

Monthly Indicators

Lincoln Area Region



April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings remained flat for New Construction but increased 21.7 percent for Existing Homes properties. Pending Sales increased 11.1 percent for New Construction and 19.1 percent for Existing Homes. Inventory decreased 27.0 percent for New Construction and 50.4 percent for Existing Homes.

Median Closed Price increased 6.4 percent for New Construction and 22.1 percent for Existing Homes. Days on Market decreased 22.8 percent for New Construction and 57.1 percent for Existing Homes. Months Supply of Inventory decreased 49.2 percent for New Construction and 50.0 percent for Existing Homes.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Quick Facts

+ 10.0%

Change in
Closed Sales
All Properties

+ 19.9%

Change in
Median Closed Price
All Properties

- 40.1%

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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		118	118	0.0%	533	475	- 10.9%
Pending Sales		63	70	+ 11.1%	275	344	+ 25.1%
Closed Sales		61	64	+ 4.9%	206	210	+ 1.9%
Days on Market Until Sale		79	61	- 22.8%	66	47	- 28.8%
Median Closed Price		\$321,800	\$342,311	+ 6.4%	\$319,950	\$338,118	+ 5.7%
Average Closed Price		\$340,556	\$373,767	+ 9.8%	\$336,159	\$359,836	+ 7.0%
Percent of List Price Received		100.8%	101.6%	+ 0.8%	100.9%	101.1%	+ 0.2%
Housing Affordability Index		109	105	- 3.7%	110	106	- 3.6%
Inventory of Homes for Sale		337	246	- 27.0%	—	—	—
Months Supply of Inventory		6.1	3.1	- 49.2%	—	—	—

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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		411	500	+ 21.7%	1,654	1,470	- 11.1%
Pending Sales		362	431	+ 19.1%	1,371	1,276	- 6.9%
Closed Sales		309	343	+ 11.0%	1,088	1,055	- 3.0%
Days on Market Until Sale		21	9	- 57.1%	27	11	- 59.3%
Median Closed Price		\$190,000	\$232,000	+ 22.1%	\$185,000	\$221,000	+ 19.5%
Average Closed Price		\$222,193	\$259,126	+ 16.6%	\$216,174	\$248,799	+ 15.1%
Percent of List Price Received		99.3%	102.9%	+ 3.6%	98.4%	101.5%	+ 3.2%
Housing Affordability Index		185	155	- 16.2%	190	163	- 14.2%
Inventory of Homes for Sale		427	212	- 50.4%	—	—	—
Months Supply of Inventory		1.2	0.6	- 50.0%	—	—	—

