

Monthly Indicators

Lincoln Area Region



April 2024

U.S. existing-home sales recently fell from a one-year high, dropping 4.3% month-over-month to a seasonally adjusted annual rate of 4.19 million, according to the National Association of REALTORS® (NAR), as higher interest rates and rising sales prices continue to keep some prospective buyers on the sidelines. Average 30-year mortgage rates have topped 7% in recent weeks, while the median existing-home sales price hit \$393,500 as of last measure, a 4.8% increase from the previous month, according to NAR.

New Listings decreased 12.0 percent for New Construction but increased 23.5 percent for Existing Homes. Pending Sales decreased 37.1 percent for New Construction but increased 9.2 percent for Existing Homes. Inventory decreased 4.2 percent for New Construction but increased 43.0 percent for Existing Homes.

Median Closed Price increased 2.4 percent for New Construction but remained flat for Existing Homes. Days on Market decreased 17.7 percent for New Construction but increased 50.0 percent for Existing Homes. Months Supply of Inventory increased 1.5 percent for New Construction and 44.4 percent for Existing Homes.

Warmer temperatures appear to have helped bring some sellers back to the market, providing additional options to home shoppers during the spring buying season. Total inventory was up 4.7% month-over-month and 14.4% year-over-year, for a 3.2 months' supply at the current sales pace, according to NAR. Nevertheless, demand continues to outpace supply and properties are selling quickly, with the typical home spending 33 days on market nationwide, down from 38 days the month before.

Quick Facts

+ 7.3%

Change in
Closed Sales
All Properties

- 3.7%

Change in
Median Closed Price
All Properties

+ 18.4%

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.



Lincoln Area Region

Key Metrics	Historical Sparkbars	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		108	95	- 12.0%	467	421	- 9.9%
Pending Sales		62	39	- 37.1%	232	180	- 22.4%
Closed Sales		58	39	- 32.8%	207	159	- 23.2%
Days on Market Until Sale		62	51	- 17.7%	57	46	- 19.3%
Median Closed Price		\$414,973	\$424,900	+ 2.4%	\$417,900	\$451,392	+ 8.0%
Average Closed Price		\$447,517	\$427,663	- 4.4%	\$435,887	\$471,402	+ 8.1%
Percent of List Price Received		100.4%	100.2%	- 0.2%	100.2%	100.2%	0.0%
Housing Affordability Index		87	80	- 8.0%	86	75	- 12.8%
Inventory of Homes for Sale		307	294	- 4.2%	—	—	—
Months Supply of Inventory		6.7	6.8	+ 1.5%	—	—	—

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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		473	584	+ 23.5%	1,529	1,808	+ 18.2%
Pending Sales		382	417	+ 9.2%	1,197	1,296	+ 8.3%
Closed Sales		283	327	+ 15.5%	958	1,045	+ 9.1%
Days on Market Until Sale		12	18	+ 50.0%	16	23	+ 43.8%
Median Closed Price		\$270,000	\$269,900	- 0.0%	\$264,450	\$269,900	+ 2.1%
Average Closed Price		\$310,650	\$314,177	+ 1.1%	\$302,601	\$307,574	+ 1.6%
Percent of List Price Received		100.3%	99.4%	- 0.9%	99.5%	98.5%	- 1.0%
Housing Affordability Index		133	125	- 6.0%	136	125	- 8.1%
Inventory of Homes for Sale		284	406	+ 43.0%	—	—	—
Months Supply of Inventory		0.9	1.3	+ 44.4%	—	—	—

New Listings

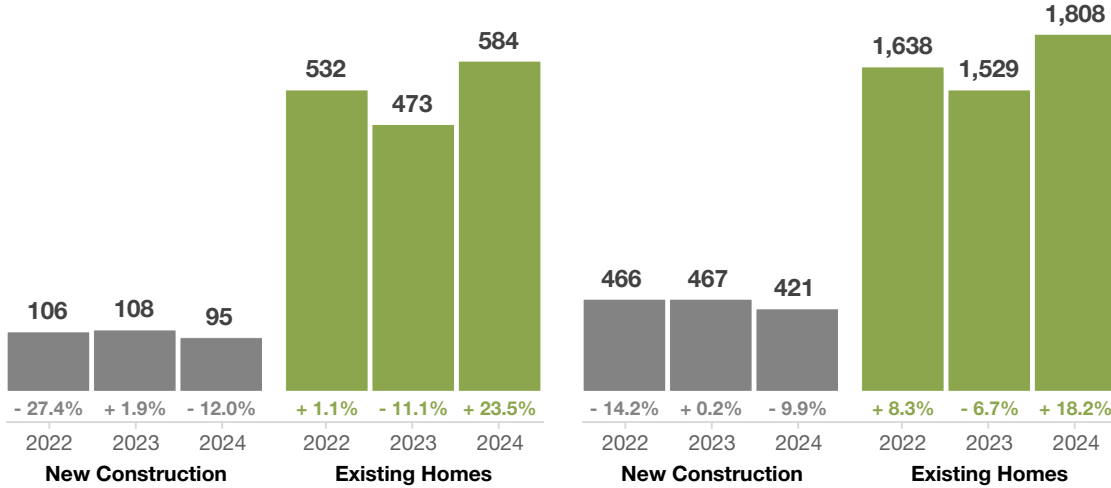
A count of the properties that have been newly listed on the market in a given month.



