

# Monthly Indicators

Lincoln Area Region



## June 2022

Rising inflation, soaring home prices, and increased mortgage interest rates have combined to cause a slowdown in the U.S. housing market. To help quell inflation, which reached 8.6% as of last measure in May, the Federal Reserve raised interest rates by three quarters of a percentage point in June, the largest interest rate hike since 1994. Higher prices, coupled with 30-year fixed mortgage rates approaching 6%, have exacerbated affordability challenges and rapidly cooled demand, with home sales and mortgage applications falling sharply from a year ago.

New Listings increased 55.4 percent for New Construction but decreased 4.5 percent for Existing Homes. Pending Sales decreased 27.3 percent for New Construction and 11.7 percent for Existing Homes. Inventory increased 25.2 percent for New Construction and 9.8 percent for Existing Homes.

Median Closed Price increased 12.9 percent for New Construction and 11.1 percent for Existing Homes. Days on Market increased 9.1 percent for New Construction but remained flat for Existing Homes. Months Supply of Inventory increased 75.0 percent for New Construction but remained flat for Existing Homes.

With monthly mortgage payments up more than 50% compared to this time last year, the rising costs of homeownership have sidelined many prospective buyers. Nationally, the median sales price of existing homes recently exceeded \$400,000 for the first time ever, a 15% increase from the same period a year ago, according to the National Association of REALTORS®. As existing home sales continue to soften nationwide, housing supply is slowly improving, with inventory up for the second straight month. In time, price growth is expected to moderate as supply grows; for now, however, inventory remains low, and buyers are feeling the squeeze of higher prices all around.

## Quick Facts

**+ 7.6%**

Change in  
**Closed Sales**  
All Properties

**+ 15.0%**

Change in  
**Median Closed Price**  
All Properties

**+ 16.2%**

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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		56	<b>87</b>	+ 55.4%	655	<b>629</b>	- 4.0%
<b>Pending Sales</b>		33	<b>24</b>	- 27.3%	470	<b>378</b>	- 19.6%
<b>Closed Sales</b>		58	<b>77</b>	+ 32.8%	349	<b>453</b>	+ 29.8%
<b>Days on Market Until Sale</b>		44	<b>48</b>	+ 9.1%	45	<b>41</b>	- 8.9%
<b>Median Closed Price</b>		\$370,061	<b>\$417,693</b>	+ 12.9%	\$349,950	<b>\$405,669</b>	+ 15.9%
<b>Average Closed Price</b>		\$367,473	<b>\$446,859</b>	+ 21.6%	\$365,579	<b>\$425,441</b>	+ 16.4%
<b>Percent of List Price Received</b>		100.9%	<b>101.0%</b>	+ 0.1%	101.2%	<b>101.5%</b>	+ 0.3%
<b>Housing Affordability Index</b>		114	<b>78</b>	- 31.6%	120	<b>81</b>	- 32.5%
<b>Inventory of Homes for Sale</b>		214	<b>268</b>	+ 25.2%	—	—	—
<b>Months Supply of Inventory</b>		2.8	<b>4.9</b>	+ 75.0%	—	—	—

# 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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		622	<b>594</b>	- 4.5%	2,655	<b>2,833</b>	+ 6.7%
<b>Pending Sales</b>		486	<b>429</b>	- 11.7%	2,250	<b>2,284</b>	+ 1.5%
<b>Closed Sales</b>		485	<b>507</b>	+ 4.5%	1,946	<b>2,033</b>	+ 4.5%
<b>Days on Market Until Sale</b>		6	<b>6</b>	0.0%	9	<b>9</b>	0.0%
<b>Median Closed Price</b>		\$243,000	<b>\$270,000</b>	+ 11.1%	\$229,000	<b>\$253,000</b>	+ 10.5%
<b>Average Closed Price</b>		\$278,362	<b>\$324,770</b>	+ 16.7%	\$258,858	<b>\$292,403</b>	+ 13.0%
<b>Percent of List Price Received</b>		103.6%	<b>103.1%</b>	- 0.5%	102.6%	<b>102.6%</b>	0.0%
<b>Housing Affordability Index</b>		173	<b>121</b>	- 30.1%	184	<b>129</b>	- 29.9%
<b>Inventory of Homes for Sale</b>		297	<b>326</b>	+ 9.8%	—	<b>—</b>	—
<b>Months Supply of Inventory</b>		0.8	<b>0.8</b>	0.0%	—	<b>—</b>	—

