

Monthly Indicators

Lincoln Area Region



January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings decreased 0.8 percent for New Construction and 18.5 percent for Existing Homes. Pending Sales increased 22.6 percent for New Construction but decreased 27.2 percent for Existing Homes. Inventory decreased 14.1 percent for New Construction and 59.3 percent for Existing Homes.

Median Closed Price increased 7.1 percent for New Construction and 13.5 percent for Existing Homes. Days on Market decreased 30.0 percent for New Construction and 58.6 percent for Existing Homes. Months Supply of Inventory decreased 36.1 percent for New Construction and 63.6 percent for Existing Homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Quick Facts

+ 6.8%

Change in
Closed Sales
All Properties

+ 13.7%

Change in
Median Closed Price
All Properties

- 38.3%

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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		127	126	- 0.8%	127	126	- 0.8%
Pending Sales		62	76	+ 22.6%	62	76	+ 22.6%
Closed Sales		41	35	- 14.6%	41	35	- 14.6%
Days on Market Until Sale		60	42	- 30.0%	60	42	- 30.0%
Median Closed Price		\$317,900	\$340,382	+ 7.1%	\$317,900	\$340,382	+ 7.1%
Average Closed Price		\$322,662	\$374,898	+ 16.2%	\$322,662	\$374,898	+ 16.2%
Percent of List Price Received		100.3%	100.8%	+ 0.5%	100.3%	100.8%	+ 0.5%
Housing Affordability Index		108	110	+ 1.9%	108	110	+ 1.9%
Inventory of Homes for Sale		327	281	- 14.1%	—	—	—
Months Supply of Inventory		6.1	3.9	- 36.1%	—	—	—

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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		314	256	- 18.5%	314	256	- 18.5%
Pending Sales		309	225	- 27.2%	309	225	- 27.2%
Closed Sales		209	232	+ 11.0%	209	232	+ 11.0%
Days on Market Until Sale		29	12	- 58.6%	29	12	- 58.6%
Median Closed Price		\$185,000	\$210,000	+ 13.5%	\$185,000	\$210,000	+ 13.5%
Average Closed Price		\$207,758	\$243,228	+ 17.1%	\$207,758	\$243,228	+ 17.1%
Percent of List Price Received		97.5%	100.0%	+ 2.6%	97.5%	100.0%	+ 2.6%
Housing Affordability Index		185	178	- 3.8%	185	178	- 3.8%
Inventory of Homes for Sale		378	154	- 59.3%	—	—	—
Months Supply of Inventory		1.1	0.4	- 63.6%	—	—	—

New Listings

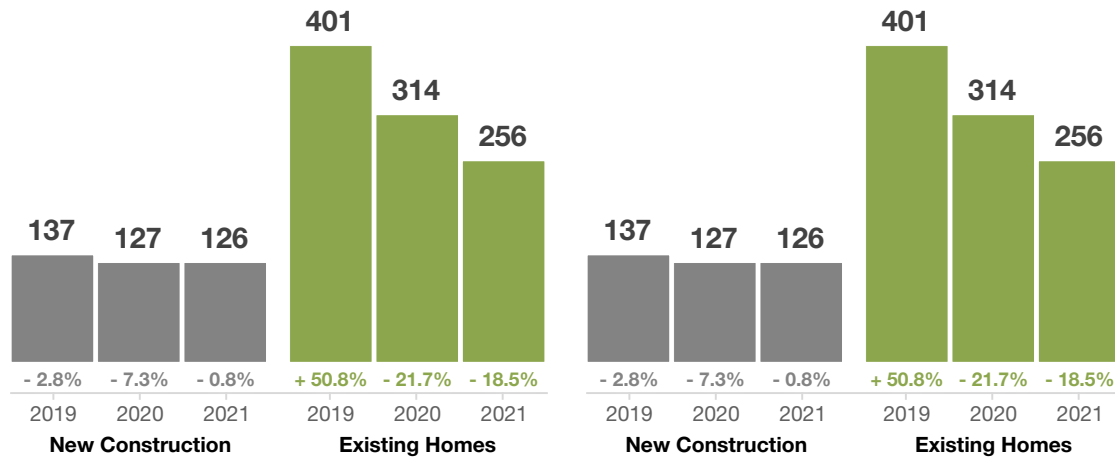
A count of the properties that have been newly listed on the market in a given month.



Lincoln Area Region

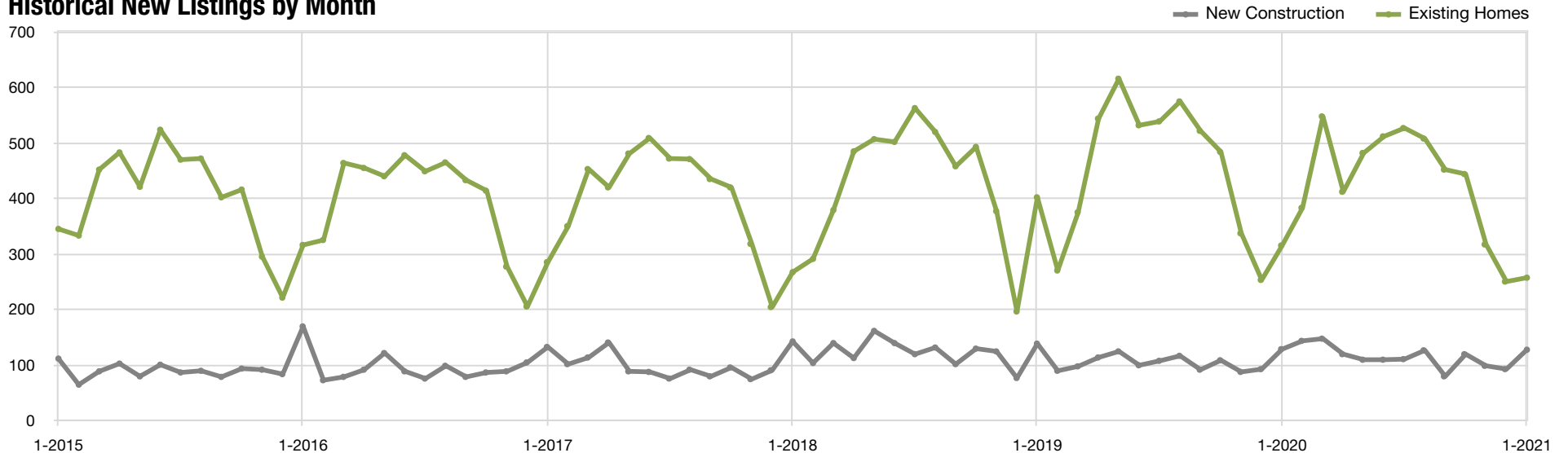
January

Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	108	+ 10.2%	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	118	+ 10.3%	443	- 8.3%
Nov-2020	97	+ 12.8%	316	- 6.0%
Dec-2020	91	0.0%	249	- 1.2%
Jan-2021	126	- 0.8%	256	- 18.5%
12-Month Avg	114	+ 10.7%	423	- 5.2%

