

# Monthly Indicators

Lincoln Area Region



## June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

New Listings decreased 56.9 percent for New Construction but increased 18.4 percent for Existing Homes. Pending Sales decreased 70.8 percent for New Construction but increased 4.4 percent for Existing Homes. Inventory decreased 27.3 percent for New Construction and 15.0 percent for Existing Homes.

Median Closed Price increased 9.8 percent for New Construction and 15.9 percent for Existing Homes. Days on Market decreased 23.3 percent for New Construction and 72.2 percent for Existing Homes. Months Supply of Inventory decreased 38.1 percent for New Construction and 20.0 percent for Existing Homes.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

## Quick Facts

**- 7.3%**

Change in  
**Closed Sales**  
All Properties

**+ 13.9%**

Change in  
**Median Closed Price**  
All Properties

**- 20.3%**

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.



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Key Metrics	Historical Sparkbars	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		109	<b>47</b>	- 56.9%	751	<b>587</b>	- 21.8%
<b>Pending Sales</b>		89	<b>26</b>	- 70.8%	462	<b>436</b>	- 5.6%
<b>Closed Sales</b>		86	<b>53</b>	- 38.4%	362	<b>341</b>	- 5.8%
<b>Days on Market Until Sale</b>		60	<b>46</b>	- 23.3%	66	<b>46</b>	- 30.3%
<b>Median Closed Price</b>		\$333,700	<b>\$366,350</b>	+ 9.8%	\$324,975	<b>\$349,900</b>	+ 7.7%
<b>Average Closed Price</b>		\$345,264	<b>\$358,764</b>	+ 3.9%	\$336,382	<b>\$365,178</b>	+ 8.6%
<b>Percent of List Price Received</b>		100.2%	<b>101.0%</b>	+ 0.8%	100.6%	<b>101.2%</b>	+ 0.6%
<b>Housing Affordability Index</b>		107	<b>99</b>	- 7.5%	110	<b>104</b>	- 5.5%
<b>Inventory of Homes for Sale</b>		256	<b>186</b>	- 27.3%	—	—	—
<b>Months Supply of Inventory</b>		4.2	<b>2.6</b>	- 38.1%	—	—	—

# 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		512	<b>606</b>	+ 18.4%	2,649	<b>2,617</b>	- 1.2%
<b>Pending Sales</b>		453	<b>473</b>	+ 4.4%	2,322	<b>2,214</b>	- 4.7%
<b>Closed Sales</b>		476	<b>468</b>	- 1.7%	1,922	<b>1,913</b>	- 0.5%
<b>Days on Market Until Sale</b>		18	<b>5</b>	- 72.2%	22	<b>9</b>	- 59.1%
<b>Median Closed Price</b>		\$207,000	<b>\$240,000</b>	+ 15.9%	\$195,000	<b>\$229,000</b>	+ 17.4%
<b>Average Closed Price</b>		\$229,118	<b>\$275,583</b>	+ 20.3%	\$222,339	<b>\$258,086</b>	+ 16.1%
<b>Percent of List Price Received</b>		99.9%	<b>103.5%</b>	+ 3.6%	99.0%	<b>102.5%</b>	+ 3.5%
<b>Housing Affordability Index</b>		173	<b>152</b>	- 12.1%	183	<b>159</b>	- 13.1%
<b>Inventory of Homes for Sale</b>		340	<b>289</b>	- 15.0%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>0.8</b>	- 20.0%	—	—	—