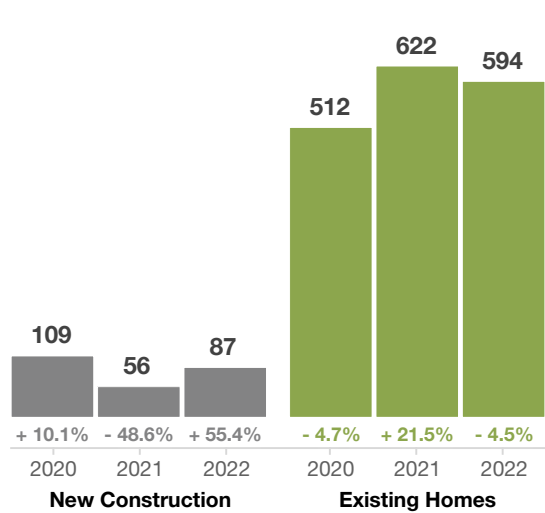
# New Listings

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

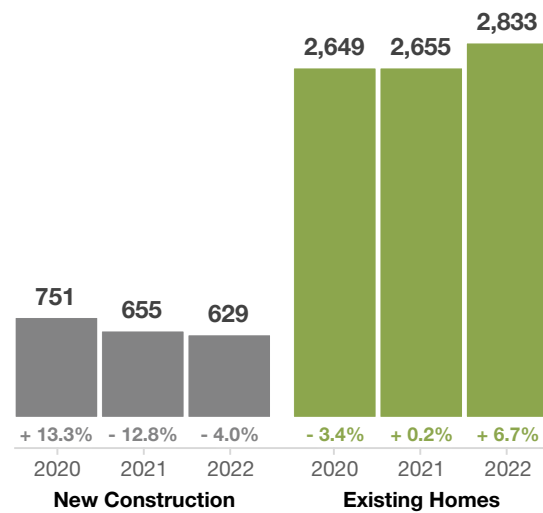


Lincoln Area Region

## June

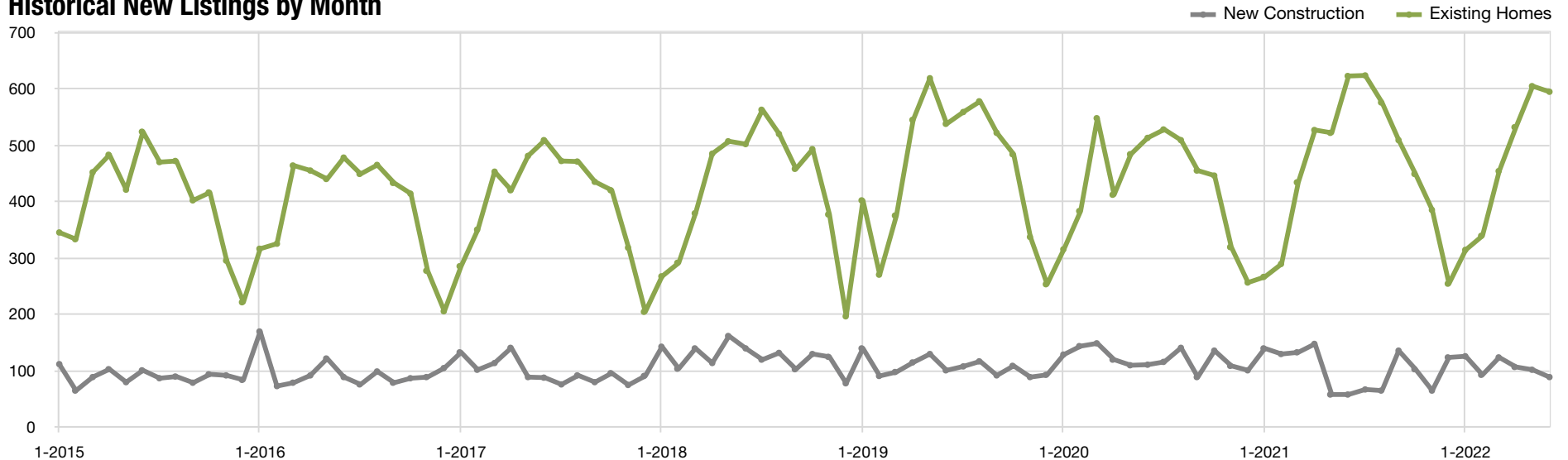


## Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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		101	- 24.6%	448	+ 0.7%
Nov-2021		63	- 41.1%	384	+ 20.8%
Dec-2021		122	+ 23.2%	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%	531	+ 1.0%
May-2022		100	+ 78.6%	604	+ 15.9%
<b>Jun-2022</b>	<b>87</b>	<b>87</b>	<b>+ 55.4%</b>	<b>594</b>	<b>- 4.5%</b>
12-Month Avg		98	- 11.7%	469	+ 9.1%

## Historical New Listings by Month



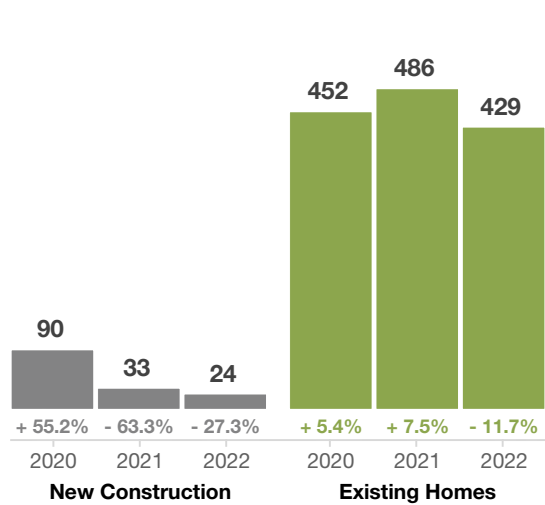
# Pending Sales

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

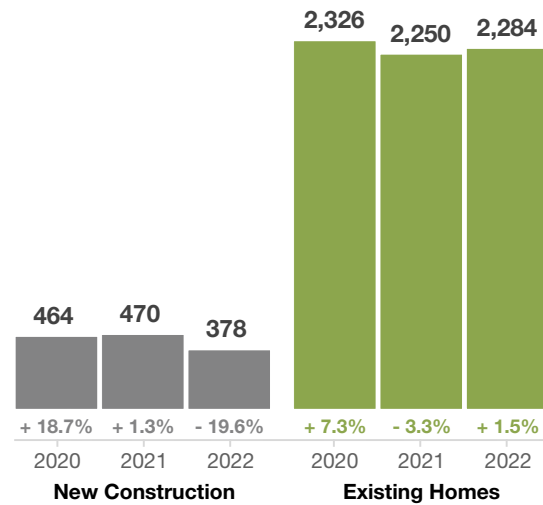


Lincoln Area Region

## June

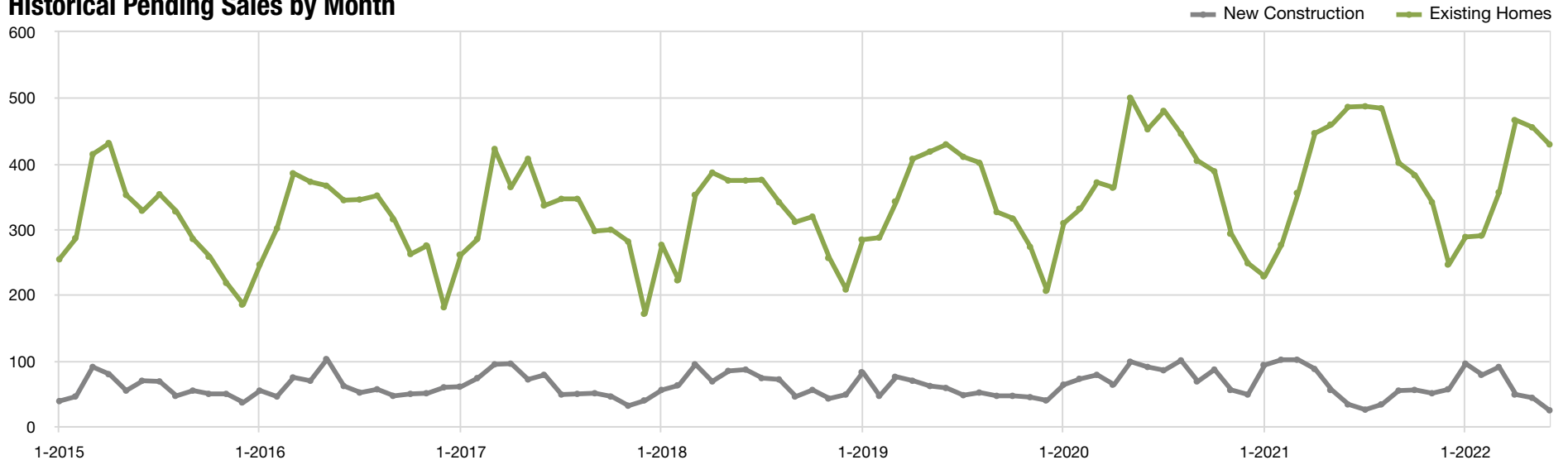


## Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	25	-70.6%	487	+1.5%
Aug-2021	33	-67.0%	484	+8.8%
Sep-2021	54	-20.6%	401	-0.7%
Oct-2021	55	-36.0%	382	-1.5%
Nov-2021	50	-9.1%	341	+16.4%
Dec-2021	56	+16.7%	246	-0.8%
Jan-2022	95	+2.2%	288	+26.3%
Feb-2022	78	-22.8%	290	+5.1%
Mar-2022	90	-10.9%	356	+0.3%
Apr-2022	48	-44.8%	466	+4.5%
May-2022	43	-21.8%	455	-0.9%
<b>Jun-2022</b>	<b>24</b>	<b>-27.3%</b>	<b>429</b>	<b>-11.7%</b>
12-Month Avg	54	-28.9%	385	+2.4%

