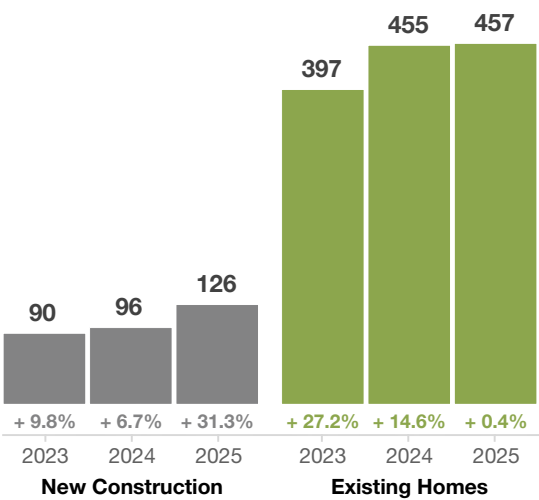
Lincoln Area Region

Key Metrics	Historical Sparkbars	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		455	457	+ 0.4%	5,771	6,517	+ 12.9%
Pending Sales		303	268	- 11.6%	3,652	3,837	+ 5.1%
Closed Sales		307	263	- 14.3%	3,568	3,692	+ 3.5%
Days on Market Until Sale		19	18	- 5.3%	16	18	+ 12.5%
Median Closed Price		\$280,000	\$302,000	+ 7.9%	\$280,000	\$290,500	+ 3.8%
Average Closed Price		\$318,594	\$377,407	+ 18.5%	\$326,521	\$343,561	+ 5.2%
Percent of List Price Received		98.3%	98.3%	0.0%	98.9%	98.7%	- 0.2%
Housing Affordability Index		124	121	- 2.4%	124	126	+ 1.6%
Inventory of Homes for Sale		548	686	+ 25.2%	—	—	—
Months Supply of Inventory		1.7	2.0	+ 17.6%	—	—	—

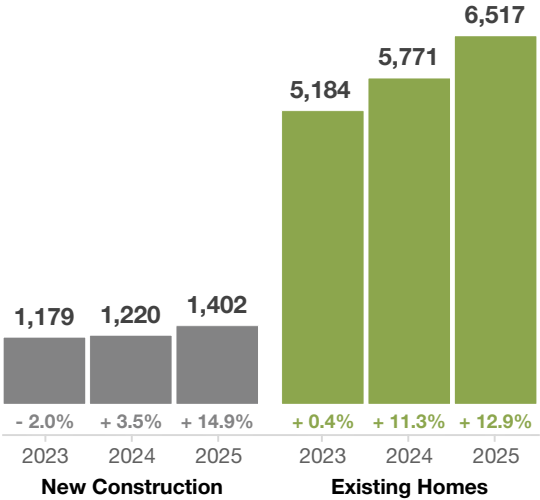
New Listings

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

November

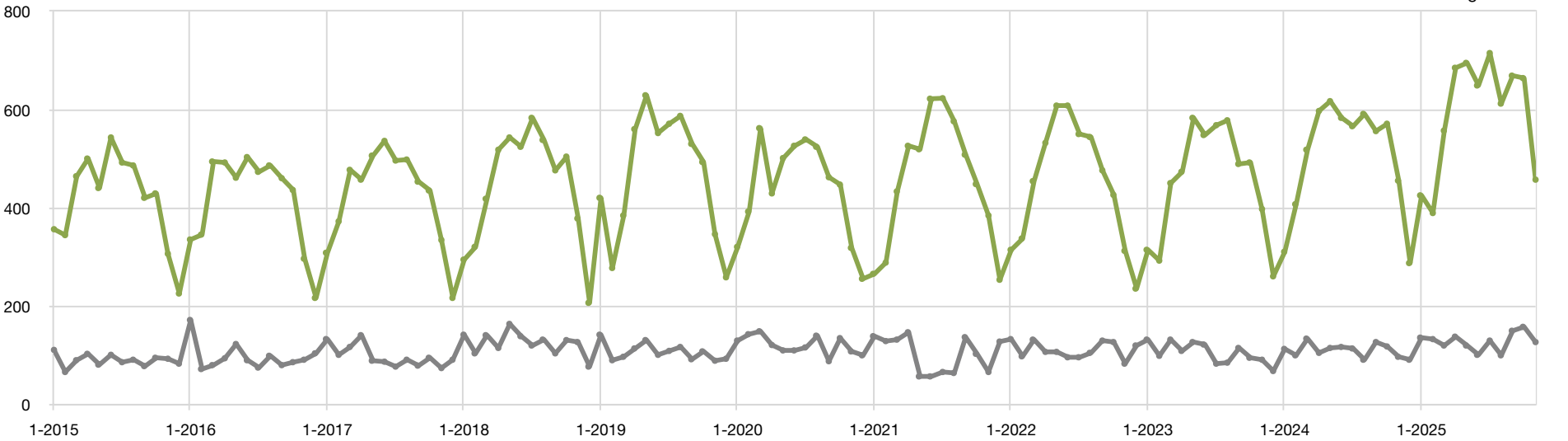


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	90	+ 34.3%	287	+ 10.4%
Jan-2025	135	+ 20.5%	425	+ 37.1%
Feb-2025	132	+ 33.3%	389	- 4.4%
Mar-2025	119	- 10.5%	557	+ 7.5%
Apr-2025	137	+ 31.7%	685	+ 14.7%
May-2025	119	+ 4.4%	695	+ 12.6%
Jun-2025	100	- 13.8%	649	+ 11.3%
Jul-2025	129	+ 14.2%	715	+ 26.3%
Aug-2025	99	+ 10.0%	612	+ 3.6%
Sep-2025	149	+ 18.3%	669	+ 20.3%
Oct-2025	157	+ 34.2%	664	+ 16.3%
Nov-2025	126	+ 31.3%	457	+ 0.4%
12-Month Avg	124	+ 15.9%	567	+ 12.7%