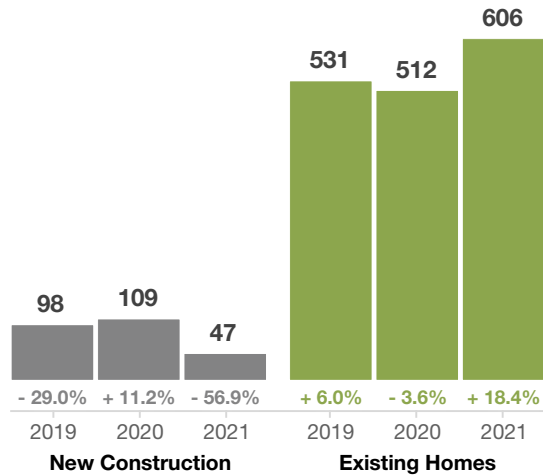
# New Listings

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

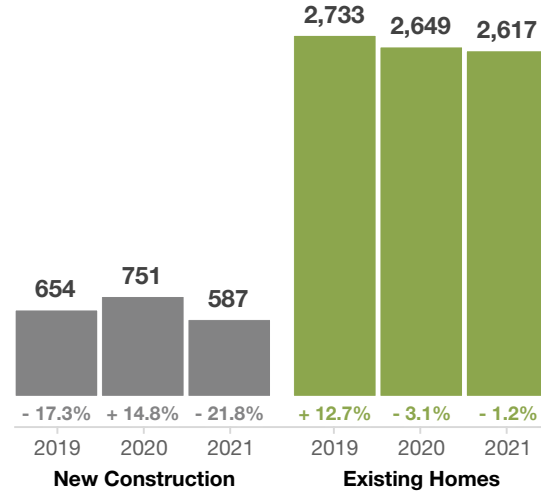


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## June

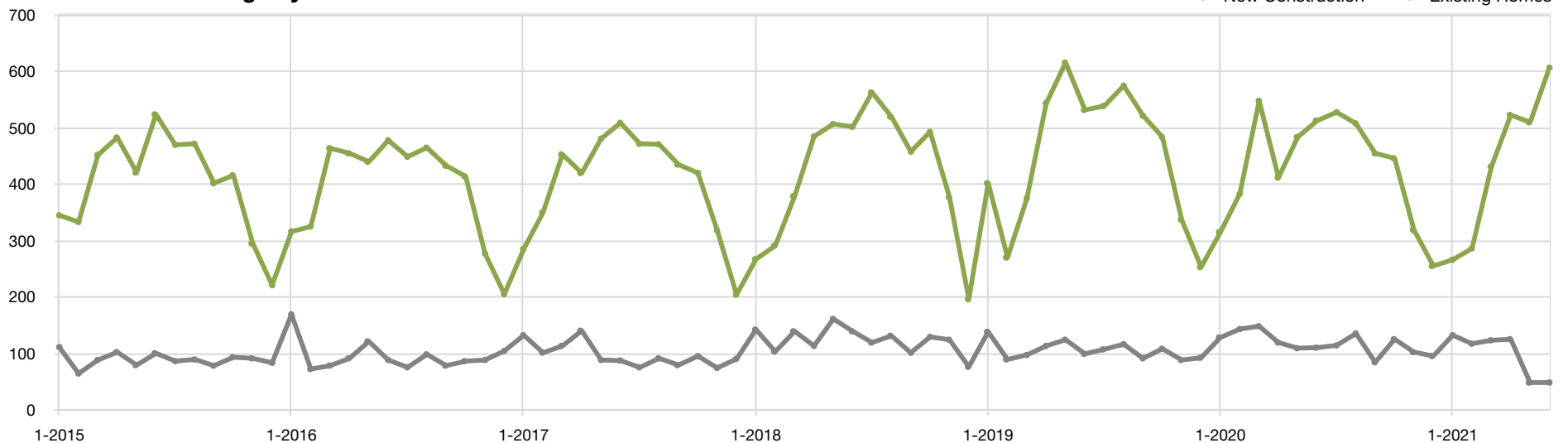


## Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020		113	+ 6.6%	527	- 2.0%
Aug-2020		134	+ 16.5%	507	- 11.7%
Sep-2020		83	- 7.8%	454	- 12.9%
Oct-2020		124	+ 15.9%	445	- 7.9%
Nov-2020		101	+ 16.1%	318	- 5.4%
Dec-2020		94	+ 3.3%	254	+ 0.8%
Jan-2021		131	+ 3.1%	265	- 15.6%
Feb-2021		116	- 18.3%	285	- 25.4%
Mar-2021		122	- 17.0%	430	- 21.4%
Apr-2021		124	+ 5.1%	522	+ 27.0%
May-2021		47	- 56.5%	509	+ 5.4%
<b>Jun-2021</b>	<b>47</b>		<b>- 56.9%</b>	<b>606</b>	<b>+ 18.4%</b>
12-Month Avg		103	- 8.0%	427	- 4.3%

## Historical New Listings by Month



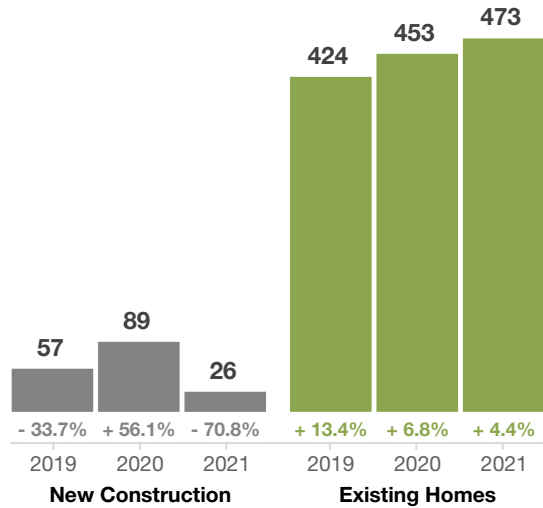
# Pending Sales

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

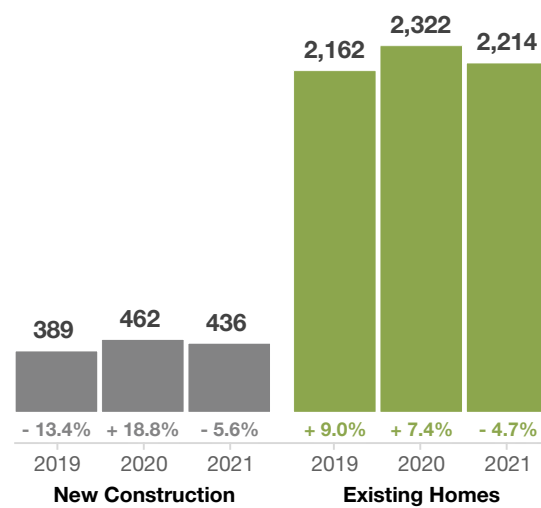


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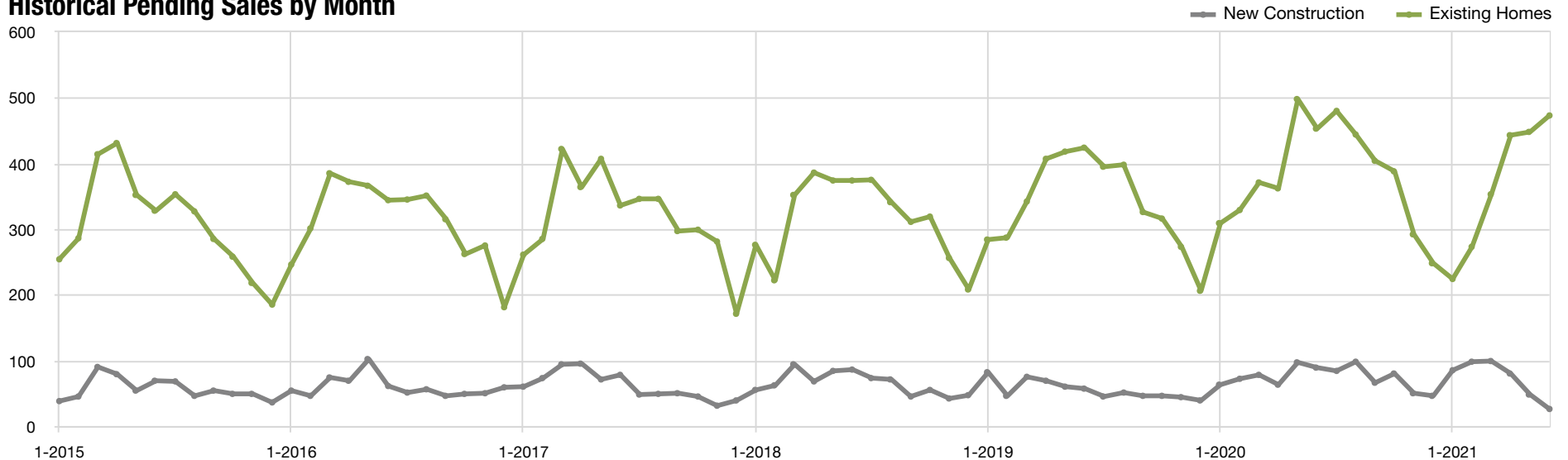


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	84	+ 86.7%	480	+ 21.5%
Aug-2020	98	+ 92.2%	444	+ 11.6%
Sep-2020	66	+ 43.5%	404	+ 23.9%
Oct-2020	80	+ 73.9%	388	+ 22.8%
Nov-2020	50	+ 13.6%	292	+ 7.0%
Dec-2020	46	+ 17.9%	248	+ 20.4%
Jan-2021	85	+ 34.9%	224	- 27.5%
Feb-2021	98	+ 36.1%	273	- 17.0%
Mar-2021	99	+ 26.9%	353	- 4.9%
Apr-2021	80	+ 27.0%	443	+ 22.4%
May-2021	48	- 50.5%	448	- 10.0%
<b>Jun-2021</b>	<b>26</b>	<b>- 70.8%</b>	<b>473</b>	<b>+ 4.4%</b>
12-Month Avg	72	+ 18.0%	373	+ 5.7%

