

Monthly Indicators

Lincoln Area Region



December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

New Listings increased 20.9 percent for New Construction and 4.2 percent for Existing Homes. Pending Sales decreased 15.8 percent for New Construction and 11.3 percent for Existing Homes. Inventory increased 18.4 percent for New Construction and 6.3 percent for Existing Homes.

Median Closed Price decreased 1.6 percent for New Construction but increased 7.3 percent for Existing Homes. Days on Market increased 54.5 percent for New Construction and 10.0 percent for Existing Homes. Months Supply of Inventory increased 26.9 percent for New Construction but remained flat for Existing Homes.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

Quick Facts

+ 28.1%

Change in
Closed Sales
All Properties

+ 7.2%

Change in
Median Closed Price
All Properties

+ 10.8%

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	12-2023	12-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		67	81	+ 20.9%	1,245	1,269	+ 1.9%
Pending Sales		38	32	- 15.8%	576	542	- 5.9%
Closed Sales		45	49	+ 8.9%	619	542	- 12.4%
Days on Market Until Sale		44	68	+ 54.5%	56	48	- 14.3%
Median Closed Price		\$439,950	\$433,018	- 1.6%	\$423,300	\$445,824	+ 5.3%
Average Closed Price		\$464,144	\$448,942	- 3.3%	\$445,135	\$468,555	+ 5.3%
Percent of List Price Received		100.1%	100.6%	+ 0.5%	100.5%	100.3%	- 0.2%
Housing Affordability Index		81	80	- 1.2%	84	78	- 7.1%
Inventory of Homes for Sale		250	296	+ 18.4%	—	—	—
Months Supply of Inventory		5.2	6.6	+ 26.9%	—	—	—

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	12-2023	12-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		260	271	+ 4.2%	5,444	6,021	+ 10.6%
Pending Sales		240	213	- 11.3%	3,662	3,863	+ 5.5%
Closed Sales		250	329	+ 31.6%	3,617	3,882	+ 7.3%
Days on Market Until Sale		20	22	+ 10.0%	13	17	+ 30.8%
Median Closed Price		\$256,250	\$275,000	+ 7.3%	\$274,450	\$280,000	+ 2.0%
Average Closed Price		\$296,802	\$310,069	+ 4.5%	\$315,340	\$325,387	+ 3.2%
Percent of List Price Received		98.3%	98.1%	- 0.2%	99.7%	98.9%	- 0.8%
Housing Affordability Index		138	126	- 8.7%	129	124	- 3.9%
Inventory of Homes for Sale		415	441	+ 6.3%	—	—	—
Months Supply of Inventory		1.4	1.4	0.0%	—	—	—

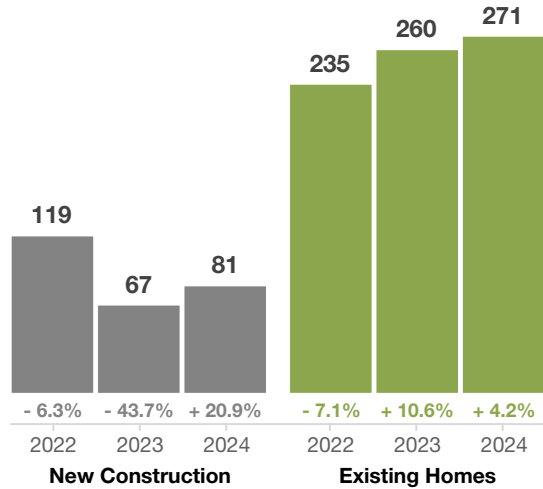
New Listings

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

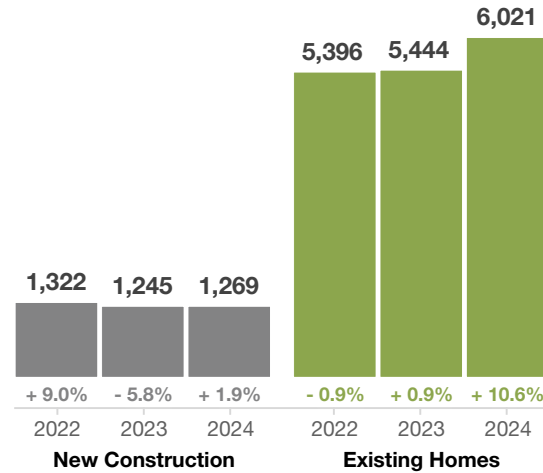


Lincoln Area Region

December

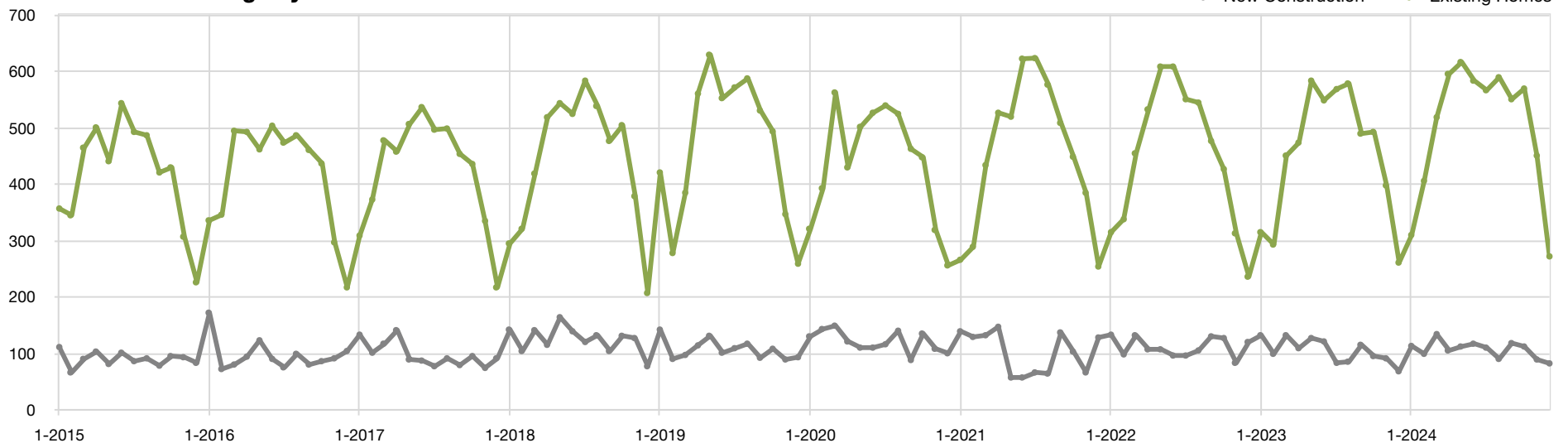


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	112	-14.5%	309	-1.6%
Feb-2024	98	0.0%	405	+38.7%
Mar-2024	133	+1.5%	518	+15.1%
Apr-2024	104	-3.7%	595	+25.8%
May-2024	111	-11.9%	616	+5.7%
Jun-2024	116	-3.3%	583	+6.4%
Jul-2024	109	+32.9%	566	-0.4%
Aug-2024	89	+6.0%	589	+1.9%
Sep-2024	117	+2.6%	550	+12.5%
Oct-2024	111	+18.1%	569	+15.7%
Nov-2024	88	-2.2%	450	+13.4%
Dec-2024	81	+20.9%	271	+4.2%
12-Month Avg	106	+1.9%	502	+10.6%

