

# Monthly Indicators

Lincoln Area Region



## February 2022

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

New Listings decreased 32.8 percent for New Construction but increased 14.9 percent for Existing Homes. Pending Sales decreased 28.7 percent for New Construction but increased 2.9 percent for Existing Homes. Inventory decreased 8.1 percent for New Construction but increased 12.6 percent for Existing Homes.

Median Closed Price increased 30.0 percent for New Construction and 2.9 percent for Existing Homes. Days on Market increased 64.5 percent for New Construction but decreased 14.3 percent for Existing Homes. Months Supply of Inventory increased 26.5 percent for New Construction but remained flat for Existing Homes.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

## Quick Facts

**+ 23.7%**

Change in  
**Closed Sales**  
All Properties

**+ 13.7%**

Change in  
**Median Closed Price**  
All Properties

**- 0.7%**

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	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		128	<b>86</b>	- 32.8%	265	<b>209</b>	- 21.1%
<b>Pending Sales</b>		101	<b>72</b>	- 28.7%	193	<b>167</b>	- 13.5%
<b>Closed Sales</b>		46	<b>74</b>	+ 60.9%	81	<b>128</b>	+ 58.0%
<b>Days on Market Until Sale</b>		31	<b>51</b>	+ 64.5%	36	<b>42</b>	+ 16.7%
<b>Median Closed Price</b>		\$307,016	<b>\$399,057</b>	+ 30.0%	\$323,175	<b>\$394,627</b>	+ 22.1%
<b>Average Closed Price</b>		\$314,972	<b>\$438,243</b>	+ 39.1%	\$340,866	<b>\$414,602</b>	+ 21.6%
<b>Percent of List Price Received</b>		100.9%	<b>102.0%</b>	+ 1.1%	100.9%	<b>101.8%</b>	+ 0.9%
<b>Housing Affordability Index</b>		139	<b>107</b>	- 23.0%	132	<b>108</b>	- 18.2%
<b>Inventory of Homes for Sale</b>		272	<b>250</b>	- 8.1%	—	—	—
<b>Months Supply of Inventory</b>		3.4	<b>4.3</b>	+ 26.5%	—	—	—

# 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	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		288	<b>331</b>	+ 14.9%	553	<b>639</b>	+ 15.6%
<b>Pending Sales</b>		276	<b>284</b>	+ 2.9%	504	<b>568</b>	+ 12.7%
<b>Closed Sales</b>		199	<b>229</b>	+ 15.1%	443	<b>485</b>	+ 9.5%
<b>Days on Market Until Sale</b>		14	<b>12</b>	- 14.3%	13	<b>13</b>	0.0%
<b>Median Closed Price</b>		\$222,000	<b>\$228,500</b>	+ 2.9%	\$215,000	<b>\$230,000</b>	+ 7.0%
<b>Average Closed Price</b>		\$241,791	<b>\$259,802</b>	+ 7.4%	\$241,125	<b>\$262,620</b>	+ 8.9%
<b>Percent of List Price Received</b>		100.7%	<b>100.7%</b>	0.0%	100.3%	<b>100.0%</b>	- 0.3%
<b>Housing Affordability Index</b>		193	<b>186</b>	- 3.6%	199	<b>185</b>	- 7.0%
<b>Inventory of Homes for Sale</b>		151	<b>170</b>	+ 12.6%	—	—	—
<b>Months Supply of Inventory</b>		0.4	<b>0.4</b>	0.0%	—	—	—

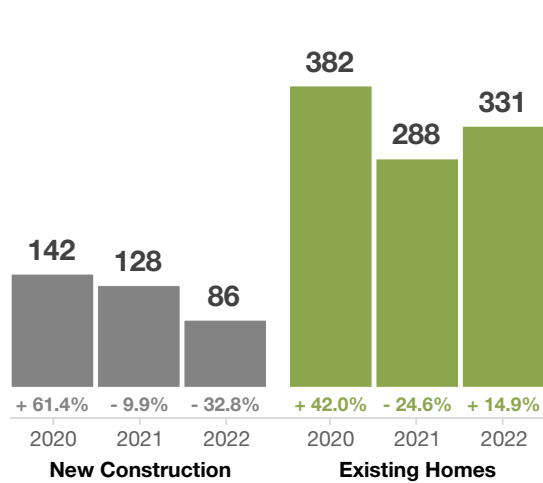
# New Listings

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

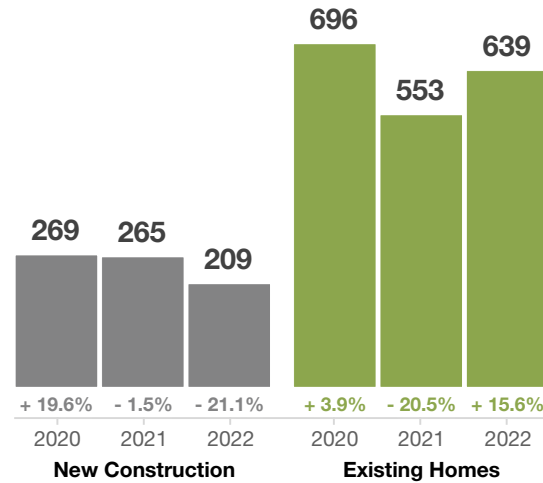


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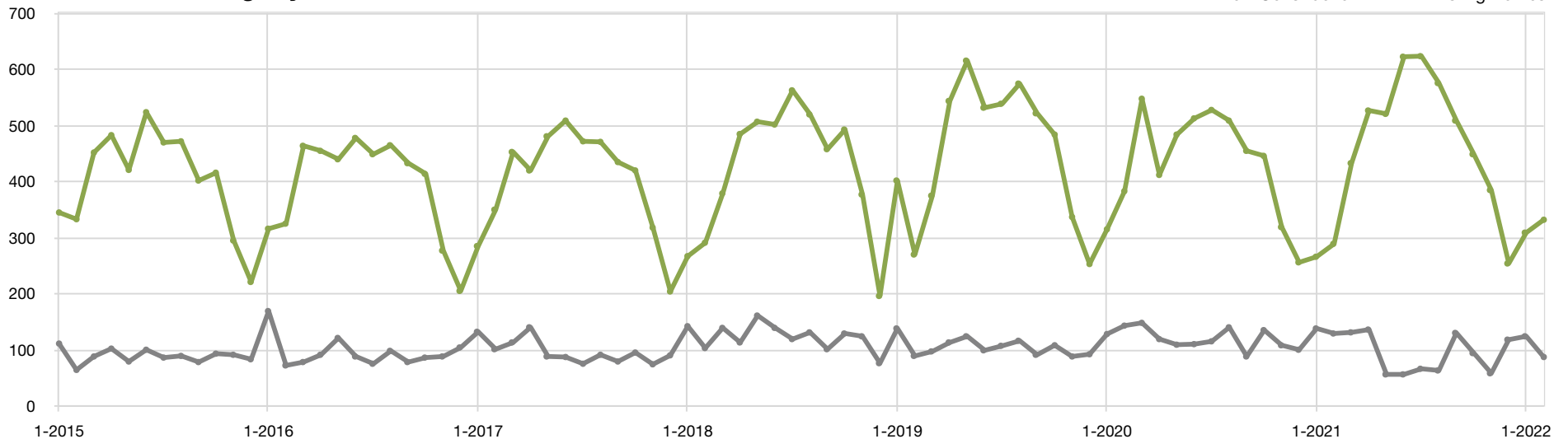


## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2021	130	- 11.6%	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	129	+ 48.3%	508	+ 11.9%
Oct-2021	93	- 30.6%	448	+ 0.7%
Nov-2021	57	- 46.7%	384	+ 20.8%
Dec-2021	117	+ 18.2%	253	- 0.8%
Jan-2022	123	- 10.2%	308	+ 16.2%
<b>Feb-2022</b>	<b>86</b>	<b>- 32.8%</b>	<b>331</b>	<b>+ 14.9%</b>
12-Month Avg	92	- 22.7%	461	+ 10.3%

## Historical New Listings by Month



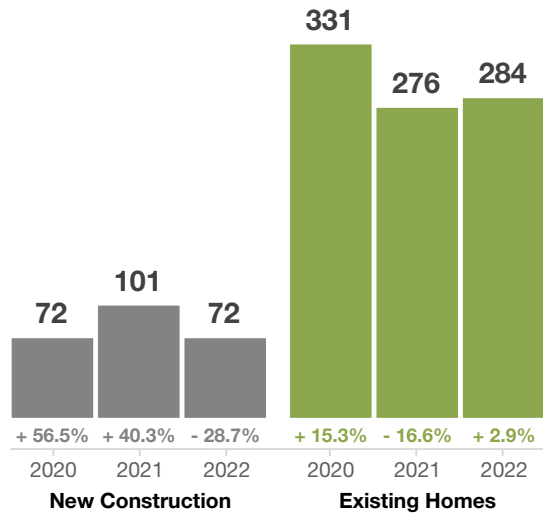
# Pending Sales

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

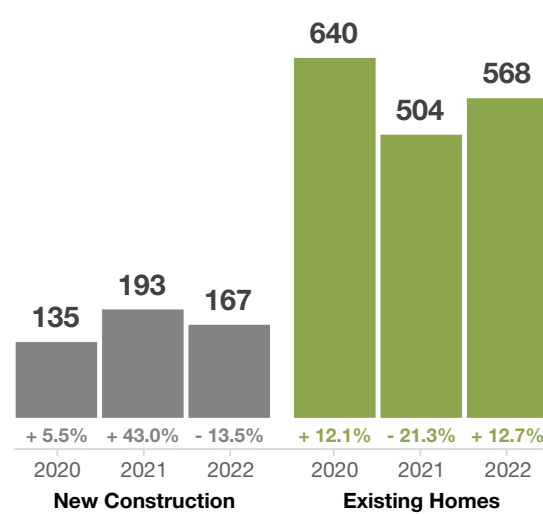


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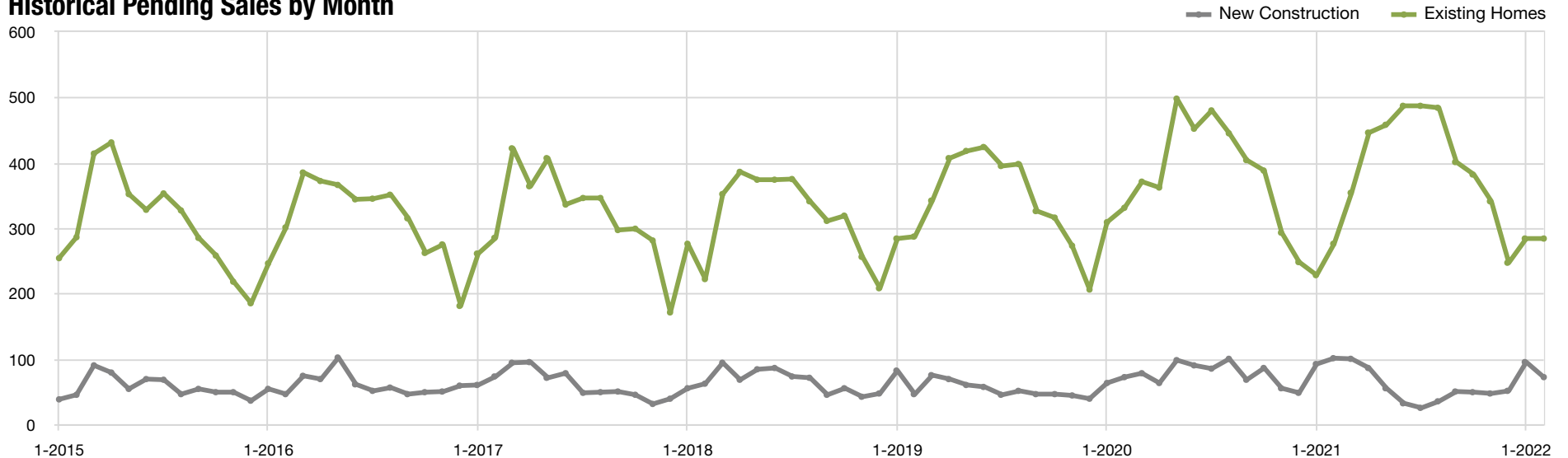


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2021	100	+ 28.2%	354	- 4.6%
Apr-2021	86	+ 36.5%	446	+ 23.2%
May-2021	55	- 43.9%	458	- 8.0%
Jun-2021	32	- 64.4%	487	+ 7.7%
Jul-2021	25	- 70.6%	487	+ 1.5%
Aug-2021	35	- 65.0%	484	+ 8.8%
Sep-2021	50	- 26.5%	401	- 0.7%
Oct-2021	49	- 43.0%	382	- 1.5%
Nov-2021	47	- 14.5%	341	+ 16.4%
Dec-2021	51	+ 6.3%	247	- 0.4%
Jan-2022	95	+ 3.3%	284	+ 24.6%
<b>Feb-2022</b>	<b>72</b>	<b>- 28.7%</b>	<b>284</b>	<b>+ 2.9%</b>
12-Month Avg	58	- 27.5%	388	+ 4.9%