Historical New Listings by Month



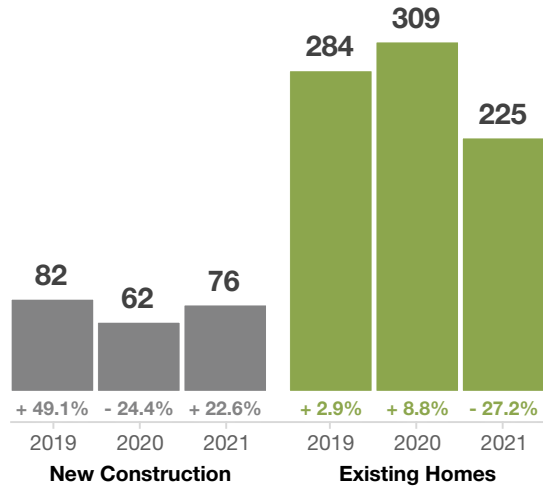
Pending Sales

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

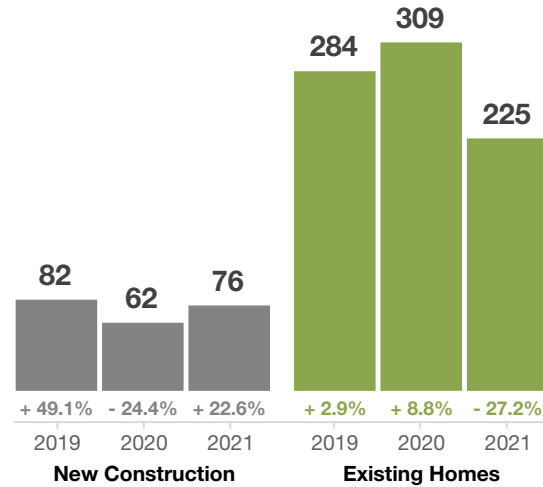


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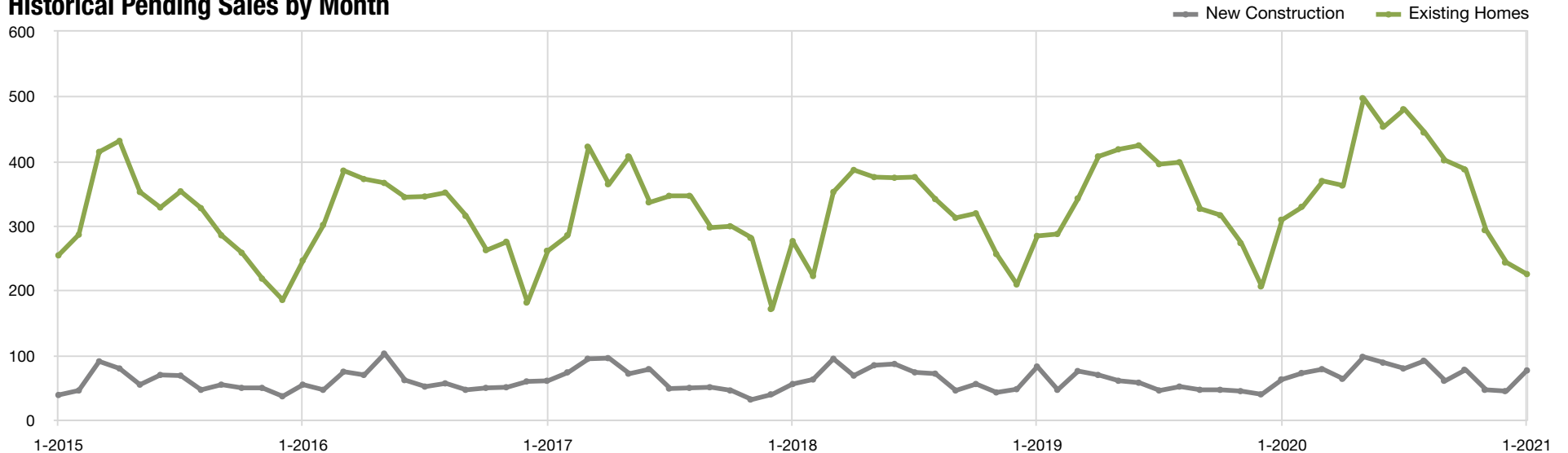


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2020	72	+ 56.5%	329	+ 14.6%
Mar-2020	78	+ 4.0%	369	+ 7.9%
Apr-2020	63	- 8.7%	362	- 11.1%
May-2020	97	+ 61.7%	497	+ 18.9%
Jun-2020	88	+ 54.4%	453	+ 6.8%
Jul-2020	79	+ 75.6%	480	+ 21.5%
Aug-2020	91	+ 78.4%	444	+ 11.6%
Sep-2020	60	+ 30.4%	401	+ 23.0%
Oct-2020	77	+ 67.4%	387	+ 22.5%
Nov-2020	46	+ 4.5%	293	+ 7.3%
Dec-2020	44	+ 12.8%	243	+ 18.0%
Jan-2021	76	+ 22.6%	225	- 27.2%
12-Month Avg	73	+ 37.7%	374	+ 9.4%