Historical New Listings by Month



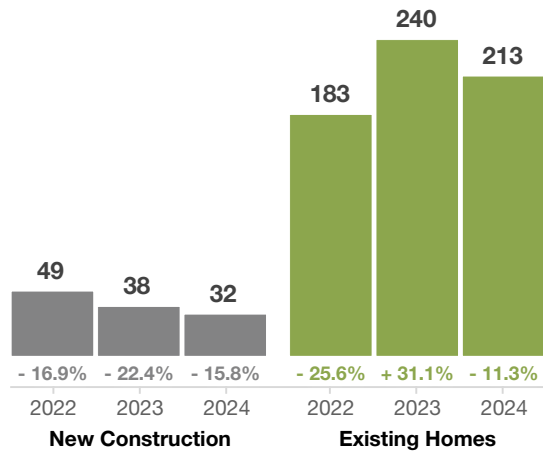
Pending Sales

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

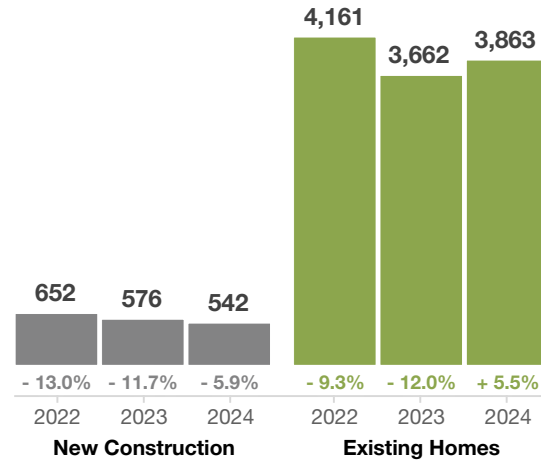


Lincoln Area Region

December

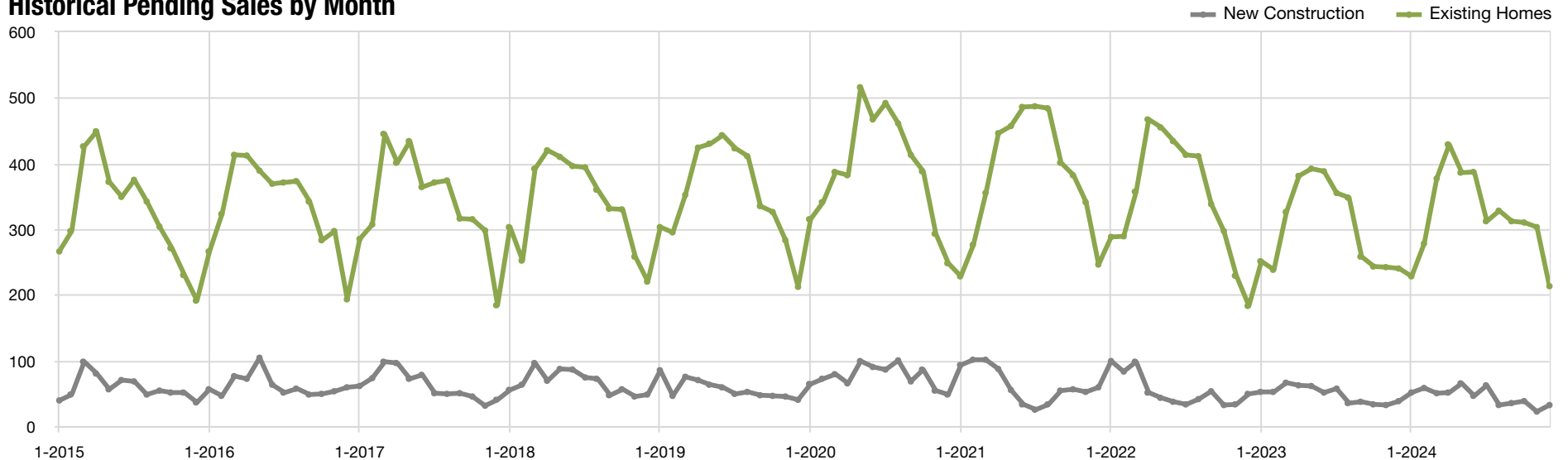


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	51	- 1.9%	228	- 9.2%
Feb-2024	58	+ 11.5%	278	+ 16.8%
Mar-2024	50	- 24.2%	377	+ 15.6%
Apr-2024	51	- 17.7%	429	+ 12.6%
May-2024	65	+ 6.6%	386	- 1.5%
Jun-2024	46	- 9.8%	387	- 0.3%
Jul-2024	62	+ 8.8%	312	- 12.1%
Aug-2024	32	- 8.6%	328	- 5.7%
Sep-2024	35	- 5.4%	312	+ 20.9%
Oct-2024	38	+ 15.2%	310	+ 27.6%
Nov-2024	22	- 31.3%	303	+ 25.2%
Dec-2024	32	- 15.8%	213	- 11.3%
12-Month Avg	45	- 6.3%	322	+ 5.6%

