

# Monthly Indicators

Lincoln Area Region



## December 2020

December is normally one of the slowest months of the year but strong buyer demand across most segments of the market, buoyed by near-record low interest rates, continue to drive a healthy sales pace in the face of a new wave of COVID-19 infections and a softening jobs market.

New Listings decreased 2.2 percent for New Construction and 4.8 percent for Existing Homes. Pending Sales increased 5.1 percent for New Construction and 16.5 percent for Existing Homes. Inventory decreased 14.5 percent for New Construction and 62.3 percent for Existing Homes.

Median Closed Price increased 11.3 percent for New Construction and 13.2 percent for Existing Homes. Days on Market decreased 50.0 percent for New Construction and 51.7 percent for Existing Homes. Months Supply of Inventory decreased 33.3 percent for New Construction and 64.3 percent for Existing Homes.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

## Quick Facts

**- 1.3%**

Change in  
**Closed Sales**  
All Properties

**+ 5.8%**

Change in  
**Median Closed Price**  
All Properties

**- 42.8%**

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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		91	<b>89</b>	- 2.2%	1,249	<b>1,362</b>	+ 9.0%
<b>Pending Sales</b>		39	<b>41</b>	+ 5.1%	660	<b>851</b>	+ 28.9%
<b>Closed Sales</b>		51	<b>43</b>	- 15.7%	671	<b>748</b>	+ 11.5%
<b>Days on Market Until Sale</b>		62	<b>31</b>	- 50.0%	58	<b>54</b>	- 6.9%
<b>Median Closed Price</b>		\$309,900	<b>\$344,900</b>	+ 11.3%	\$309,925	<b>\$332,625</b>	+ 7.3%
<b>Average Closed Price</b>		\$319,329	<b>\$356,235</b>	+ 11.6%	\$318,064	<b>\$341,939</b>	+ 7.5%
<b>Percent of List Price Received</b>		100.6%	<b>100.6%</b>	0.0%	100.6%	<b>100.7%</b>	+ 0.1%
<b>Housing Affordability Index</b>		109	<b>109</b>	0.0%	109	<b>113</b>	+ 3.7%
<b>Inventory of Homes for Sale</b>		330	<b>282</b>	- 14.5%	—	—	—
<b>Months Supply of Inventory</b>		6.0	<b>4.0</b>	- 33.3%	—	—	—

# 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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		252	<b>240</b>	- 4.8%	5,437	<b>5,123</b>	- 5.8%
<b>Pending Sales</b>		206	<b>240</b>	+ 16.5%	4,076	<b>4,563</b>	+ 11.9%
<b>Closed Sales</b>		340	<b>343</b>	+ 0.9%	4,084	<b>4,436</b>	+ 8.6%
<b>Days on Market Until Sale</b>		29	<b>14</b>	- 51.7%	23	<b>16</b>	- 30.4%
<b>Median Closed Price</b>		\$190,000	<b>\$215,000</b>	+ 13.2%	\$188,100	<b>\$207,500</b>	+ 10.3%
<b>Average Closed Price</b>		\$221,301	<b>\$252,086</b>	+ 13.9%	\$219,653	<b>\$237,831</b>	+ 8.3%
<b>Percent of List Price Received</b>		97.8%	<b>99.8%</b>	+ 2.0%	98.4%	<b>99.8%</b>	+ 1.4%
<b>Housing Affordability Index</b>		178	<b>174</b>	- 2.2%	180	<b>180</b>	0.0%
<b>Inventory of Homes for Sale</b>		480	<b>181</b>	- 62.3%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>0.5</b>	- 64.3%	—	—	—