## Historical Pending Sales by Month



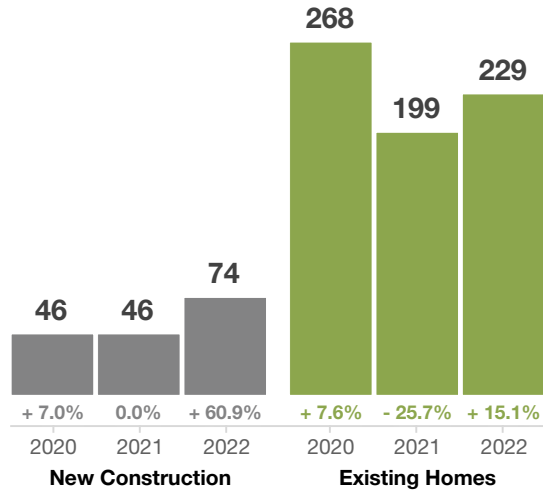
# Closed Sales

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

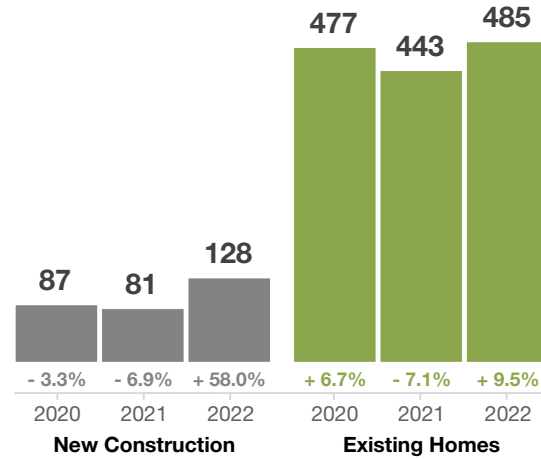


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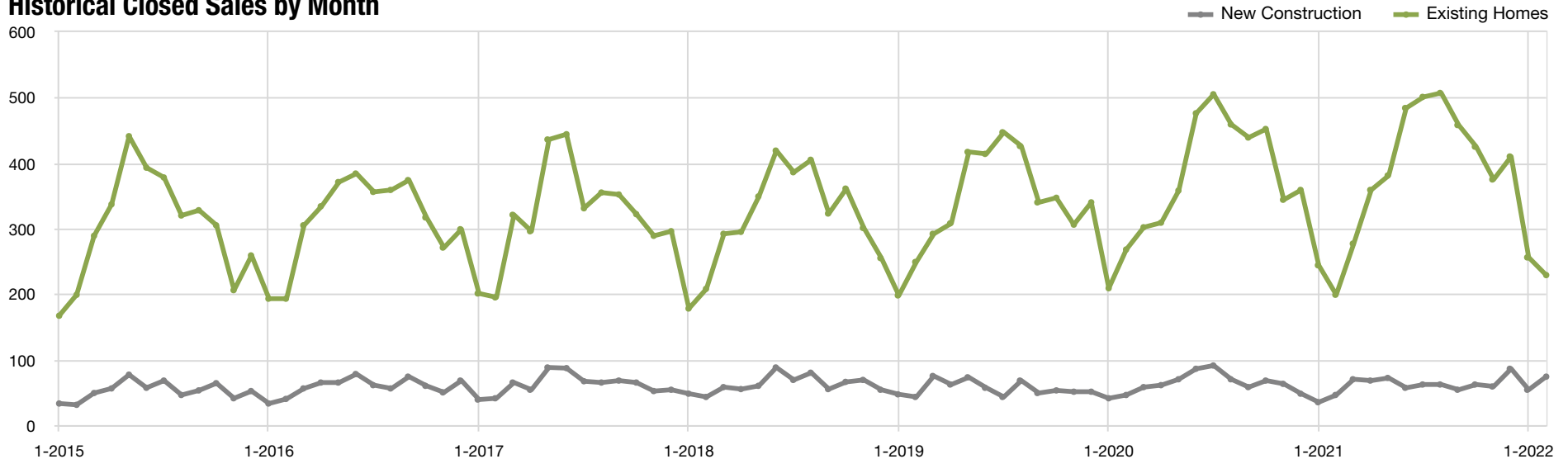


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	507	+ 10.5%
Sep-2021	54	- 6.9%	458	+ 4.3%
Oct-2021	62	- 8.8%	425	- 6.0%
Nov-2021	59	- 6.3%	375	+ 9.0%
Dec-2021	86	+ 79.2%	410	+ 14.2%
Jan-2022	54	+ 54.3%	256	+ 4.9%
<b>Feb-2022</b>	<b>74</b>	<b>+ 60.9%</b>	<b>229</b>	<b>+ 15.1%</b>
12-Month Avg	65	+ 3.2%	389	+ 4.9%

