

# Monthly Indicators

Lincoln Area Region



## May 2022

After two years of record-setting activity, there are signs the housing market might be cooling. High home prices and a surge in mortgage interest rates are slowing buyer activity, with home sales declining for the third consecutive month under the weight of soaring homeownership costs. The National Association of REALTORS® (NAR) reports existing home sales were down 2.4% from the previous month, while pending sales fell 3.9% as of last measure, extending the trend of recent months. Economists predict sales will continue to soften in the near future, which may put downward pressure on home prices.

New Listings increased 69.6 percent for New Construction and 13.8 percent for Existing Homes. Pending Sales decreased 27.3 percent for New Construction and 2.4 percent for Existing Homes. Inventory increased 9.7 percent for New Construction and 8.6 percent for Existing Homes.

Median Closed Price increased 10.2 percent for New Construction and 13.0 percent for Existing Homes. Days on Market decreased 7.0 percent for New Construction and 14.3 percent for Existing Homes. Months Supply of Inventory increased 64.3 percent for New Construction but remained flat for Existing Homes.

The slowdown in sales has provided a much-needed lift to housing supply, with inventory up 10.8% from the previous month according to NAR, although supply remains down 10.4% compared to this time last year, with only 2.2 months' supply of homes at the current sales pace. As the nation continues to explore ways to solve the ongoing housing shortage, estimated at 5.5 million homes, the Biden administration recently unveiled the Housing Supply Action Plan, which aims to expand housing access through a number of administrative and legislative actions and help relieve the nation's housing crisis over the next 5 years.

## Quick Facts

**- 3.5%**

Change in  
**Closed Sales**  
All Properties

**+ 16.8%**

Change in  
**Median Closed Price**  
All Properties

**+ 9.1%**

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.

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14



# 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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		56	<b>95</b>	+ 69.6%	599	<b>537</b>	- 10.4%
<b>Pending Sales</b>		55	<b>40</b>	- 27.3%	437	<b>352</b>	- 19.5%
<b>Closed Sales</b>		72	<b>77</b>	+ 6.9%	291	<b>372</b>	+ 27.8%
<b>Days on Market Until Sale</b>		43	<b>40</b>	- 7.0%	45	<b>40</b>	- 11.1%
<b>Median Closed Price</b>		\$389,475	<b>\$429,375</b>	+ 10.2%	\$344,900	<b>\$405,029</b>	+ 17.4%
<b>Average Closed Price</b>		\$388,527	<b>\$443,710</b>	+ 14.2%	\$365,201	<b>\$421,801</b>	+ 15.5%
<b>Percent of List Price Received</b>		101.5%	<b>101.9%</b>	+ 0.4%	101.2%	<b>101.6%</b>	+ 0.4%
<b>Housing Affordability Index</b>		108	<b>76</b>	- 29.6%	122	<b>81</b>	- 33.6%
<b>Inventory of Homes for Sale</b>		227	<b>249</b>	+ 9.7%	—	—	—
<b>Months Supply of Inventory</b>		2.8	<b>4.6</b>	+ 64.3%	—	—	—

# 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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		521	<b>593</b>	+ 13.8%	2,033	<b>2,227</b>	+ 9.5%
<b>Pending Sales</b>		459	<b>448</b>	- 2.4%	1,764	<b>1,846</b>	+ 4.6%
<b>Closed Sales</b>		382	<b>361</b>	- 5.5%	1,461	<b>1,513</b>	+ 3.6%
<b>Days on Market Until Sale</b>		7	<b>6</b>	- 14.3%	10	<b>10</b>	0.0%
<b>Median Closed Price</b>		\$230,000	<b>\$260,000</b>	+ 13.0%	\$224,900	<b>\$250,000</b>	+ 11.2%
<b>Average Closed Price</b>		\$262,317	<b>\$292,936</b>	+ 11.7%	\$252,379	<b>\$281,040</b>	+ 11.4%
<b>Percent of List Price Received</b>		104.0%	<b>103.9%</b>	- 0.1%	102.2%	<b>102.4%</b>	+ 0.2%
<b>Housing Affordability Index</b>		183	<b>126</b>	- 31.1%	187	<b>131</b>	- 29.9%
<b>Inventory of Homes for Sale</b>		244	<b>265</b>	+ 8.6%	—	—	—
<b>Months Supply of Inventory</b>		0.7	<b>0.7</b>	0.0%	—	—	—

# New Listings

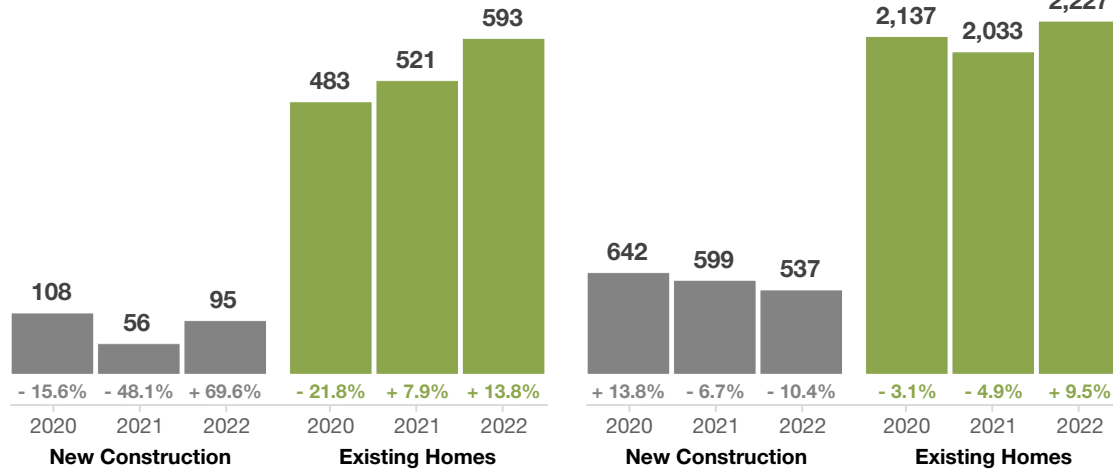
A count of the properties that have been newly listed on the market in a given month.