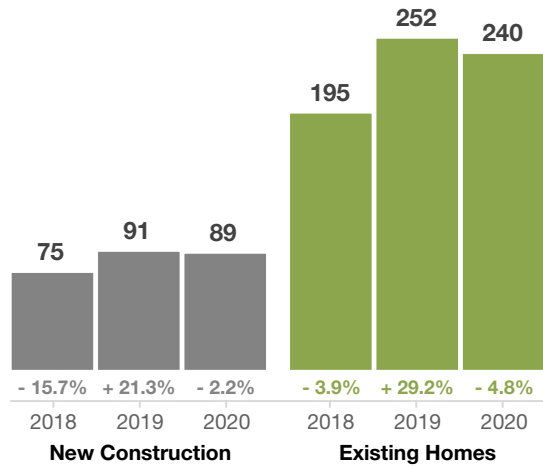
# New Listings

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

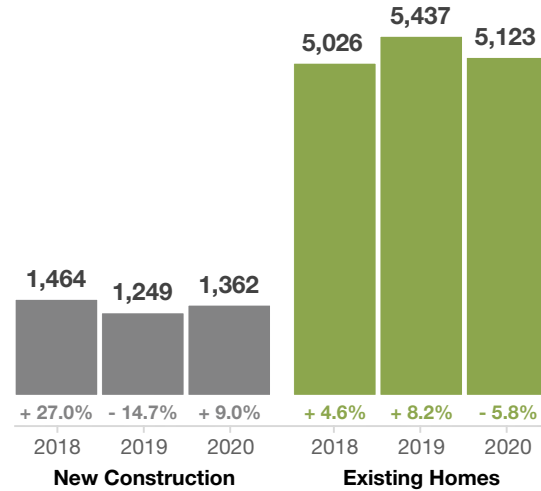


Lincoln Area Region

## December

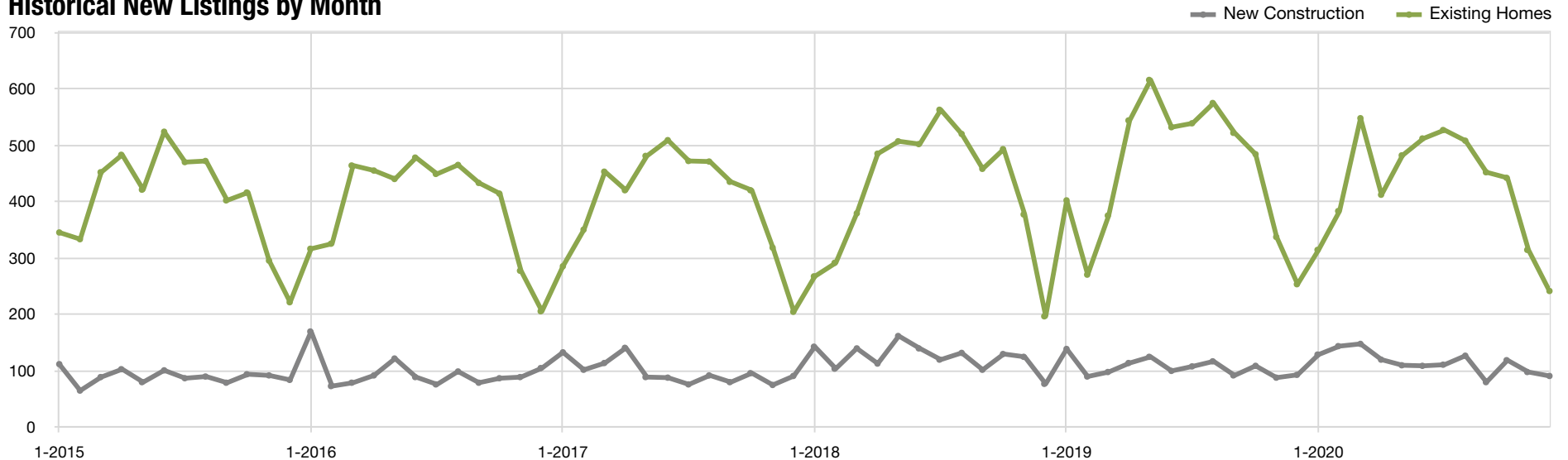


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	127	-7.3%	313	-21.9%
Feb-2020	142	+61.4%	382	+42.0%
Mar-2020	146	+52.1%	547	+46.3%
Apr-2020	118	+5.4%	411	-24.3%
May-2020	108	-12.2%	481	-21.8%
Jun-2020	107	+9.2%	511	-3.8%
Jul-2020	109	+2.8%	526	-2.2%
Aug-2020	125	+8.7%	507	-11.7%
Sep-2020	78	-13.3%	451	-13.4%
Oct-2020	117	+9.3%	441	-8.7%
Nov-2020	96	+11.6%	313	-6.8%
<b>Dec-2020</b>	<b>89</b>	<b>-2.2%</b>	<b>240</b>	<b>-4.8%</b>
12-Month Avg	114	+9.6%	427	-5.7%

## Historical New Listings by Month



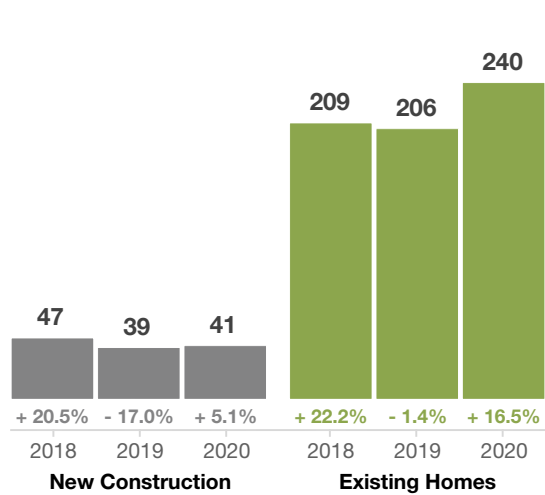
# Pending Sales

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

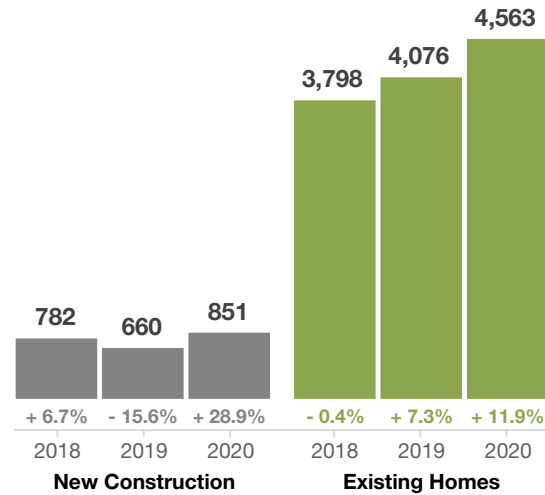


Lincoln Area Region

## December

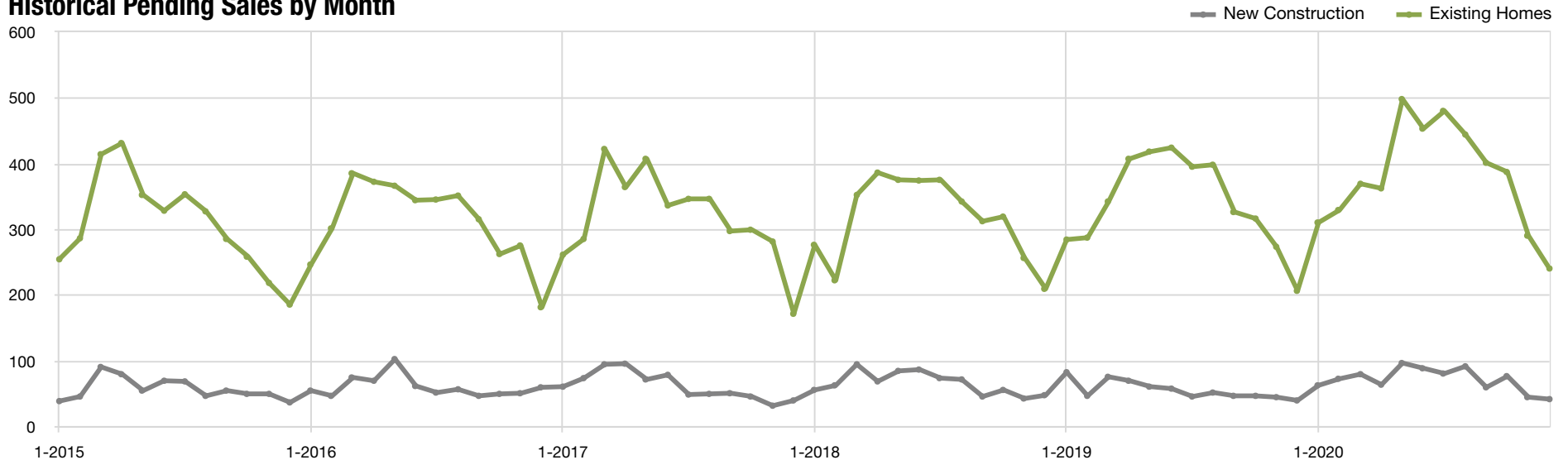


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	62	-24.4%	310	+9.2%
Feb-2020	72	+56.5%	329	+14.6%
Mar-2020	79	+5.3%	369	+7.9%
Apr-2020	63	-8.7%	362	-11.1%
May-2020	96	+60.0%	498	+19.1%
Jun-2020	88	+54.4%	453	+6.8%
Jul-2020	80	+77.8%	480	+21.5%
Aug-2020	91	+78.4%	444	+11.6%
Sep-2020	59	+28.3%	401	+23.0%
Oct-2020	76	+65.2%	387	+22.5%
Nov-2020	44	0.0%	290	+6.2%
<b>Dec-2020</b>	<b>41</b>	<b>+5.1%</b>	<b>240</b>	<b>+16.5%</b>
12-Month Avg	71	+29.1%	380	+11.8%

