

Monthly Indicators

Lincoln Area Region



January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings increased 12.5 percent for New Construction and 27.4 percent for Existing Homes. Pending Sales decreased 33.3 percent for New Construction but increased 18.8 percent for Existing Homes. Inventory increased 21.2 percent for New Construction and 9.2 percent for Existing Homes.

Median Closed Price increased 4.5 percent for New Construction but decreased 2.4 percent for Existing Homes. Days on Market decreased 45.3 percent for New Construction and 3.7 percent for Existing Homes. Months Supply of Inventory increased 30.4 percent for New Construction but remained flat for Existing Homes.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

- 7.8%

Change in
Closed Sales
All Properties

- 1.7%

Change in
Median Closed Price
All Properties

+ 14.3%

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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		112	126	+ 12.5%	112	126	+ 12.5%
Pending Sales		51	34	- 33.3%	51	34	- 33.3%
Closed Sales		40	35	- 12.5%	40	35	- 12.5%
Days on Market Until Sale		53	29	- 45.3%	53	29	- 45.3%
Median Closed Price		\$439,175	\$459,000	+ 4.5%	\$439,175	\$459,000	+ 4.5%
Average Closed Price		\$478,857	\$512,505	+ 7.0%	\$478,857	\$512,505	+ 7.0%
Percent of List Price Received		100.1%	101.5%	+ 1.4%	100.1%	101.5%	+ 1.4%
Housing Affordability Index		80	75	- 6.3%	80	75	- 6.3%
Inventory of Homes for Sale		269	326	+ 21.2%	—	—	—
Months Supply of Inventory		5.6	7.3	+ 30.4%	—	—	—

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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		310	395	+ 27.4%	310	395	+ 27.4%
Pending Sales		229	272	+ 18.8%	229	272	+ 18.8%
Closed Sales		241	224	- 7.1%	241	224	- 7.1%
Days on Market Until Sale		27	26	- 3.7%	27	26	- 3.7%
Median Closed Price		\$265,500	\$259,000	- 2.4%	\$265,500	\$259,000	- 2.4%
Average Closed Price		\$315,137	\$290,863	- 7.7%	\$315,137	\$290,863	- 7.7%
Percent of List Price Received		97.1%	98.1%	+ 1.0%	97.1%	98.1%	+ 1.0%
Housing Affordability Index		133	133	0.0%	133	133	0.0%
Inventory of Homes for Sale		360	393	+ 9.2%	—	—	—
Months Supply of Inventory		1.2	1.2	0.0%	—	—	—