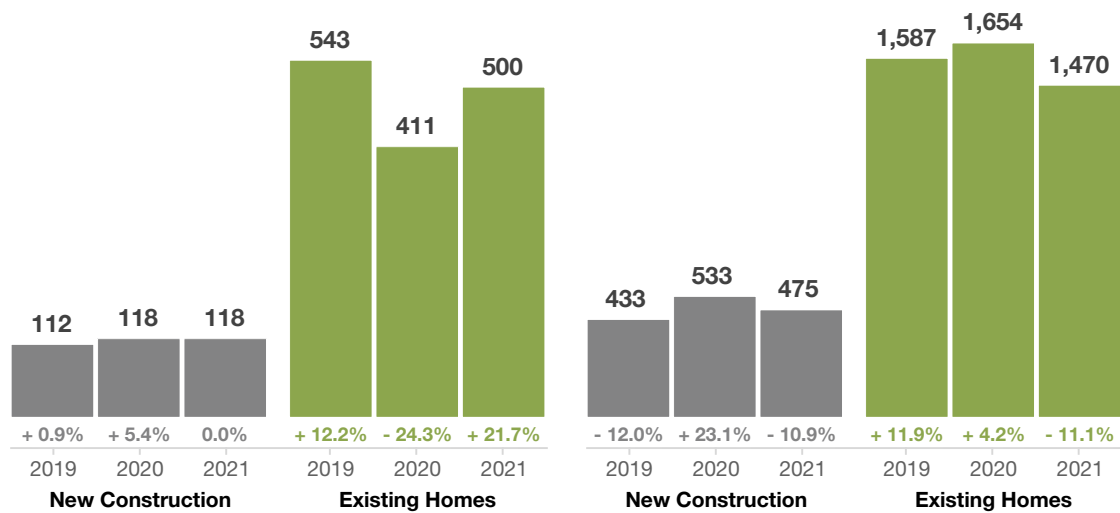
New Listings

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



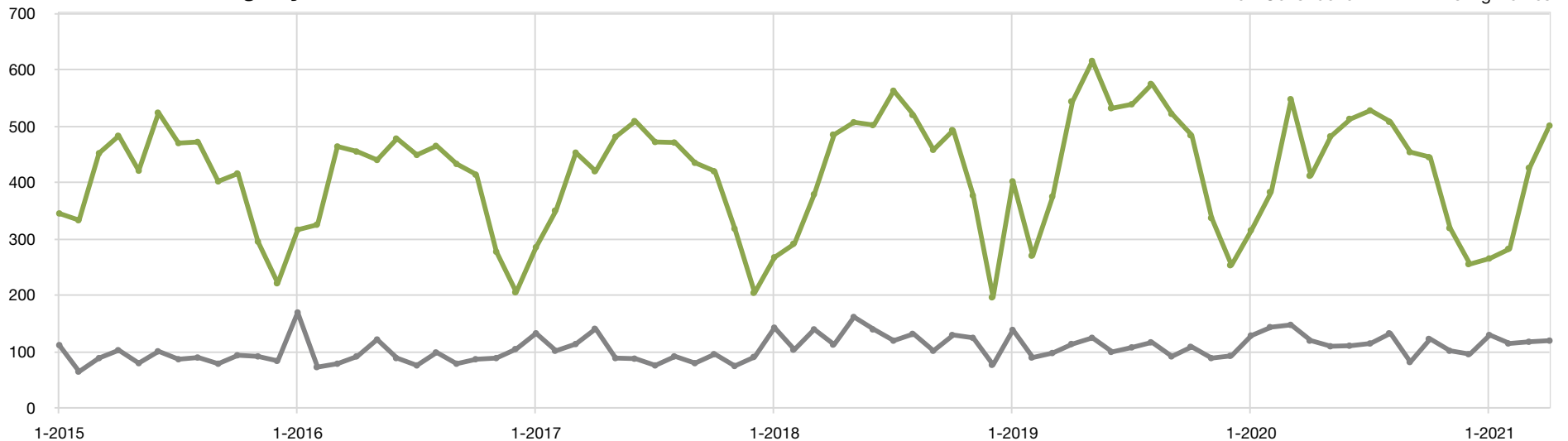
Lincoln Area Region

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	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020		108	- 12.2%	481	- 21.8%
Jun-2020		109	+ 11.2%	512	- 3.6%
Jul-2020		113	+ 6.6%	527	- 2.0%
Aug-2020		131	+ 13.9%	507	- 11.7%
Sep-2020		80	- 11.1%	453	- 13.1%
Oct-2020		121	+ 13.1%	444	- 8.1%
Nov-2020		100	+ 14.9%	318	- 5.4%
Dec-2020		94	+ 3.3%	254	+ 0.8%
Jan-2021		128	+ 0.8%	264	- 15.9%
Feb-2021		113	- 20.4%	281	- 26.4%
Mar-2021		116	- 20.5%	425	- 22.3%
Apr-2021		118	0.0%	500	+ 21.7%
12-Month Avg		111	- 1.8%	414	- 9.8%

Historical New Listings by Month



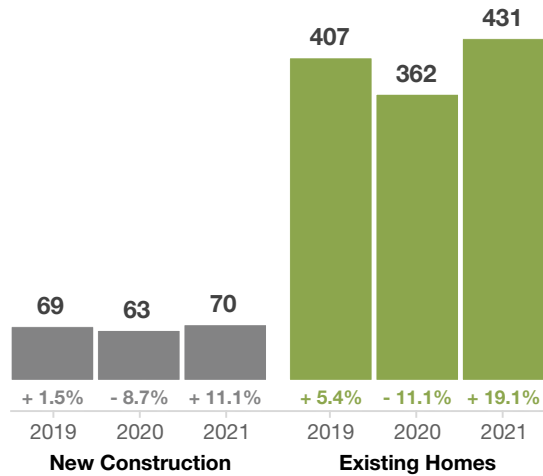
Pending Sales

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

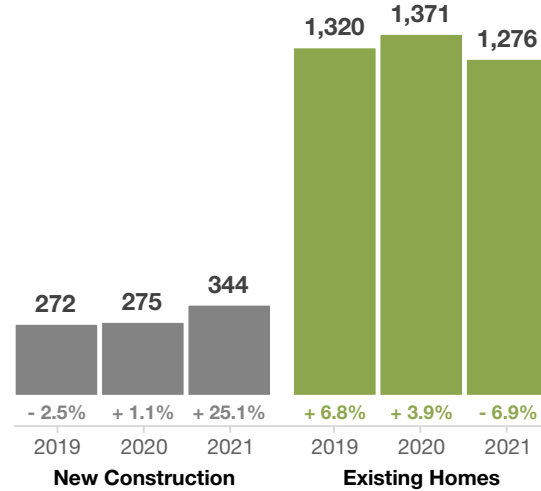


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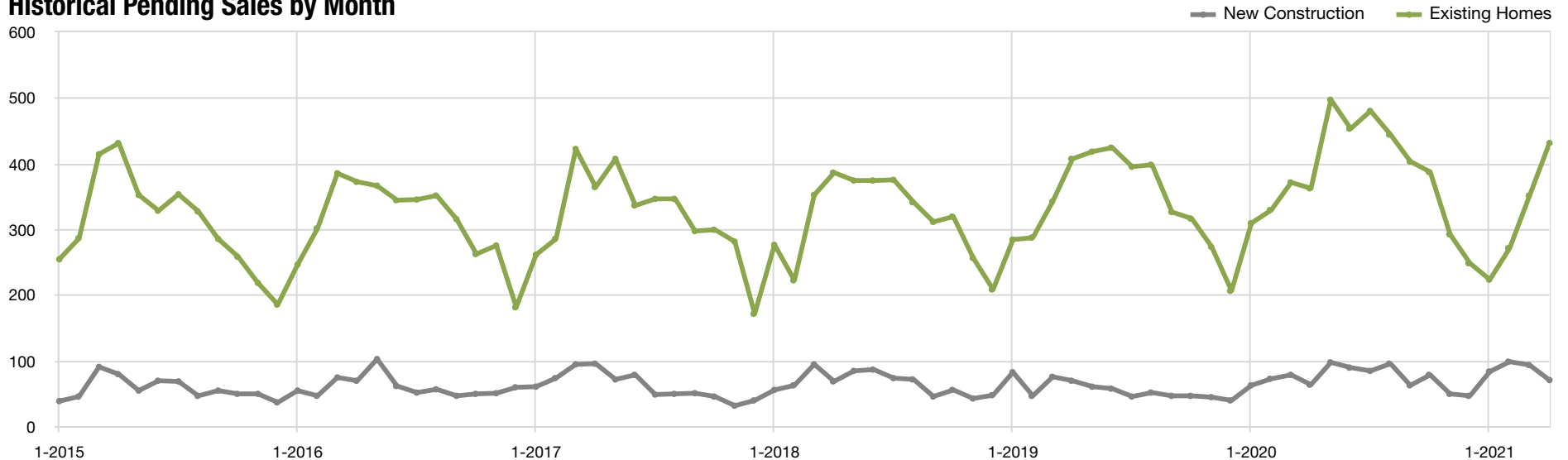


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	97	+ 61.7%	497	+ 18.9%
Jun-2020	89	+ 56.1%	453	+ 6.8%
Jul-2020	84	+ 86.7%	480	+ 21.5%
Aug-2020	95	+ 86.3%	444	+ 11.6%
Sep-2020	62	+ 34.8%	403	+ 23.6%
Oct-2020	78	+ 69.6%	387	+ 22.5%
Nov-2020	49	+ 11.4%	292	+ 7.0%
Dec-2020	46	+ 17.9%	248	+ 20.4%
Jan-2021	83	+ 33.9%	223	- 27.8%
Feb-2021	98	+ 36.1%	271	- 17.6%
Mar-2021	93	+ 19.2%	351	- 5.4%
Apr-2021	70	+ 11.1%	431	+ 19.1%
12-Month Avg	79	+ 43.6%	373	+ 8.4%