Historical Pending Sales by Month



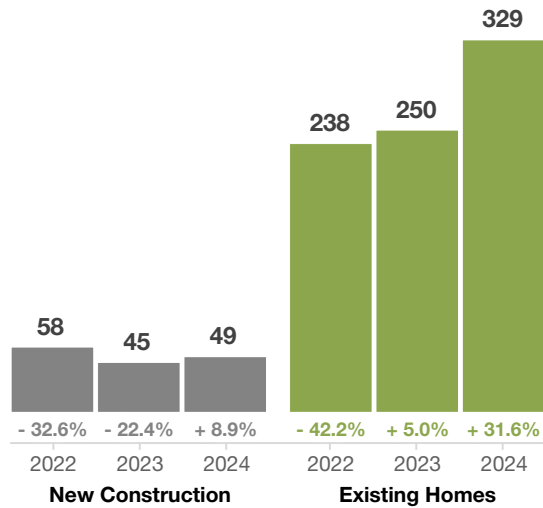
Closed Sales

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

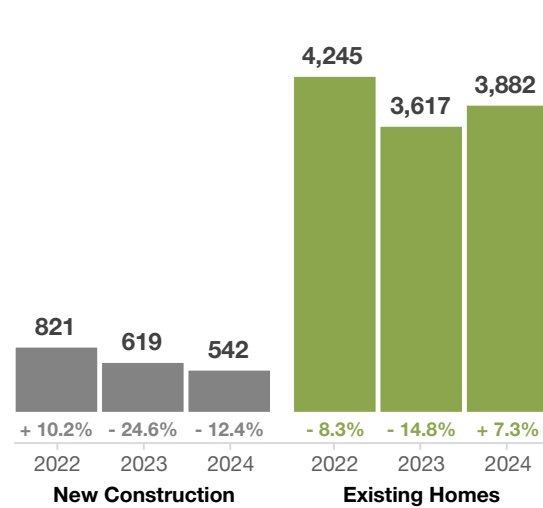


Lincoln Area Region

December

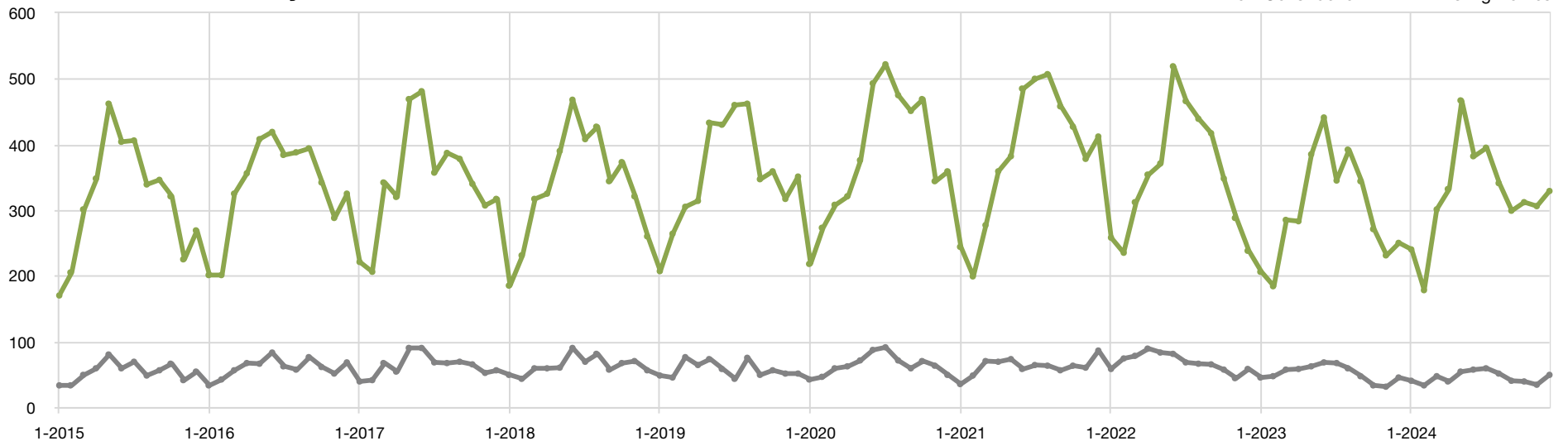


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	40	- 11.1%	240	+ 16.5%
Feb-2024	33	- 29.8%	178	- 3.3%
Mar-2024	47	- 17.5%	301	+ 5.6%
Apr-2024	39	- 32.8%	332	+ 17.3%
May-2024	54	- 12.9%	467	+ 21.3%
Jun-2024	57	- 16.2%	382	- 13.4%
Jul-2024	59	- 11.9%	395	+ 14.5%
Aug-2024	51	- 13.6%	341	- 13.0%
Sep-2024	40	- 14.9%	299	- 13.1%
Oct-2024	39	+ 18.2%	312	+ 15.1%
Nov-2024	34	+ 9.7%	306	+ 32.5%
Dec-2024	49	+ 8.9%	329	+ 31.6%
12-Month Avg	45	- 13.5%	324	+ 7.6%