Lincoln Area Region

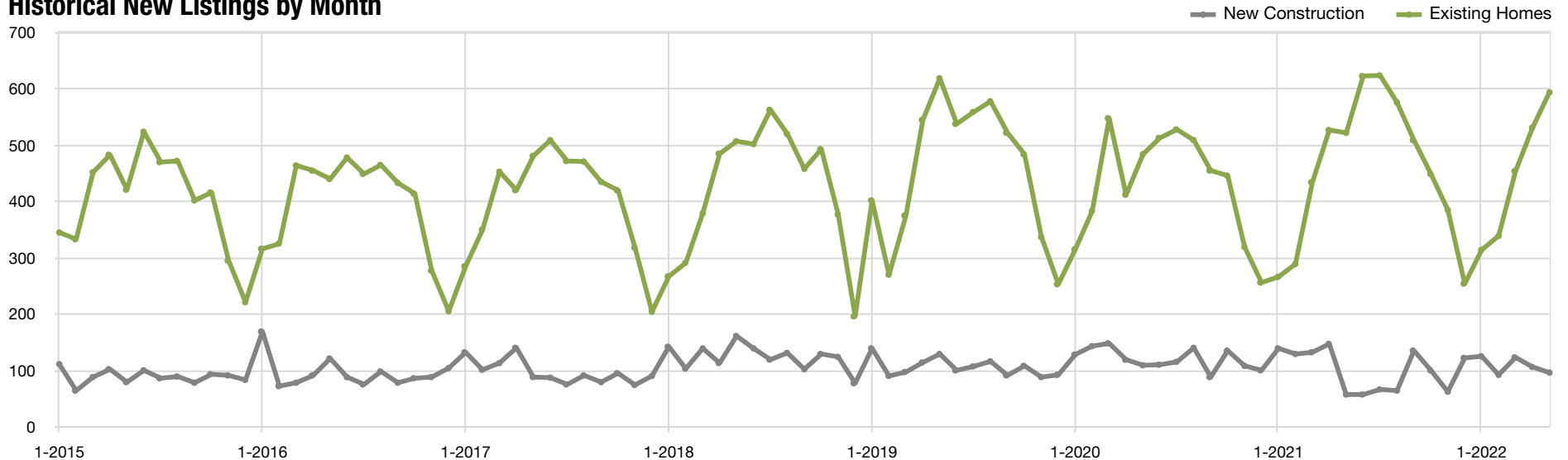
## May

## Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	56	- 48.6%	622	+ 21.5%
Jul-2021	65	- 43.0%	623	+ 18.2%
Aug-2021	63	- 54.7%	575	+ 13.2%
Sep-2021	134	+ 54.0%	508	+ 11.9%
Oct-2021	99	- 26.1%	448	+ 0.7%
Nov-2021	61	- 43.0%	384	+ 20.8%
Dec-2021	121	+ 22.2%	253	- 0.8%
Jan-2022	124	- 10.1%	313	+ 18.1%
Feb-2022	91	- 28.9%	338	+ 17.4%
Mar-2022	122	- 6.9%	453	+ 4.6%
Apr-2022	105	- 28.1%	530	+ 0.8%
<b>May-2022</b>	<b>95</b>	<b>+ 69.6%</b>	<b>593</b>	<b>+ 13.8%</b>
12-Month Avg	95	- 18.1%	470	+ 11.6%

## Historical New Listings by Month



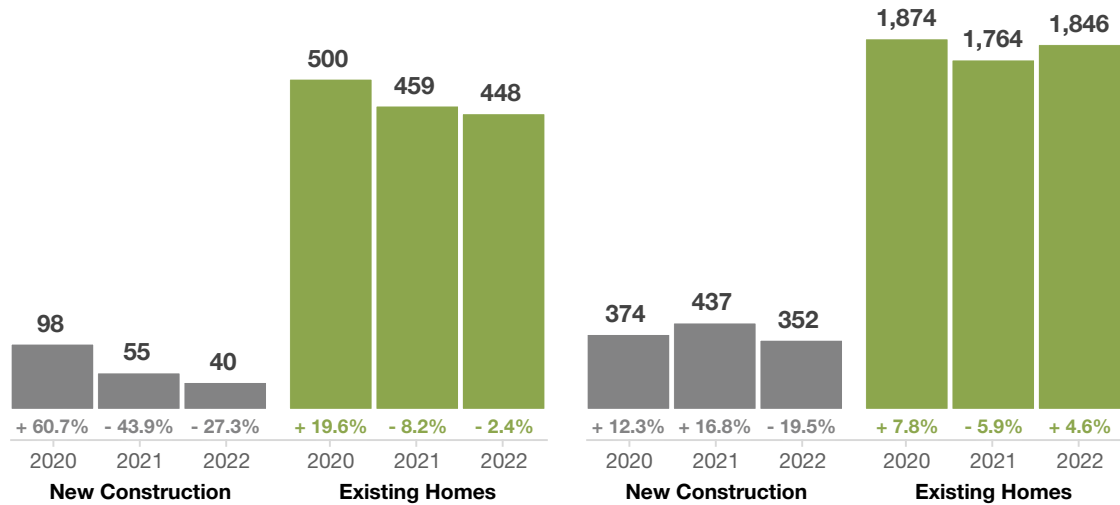
# Pending Sales

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



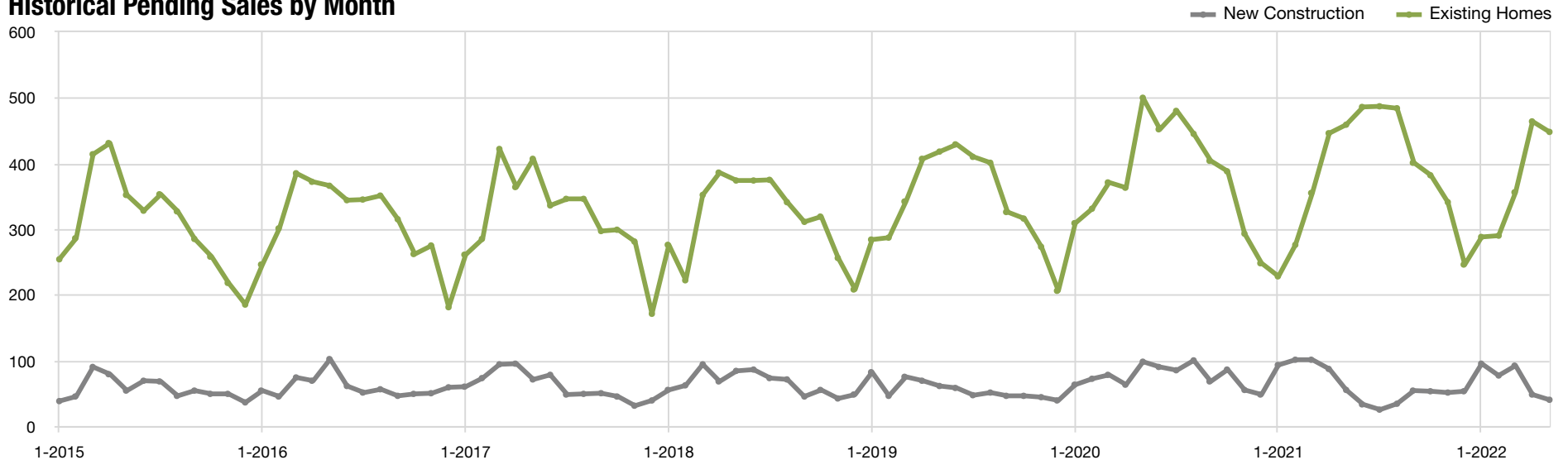
Lincoln Area Region

## May



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	33	- 63.3%	486	+ 7.5%
Jul-2021	25	- 70.6%	487	+ 1.5%
Aug-2021	34	- 66.0%	484	+ 8.8%
Sep-2021	54	- 20.6%	401	- 0.7%
Oct-2021	53	- 38.4%	382	- 1.5%
Nov-2021	51	- 7.3%	341	+ 16.4%
Dec-2021	53	+ 10.4%	246	- 0.8%
Jan-2022	95	+ 2.2%	288	+ 26.3%
Feb-2022	77	- 23.8%	290	+ 5.1%
Mar-2022	92	- 8.9%	356	+ 0.3%
Apr-2022	48	- 44.8%	464	+ 4.0%
<b>May-2022</b>	<b>40</b>	<b>- 27.3%</b>	<b>448</b>	<b>- 2.4%</b>
12-Month Avg	55	- 32.1%	389	+ 4.3%