## Historical Pending Sales by Month



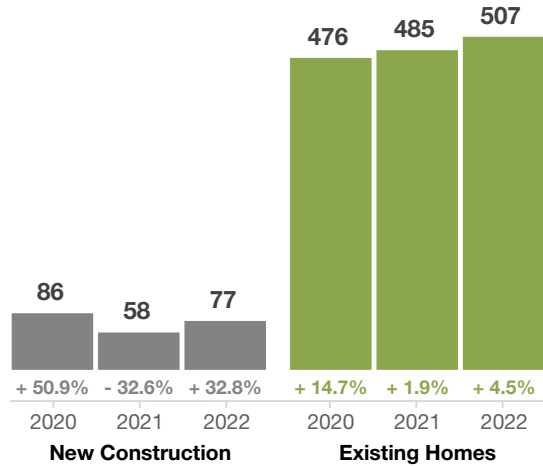
# Closed Sales

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

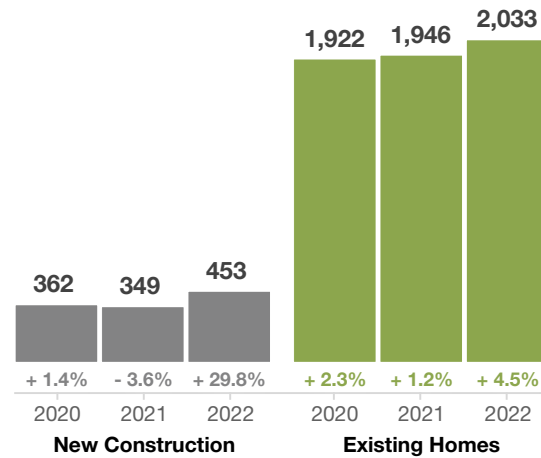


Lincoln Area Region

## June

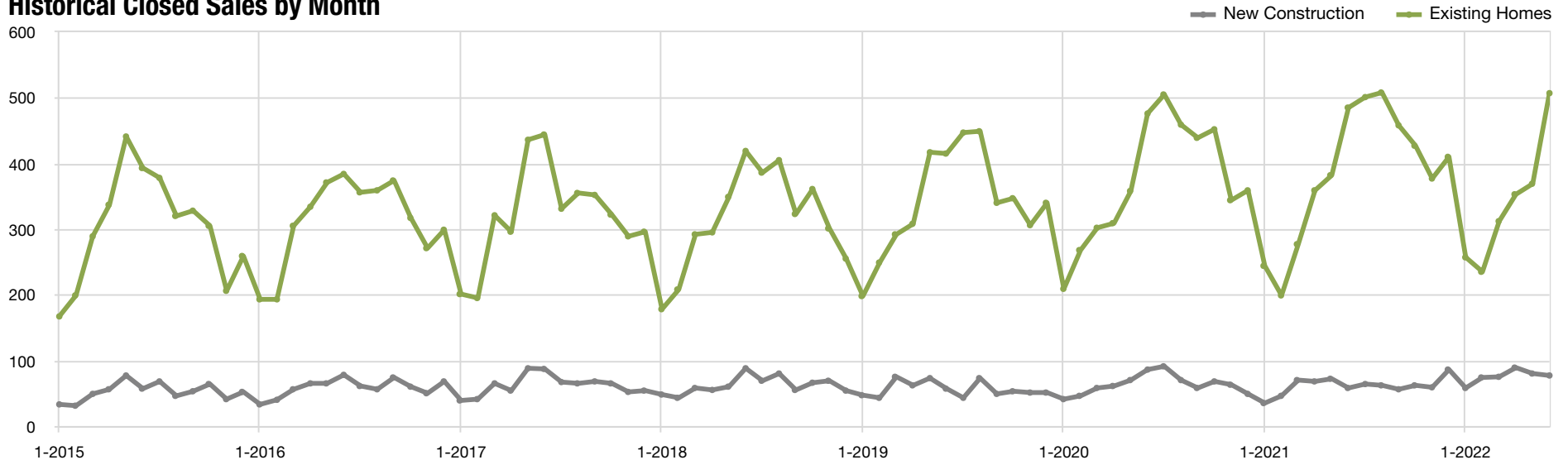


## Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	64	-29.7%	501	-0.8%
Aug-2021	62	-11.4%	508	+10.7%
Sep-2021	56	-3.4%	458	+4.3%
Oct-2021	62	-8.8%	427	-5.5%
Nov-2021	59	-6.3%	377	+9.6%
Dec-2021	86	+75.5%	410	+14.2%
Jan-2022	58	+65.7%	257	+5.3%
Feb-2022	74	+60.9%	235	+18.1%
Mar-2022	75	+7.1%	312	+12.6%
Apr-2022	89	+30.9%	353	-1.7%
May-2022	80	+11.1%	369	-3.4%
<b>Jun-2022</b>	<b>77</b>	<b>+32.8%</b>	<b>507</b>	<b>+4.5%</b>
12-Month Avg	70	+12.9%	393	+4.8%