Historical Closed Sales by Month



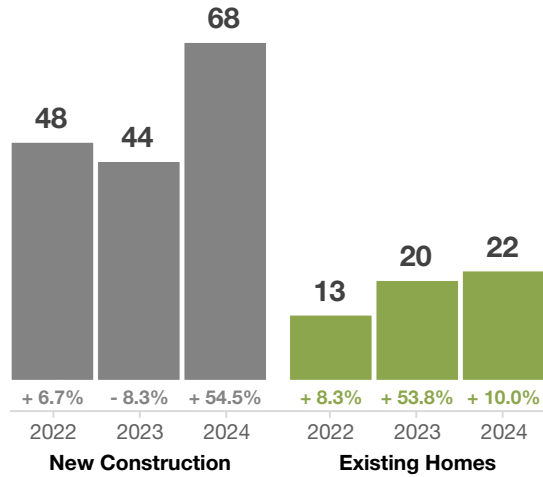
Days on Market Until Sale

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

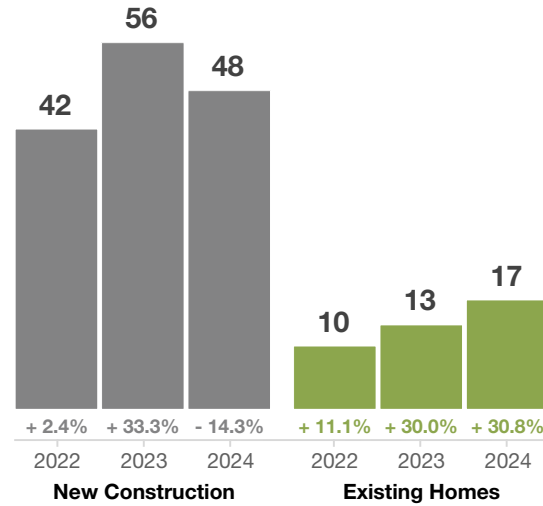


Lincoln Area Region

December



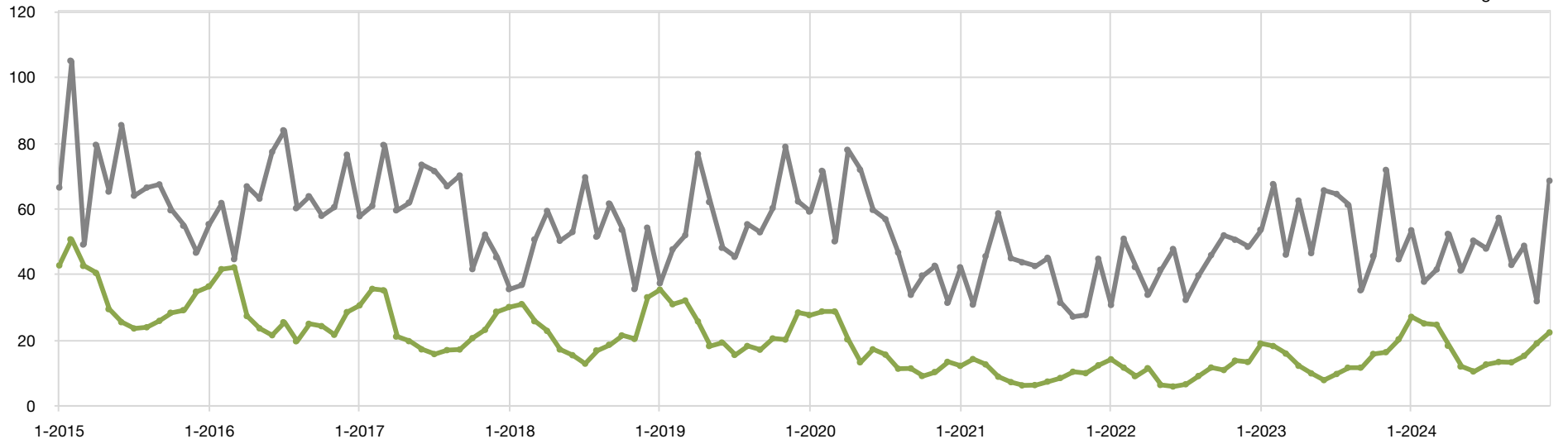
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	52	-16.1%	18	+50.0%
May-2024	41	-10.9%	12	+20.0%
Jun-2024	50	-23.1%	10	+25.0%
Jul-2024	48	-25.0%	12	+33.3%
Aug-2024	57	-6.6%	13	+18.2%
Sep-2024	43	+22.9%	13	+18.2%
Oct-2024	49	+8.9%	15	-6.3%
Nov-2024	32	-55.6%	19	+18.8%
Dec-2024	68	+54.5%	22	+10.0%
12-Month Avg*	48	-13.1%	17	+28.9%

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

Historical Days on Market Until Sale by Month



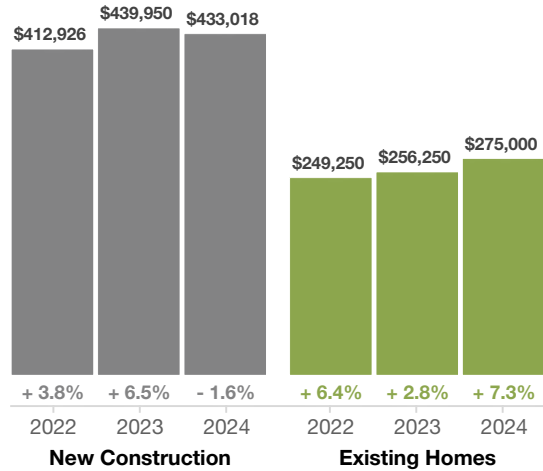
Median Closed Price

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

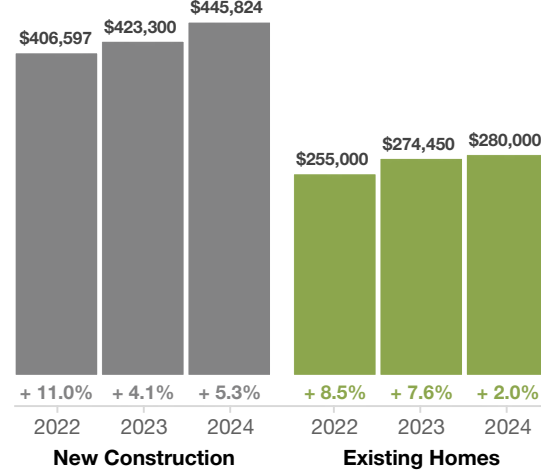


Lincoln Area Region

December



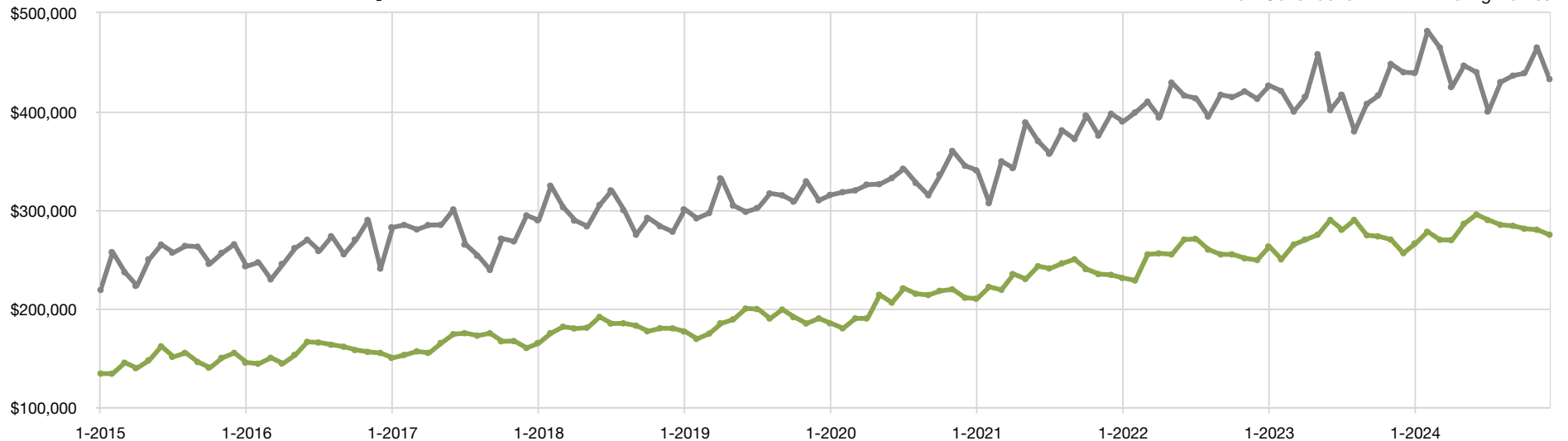
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$269,900	+ 1.8%
Apr-2024	\$424,900	+ 2.4%	\$269,450	- 0.2%
May-2024	\$446,675	- 2.5%	\$286,000	+ 4.0%
Jun-2024	\$439,950	+ 9.6%	\$295,475	+ 1.9%
Jul-2024	\$400,000	- 4.1%	\$289,900	+ 3.5%
Aug-2024	\$429,900	+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$436,450	+ 7.0%	\$284,000	+ 3.5%
Oct-2024	\$439,000	+ 5.4%	\$281,100	+ 2.9%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
12-Month Avg*	\$445,824	+ 5.3%	\$280,000	+ 2.0%