## Historical Pending Sales by Month



# Closed Sales

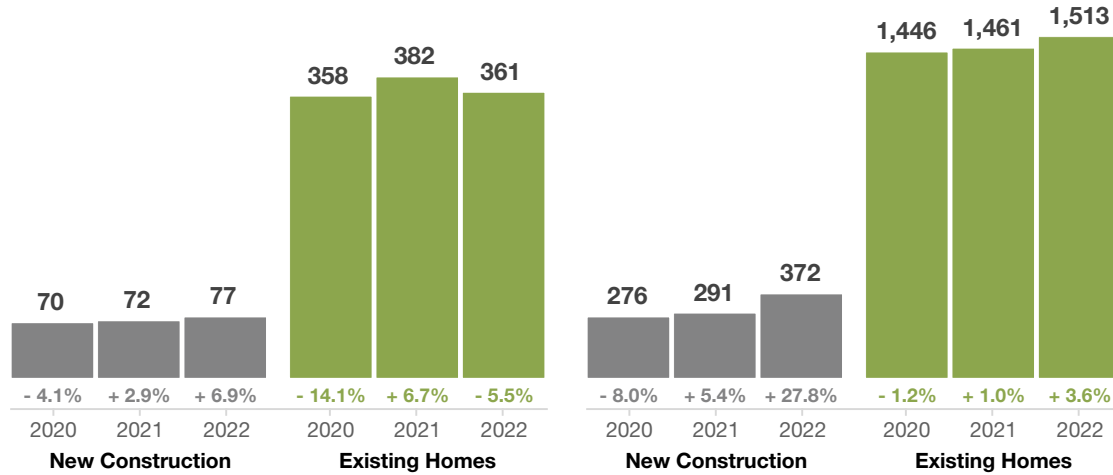
A count of the actual sales that closed in a given month.



Lincoln Area Region

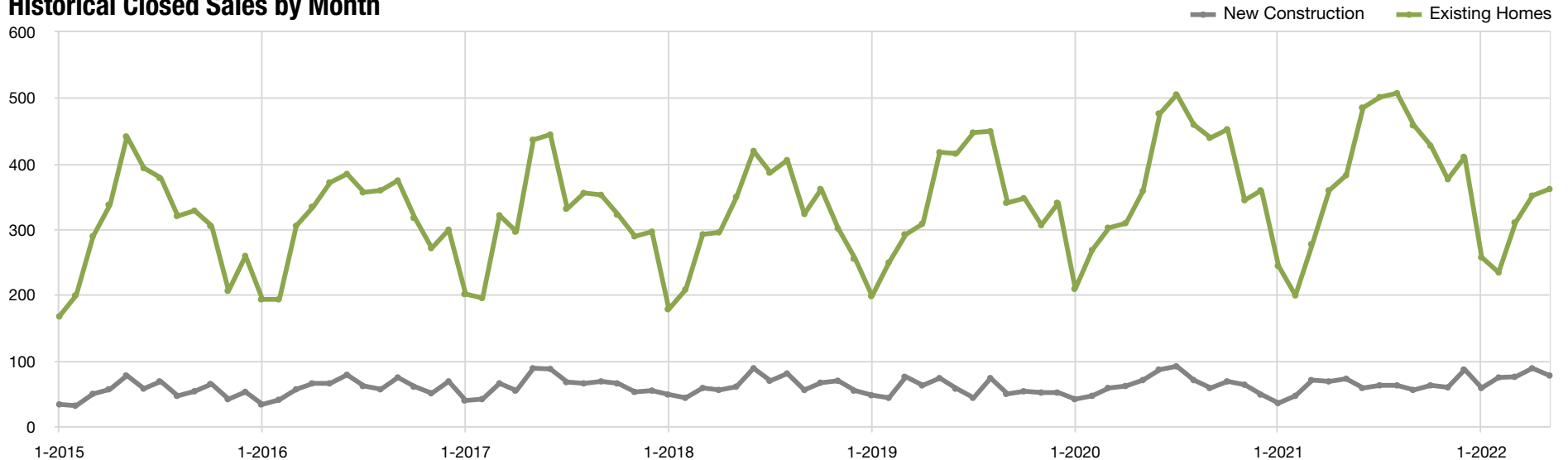
## May

## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	58	-32.6%	485	+1.9%
Jul-2021	62	-31.9%	501	-0.8%
Aug-2021	62	-11.4%	507	+10.5%
Sep-2021	55	-5.2%	458	+4.3%
Oct-2021	62	-8.8%	427	-5.5%
Nov-2021	59	-6.3%	376	+9.3%
Dec-2021	86	+79.2%	410	+14.2%
Jan-2022	58	+65.7%	257	+5.3%
Feb-2022	74	+60.9%	234	+17.6%
Mar-2022	75	+7.1%	310	+11.9%
Apr-2022	88	+29.4%	351	-2.2%
<b>May-2022</b>	<b>77</b>	<b>+6.9%</b>	<b>361</b>	<b>-5.5%</b>
12-Month Avg	68	+4.6%	390	+4.0%