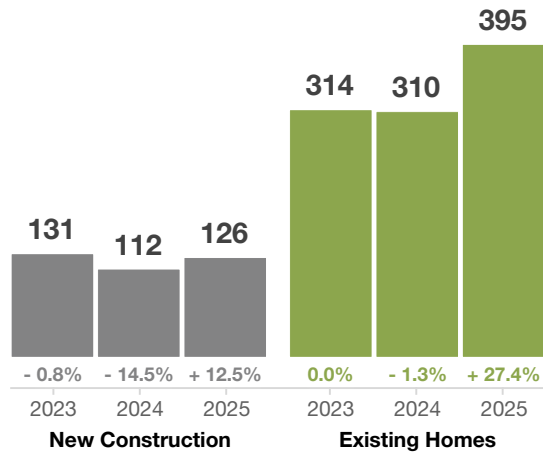
New Listings

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

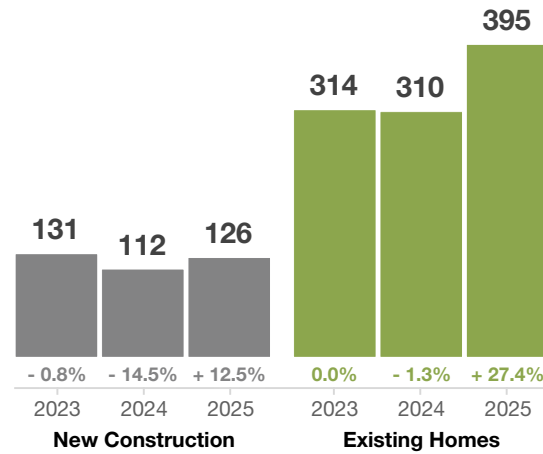


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January

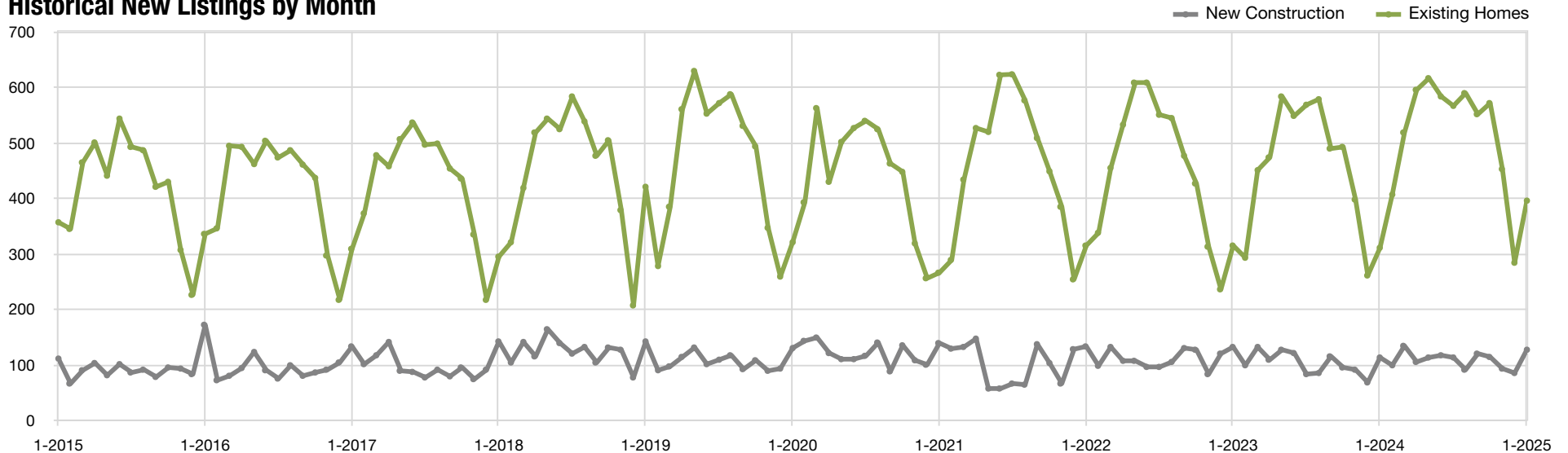


Year to Date



	New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024		98	0.0%	406	+ 39.0%
Mar-2024		133	+ 1.5%	518	+ 15.1%
Apr-2024		104	- 3.7%	595	+ 25.8%
May-2024		112	- 11.1%	616	+ 5.7%
Jun-2024		116	- 3.3%	583	+ 6.4%
Jul-2024		112	+ 36.6%	566	- 0.4%
Aug-2024		90	+ 7.1%	589	+ 1.9%
Sep-2024		119	+ 4.4%	551	+ 12.7%
Oct-2024		113	+ 20.2%	571	+ 16.1%
Nov-2024		92	+ 2.2%	452	+ 13.9%
Dec-2024		84	+ 25.4%	283	+ 8.8%
Jan-2025	126	126	+ 12.5%	395	+ 27.4%
12-Month Avg		108	+ 5.9%	510	+ 12.6%