## Historical Closed Sales by Month



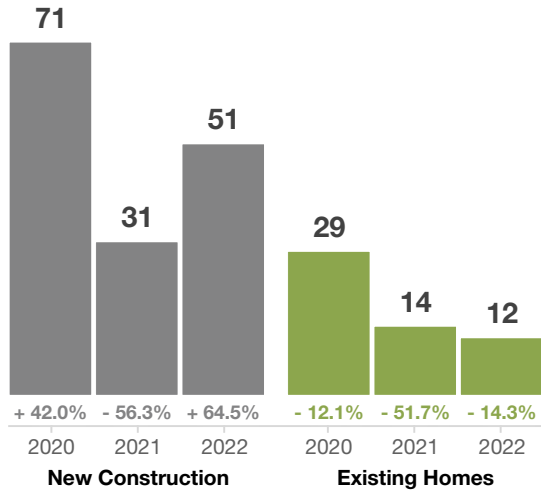
# Days on Market Until Sale

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

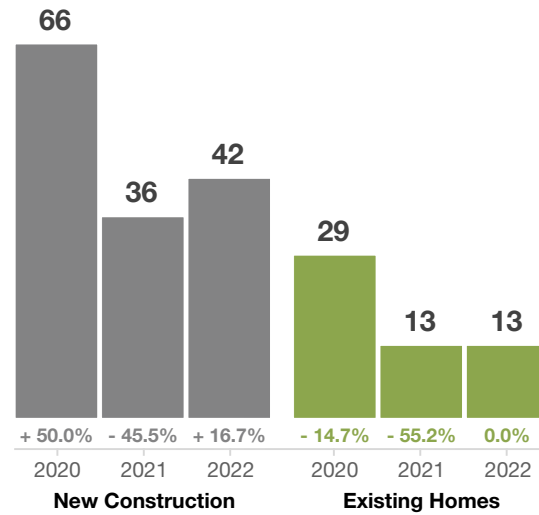


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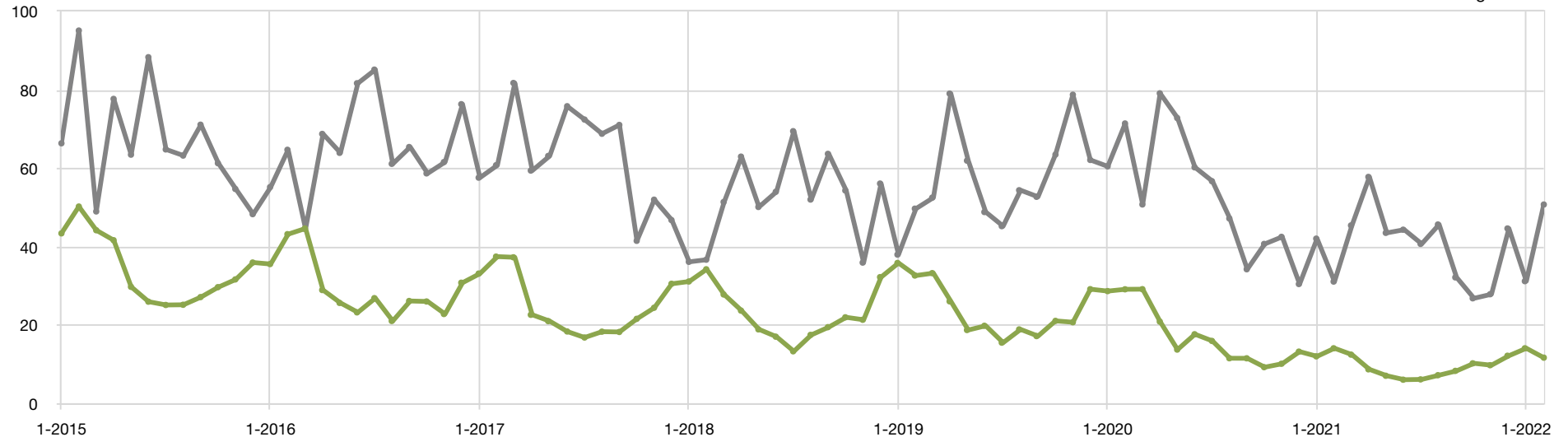
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Jan-2022	31	- 26.2%	14	+ 16.7%
<b>Feb-2022</b>	<b>51</b>	<b>+ 64.5%</b>	<b>12</b>	<b>- 14.3%</b>
12-Month Avg*	42	- 18.2%	9	- 38.6%

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

## Historical Days on Market Until Sale by Month



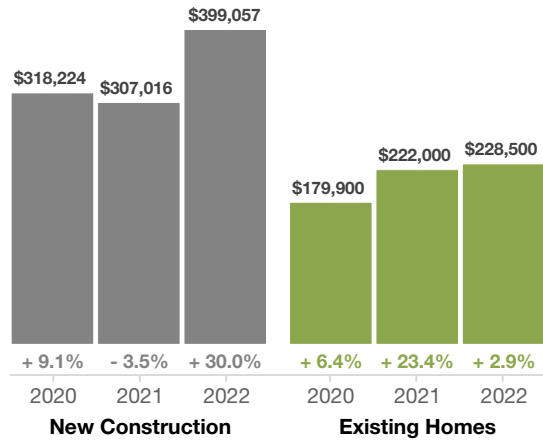
# Median Closed Price

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

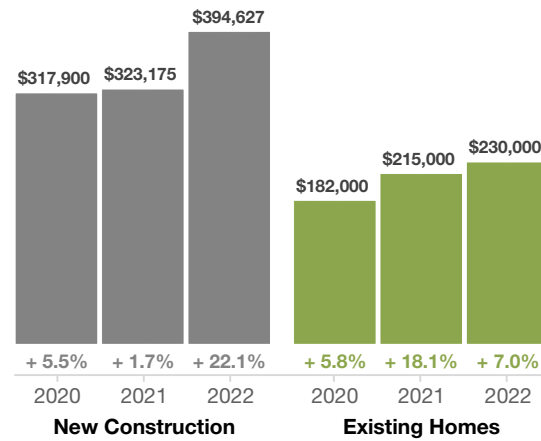


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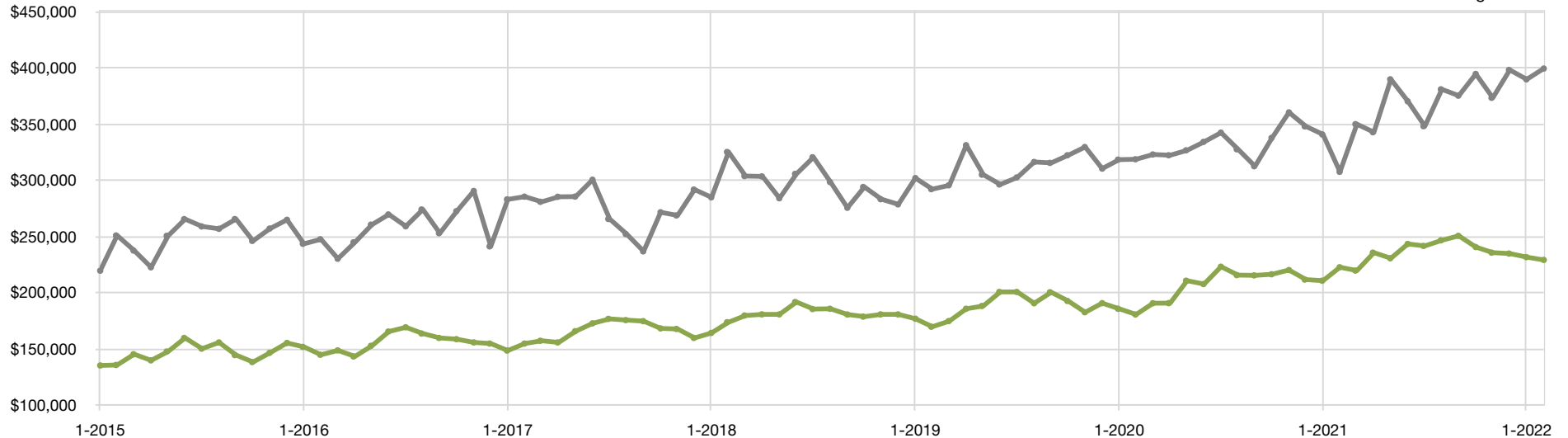
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$246,000	+ 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%	\$235,000	+ 7.1%
Dec-2021	\$397,805	+ 14.5%	\$234,200	+ 11.0%
Jan-2022	\$389,422	+ 14.4%	\$231,000	+ 10.0%
<b>Feb-2022</b>	<b>\$399,057</b>	<b>+ 30.0%</b>	<b>\$228,500</b>	<b>+ 2.9%</b>
12-Month Avg*	\$374,938	+ 12.2%	\$238,000	+ 12.8%