Historical New Listings by Month

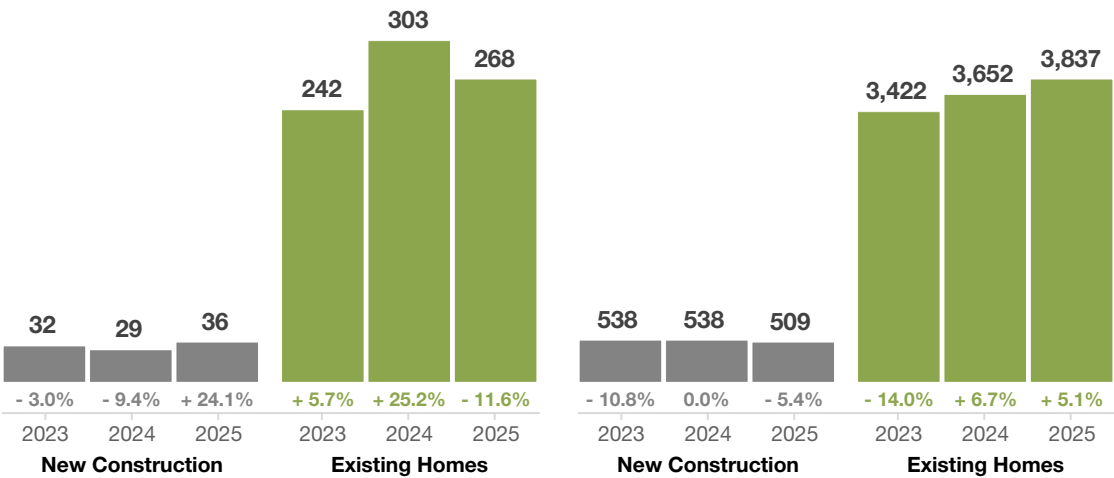


Pending Sales

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

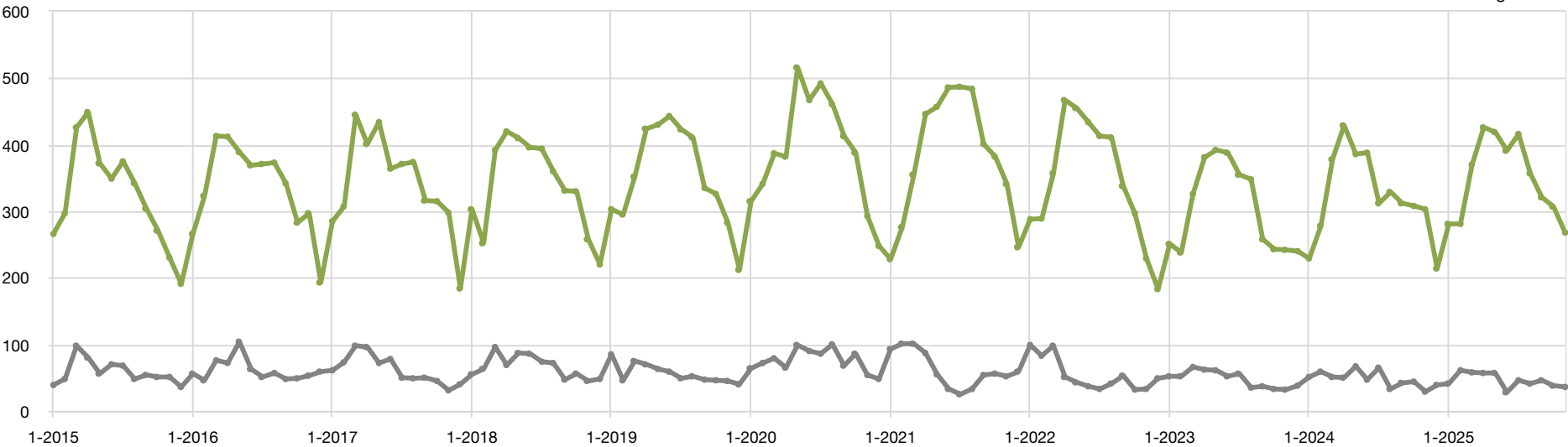
November

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	39	+ 2.6%	214	- 10.8%
Jan-2025	41	- 19.6%	281	+ 22.7%
Feb-2025	61	+ 3.4%	281	+ 1.1%
Mar-2025	58	+ 13.7%	370	- 2.1%
Apr-2025	57	+ 14.0%	426	- 0.7%
May-2025	57	- 14.9%	419	+ 8.5%
Jun-2025	28	- 40.4%	391	+ 0.8%
Jul-2025	46	- 29.2%	416	+ 33.3%
Aug-2025	41	+ 24.2%	357	+ 8.5%
Sep-2025	46	+ 9.5%	321	+ 2.9%
Oct-2025	38	- 13.6%	307	- 0.3%
Nov-2025	36	+ 24.1%	268	- 11.6%
12-Month Avg	46	- 4.2%	338	+ 4.3%