Historical Pending Sales by Month



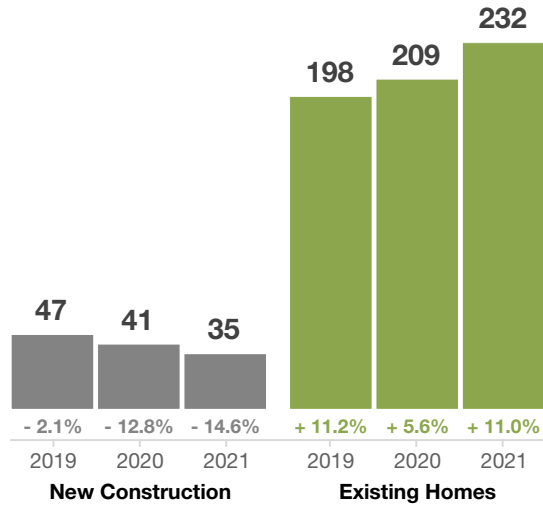
Closed Sales

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

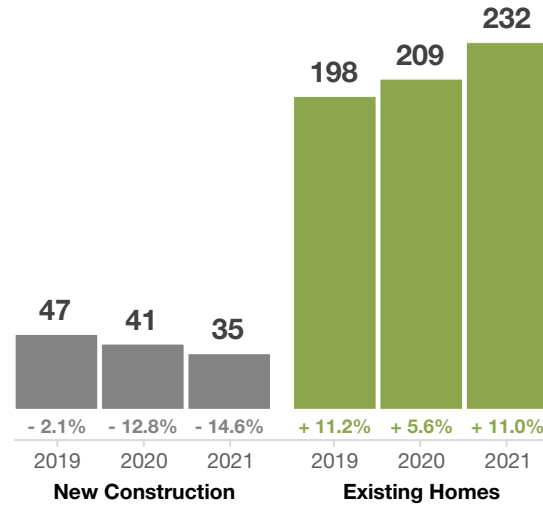


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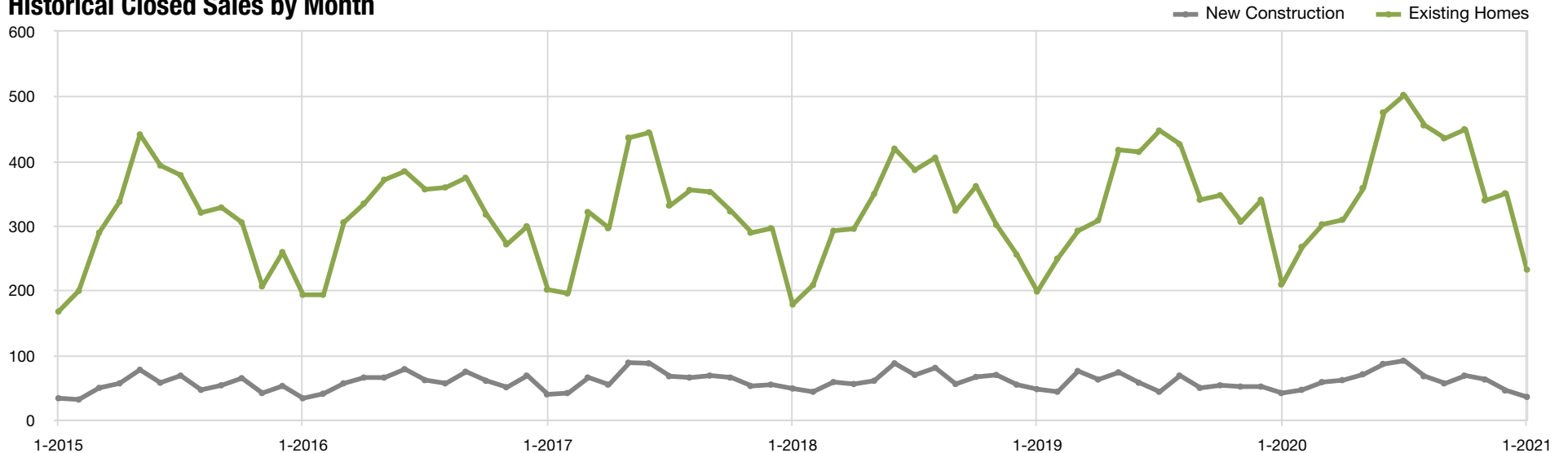


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	70	- 4.1%	358	- 14.1%
Jun-2020	86	+ 50.9%	475	+ 14.7%
Jul-2020	91	+ 111.6%	502	+ 12.3%
Aug-2020	67	- 1.5%	455	+ 6.8%
Sep-2020	56	+ 14.3%	435	+ 27.9%
Oct-2020	68	+ 28.3%	449	+ 29.4%
Nov-2020	62	+ 21.6%	339	+ 10.8%
Dec-2020	45	- 11.8%	350	+ 2.9%
Jan-2021	35	- 14.6%	232	+ 11.0%
12-Month Avg	62	+ 10.7%	373	+ 9.4%