## Historical Pending Sales by Month



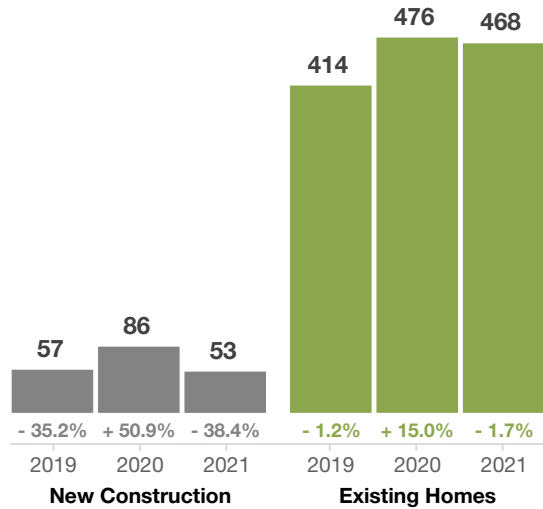
# Closed Sales

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

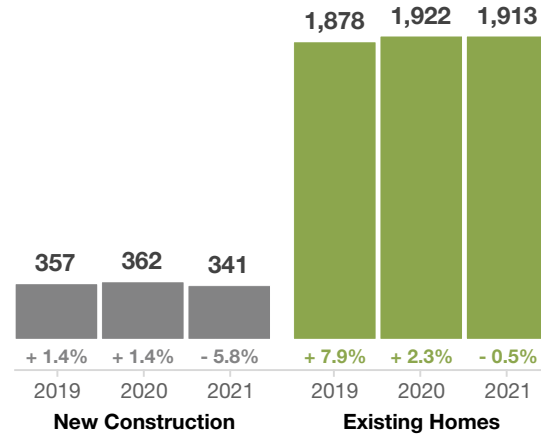


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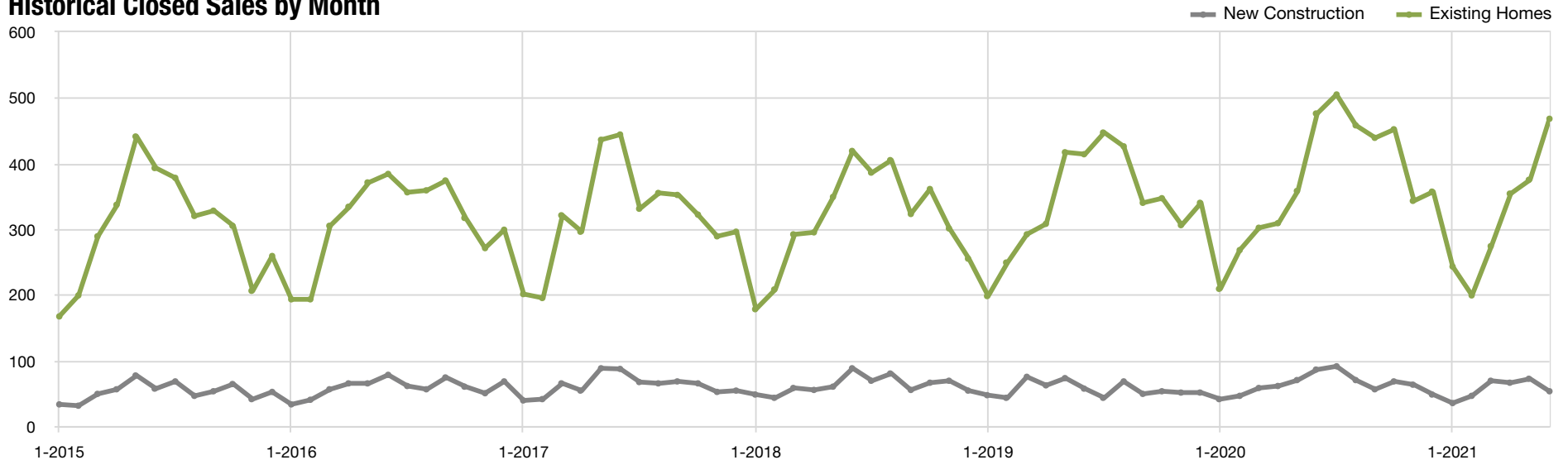


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	91	+ 111.6%	505	+ 13.0%
Aug-2020	70	+ 2.9%	458	+ 7.5%
Sep-2020	56	+ 14.3%	439	+ 29.1%
Oct-2020	68	+ 28.3%	452	+ 30.3%
Nov-2020	63	+ 23.5%	343	+ 12.1%
Dec-2020	48	- 5.9%	357	+ 5.0%
Jan-2021	35	- 14.6%	243	+ 16.3%
Feb-2021	46	0.0%	199	- 25.7%
Mar-2021	69	+ 19.0%	274	- 9.3%
Apr-2021	66	+ 8.2%	354	+ 14.6%
May-2021	72	+ 2.9%	375	+ 4.7%
<b>Jun-2021</b>	<b>53</b>	<b>- 38.4%</b>	<b>468</b>	<b>- 1.7%</b>
12-Month Avg	61	+ 8.9%	372	+ 8.1%