## Historical Closed Sales by Month



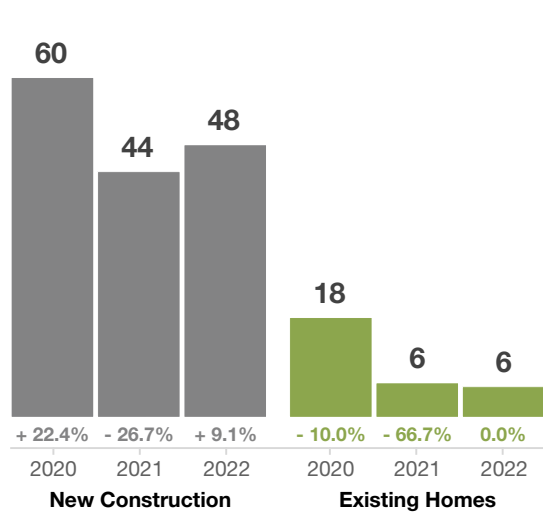
# Days on Market Until Sale

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

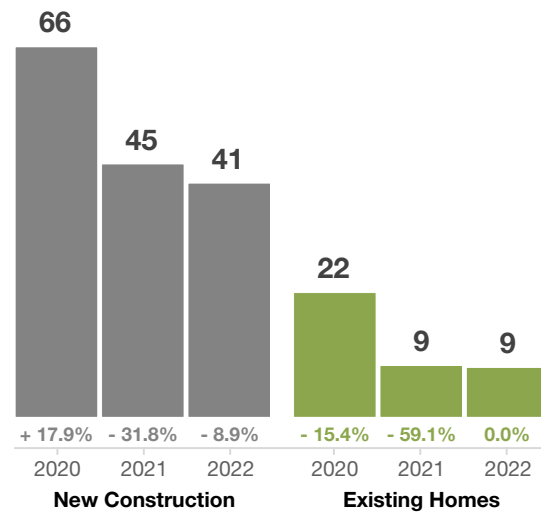


Lincoln Area Region

## June



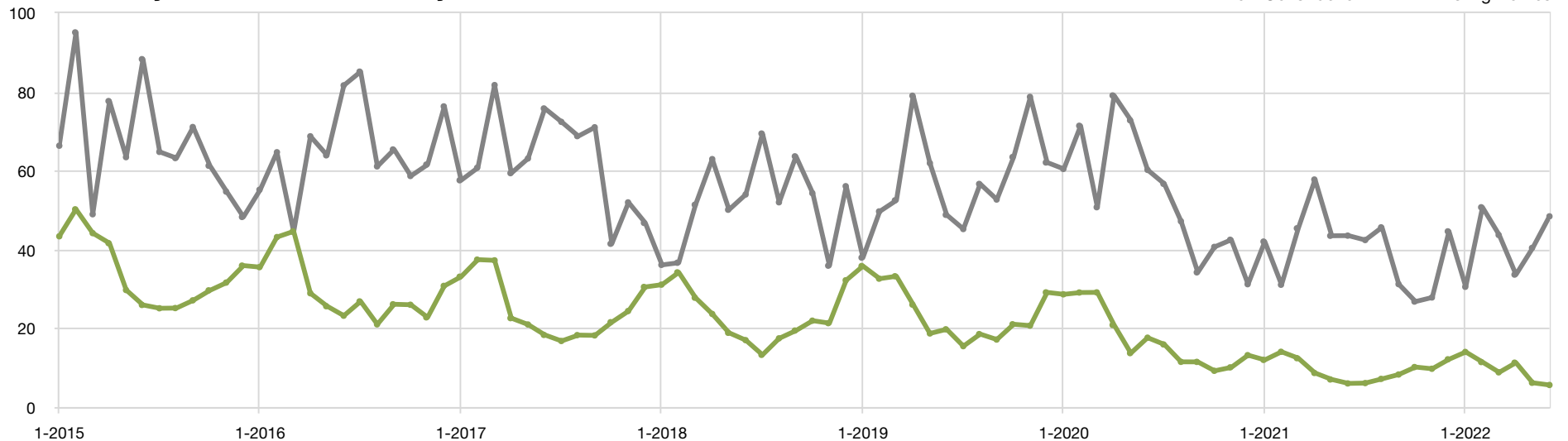
## Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	42	-26.3%	6	-62.5%
Aug-2021	46	-2.1%	7	-36.4%
Sep-2021	31	-8.8%	8	-27.3%
Oct-2021	27	-34.1%	10	+11.1%
Nov-2021	28	-33.3%	10	0.0%
Dec-2021	45	+45.2%	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	34	-41.4%	11	+22.2%
May-2022	40	-7.0%	6	-14.3%
<b>Jun-2022</b>	<b>48</b>	<b>+9.1%</b>	<b>6</b>	<b>0.0%</b>
12-Month Avg*	39	-10.9%	9	-18.2%