Historical Closed Sales by Month



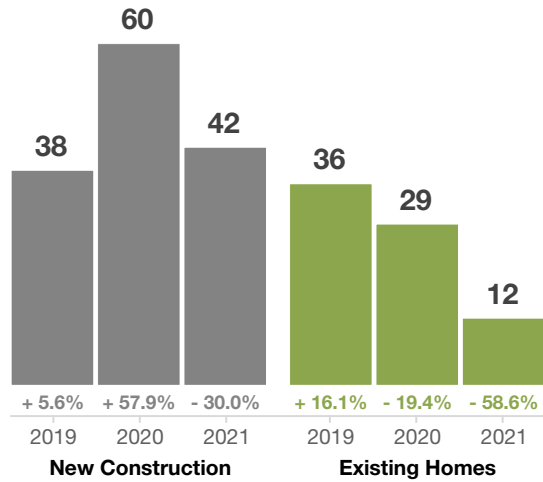
Days on Market Until Sale

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

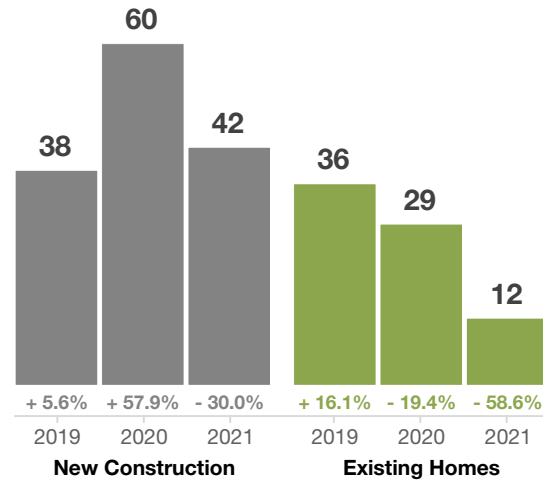


Lincoln Area Region

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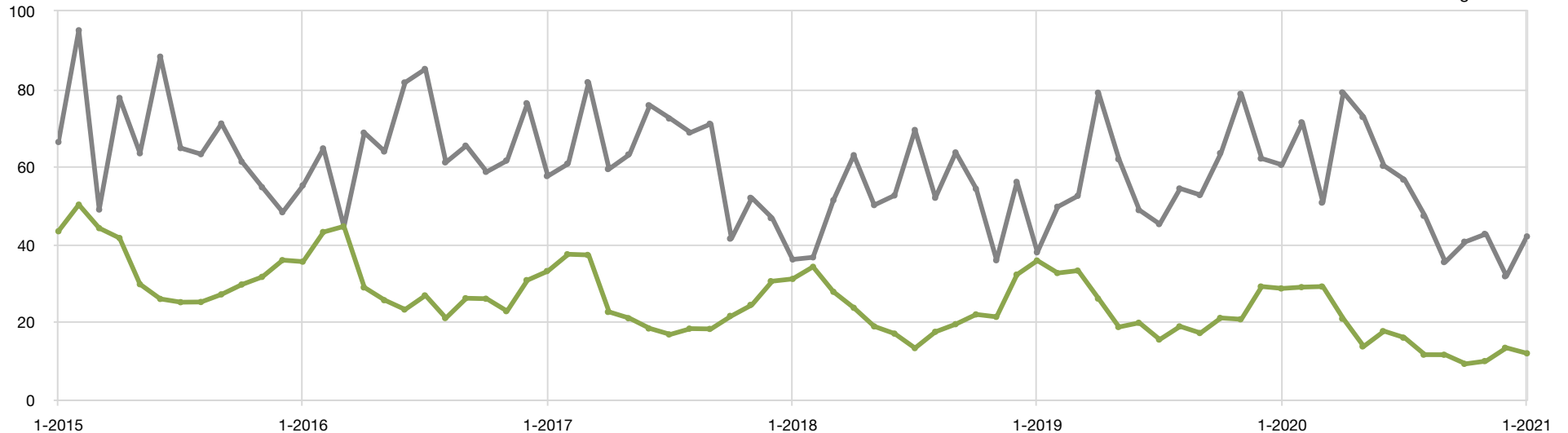
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	73	+ 17.7%	14	- 26.3%
Jun-2020	60	+ 22.4%	18	- 10.0%
Jul-2020	57	+ 26.7%	16	+ 6.7%
Aug-2020	47	- 13.0%	12	- 36.8%
Sep-2020	35	- 34.0%	12	- 29.4%
Oct-2020	41	- 34.9%	9	- 57.1%
Nov-2020	43	- 45.6%	10	- 52.4%
Dec-2020	32	- 48.4%	13	- 55.2%
Jan-2021	42	- 30.0%	12	- 58.6%
12-Month Avg*	54	- 9.6%	16	- 31.0%

* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



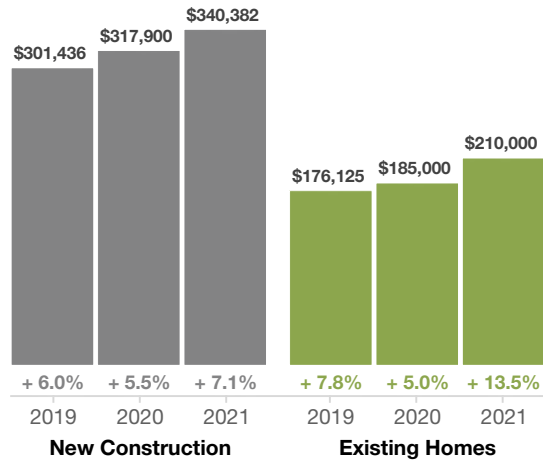
Median Closed Price

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

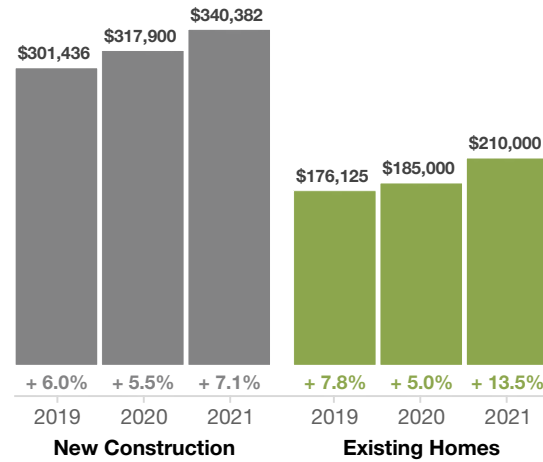


Lincoln Area Region

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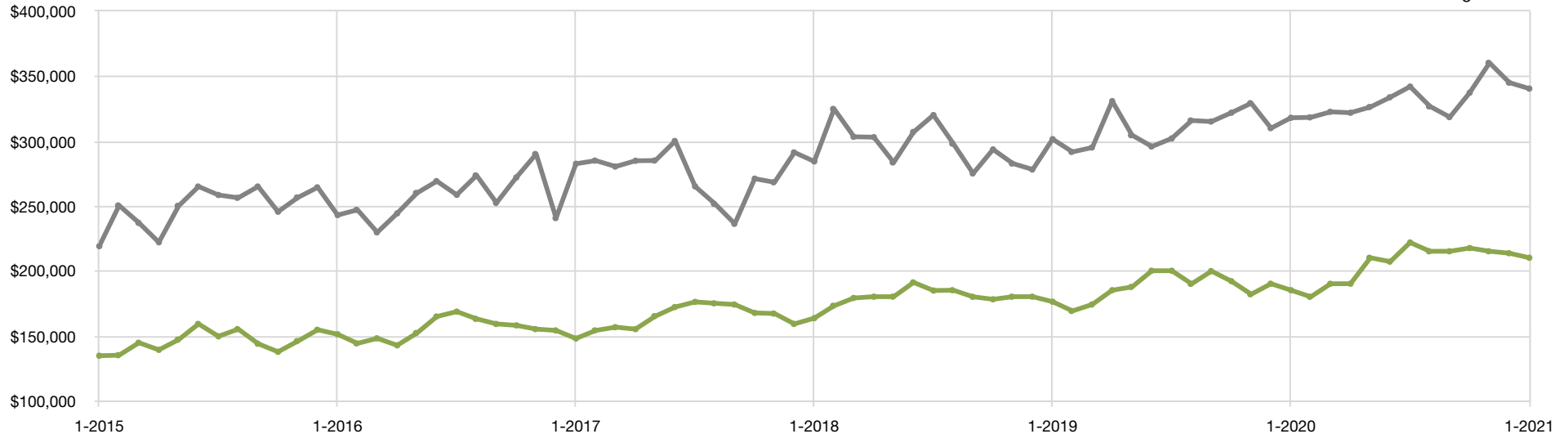
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$326,195	+ 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	+ 3.5%	\$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%
Dec-2020	\$345,000	+ 11.3%	\$213,500	+ 12.4%
Jan-2021	\$340,382	+ 7.1%	\$210,000	+ 13.5%
12-Month Avg*	\$334,900	+ 8.0%	\$209,900	+ 11.1%