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

Historical Median Closed Price by Month



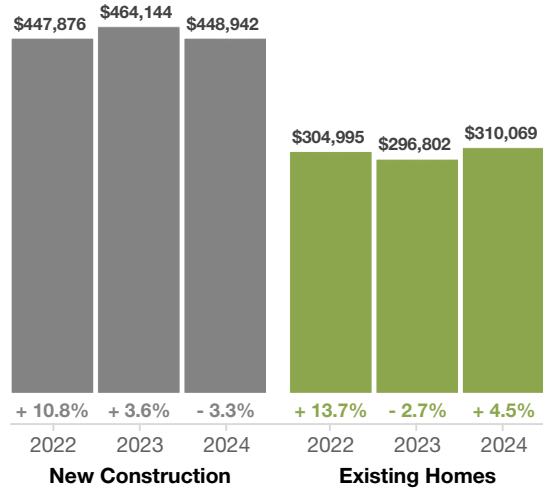
Average Closed Price

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

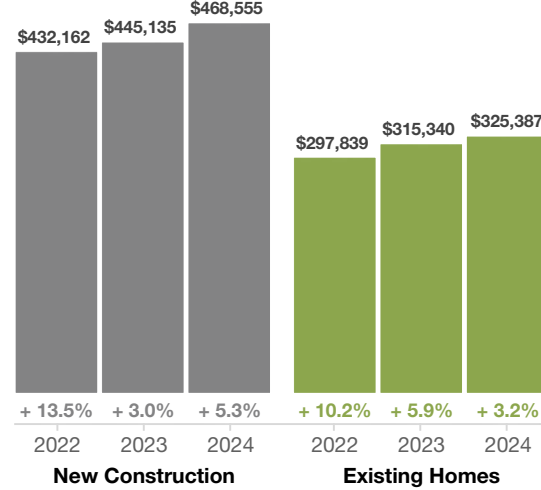


Lincoln Area Region

December



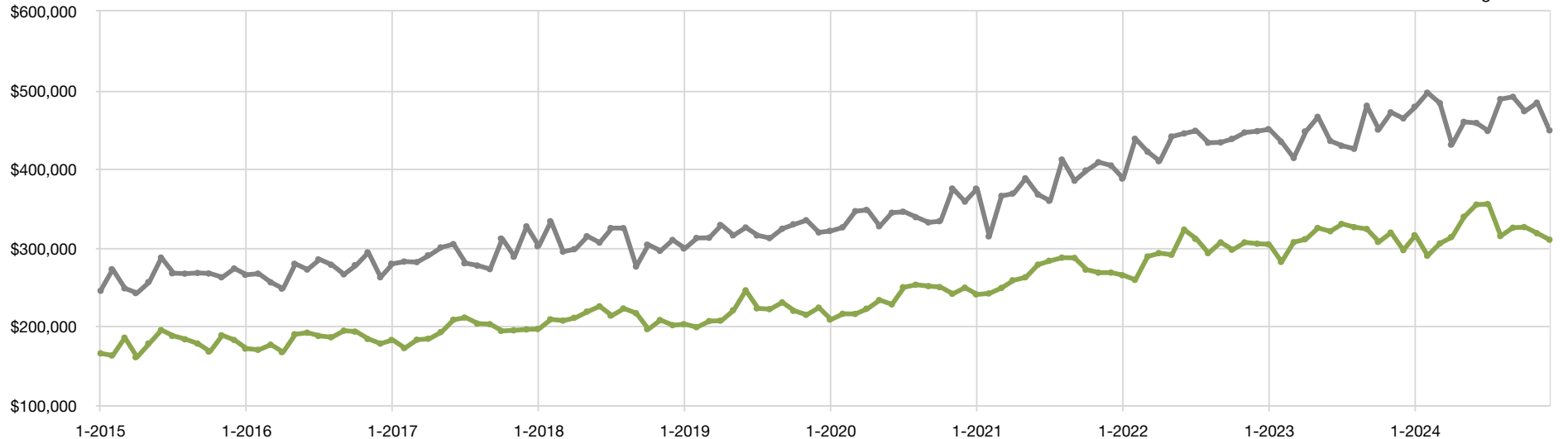
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$305,283	- 0.5%
Apr-2024	\$430,757	- 3.7%	\$313,323	+ 0.9%
May-2024	\$459,699	- 1.4%	\$339,102	+ 4.4%
Jun-2024	\$458,266	+ 5.2%	\$354,642	+ 10.6%
Jul-2024	\$448,169	+ 4.4%	\$355,300	+ 7.6%
Aug-2024	\$488,622	+ 14.8%	\$314,724	- 3.5%
Sep-2024	\$491,512	+ 2.4%	\$325,259	+ 0.5%
Oct-2024	\$473,286	+ 5.2%	\$326,048	+ 6.1%
Nov-2024	\$484,115	+ 2.6%	\$318,328	- 0.2%
Dec-2024	\$448,942	- 3.3%	\$310,069	+ 4.5%
12-Month Avg*	\$468,555	+ 5.3%	\$325,387	+ 3.2%

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

Historical Average Closed Price by Month



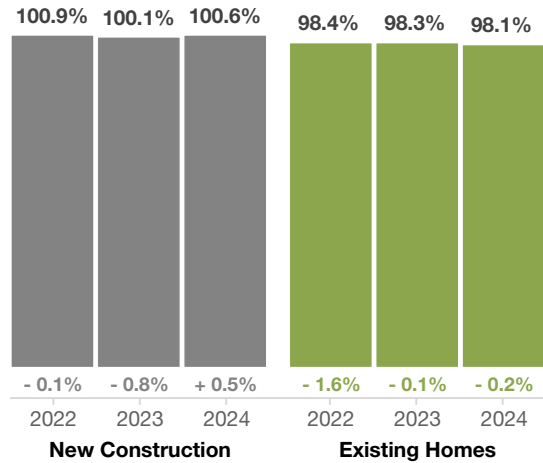
Percent of List Price Received

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.