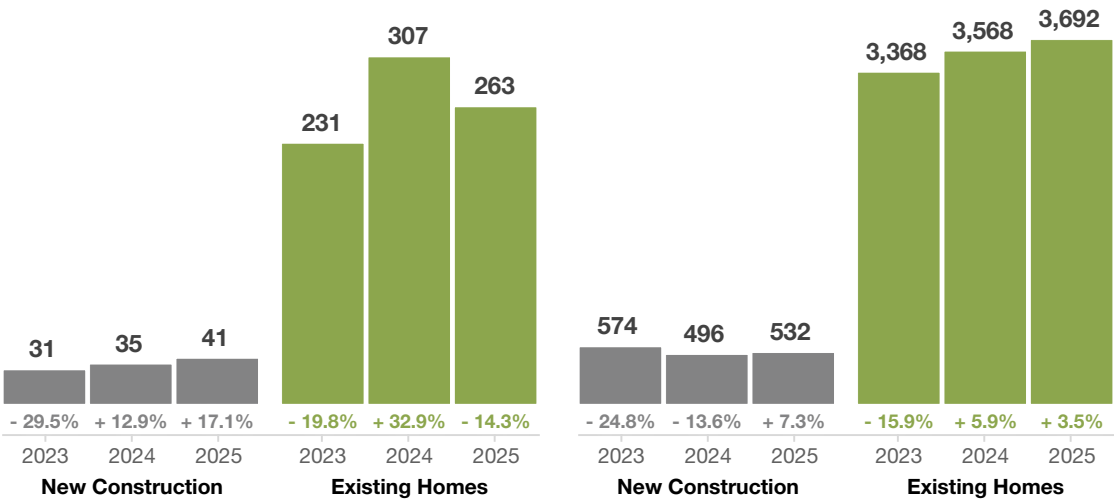
Historical Pending Sales by Month



Closed Sales

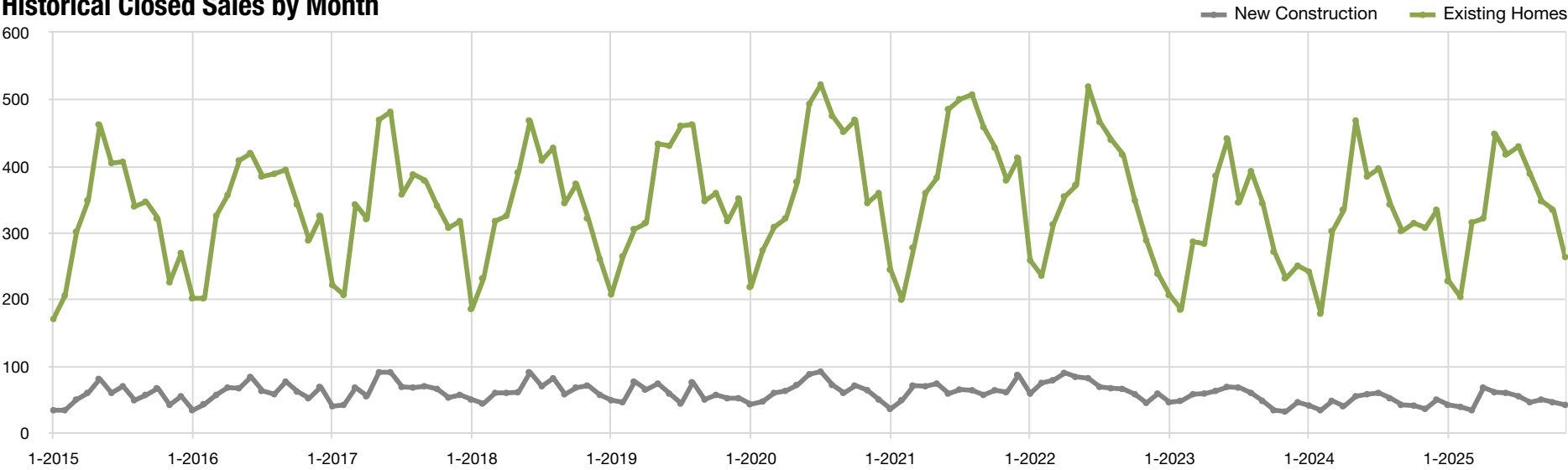
A count of the actual sales that closed in a given month.

November



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	49	+ 8.9%	334	+ 33.6%
Jan-2025	41	+ 2.5%	227	- 5.8%
Feb-2025	38	+ 15.2%	203	+ 14.0%
Mar-2025	33	- 29.8%	315	+ 4.3%
Apr-2025	67	+ 71.8%	321	- 3.9%
May-2025	60	+ 11.1%	448	- 4.3%
Jun-2025	59	+ 3.5%	417	+ 8.6%
Jul-2025	54	- 8.5%	429	+ 8.3%
Aug-2025	45	- 11.8%	388	+ 13.5%
Sep-2025	49	+ 19.5%	347	+ 14.9%
Oct-2025	45	+ 12.5%	334	+ 6.4%
Nov-2025	41	+ 17.1%	263	- 14.3%
12-Month Avg	48	+ 6.7%	336	+ 5.7%

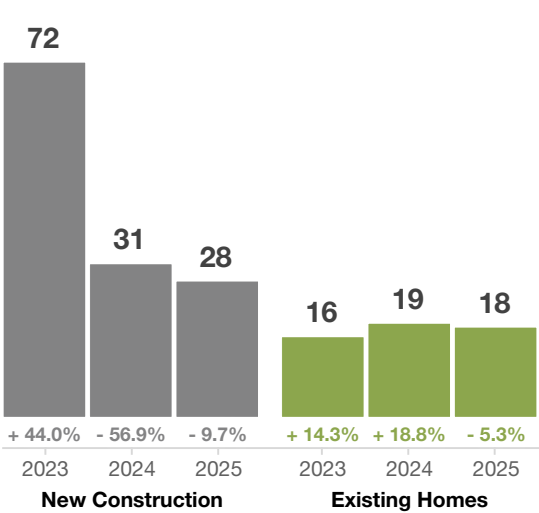
Historical Closed Sales by Month



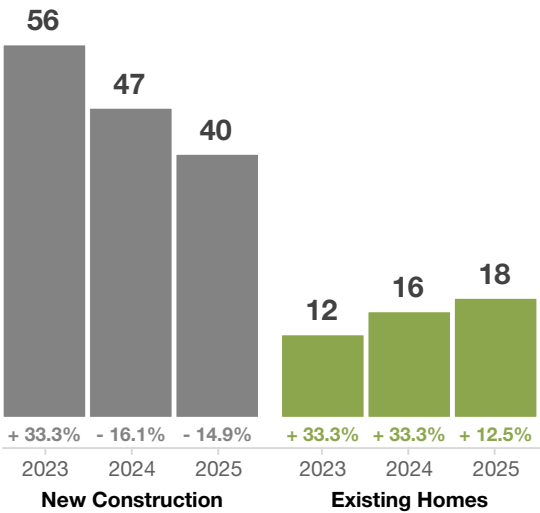
Days on Market Until Sale

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

November



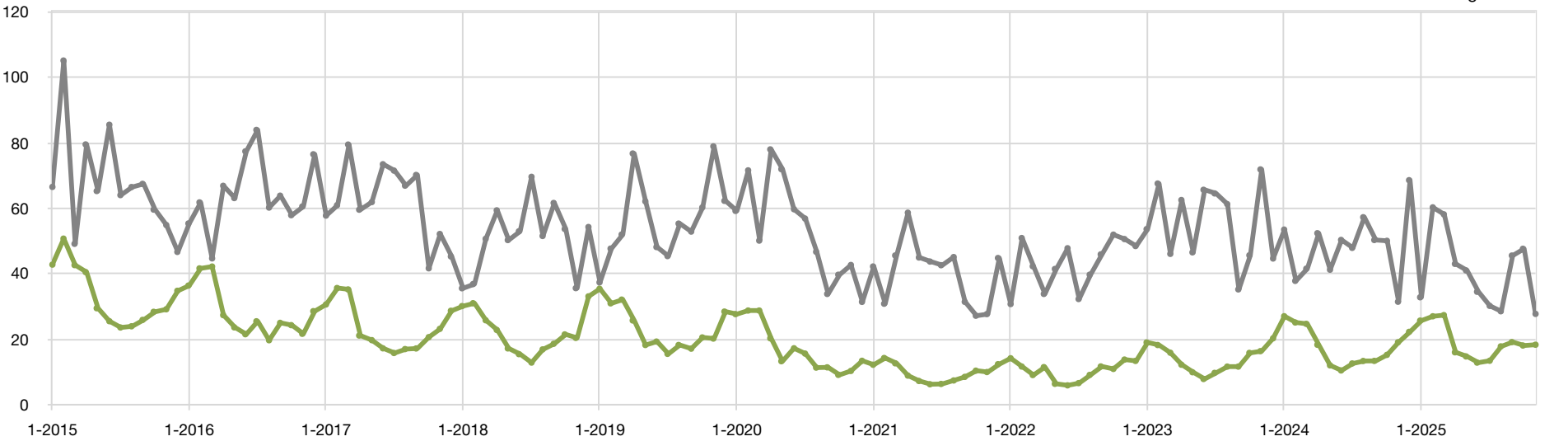
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	68	+ 54.5%	22	+ 10.0%
Jan-2025	33	- 37.7%	25	- 7.4%
Feb-2025	60	+ 57.9%	27	+ 8.0%
Mar-2025	58	+ 41.5%	27	+ 12.5%
Apr-2025	43	- 17.3%	16	- 11.1%
May-2025	41	0.0%	15	+ 25.0%
Jun-2025	34	- 32.0%	13	+ 30.0%
Jul-2025	30	- 37.5%	13	+ 8.3%
Aug-2025	28	- 50.9%	18	+ 38.5%
Sep-2025	45	- 10.0%	19	+ 46.2%
Oct-2025	47	- 6.0%	18	+ 20.0%
Nov-2025	28	- 9.7%	18	- 5.3%
12-Month Avg*	42	- 9.4%	18	+ 11.6%