Historical Pending Sales by Month



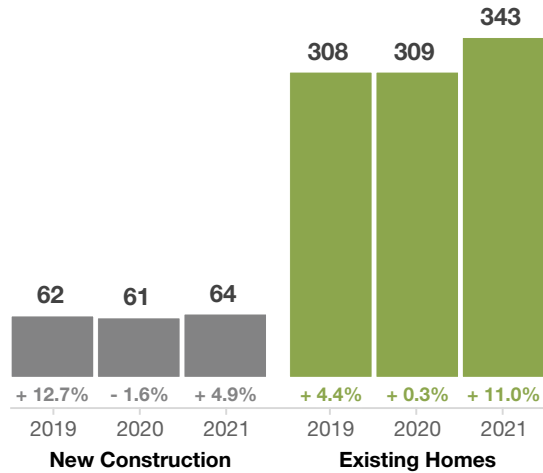
Closed Sales

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

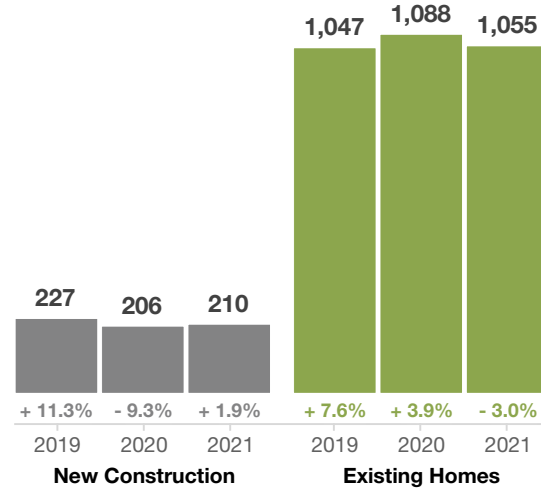


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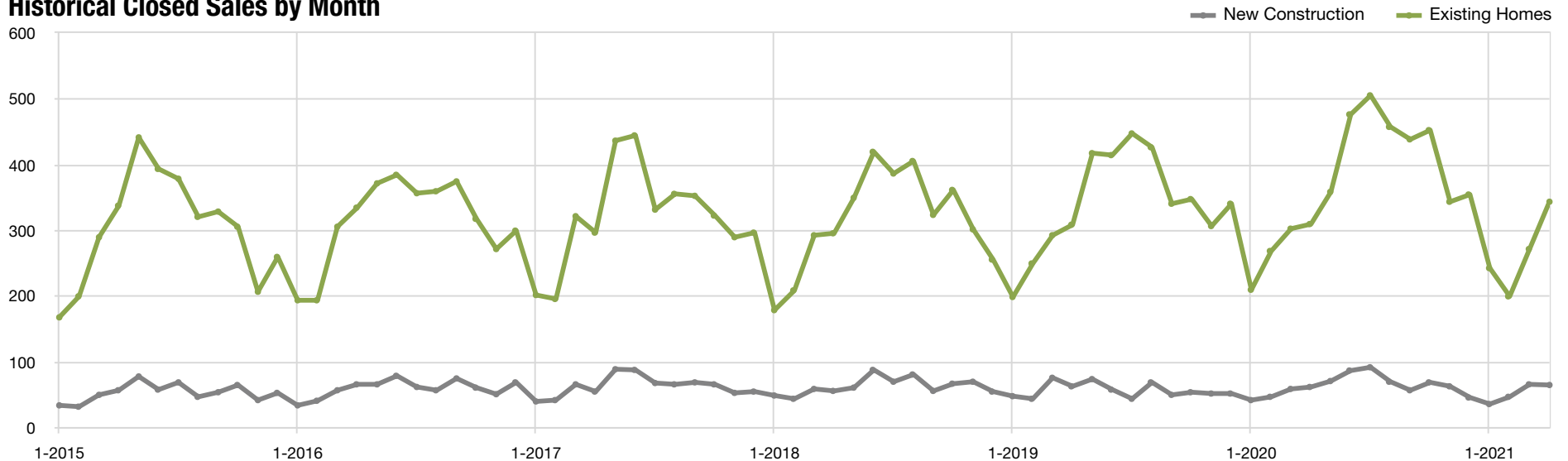


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	70	- 4.1%	358	- 14.1%
Jun-2020	86	+ 50.9%	476	+ 15.0%
Jul-2020	91	+ 111.6%	505	+ 13.0%
Aug-2020	69	+ 1.5%	457	+ 7.3%
Sep-2020	56	+ 14.3%	438	+ 28.8%
Oct-2020	68	+ 28.3%	452	+ 30.3%
Nov-2020	62	+ 21.6%	343	+ 12.1%
Dec-2020	45	- 11.8%	354	+ 4.1%
Jan-2021	35	- 14.6%	242	+ 15.8%
Feb-2021	46	0.0%	199	- 25.7%
Mar-2021	65	+ 12.1%	271	- 10.3%
Apr-2021	64	+ 4.9%	343	+ 11.0%
12-Month Avg	63	+ 16.7%	370	+ 7.6%

