

Monthly Indicators

Lincoln Area Region



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings increased 9.7 percent for New Construction and 22.3 percent for Existing Homes. Pending Sales decreased 36.9 percent for New Construction but increased 31.1 percent for Existing Homes. Inventory increased 18.7 percent for New Construction and 11.6 percent for Existing Homes.

Median Closed Price increased 11.7 percent for New Construction and 0.1 percent for Existing Homes. Days on Market decreased 43.8 percent for New Construction but increased 8.3 percent for Existing Homes. Months Supply of Inventory increased 29.8 percent for New Construction and 5.9 percent for Existing Homes.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

+ 2.2%	- 3.1%	+ 14.0%
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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		113	124	+ 9.7%	791	852	+ 7.7%
Pending Sales		65	41	- 36.9%	390	330	- 15.4%
Closed Sales		59	49	- 16.9%	329	344	+ 4.6%
Days on Market Until Sale		48	27	- 43.8%	46	40	- 13.0%
Median Closed Price		\$400,000	\$446,800	+ 11.7%	\$445,800	\$457,323	+ 2.6%
Average Closed Price		\$448,169	\$459,955	+ 2.6%	\$463,406	\$491,041	+ 6.0%
Percent of List Price Received		98.5%	100.4%	+ 1.9%	100.1%	100.4%	+ 0.3%
Housing Affordability Index		87	78	- 10.3%	78	77	- 1.3%
Inventory of Homes for Sale		267	317	+ 18.7%	—	—	—
Months Supply of Inventory		5.7	7.4	+ 29.8%	—	—	—

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

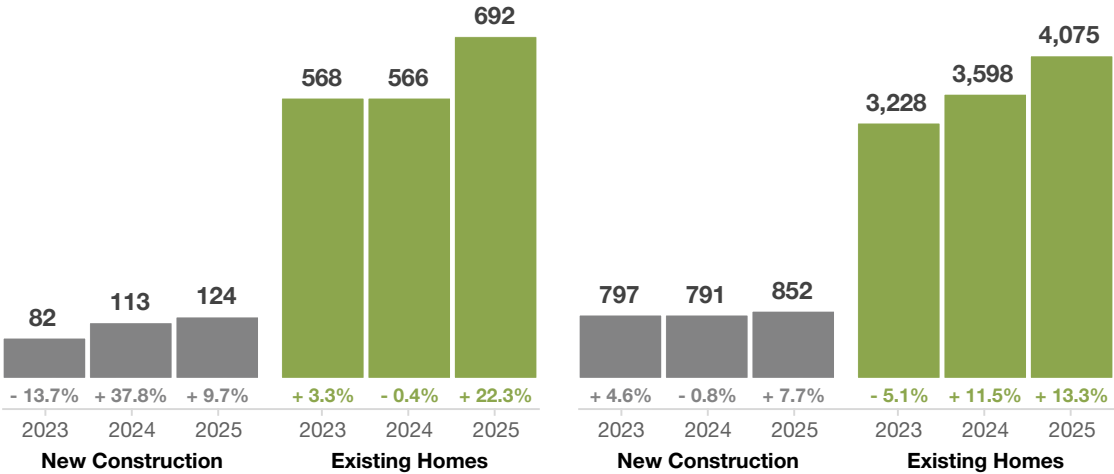
Key Metrics	Historical Sparkbars	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		566	692	+ 22.3%	3,598	4,075	+ 13.3%
Pending Sales		312	409	+ 31.1%	2,400	2,577	+ 7.4%
Closed Sales		396	416	+ 5.1%	2,303	2,340	+ 1.6%
Days on Market Until Sale		12	13	+ 8.3%	17	18	+ 5.9%
Median Closed Price		\$289,700	\$290,000	+ 0.1%	\$280,000	\$289,000	+ 3.2%
Average Closed Price		\$355,115	\$351,580	- 1.0%	\$329,631	\$336,189	+ 2.0%
Percent of List Price Received		99.3%	98.8%	- 0.5%	99.1%	98.9%	- 0.2%
Housing Affordability Index		121	121	0.0%	125	121	- 3.2%
Inventory of Homes for Sale		543	606	+ 11.6%	—	—	—
Months Supply of Inventory		1.7	1.8	+ 5.9%	—	—	—