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

## Historical Median Closed Price by Month





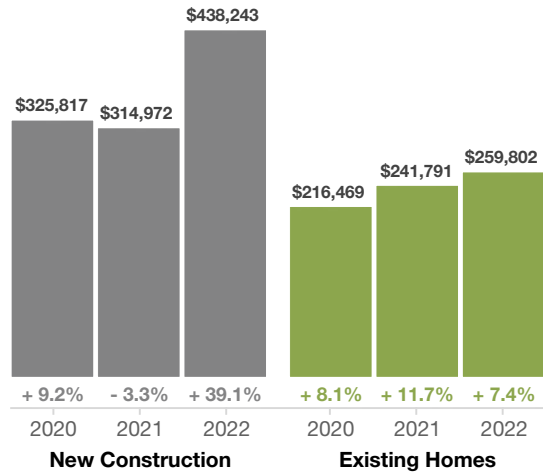
# Average Closed Price

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

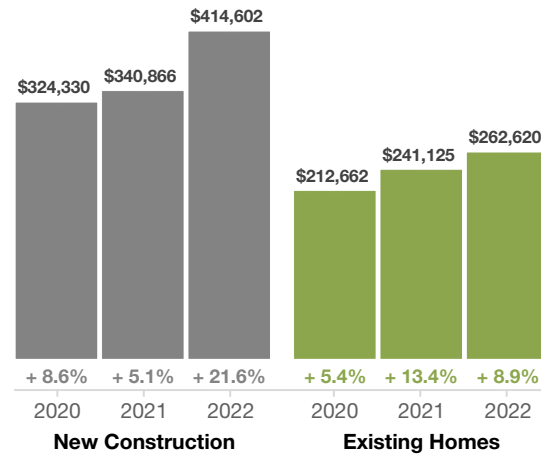


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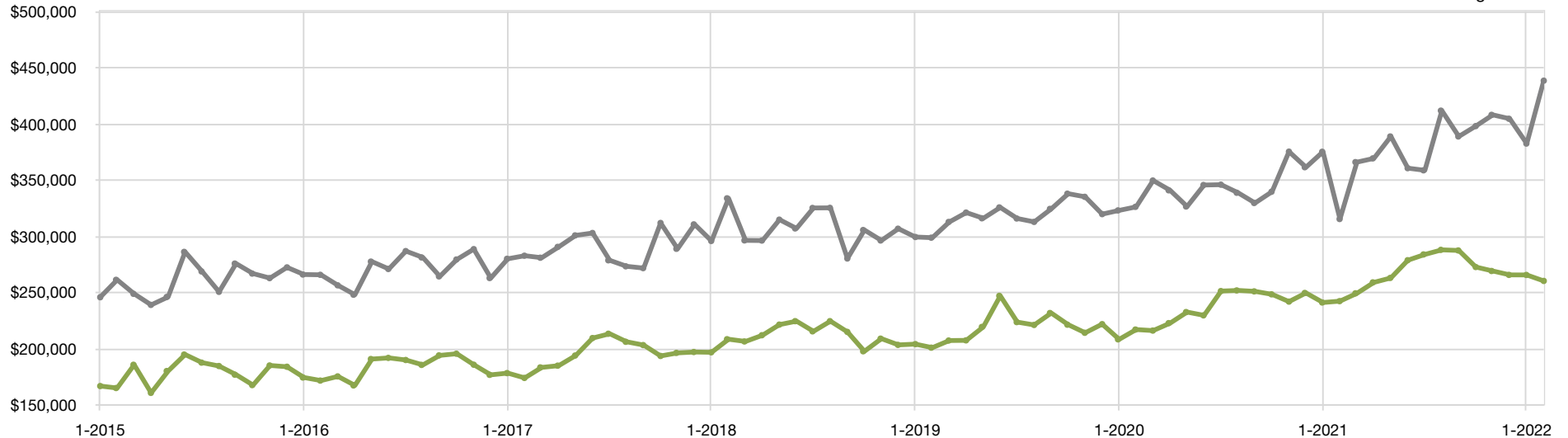
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$287,502	+ 14.4%
Sep-2021	\$388,542	+ 18.0%	\$286,951	+ 14.6%
Oct-2021	\$397,797	+ 17.2%	\$272,192	+ 9.8%
Nov-2021	\$407,795	+ 8.7%	\$268,656	+ 11.3%
Dec-2021	\$404,308	+ 12.0%	\$265,185	+ 6.5%
Jan-2022	\$382,206	+ 1.9%	\$265,140	+ 10.2%
<b>Feb-2022</b>	<b>\$438,243</b>	<b>+ 39.1%</b>	<b>\$259,802</b>	<b>+ 7.4%</b>
12-Month Avg*	\$390,357	+ 13.5%	\$272,009	+ 13.1%

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

## Historical Average Closed Price by Month



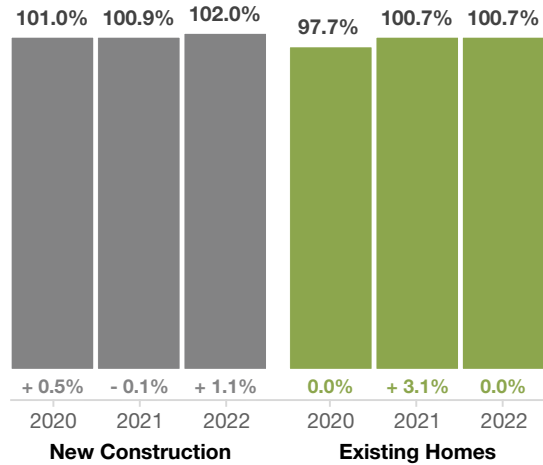
# Percent of List Price Received

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.