## Historical Closed Sales by Month



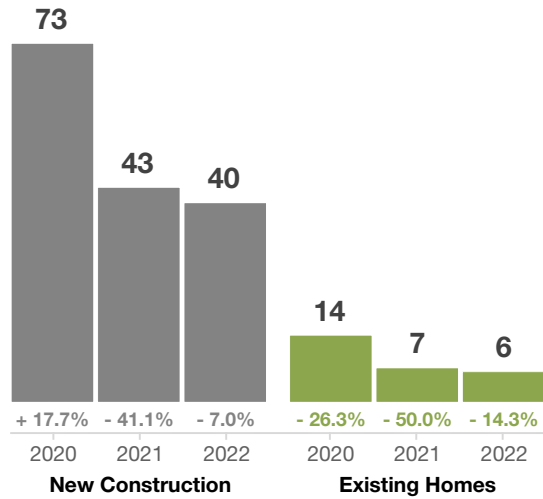
# Days on Market Until Sale

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

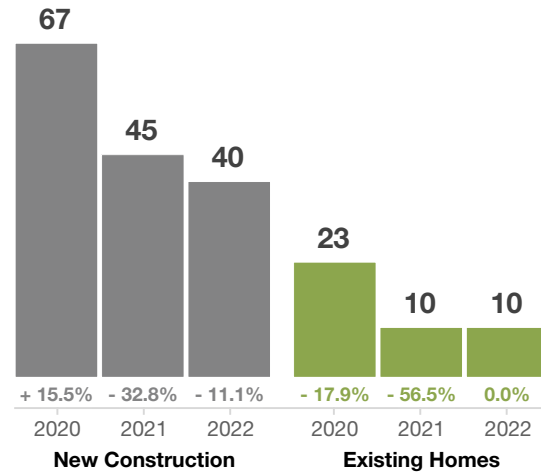


Lincoln Area Region

## May



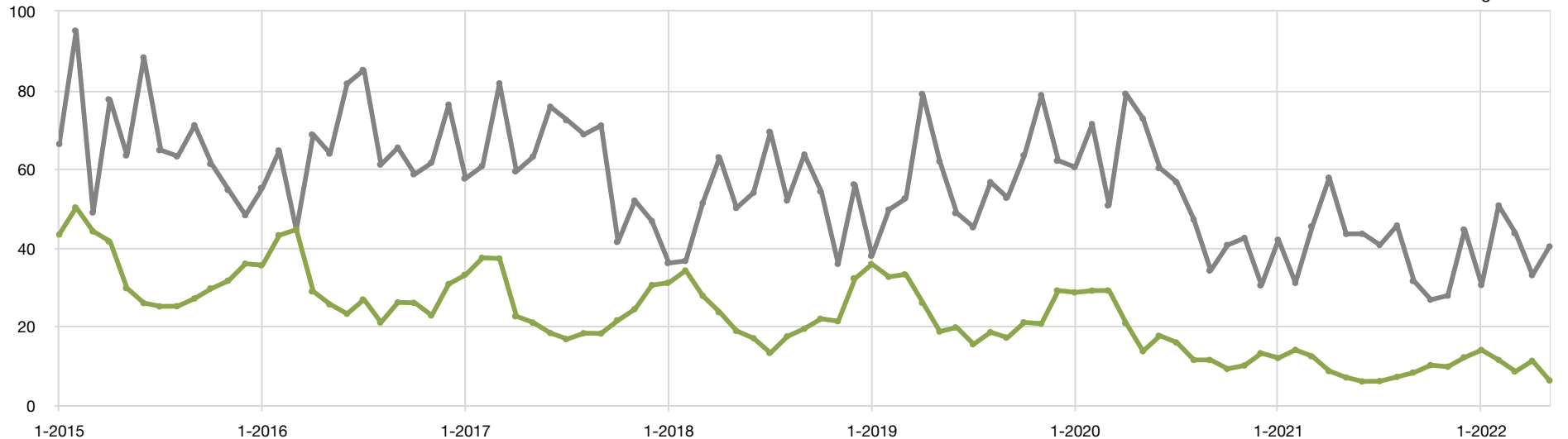
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Feb-2022	51	+64.5%	11	-21.4%
Mar-2022	44	-2.2%	9	-25.0%
Apr-2022	33	-43.1%	11	+22.2%
<b>May-2022</b>	<b>40</b>	<b>-7.0%</b>	<b>6</b>	<b>-14.3%</b>
12-Month Avg*	39	-16.0%	9	-26.2%

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

## Historical Days on Market Until Sale by Month



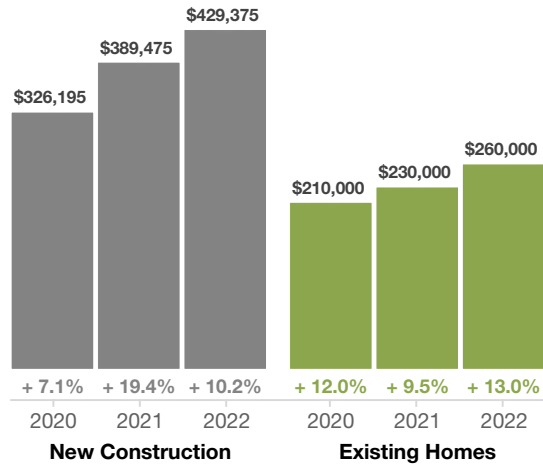
# Median Closed Price

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

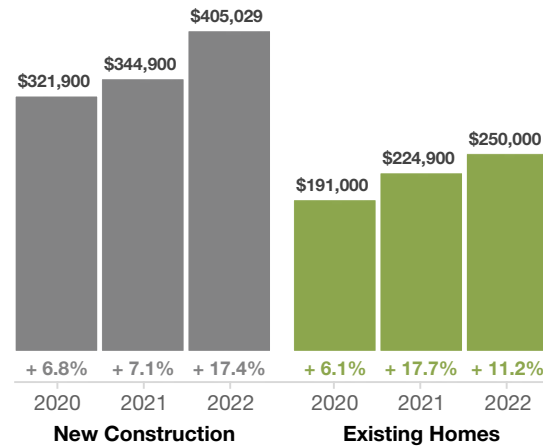


Lincoln Area Region

## May



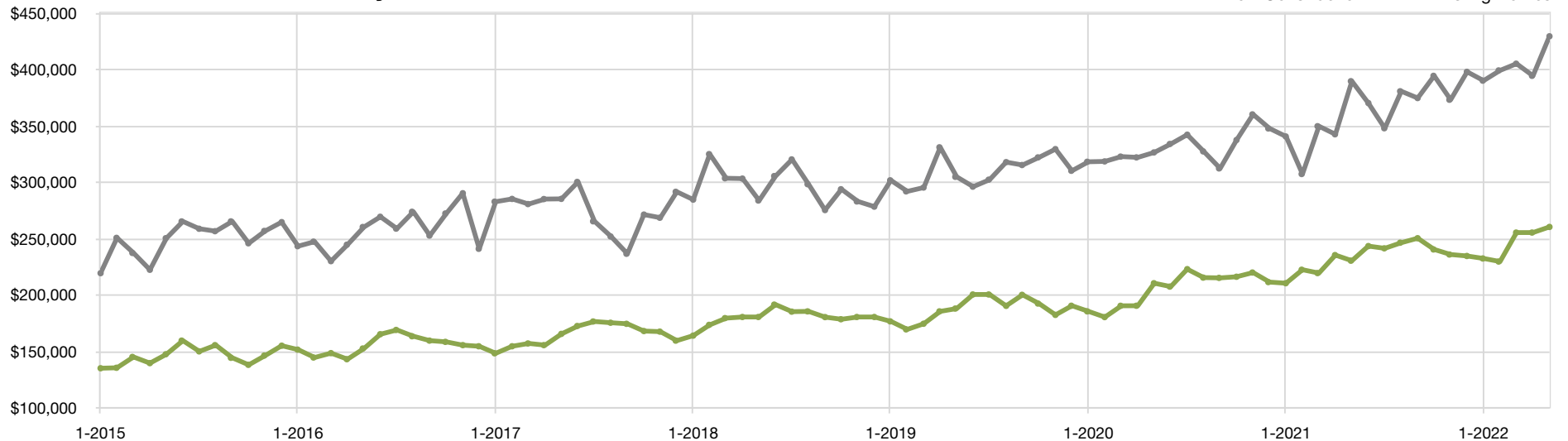
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	\$370,061	+ 10.9%	\$243,000	+ 17.4%
Jul-2021	\$347,669	+ 1.7%	\$241,000	+ 8.3%
Aug-2021	\$380,535	+ 16.3%	\$246,000	+ 14.4%
Sep-2021	\$374,500	+ 20.0%	\$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%	\$234,200	+ 11.0%
Jan-2022	\$389,962	+ 14.6%	\$232,000	+ 10.5%
Feb-2022	\$399,057	+ 30.0%	\$229,250	+ 3.3%
Mar-2022	\$405,029	+ 15.9%	\$255,000	+ 16.4%
Apr-2022	\$394,265	+ 15.2%	\$255,010	+ 8.5%
<b>May-2022</b>	<b>\$429,375</b>	<b>+ 10.2%</b>	<b>\$260,000</b>	<b>+ 13.0%</b>
12-Month Avg*	\$390,174	+ 14.1%	\$245,000	+ 12.3%