## Historical Pending Sales by Month



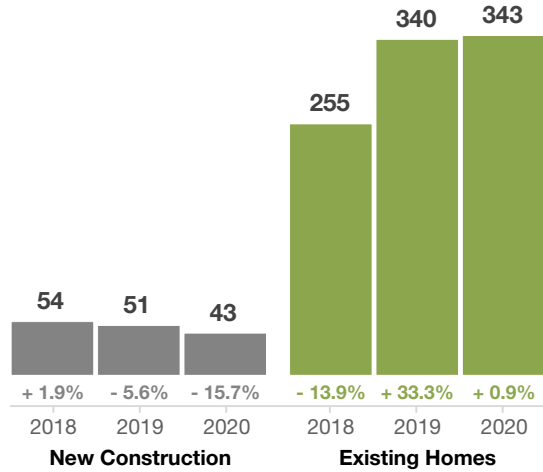
# Closed Sales

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

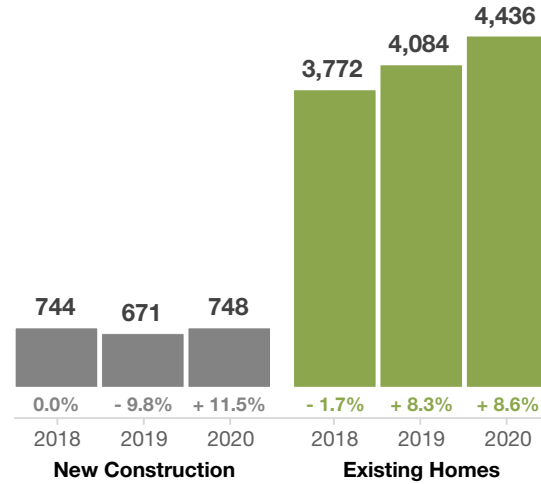


Lincoln Area Region

## December

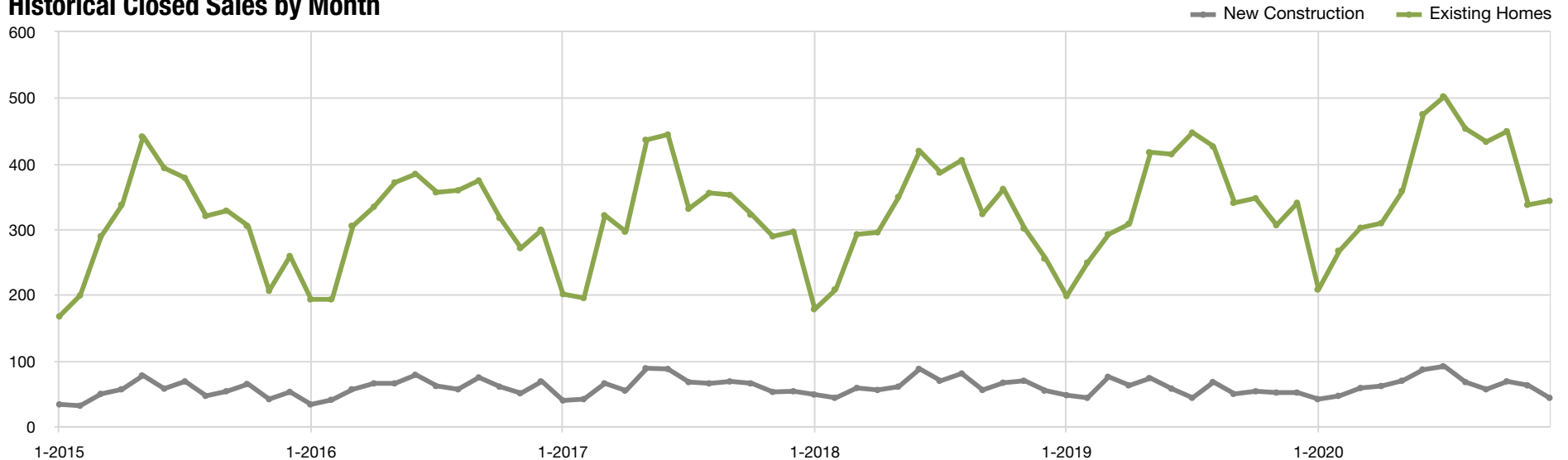


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	41	-12.8%	208	+5.1%
Feb-2020	46	+7.0%	267	+7.2%
Mar-2020	58	-22.7%	302	+3.4%
Apr-2020	61	-1.6%	309	+0.3%
May-2020	69	-5.5%	358	-14.1%
Jun-2020	86	+50.9%	475	+14.7%
Jul-2020	91	+111.6%	502	+12.3%
Aug-2020	67	0.0%	453	+6.3%
Sep-2020	56	+14.3%	433	+27.4%
Oct-2020	68	+28.3%	449	+29.4%
Nov-2020	62	+21.6%	337	+10.1%
<b>Dec-2020</b>	<b>43</b>	<b>-15.7%</b>	<b>343</b>	<b>+0.9%</b>
12-Month Avg	62	+10.7%	370	+8.8%

