

**2011 Summary: Midlands MLS
REALTORS® Association of Lincoln**

LINCOLN, NEBRASKA MARKET AREA

OVERALL MARKET ACTIVITY

- At the end of December 2011, there were **1,486** single-family residential homes on the market; 5.6 percent below the number on the market one year ago.
- There were **6,346** new listings processed through the MLS system during 2011; 7.0 percent below the number processed one year ago (includes re-listed properties).
- There were a total of **3,507** single-family homes sold through the MLS system during 2011; 1.2 percent higher than the total number sold in 2010 (3,467); and 24.3 percent lower than the total number of record sales in 2004 (4,632).
- The overall median price of a single-family home sold through the MLS system during 2011 remained at **\$130,000** in 2011 and 2010; 3.7 percent below the record high in 2005 and 2006 (\$135,000).

EXISTING HOME SALES

- There were **3,126** existing single-family homes sold through the MLS in 2011; up 1.9 percent from 2010 (3,067); and down 13.1 percent from the record high in 2005 (3,599).
- The median sale price of an existing single-family home sold through the MLS remained at **\$125,000** in 2008, 2009, 2010 and 2011; 1.6 percent below the record-high in 2007 (\$127,000).

NEW HOME SALES

- There were **381** new single-family homes sold through the MLS in 2011; the lowest-level in more than thirteen years.
- The number of new single-family homes sold through the MLS in 2011 (381) was **4.8 percent lower** than the number sold in 2010 (400), and was **65.0 percent lower** than the record number sold in 2003 (1090).
- The median sale price of a new single-family home sold through the MLS in 2011 was **\$189,950**; 2.8 percent higher than 2010 (\$184,768); and 2.6 percent below the record-high in 2006 (\$195,000).

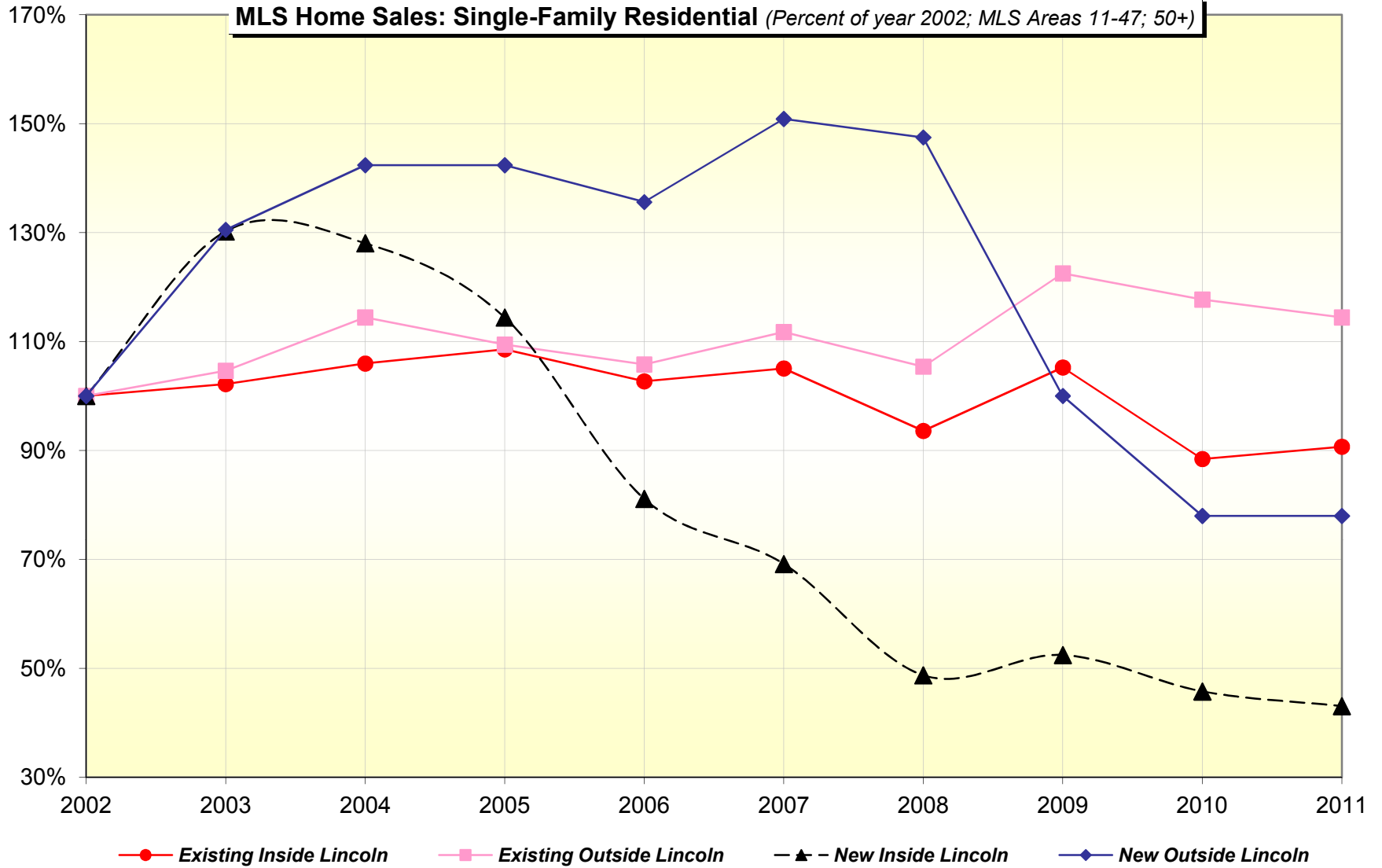
**2011 Report: Midlands MLS
REALTORS® Association of Lincoln**