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

## Historical Median Closed Price by Month





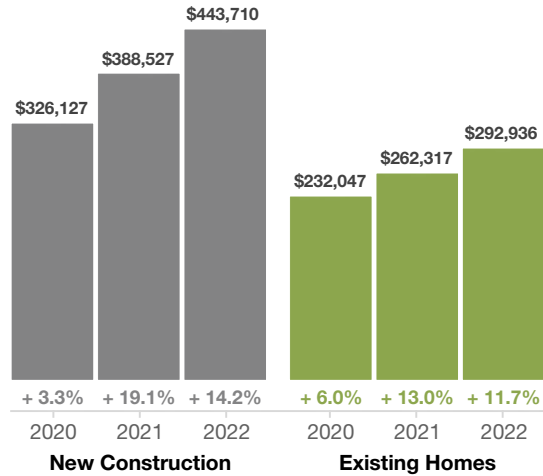
# Average Closed Price

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

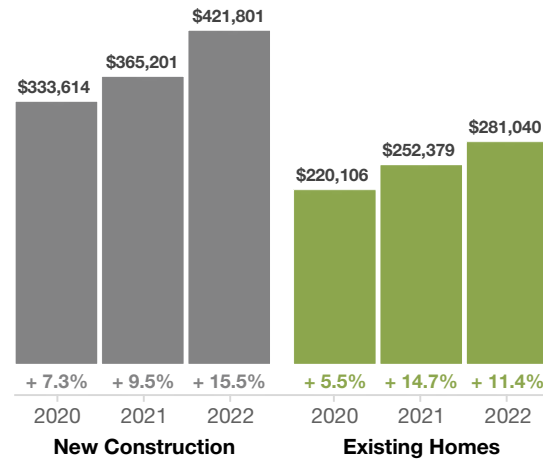


Lincoln Area Region

## May



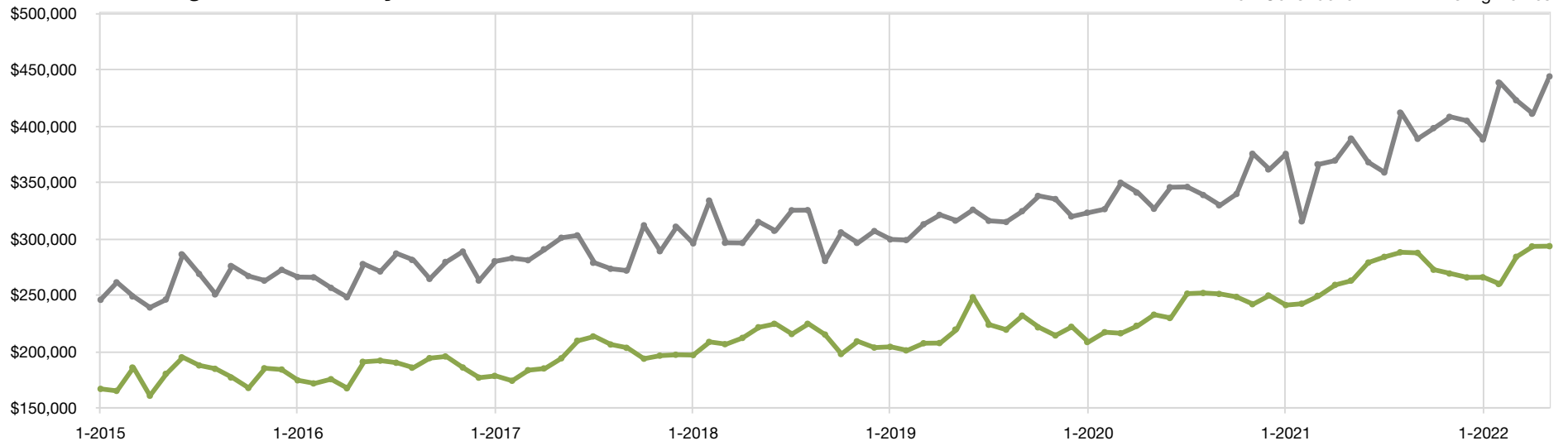
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	\$367,473	+ 6.4%	\$278,362	+ 21.5%
Jul-2021	\$358,376	+ 3.7%	\$283,412	+ 13.0%
Aug-2021	\$411,548	+ 21.6%	\$287,502	+ 14.4%
Sep-2021	\$388,287	+ 17.9%	\$286,951	+ 14.6%
Oct-2021	\$397,797	+ 17.2%	\$271,971	+ 9.7%
Nov-2021	\$407,795	+ 8.7%	\$268,619	+ 11.3%
Dec-2021	\$404,308	+ 12.0%	\$265,185	+ 6.5%
Jan-2022	\$387,667	+ 3.4%	\$265,303	+ 10.3%
Feb-2022	\$438,243	+ 39.1%	\$259,291	+ 7.2%
Mar-2022	\$422,506	+ 15.5%	\$283,456	+ 13.9%
Apr-2022	\$410,574	+ 11.3%	\$292,724	+ 13.2%
<b>May-2022</b>	<b>\$443,710</b>	<b>+ 14.2%</b>	<b>\$292,936</b>	<b>+ 11.7%</b>
12-Month Avg*	\$405,382	+ 14.6%	\$279,079	+ 12.6%

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

## Historical Average Closed Price by Month



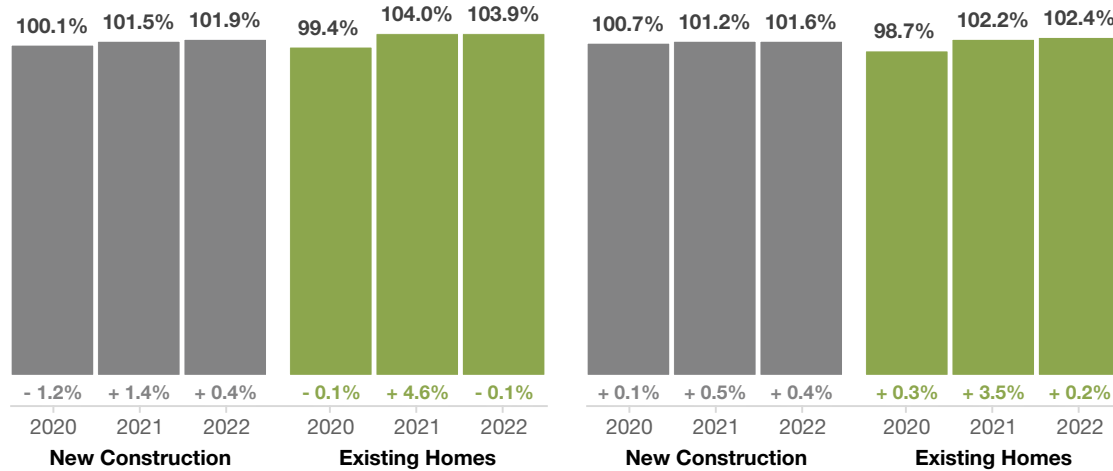
# Percent of List Price Received

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.