New Listings

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

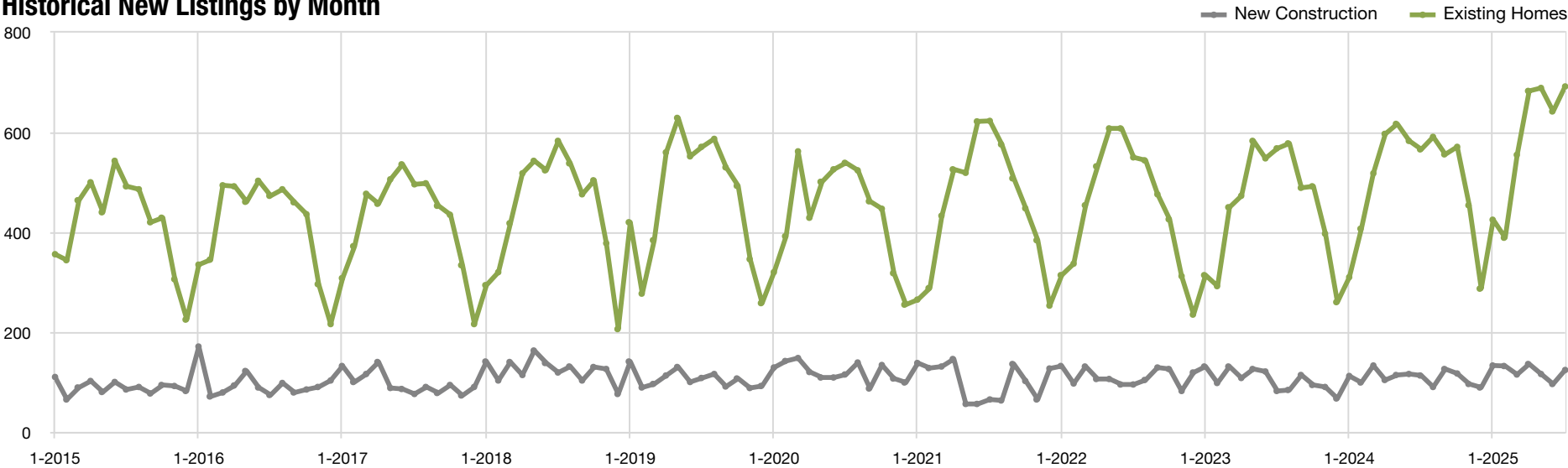
July

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	90	+ 7.1%	591	+ 2.2%
Sep-2024	126	+ 10.5%	556	+ 13.7%
Oct-2024	117	+ 24.5%	571	+ 16.1%
Nov-2024	96	+ 6.7%	454	+ 14.4%
Dec-2024	89	+ 32.8%	287	+ 10.4%
Jan-2025	133	+ 18.8%	425	+ 37.1%
Feb-2025	132	+ 33.3%	389	- 4.4%
Mar-2025	115	- 13.5%	555	+ 7.1%
Apr-2025	136	+ 30.8%	683	+ 14.4%
May-2025	116	+ 1.8%	689	+ 11.7%
Jun-2025	96	- 17.2%	642	+ 10.1%
Jul-2025	124	+ 9.7%	692	+ 22.3%
12-Month Avg	114	+ 10.7%	545	+ 12.4%

Historical New Listings by Month

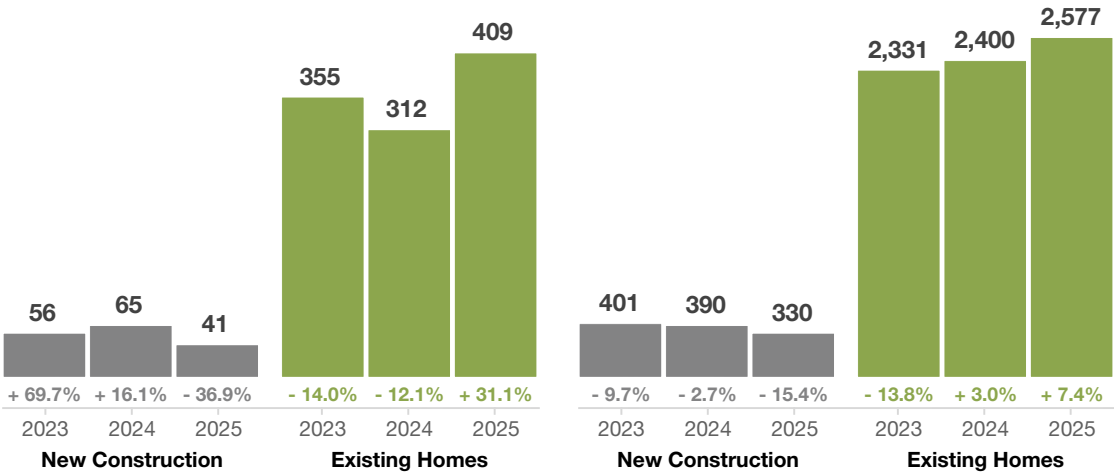


Pending Sales

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

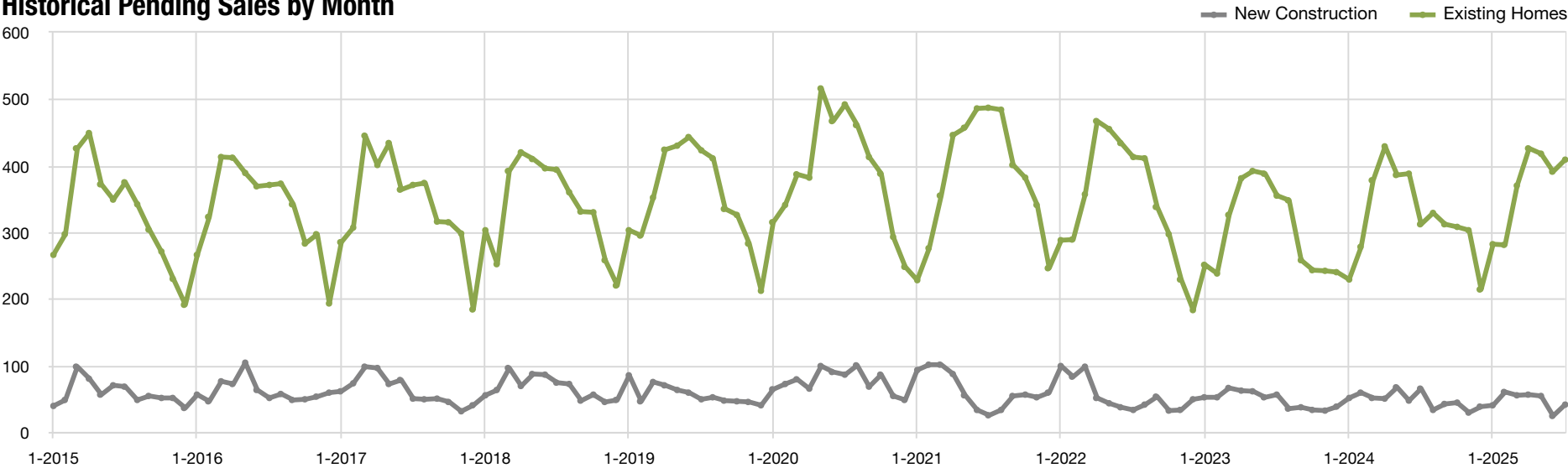
July

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	33	- 5.7%	329	- 5.5%
Sep-2024	42	+ 13.5%	312	+ 20.9%
Oct-2024	44	+ 33.3%	308	+ 26.7%
Nov-2024	29	- 9.4%	303	+ 25.2%
Dec-2024	38	0.0%	214	- 10.8%
Jan-2025	40	- 21.6%	282	+ 23.1%
Feb-2025	60	+ 1.7%	281	+ 1.1%
Mar-2025	55	+ 7.8%	370	- 2.1%
Apr-2025	56	+ 12.0%	426	- 0.7%
May-2025	54	- 19.4%	418	+ 8.3%
Jun-2025	24	- 48.9%	391	+ 0.8%
Jul-2025	41	- 36.9%	409	+ 31.1%
12-Month Avg	43	- 8.5%	337	+ 8.4%