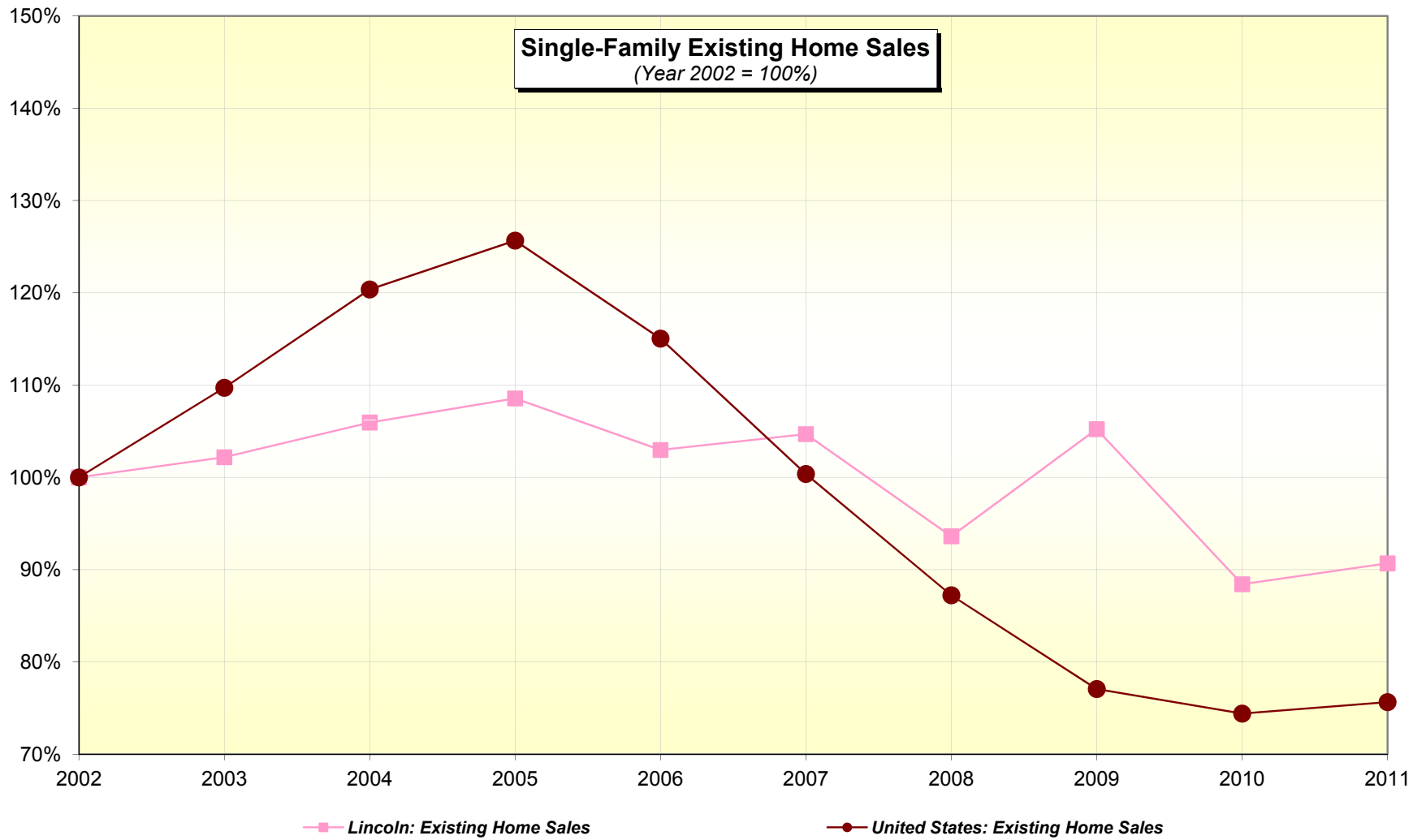
LINCOLN, NEBRASKA MARKET AREA							
	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
Single-Family Residential Listings on Market (12/31)	1,784	2,052	2,083	2,050	1,672	1,574	1,486
Single-family residential listings processed	7,240	7,681	7,886	7,732	6,895	6,826	6,346
NEW HOMES							
New home sales closed	974	711	627	466	467	400	381
Median sale price of new homes closed	\$179,950	\$195,000	\$190,839	\$191,543	\$179,975	\$184,768	\$189,950
EXISTING HOMES							
Existing home sales closed	3,599	3,416	3,513	3,160	3,574	3,067	3,126
Median sale price of existing homes closed	\$124,900	\$125,500	\$127,000	\$125,000	\$125,000	\$125,000	\$125,000
Total single-family residential sales closed	4,573	4,127	4,140	3,626	4,041	3,467	3,507
Median sale price of single-family residential sales	\$135,000	\$135,000	\$134,900	\$133,000	\$129,900	\$130,000	\$130,000