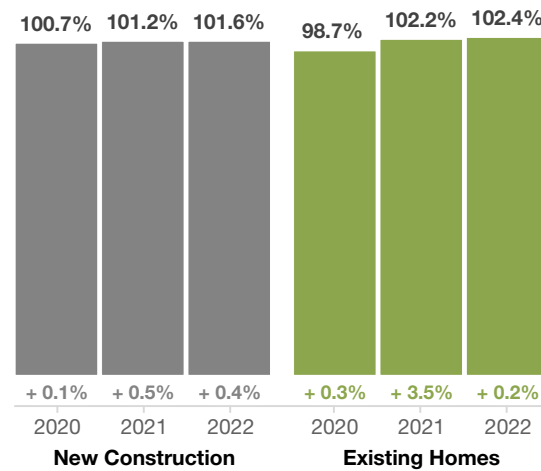


Lincoln Area Region

## May



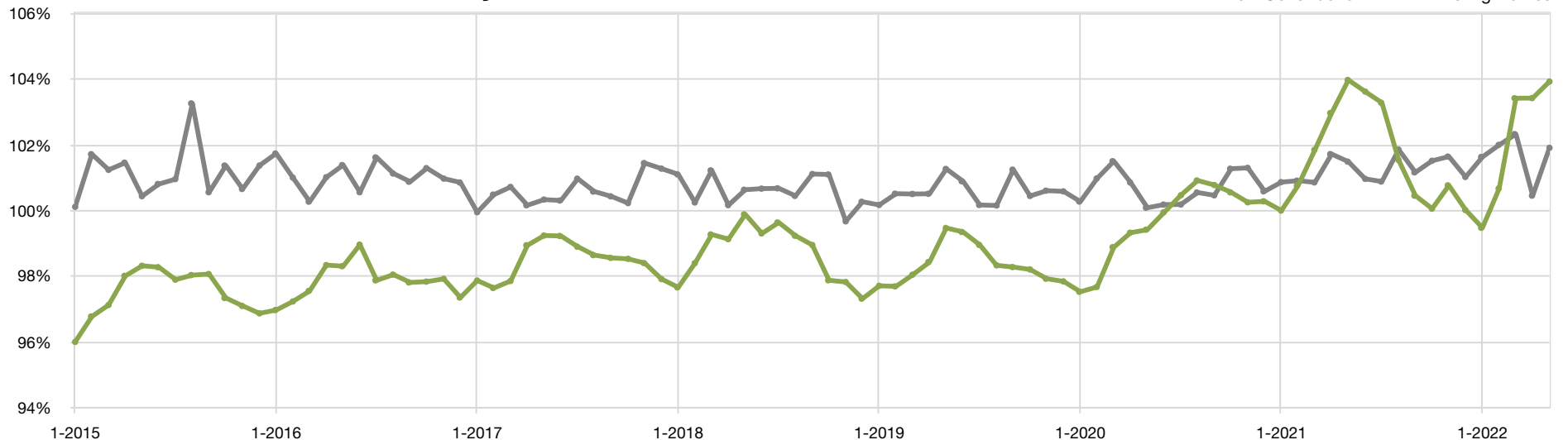
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.1%	+ 0.7%	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%	99.5%	- 0.5%
Feb-2022	102.0%	+ 1.1%	100.7%	0.0%
Mar-2022	102.3%	+ 1.5%	103.4%	+ 1.6%
Apr-2022	100.4%	- 1.3%	103.4%	+ 0.4%
<b>May-2022</b>	<b>101.9%</b>	<b>+ 0.4%</b>	<b>103.9%</b>	<b>- 0.1%</b>
12-Month Avg*	101.4%	+ 0.6%	101.8%	+ 0.8%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

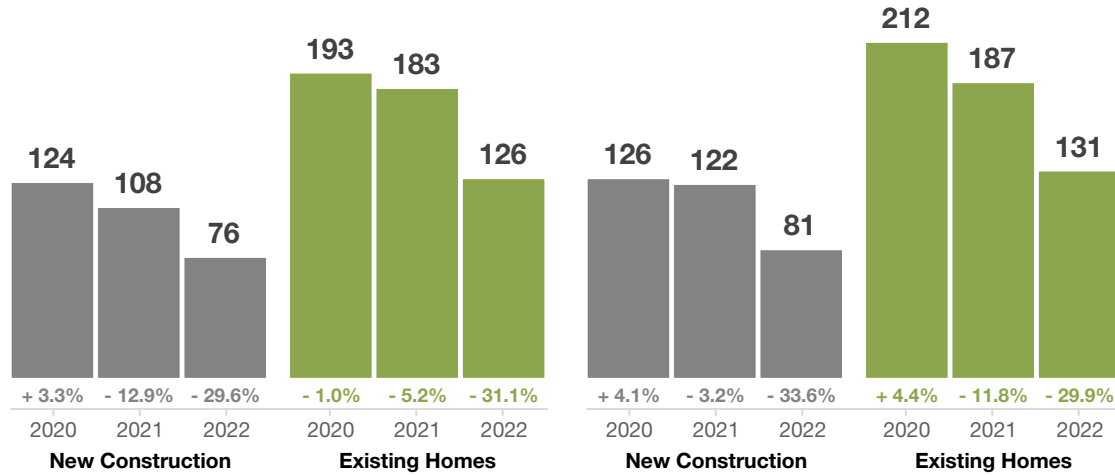
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Lincoln Area Region