* Median Closed Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Median Closed Price by Month



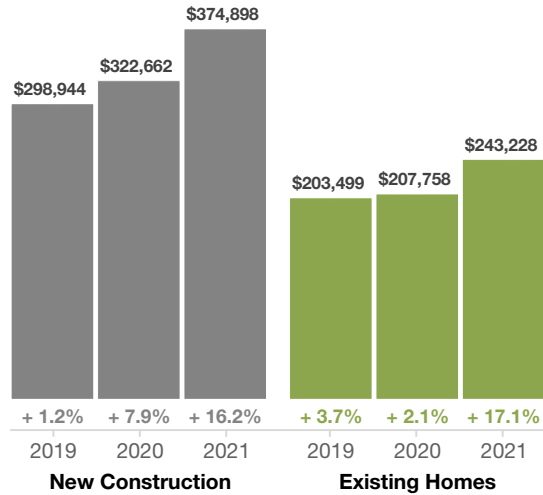
Average Closed Price

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

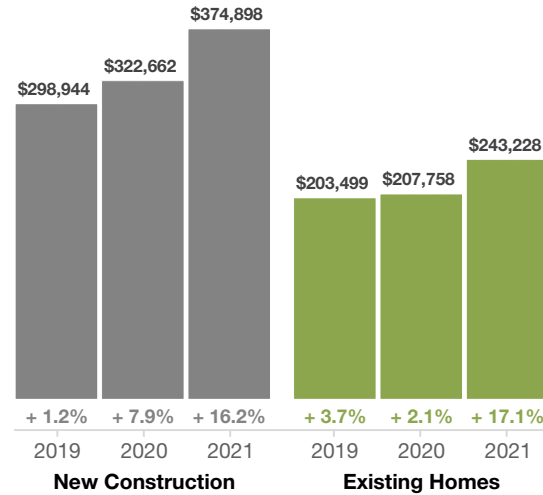


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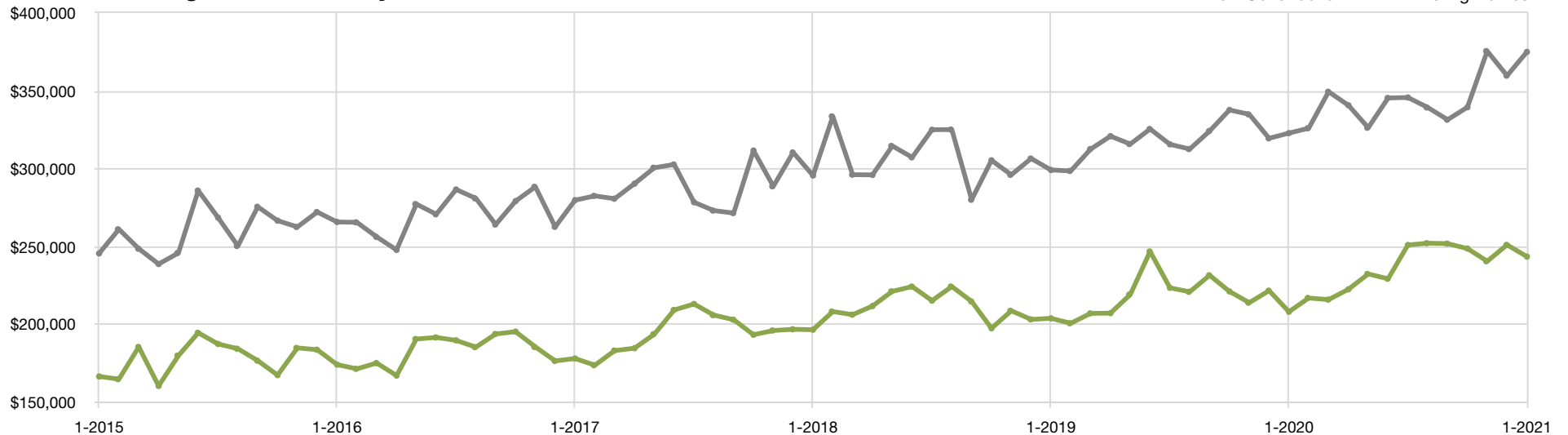
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	\$326,127	+ 3.3%	\$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	+ 8.6%	\$251,847	+ 14.2%
Sep-2020	\$331,289	+ 2.3%	\$251,569	+ 8.8%
Oct-2020	\$339,299	+ 0.5%	\$248,407	+ 12.5%
Nov-2020	\$375,409	+ 12.1%	\$240,246	+ 12.5%
Dec-2020	\$359,620	+ 12.6%	\$250,770	+ 13.3%
Jan-2021	\$374,898	+ 16.2%	\$243,228	+ 17.1%
12-Month Avg*	\$344,855	+ 7.9%	\$239,314	+ 8.9%

* Average Closed Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Average Closed Price by Month



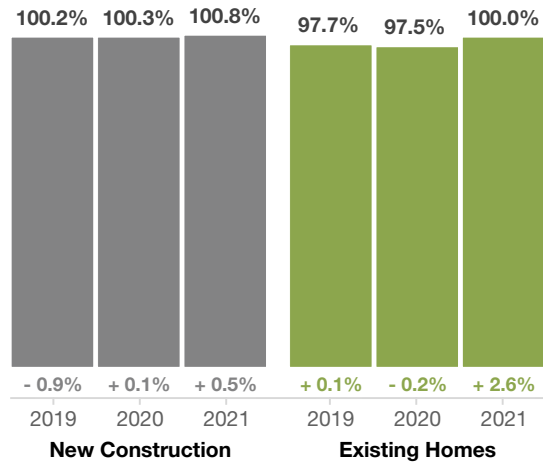
Percent of List Price Received

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.