* Days on Market for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

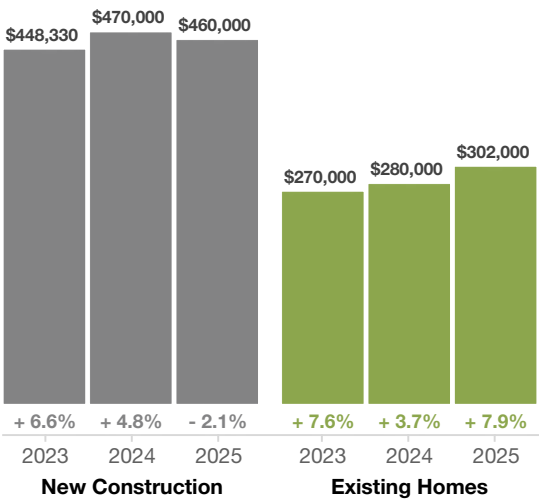
Historical Days on Market Until Sale by Month



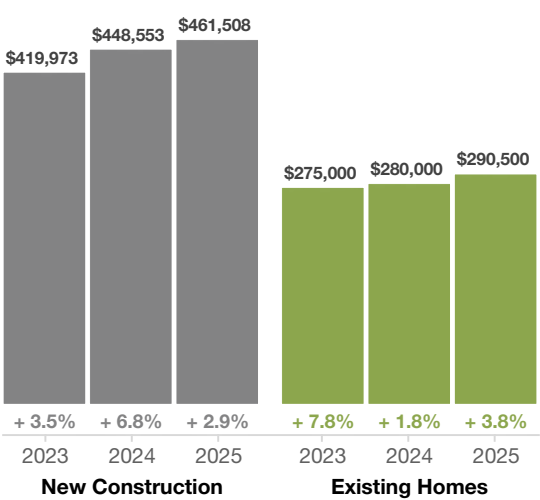
Median Closed Price

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

November



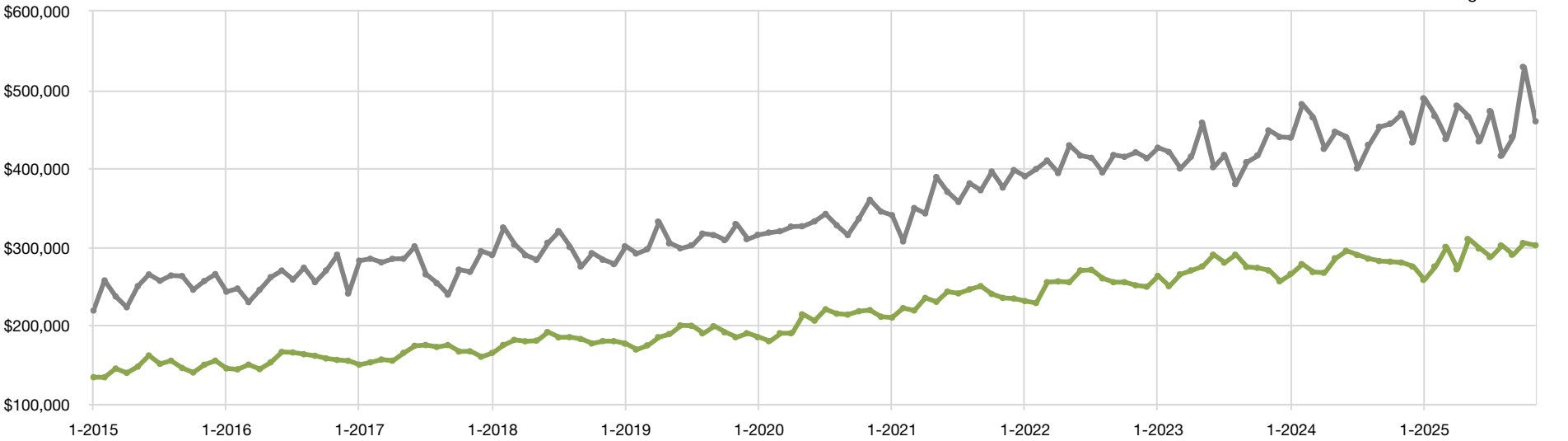
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
Jan-2025	\$489,241	+ 11.4%	\$258,000	- 2.8%
Feb-2025	\$466,833	- 3.1%	\$275,000	- 1.1%
Mar-2025	\$437,500	- 5.9%	\$300,000	+ 12.0%
Apr-2025	\$479,900	+ 12.9%	\$271,500	+ 1.7%
May-2025	\$465,955	+ 4.3%	\$310,000	+ 8.6%
Jun-2025	\$434,350	- 1.3%	\$298,000	+ 1.0%
Jul-2025	\$472,955	+ 18.2%	\$287,000	- 0.9%
Aug-2025	\$415,995	- 3.2%	\$301,750	+ 5.9%
Sep-2025	\$439,900	- 2.9%	\$290,000	+ 2.8%
Oct-2025	\$529,196	+ 15.8%	\$304,950	+ 8.5%
Nov-2025	\$460,000	- 2.1%	\$302,000	+ 7.9%
12-Month Avg*	\$459,900	+ 2.8%	\$290,000	+ 3.6%