Historical New Listings by Month



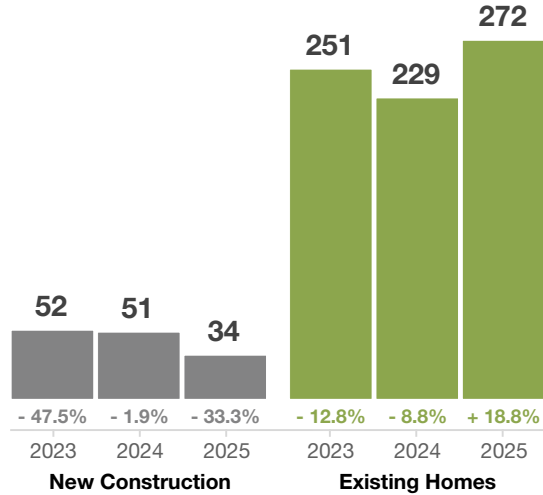
Pending Sales

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

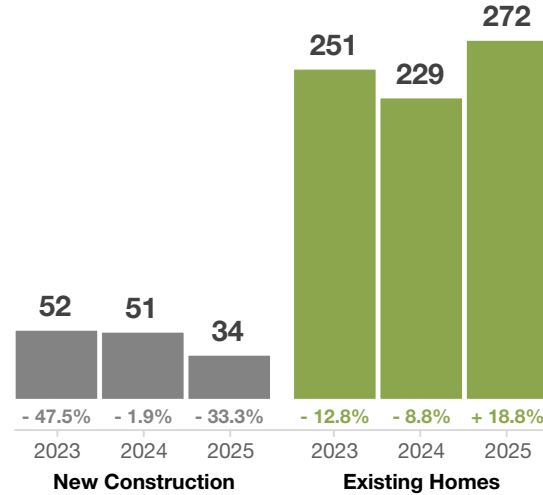


Lincoln Area Region

January

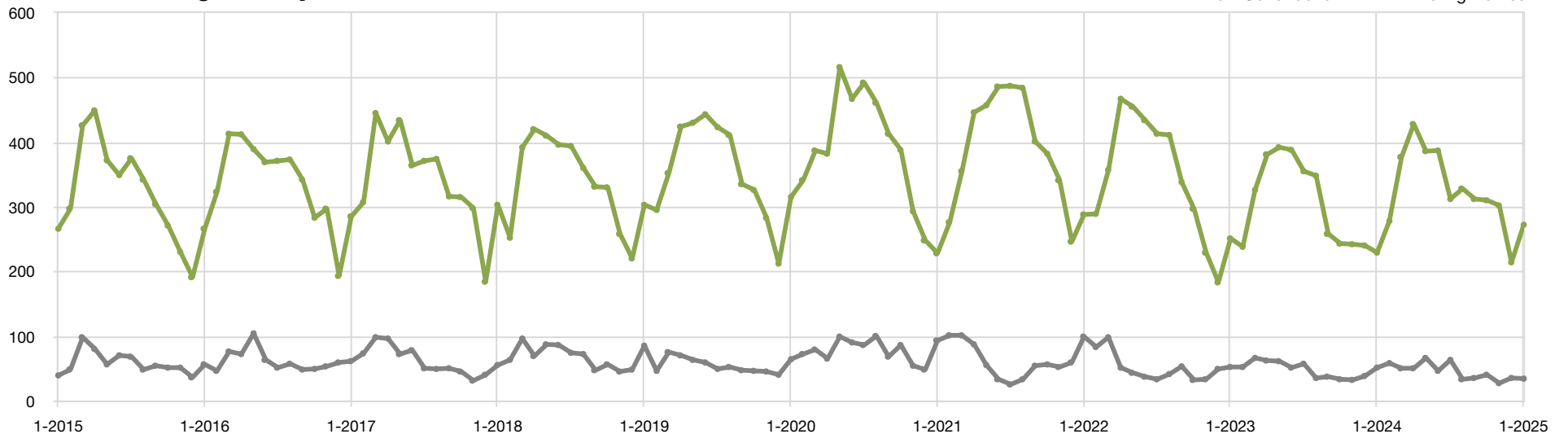


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	58	+ 11.5%	278	+ 16.8%
Mar-2024	50	- 24.2%	377	+ 15.6%
Apr-2024	50	- 19.4%	428	+ 12.3%
May-2024	66	+ 8.2%	386	- 1.5%
Jun-2024	46	- 9.8%	387	- 0.3%
Jul-2024	63	+ 10.5%	312	- 12.1%
Aug-2024	33	- 5.7%	328	- 5.7%
Sep-2024	35	- 5.4%	312	+ 20.9%
Oct-2024	40	+ 21.2%	310	+ 27.6%
Nov-2024	27	- 15.6%	302	+ 24.8%
Dec-2024	35	- 7.9%	214	- 10.8%
Jan-2025	34	- 33.3%	272	+ 18.8%
12-Month Avg	45	- 6.3%	326	+ 7.6%

