

# Monthly Indicators

Lincoln Area Region



## January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings decreased 10.9 percent for New Construction but increased 10.9 percent for Existing Homes. Pending Sales increased 2.2 percent for New Construction and 21.9 percent for Existing Homes. Inventory decreased 11.5 percent for New Construction and 14.7 percent for Existing Homes.

Median Closed Price increased 14.4 percent for New Construction and 11.2 percent for Existing Homes. Days on Market decreased 23.8 percent for New Construction but increased 16.7 percent for Existing Homes. Months Supply of Inventory increased 13.5 percent for New Construction but decreased 20.0 percent for Existing Homes.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

## Quick Facts

**+ 9.0%**

Change in  
**Closed Sales**  
All Properties

**+ 15.2%**

Change in  
**Median Closed Price**  
All Properties

**- 12.7%**

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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		137	<b>122</b>	- 10.9%	137	<b>122</b>	- 10.9%
<b>Pending Sales</b>		92	<b>94</b>	+ 2.2%	92	<b>94</b>	+ 2.2%
<b>Closed Sales</b>		35	<b>52</b>	+ 48.6%	35	<b>52</b>	+ 48.6%
<b>Days on Market Until Sale</b>		42	<b>32</b>	- 23.8%	42	<b>32</b>	- 23.8%
<b>Median Closed Price</b>		\$340,382	<b>\$389,422</b>	+ 14.4%	\$340,382	<b>\$389,422</b>	+ 14.4%
<b>Average Closed Price</b>		\$374,898	<b>\$382,974</b>	+ 2.2%	\$374,898	<b>\$382,974</b>	+ 2.2%
<b>Percent of List Price Received</b>		100.8%	<b>101.6%</b>	+ 0.8%	100.8%	<b>101.6%</b>	+ 0.8%
<b>Housing Affordability Index</b>		126	<b>109</b>	- 13.5%	126	<b>109</b>	- 13.5%
<b>Inventory of Homes for Sale</b>		288	<b>255</b>	- 11.5%	—	—	—
<b>Months Supply of Inventory</b>		3.7	<b>4.2</b>	+ 13.5%	—	—	—

# 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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		265	<b>294</b>	+ 10.9%	265	<b>294</b>	+ 10.9%
<b>Pending Sales</b>		228	<b>278</b>	+ 21.9%	228	<b>278</b>	+ 21.9%
<b>Closed Sales</b>		244	<b>252</b>	+ 3.3%	244	<b>252</b>	+ 3.3%
<b>Days on Market Until Sale</b>		12	<b>14</b>	+ 16.7%	12	<b>14</b>	+ 16.7%
<b>Median Closed Price</b>		\$210,000	<b>\$233,500</b>	+ 11.2%	\$210,000	<b>\$233,500</b>	+ 11.2%
<b>Average Closed Price</b>		\$240,582	<b>\$266,006</b>	+ 10.6%	\$240,582	<b>\$266,006</b>	+ 10.6%
<b>Percent of List Price Received</b>		100.0%	<b>99.5%</b>	- 0.5%	100.0%	<b>99.5%</b>	- 0.5%
<b>Housing Affordability Index</b>		205	<b>182</b>	- 11.2%	205	<b>182</b>	- 11.2%
<b>Inventory of Homes for Sale</b>		170	<b>145</b>	- 14.7%	—	—	—
<b>Months Supply of Inventory</b>		0.5	<b>0.4</b>	- 20.0%	—	—	—

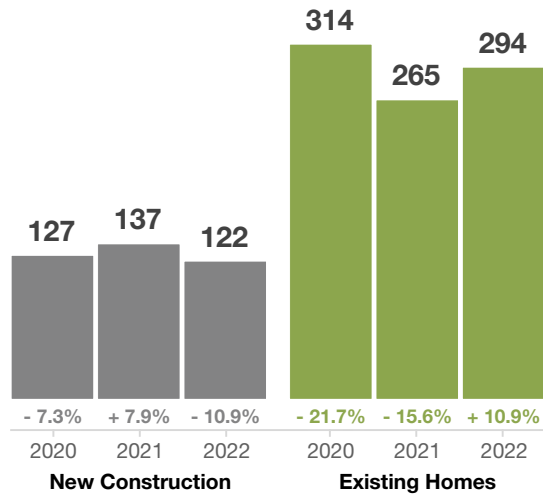
# New Listings

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

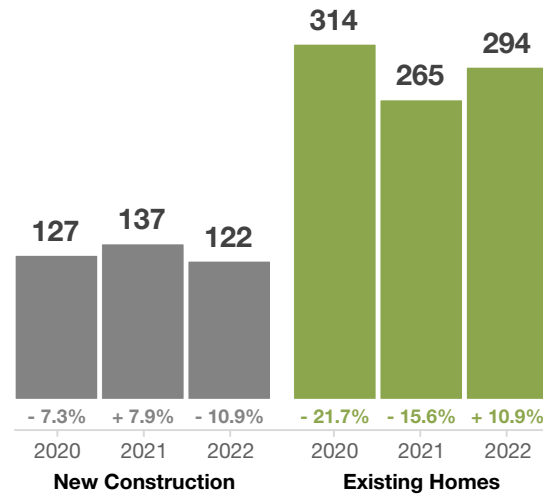


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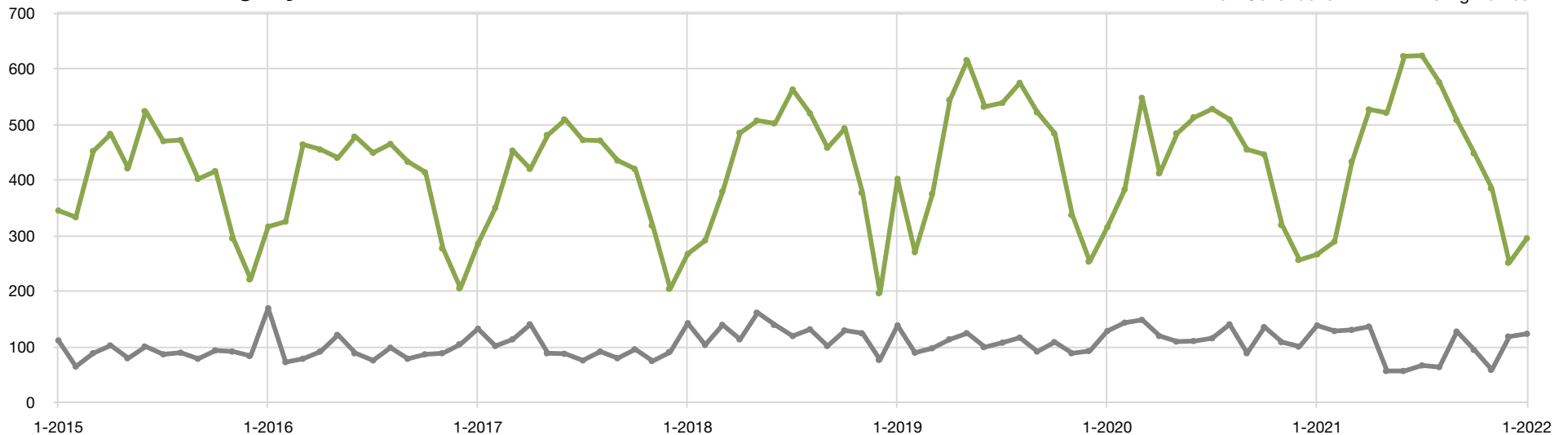