* Median Closed Price for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

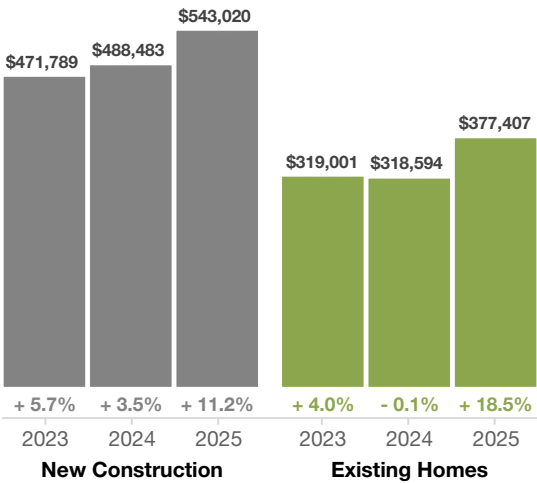
Historical Median Closed Price by Month



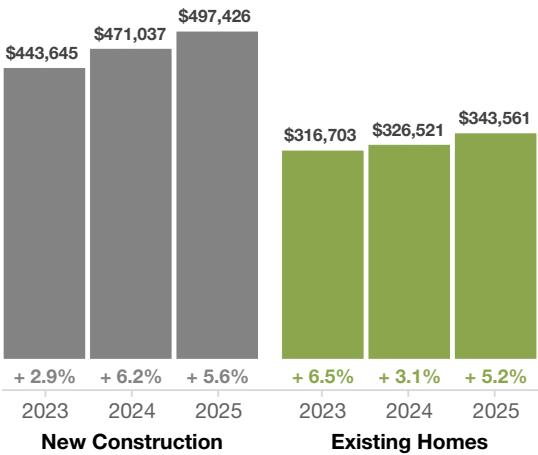
Average Closed Price

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

November



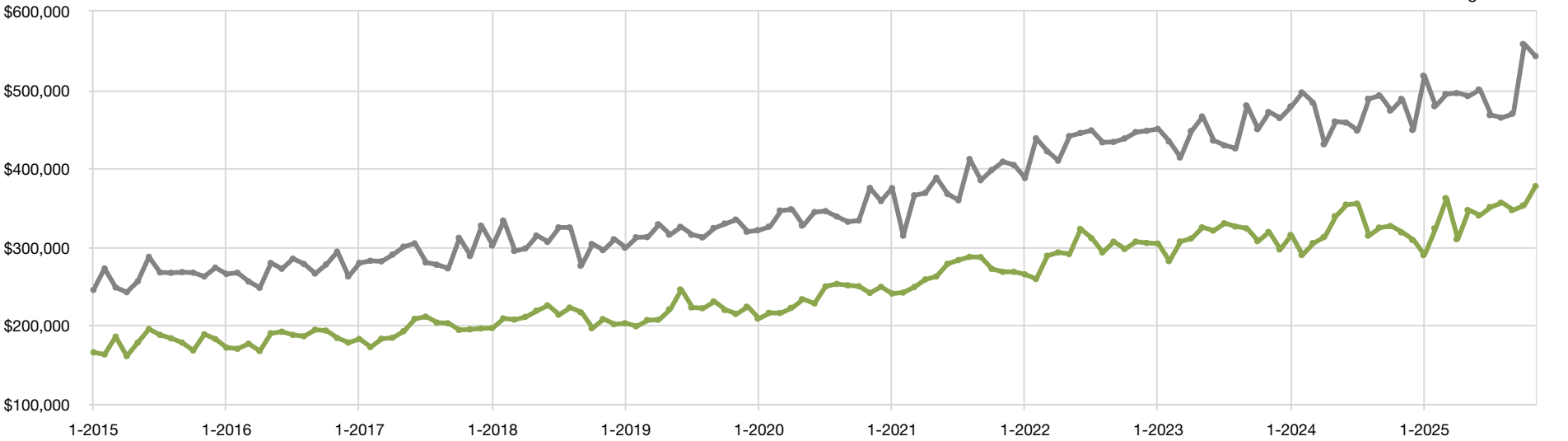
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	\$448,942	- 3.3%	\$308,899	+ 4.1%
Jan-2025	\$517,979	+ 8.2%	\$289,590	- 8.1%
Feb-2025	\$479,335	- 3.5%	\$323,643	+ 11.7%
Mar-2025	\$494,819	+ 2.3%	\$362,080	+ 18.8%
Apr-2025	\$495,921	+ 15.1%	\$309,838	- 0.9%
May-2025	\$492,153	+ 7.1%	\$346,945	+ 2.4%
Jun-2025	\$500,403	+ 9.2%	\$340,104	- 3.9%
Jul-2025	\$467,893	+ 4.4%	\$350,814	- 1.2%
Aug-2025	\$464,678	- 4.9%	\$356,239	+ 13.3%
Sep-2025	\$469,487	- 4.8%	\$346,877	+ 6.9%
Oct-2025	\$558,323	+ 17.9%	\$352,771	+ 8.0%
Nov-2025	\$543,020	+ 11.2%	\$377,407	+ 18.5%
12-Month Avg*	\$493,337	+ 4.9%	\$340,685	+ 5.0%

* Average Closed Price for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

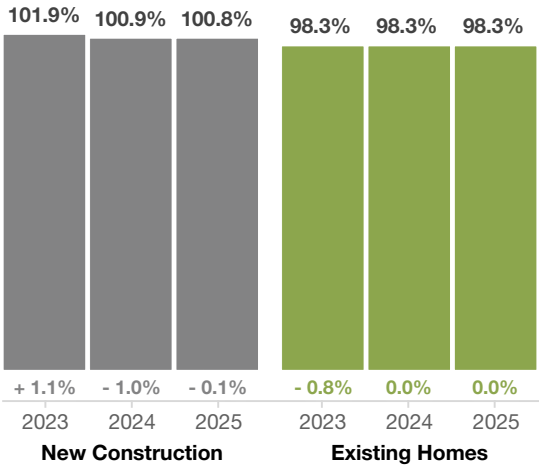
Historical Average Closed Price by Month



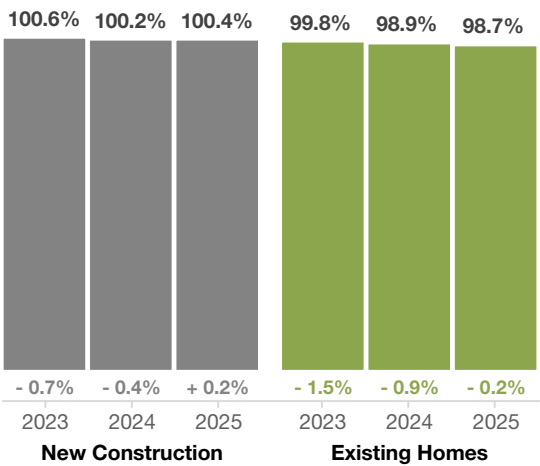
Percent of List Price Received

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.