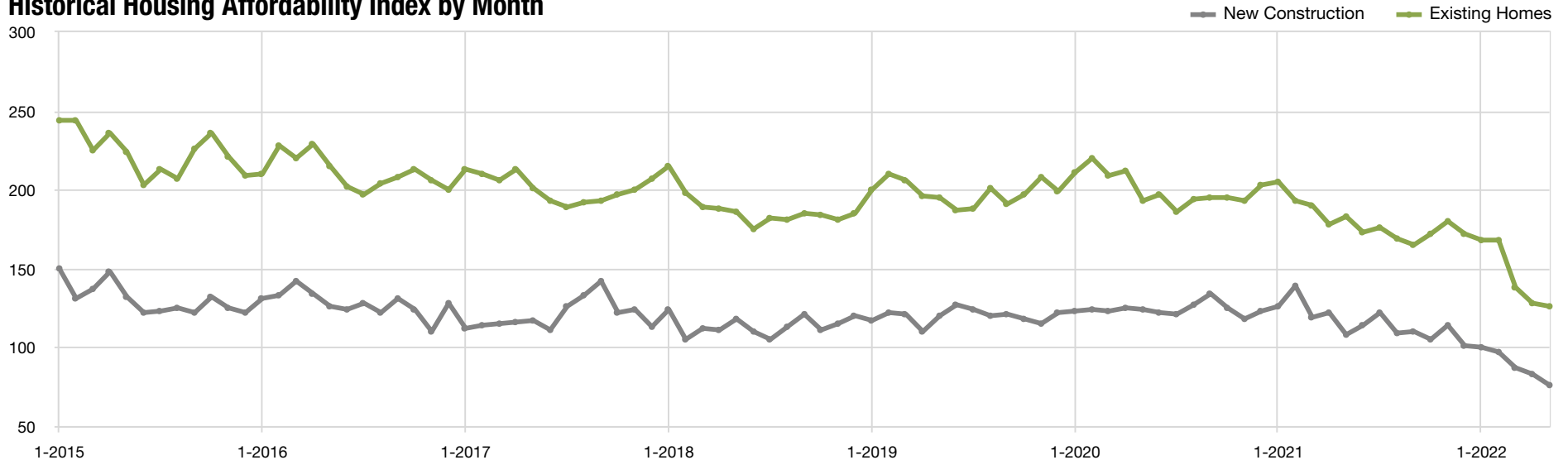
## May

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	114	- 6.6%	173	- 12.2%
Jul-2021	122	+ 0.8%	176	- 5.4%
Aug-2021	109	- 14.2%	169	- 12.9%
Sep-2021	110	- 17.9%	165	- 15.4%
Oct-2021	105	- 16.0%	172	- 11.8%
Nov-2021	114	- 3.4%	180	- 6.7%
Dec-2021	101	- 17.9%	172	- 15.3%
Jan-2022	100	- 20.6%	168	- 18.0%
Feb-2022	97	- 30.2%	168	- 13.0%
Mar-2022	87	- 26.9%	138	- 27.4%
Apr-2022	83	- 32.0%	128	- 28.1%
<b>May-2022</b>	<b>76</b>	<b>- 29.6%</b>	<b>126</b>	<b>- 31.1%</b>
12-Month Avg	102	- 17.7%	161	- 16.6%

## Historical Housing Affordability Index by Month



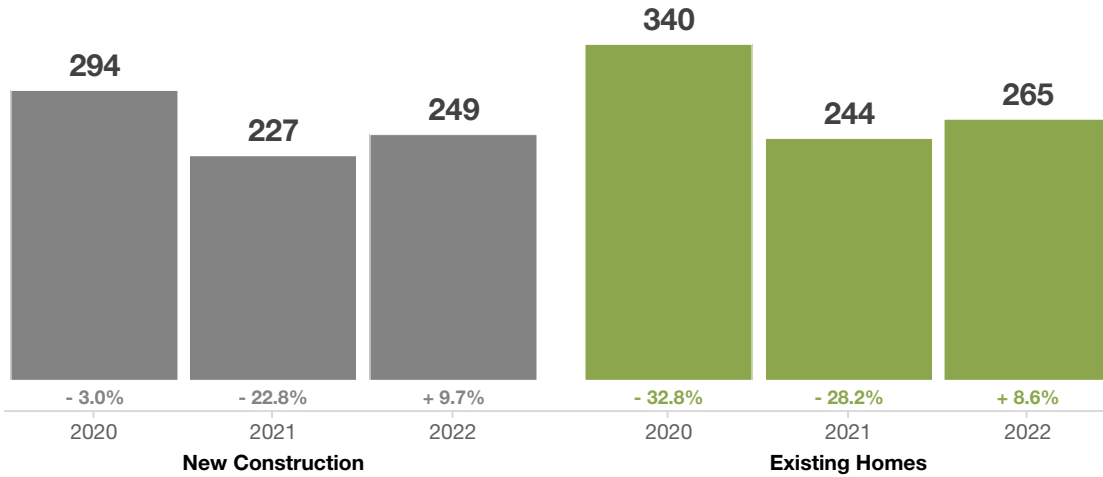
# Inventory of Homes for Sale

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



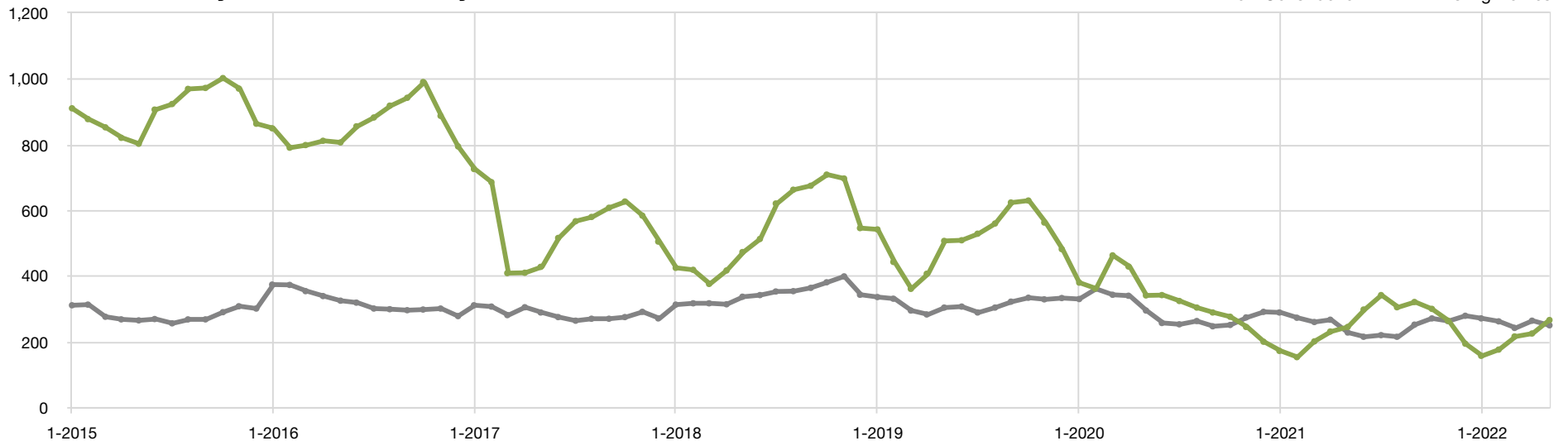
Lincoln Area Region

## May



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	214	- 16.4%	297	- 12.9%
Jul-2021	219	- 13.1%	341	+ 5.6%
Aug-2021	214	- 18.3%	304	+ 0.3%
Sep-2021	251	+ 2.0%	320	+ 11.1%
Oct-2021	270	+ 8.0%	299	+ 8.7%
Nov-2021	262	- 4.0%	263	+ 7.8%
Dec-2021	278	- 4.1%	193	- 3.0%
Jan-2022	270	- 6.3%	156	- 8.8%
Feb-2022	261	- 4.0%	175	+ 15.1%
Mar-2022	241	- 6.9%	215	+ 7.5%
Apr-2022	263	- 1.1%	224	- 2.6%
<b>May-2022</b>	<b>249</b>	<b>+ 9.7%</b>	<b>265</b>	<b>+ 8.6%</b>
12-Month Avg	249	- 5.0%	254	+ 2.4%