Historical Pending Sales by Month

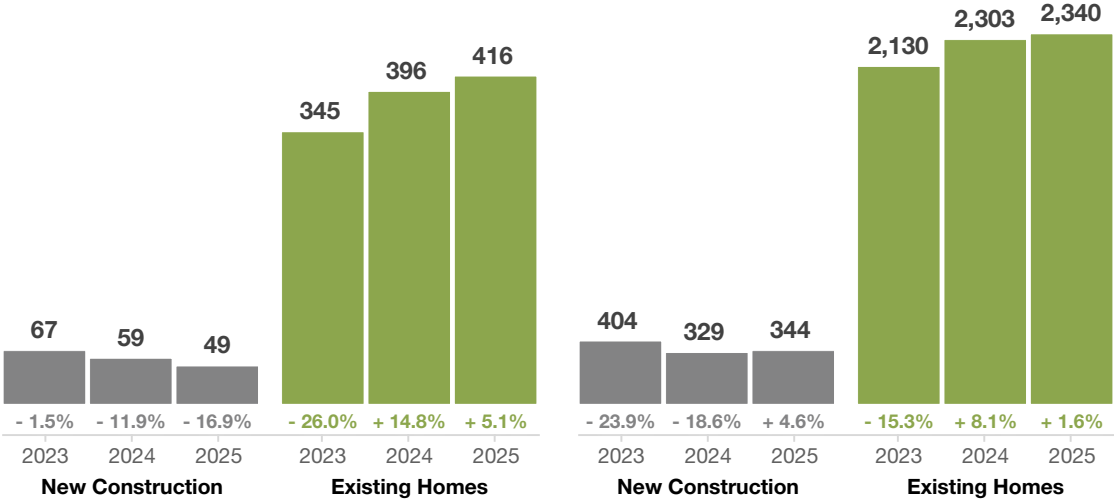


Closed Sales

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

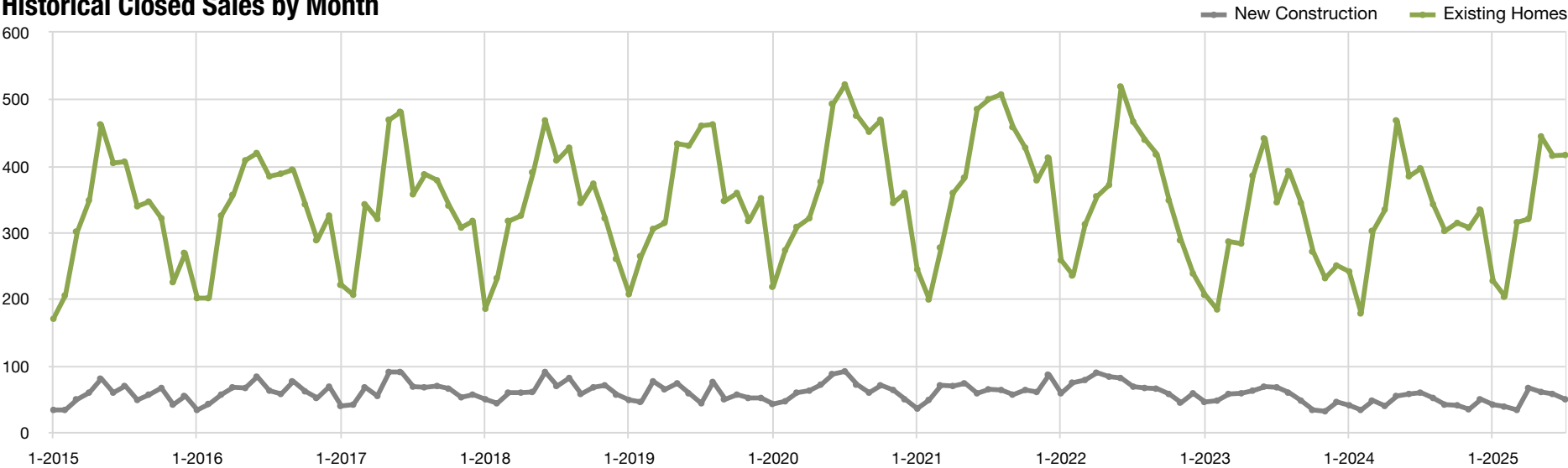
July

Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	51	- 13.6%	342	- 12.8%
Sep-2024	41	- 12.8%	302	- 12.2%
Oct-2024	40	+ 21.2%	314	+ 15.9%
Nov-2024	34	+ 9.7%	307	+ 32.9%
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	66	+ 69.2%	320	- 4.2%
May-2025	60	+ 11.1%	444	- 5.1%
Jun-2025	57	0.0%	415	+ 8.1%
Jul-2025	49	- 16.9%	416	+ 5.1%
12-Month Avg	47	+ 4.4%	328	+ 3.8%