## Historical Closed Sales by Month



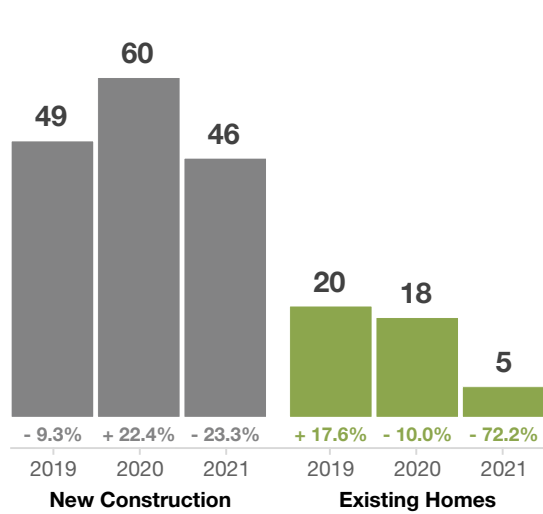
# Days on Market Until Sale

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

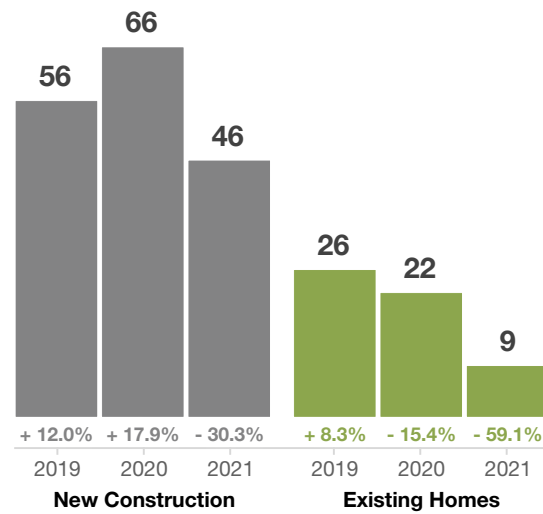


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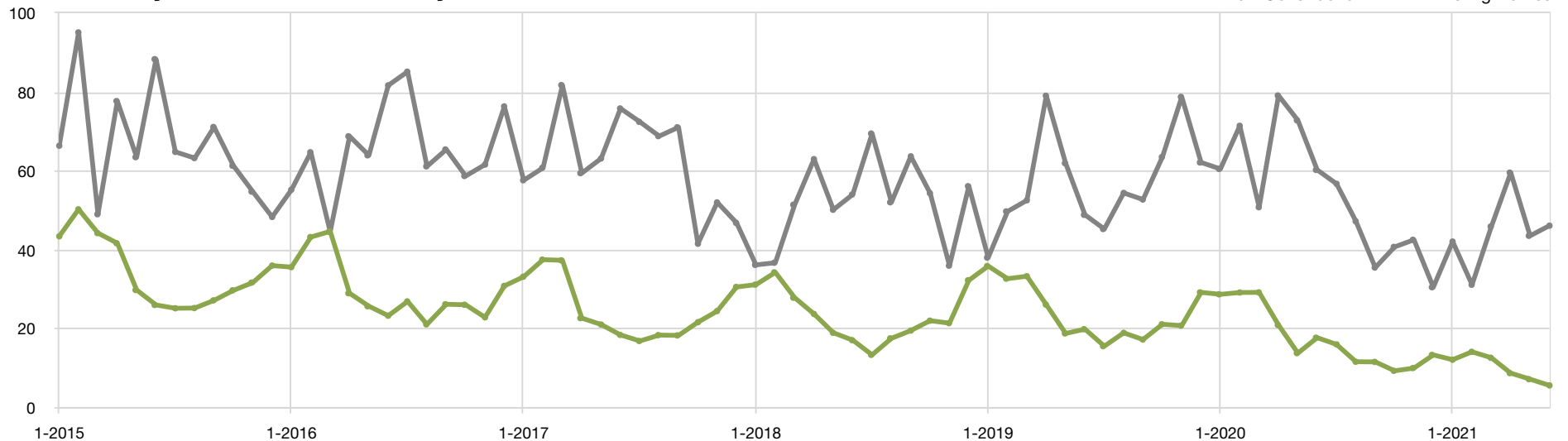
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	57	+ 26.7%	16	+ 6.7%
Aug-2020	47	- 13.0%	12	- 36.8%
Sep-2020	35	- 34.0%	11	- 35.3%
Oct-2020	41	- 34.9%	9	- 57.1%
Nov-2020	42	- 46.8%	10	- 52.4%
Dec-2020	30	- 51.6%	13	- 55.2%
Jan-2021	42	- 30.0%	12	- 58.6%
Feb-2021	31	- 56.3%	14	- 51.7%
Mar-2021	46	- 9.8%	13	- 55.2%
Apr-2021	60	- 24.1%	9	- 57.1%
May-2021	43	- 41.1%	7	- 50.0%
<b>Jun-2021</b>	<b>46</b>	<b>- 23.3%</b>	<b>5</b>	<b>- 72.2%</b>
12-Month Avg*	45	- 29.0%	11	- 48.7%

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

## Historical Days on Market Until Sale by Month



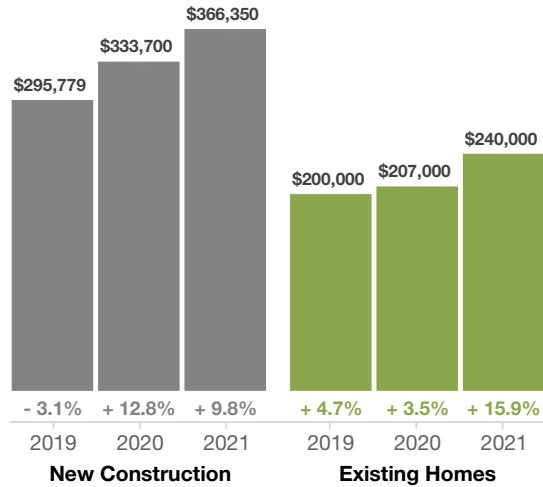
# Median Closed Price

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

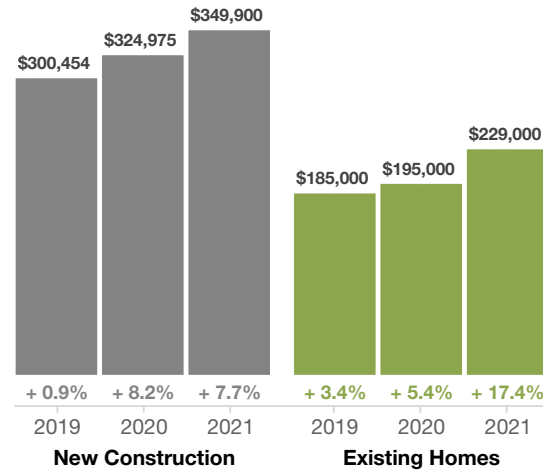


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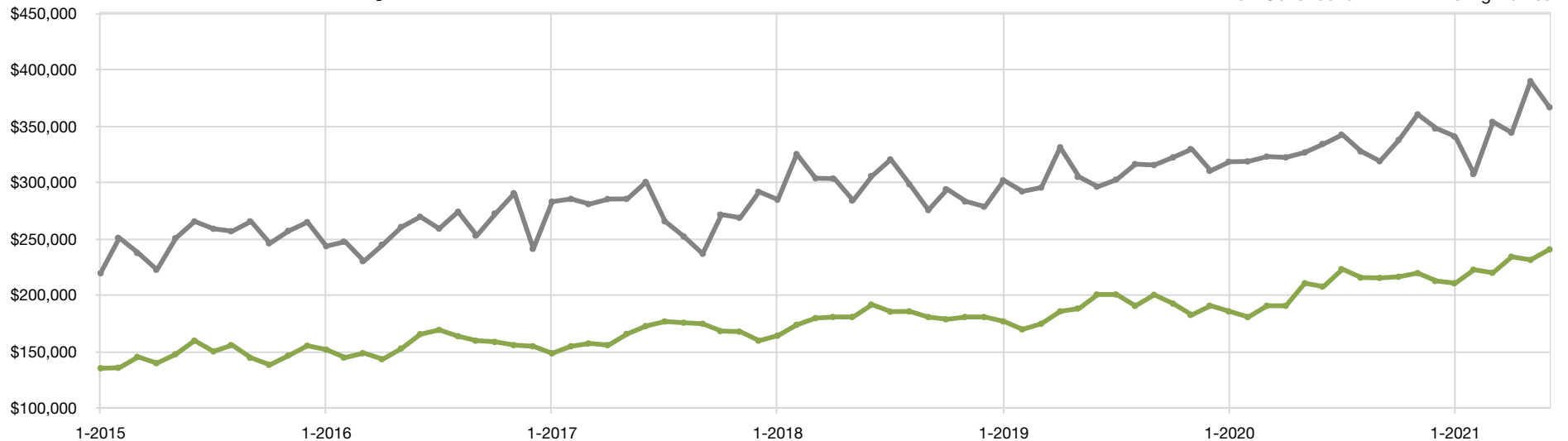
## Year to Date