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

## Historical Days on Market Until Sale by Month



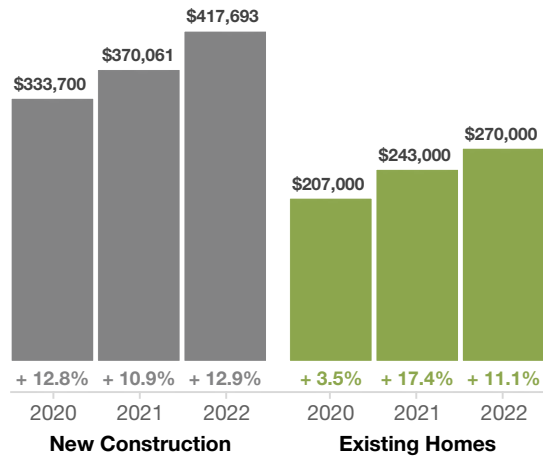
# Median Closed Price

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

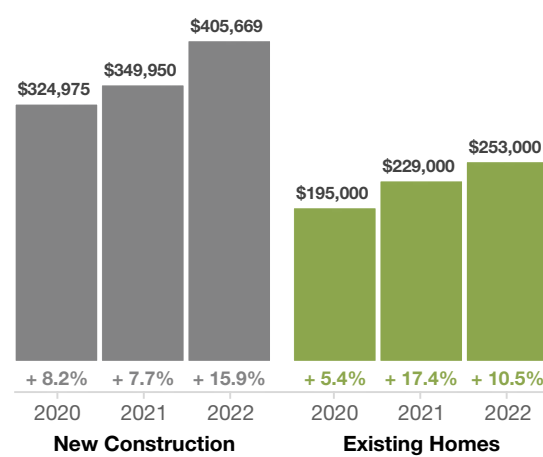


Lincoln Area Region

## June



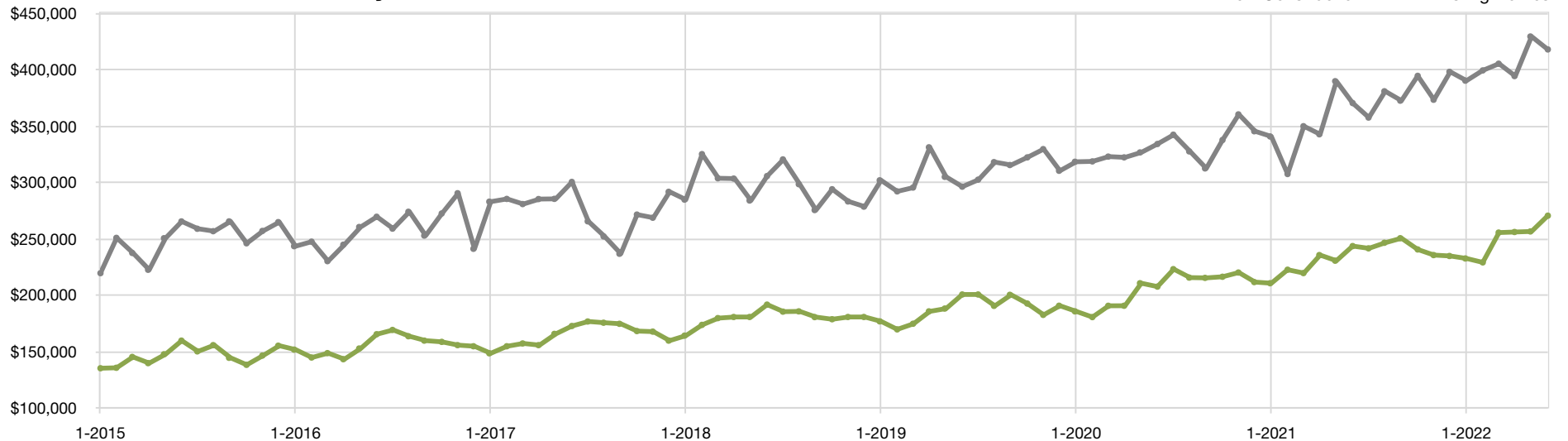
## Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	\$357,174	+ 4.5%	\$241,000	+ 8.3%
Aug-2021	\$380,535	+ 16.3%	\$245,950	+ 14.4%
Sep-2021	\$372,173	+ 19.3%	\$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	+ 15.3%	\$234,200	+ 11.0%
Jan-2022	\$389,962	+ 14.6%	\$232,000	+ 10.5%
Feb-2022	\$399,057	+ 30.0%	\$228,500	+ 2.9%
Mar-2022	\$405,029	+ 15.9%	\$255,000	+ 16.4%
Apr-2022	\$394,033	+ 15.1%	\$255,510	+ 8.7%
May-2022	\$429,188	+ 10.2%	\$256,000	+ 11.3%
<b>Jun-2022</b>	<b>\$417,693</b>	<b>+ 12.9%</b>	<b>\$270,000</b>	<b>+ 11.1%</b>
12-Month Avg*	\$394,265	+ 15.0%	\$245,500	+ 11.1%

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

## Historical Median Closed Price by Month





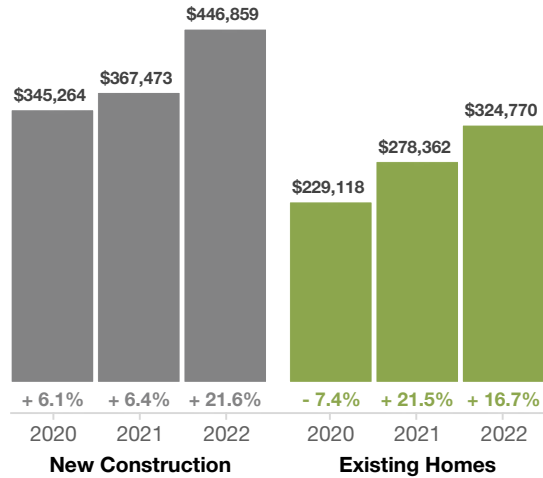
# Average Closed Price

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

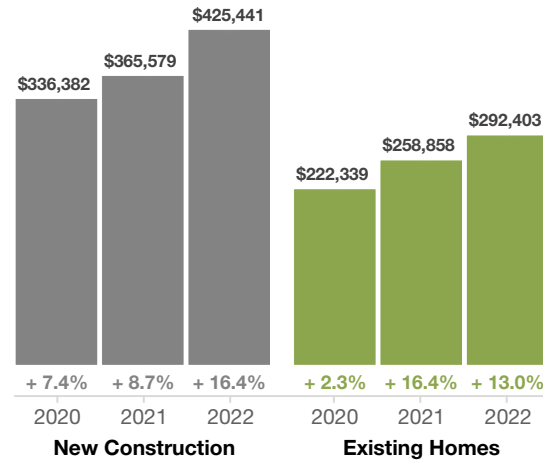


Lincoln Area Region

## June



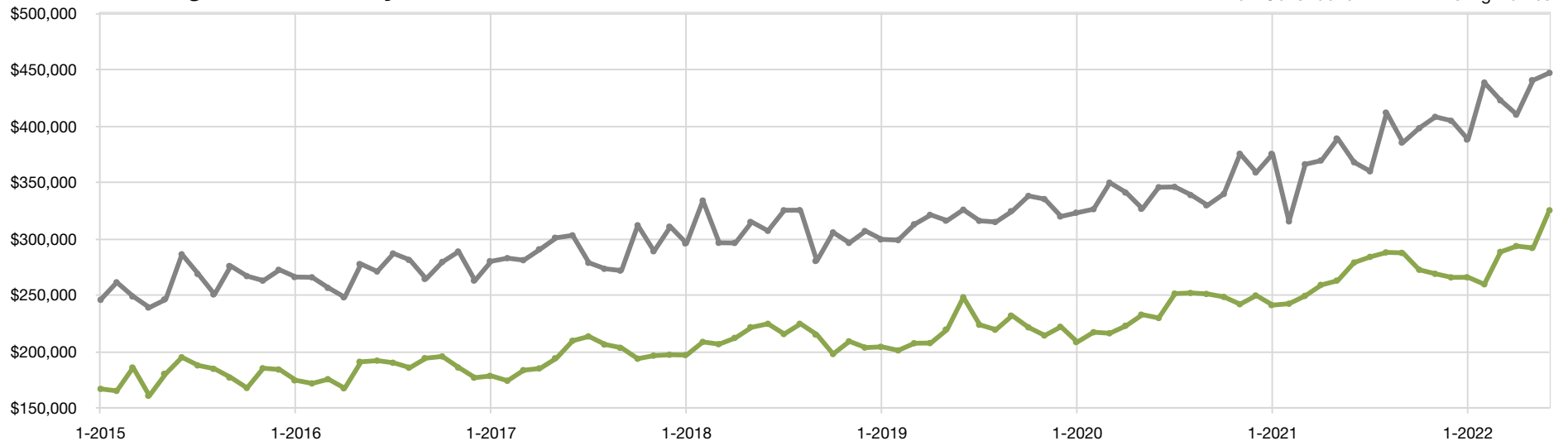
## Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	\$359,419	+ 4.0%	\$283,412	+ 13.0%
Aug-2021	\$411,548	+ 21.6%	\$287,387	+ 14.3%
Sep-2021	\$384,978	+ 16.9%	\$286,951	+ 14.6%
Oct-2021	\$397,797	+ 17.2%	\$271,971	+ 9.7%
Nov-2021	\$407,795	+ 8.7%	\$268,353	+ 11.2%
Dec-2021	\$404,308	+ 12.8%	\$265,185	+ 6.5%
Jan-2022	\$387,667	+ 3.4%	\$265,303	+ 10.3%
Feb-2022	\$438,243	+ 39.1%	\$259,064	+ 7.1%
Mar-2022	\$422,506	+ 15.5%	\$287,841	+ 15.7%
Apr-2022	\$409,771	+ 11.0%	\$292,993	+ 13.3%
May-2022	\$440,357	+ 13.3%	\$291,331	+ 11.1%
<b>Jun-2022</b>	<b>\$446,859</b>	<b>+ 21.6%</b>	<b>\$324,770</b>	<b>+ 16.7%</b>
12-Month Avg*	\$411,261	+ 15.6%	\$284,234	+ 12.3%