Lincoln Area Region

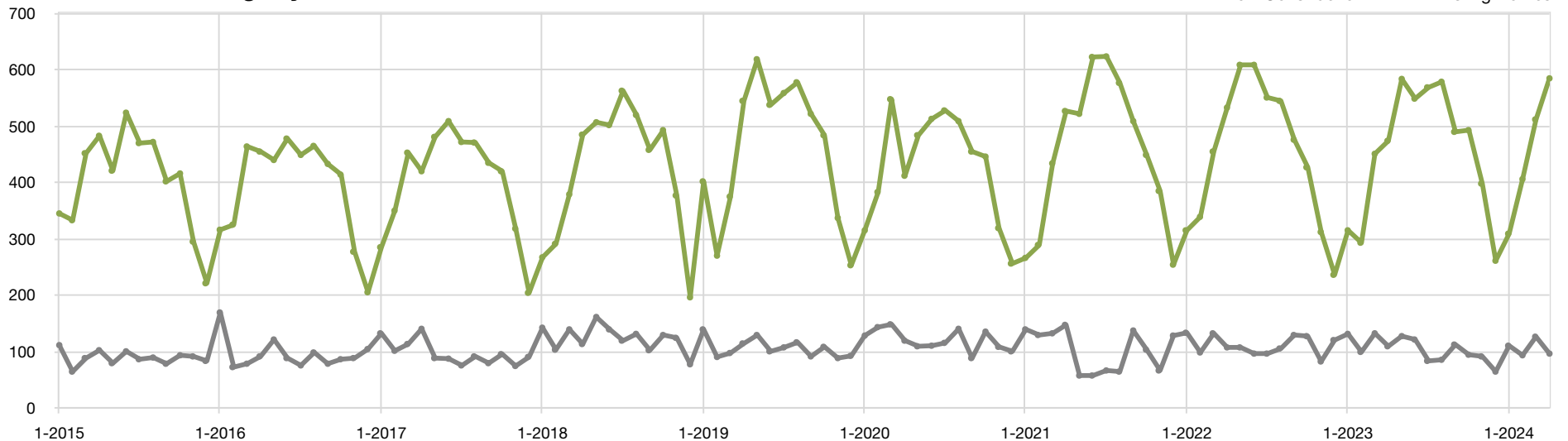
April

Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023		126	+ 18.9%	583	- 4.1%
Jun-2023		120	+ 26.3%	548	- 9.9%
Jul-2023		82	- 13.7%	568	+ 3.3%
Aug-2023		84	- 19.2%	578	+ 6.3%
Sep-2023		111	- 13.3%	489	+ 2.9%
Oct-2023		93	- 26.2%	492	+ 15.5%
Nov-2023		90	+ 11.1%	397	+ 27.7%
Dec-2023		63	- 47.1%	260	+ 10.6%
Jan-2024		109	- 16.2%	308	- 1.9%
Feb-2024		92	- 6.1%	405	+ 38.7%
Mar-2024		125	- 4.6%	511	+ 13.6%
Apr-2024	95		- 12.0%	584	+ 23.5%
12-Month Avg		99	- 10.0%	477	+ 8.2%

Historical New Listings by Month



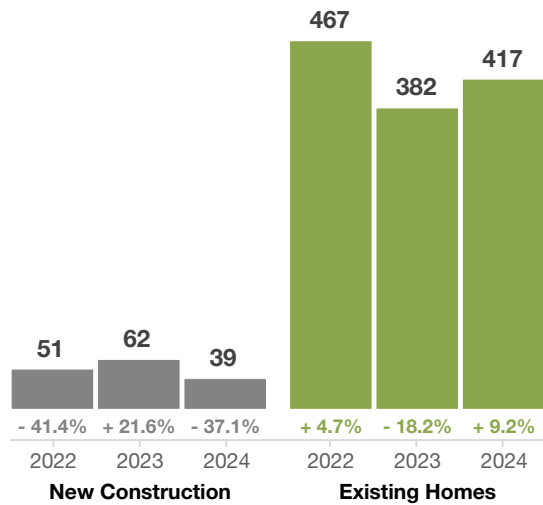
Pending Sales

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

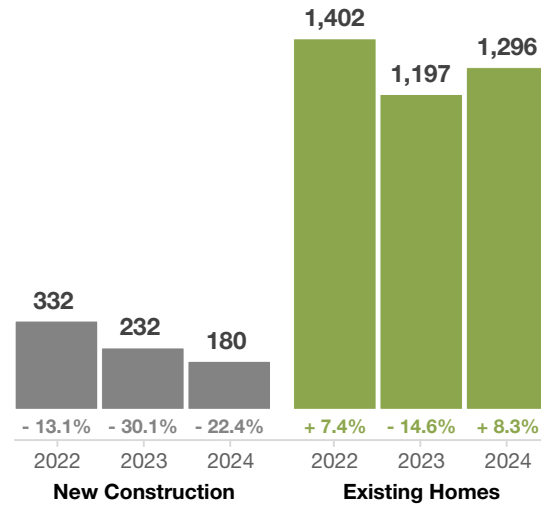


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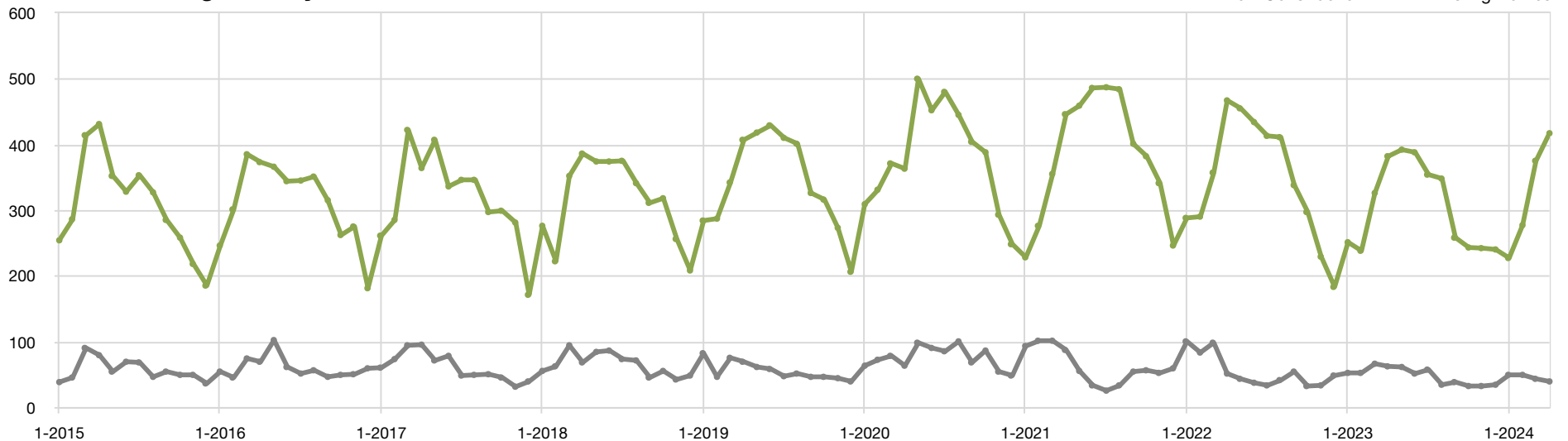


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	61	+ 41.9%	392	- 13.8%
Jun-2023	51	+ 37.8%	388	- 10.6%
Jul-2023	57	+ 72.7%	354	- 14.3%
Aug-2023	34	- 17.1%	348	- 15.3%
Sep-2023	38	- 29.6%	258	- 23.7%
Oct-2023	32	0.0%	243	- 18.2%
Nov-2023	32	- 3.0%	242	+ 5.7%
Dec-2023	34	- 29.2%	240	+ 31.1%
Jan-2024	49	- 5.8%	227	- 9.6%
Feb-2024	49	- 5.8%	277	+ 16.4%
Mar-2024	43	- 34.8%	375	+ 15.0%
Apr-2024	39	- 37.1%	417	+ 9.2%
12-Month Avg	43	- 6.5%	313	- 5.2%