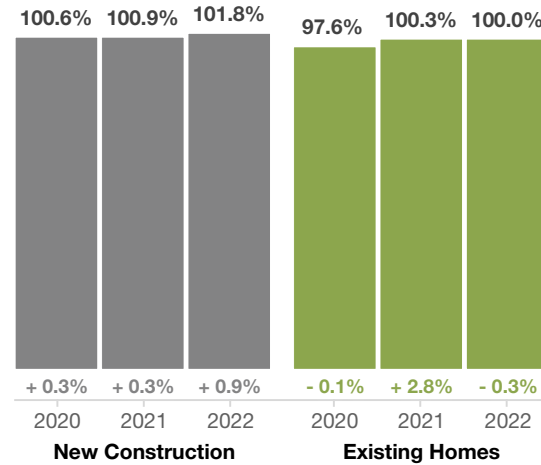


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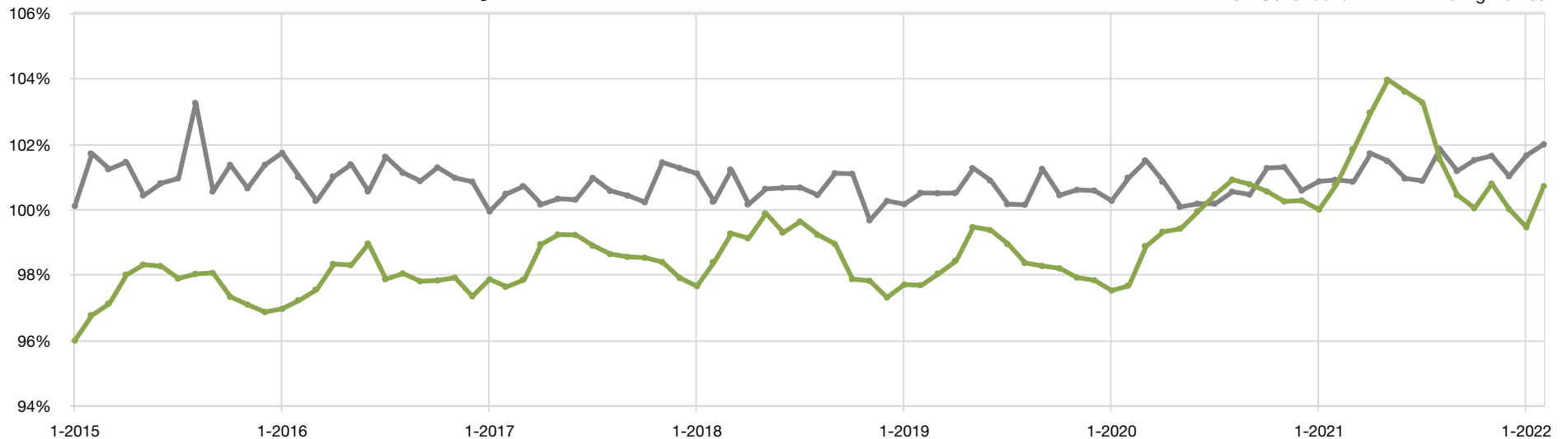
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Jan-2022	101.6%	+ 0.8%	99.4%	- 0.6%
<b>Feb-2022</b>	<b>102.0%</b>	<b>+ 1.1%</b>	<b>100.7%</b>	<b>0.0%</b>
12-Month Avg*	101.4%	+ 0.7%	101.7%	+ 1.5%

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

## Historical Percent of List Price Received by Month



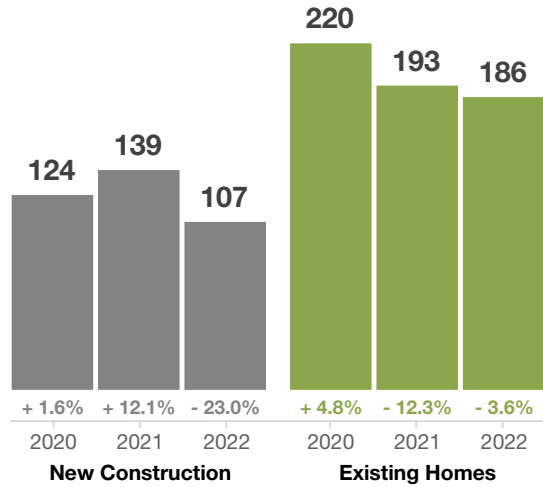
# Housing Affordability Index

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.