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

## Historical Average Closed Price by Month



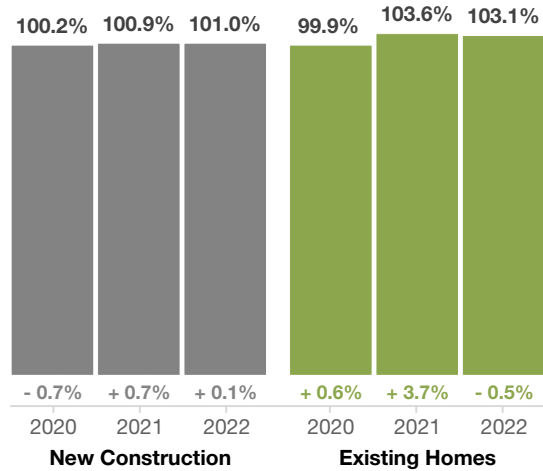
# Percent of List Price Received

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.

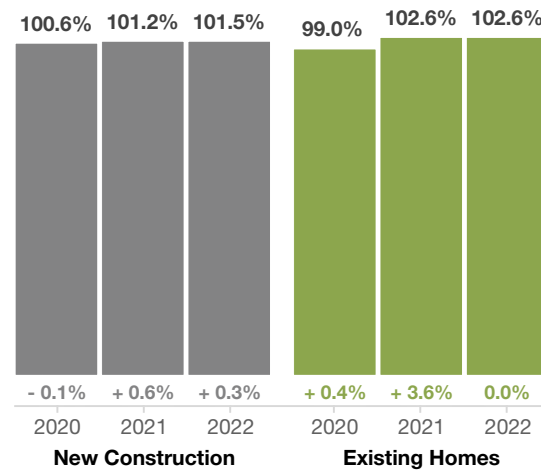


Lincoln Area Region

## June



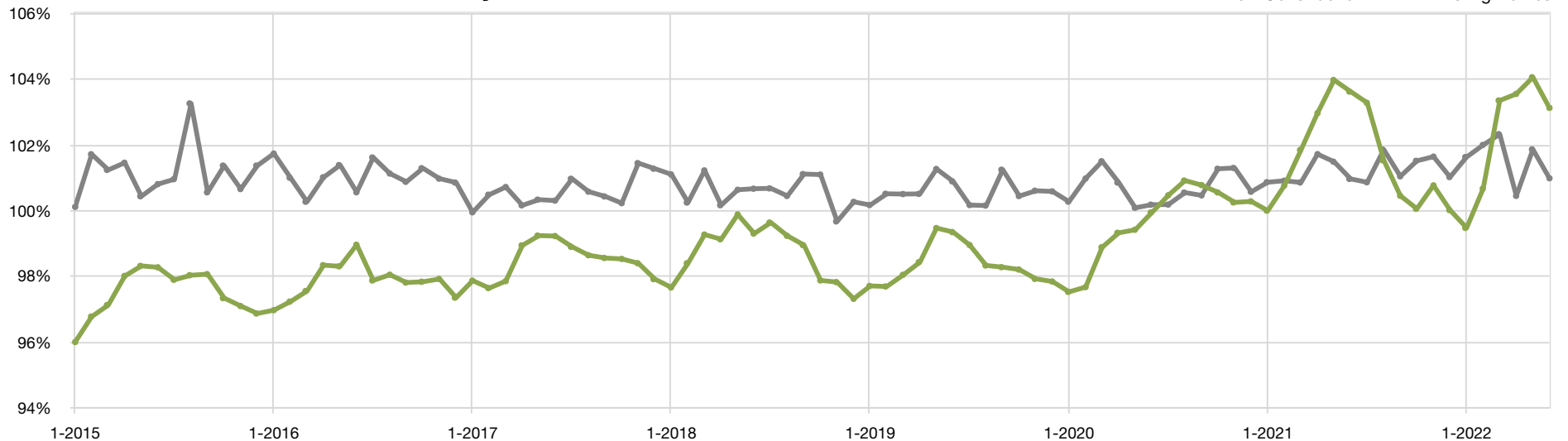
## Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	100.8%	+ 0.6%	103.3%	+ 2.8%
Aug-2021	101.8%	+ 1.3%	101.5%	+ 0.6%
Sep-2021	101.0%	+ 0.6%	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%	103.3%	+ 1.5%
Apr-2022	100.4%	- 1.3%	103.5%	+ 0.5%
May-2022	101.8%	+ 0.3%	104.0%	0.0%
<b>Jun-2022</b>	<b>101.0%</b>	<b>+ 0.1%</b>	<b>103.1%</b>	<b>- 0.5%</b>
12-Month Avg*	101.4%	+ 0.5%	101.8%	+ 0.3%

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

## Historical Percent of List Price Received by Month



# Housing Affordability Index

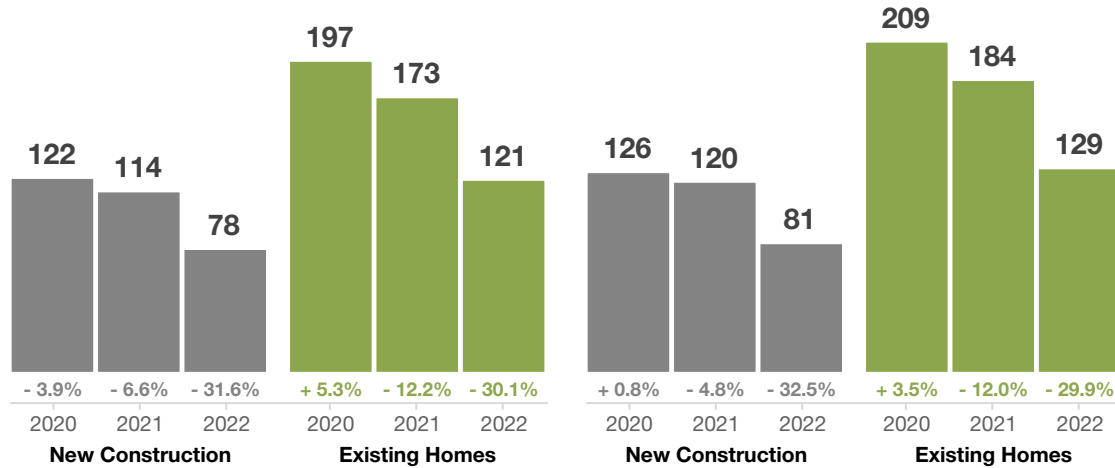
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Lincoln Area Region