Historical Pending Sales by Month



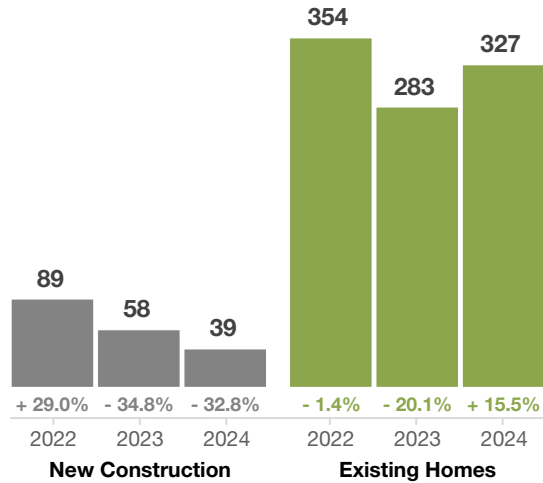
Closed Sales

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

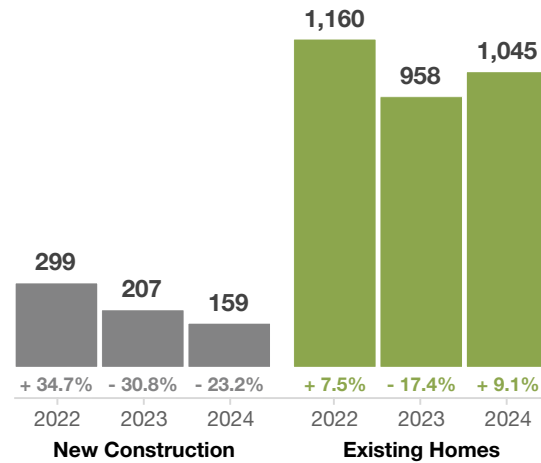


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April

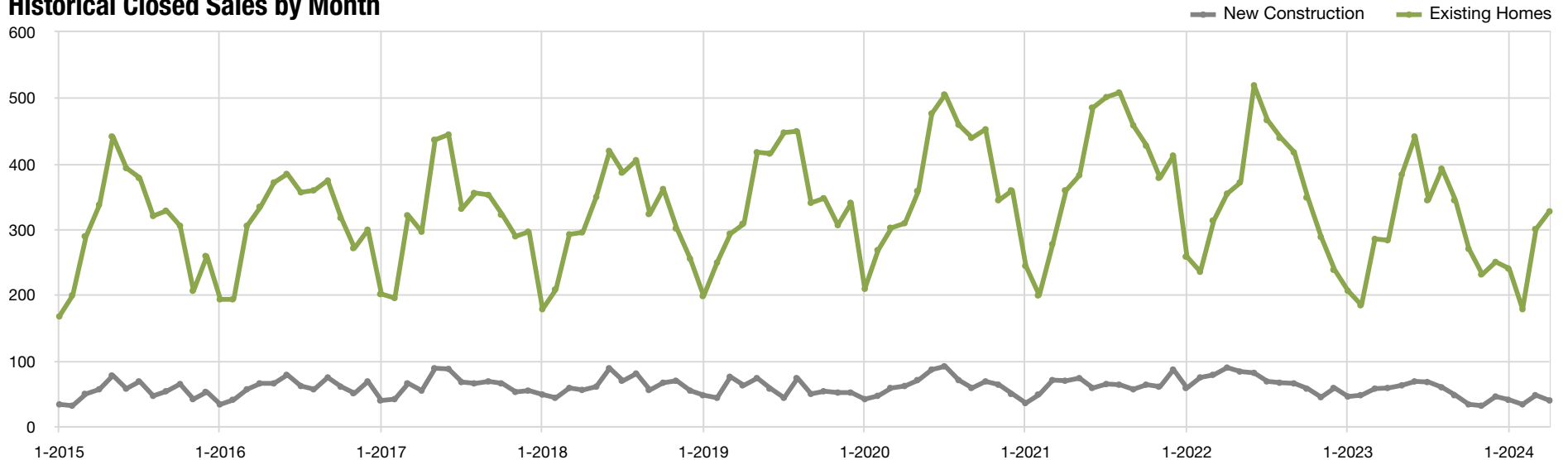


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	62	- 25.3%	383	+ 3.2%
Jun-2023	68	- 16.0%	441	- 15.0%
Jul-2023	67	- 1.5%	344	- 26.2%
Aug-2023	59	- 10.6%	392	- 10.7%
Sep-2023	47	- 27.7%	344	- 17.5%
Oct-2023	33	- 42.1%	270	- 22.4%
Nov-2023	31	- 29.5%	231	- 19.8%
Dec-2023	45	- 22.4%	250	+ 5.0%
Jan-2024	40	- 11.1%	240	+ 16.5%
Feb-2024	33	- 29.8%	178	- 3.3%
Mar-2024	47	- 17.5%	300	+ 5.3%
Apr-2024	39	- 32.8%	327	+ 15.5%
12-Month Avg	48	- 21.3%	308	- 8.6%