Midlands MLS
Year End Closed Sales
Single-Family Residential

YEAR	EXISTING HOMES			NEW HOMES		
	AREA 11-47	AREA 50+	ALL AREAS	AREA 11-47	AREA 50+	ALL AREAS
2011	2531	595	3126	335	46	381
2010	2468	612	3080	356	46	402
2009	2937	637	3574	408	59	467
2008	2612	548	3160	379	87	466
2007	2932	581	3513	538	89	627
2006	2866	550	3416	631	80	711
2005	3030	569	3599	890	84	974
2004	2957	595	3552	996	84	1080

MLS Home Sales: Single-Family Residential (Percent of year 2002; MLS Areas 11-47; 50+)



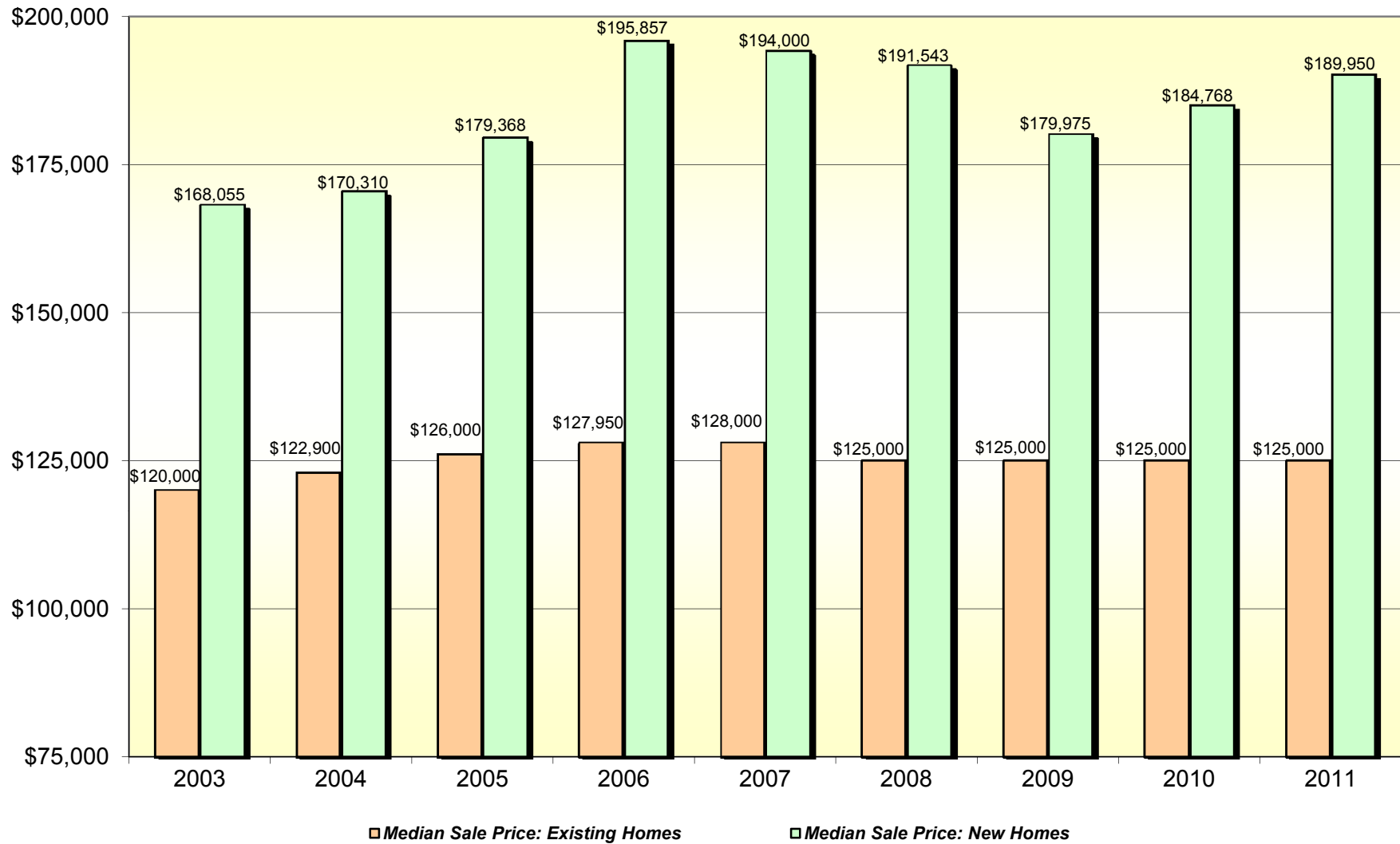


Lincoln, Nebraska: Residential Sales

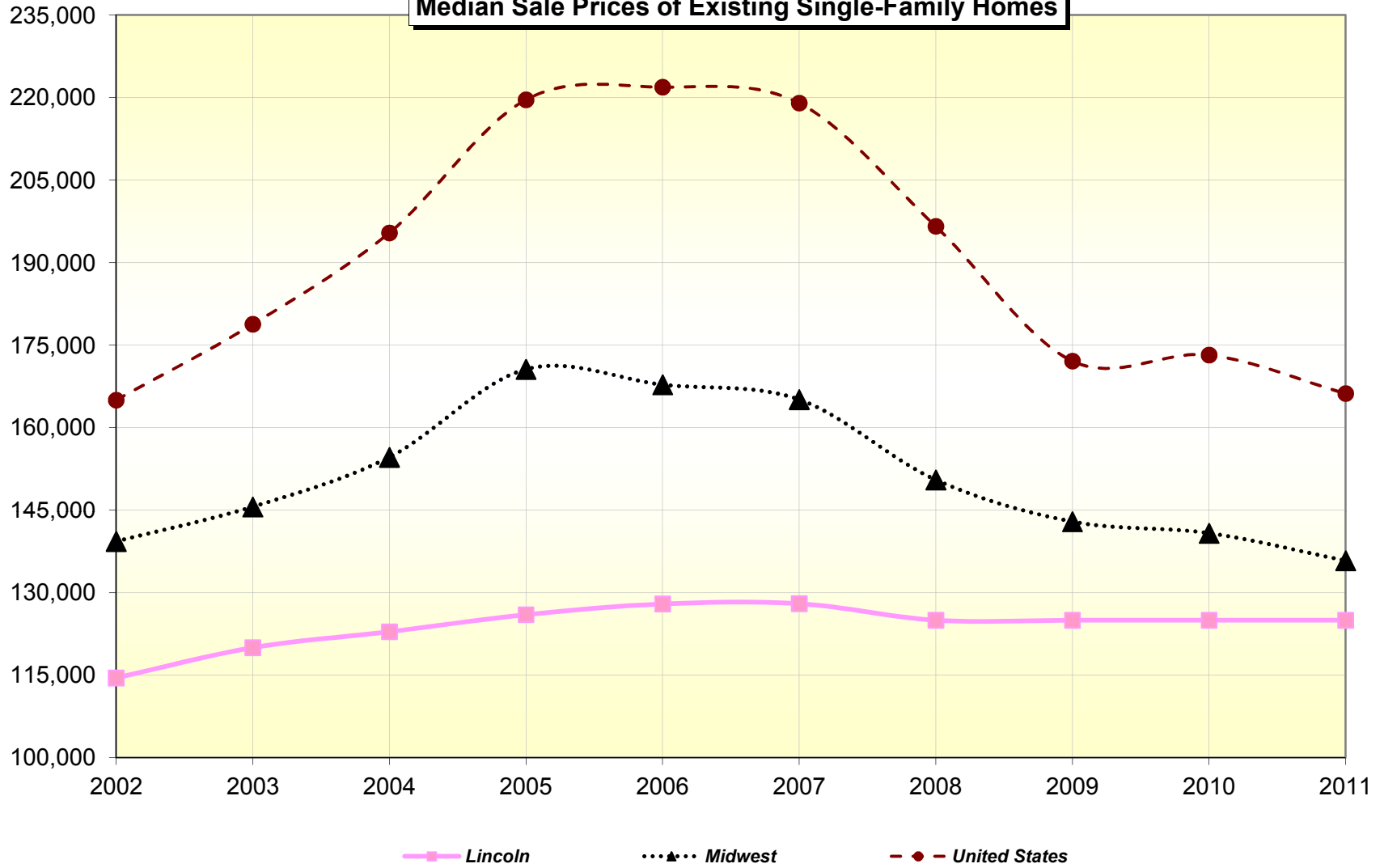
(Midlands MLS / REALTORS® Association of Lincoln)

YEAR	Median Sale Price: Existing Homes	Median Sale Price: New Homes
2003	\$120,000	\$168,055
2004	\$122,900	\$170,310
2005	\$126,000	\$179,368
2006	\$127,950	\$195,857
2007	\$128,000	\$194,000
2008	\$125,000	\$191,543
2009	\$125,000	\$179,975
2010	\$125,000	\$184,768
2011	\$125,000	\$189,950