Historical Closed Sales by Month



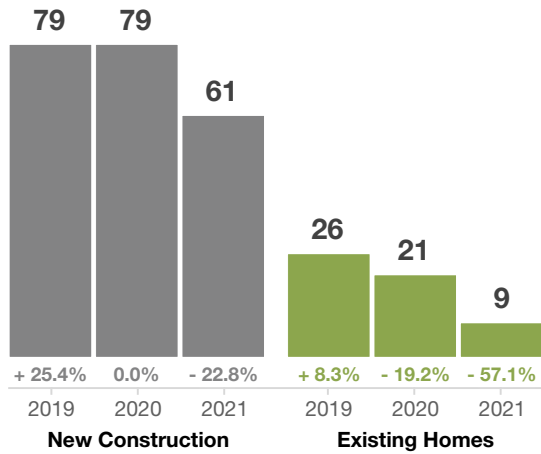
Days on Market Until Sale

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

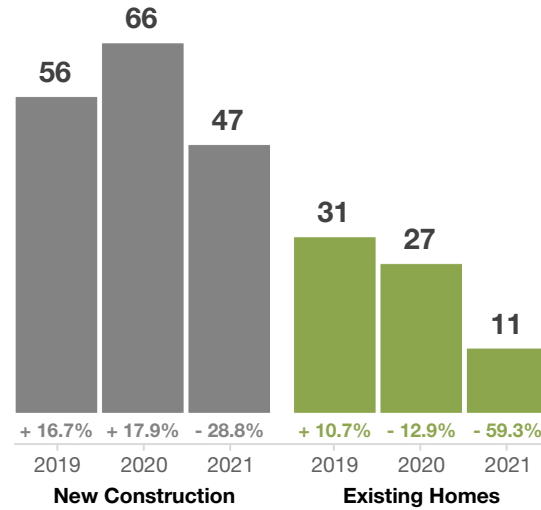


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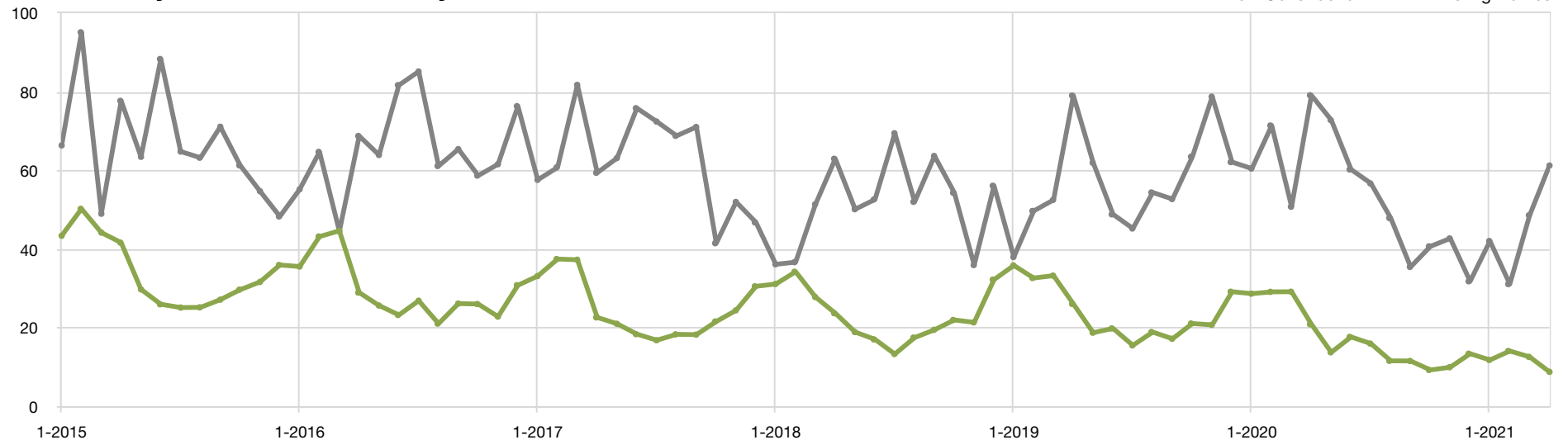
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	48	- 11.1%	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%
Dec-2020	32	- 48.4%	13	- 55.2%
Jan-2021	42	- 30.0%	12	- 58.6%
Feb-2021	31	- 56.3%	14	- 51.7%
Mar-2021	49	- 3.9%	13	- 55.2%
Apr-2021	61	- 22.8%	9	- 57.1%
12-Month Avg*	50	- 18.5%	13	- 41.8%

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

Historical Days on Market Until Sale by Month



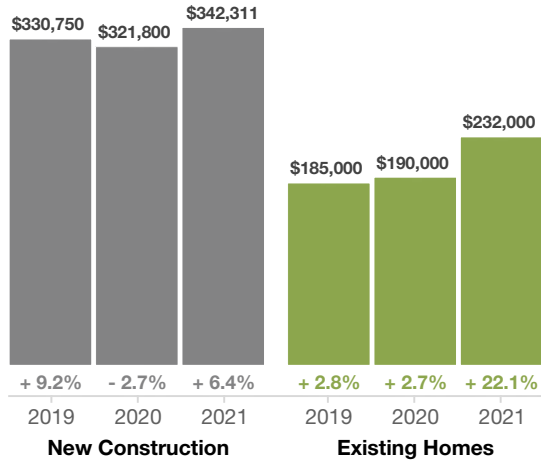
Median Closed Price

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

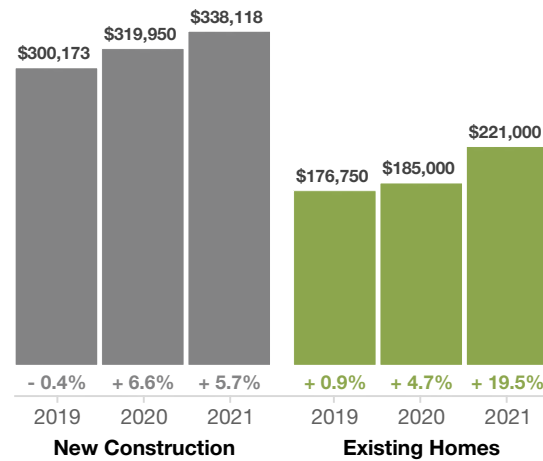


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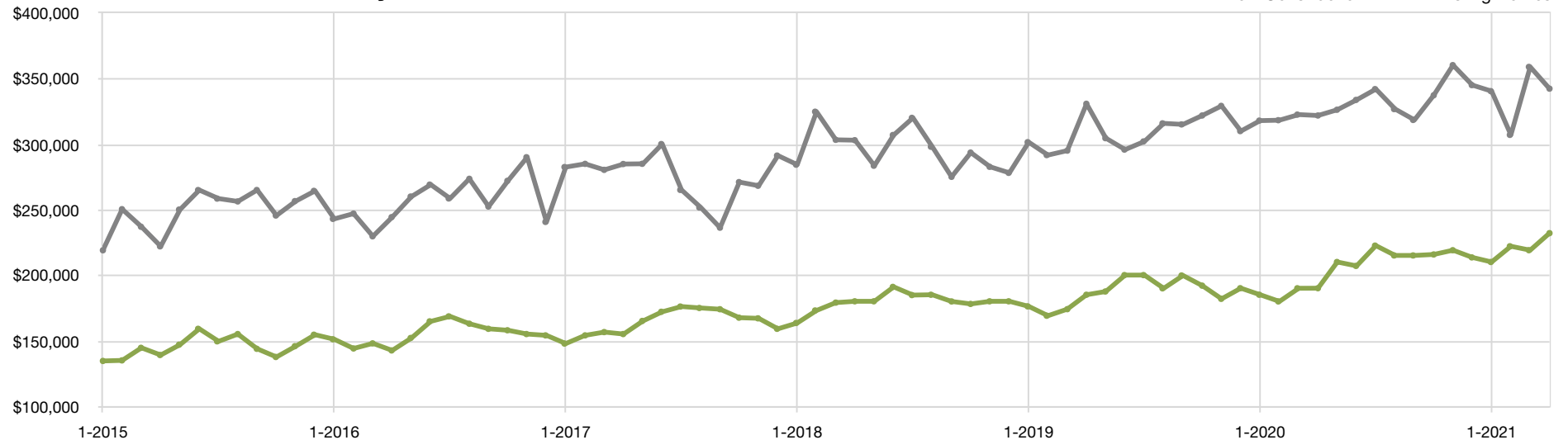
Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$222,500	+ 11.3%
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%	\$215,750	+ 12.4%
Nov-2020	\$360,250		+ 9.5%	\$219,000	+ 20.4%
Dec-2020	\$345,000		+ 11.3%	\$213,500	+ 12.4%
Jan-2021	\$340,382		+ 7.1%	\$210,000	+ 13.5%
Feb-2021	\$307,016		- 3.5%	\$222,000	+ 23.4%
Mar-2021	\$358,889		+ 11.3%	\$219,000	+ 15.3%
Apr-2021	\$342,311		+ 6.4%	\$232,000	+ 22.1%
12-Month Avg*	\$336,000		+ 6.7%	\$215,975	+ 13.7%