## Historical Closed Sales by Month



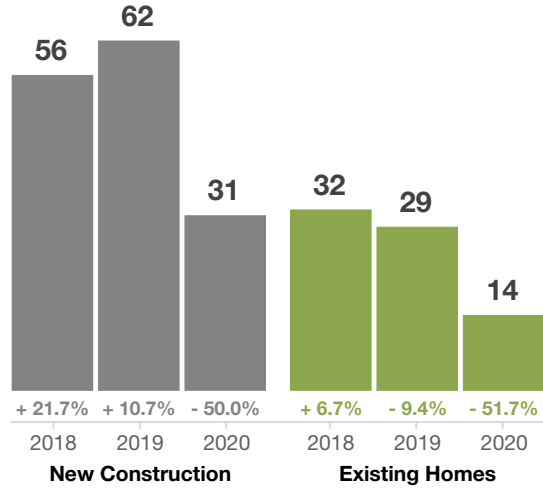
# Days on Market Until Sale

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

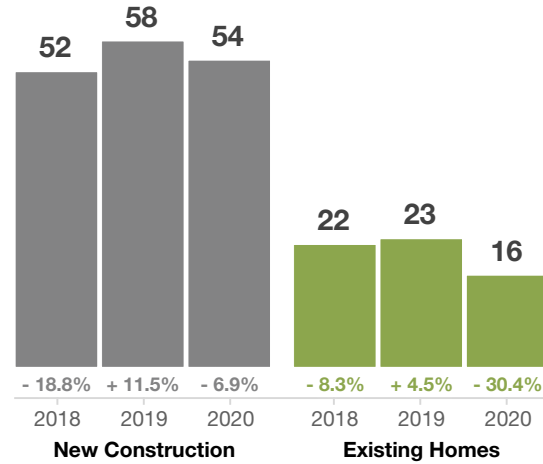


Lincoln Area Region

## December



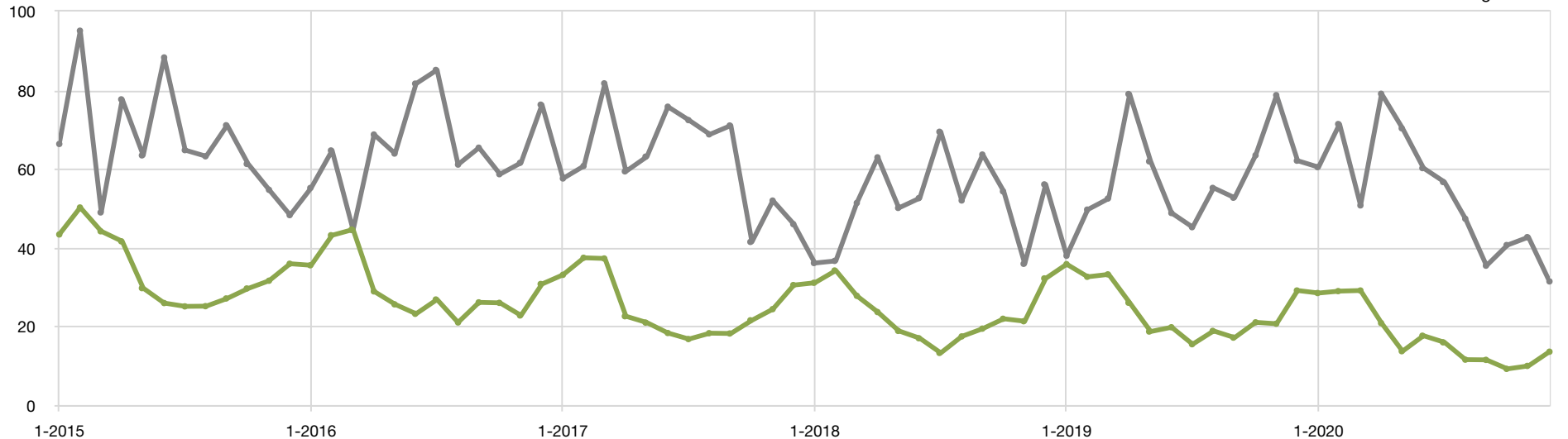
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	60	+ 57.9%	28	- 22.2%
Feb-2020	71	+ 42.0%	29	- 12.1%
Mar-2020	51	- 1.9%	29	- 12.1%
Apr-2020	79	0.0%	21	- 19.2%
May-2020	70	+ 12.9%	14	- 26.3%
Jun-2020	60	+ 22.4%	18	- 10.0%
Jul-2020	57	+ 26.7%	16	+ 6.7%
Aug-2020	47	- 14.5%	12	- 36.8%
Sep-2020	35	- 34.0%	11	- 35.3%
Oct-2020	41	- 34.9%	9	- 57.1%
Nov-2020	43	- 45.6%	10	- 52.4%
<b>Dec-2020</b>	<b>31</b>	<b>- 50.0%</b>	<b>14</b>	<b>- 51.7%</b>
12-Month Avg*	54	- 6.1%	16	- 28.4%

\* Days on Market for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



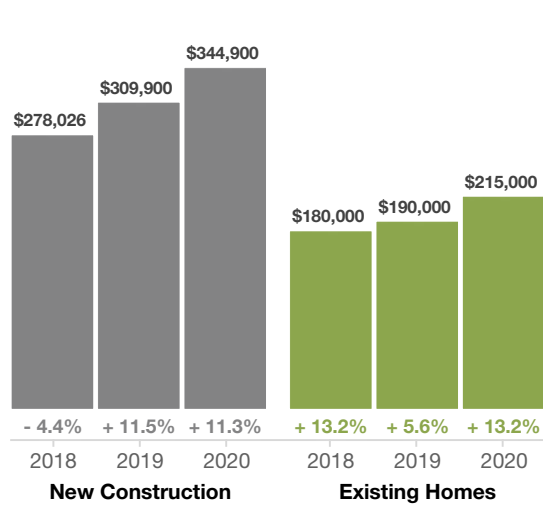
# Median Closed Price

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

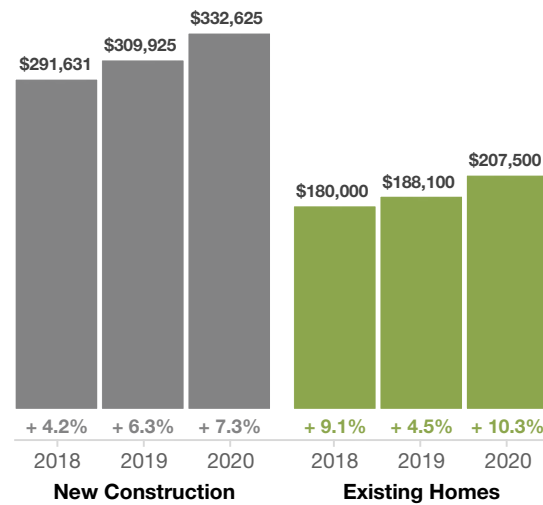


Lincoln Area Region

## December



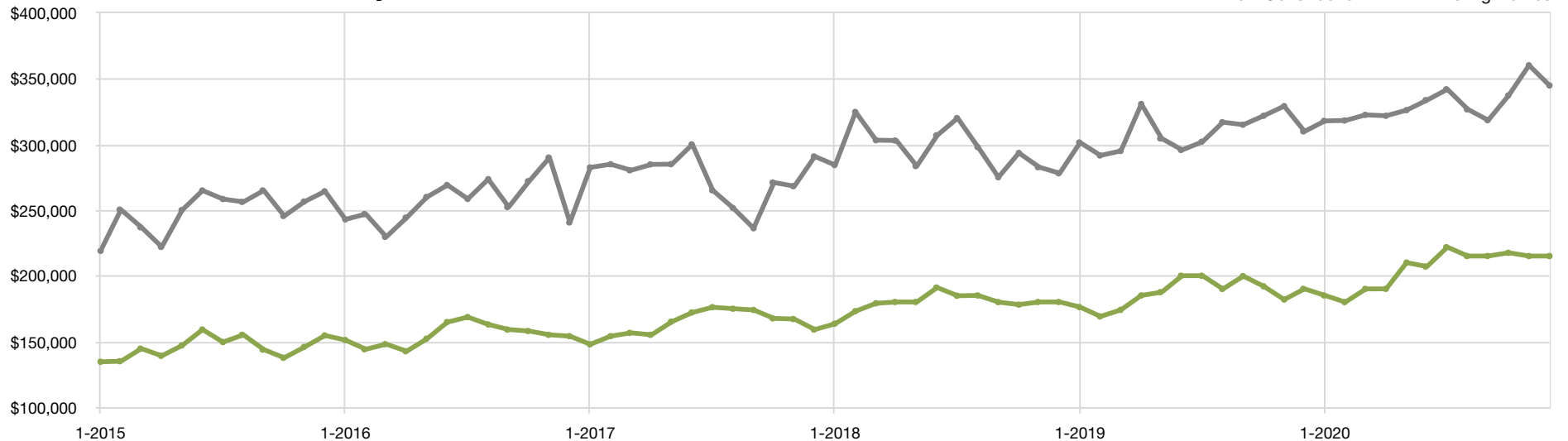
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	\$317,900	+ 5.5%	\$185,000	+ 5.0%
Feb-2020	\$318,224	+ 9.1%	\$179,900	+ 6.4%
Mar-2020	\$322,500	+ 9.3%	\$189,950	+ 9.2%
Apr-2020	\$321,800	- 2.7%	\$190,000	+ 2.7%
May-2020	\$326,089	+ 7.1%	\$210,000	+ 12.0%
Jun-2020	\$333,700	+ 12.8%	\$207,000	+ 3.5%
Jul-2020	\$341,950	+ 13.2%	\$221,750	+ 10.9%
Aug-2020	\$326,700	+ 3.1%	\$215,000	+ 13.2%
Sep-2020	\$318,415	+ 1.1%	\$215,000	+ 7.7%
Oct-2020	\$337,245	+ 4.8%	\$217,500	+ 13.3%
Nov-2020	\$360,250	+ 9.5%	\$215,000	+ 18.2%
<b>Dec-2020</b>	<b>\$344,900</b>	<b>+ 11.3%</b>	<b>\$215,000</b>	<b>+ 13.2%</b>
12-Month Avg*	\$332,625	+ 7.3%	\$207,500	+ 10.3%