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	127	- 10.6%	288	- 24.6%
Mar-2021	129	- 12.2%	432	- 21.0%
Apr-2021	135	+ 14.4%	526	+ 28.0%
May-2021	55	- 49.1%	520	+ 7.7%
Jun-2021	55	- 49.5%	622	+ 21.5%
Jul-2021	65	- 43.0%	623	+ 18.2%
Aug-2021	62	- 55.4%	575	+ 13.2%
Sep-2021	126	+ 44.8%	507	+ 11.7%
Oct-2021	93	- 30.6%	447	+ 0.4%
Nov-2021	57	- 46.7%	384	+ 20.8%
Dec-2021	117	+ 18.2%	250	- 2.0%
<b>Jan-2022</b>	<b>122</b>	<b>- 10.9%</b>	<b>294</b>	<b>+ 10.9%</b>
12-Month Avg	95	- 20.8%	456	+ 7.0%

## Historical New Listings by Month



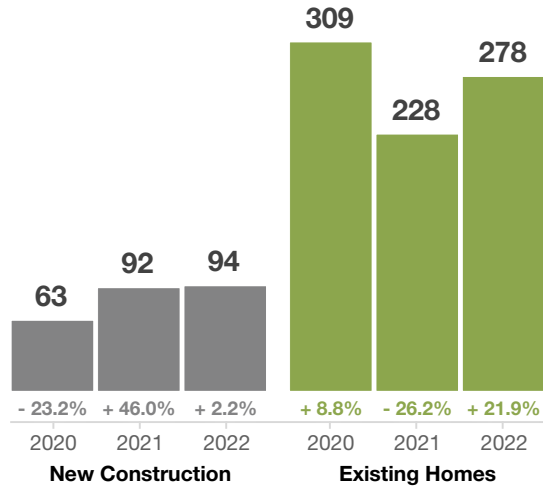
# Pending Sales

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

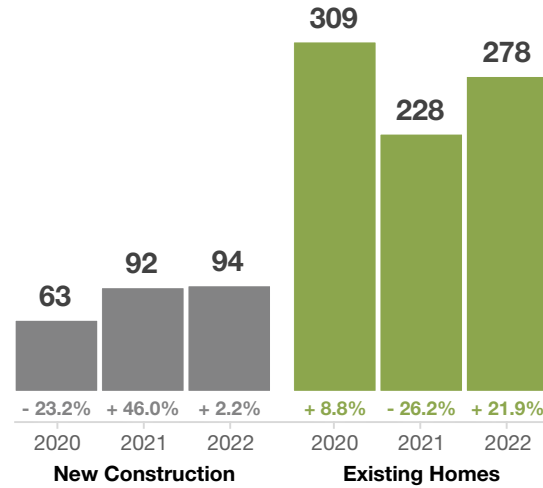


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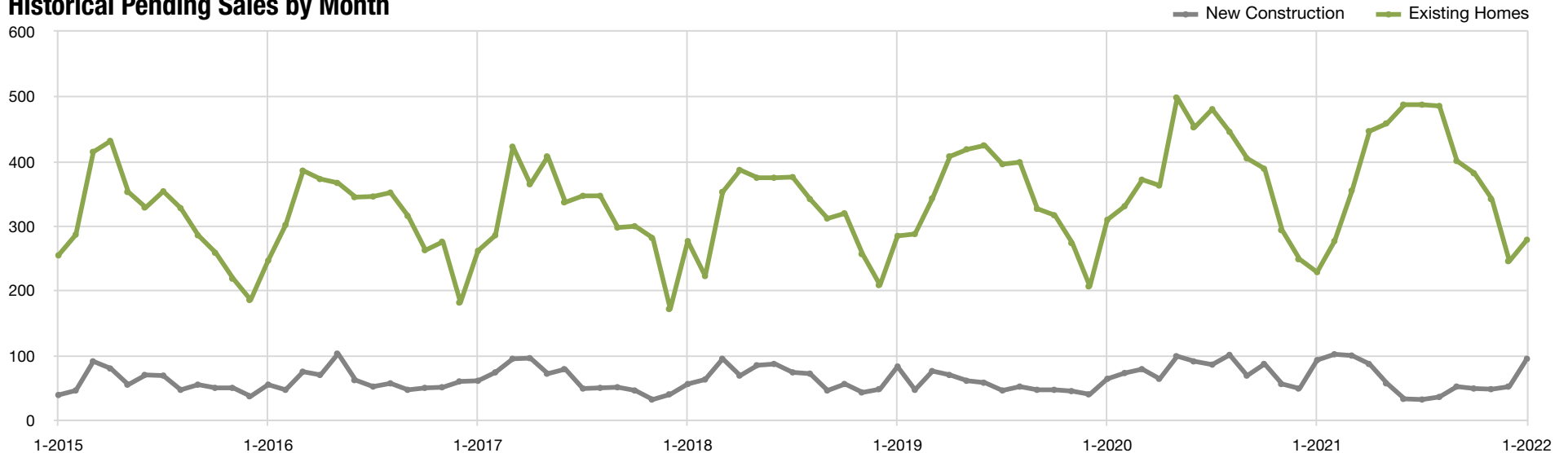


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	101	+ 40.3%	276	- 16.4%
Mar-2021	99	+ 26.9%	354	- 4.6%
Apr-2021	86	+ 36.5%	446	+ 23.2%
May-2021	56	- 42.9%	458	- 8.0%
Jun-2021	32	- 64.4%	487	+ 7.7%
Jul-2021	31	- 63.5%	487	+ 1.5%
Aug-2021	35	- 65.0%	485	+ 9.0%
Sep-2021	51	- 25.0%	400	- 1.0%
Oct-2021	48	- 44.2%	381	- 1.8%
Nov-2021	47	- 14.5%	341	+ 16.4%
Dec-2021	51	+ 6.3%	245	- 1.2%
<b>Jan-2022</b>	<b>94</b>	<b>+ 2.2%</b>	<b>278</b>	<b>+ 21.9%</b>
12-Month Avg	61	- 21.8%	387	+ 3.2%