November



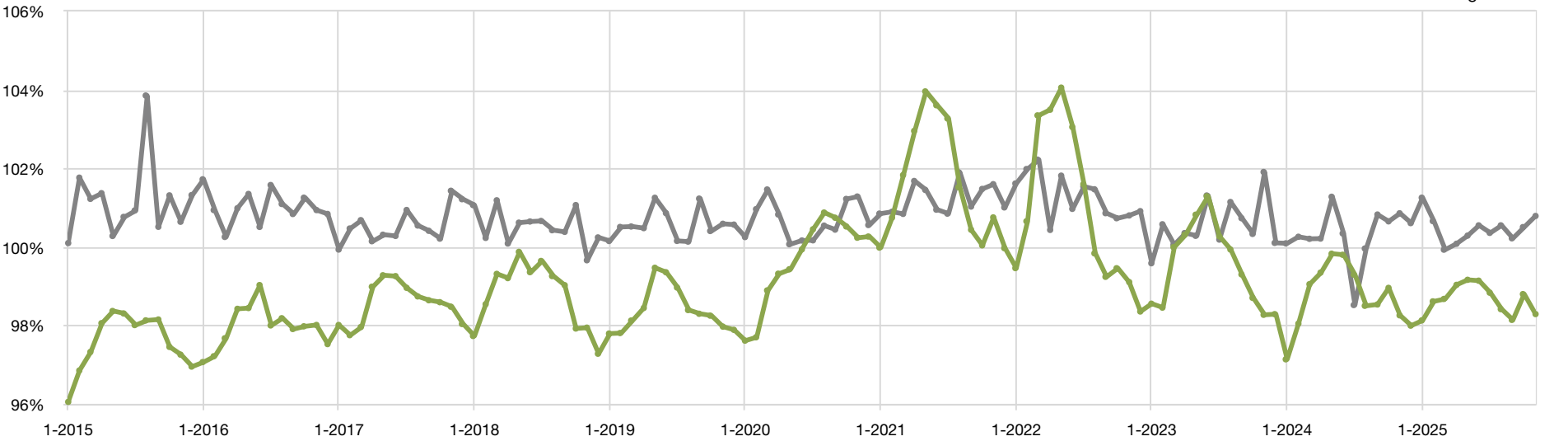
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	100.6%	+ 0.5%	98.0%	- 0.3%
Jan-2025	101.3%	+ 1.2%	98.1%	+ 1.0%
Feb-2025	100.7%	+ 0.4%	98.6%	+ 0.6%
Mar-2025	99.9%	- 0.3%	98.7%	- 0.3%
Apr-2025	100.1%	- 0.1%	99.0%	- 0.3%
May-2025	100.3%	- 1.0%	99.2%	- 0.6%
Jun-2025	100.5%	+ 0.2%	99.1%	- 0.7%
Jul-2025	100.4%	+ 1.9%	98.8%	- 0.5%
Aug-2025	100.5%	+ 0.5%	98.4%	- 0.1%
Sep-2025	100.2%	- 0.6%	98.1%	- 0.4%
Oct-2025	100.5%	- 0.2%	98.8%	- 0.2%
Nov-2025	100.8%	- 0.1%	98.3%	0.0%
12-Month Avg*	100.5%	+ 0.2%	98.6%	- 0.2%

* Pct. of List Price Received for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

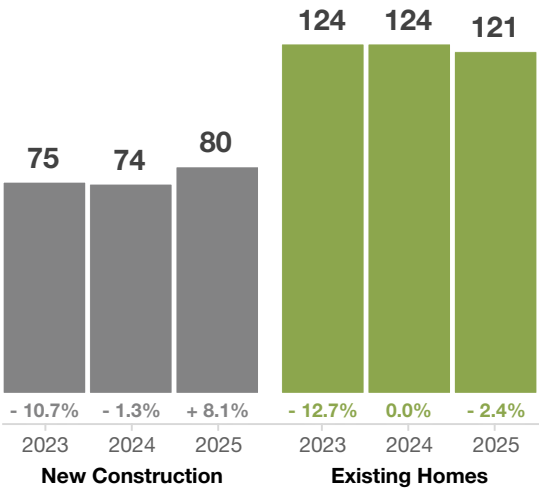
Historical Percent of List Price Received by Month



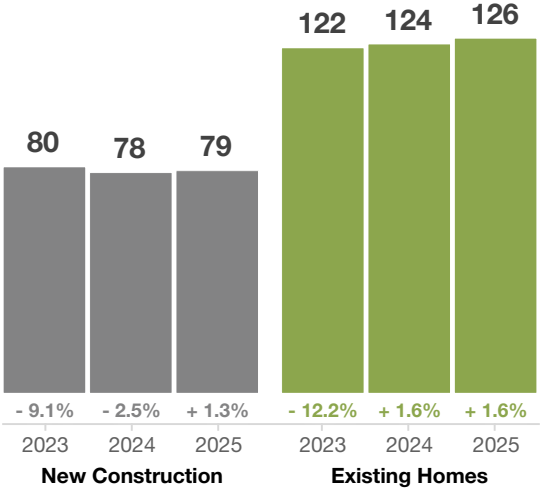
Housing Affordability Index

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.