\* Median Closed Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





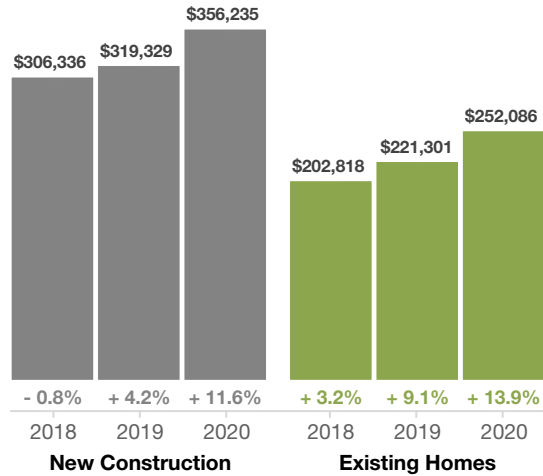
# Average Closed Price

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

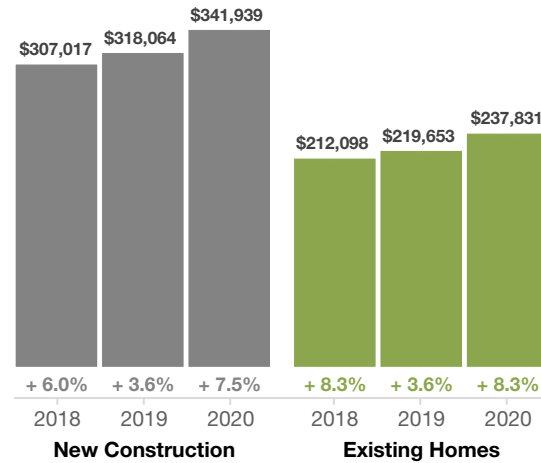


Lincoln Area Region

## December



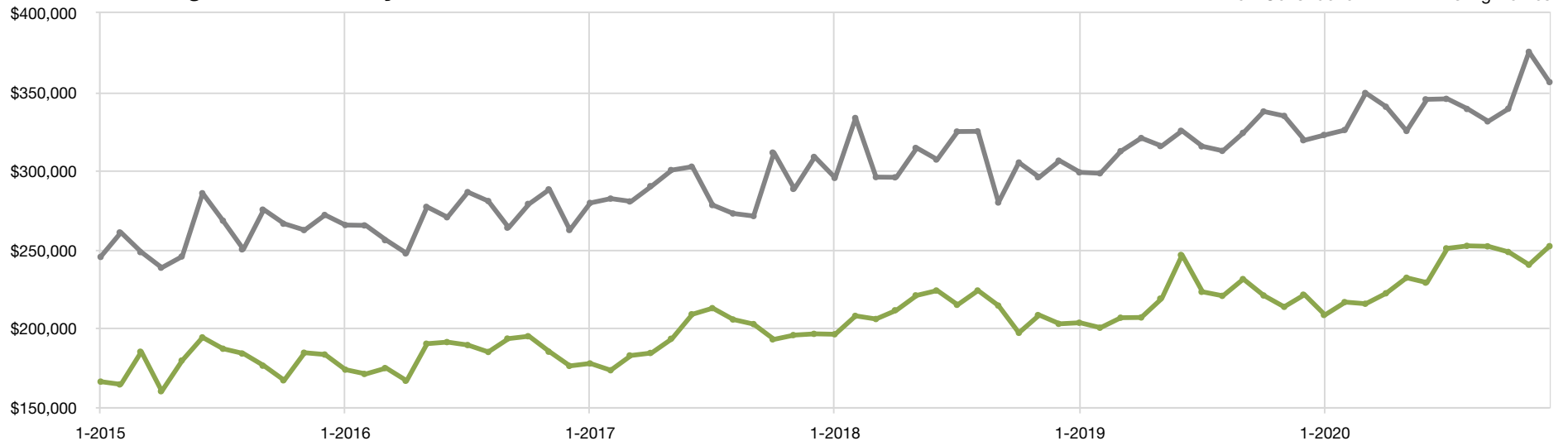
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	\$322,662	+ 7.9%	\$208,448	+ 2.4%
Feb-2020	\$325,817	+ 9.2%	\$216,587	+ 8.1%
Mar-2020	\$349,277	+ 11.8%	\$215,549	+ 4.3%
Apr-2020	\$340,556	+ 6.2%	\$222,193	+ 7.4%
May-2020	\$325,201	+ 3.0%	\$232,047	+ 6.0%
Jun-2020	\$345,264	+ 6.1%	\$228,953	- 7.1%
Jul-2020	\$345,579	+ 9.6%	\$250,714	+ 12.4%
Aug-2020	\$339,165	+ 8.5%	\$252,290	+ 14.4%
Sep-2020	\$331,289	+ 2.3%	\$251,988	+ 9.0%
Oct-2020	\$339,299	+ 0.5%	\$248,407	+ 12.5%
Nov-2020	\$375,409	+ 12.1%	\$240,307	+ 12.5%
<b>Dec-2020</b>	<b>\$356,235</b>	<b>+ 11.6%</b>	<b>\$252,086</b>	<b>+ 13.9%</b>
12-Month Avg*	\$341,939	+ 7.5%	\$237,831	+ 8.3%

\* Average Closed Price for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



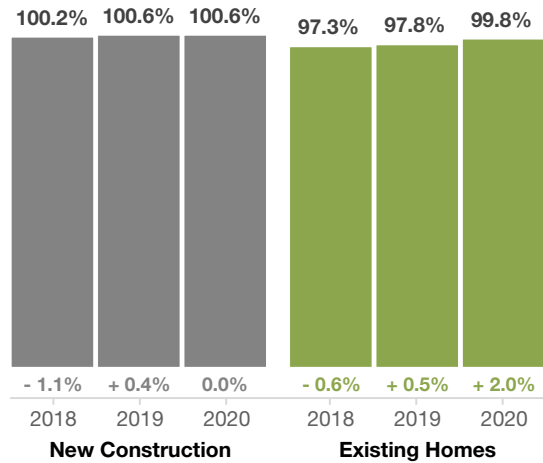
# Percent of List Price Received

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.