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

Historical Median Closed Price by Month



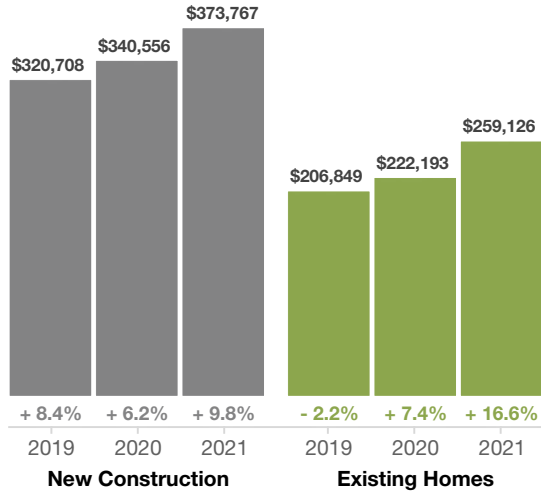
Average Closed Price

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

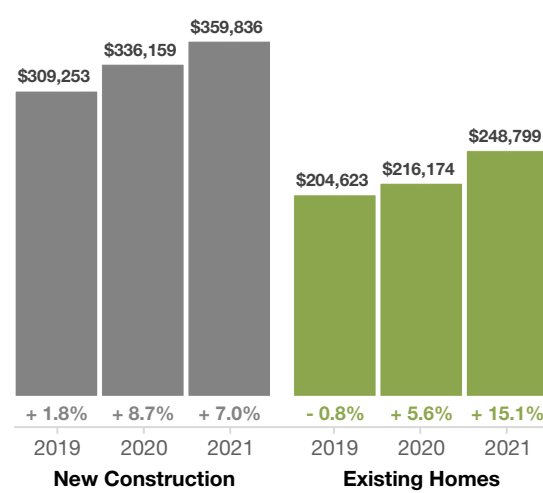


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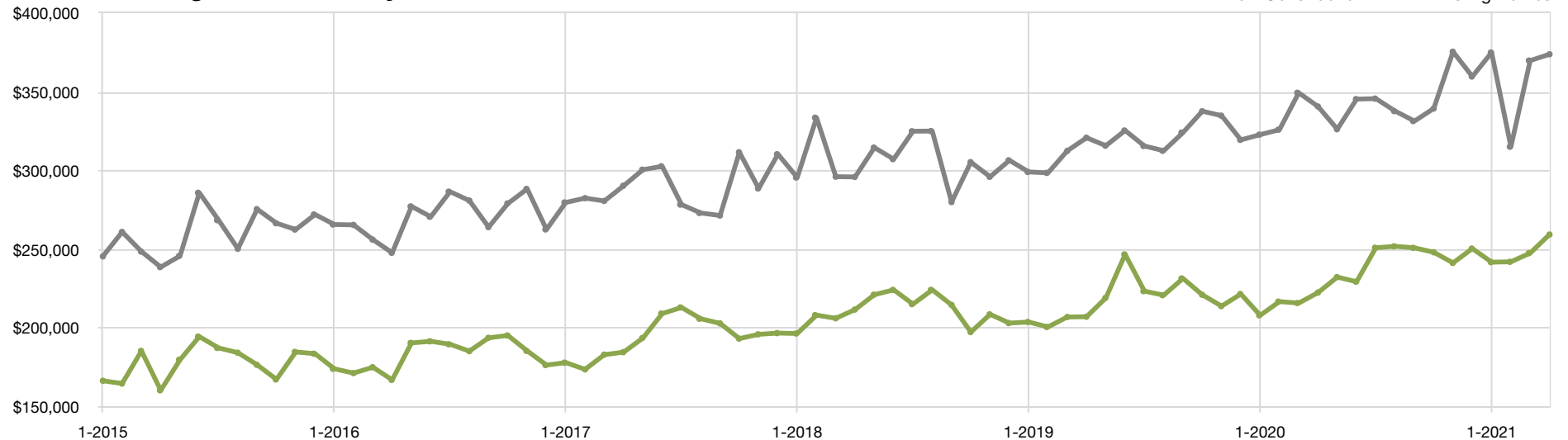
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	\$326,127	+ 3.3%	\$232,047	+ 6.0%
Jun-2020	\$345,264	+ 6.1%	\$229,118	- 7.1%
Jul-2020	\$345,579	+ 9.6%	\$250,759	+ 12.4%
Aug-2020	\$337,624	+ 8.1%	\$251,629	+ 14.1%
Sep-2020	\$331,289	+ 2.3%	\$250,677	+ 8.4%
Oct-2020	\$339,299	+ 0.5%	\$247,860	+ 12.2%
Nov-2020	\$375,409	+ 12.1%	\$241,075	+ 12.9%
Dec-2020	\$359,620	+ 12.6%	\$250,203	+ 13.1%
Jan-2021	\$374,898	+ 16.2%	\$241,558	+ 16.3%
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$369,760	+ 5.9%	\$247,342	+ 14.7%
Apr-2021	\$373,767	+ 9.8%	\$259,126	+ 16.6%
12-Month Avg*	\$348,631	+ 6.7%	\$245,455	+ 10.3%

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

Historical Average Closed Price by Month



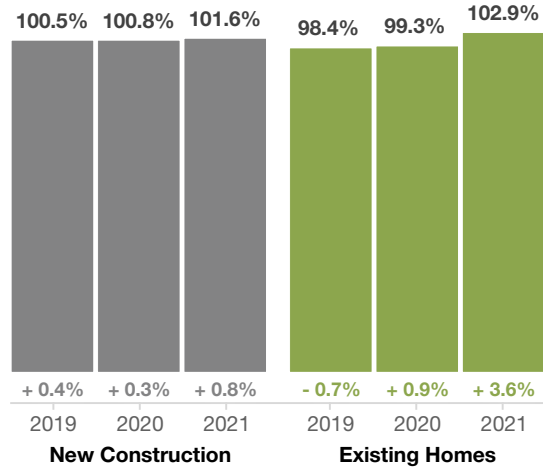
Percent of List Price Received

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.