Historical Closed Sales by Month



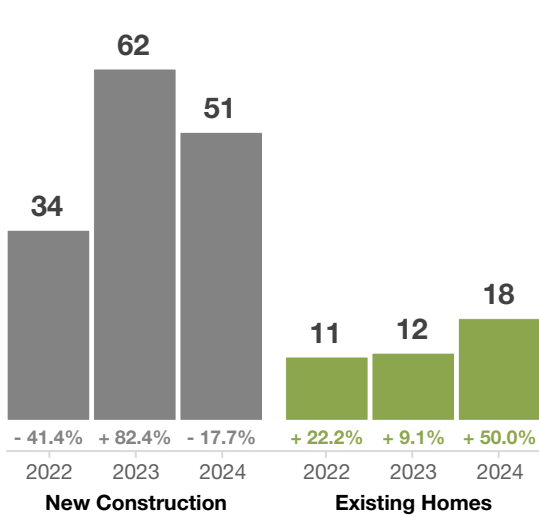
Days on Market Until Sale

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

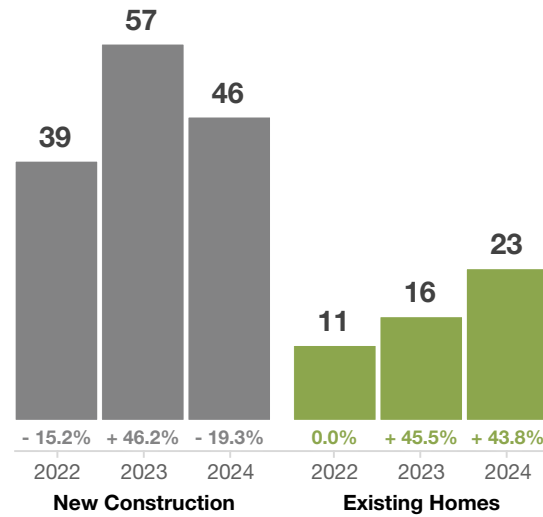


Lincoln Area Region

April



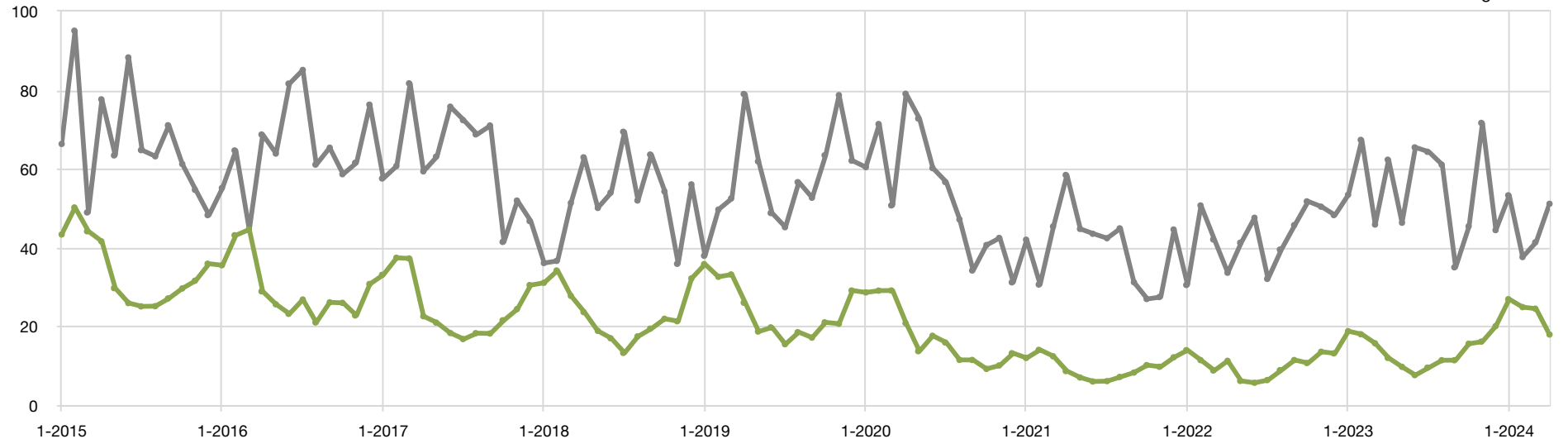
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	46	+ 12.2%	10	+ 66.7%
Jun-2023	65	+ 35.4%	8	+ 33.3%
Jul-2023	64	+ 100.0%	10	+ 66.7%
Aug-2023	61	+ 52.5%	11	+ 22.2%
Sep-2023	35	- 23.9%	11	0.0%
Oct-2023	45	- 13.5%	16	+ 45.5%
Nov-2023	72	+ 44.0%	16	+ 14.3%
Dec-2023	44	- 8.3%	20	+ 53.8%
Jan-2024	53	0.0%	27	+ 42.1%
Feb-2024	38	- 43.3%	25	+ 38.9%
Mar-2024	41	- 10.9%	24	+ 50.0%
Apr-2024	51	- 17.7%	18	+ 50.0%
12-Month Avg*	52	+ 9.7%	15	+ 43.0%

* Days on Market for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



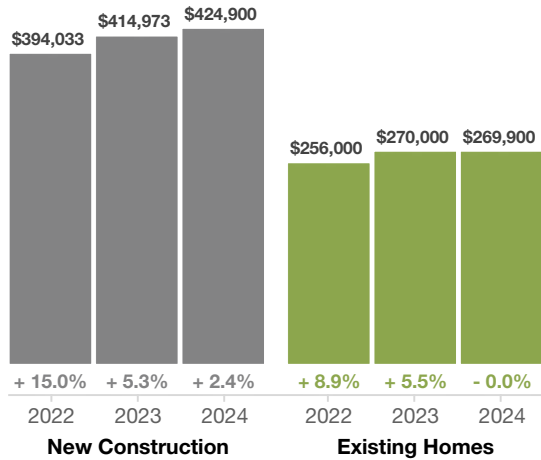
Median Closed Price

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

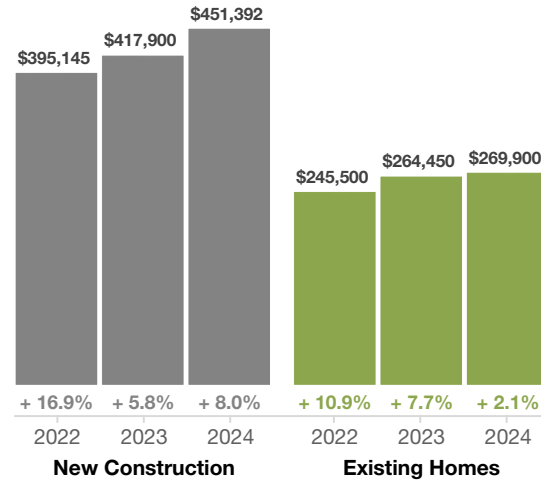


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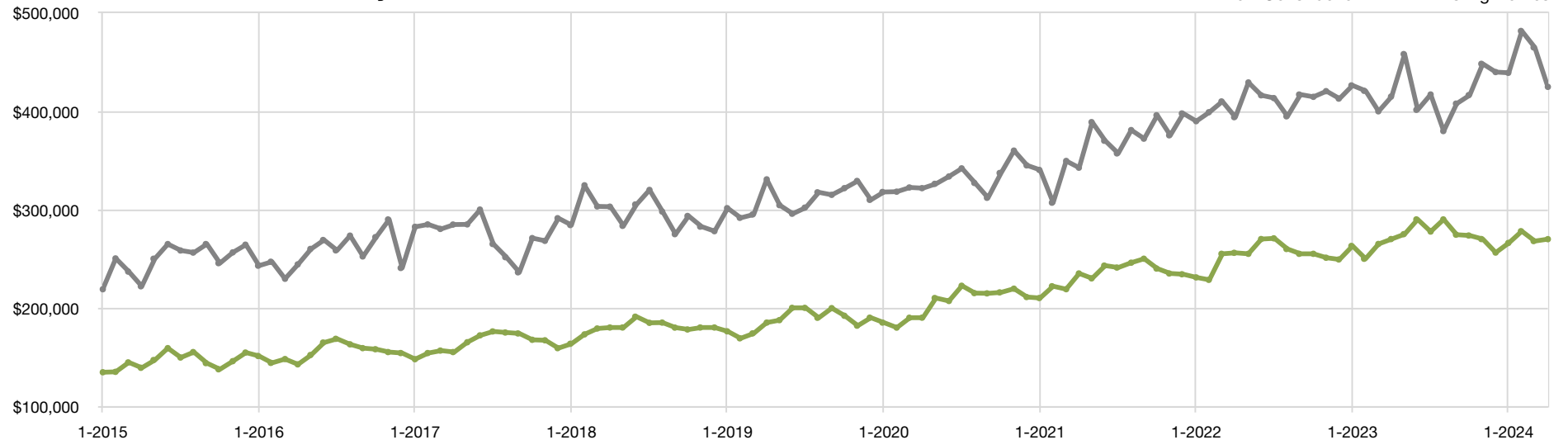
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	\$458,232	+ 6.7%	\$275,000	+ 7.8%
Jun-2023	\$401,491	- 3.6%	\$290,000	+ 7.4%
Jul-2023	\$417,103	+ 0.9%	\$277,638	+ 2.5%
Aug-2023	\$379,900	- 3.8%	\$290,000	+ 11.6%
Sep-2023	\$407,820	- 2.2%	\$274,450	+ 7.6%
Oct-2023	\$416,450	+ 0.4%	\$273,625	+ 7.3%
Nov-2023	\$448,330	+ 6.6%	\$270,000	+ 7.6%
Dec-2023	\$439,950	+ 6.5%	\$256,250	+ 2.8%
Jan-2024	\$439,175	+ 3.0%	\$266,000	+ 1.1%
Feb-2024	\$481,763	+ 14.5%	\$278,000	+ 11.2%
Mar-2024	\$465,000	+ 16.3%	\$267,950	+ 1.1%
Apr-2024	\$424,900	+ 2.4%	\$269,900	- 0.0%
12-Month Avg*	\$433,823	+ 4.5%	\$275,000	+ 5.8%