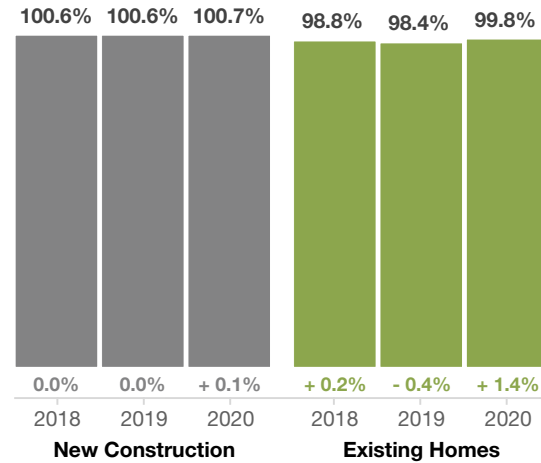


Lincoln Area Region

## December



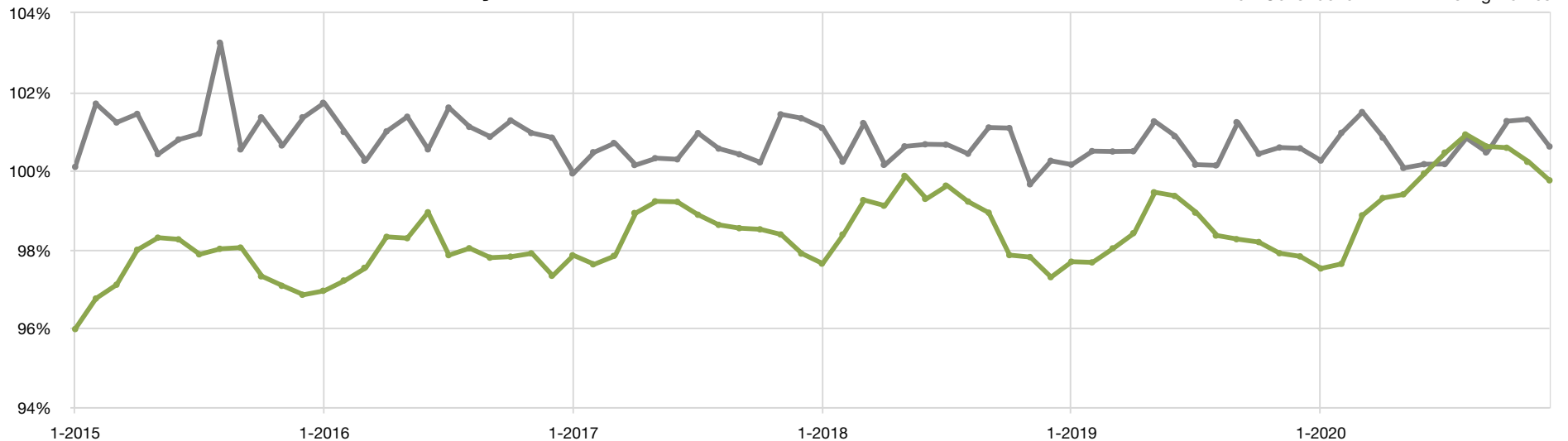
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	100.3%	+ 0.1%	97.5%	- 0.2%
Feb-2020	101.0%	+ 0.5%	97.6%	- 0.1%
Mar-2020	101.5%	+ 1.0%	98.9%	+ 0.9%
Apr-2020	100.8%	+ 0.3%	99.3%	+ 0.9%
May-2020	100.1%	- 1.2%	99.4%	- 0.1%
Jun-2020	100.2%	- 0.7%	99.9%	+ 0.5%
Jul-2020	100.2%	0.0%	100.5%	+ 1.6%
Aug-2020	100.8%	+ 0.7%	100.9%	+ 2.5%
Sep-2020	100.5%	- 0.7%	100.6%	+ 2.3%
Oct-2020	101.3%	+ 0.9%	100.6%	+ 2.4%
Nov-2020	101.3%	+ 0.7%	100.2%	+ 2.3%
<b>Dec-2020</b>	<b>100.6%</b>	<b>0.0%</b>	<b>99.8%</b>	<b>+ 2.0%</b>
12-Month Avg*	100.7%	+ 0.1%	99.8%	+ 1.4%

\* Pct. of List Price Received for all properties from January 2020 through December 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



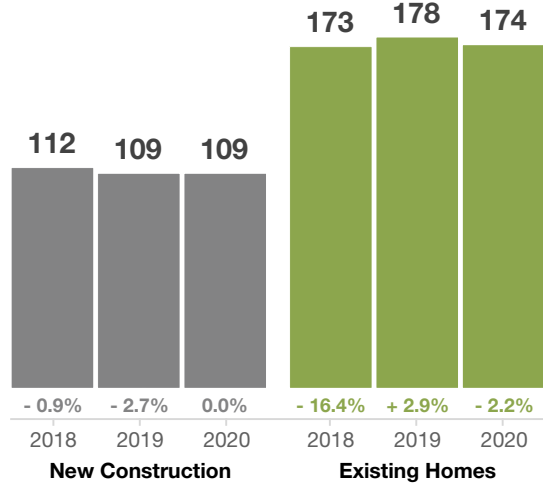
# Housing Affordability Index

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.