MLS Home Sales: Single-Family Residential



Median Sale Prices of Existing Single-Family Homes



Midlands MLS - New and Existing Single-Family Home Sales 2011

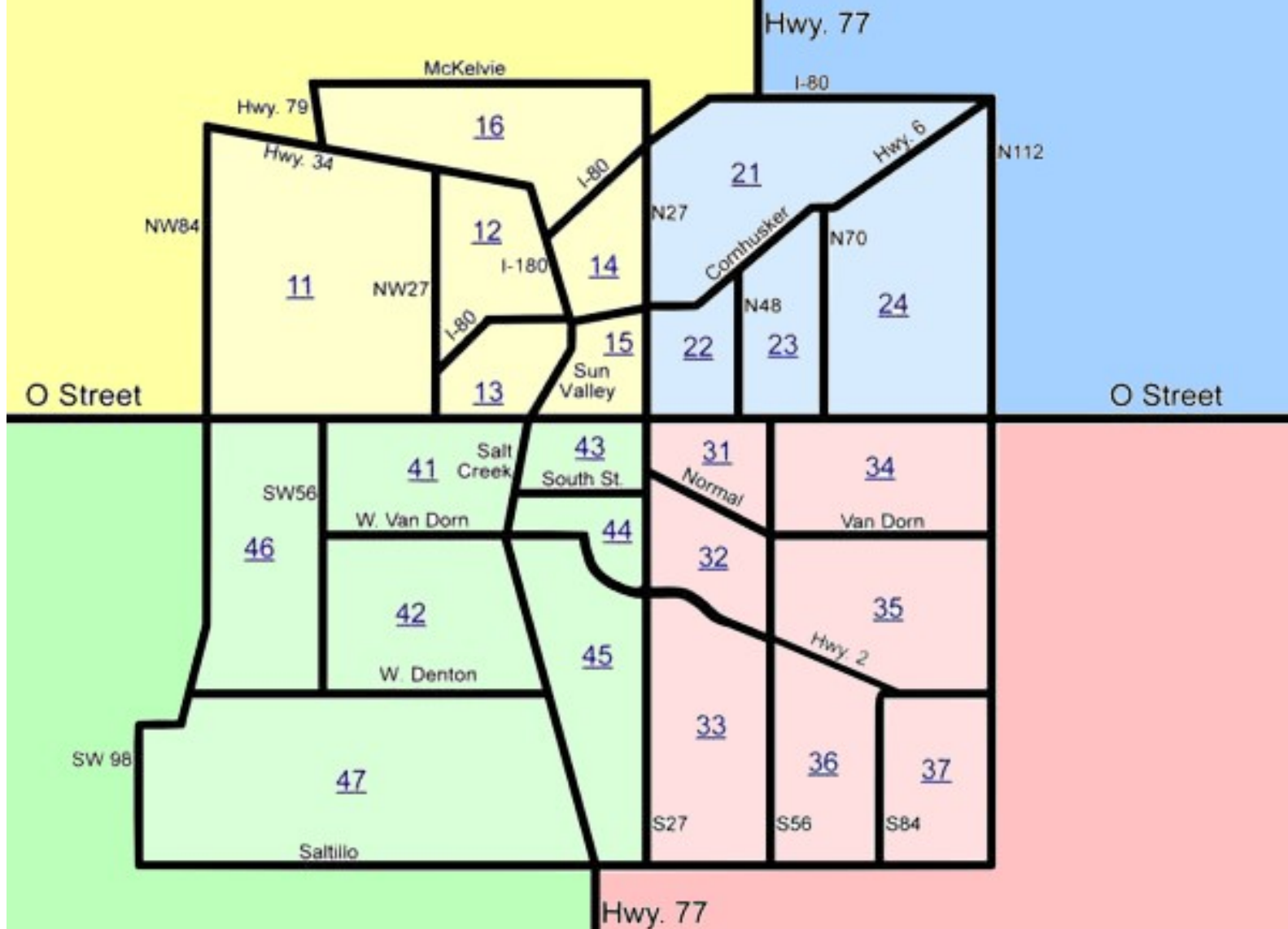
Area	Number Sold	Days On Market	Low	Median	High
11 NW Lincoln	92	94	\$13,000	\$113,500	\$190,000
12 NW Lincoln	128	66	\$12,000	\$128,000	\$232,500
13 NW Lincoln	52	111	\$10,000	\$111,000	\$455,000
14 NW Lincoln	197	74	\$4,500	\$122,000	\$264,000
15 NW Lincoln	49	68	\$17,000	\$65,000	\$503,500
16 NW Lincoln	53	83	\$97,900	\$167,000	\$530,000
50 NW Lancaster	13	109	\$131,900	\$262,000	\$437,400
51 Malcolm, NE	2	70	\$70,000	\$87,500	\$105,000
52 Raymond, NE	9	66	\$10,000	\$129,000	\$430,000
53 Davey, NE	5	72	\$94,700	\$188,200	\$345,000
150 NW out of Lancaster	178	100	\$4,500	\$113,500	\$389,000
21 NE Lincoln	14	86	\$60,000	\$141,500	\$223,551
22 NE Lincoln	100	66	\$17,500	\$71,500	\$208,500
23 NE Lincoln	195	76	\$20,000	\$95,000	\$205,000
24 NE Lincoln	224	77	\$24,251	\$137,000	\$440,000
60 NE Lancaster	7	129	\$55,000	\$143,000	\$225,000
61 Waverly, NE	39	60	\$22,000	\$127,900	\$249,000
160 NE out of Lancaster	106	92	\$6,500	\$94,000	\$525,000
31 SE Lincoln	174	69	\$26,000	\$103,200	\$595,000
32 SE Lincoln	194	59	\$26,000	\$123,000	\$440,000