* Median Closed Price for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

Historical Median Closed Price by Month



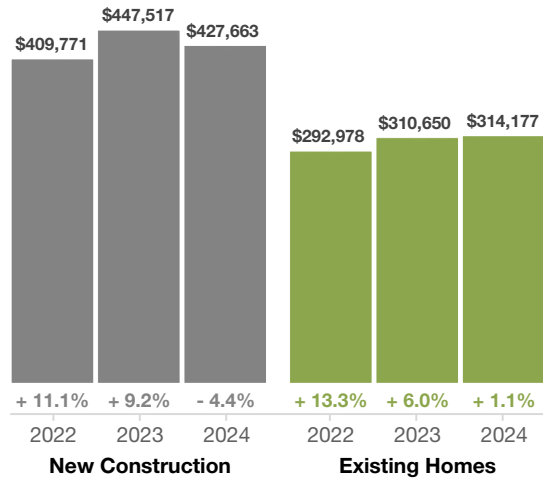
Average Closed Price

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

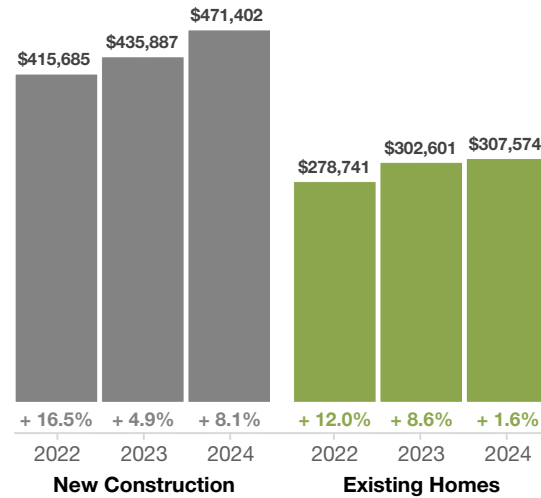


Lincoln Area Region

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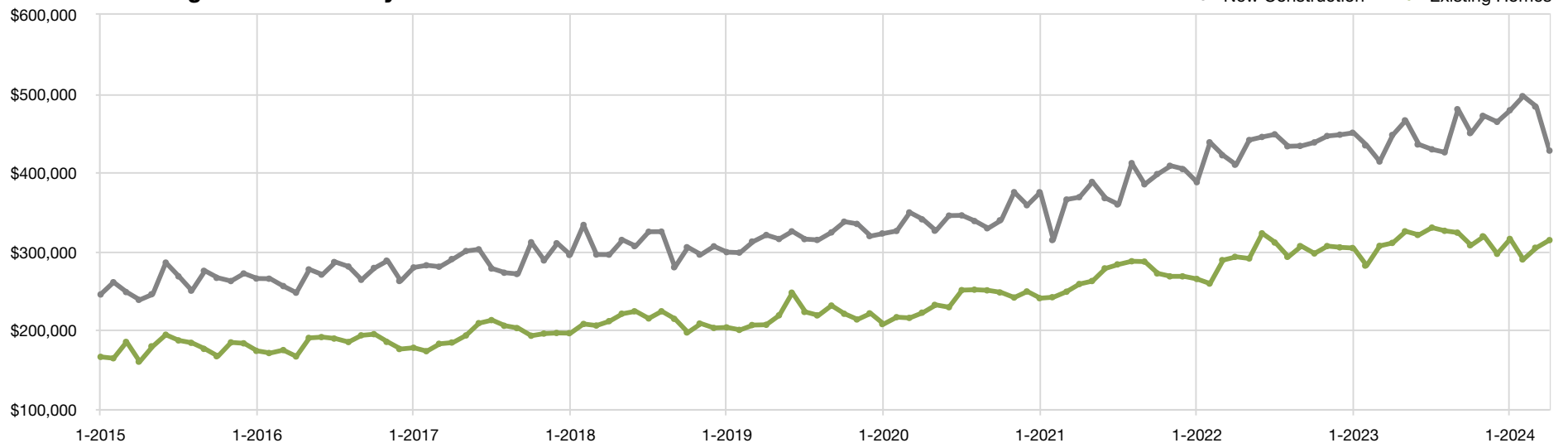
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	\$466,076	+ 5.7%	\$325,337	+ 11.8%
Jun-2023	\$435,513	- 2.1%	\$320,769	- 0.6%
Jul-2023	\$429,332	- 4.2%	\$330,057	+ 6.1%
Aug-2023	\$425,495	- 1.8%	\$325,980	+ 11.3%
Sep-2023	\$480,209	+ 10.7%	\$323,644	+ 5.6%
Oct-2023	\$449,918	+ 2.7%	\$307,668	+ 3.5%
Nov-2023	\$471,789	+ 5.7%	\$319,001	+ 4.0%
Dec-2023	\$464,144	+ 3.6%	\$296,802	- 2.7%
Jan-2024	\$478,857	+ 6.3%	\$315,681	+ 3.8%
Feb-2024	\$496,752	+ 14.4%	\$289,712	+ 2.8%
Mar-2024	\$483,553	+ 16.8%	\$304,517	- 0.8%
Apr-2024	\$427,663	- 4.4%	\$314,177	+ 1.1%
12-Month Avg*	\$455,802	+ 3.6%	\$316,512	+ 4.0%