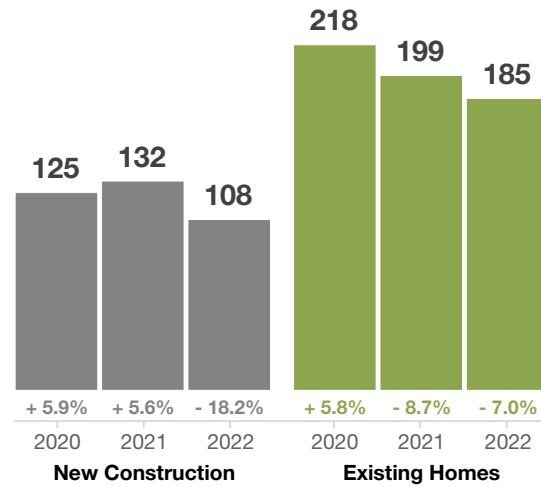


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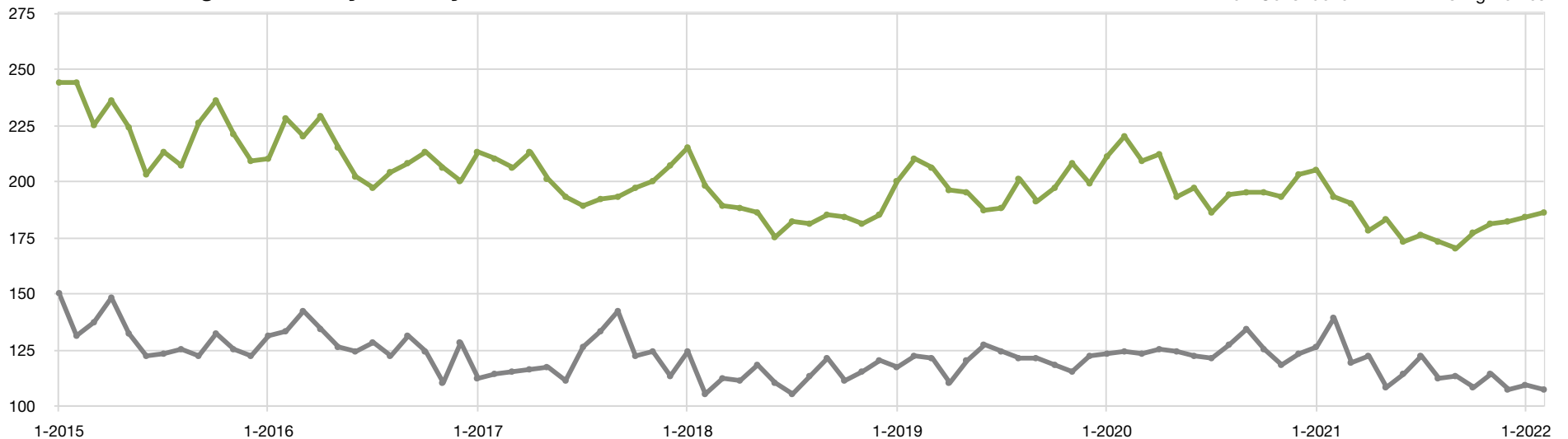


## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	182	- 10.3%
Jan-2022	109	- 13.5%	184	- 10.2%
<b>Feb-2022</b>	<b>107</b>	<b>- 23.0%</b>	<b>186</b>	<b>- 3.6%</b>
12-Month Avg	113	- 10.3%	179	- 9.6%

## Historical Housing Affordability Index by Month



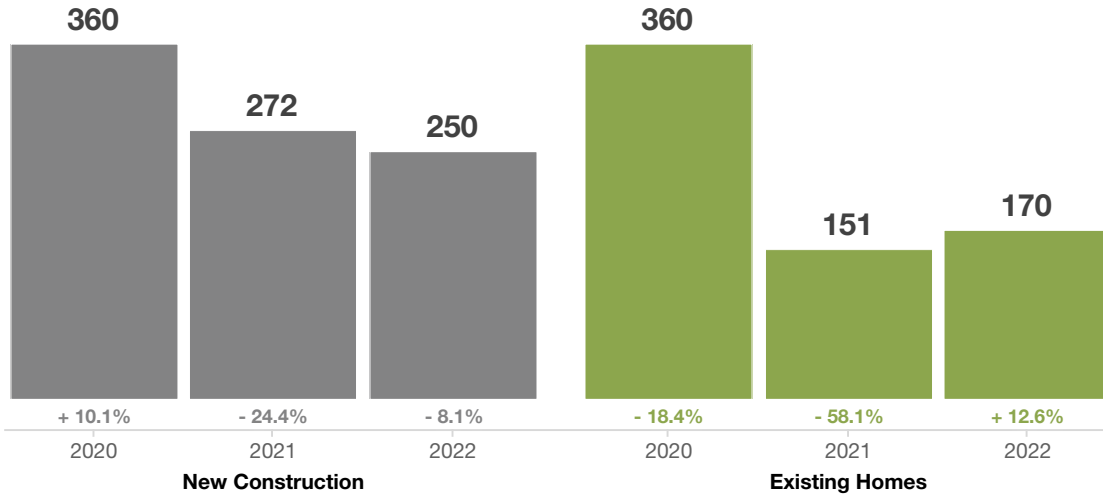
# Inventory of Homes for Sale

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



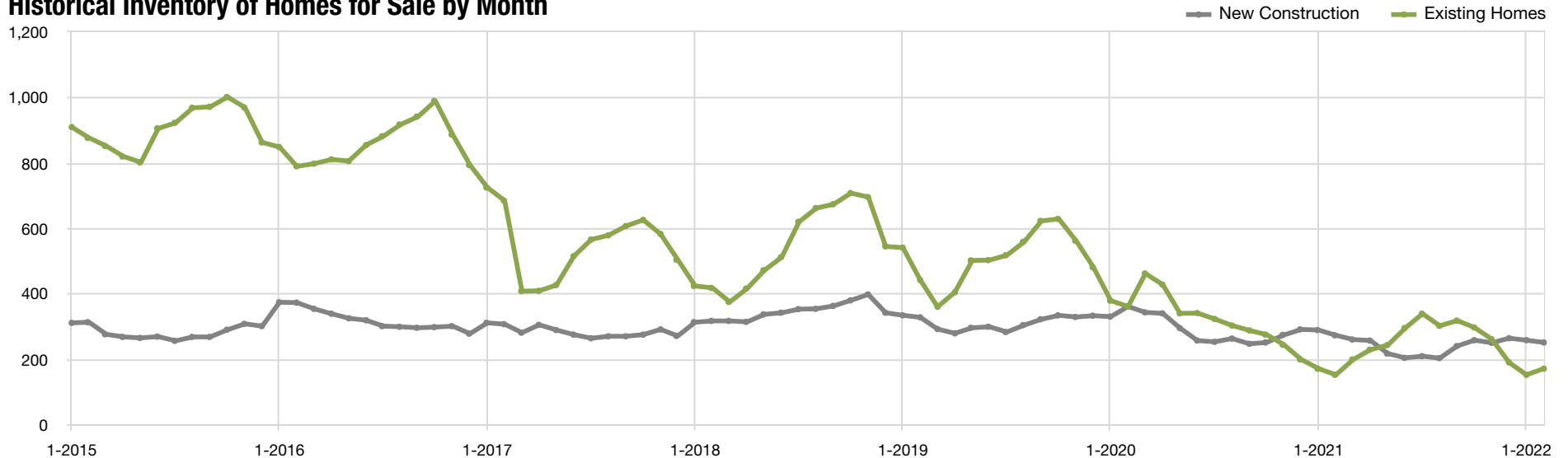
Lincoln Area Region

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Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2021	259	- 24.3%	198	- 57.0%
Apr-2021	256	- 24.5%	228	- 46.6%
May-2021	216	- 26.5%	242	- 28.6%
Jun-2021	203	- 20.7%	294	- 13.5%
Jul-2021	208	- 17.5%	338	+ 5.0%
Aug-2021	202	- 22.9%	301	- 0.3%
Sep-2021	239	- 2.8%	317	+ 10.5%
Oct-2021	257	+ 2.8%	296	+ 8.0%
Nov-2021	249	- 8.8%	260	+ 7.0%
Dec-2021	263	- 9.3%	189	- 4.5%
Jan-2022	257	- 10.8%	151	- 11.2%
<b>Feb-2022</b>	<b>250</b>	<b>- 8.1%</b>	<b>170</b>	<b>+ 12.6%</b>
12-Month Avg	238	- 15.0%	249	- 15.0%