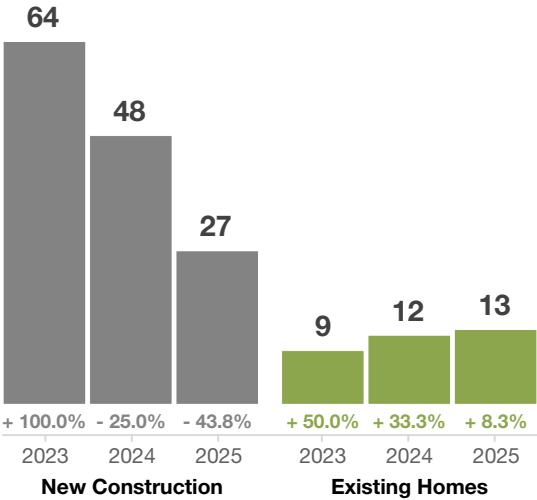
Historical Closed Sales by Month



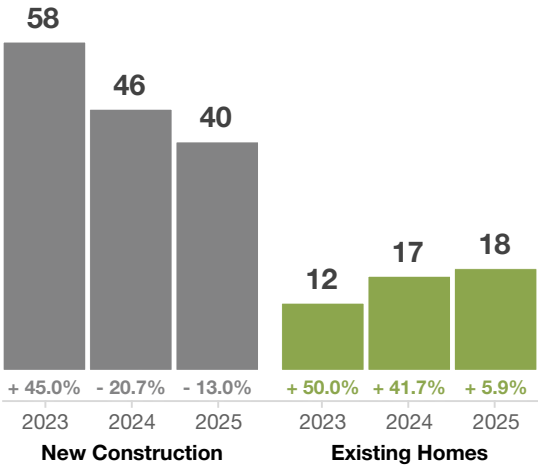
Days on Market Until Sale

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

July



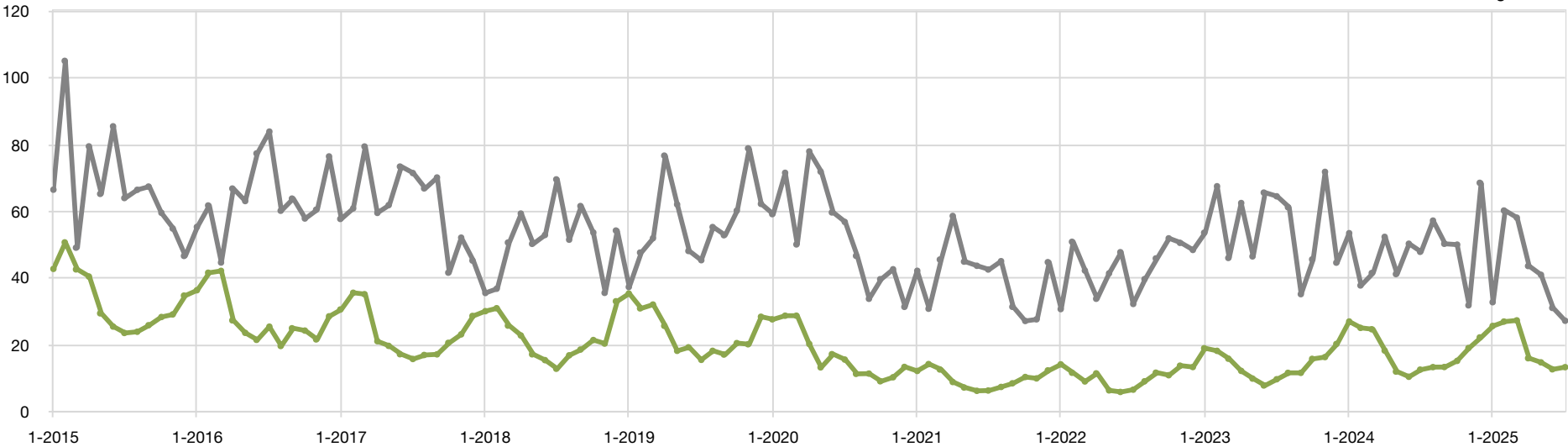
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	57	- 6.6%	13	+ 18.2%
Sep-2024	50	+ 42.9%	13	+ 18.2%
Oct-2024	50	+ 11.1%	15	- 6.3%
Nov-2024	32	- 55.6%	19	+ 18.8%
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	31	- 38.0%	12	+ 20.0%
Jul-2025	27	- 43.8%	13	+ 8.3%
12-Month Avg*	45	- 6.0%	17	+ 9.4%

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

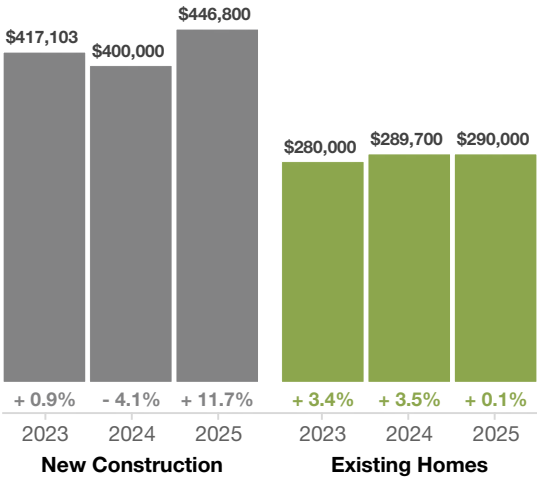
Historical Days on Market Until Sale by Month



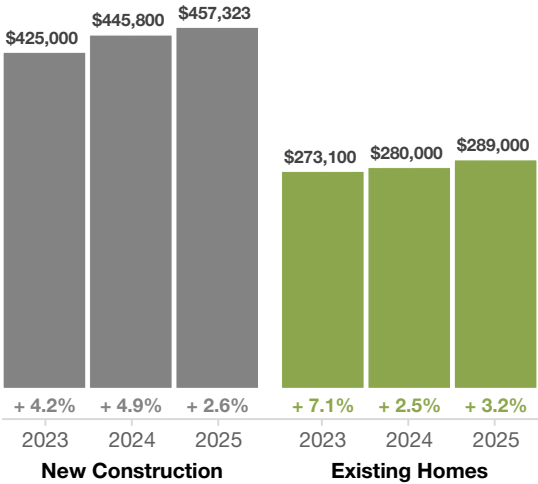
Median Closed Price

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

July



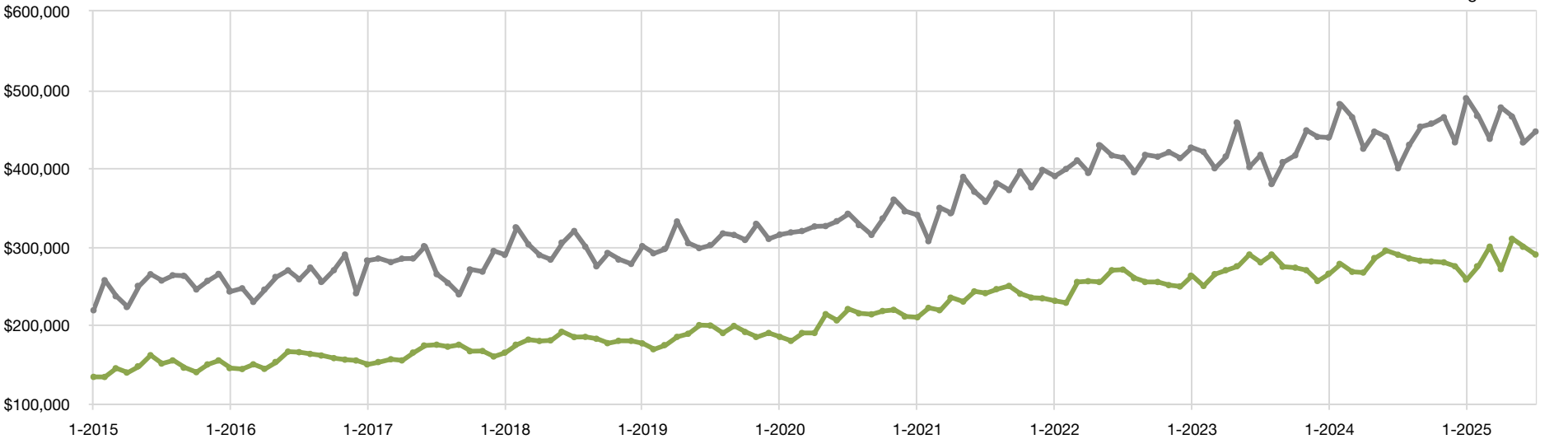
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	\$429,900	+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$453,000	+ 11.1%	\$282,000	+ 2.8%
Oct-2024	\$456,975	+ 9.7%	\$281,100	+ 2.9%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
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	\$477,450	+ 12.4%	\$271,380	+ 1.6%
May-2025	\$465,955	+ 4.3%	\$310,000	+ 8.6%
Jun-2025	\$432,900	- 1.6%	\$299,900	+ 1.7%
Jul-2025	\$446,800	+ 11.7%	\$290,000	+ 0.1%
12-Month Avg*	\$453,509	+ 5.2%	\$285,000	+ 2.5%