November

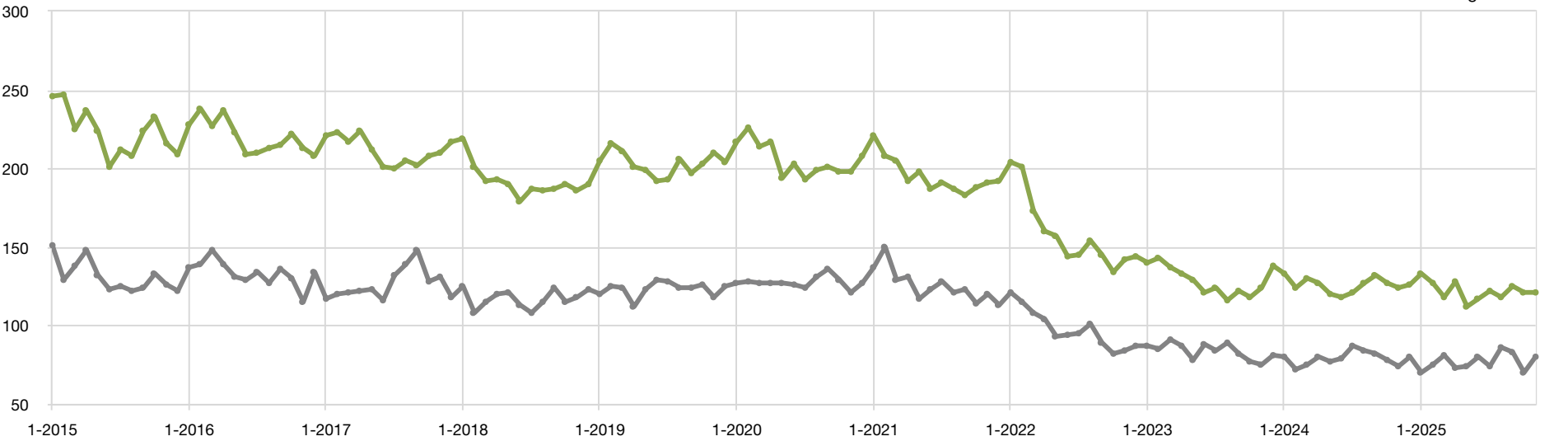


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	80	- 1.2%	126	- 8.7%
Jan-2025	70	- 12.5%	133	0.0%
Feb-2025	75	+ 4.2%	127	+ 2.4%
Mar-2025	81	+ 8.0%	118	- 9.2%
Apr-2025	73	- 8.8%	128	+ 0.8%
May-2025	74	- 3.9%	112	- 6.7%
Jun-2025	80	+ 1.3%	117	- 0.8%
Jul-2025	74	- 14.9%	122	+ 0.8%
Aug-2025	86	+ 2.4%	118	- 7.1%
Sep-2025	83	+ 1.2%	125	- 5.3%
Oct-2025	70	- 10.3%	121	- 4.7%
Nov-2025	80	+ 8.1%	121	- 2.4%
12-Month Avg	77	- 2.5%	122	- 3.9%

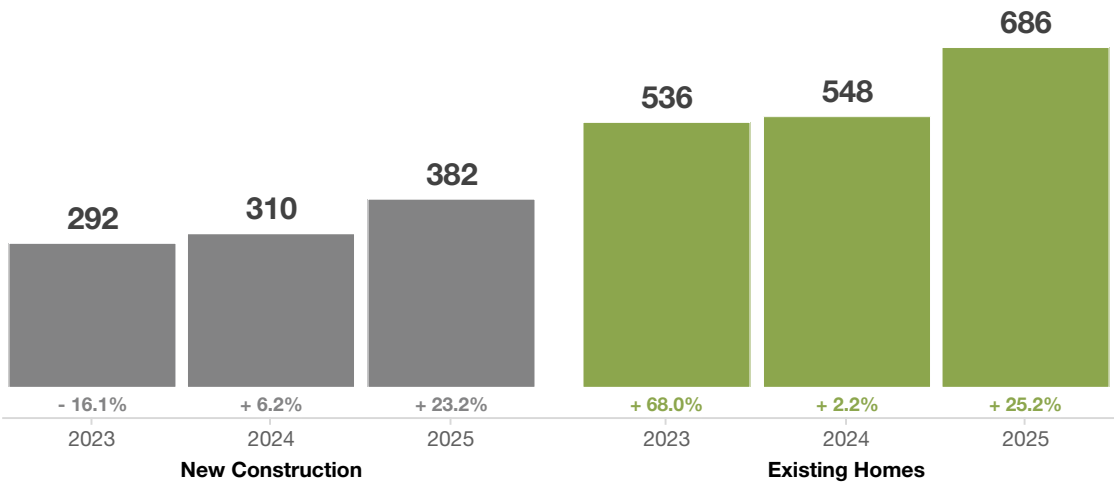
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

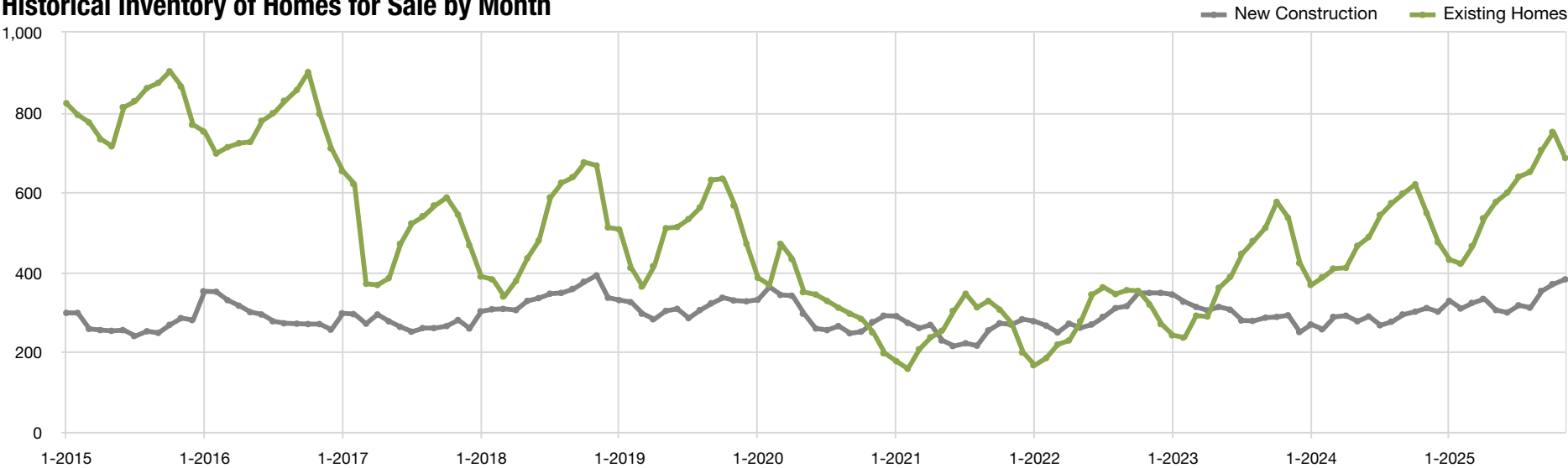
The number of properties available for sale in active status at the end of a given month.