	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020		\$341,950	+ 13.2%	\$222,500	+ 11.3%
Aug-2020		\$327,125	+ 3.6%	\$215,000	+ 13.2%
Sep-2020		\$318,415	+ 1.1%	\$214,750	+ 7.5%
Oct-2020		\$337,245	+ 4.8%	\$215,750	+ 12.4%
Nov-2020		\$360,000	+ 9.4%	\$219,000	+ 20.4%
Dec-2020		\$347,500	+ 12.1%	\$212,000	+ 11.6%
Jan-2021		\$340,382	+ 7.1%	\$210,000	+ 13.5%
Feb-2021		\$307,016	- 3.5%	\$222,000	+ 23.4%
Mar-2021		\$353,307	+ 9.6%	\$219,250	+ 15.4%
Apr-2021		\$343,761	+ 6.8%	\$233,500	+ 22.9%
May-2021		\$389,475	+ 19.4%	\$230,750	+ 9.9%
<b>Jun-2021</b>		<b>\$366,350</b>	<b>+ 9.8%</b>	<b>\$240,000</b>	<b>+ 15.9%</b>
12-Month Avg*		\$342,835	+ 7.2%	\$221,000	+ 13.3%

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

## Historical Median Closed Price by Month





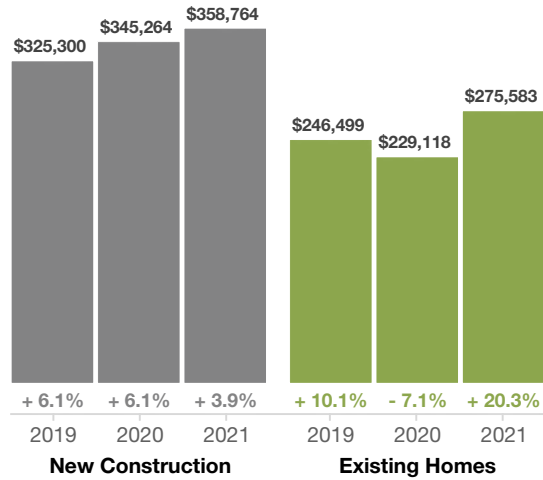
# Average Closed Price

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

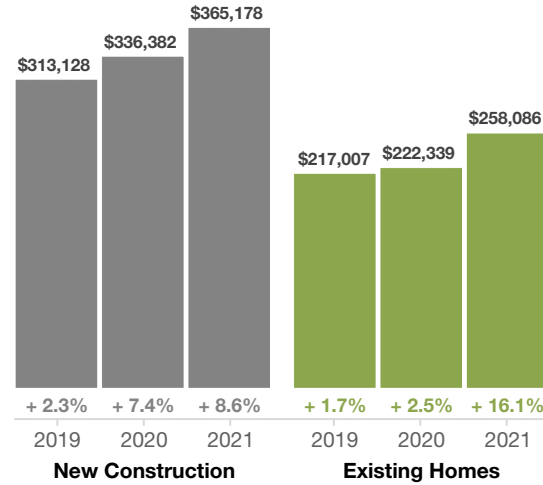


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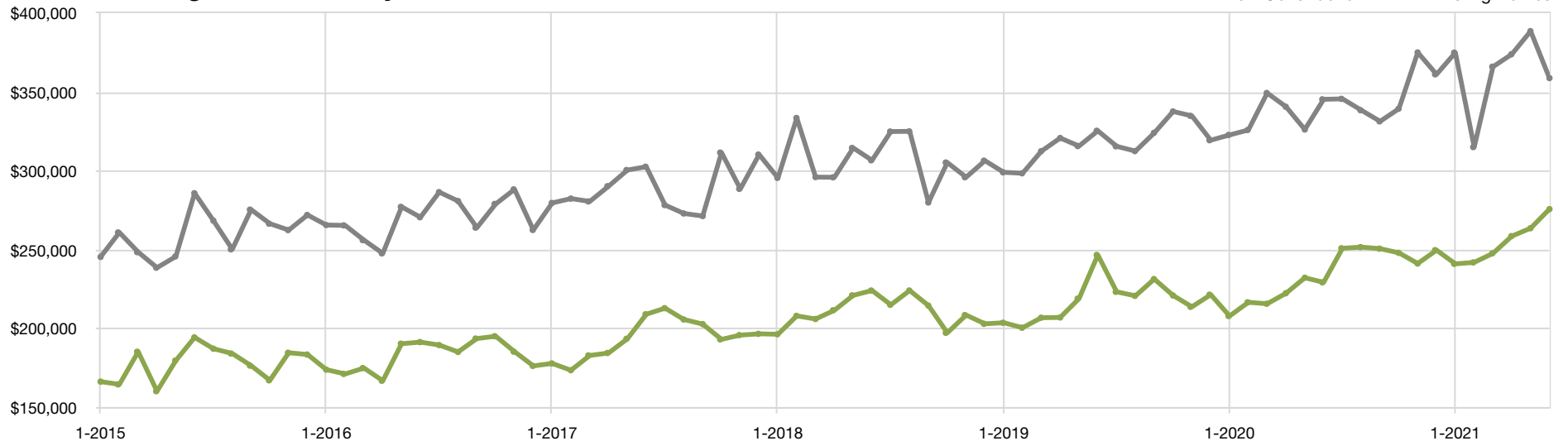
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	\$345,579	+ 9.6%	\$250,759	+ 12.4%
Aug-2020	\$338,373	+ 8.3%	\$251,492	+ 14.0%
Sep-2020	\$331,289	+ 2.3%	\$250,493	+ 8.3%
Oct-2020	\$339,299	+ 0.5%	\$247,860	+ 12.2%
Nov-2020	\$375,004	+ 12.0%	\$241,075	+ 12.9%
Dec-2020	\$361,118	+ 13.1%	\$249,549	+ 12.8%
Jan-2021	\$374,898	+ 16.2%	\$240,872	+ 15.9%
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$365,959	+ 4.8%	\$247,535	+ 14.8%
Apr-2021	\$373,875	+ 9.8%	\$258,451	+ 16.3%
May-2021	\$388,527	+ 19.1%	\$263,476	+ 13.5%
<b>Jun-2021</b>	<b>\$358,764</b>	<b>+ 3.9%</b>	<b>\$275,583</b>	<b>+ 20.3%</b>
12-Month Avg*	\$355,825	+ 7.7%	\$252,810	+ 13.8%