## Historical Pending Sales by Month



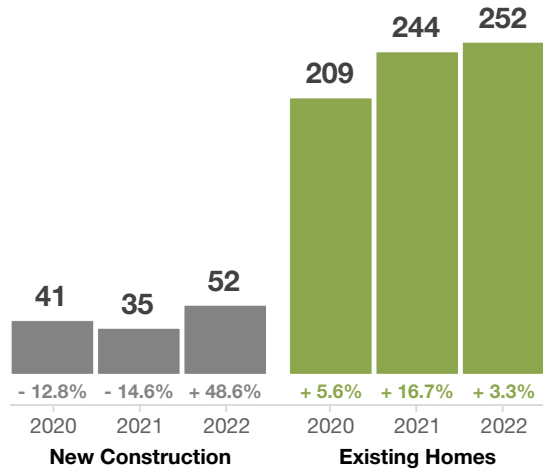
# Closed Sales

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

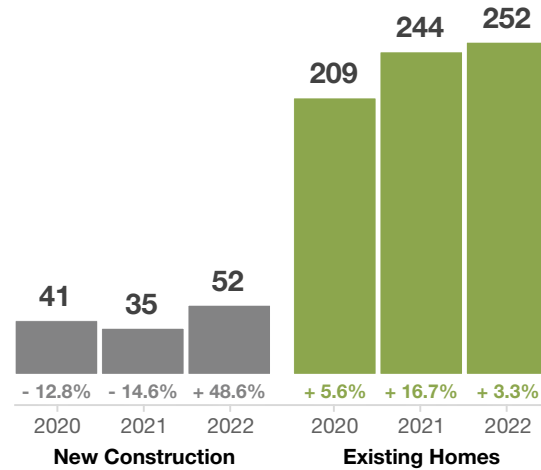


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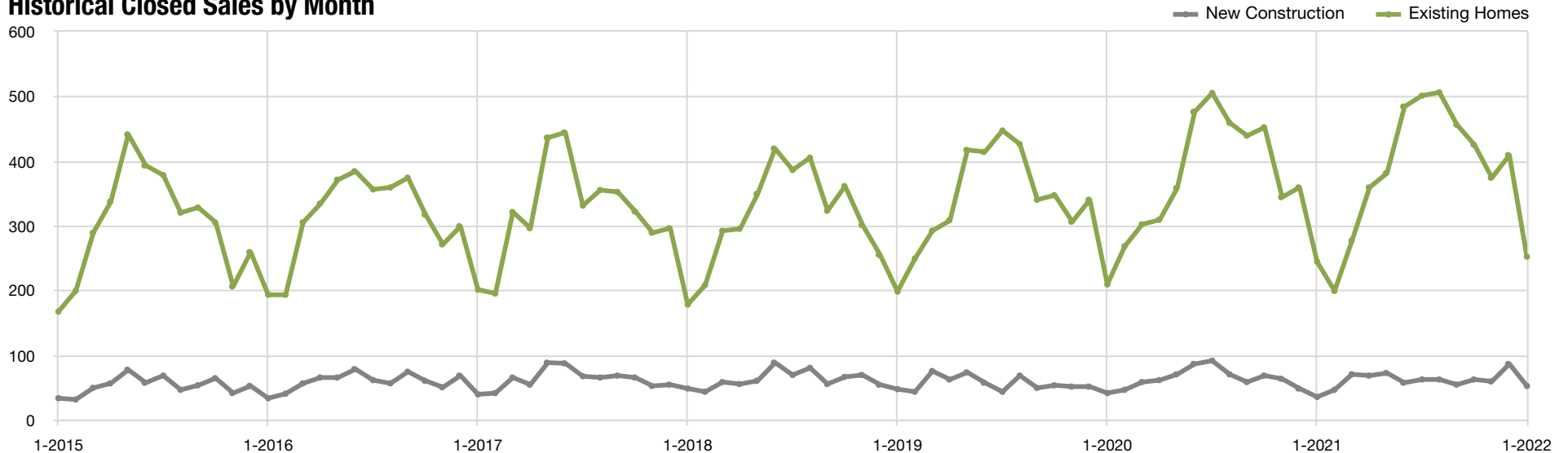


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	46	0.0%	199	-25.7%
Mar-2021	70	+20.7%	277	-8.3%
Apr-2021	68	+11.5%	359	+16.2%
May-2021	72	+2.9%	381	+6.4%
Jun-2021	57	-33.7%	484	+1.7%
Jul-2021	62	-31.9%	501	-0.8%
Aug-2021	62	-11.4%	506	+10.2%
Sep-2021	54	-6.9%	456	+3.9%
Oct-2021	62	-8.8%	425	-6.0%
Nov-2021	59	-6.3%	374	+8.7%
Dec-2021	86	+79.2%	409	+13.9%
<b>Jan-2022</b>	<b>52</b>	<b>+48.6%</b>	<b>252</b>	<b>+3.3%</b>
12-Month Avg	63	0.0%	385	+2.4%