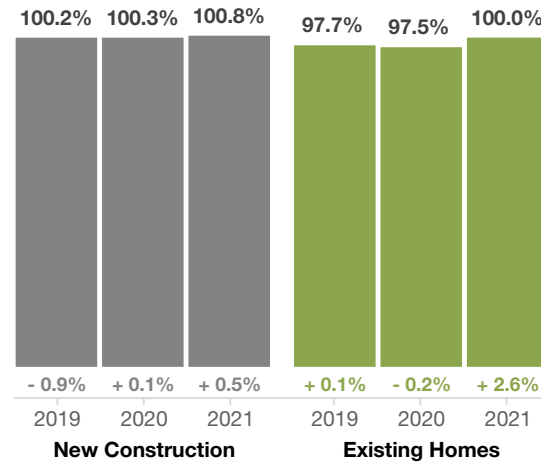


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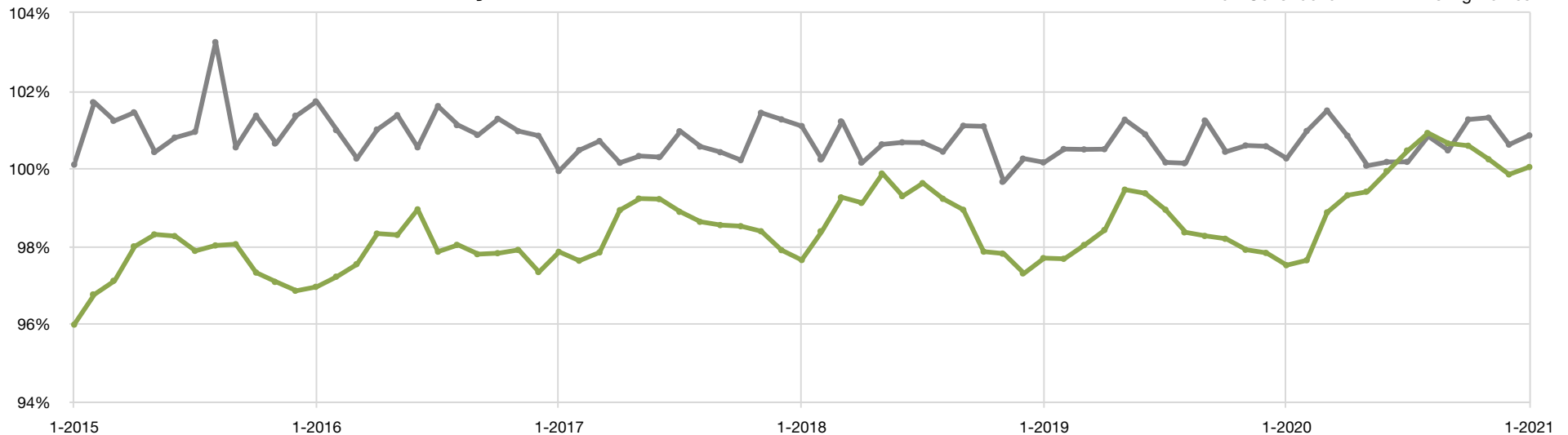
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Dec-2020	100.6%	0.0%	99.8%	+ 2.0%
Jan-2021	100.8%	+ 0.5%	100.0%	+ 2.6%
12-Month Avg*	100.7%	+ 0.1%	100.0%	+ 1.5%

* Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



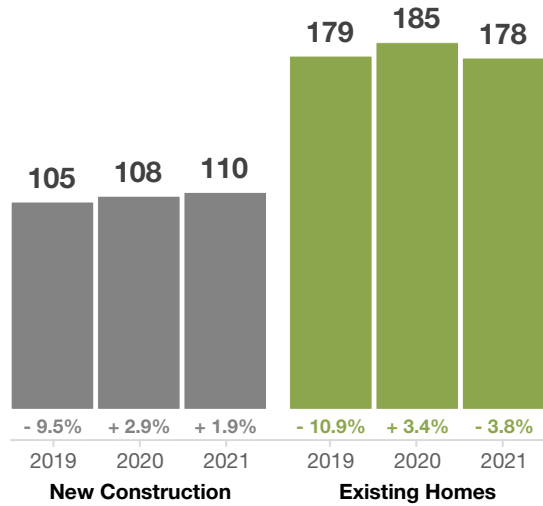
Housing Affordability Index

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.