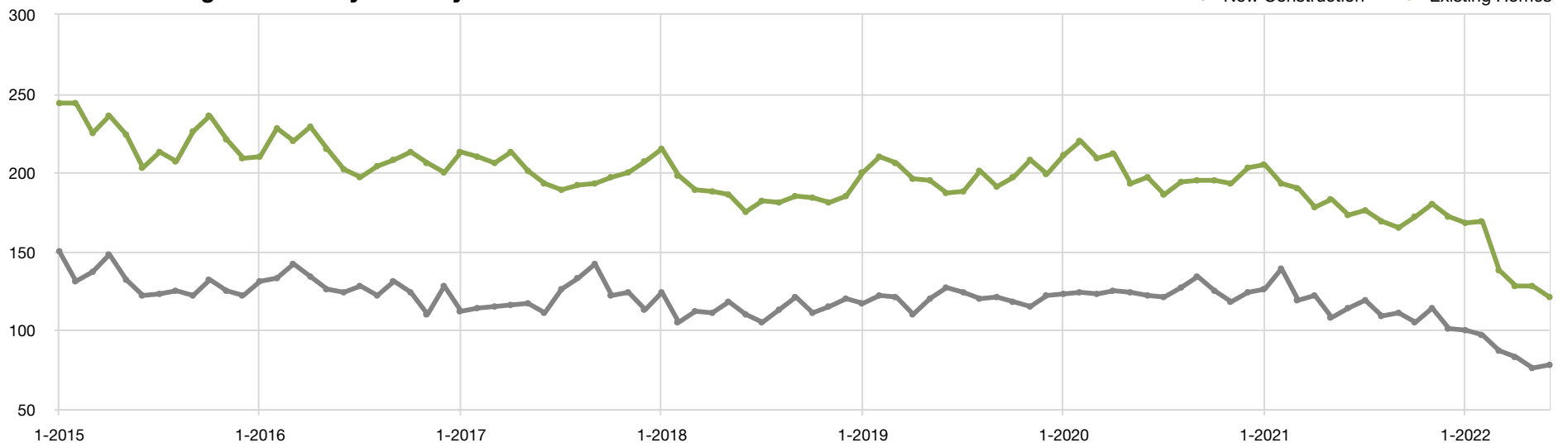
## June

## Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2021	119	- 1.7%	176	- 5.4%
Aug-2021	109	- 14.2%	169	- 12.9%
Sep-2021	111	- 17.2%	165	- 15.4%
Oct-2021	105	- 16.0%	172	- 11.8%
Nov-2021	114	- 3.4%	180	- 6.7%
Dec-2021	101	- 18.5%	172	- 15.3%
Jan-2022	100	- 20.6%	168	- 18.0%
Feb-2022	97	- 30.2%	169	- 12.4%
Mar-2022	87	- 26.9%	138	- 27.4%
Apr-2022	83	- 32.0%	128	- 28.1%
May-2022	76	- 29.6%	128	- 30.1%
<b>Jun-2022</b>	<b>78</b>	<b>- 31.6%</b>	<b>121</b>	<b>- 30.1%</b>
12-Month Avg	98	- 20.3%	157	- 17.8%

## Historical Housing Affordability Index by Month



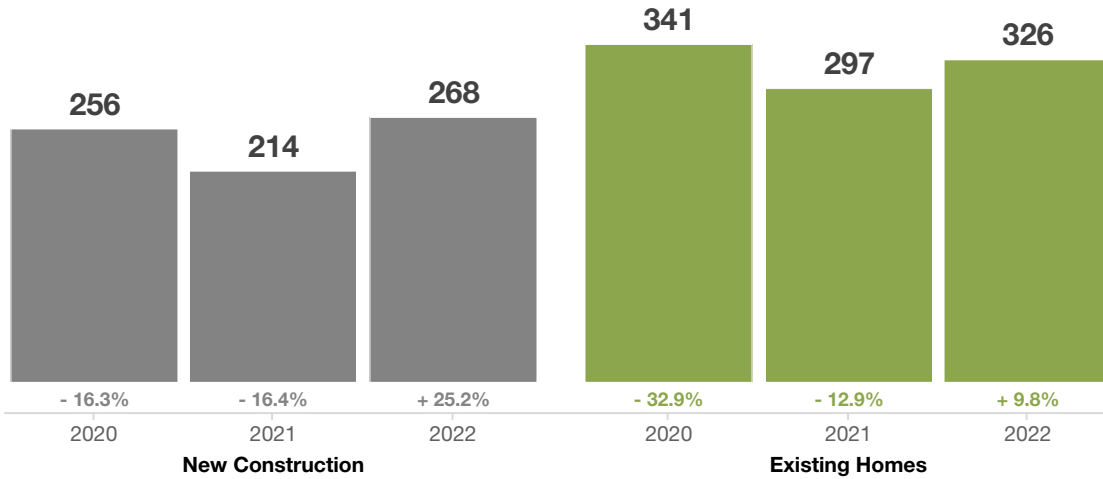
# Inventory of Homes for Sale

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



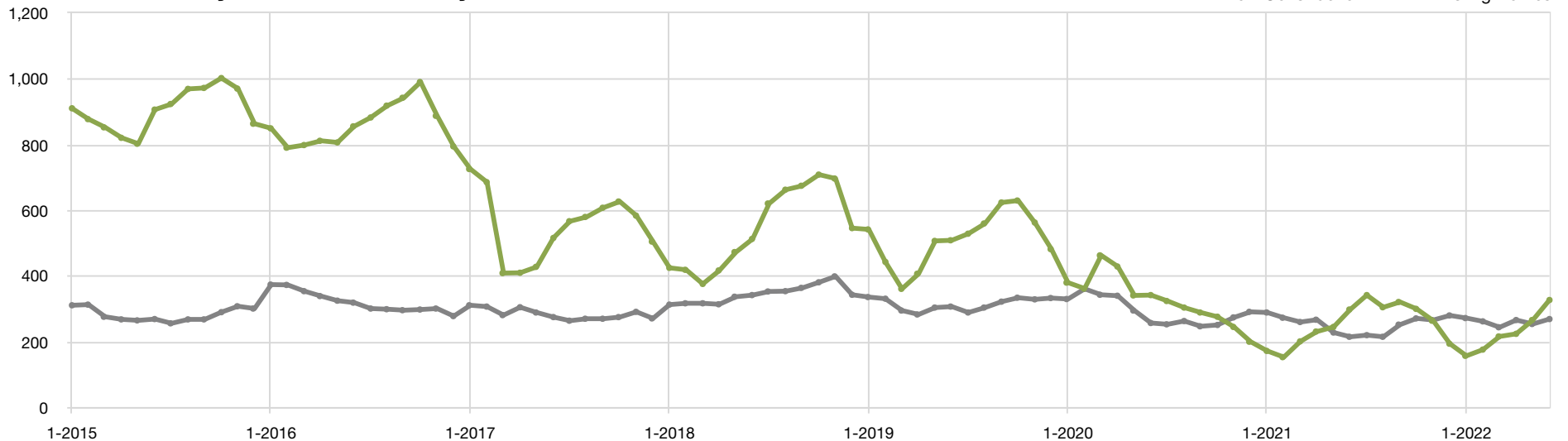
Lincoln Area Region

## June



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	265	- 2.9%	263	+ 7.8%
Dec-2021	279	- 3.8%	193	- 3.0%
Jan-2022	271	- 5.9%	156	- 8.8%
Feb-2022	261	- 4.0%	175	+ 15.1%
Mar-2022	243	- 6.2%	215	+ 7.5%
Apr-2022	265	- 0.4%	223	- 3.0%
May-2022	253	+ 11.5%	265	+ 8.6%
<b>Jun-2022</b>	<b>268</b>	<b>+ 25.2%</b>	<b>326</b>	<b>+ 9.8%</b>
12-Month Avg	255	- 1.2%	257	+ 5.3%