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

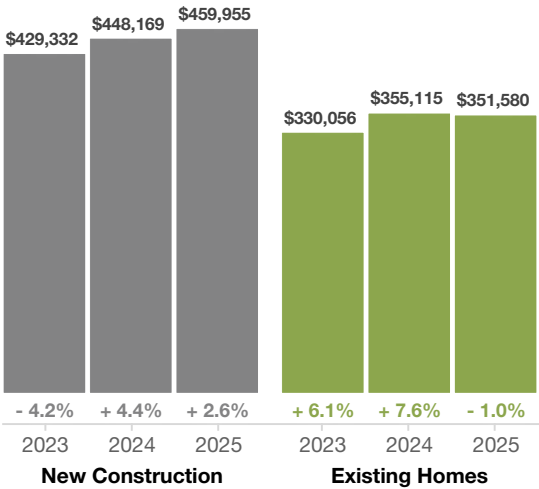
Historical Median Closed Price by Month



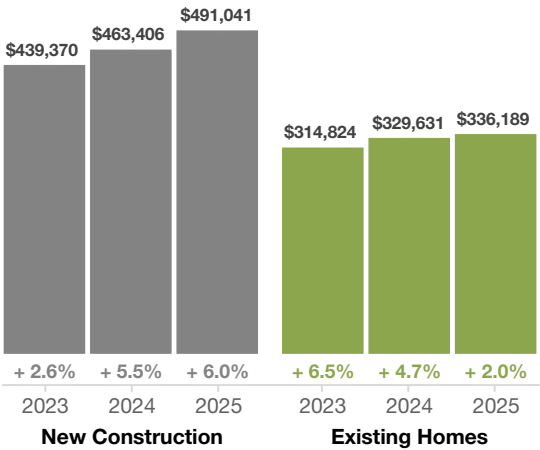
Average Closed Price

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

July



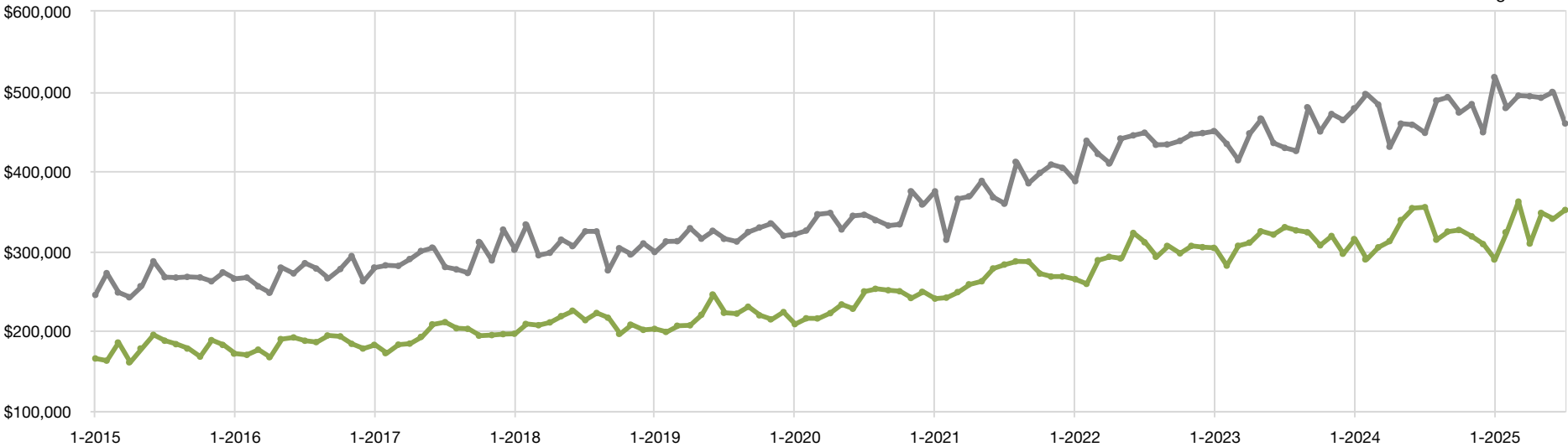
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	\$488,622	+ 14.8%	\$314,374	- 3.6%
Sep-2024	\$492,936	+ 2.7%	\$324,567	+ 0.3%
Oct-2024	\$473,673	+ 5.3%	\$326,585	+ 6.3%
Nov-2024	\$484,115	+ 2.6%	\$318,594	- 0.1%
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	\$494,043	+ 14.7%	\$309,526	- 1.0%
May-2025	\$492,153	+ 7.1%	\$347,897	+ 2.6%
Jun-2025	\$499,360	+ 9.0%	\$340,653	- 3.7%
Jul-2025	\$459,955	+ 2.6%	\$351,580	- 1.0%
12-Month Avg*	\$485,605	+ 5.5%	\$328,951	+ 1.4%

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

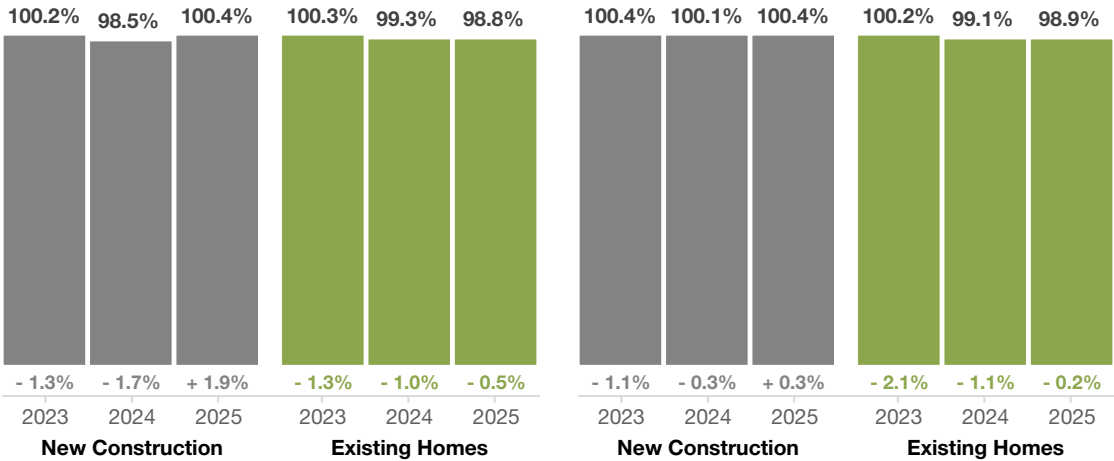
Historical Average Closed Price by Month



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.