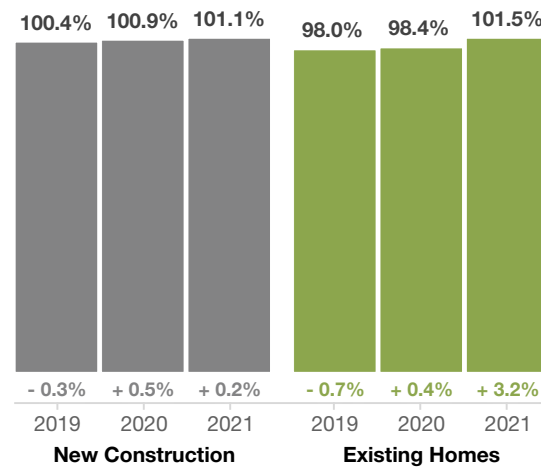


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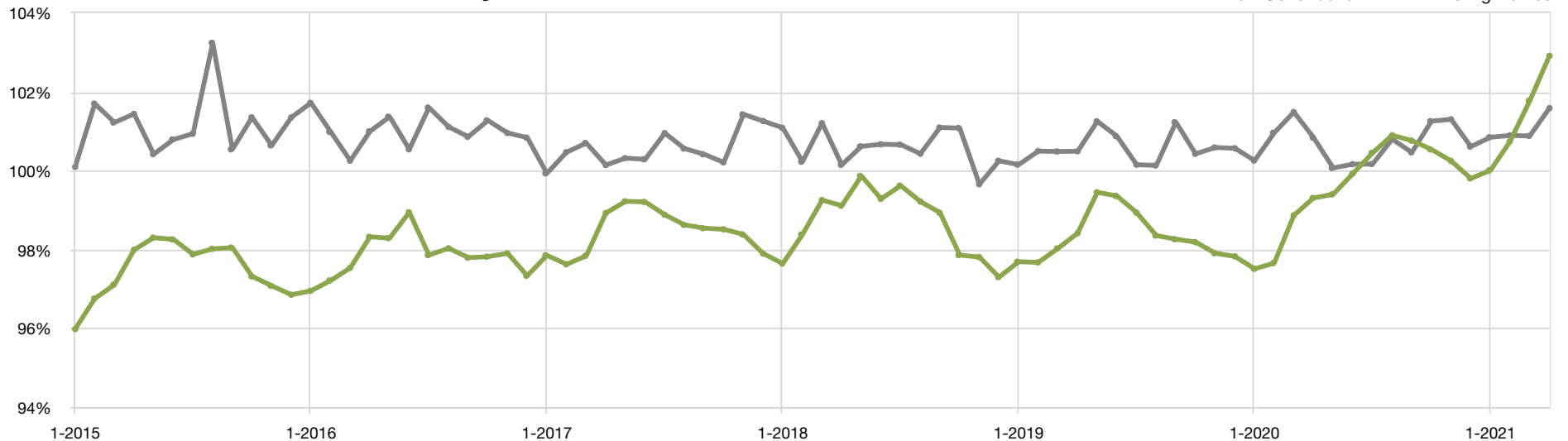
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	100.8%	+ 2.5%
Oct-2020	101.3%	+ 0.9%	100.5%	+ 2.3%
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%
Feb-2021	100.9%	- 0.1%	100.7%	+ 3.1%
Mar-2021	100.9%	- 0.6%	101.8%	+ 2.9%
Apr-2021	101.6%	+ 0.8%	102.9%	+ 3.6%
12-Month Avg*	100.7%	- 0.0%	100.6%	+ 2.1%

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

Historical Percent of List Price Received by Month



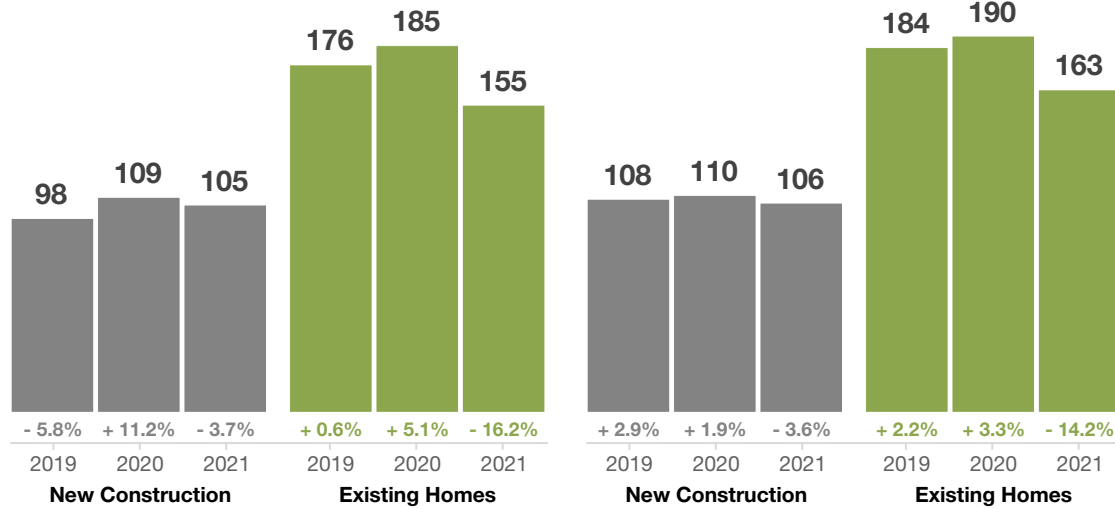
Housing Affordability Index

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.