## Historical Closed Sales by Month



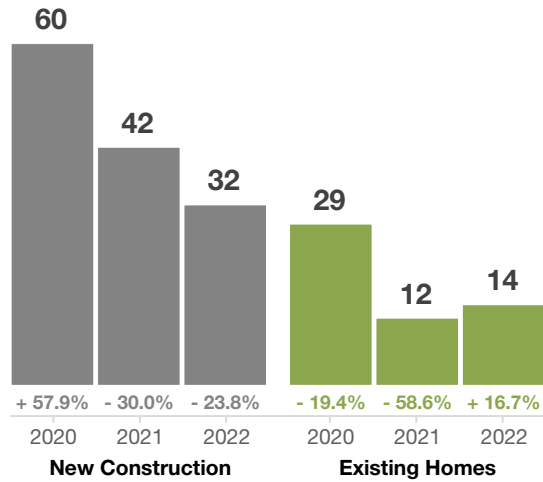
# Days on Market Until Sale

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

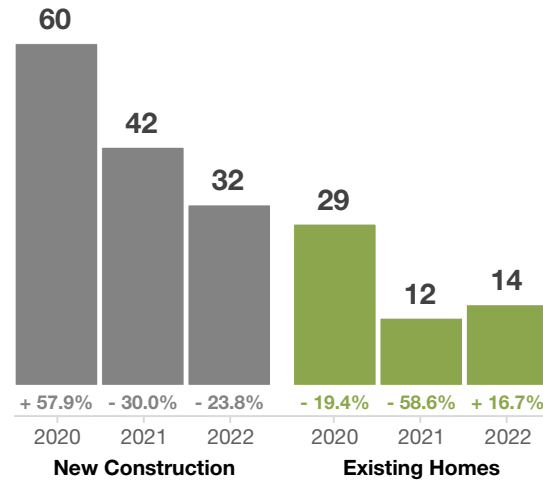


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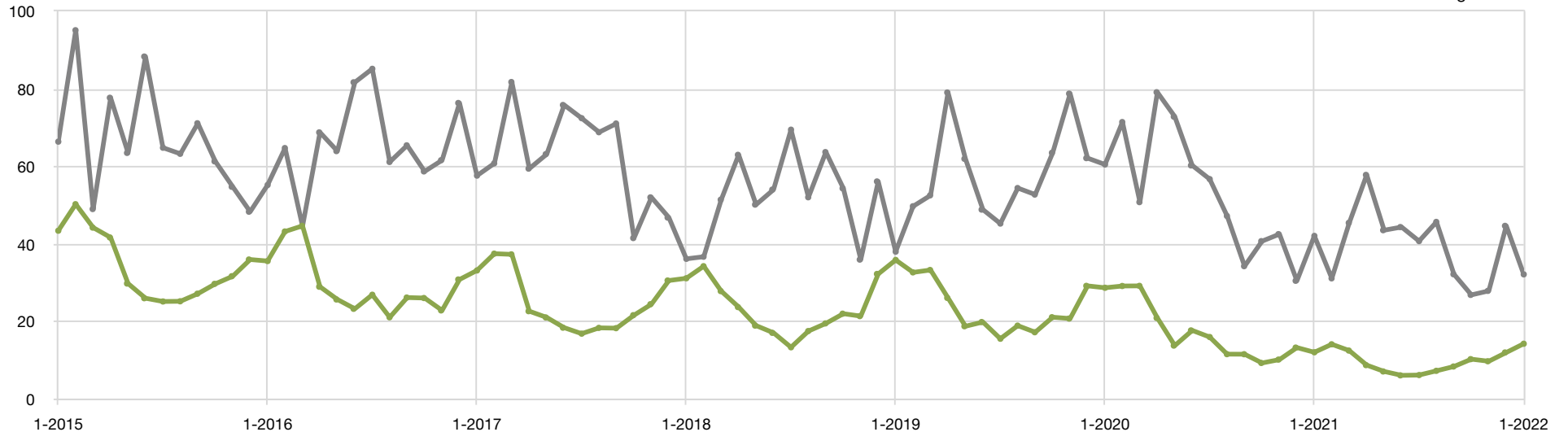
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	31	- 56.3%	14	- 51.7%
Mar-2021	45	- 11.8%	12	- 58.6%
Apr-2021	58	- 26.6%	9	- 57.1%
May-2021	43	- 41.1%	7	- 50.0%
Jun-2021	44	- 26.7%	6	- 66.7%
Jul-2021	41	- 28.1%	6	- 62.5%
Aug-2021	46	- 2.1%	7	- 36.4%
Sep-2021	32	- 5.9%	8	- 27.3%
Oct-2021	27	- 34.1%	10	+ 11.1%
Nov-2021	28	- 33.3%	10	0.0%
Dec-2021	45	+ 50.0%	12	- 7.7%
<b>Jan-2022</b>	<b>32</b>	<b>- 23.8%</b>	<b>14</b>	<b>+ 16.7%</b>
12-Month Avg*	40	- 24.7%	9	- 41.7%

\* Days on Market for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



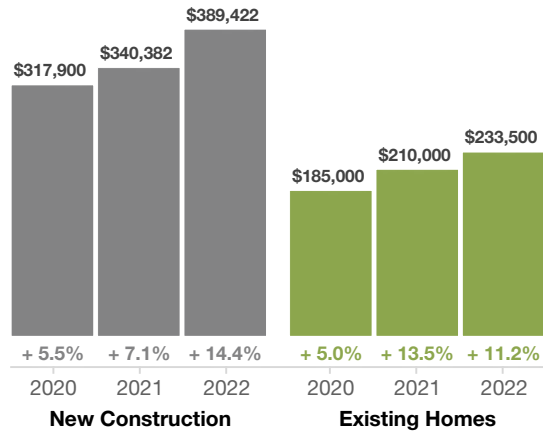
# Median Closed Price

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

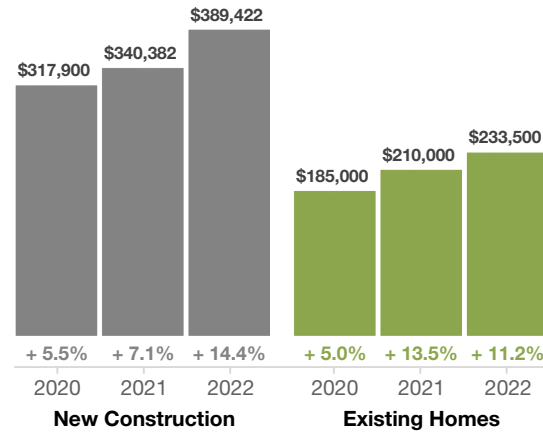


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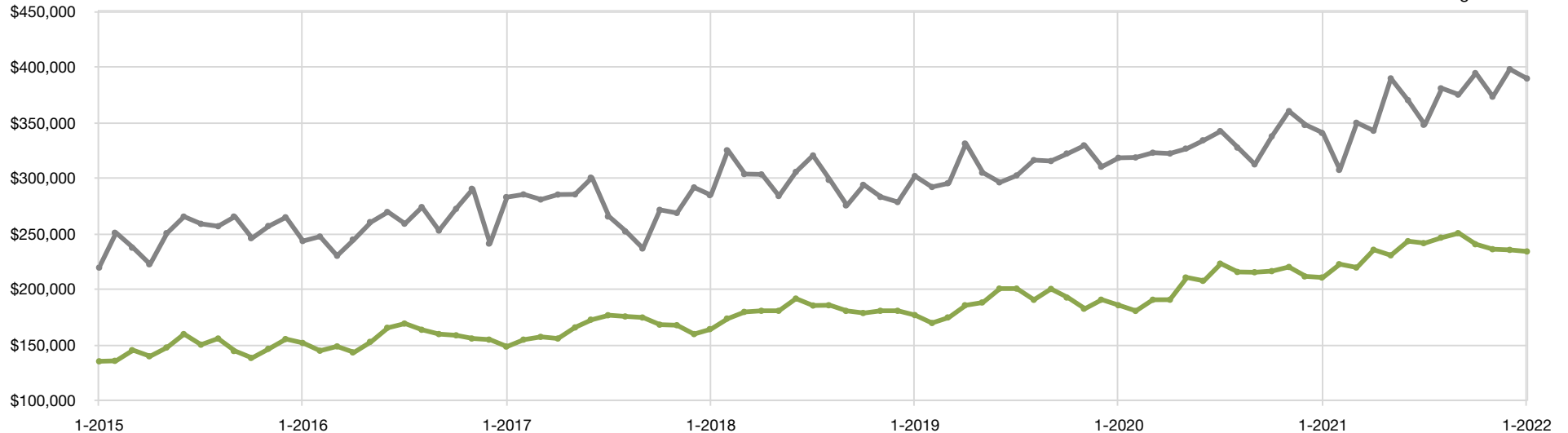
## Year to Date