* Average Closed Price for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

Historical Average Closed Price by Month



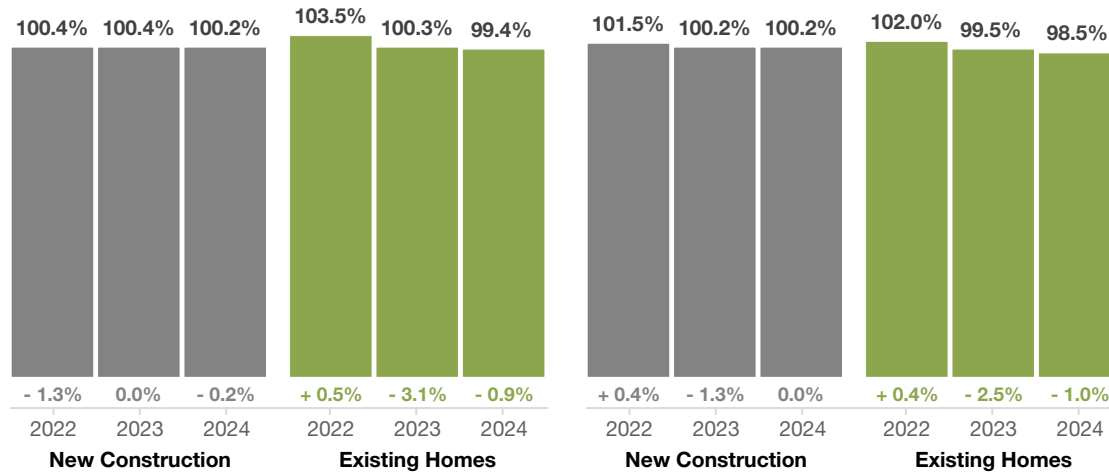
Percent of List Price Received

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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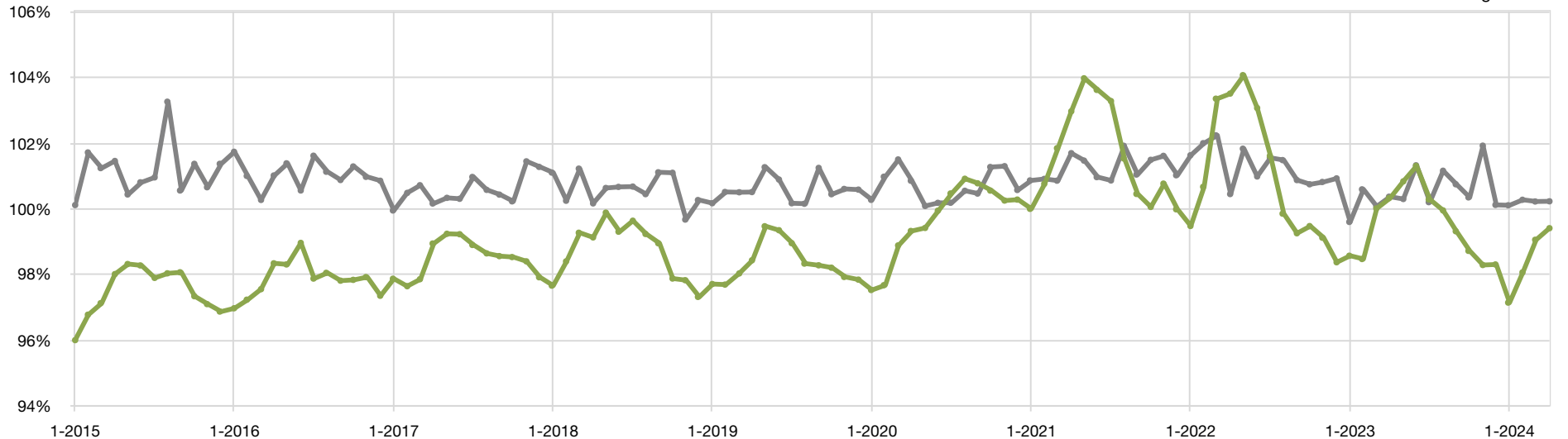
April



Year to Date

Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	100.3%	- 1.5%	100.8%	- 3.2%
Jun-2023	101.3%	+ 0.3%	101.3%	- 1.7%
Jul-2023	100.2%	- 1.3%	100.3%	- 1.3%
Aug-2023	101.1%	- 0.4%	99.9%	+ 0.1%
Sep-2023	100.7%	- 0.2%	99.3%	+ 0.1%
Oct-2023	100.3%	- 0.4%	98.7%	- 0.8%
Nov-2023	101.9%	+ 1.1%	98.3%	- 0.8%
Dec-2023	100.1%	- 0.8%	98.3%	- 0.1%
Jan-2024	100.1%	+ 0.5%	97.1%	- 1.5%
Feb-2024	100.3%	- 0.3%	98.0%	- 0.5%
Mar-2024	100.2%	+ 0.1%	99.0%	- 1.0%
Apr-2024	100.2%	- 0.2%	99.4%	- 0.9%
12-Month Avg*	100.6%	- 0.3%	99.5%	- 1.1%

Historical Percent of List Price Received by Month



* Pct. of List Price Received for all properties from May 2023 through April 2024. This is not the average of the individual figures above.

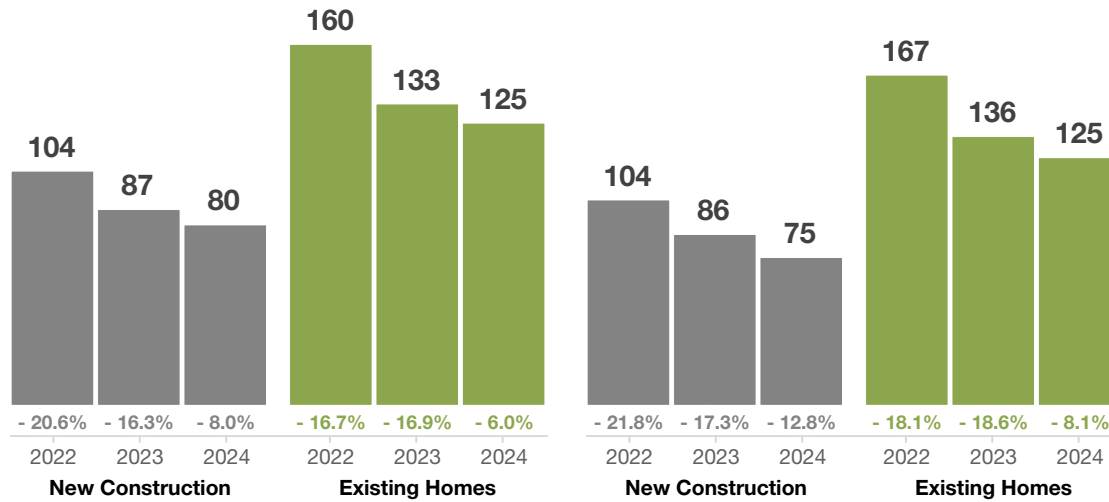
Housing Affordability Index

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.