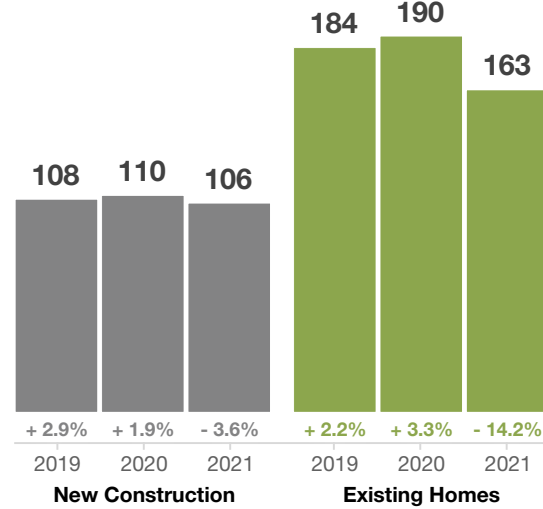


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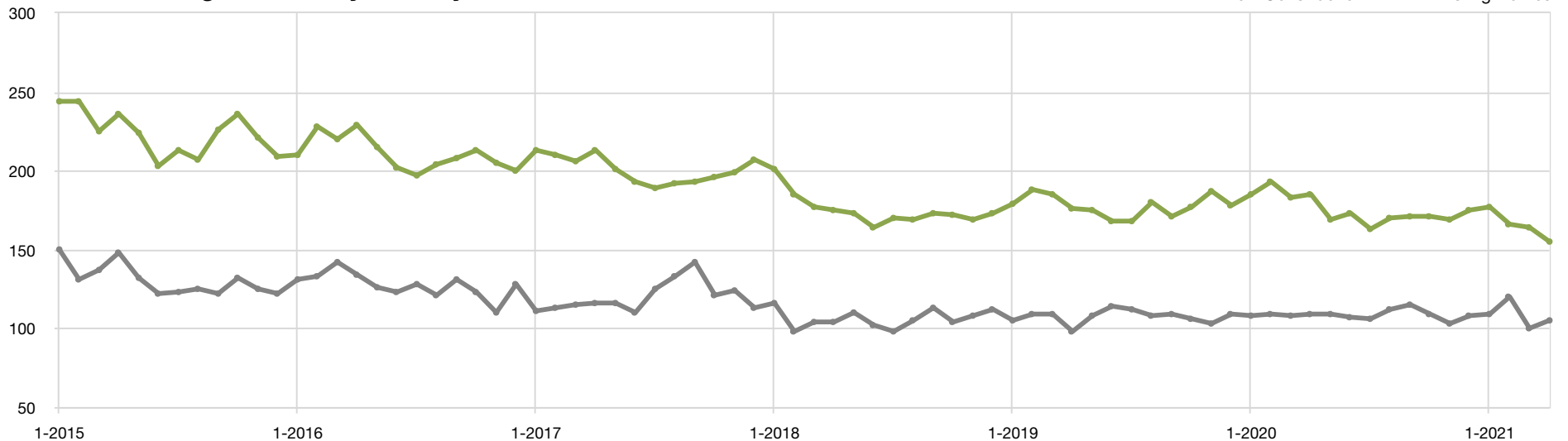


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	171	- 3.4%
Nov-2020	103	0.0%	169	- 9.6%
Dec-2020	108	- 0.9%	175	- 1.7%
Jan-2021	109	+ 0.9%	177	- 4.3%
Feb-2021	120	+ 10.1%	166	- 14.0%
Mar-2021	100	- 7.4%	164	- 10.4%
Apr-2021	105	- 3.7%	155	- 16.2%
12-Month Avg	109	0.0%	169	- 5.6%