Month	Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021		\$307,016	- 3.5%	\$222,000	+ 23.4%
Mar-2021		\$349,489	+ 8.4%	\$219,000	+ 15.3%
Apr-2021		\$342,311	+ 6.4%	\$235,000	+ 23.7%
May-2021		\$389,475	+ 19.4%	\$230,000	+ 9.5%
Jun-2021		\$369,900	+ 10.8%	\$242,750	+ 17.3%
Jul-2021		\$347,669	+ 1.7%	\$241,000	+ 8.3%
Aug-2021		\$380,535	+ 16.3%	\$245,950	+ 14.4%
Sep-2021		\$374,876	+ 20.2%	\$250,000	+ 16.4%
Oct-2021		\$394,238	+ 16.9%	\$240,000	+ 11.2%
Nov-2021		\$373,000	+ 3.6%	\$235,500	+ 7.3%
Dec-2021		\$397,805	+ 14.5%	\$234,900	+ 11.3%
<b>Jan-2022</b>		<b>\$389,422</b>	<b>+ 14.4%</b>	<b>\$233,500</b>	<b>+ 11.2%</b>
12-Month Avg*		\$368,357	+ 10.0%	\$237,500	+ 13.1%

\* Median Closed Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Median Closed Price by Month





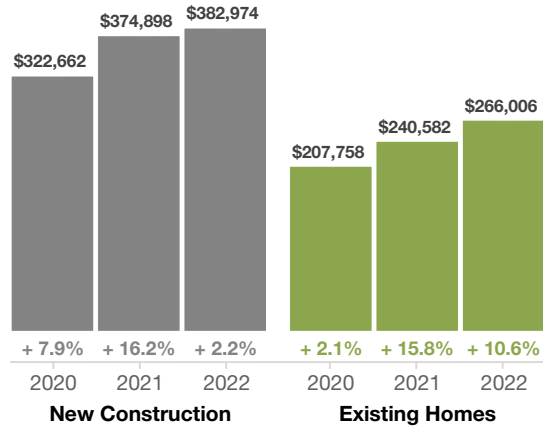
# Average Closed Price

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

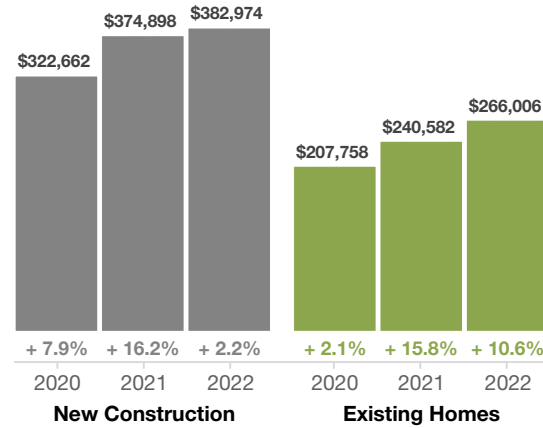


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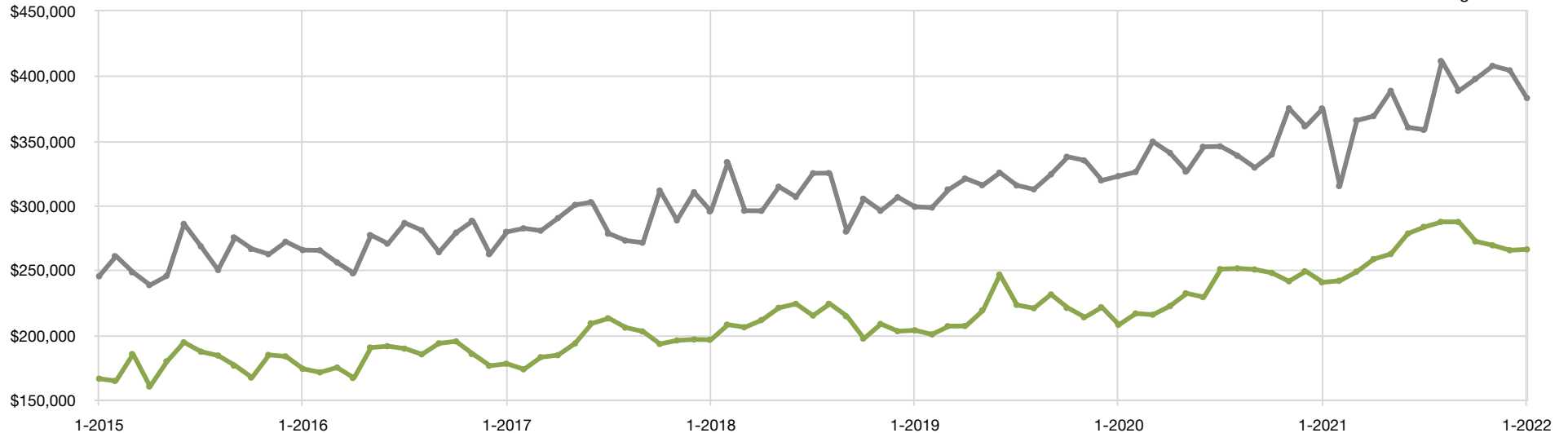
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	\$314,972	- 3.3%	\$241,791	+ 11.7%
Mar-2021	\$365,658	+ 4.7%	\$248,760	+ 15.4%
Apr-2021	\$369,020	+ 8.4%	\$258,513	+ 16.3%
May-2021	\$388,527	+ 19.1%	\$262,479	+ 13.1%
Jun-2021	\$360,278	+ 4.3%	\$278,261	+ 21.4%
Jul-2021	\$358,376	+ 3.7%	\$283,412	+ 13.0%
Aug-2021	\$411,548	+ 21.6%	\$287,280	+ 14.3%
Sep-2021	\$388,542	+ 18.0%	\$287,227	+ 14.7%
Oct-2021	\$397,797	+ 17.2%	\$272,192	+ 9.8%
Nov-2021	\$407,795	+ 8.7%	\$269,153	+ 11.5%
Dec-2021	\$404,308	+ 12.0%	\$265,357	+ 6.5%
<b>Jan-2022</b>	<b>\$382,974</b>	<b>+ 2.2%</b>	<b>\$266,006</b>	<b>+ 10.6%</b>
12-Month Avg*	\$381,084	+ 10.5%	\$271,417	+ 13.6%

\* Average Closed Price for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Average Closed Price by Month



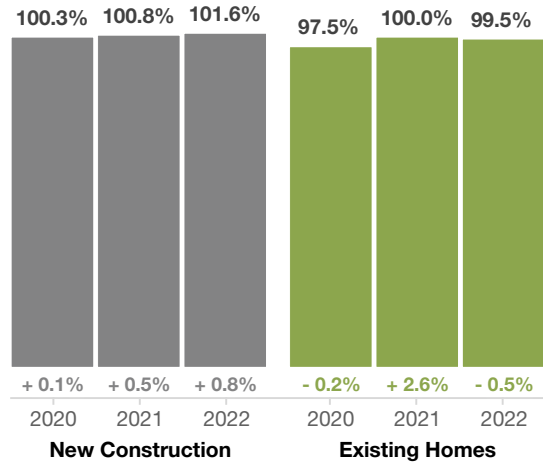
# Percent of List Price Received

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.