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

## Historical Average Closed Price by Month



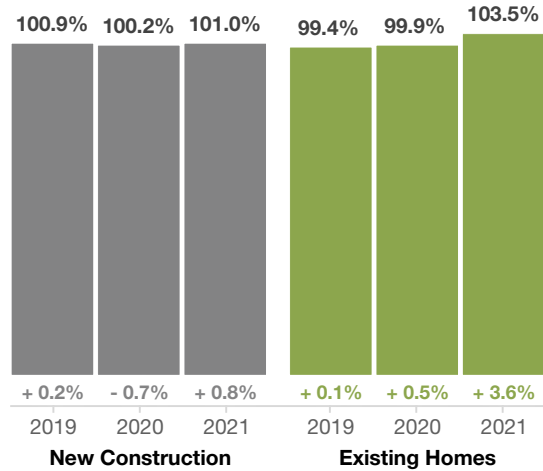
# Percent of List Price Received

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.

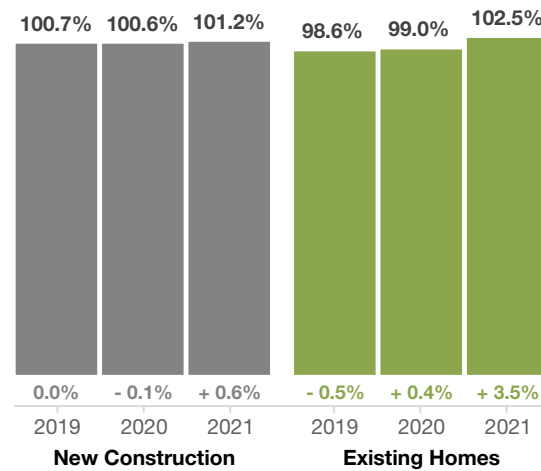


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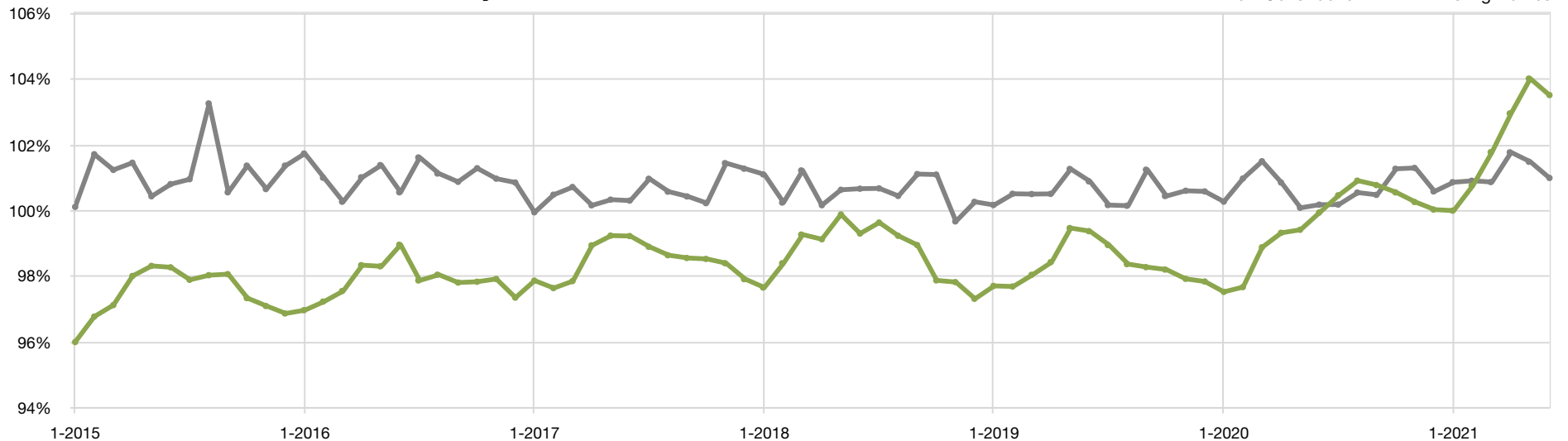
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	100.2%	0.0%	100.5%	+ 1.6%
Aug-2020	100.5%	+ 0.4%	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%	100.0%	+ 2.2%
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	101.8%	+ 1.0%	102.9%	+ 3.6%
May-2021	101.5%	+ 1.4%	104.0%	+ 4.6%
<b>Jun-2021</b>	<b>101.0%</b>	<b>+ 0.8%</b>	<b>103.5%</b>	<b>+ 3.6%</b>
12-Month Avg*	100.9%	+ 0.4%	101.4%	+ 2.8%

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

## Historical Percent of List Price Received by Month



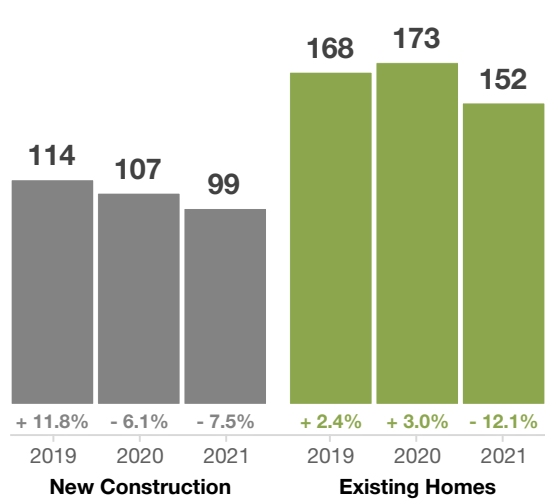
# Housing Affordability Index

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.