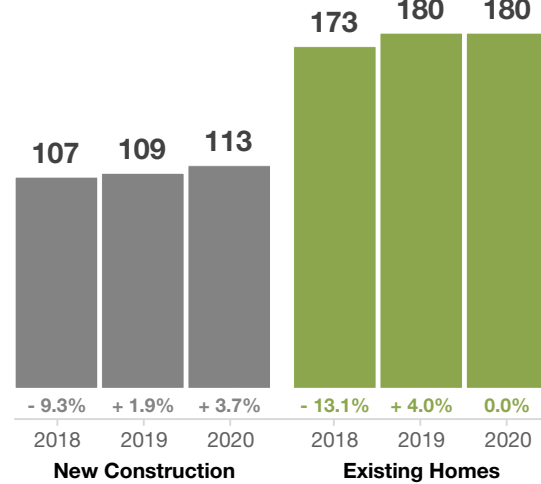


Lincoln Area Region

## December

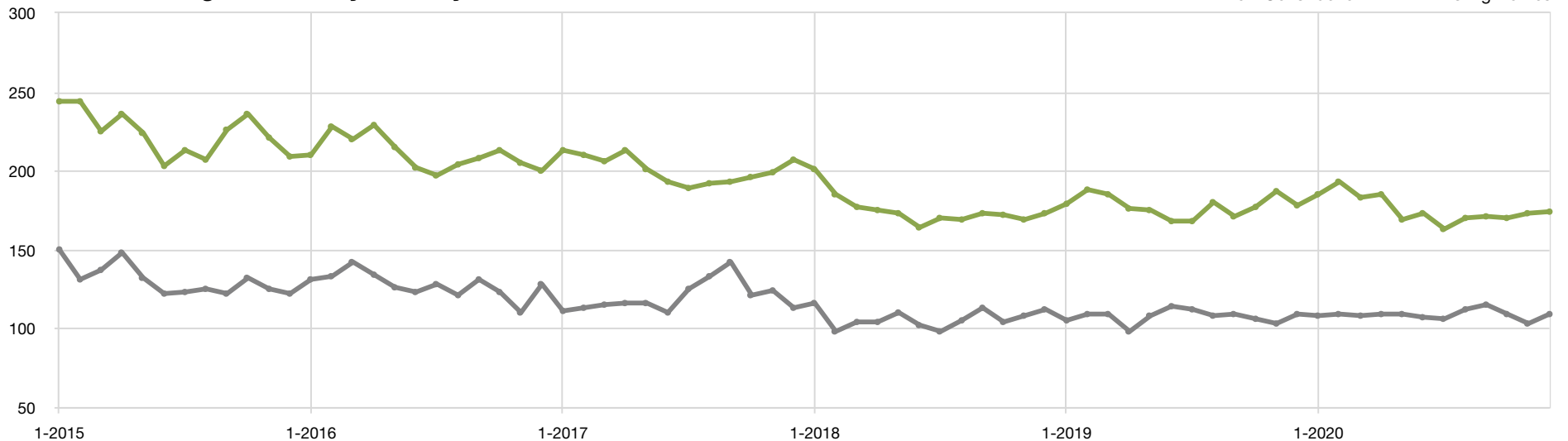


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	108	+ 2.9%	185	+ 3.4%
Feb-2020	109	0.0%	193	+ 2.7%
Mar-2020	108	- 0.9%	183	- 1.1%
Apr-2020	109	+ 11.2%	185	+ 5.1%
May-2020	109	+ 0.9%	169	- 3.4%
Jun-2020	107	- 6.1%	173	+ 3.0%
Jul-2020	106	- 5.4%	163	- 3.0%
Aug-2020	112	+ 3.7%	170	- 5.6%
Sep-2020	115	+ 5.5%	171	0.0%
Oct-2020	109	+ 2.8%	170	- 4.0%
Nov-2020	103	0.0%	173	- 7.5%
<b>Dec-2020</b>	<b>109</b>	<b>0.0%</b>	<b>174</b>	<b>- 2.2%</b>
12-Month Avg	109	+ 0.9%	176	- 1.1%

## Historical Housing Affordability Index by Month



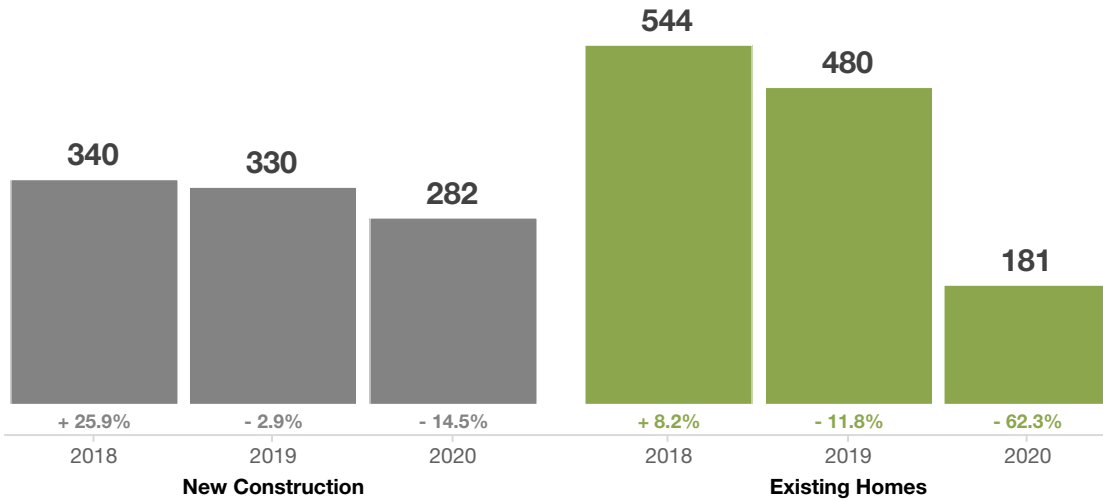
# Inventory of Homes for Sale

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



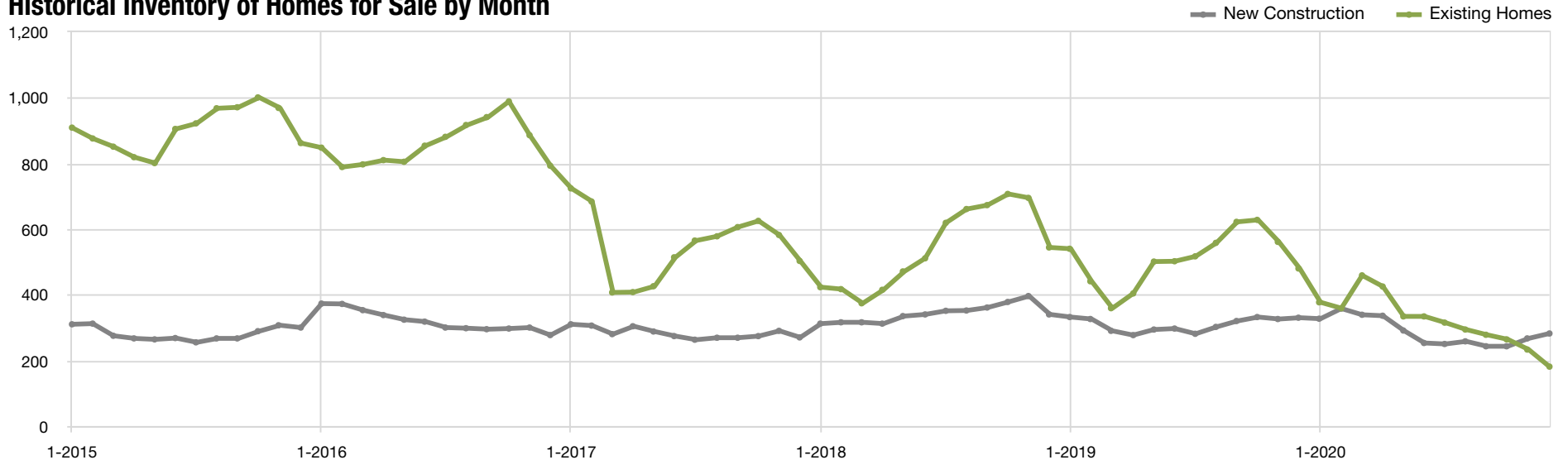
Lincoln Area Region

## December



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	327	- 1.5%	377	- 30.2%
Feb-2020	358	+ 9.8%	359	- 18.6%
Mar-2020	339	+ 16.9%	459	+ 27.9%
Apr-2020	336	+ 21.3%	425	+ 5.2%
May-2020	291	- 1.0%	334	- 33.3%
Jun-2020	253	- 14.8%	334	- 33.5%
Jul-2020	250	- 11.0%	315	- 39.1%
Aug-2020	258	- 14.6%	294	- 47.3%
Sep-2020	243	- 24.1%	278	- 55.3%
Oct-2020	243	- 26.8%	264	- 58.0%
Nov-2020	267	- 18.1%	233	- 58.5%
<b>Dec-2020</b>	<b>282</b>	<b>- 14.5%</b>	<b>181</b>	<b>- 62.3%</b>
12-Month Avg	287	- 7.1%	321	- 36.9%