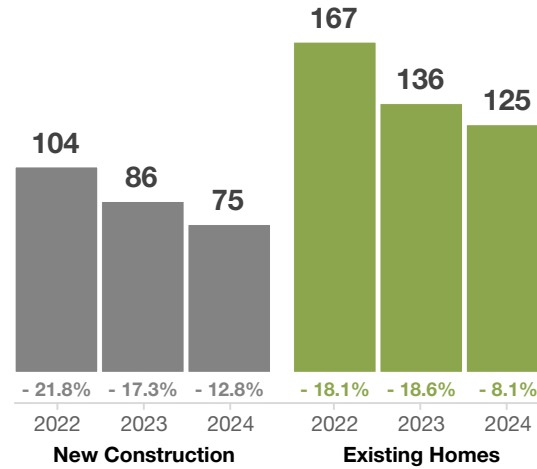


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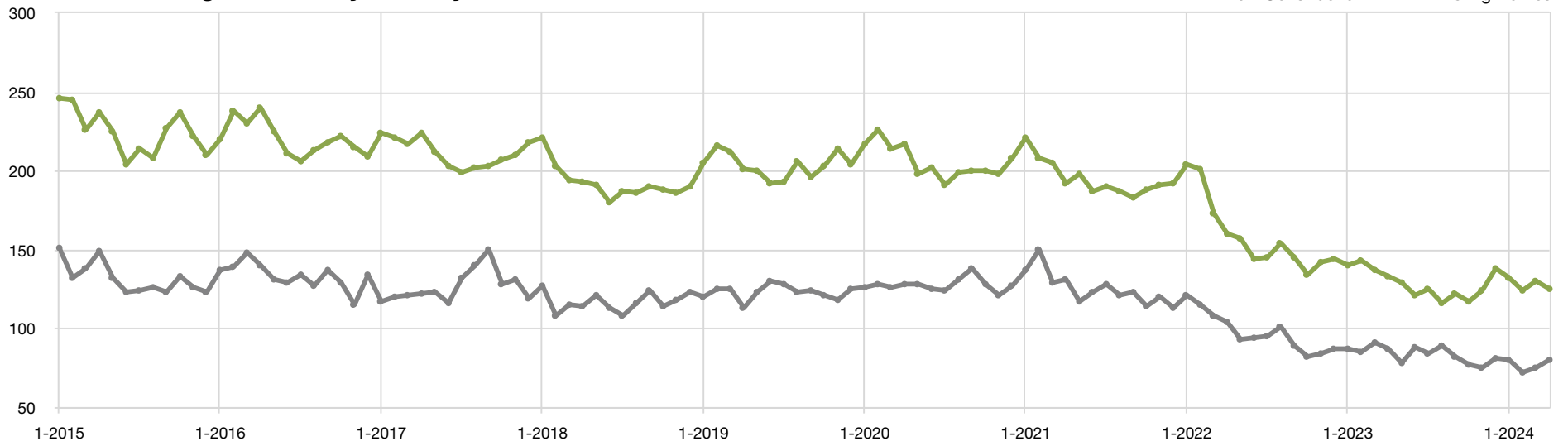


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	78	-16.1%	129	-17.8%
Jun-2023	88	-6.4%	121	-16.0%
Jul-2023	84	-11.6%	125	-13.8%
Aug-2023	89	-11.9%	116	-24.7%
Sep-2023	82	-7.9%	122	-15.9%
Oct-2023	77	-6.1%	117	-12.7%
Nov-2023	75	-10.7%	124	-12.7%
Dec-2023	81	-6.9%	138	-4.2%
Jan-2024	80	-8.0%	132	-5.7%
Feb-2024	72	-15.3%	124	-13.3%
Mar-2024	75	-17.6%	130	-5.1%
Apr-2024	80	-8.0%	125	-6.0%
12-Month Avg	80	-11.1%	125	-12.6%

Historical Housing Affordability Index by Month



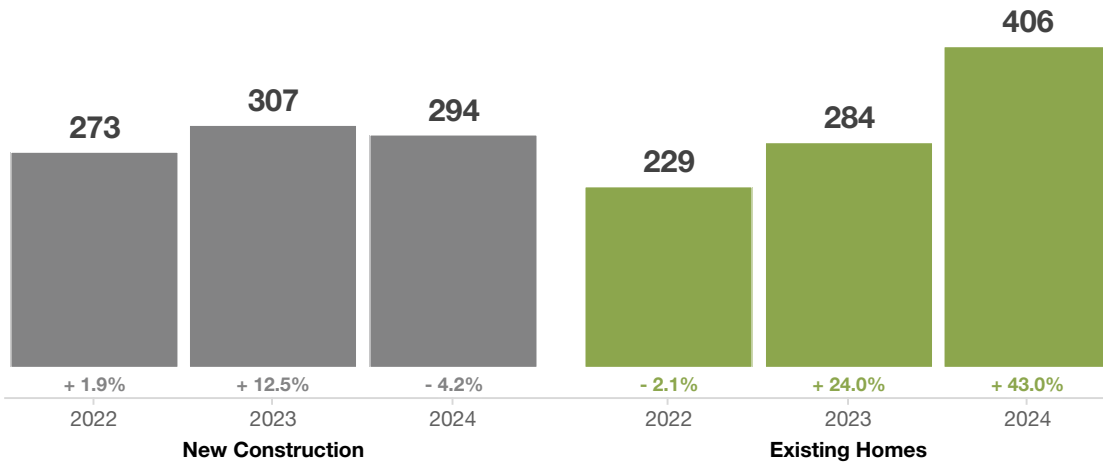
Inventory of Homes for Sale

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



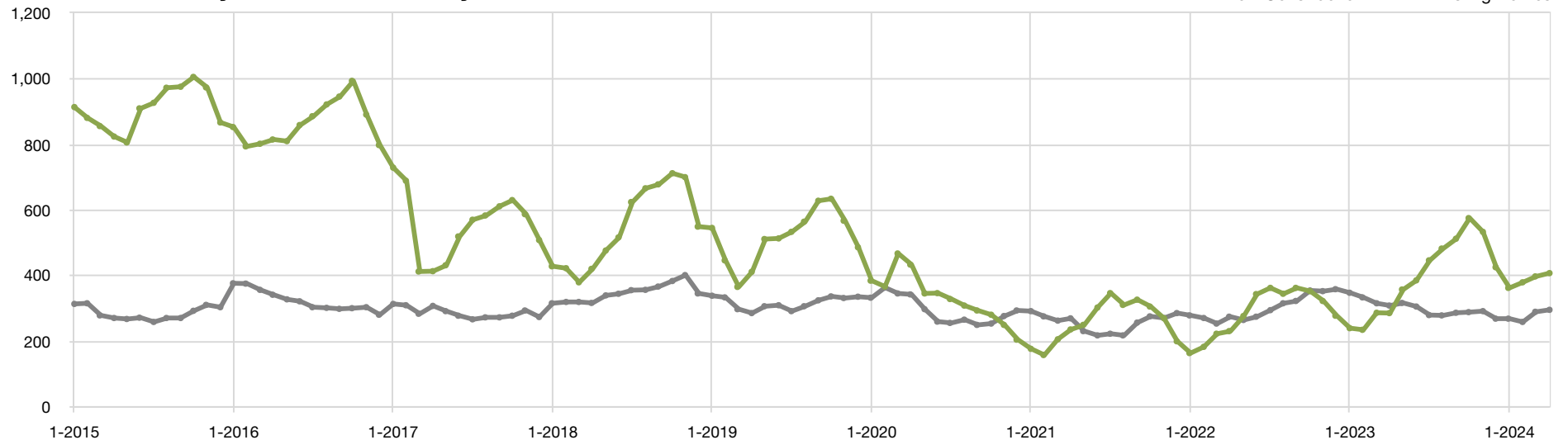
Lincoln Area Region

April



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	315	+ 19.8%	356	+ 29.5%
Jun-2023	304	+ 11.4%	384	+ 12.3%
Jul-2023	278	- 5.1%	445	+ 23.3%
Aug-2023	277	- 11.8%	481	+ 40.2%
Sep-2023	285	- 11.2%	511	+ 41.6%
Oct-2023	287	- 18.7%	574	+ 63.5%
Nov-2023	290	- 17.4%	532	+ 65.7%
Dec-2023	267	- 25.2%	424	+ 53.6%
Jan-2024	267	- 22.8%	361	+ 51.7%
Feb-2024	257	- 22.6%	378	+ 62.2%
Mar-2024	288	- 8.3%	396	+ 38.9%
Apr-2024	294	- 4.2%	406	+ 43.0%
12-Month Avg	284	- 11.0%	437	+ 42.8%