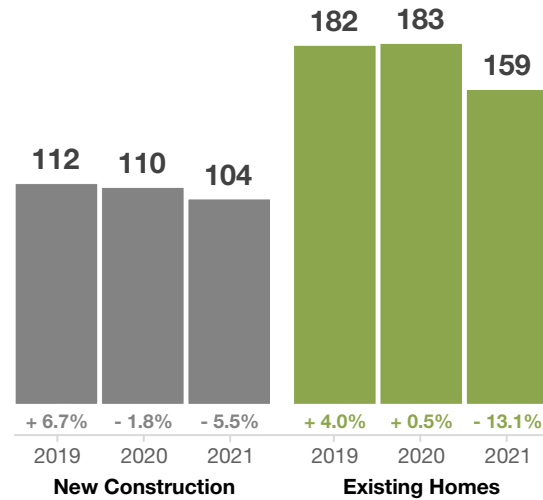


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## June

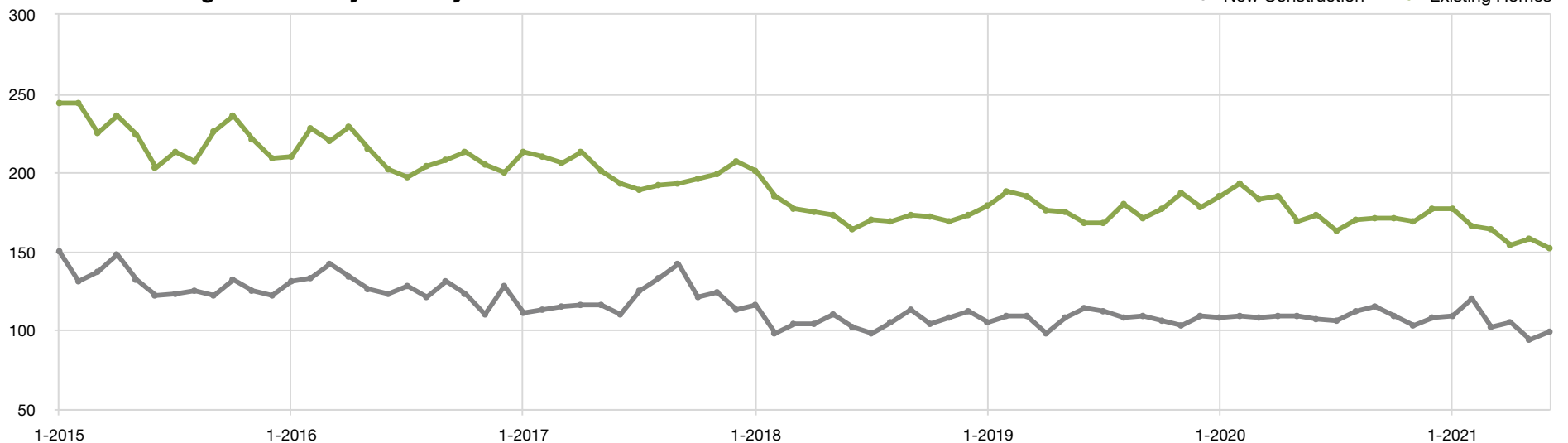


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	177	- 0.6%
Jan-2021	109	+ 0.9%	177	- 4.3%
Feb-2021	120	+ 10.1%	166	- 14.0%
Mar-2021	102	- 5.6%	164	- 10.4%
Apr-2021	105	- 3.7%	154	- 16.8%
May-2021	94	- 13.8%	158	- 6.5%
<b>Jun-2021</b>	<b>99</b>	<b>- 7.5%</b>	<b>152</b>	<b>- 12.1%</b>
12-Month Avg	107	- 0.9%	166	- 7.3%

## Historical Housing Affordability Index by Month



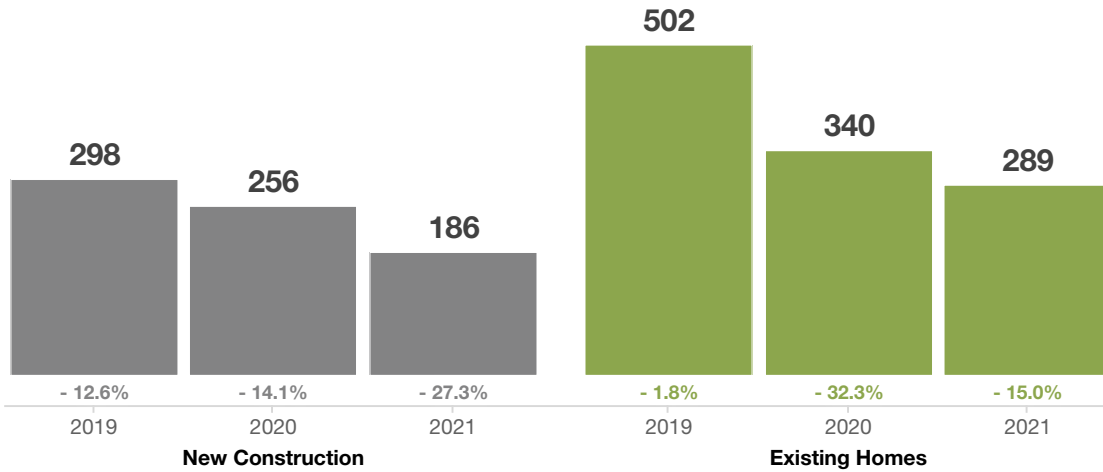
# Inventory of Homes for Sale

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



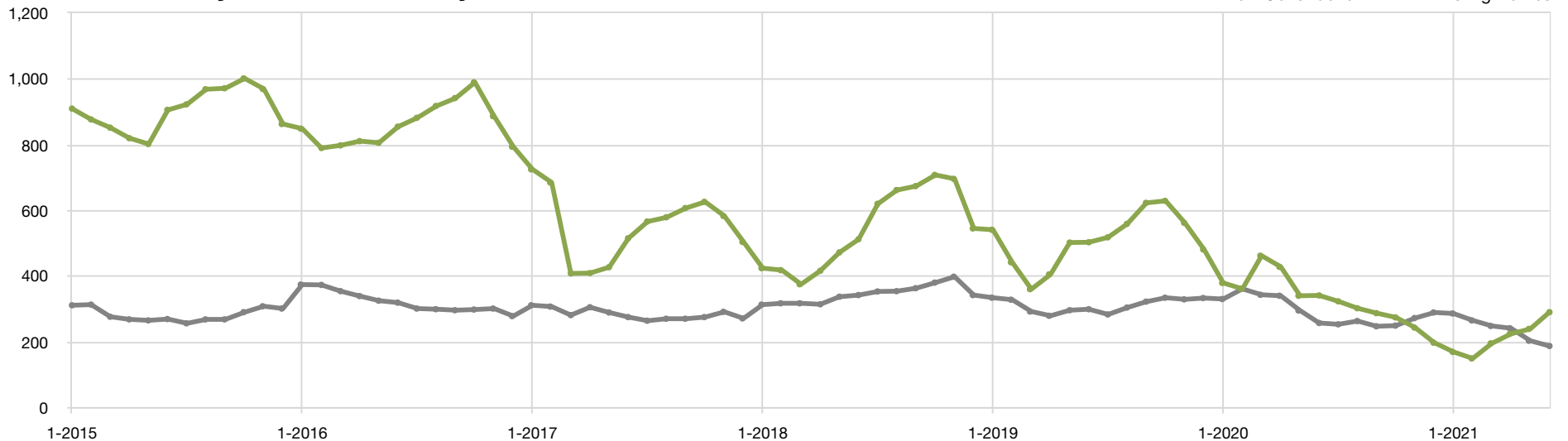
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## June