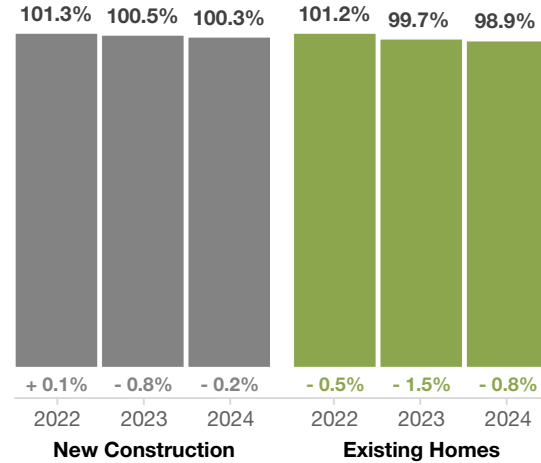


Lincoln Area Region

December



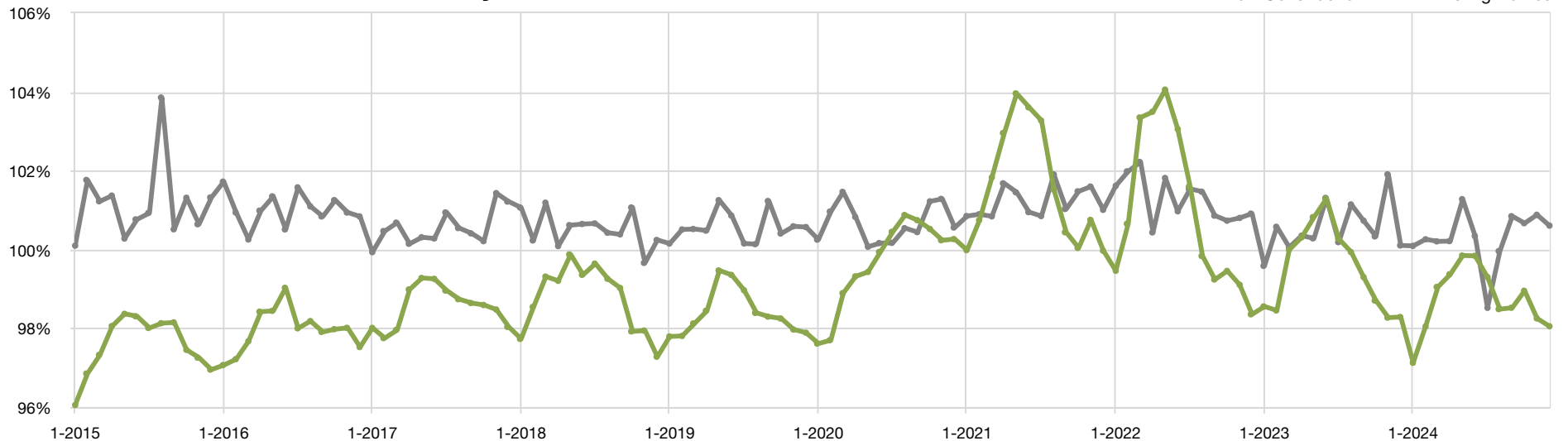
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
May-2024	101.3%	+ 1.0%	99.8%	- 1.0%
Jun-2024	100.3%	- 1.0%	99.8%	- 1.5%
Jul-2024	98.5%	- 1.7%	99.3%	- 1.0%
Aug-2024	100.0%	- 1.1%	98.5%	- 1.4%
Sep-2024	100.8%	+ 0.1%	98.5%	- 0.8%
Oct-2024	100.7%	+ 0.4%	99.0%	+ 0.3%
Nov-2024	100.9%	- 1.0%	98.3%	0.0%
Dec-2024	100.6%	+ 0.5%	98.1%	- 0.2%
12-Month Avg*	100.3%	- 0.3%	98.9%	- 0.9%