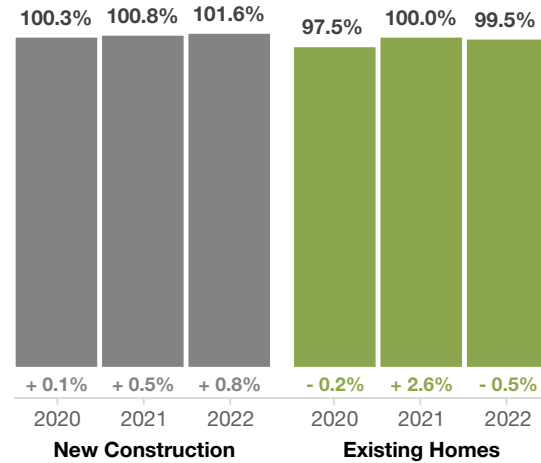


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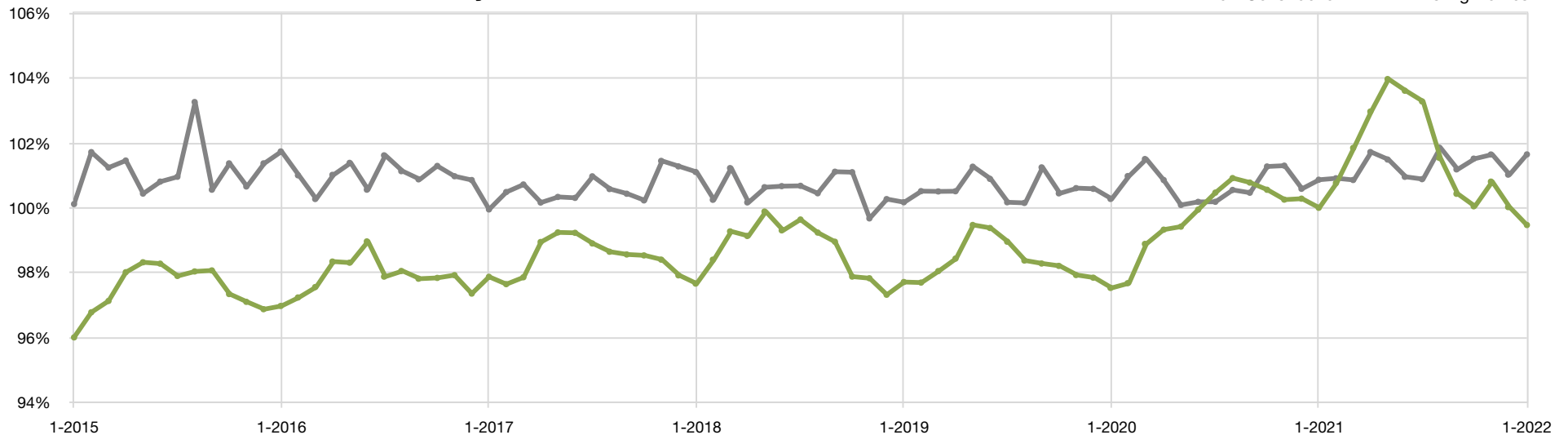
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	100.9%	- 0.1%	100.7%	+ 3.1%
Mar-2021	100.8%	- 0.7%	101.8%	+ 2.9%
Apr-2021	101.7%	+ 0.9%	103.0%	+ 3.7%
May-2021	101.5%	+ 1.4%	104.0%	+ 4.6%
Jun-2021	100.9%	+ 0.7%	103.6%	+ 3.7%
Jul-2021	100.9%	+ 0.7%	103.3%	+ 2.8%
Aug-2021	101.8%	+ 1.3%	101.5%	+ 0.6%
Sep-2021	101.2%	+ 0.8%	100.4%	- 0.4%
Oct-2021	101.5%	+ 0.2%	100.0%	- 0.5%
Nov-2021	101.6%	+ 0.3%	100.8%	+ 0.6%
Dec-2021	101.0%	+ 0.4%	100.0%	- 0.3%
<b>Jan-2022</b>	<b>101.6%</b>	<b>+ 0.8%</b>	<b>99.5%</b>	<b>- 0.5%</b>
12-Month Avg*	101.3%	+ 0.6%	101.7%	+ 1.7%

\* Pct. of List Price Received for all properties from February 2021 through January 2022. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



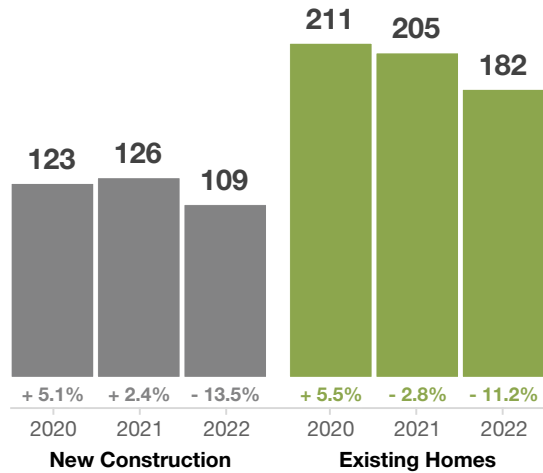
# Housing Affordability Index

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.