33 SE Lincoln	250	65	\$19,000	\$189,500	\$600,000
34 SE Lincoln	178	57	\$55,000	\$155,000	\$470,000
35 SE Lincoln	339	69	\$49,000	\$190,000	\$585,000
36 SE Lincoln	67	61	\$128,000	\$222,000	\$505,000
37 SE Lincoln	38	116	\$127,900	\$153,900	\$590,000
70 SE Lancaster	11	95	\$50,000	\$165,700	\$420,000
71 Roca, NE	2	234	\$130,100	\$123,050	\$143,000
72 Hickman, NE	27	73	\$76,900	\$150,000	\$320,000
73 Firth, NE	15	55	\$40,000	\$124,000	\$290,000
74 Panama, NE	3	104	\$45,000	\$101,000	\$137,000
75 Bennet, NE	12	63	\$95,000	\$155,250	\$294,500
170 SE out of Lancaster	93	102	\$7,000	\$105,000	\$400,000
41 SW Lincoln	138	62	\$6,350	\$126,000	\$233,000
42 SW Lincoln	15	71	\$55,000	\$232,634	\$380,000
43 SW Lincoln	98	78	\$9,000	\$70,500	\$312,000
44 SW Lincoln	93	63	\$19,000	\$117,000	\$660,000
45 SW Lincoln	159	71	\$45,000	\$159,500	\$1,110,000
46 SW Lincoln	9	51	\$162,500	\$309,900	\$395,000
47 SW Lincoln	10	75	\$37,000	\$321,100	\$482,000
80 SW Lancaster	13	58	\$28,000	\$175,000	\$458,000
81 Denton, NE	4	26	\$90,000	\$155,250	\$185,000
82 Hallam, NE	5	57	\$98,000	\$140,000	\$190,000
83 Sprague, NE	1	6	\$285,098	\$285,098	\$285,908
180 SW out of Lancaster	96	115	\$7,000	\$87,500	\$438,700
All Market Areas	3,507	75	\$4,500	\$130,000	\$1,110,000