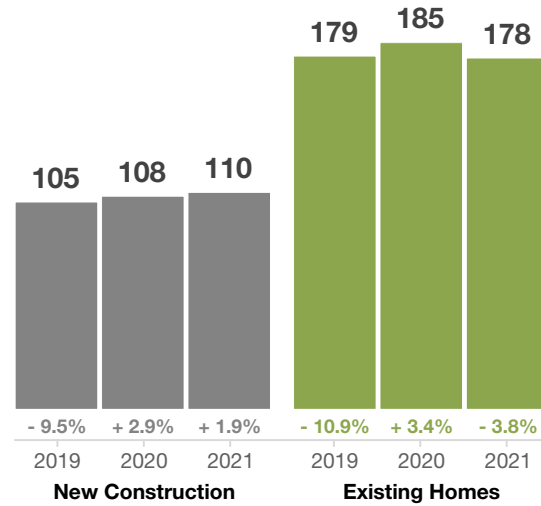


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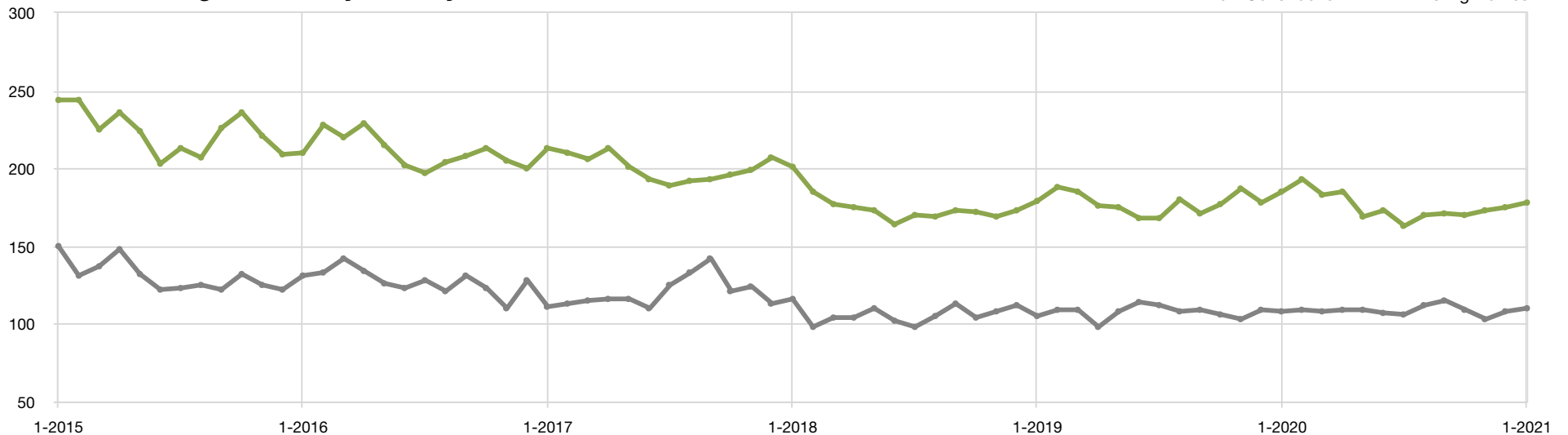


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Dec-2020	108	- 0.9%	175	- 1.7%
Jan-2021	110	+ 1.9%	178	- 3.8%
12-Month Avg	109	+ 0.9%	175	- 1.7%

Historical Housing Affordability Index by Month



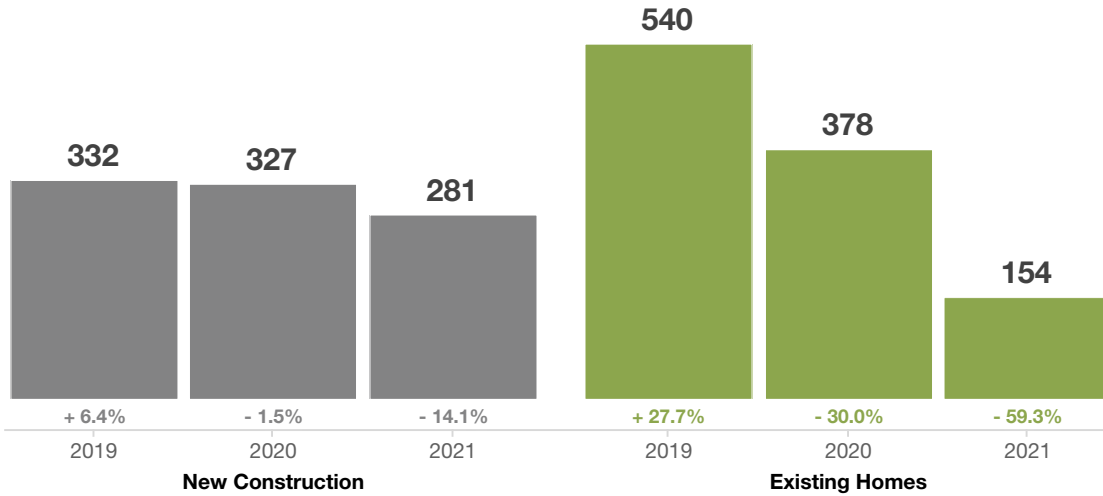
Inventory of Homes for Sale

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



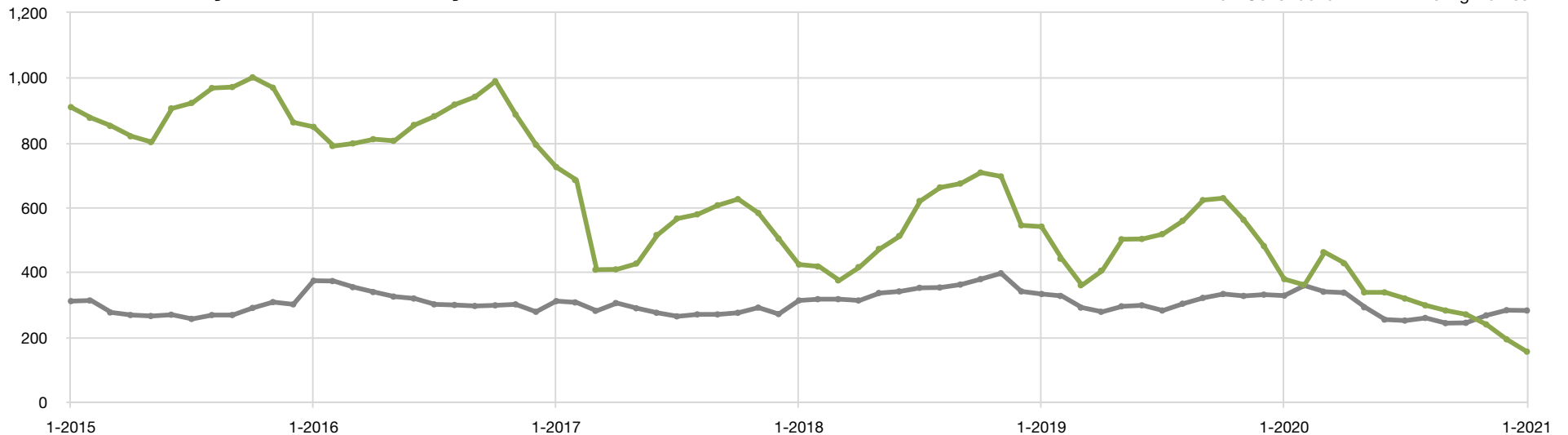
Lincoln Area Region

January



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2020	358	+ 9.8%	360	- 18.4%
Mar-2020	339	+ 16.9%	461	+ 28.4%
Apr-2020	336	+ 21.3%	427	+ 5.7%
May-2020	291	- 1.0%	337	- 32.7%
Jun-2020	253	- 14.8%	337	- 32.9%
Jul-2020	250	- 11.0%	318	- 38.5%
Aug-2020	258	- 14.6%	297	- 46.8%
Sep-2020	242	- 24.4%	281	- 54.8%
Oct-2020	243	- 26.8%	269	- 57.2%
Nov-2020	266	- 18.4%	238	- 57.6%
Dec-2020	282	- 14.5%	192	- 60.0%
Jan-2021	281	- 14.1%	154	- 59.3%
12-Month Avg	283	- 8.4%	306	- 38.3%