November



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	301	+ 20.4%	475	+ 12.3%
Jan-2025	328	+ 21.9%	431	+ 17.1%
Feb-2025	309	+ 20.2%	421	+ 8.8%
Mar-2025	323	+ 12.2%	465	+ 13.7%
Apr-2025	333	+ 14.4%	535	+ 30.2%
May-2025	305	+ 10.1%	576	+ 23.6%
Jun-2025	299	+ 3.5%	599	+ 22.7%
Jul-2025	317	+ 18.7%	639	+ 17.7%
Aug-2025	311	+ 12.7%	651	+ 13.6%
Sep-2025	353	+ 20.1%	706	+ 18.3%
Oct-2025	370	+ 22.9%	751	+ 21.1%
Nov-2025	382	+ 23.2%	686	+ 25.2%
12-Month Avg	328	+ 16.7%	578	+ 18.9%

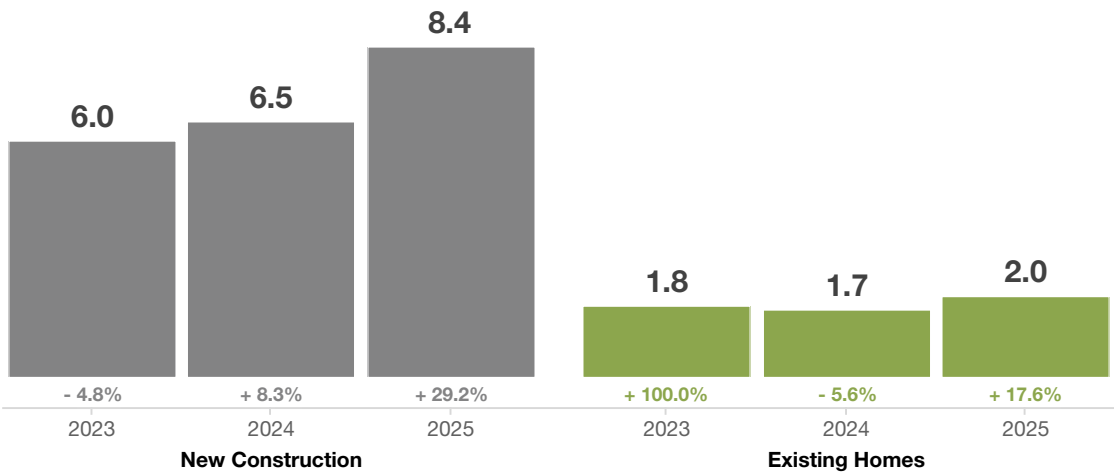
Historical Inventory of Homes for Sale by Month



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.

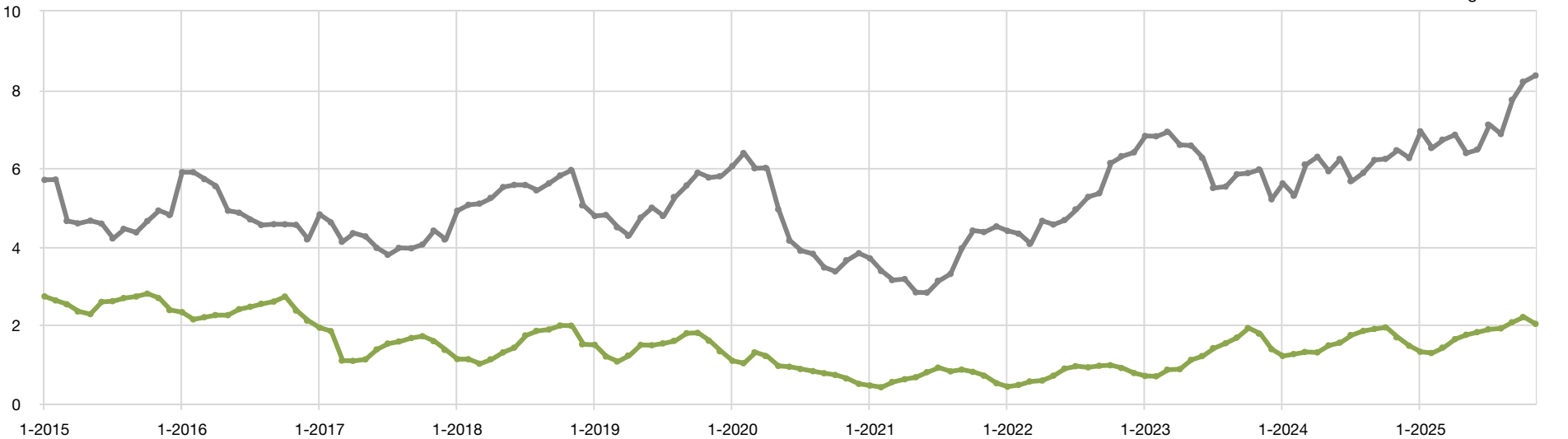
November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2024	6.3	+ 21.2%	1.5	+ 7.1%
Jan-2025	6.9	+ 23.2%	1.3	+ 8.3%
Feb-2025	6.5	+ 22.6%	1.3	0.0%
Mar-2025	6.7	+ 9.8%	1.4	+ 7.7%
Apr-2025	6.9	+ 9.5%	1.6	+ 23.1%
May-2025	6.4	+ 8.5%	1.8	+ 20.0%
Jun-2025	6.5	+ 4.8%	1.8	+ 12.5%
Jul-2025	7.1	+ 24.6%	1.9	+ 11.8%
Aug-2025	6.9	+ 16.9%	1.9	0.0%
Sep-2025	7.7	+ 24.2%	2.1	+ 10.5%
Oct-2025	8.2	+ 32.3%	2.2	+ 15.8%
Nov-2025	8.4	+ 29.2%	2.0	+ 17.6%
12-Month Avg*	7.0	+ 18.7%	1.7	+ 11.8%

* Months Supply for all properties from December 2024 through November 2025. 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	11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		551	583	+ 5.8%	6,991	7,919	+ 13.3%
Pending Sales		332	304	- 8.4%	4,190	4,346	+ 3.7%
Closed Sales		342	304	- 11.1%	4,064	4,224	+ 3.9%
Days on Market Until Sale		20	19	- 5.0%	20	21	+ 5.0%
Median Closed Price		\$300,000	\$325,000	+ 8.3%	\$300,000	\$315,000	+ 5.0%
Average Closed Price		\$335,980	\$399,743	+ 19.0%	\$344,168	\$362,945	+ 5.5%
Percent of List Price Received		98.5%	98.6%	+ 0.1%	99.1%	98.9%	- 0.2%
Housing Affordability Index		116	113	- 2.6%	116	116	0.0%
Inventory of Homes for Sale		858	1,068	+ 24.5%	—	—	—
Months Supply of Inventory		2.3	2.8	+ 21.7%	—	—	—