Lincoln, Nebraska

Midlands MLS - Area Map

50 - Rural Lancaster County
51 - Malcolm
52 - Raymond
53 - Davey
 150 - Outside of Lancaster Co.

60 - Rural Lancaster County
61 - Waverly
 160 - Outside of Lancaster Co.

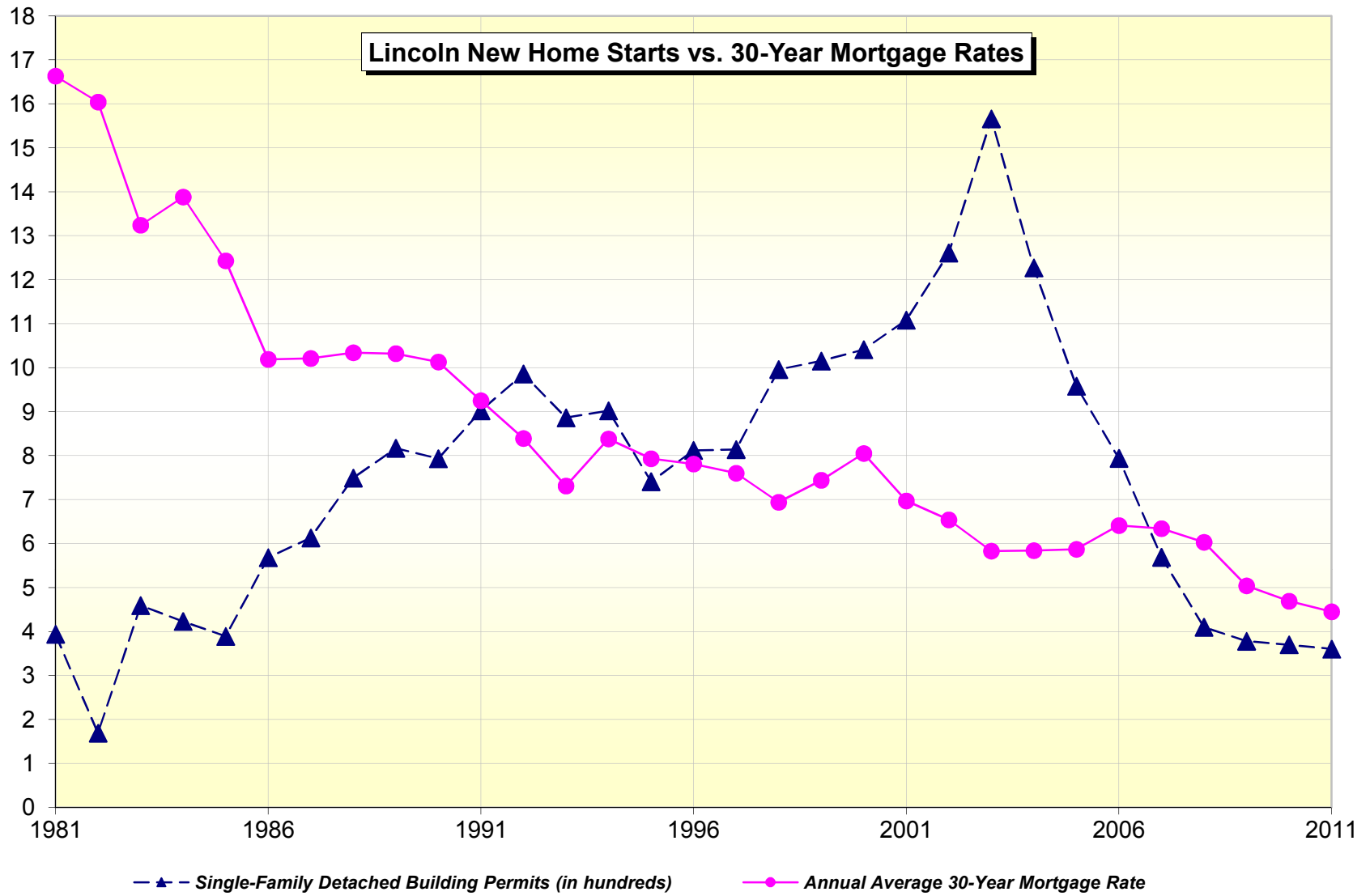


80 - Rural Lancaster County
81 - Denton
82 - Hallam
83 - Sprague
 180 - Outside of Lancaster Co.

70 - Rural Lancaster County
71 - Roca
72 - Hickman
73 - Firth
74 - Panama
75 - Bennet
 170 - Outside of Lancaster Co.

Lincoln New Home Starts vs. 30-Year Mortgage Rates

YEAR	Single-Family Detached Building Permits	Annual Average 30-Year Mortgage Rate
1975	1125	9.05
1976	1500	8.87
1977	1491	8.85
1978	1402	9.64
1979	947	11.20
1980	805	13.74
1981	394	16.63
1982	169	16.04
1983	459	13.24
1984	423	13.88
1985	389	12.43
1986	568	10.19
1987	613	10.21
1988	749	10.34
1989	817	10.32
1990	793	10.13
1991	902	9.25
1992	986	8.39
1993	886	7.31
1994	902	8.38
1995	741	7.93
1996	812	7.81
1997	814	7.60
1998	996	6.94
1999	1015	7.44
2000	1041	8.05
2001	1108	6.97
2002	1261	6.54
2003	1566	5.83
2004	1227	5.84
2005	958	5.87
2006	794	6.41
2007	569	6.34
2008	410	6.03
2009	378	5.04
2010	370	4.69
2011	360	4.45



Single-Family New Home Permits (Year 2002 = 100%)