Historical Inventory of Homes for Sale by Month



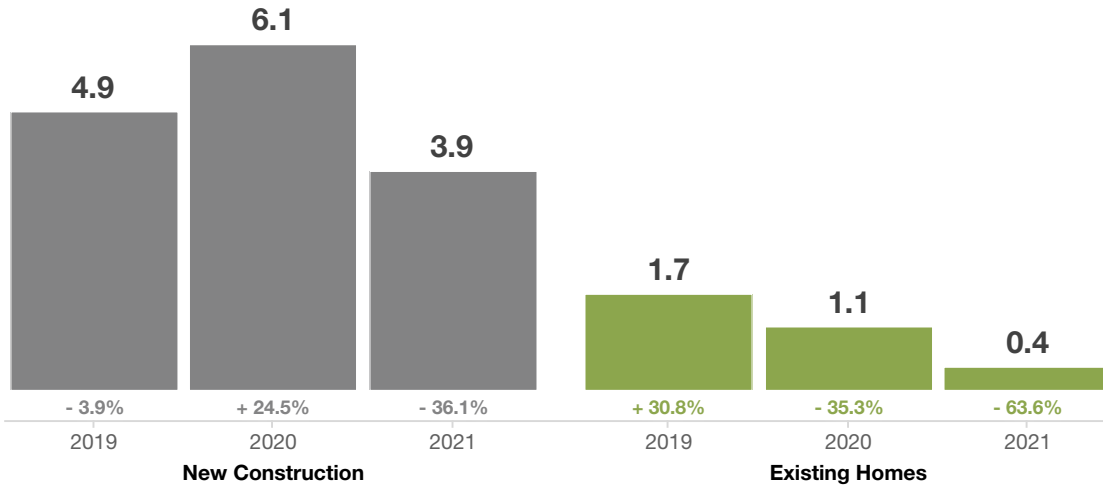
Months Supply of Inventory

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

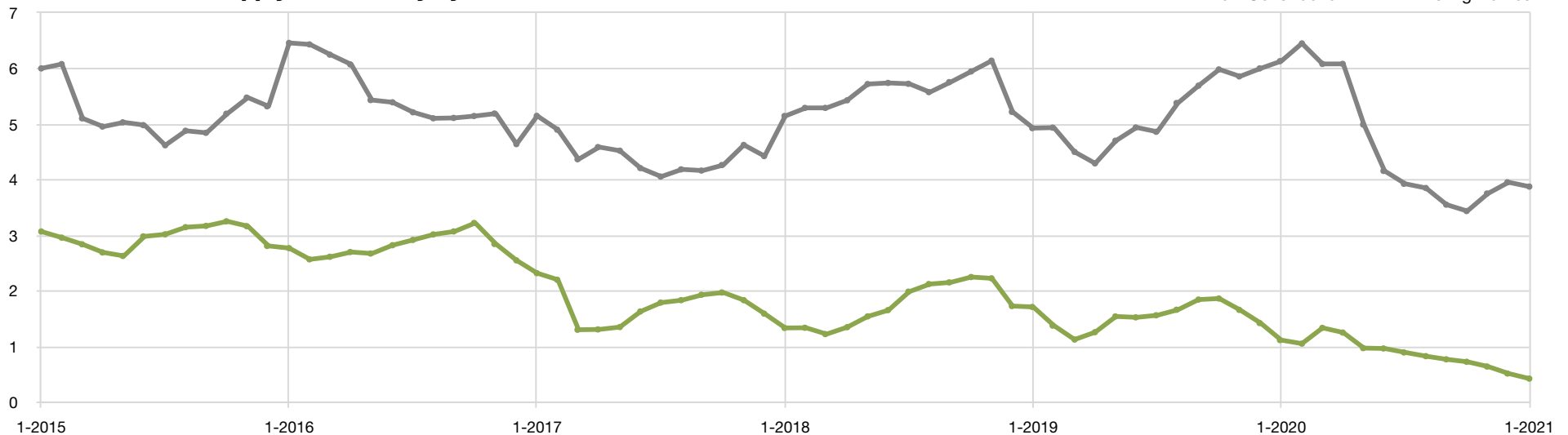
January



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	1.0	- 33.3%
Jul-2020	3.9	- 20.4%	0.9	- 43.8%
Aug-2020	3.8	- 29.6%	0.8	- 52.9%
Sep-2020	3.5	- 38.6%	0.8	- 55.6%
Oct-2020	3.4	- 43.3%	0.7	- 63.2%
Nov-2020	3.7	- 37.3%	0.6	- 64.7%
Dec-2020	3.9	- 35.0%	0.5	- 64.3%
Jan-2021	3.9	- 36.1%	0.4	- 63.6%
12-Month Avg*	4.5	- 14.5%	0.9	- 42.6%

* Months Supply for all properties from February 2020 through January 2021. 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	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		441	382	- 13.4%	441	382	- 13.4%
Pending Sales		371	301	- 18.9%	371	301	- 18.9%
Closed Sales		250	267	+ 6.8%	250	267	+ 6.8%
Days on Market Until Sale		34	16	- 52.9%	34	16	- 52.9%
Median Closed Price		\$197,950	\$225,000	+ 13.7%	\$197,950	\$225,000	+ 13.7%
Average Closed Price		\$226,678	\$260,488	+ 14.9%	\$226,678	\$260,488	+ 14.9%
Percent of List Price Received		98.0%	100.1%	+ 2.1%	98.0%	100.1%	+ 2.1%
Housing Affordability Index		173	166	- 4.0%	173	166	- 4.0%
Inventory of Homes for Sale		705	435	- 38.3%	—	—	—
Months Supply of Inventory		1.8	1.0	- 44.4%	—	—	—