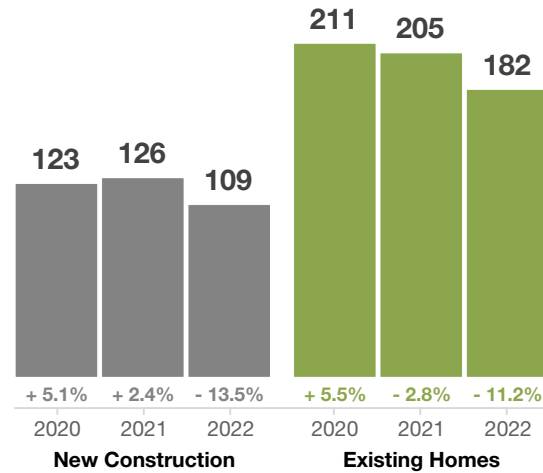


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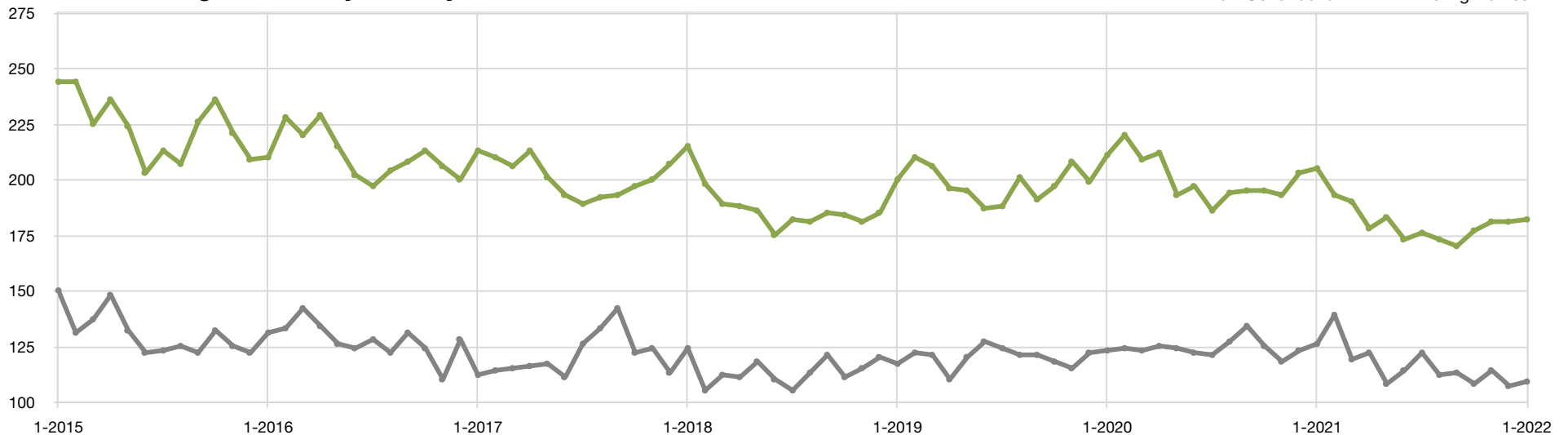


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	139	+ 12.1%	193	- 12.3%
Mar-2021	119	- 3.3%	190	- 9.1%
Apr-2021	122	- 2.4%	178	- 16.0%
May-2021	108	- 12.9%	183	- 5.2%
Jun-2021	114	- 6.6%	173	- 12.2%
Jul-2021	122	+ 0.8%	176	- 5.4%
Aug-2021	112	- 11.8%	173	- 10.8%
Sep-2021	113	- 15.7%	170	- 12.8%
Oct-2021	108	- 13.6%	177	- 9.2%
Nov-2021	114	- 3.4%	181	- 6.2%
Dec-2021	107	- 13.0%	181	- 10.8%
<b>Jan-2022</b>	<b>109</b>	<b>- 13.5%</b>	<b>182</b>	<b>- 11.2%</b>
12-Month Avg	116	- 6.5%	180	- 10.0%

## Historical Housing Affordability Index by Month



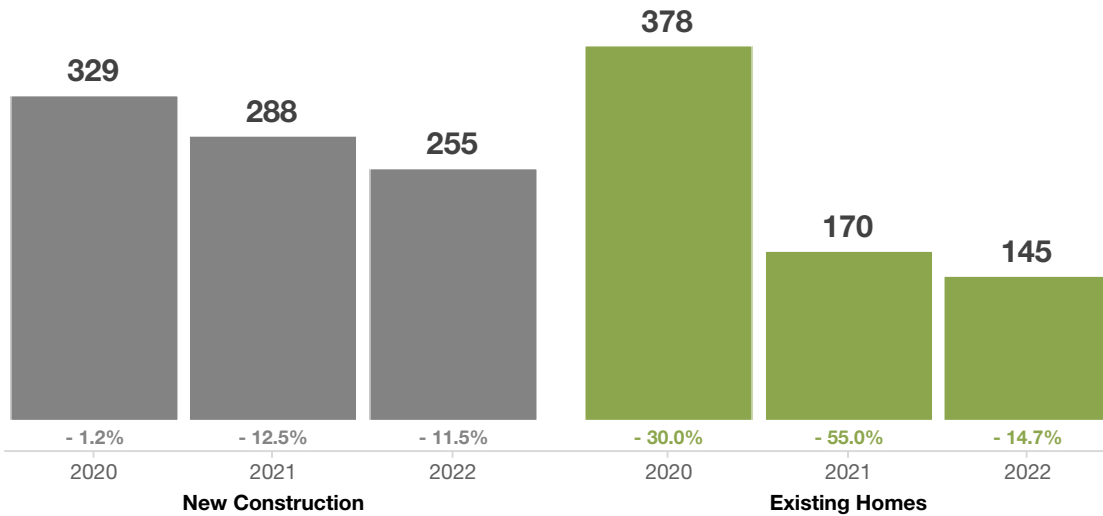
# Inventory of Homes for Sale

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



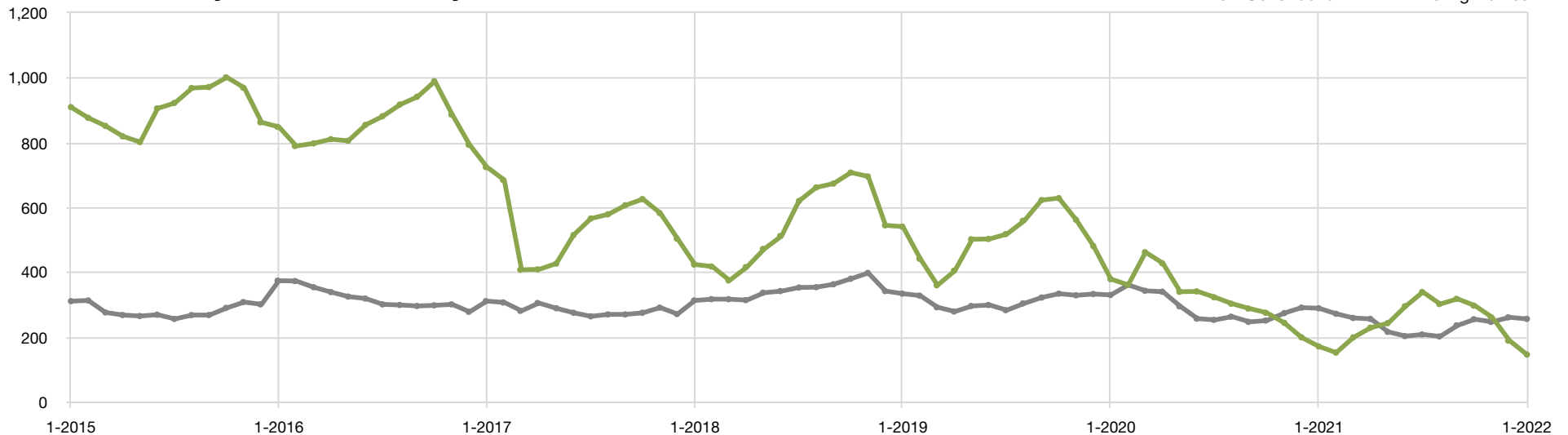
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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2021	271	- 24.7%	151	- 58.1%
Mar-2021	258	- 24.6%	198	- 57.0%
Apr-2021	255	- 24.8%	228	- 46.6%
May-2021	215	- 26.9%	242	- 28.6%
Jun-2021	202	- 21.1%	294	- 13.5%
Jul-2021	207	- 17.9%	338	+ 5.0%
Aug-2021	201	- 23.3%	301	- 0.3%
Sep-2021	235	- 4.5%	317	+ 10.5%
Oct-2021	254	+ 1.6%	296	+ 8.0%
Nov-2021	246	- 9.9%	260	+ 7.0%
Dec-2021	260	- 10.3%	188	- 5.1%
<b>Jan-2022</b>	<b>255</b>	<b>- 11.5%</b>	<b>145</b>	<b>- 14.7%</b>
12-Month Avg	238	- 17.4%	247	- 20.3%