Historical Inventory of Homes for Sale by Month



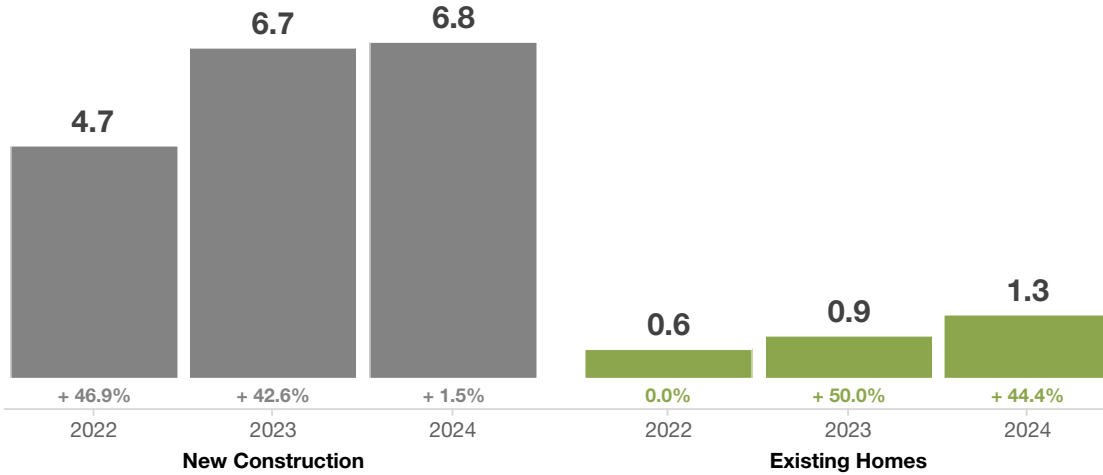
Months Supply of Inventory

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

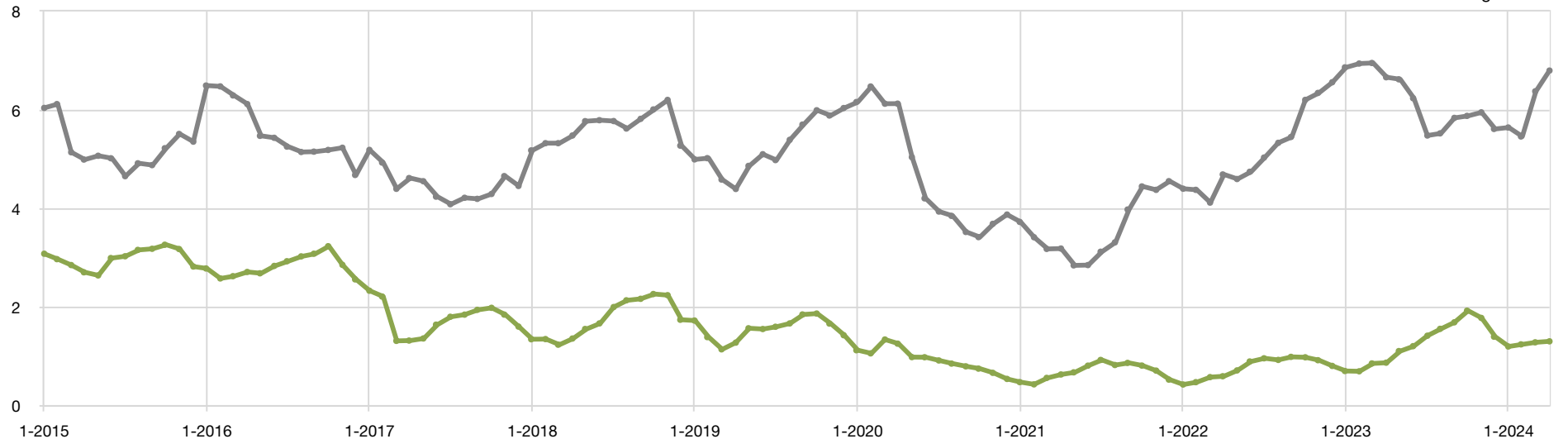
April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2023	6.6	+ 43.5%	1.1	+ 57.1%
Jun-2023	6.2	+ 31.9%	1.2	+ 33.3%
Jul-2023	5.5	+ 10.0%	1.4	+ 40.0%
Aug-2023	5.5	+ 3.8%	1.5	+ 66.7%
Sep-2023	5.8	+ 7.4%	1.7	+ 70.0%
Oct-2023	5.9	- 4.8%	1.9	+ 90.0%
Nov-2023	5.9	- 6.3%	1.8	+ 100.0%
Dec-2023	5.6	- 15.2%	1.4	+ 75.0%
Jan-2024	5.6	- 18.8%	1.2	+ 71.4%
Feb-2024	5.5	- 20.3%	1.2	+ 71.4%
Mar-2024	6.4	- 8.6%	1.3	+ 62.5%
Apr-2024	6.8	+ 1.5%	1.3	+ 44.4%
12-Month Avg*	6.0	- 0.4%	1.4	+ 66.7%

* Months Supply for all properties from May 2023 through April 2024. 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	4-2023	4-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		581	679	+ 16.9%	1,996	2,229	+ 11.7%
Pending Sales		444	456	+ 2.7%	1,429	1,476	+ 3.3%
Closed Sales		341	366	+ 7.3%	1,165	1,204	+ 3.3%
Days on Market Until Sale		21	21	0.0%	23	26	+ 13.0%
Median Closed Price		\$290,000	\$279,340	- 3.7%	\$282,500	\$287,500	+ 1.8%
Average Closed Price		\$333,929	\$326,270	- 2.3%	\$326,283	\$329,227	+ 0.9%
Percent of List Price Received		100.3%	99.5%	- 0.8%	99.6%	98.8%	- 0.8%
Housing Affordability Index		124	121	- 2.4%	127	118	- 7.1%
Inventory of Homes for Sale		591	700	+ 18.4%	—	—	—
Months Supply of Inventory		1.6	2.0	+ 25.0%	—	—	—