## Historical Inventory of Homes for Sale by Month



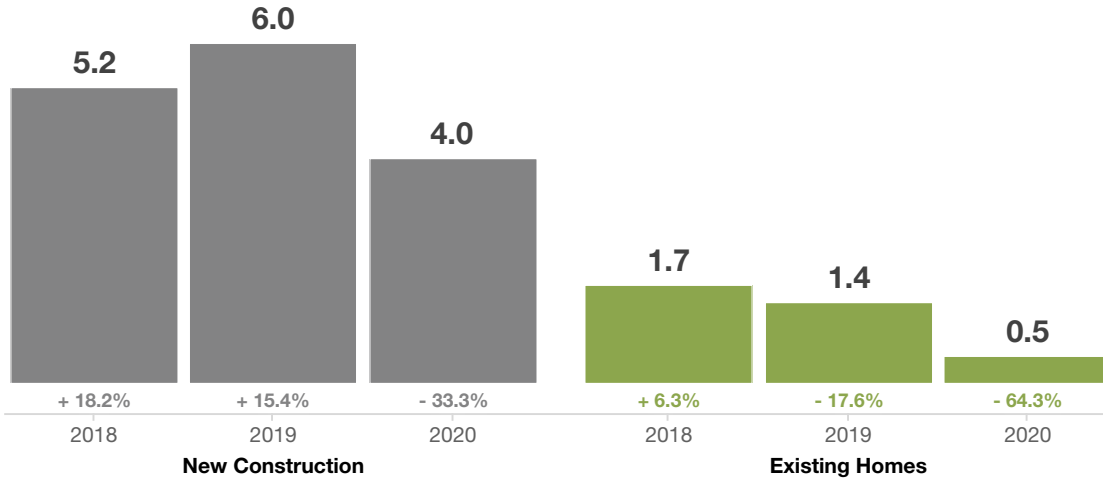
# Months Supply of Inventory

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.



Lincoln Area Region

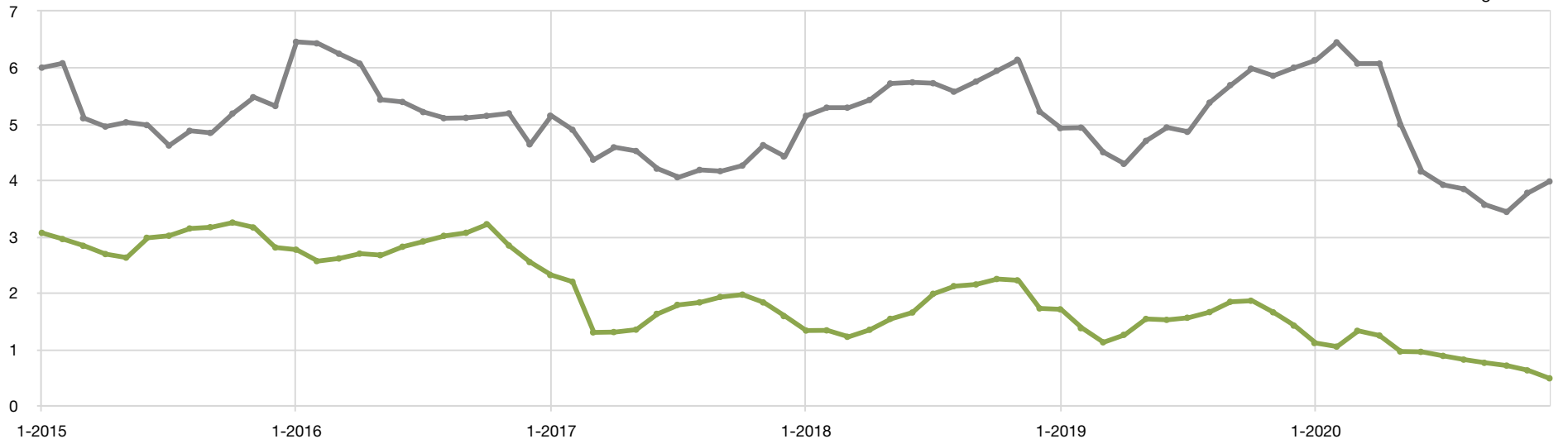
## December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2020	6.1	+ 24.5%	1.1	- 35.3%
Feb-2020	6.5	+ 32.7%	1.0	- 28.6%
Mar-2020	6.1	+ 35.6%	1.3	+ 18.2%
Apr-2020	6.1	+ 41.9%	1.2	0.0%
May-2020	5.0	+ 6.4%	1.0	- 33.3%
Jun-2020	4.2	- 14.3%	0.9	- 40.0%
Jul-2020	3.9	- 20.4%	0.9	- 43.8%
Aug-2020	3.8	- 29.6%	0.8	- 52.9%
Sep-2020	3.6	- 36.8%	0.8	- 55.6%
Oct-2020	3.4	- 43.3%	0.7	- 63.2%
Nov-2020	3.8	- 35.6%	0.6	- 64.7%
<b>Dec-2020</b>	<b>4.0</b>	<b>- 33.3%</b>	<b>0.5</b>	<b>- 64.3%</b>
12-Month Avg*	4.7	- 9.1%	0.9	- 41.3%

\* Months Supply for all properties from January 2020 through December 2020. 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	12-2019	12-2020	% Change	YTD 2019	YTD 2020	% Change
<b>New Listings</b>		343	<b>329</b>	- 4.1%	6,686	<b>6,485</b>	- 3.0%
<b>Pending Sales</b>		245	<b>281</b>	+ 14.7%	4,736	<b>5,414</b>	+ 14.3%
<b>Closed Sales</b>		391	<b>386</b>	- 1.3%	4,755	<b>5,184</b>	+ 9.0%
<b>Days on Market Until Sale</b>		33	<b>16</b>	- 51.5%	28	<b>22</b>	- 21.4%
<b>Median Closed Price</b>		\$212,500	<b>\$224,750</b>	+ 5.8%	\$202,750	<b>\$223,000</b>	+ 10.0%
<b>Average Closed Price</b>		\$234,087	<b>\$263,688</b>	+ 12.6%	\$233,526	<b>\$252,859</b>	+ 8.3%
<b>Percent of List Price Received</b>		98.2%	<b>99.9%</b>	+ 1.7%	98.7%	<b>99.9%</b>	+ 1.2%
<b>Housing Affordability Index</b>		159	<b>167</b>	+ 5.0%	167	<b>168</b>	+ 0.6%
<b>Inventory of Homes for Sale</b>		810	<b>463</b>	- 42.8%	—	—	—
<b>Months Supply of Inventory</b>		2.1	<b>1.0</b>	- 52.4%	—	—	—