## Historical Inventory of Homes for Sale by Month



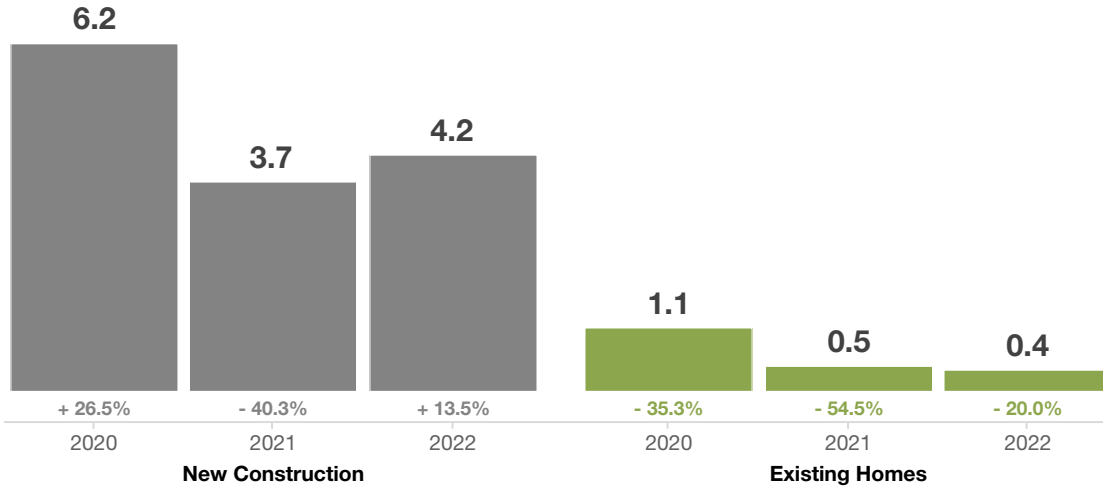
# Months Supply of Inventory

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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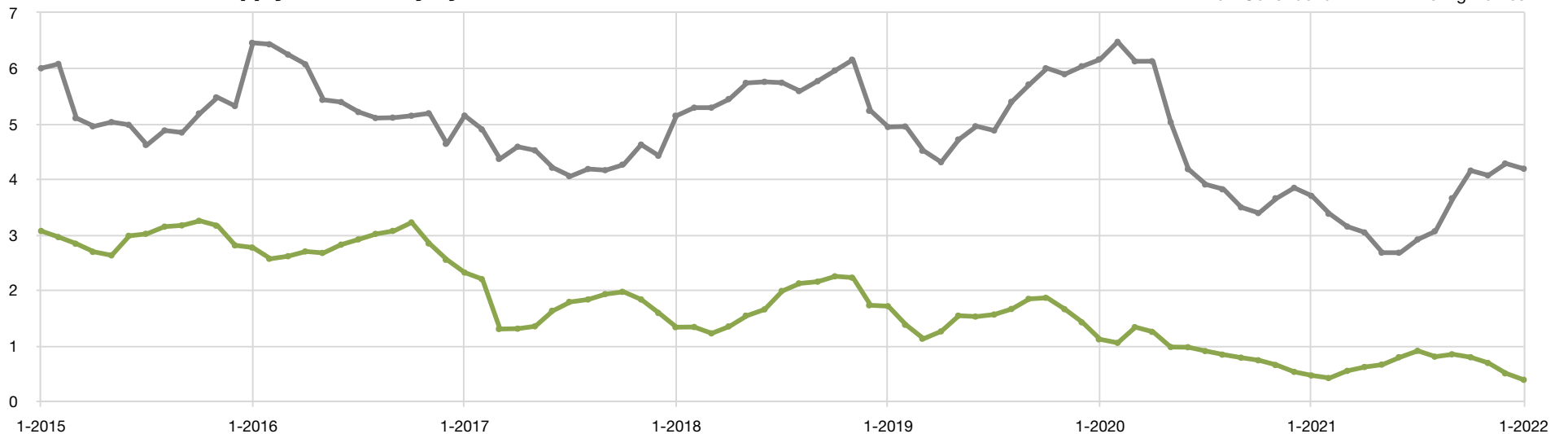
## January



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	2.7	- 46.0%	0.6	- 40.0%
Jun-2021	2.7	- 35.7%	0.8	- 20.0%
Jul-2021	2.9	- 25.6%	0.9	0.0%
Aug-2021	3.1	- 18.4%	0.8	0.0%
Sep-2021	3.7	+ 5.7%	0.8	0.0%
Oct-2021	4.2	+ 23.5%	0.8	+ 14.3%
Nov-2021	4.1	+ 10.8%	0.7	+ 16.7%
Dec-2021	4.3	+ 13.2%	0.5	0.0%
<b>Jan-2022</b>	<b>4.2</b>	<b>+ 13.5%</b>	<b>0.4</b>	<b>- 20.0%</b>
12-Month Avg*	3.4	- 23.3%	0.7	- 24.5%

\* Months Supply for all properties from February 2021 through January 2022. 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	1-2021	1-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		402	<b>416</b>	+ 3.5%	402	<b>416</b>	+ 3.5%
<b>Pending Sales</b>		320	<b>372</b>	+ 16.3%	320	<b>372</b>	+ 16.3%
<b>Closed Sales</b>		279	<b>304</b>	+ 9.0%	279	<b>304</b>	+ 9.0%
<b>Days on Market Until Sale</b>		16	<b>17</b>	+ 6.3%	16	<b>17</b>	+ 6.3%
<b>Median Closed Price</b>		\$224,900	<b>\$258,975</b>	+ 15.2%	\$224,900	<b>\$258,975</b>	+ 15.2%
<b>Average Closed Price</b>		\$257,432	<b>\$286,013</b>	+ 11.1%	\$257,432	<b>\$286,013</b>	+ 11.1%
<b>Percent of List Price Received</b>		100.1%	<b>99.8%</b>	- 0.3%	100.1%	<b>99.8%</b>	- 0.3%
<b>Housing Affordability Index</b>		191	<b>164</b>	- 14.1%	191	<b>164</b>	- 14.1%
<b>Inventory of Homes for Sale</b>		458	<b>400</b>	- 12.7%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>0.9</b>	- 10.0%	—	—	—