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

Historical Percent of List Price Received by Month



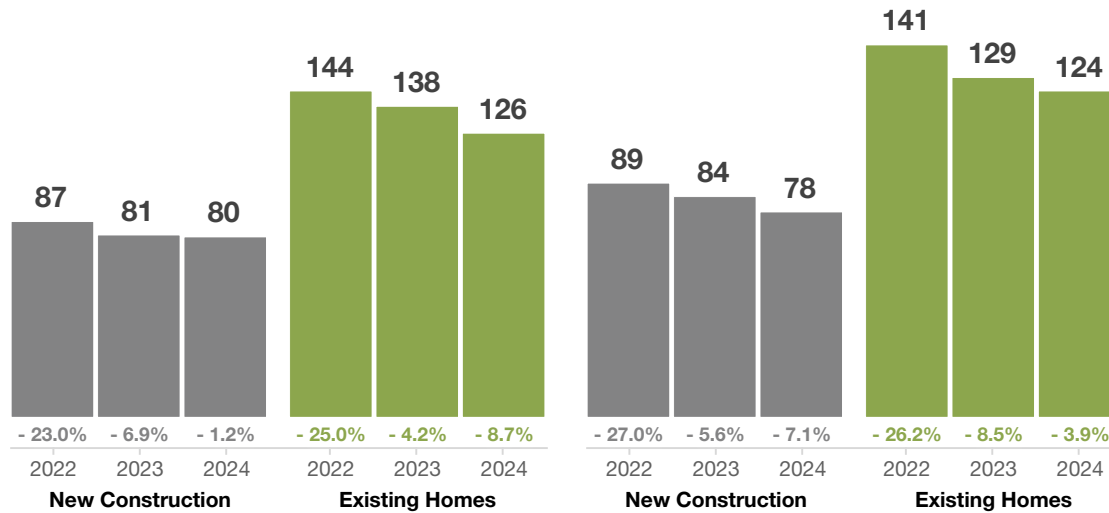
Housing Affordability Index

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

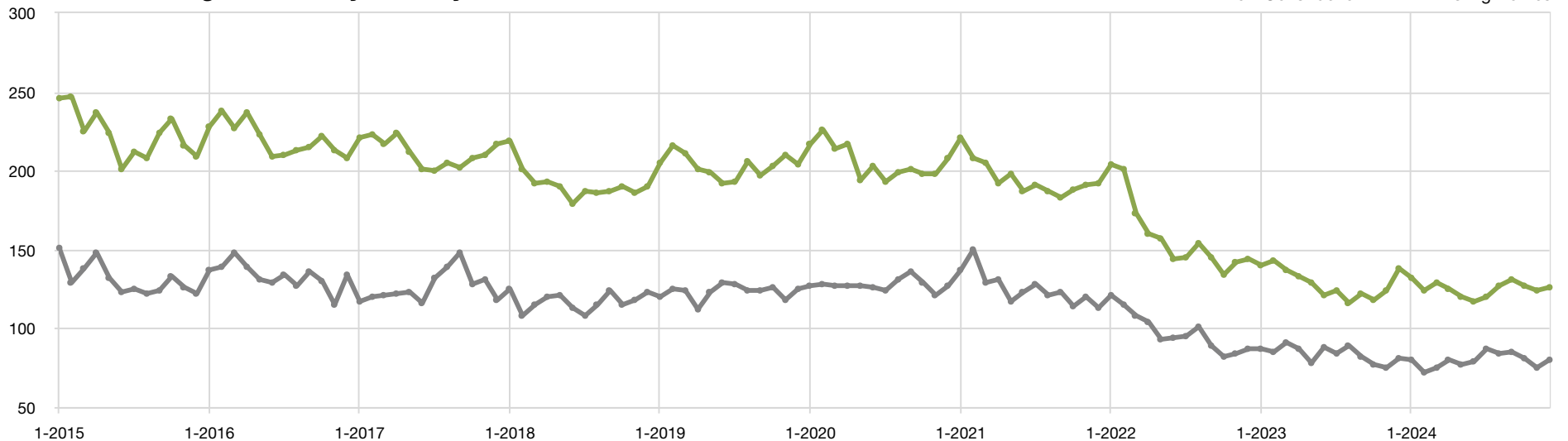
December



Year to Date

Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	80	- 8.0%	132	- 5.7%
Feb-2024	72	- 15.3%	124	- 13.3%
Mar-2024	75	- 17.6%	129	- 5.8%
Apr-2024	80	- 8.0%	125	- 6.0%
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	117	- 3.3%
Jul-2024	87	+ 3.6%	120	- 3.2%
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	85	+ 3.7%	131	+ 7.4%
Oct-2024	81	+ 5.2%	127	+ 7.6%
Nov-2024	75	0.0%	124	0.0%
Dec-2024	80	- 1.2%	126	- 8.7%
12-Month Avg	80	- 4.8%	125	- 3.1%

Historical Housing Affordability Index by Month



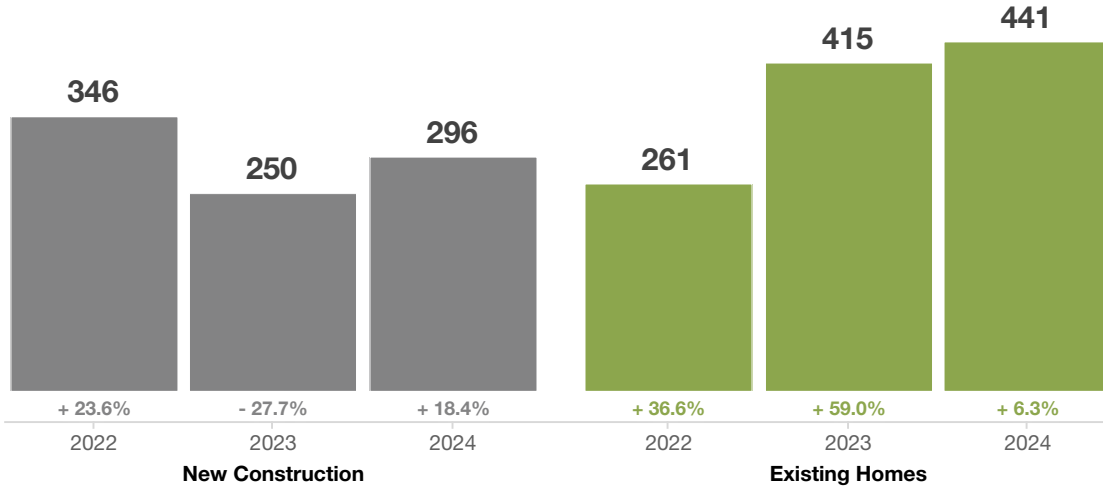
Inventory of Homes for Sale

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



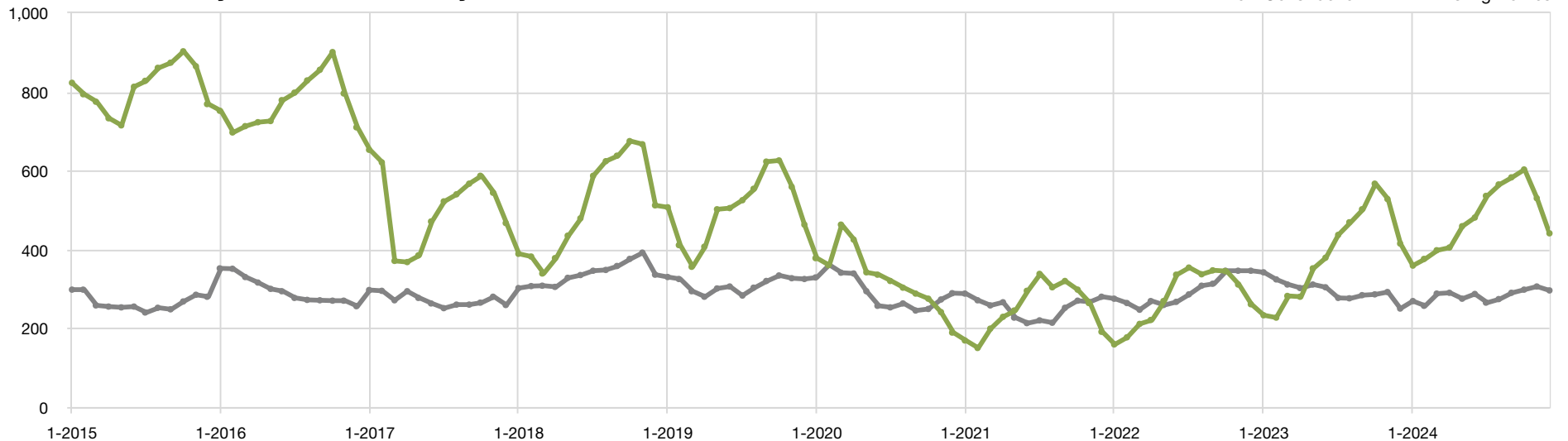
Lincoln Area Region

December



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	269	- 21.3%	359	+ 54.1%
Feb-2024	257	- 20.7%	376	+ 65.6%
Mar-2024	288	- 7.4%	398	+ 41.1%
Apr-2024	290	- 4.0%	405	+ 44.6%
May-2024	275	- 11.6%	459	+ 30.4%
Jun-2024	287	- 5.6%	481	+ 26.9%
Jul-2024	265	- 4.3%	536	+ 22.7%
Aug-2024	274	- 0.7%	565	+ 20.5%
Sep-2024	290	+ 2.1%	583	+ 16.1%
Oct-2024	298	+ 4.2%	603	+ 6.3%
Nov-2024	306	+ 4.8%	530	+ 0.4%
Dec-2024	296	+ 18.4%	441	+ 6.3%
12-Month Avg	283	- 4.7%	478	+ 22.9%