## Historical Inventory of Homes for Sale by Month



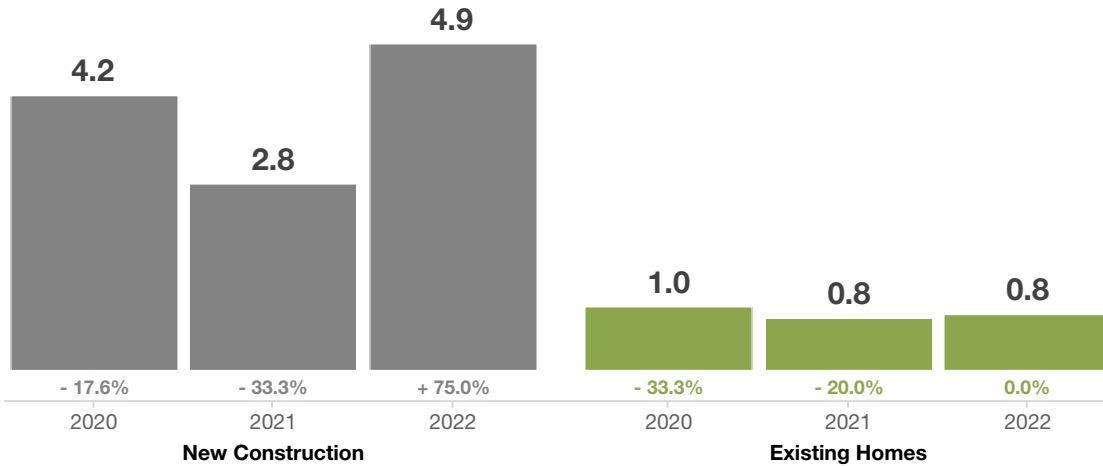
# Months Supply of Inventory

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.



Lincoln Area Region

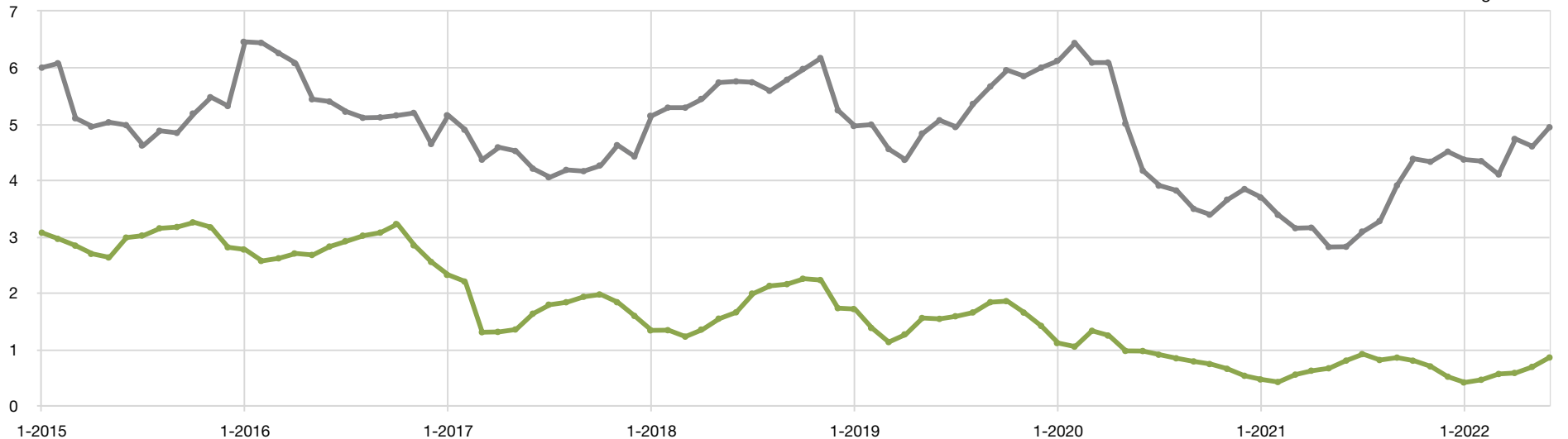
## June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	4.3	+ 26.5%	0.5	+ 25.0%
Mar-2022	4.1	+ 32.3%	0.6	+ 20.0%
Apr-2022	4.7	+ 46.9%	0.6	0.0%
May-2022	4.6	+ 64.3%	0.7	0.0%
<b>Jun-2022</b>	<b>4.9</b>	<b>+ 75.0%</b>	<b>0.8</b>	<b>0.0%</b>
12-Month Avg*	4.2	+ 23.0%	0.7	+ 2.2%

\* Months Supply for all properties from July 2021 through June 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	6-2021	6-2022	% Change	YTD 2021	YTD 2022	% Change
<b>New Listings</b>		678	<b>681</b>	+ 0.4%	3,310	<b>3,462</b>	+ 4.6%
<b>Pending Sales</b>		519	<b>453</b>	- 12.7%	2,720	<b>2,662</b>	- 2.1%
<b>Closed Sales</b>		543	<b>584</b>	+ 7.6%	2,295	<b>2,486</b>	+ 8.3%
<b>Days on Market Until Sale</b>		10	<b>11</b>	+ 10.0%	15	<b>15</b>	0.0%
<b>Median Closed Price</b>		\$252,000	<b>\$289,900</b>	+ 15.0%	\$244,950	<b>\$277,350</b>	+ 13.2%
<b>Average Closed Price</b>		\$287,880	<b>\$340,868</b>	+ 18.4%	\$275,094	<b>\$316,611</b>	+ 15.1%
<b>Percent of List Price Received</b>		103.3%	<b>102.8%</b>	- 0.5%	102.3%	<b>102.4%</b>	+ 0.1%
<b>Housing Affordability Index</b>		167	<b>113</b>	- 32.3%	172	<b>118</b>	- 31.4%
<b>Inventory of Homes for Sale</b>		511	<b>594</b>	+ 16.2%	—	—	—
<b>Months Supply of Inventory</b>		1.1	<b>1.4</b>	+ 27.3%	—	—	—