Historical Housing Affordability Index by Month



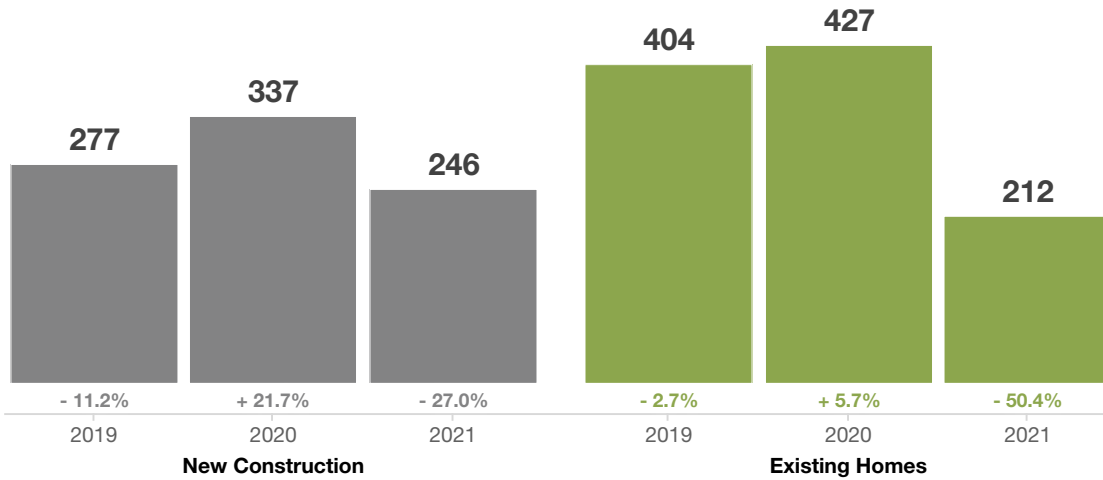
Inventory of Homes for Sale

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



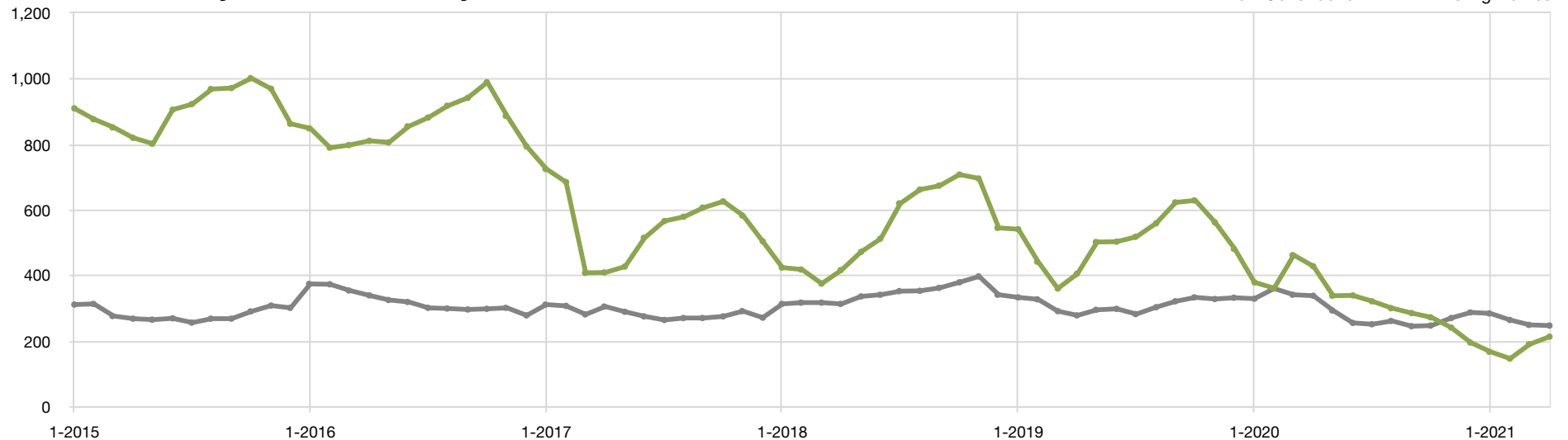
Lincoln Area Region

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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2020	292	- 0.7%	337	- 32.7%
Jun-2020	254	- 14.5%	338	- 32.7%
Jul-2020	250	- 11.0%	320	- 38.1%
Aug-2020	260	- 13.9%	299	- 46.4%
Sep-2020	244	- 23.8%	284	- 54.3%
Oct-2020	246	- 25.9%	271	- 56.8%
Nov-2020	269	- 17.7%	240	- 57.2%
Dec-2020	286	- 13.6%	194	- 59.6%
Jan-2021	283	- 13.7%	166	- 56.1%
Feb-2021	263	- 26.7%	145	- 59.7%
Mar-2021	248	- 27.1%	189	- 59.0%
Apr-2021	246	- 27.0%	212	- 50.4%
12-Month Avg	262	- 18.4%	250	- 50.0%

Historical Inventory of Homes for Sale by Month



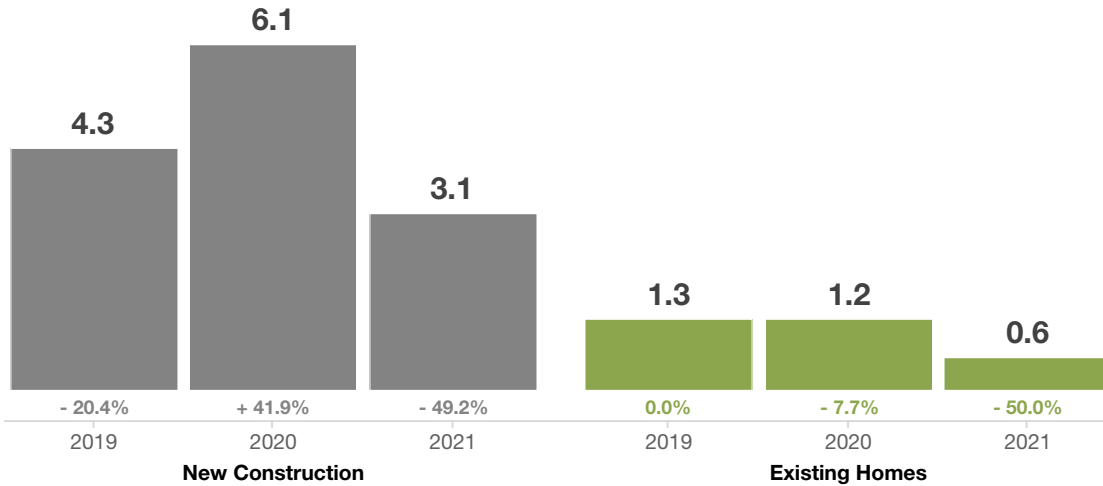
Months Supply of Inventory

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

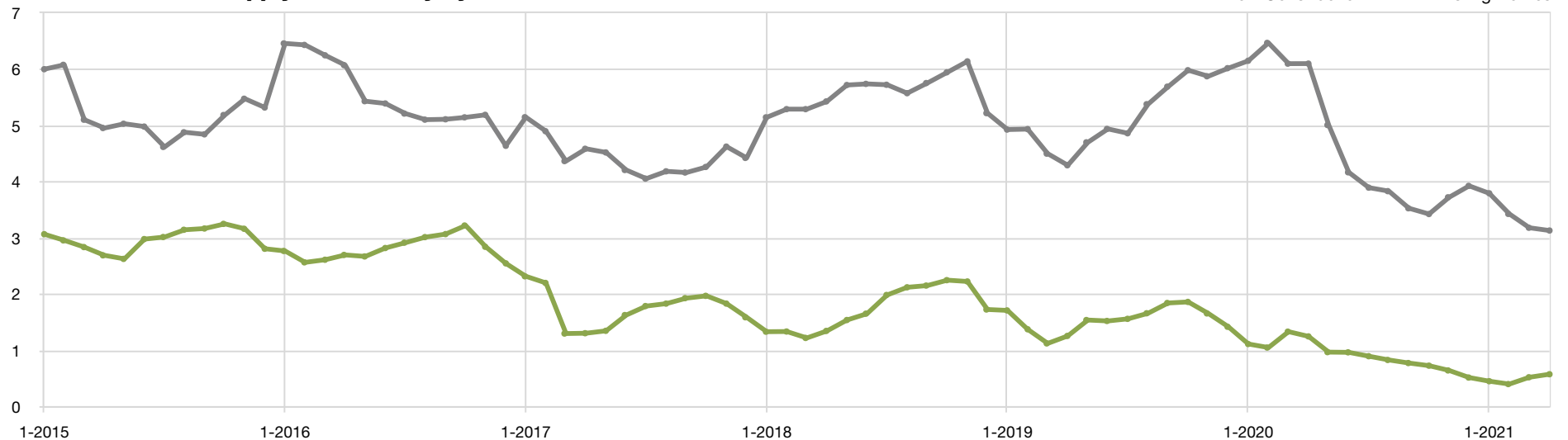
April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	3.8	- 38.7%	0.4	- 63.6%
Feb-2021	3.4	- 47.7%	0.4	- 60.0%
Mar-2021	3.2	- 47.5%	0.5	- 61.5%
Apr-2021	3.1	- 49.2%	0.6	- 50.0%
12-Month Avg*	3.7	- 34.1%	0.7	- 53.9%

* Months Supply for all properties from May 2020 through April 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	4-2020	4-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		529	618	+ 16.8%	2,187	1,945	- 11.1%
Pending Sales		425	501	+ 17.9%	1,646	1,620	- 1.6%
Closed Sales		370	407	+ 10.0%	1,294	1,265	- 2.2%
Days on Market Until Sale		30	17	- 43.3%	33	17	- 48.5%
Median Closed Price		\$207,250	\$248,500	+ 19.9%	\$200,000	\$239,000	+ 19.5%
Average Closed Price		\$241,707	\$277,153	+ 14.7%	\$235,290	\$267,232	+ 13.6%
Percent of List Price Received		99.6%	102.7%	+ 3.1%	98.8%	101.5%	+ 2.7%
Housing Affordability Index		170	145	- 14.7%	176	151	- 14.2%
Inventory of Homes for Sale		764	458	- 40.1%	—	—	—
Months Supply of Inventory		1.9	1.0	- 47.4%	—	—	—