Historical Inventory of Homes for Sale by Month



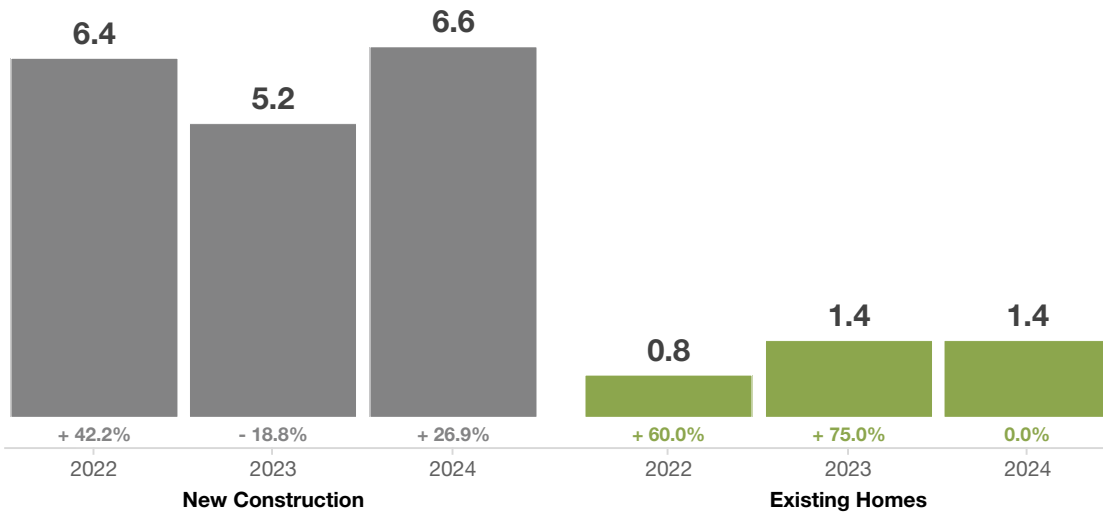
Months Supply of Inventory

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

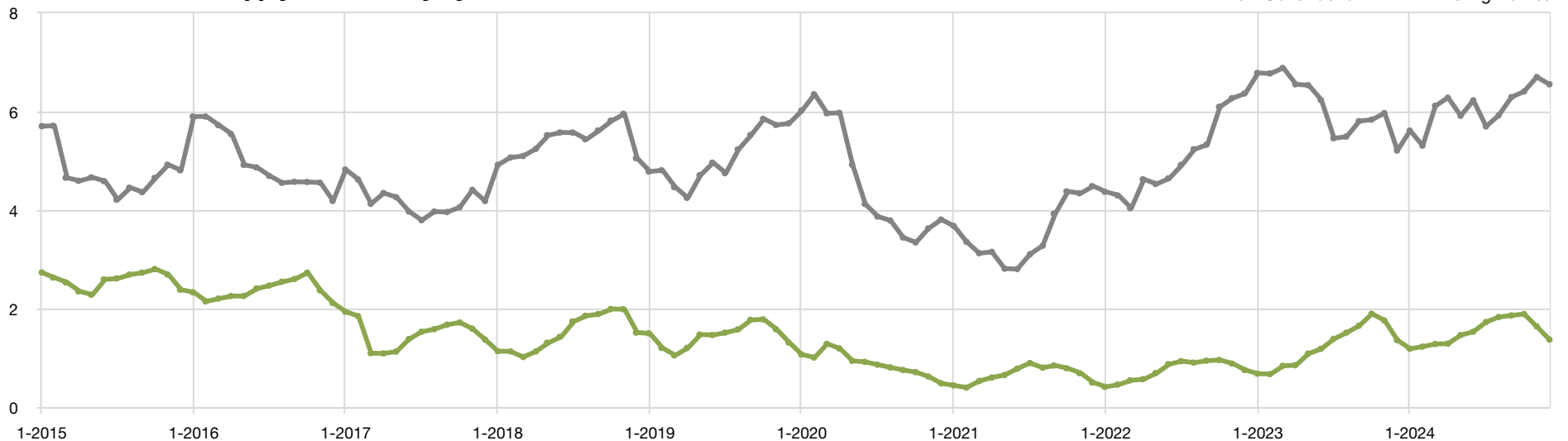
December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2024	5.6	- 17.6%	1.2	+ 71.4%
Feb-2024	5.3	- 22.1%	1.2	+ 71.4%
Mar-2024	6.1	- 11.6%	1.3	+ 62.5%
Apr-2024	6.3	- 4.5%	1.3	+ 62.5%
May-2024	5.9	- 9.2%	1.5	+ 36.4%
Jun-2024	6.2	0.0%	1.5	+ 25.0%
Jul-2024	5.7	+ 3.6%	1.7	+ 21.4%
Aug-2024	5.9	+ 7.3%	1.8	+ 20.0%
Sep-2024	6.3	+ 8.6%	1.9	+ 11.8%
Oct-2024	6.4	+ 10.3%	1.9	0.0%
Nov-2024	6.7	+ 11.7%	1.6	- 11.1%
Dec-2024	6.6	+ 26.9%	1.4	0.0%
12-Month Avg*	6.1	- 0.7%	1.5	+ 23.0%

* Months Supply for all properties from January 2024 through December 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	12-2023	12-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		327	352	+ 7.6%	6,689	7,290	+ 9.0%
Pending Sales		278	245	- 11.9%	4,238	4,405	+ 3.9%
Closed Sales		295	378	+ 28.1%	4,236	4,424	+ 4.4%
Days on Market Until Sale		24	28	+ 16.7%	19	21	+ 10.5%
Median Closed Price		\$279,900	\$300,000	+ 7.2%	\$291,100	\$300,000	+ 3.1%
Average Closed Price		\$322,329	\$328,071	+ 1.8%	\$334,311	\$342,935	+ 2.6%
Percent of List Price Received		98.6%	98.4%	- 0.2%	99.8%	99.0%	- 0.8%
Housing Affordability Index		127	116	- 8.7%	122	116	- 4.9%
Inventory of Homes for Sale		665	737	+ 10.8%	—	—	—
Months Supply of Inventory		1.9	2.0	+ 5.3%	—	—	—