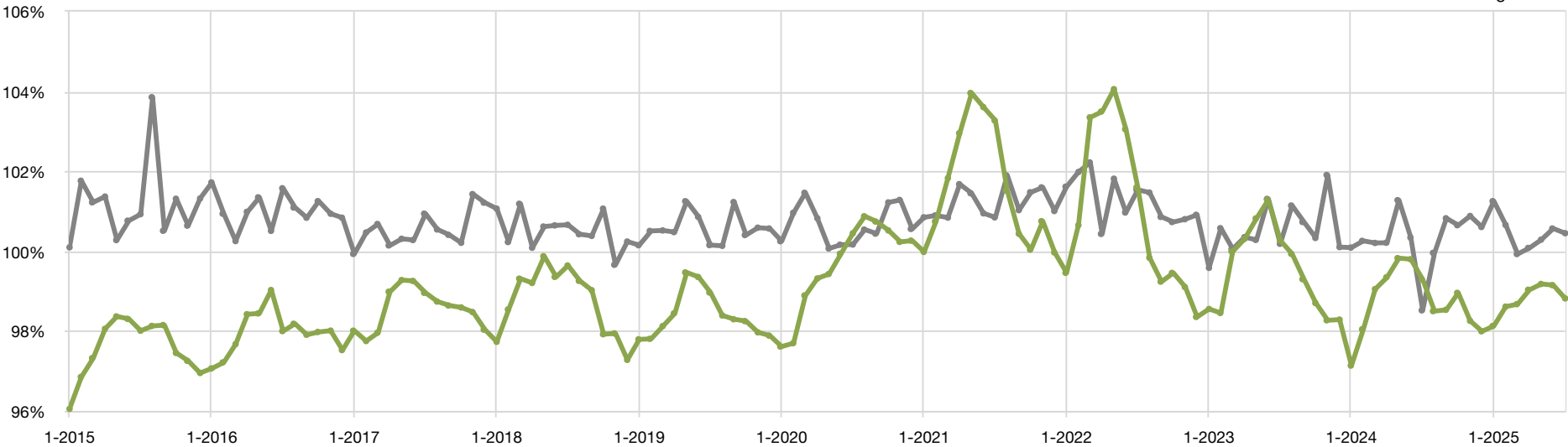
July



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	98.3%	0.0%
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	100.6%	+ 0.3%	99.2%	- 0.6%
Jul-2025	100.4%	+ 1.9%	98.8%	- 0.5%
12-Month Avg*	100.5%	+ 0.1%	98.7%	- 0.4%

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

Historical Percent of List Price Received by Month



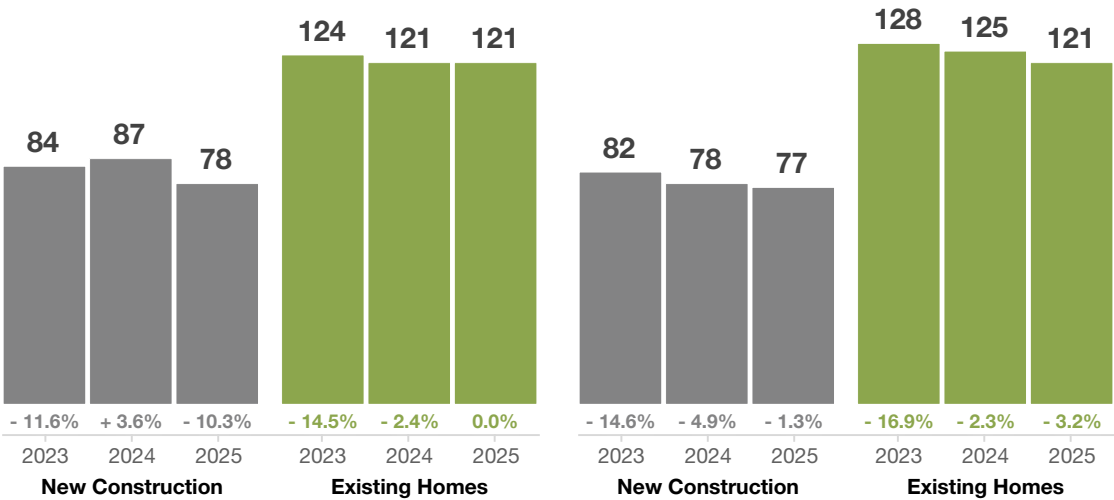
Housing Affordability Index

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.