## Historical Inventory of Homes for Sale by Month



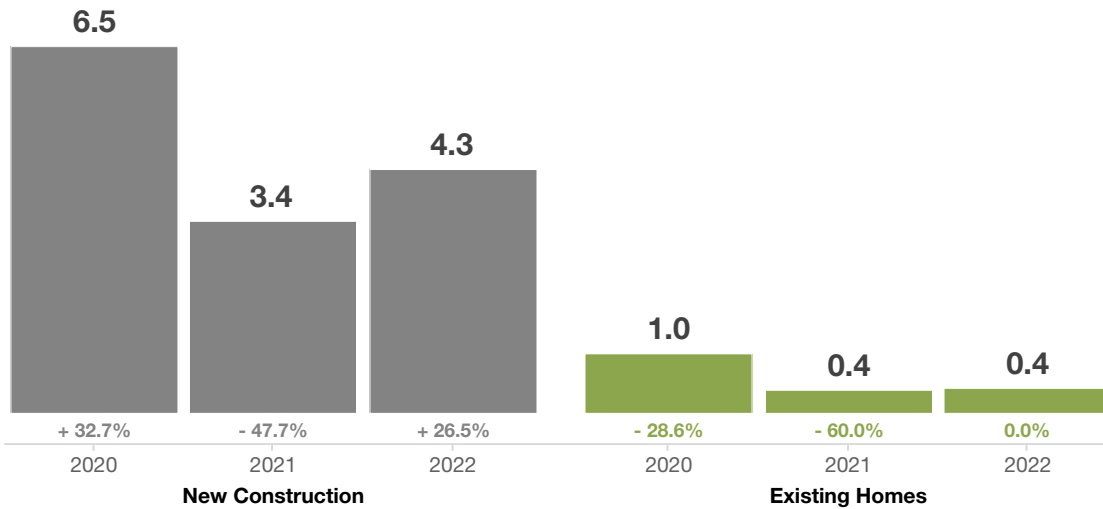
# Months Supply of Inventory

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.



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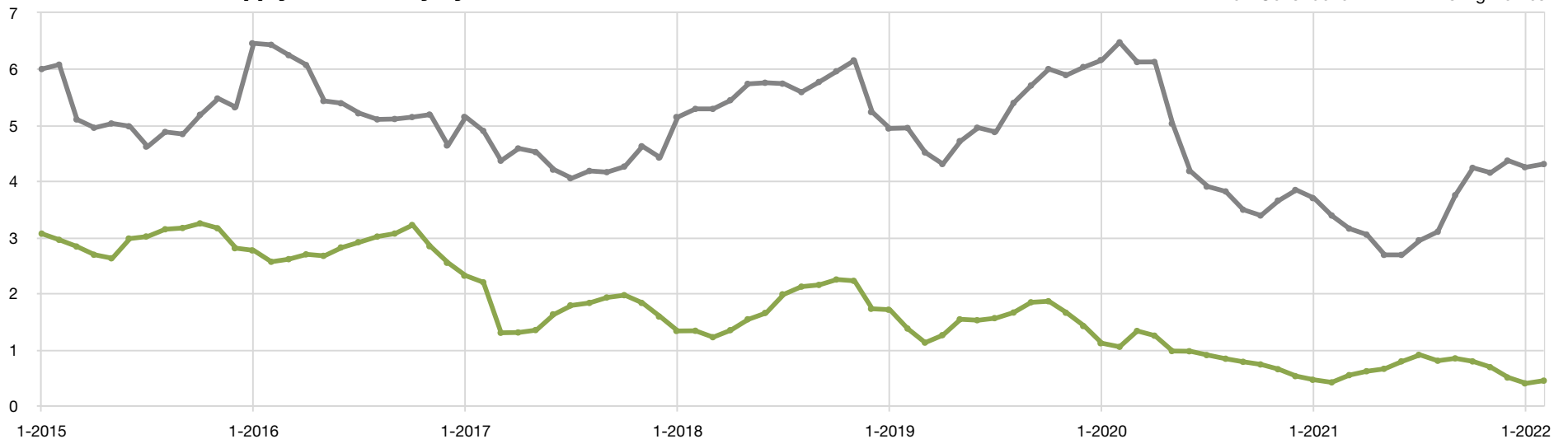
## February



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2021	3.2	- 47.5%	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	4.2	+ 13.5%	0.7	+ 16.7%
Dec-2021	4.4	+ 15.8%	0.5	0.0%
Jan-2022	4.2	+ 13.5%	0.4	- 20.0%
<b>Feb-2022</b>	<b>4.3</b>	<b>+ 26.5%</b>	<b>0.4</b>	<b>0.0%</b>
12-Month Avg*	3.6	- 15.7%	0.7	- 19.1%

\* Months Supply for all properties from March 2021 through February 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	2-2021	2-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		416	<b>417</b>	+ 0.2%	818	<b>848</b>	+ 3.7%
<b>Pending Sales</b>		377	<b>356</b>	- 5.6%	697	<b>735</b>	+ 5.5%
<b>Closed Sales</b>		245	<b>303</b>	+ 23.7%	524	<b>613</b>	+ 17.0%
<b>Days on Market Until Sale</b>		17	<b>21</b>	+ 23.5%	16	<b>19</b>	+ 18.8%
<b>Median Closed Price</b>		\$230,501	<b>\$262,000</b>	+ 13.7%	\$229,450	<b>\$261,374</b>	+ 13.9%
<b>Average Closed Price</b>		\$255,531	<b>\$303,381</b>	+ 18.7%	\$256,543	<b>\$294,355</b>	+ 14.7%
<b>Percent of List Price Received</b>		100.8%	<b>101.0%</b>	+ 0.2%	100.4%	<b>100.4%</b>	0.0%
<b>Housing Affordability Index</b>		185	<b>162</b>	- 12.4%	186	<b>163</b>	- 12.4%
<b>Inventory of Homes for Sale</b>		423	<b>420</b>	- 0.7%	—	—	—
<b>Months Supply of Inventory</b>		0.9	<b>0.9</b>	0.0%	—	—	—