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2020	252	- 10.6%	322	- 37.7%
Aug-2020	262	- 13.5%	301	- 46.1%
Sep-2020	246	- 23.4%	286	- 54.0%
Oct-2020	248	- 25.5%	273	- 56.5%
Nov-2020	271	- 17.4%	242	- 56.9%
Dec-2020	288	- 13.3%	196	- 59.2%
Jan-2021	285	- 13.4%	168	- 55.6%
Feb-2021	264	- 26.7%	148	- 58.9%
Mar-2021	247	- 27.8%	194	- 57.9%
Apr-2021	240	- 29.2%	223	- 47.8%
May-2021	202	- 31.3%	238	- 29.8%
<b>Jun-2021</b>	<b>186</b>	<b>- 27.3%</b>	<b>289</b>	<b>- 15.0%</b>
12-Month Avg	249	- 21.7%	240	- 49.3%

## Historical Inventory of Homes for Sale by Month



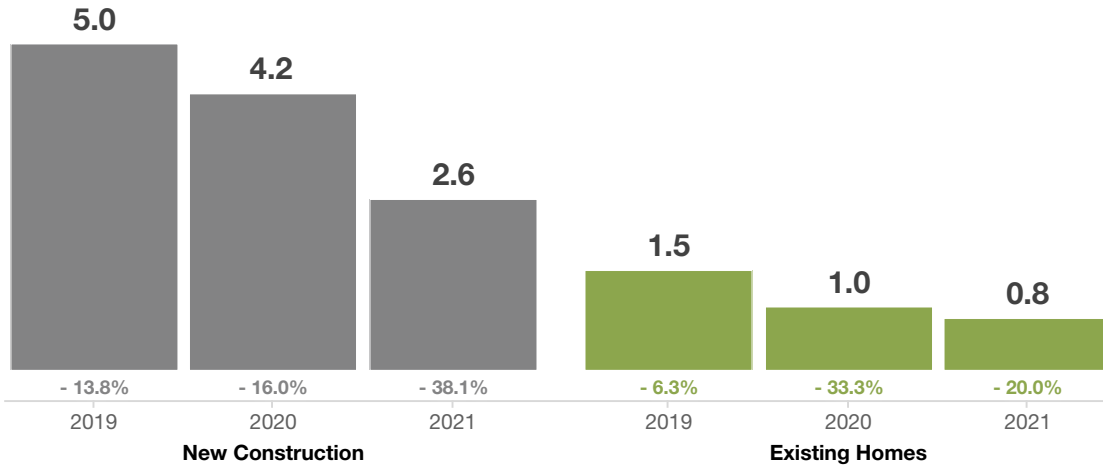
# Months Supply of Inventory

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.



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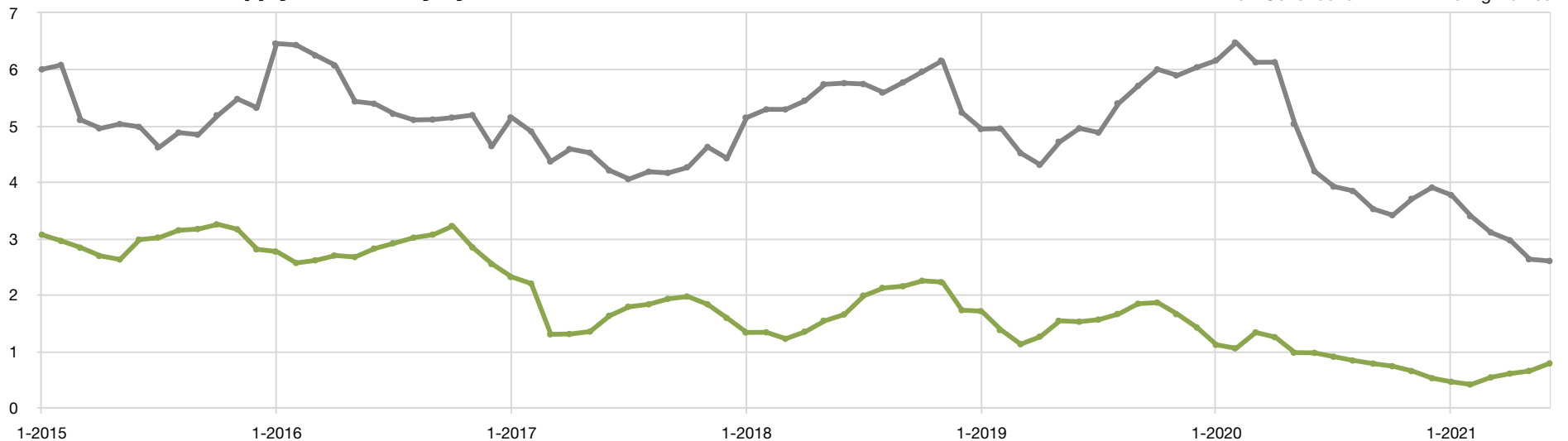
## June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	3.1	-49.2%	0.5	-61.5%
Apr-2021	3.0	-50.8%	0.6	-50.0%
May-2021	2.6	-48.0%	0.6	-40.0%
<b>Jun-2021</b>	<b>2.6</b>	<b>-38.1%</b>	<b>0.8</b>	<b>-20.0%</b>
12-Month Avg*	3.4	-40.1%	0.6	-53.3%

\* Months Supply for all properties from July 2020 through June 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	6-2020	6-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		621	<b>653</b>	+ 5.2%	3,400	<b>3,204</b>	- 5.8%
<b>Pending Sales</b>		542	<b>499</b>	- 7.9%	2,784	<b>2,650</b>	- 4.8%
<b>Closed Sales</b>		562	<b>521</b>	- 7.3%	2,284	<b>2,254</b>	- 1.3%
<b>Days on Market Until Sale</b>		24	<b>10</b>	- 58.3%	29	<b>15</b>	- 48.3%
<b>Median Closed Price</b>		\$220,000	<b>\$250,500</b>	+ 13.9%	\$210,900	<b>\$244,358</b>	+ 15.9%
<b>Average Closed Price</b>		\$246,891	<b>\$284,061</b>	+ 15.1%	\$240,422	<b>\$274,302</b>	+ 14.1%
<b>Percent of List Price Received</b>		100.0%	<b>103.2%</b>	+ 3.2%	99.2%	<b>102.3%</b>	+ 3.1%
<b>Housing Affordability Index</b>		162	<b>145</b>	- 10.5%	169	<b>149</b>	- 11.8%
<b>Inventory of Homes for Sale</b>		596	<b>475</b>	- 20.3%	—	—	—
<b>Months Supply of Inventory</b>		1.4	<b>1.1</b>	- 21.4%	—	—	—