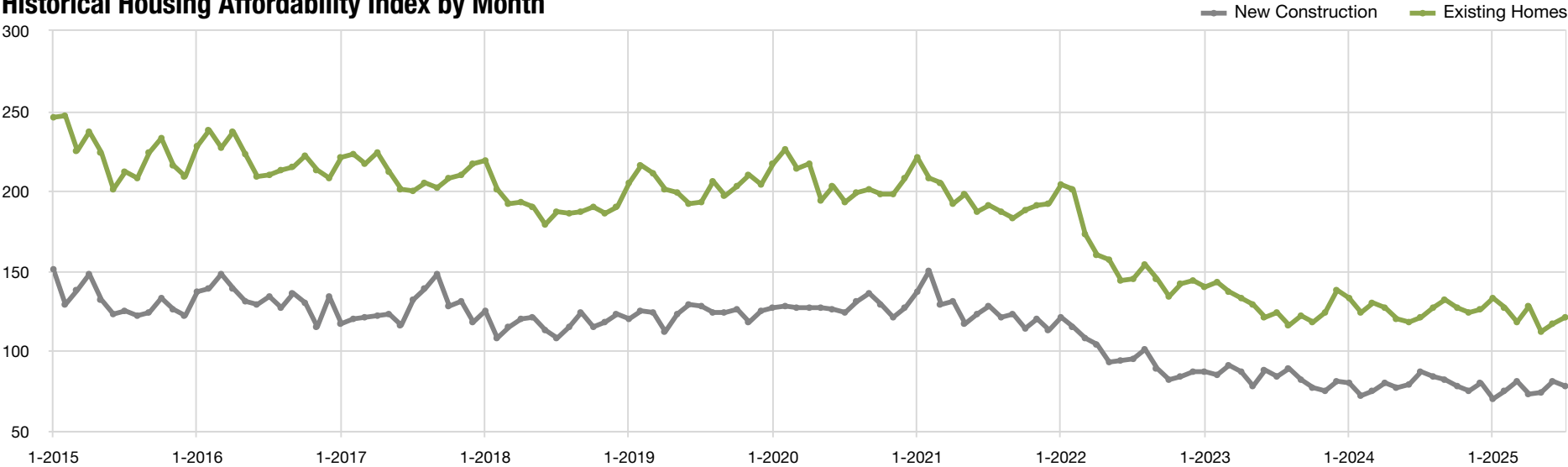
July

Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	82	0.0%	132	+ 8.2%
Oct-2024	78	+ 1.3%	127	+ 7.6%
Nov-2024	75	0.0%	124	0.0%
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	81	+ 2.5%	117	- 0.8%
Jul-2025	78	- 10.3%	121	0.0%
12-Month Avg	78	- 2.5%	124	0.0%

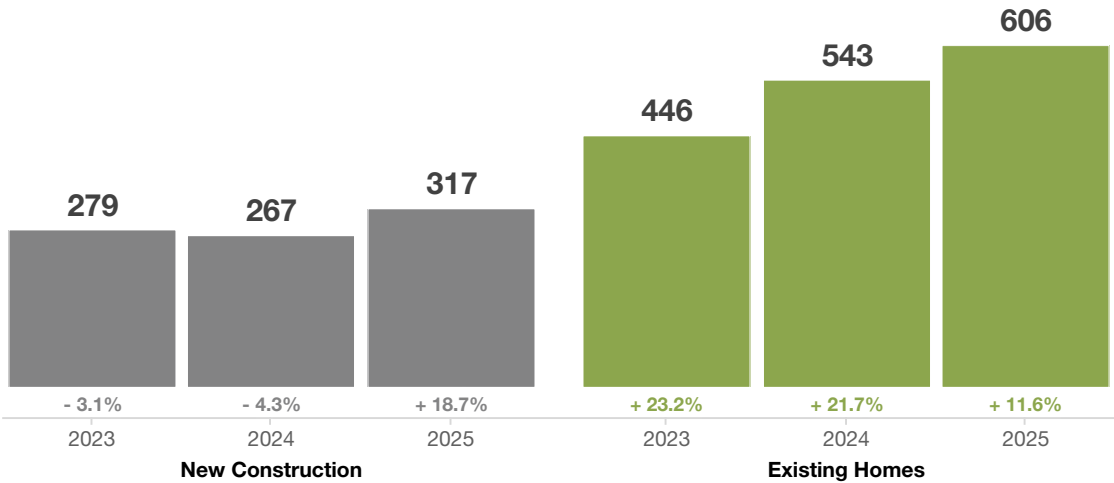
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

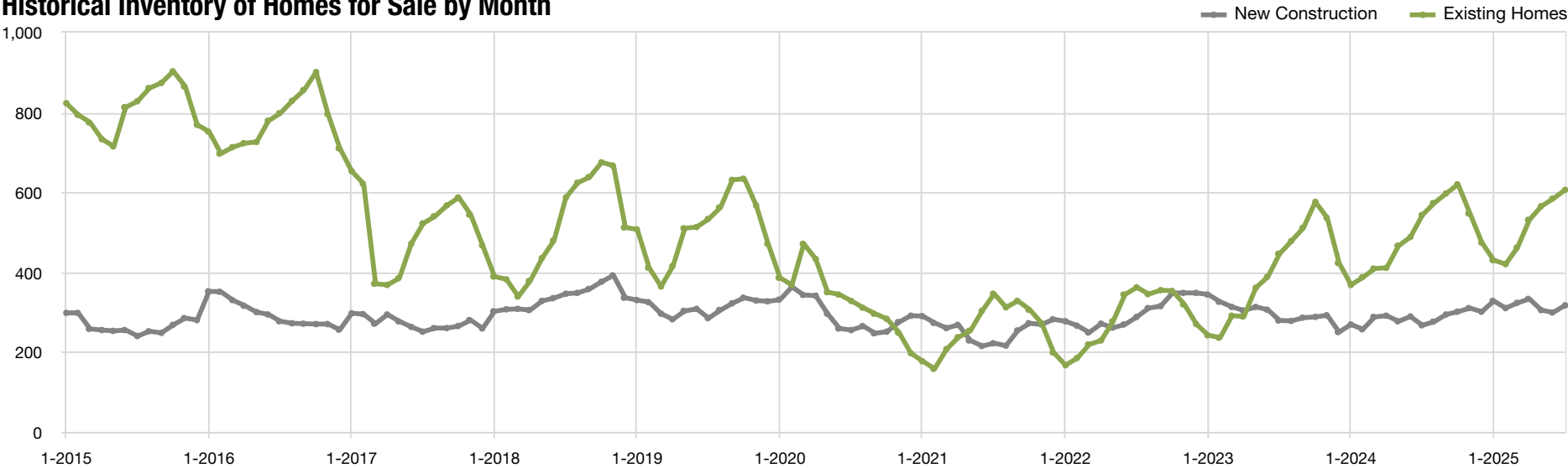
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	276	- 0.7%	573	+ 19.9%
Sep-2024	294	+ 2.8%	597	+ 16.8%
Oct-2024	301	+ 4.5%	620	+ 7.6%
Nov-2024	310	+ 6.2%	547	+ 2.1%
Dec-2024	301	+ 20.4%	474	+ 12.1%
Jan-2025	328	+ 21.9%	430	+ 16.8%
Feb-2025	310	+ 20.6%	420	+ 8.5%
Mar-2025	323	+ 12.2%	462	+ 13.0%
Apr-2025	333	+ 14.4%	531	+ 29.2%
May-2025	305	+ 10.1%	565	+ 21.2%
Jun-2025	299	+ 3.5%	584	+ 19.7%
Jul-2025	317	+ 18.7%	606	+ 11.6%
12-Month Avg	308	+ 10.8%	534	+ 14.6%