## Historical Inventory of Homes for Sale by Month



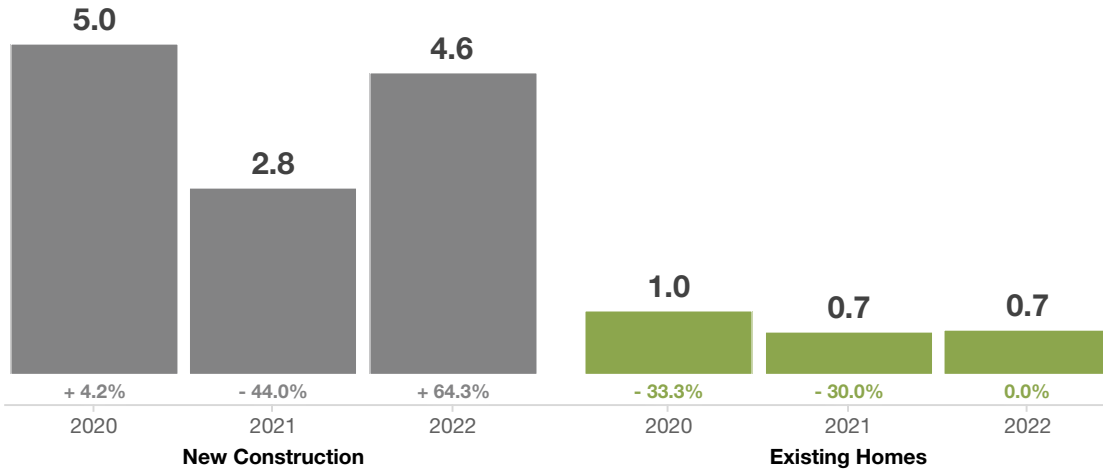
# Months Supply of Inventory

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

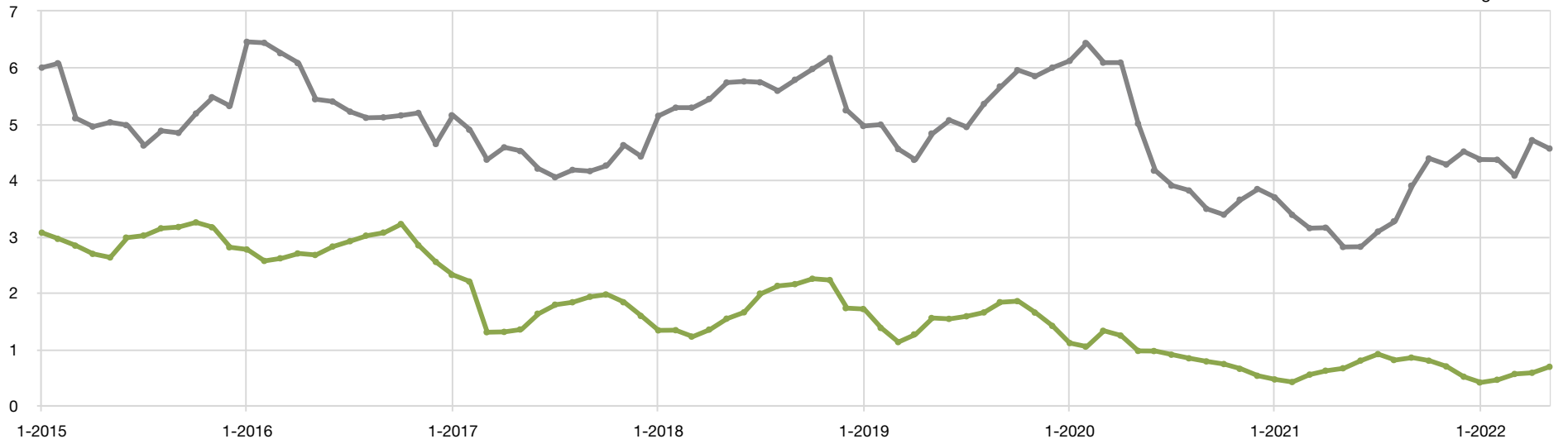
## May



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jun-2021	2.8	- 33.3%	0.8	- 20.0%
Jul-2021	3.1	- 20.5%	0.9	0.0%
Aug-2021	3.3	- 13.2%	0.8	0.0%
Sep-2021	3.9	+ 11.4%	0.8	0.0%
Oct-2021	4.4	+ 29.4%	0.8	+ 14.3%
Nov-2021	4.3	+ 16.2%	0.7	+ 16.7%
Dec-2021	4.5	+ 18.4%	0.5	0.0%
Jan-2022	4.4	+ 18.9%	0.4	- 20.0%
Feb-2022	4.4	+ 29.4%	0.5	+ 25.0%
Mar-2022	4.1	+ 32.3%	0.6	+ 20.0%
Apr-2022	4.7	+ 46.9%	0.6	0.0%
<b>May-2022</b>	<b>4.6</b>	<b>+ 64.3%</b>	<b>0.7</b>	<b>0.0%</b>
12-Month Avg*	4.0	+ 13.9%	0.7	- 0.6%

\* Months Supply for all properties from June 2021 through May 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	5-2021	5-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		577	<b>688</b>	+ 19.2%	2,632	<b>2,764</b>	+ 5.0%
<b>Pending Sales</b>		514	<b>488</b>	- 5.1%	2,201	<b>2,198</b>	- 0.1%
<b>Closed Sales</b>		454	<b>438</b>	- 3.5%	1,752	<b>1,885</b>	+ 7.6%
<b>Days on Market Until Sale</b>		13	<b>12</b>	- 7.7%	16	<b>16</b>	0.0%
<b>Median Closed Price</b>		\$245,000	<b>\$286,251</b>	+ 16.8%	\$240,000	<b>\$275,000</b>	+ 14.6%
<b>Average Closed Price</b>		\$282,376	<b>\$319,442</b>	+ 13.1%	\$271,129	<b>\$308,773</b>	+ 13.9%
<b>Percent of List Price Received</b>		103.6%	<b>103.6%</b>	0.0%	102.0%	<b>102.3%</b>	+ 0.3%
<b>Housing Affordability Index</b>		172	<b>114</b>	- 33.7%	176	<b>119</b>	- 32.4%
<b>Inventory of Homes for Sale</b>		471	<b>514</b>	+ 9.1%	—	—	—
<b>Months Supply of Inventory</b>		1.0	<b>1.2</b>	+ 20.0%	—	—	—