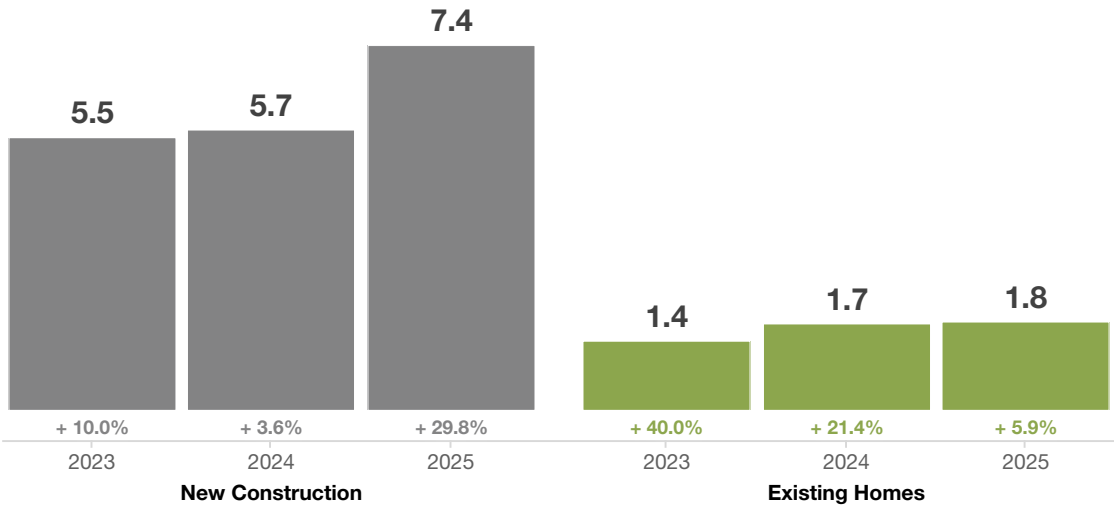
Historical Inventory of Homes for Sale by Month



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.

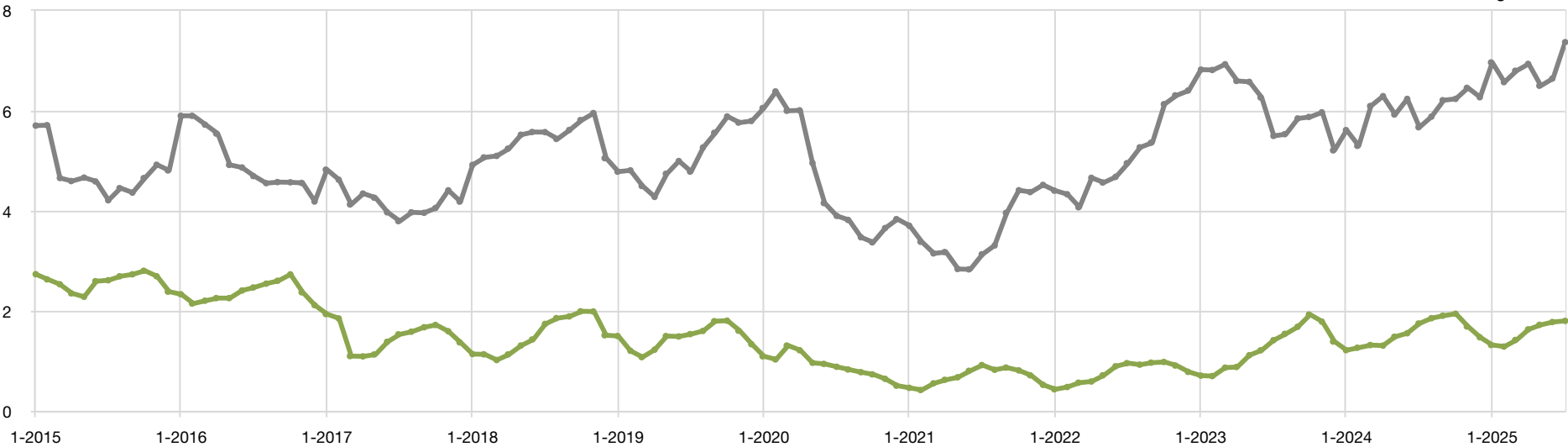
July



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Aug-2024	5.9	+ 7.3%	1.9	+ 26.7%
Sep-2024	6.2	+ 6.9%	1.9	+ 11.8%
Oct-2024	6.2	+ 5.1%	1.9	0.0%
Nov-2024	6.5	+ 8.3%	1.7	- 5.6%
Dec-2024	6.3	+ 21.2%	1.5	+ 7.1%
Jan-2025	7.0	+ 25.0%	1.3	+ 8.3%
Feb-2025	6.6	+ 24.5%	1.3	0.0%
Mar-2025	6.8	+ 11.5%	1.4	+ 7.7%
Apr-2025	6.9	+ 9.5%	1.6	+ 23.1%
May-2025	6.5	+ 10.2%	1.7	+ 13.3%
Jun-2025	6.6	+ 6.5%	1.8	+ 12.5%
Jul-2025	7.4	+ 29.8%	1.8	+ 5.9%
12-Month Avg*	6.6	+ 13.4%	1.6	+ 8.8%

* Months Supply for all properties from August 2024 through July 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	7-2024	7-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		679	816	+ 20.2%	4,389	4,927	+ 12.3%
Pending Sales		377	450	+ 19.4%	2,790	2,907	+ 4.2%
Closed Sales		455	465	+ 2.2%	2,632	2,684	+ 2.0%
Days on Market Until Sale		17	15	- 11.8%	20	21	+ 5.0%
Median Closed Price		\$320,000	\$310,000	- 3.1%	\$300,000	\$310,000	+ 3.3%
Average Closed Price		\$367,181	\$363,000	- 1.1%	\$346,359	\$356,043	+ 2.8%
Percent of List Price Received		99.2%	99.0%	- 0.2%	99.3%	99.1%	- 0.2%
Housing Affordability Index		109	113	+ 3.7%	116	113	- 2.6%
Inventory of Homes for Sale		810	923	+ 14.0%	—	—	—
Months Supply of Inventory		2.3	2.4	+ 4.3%	—	—	—