Historical Pending Sales by Month



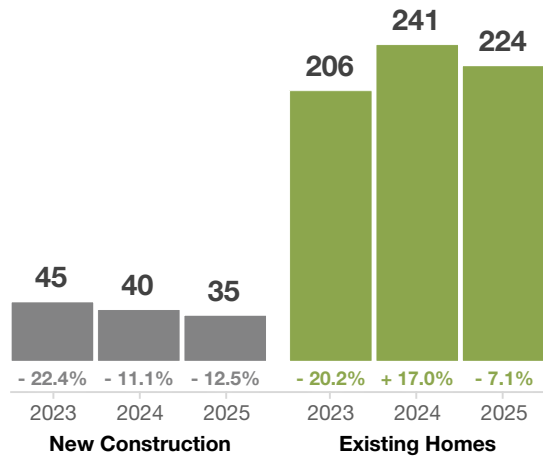
Closed Sales

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

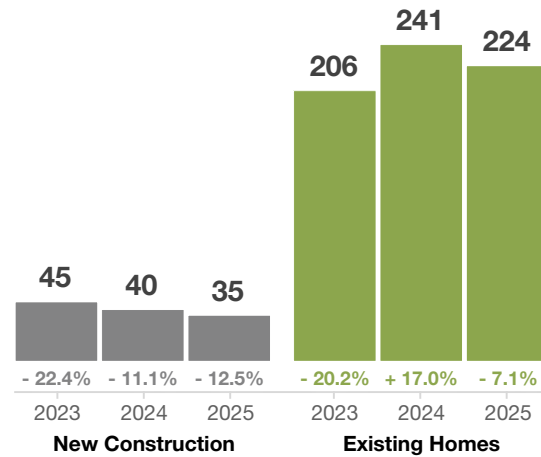


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January

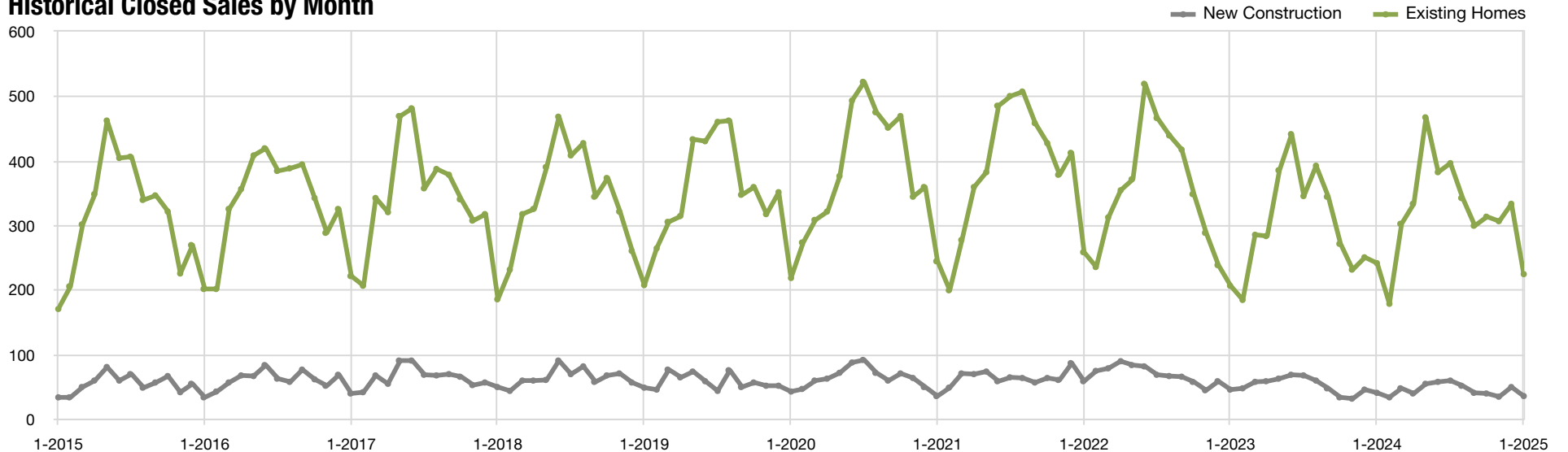


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	33	-29.8%	178	-3.3%
Mar-2024	47	-17.5%	302	+6.0%
Apr-2024	39	-32.8%	333	+17.7%
May-2024	54	-12.9%	467	+21.3%
Jun-2024	57	-16.2%	382	-13.4%
Jul-2024	59	-11.9%	396	+14.8%
Aug-2024	51	-13.6%	342	-12.8%
Sep-2024	40	-14.9%	299	-13.1%
Oct-2024	39	+18.2%	313	+15.5%
Nov-2024	34	+9.7%	306	+32.5%
Dec-2024	49	+8.9%	333	+33.2%
Jan-2025	35	-12.5%	224	-7.1%
12-Month Avg	45	-11.8%	323	+6.3%

Historical Closed Sales by Month



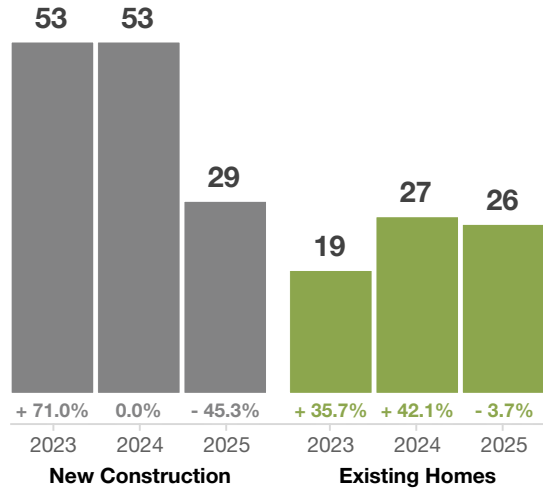
Days on Market Until Sale

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

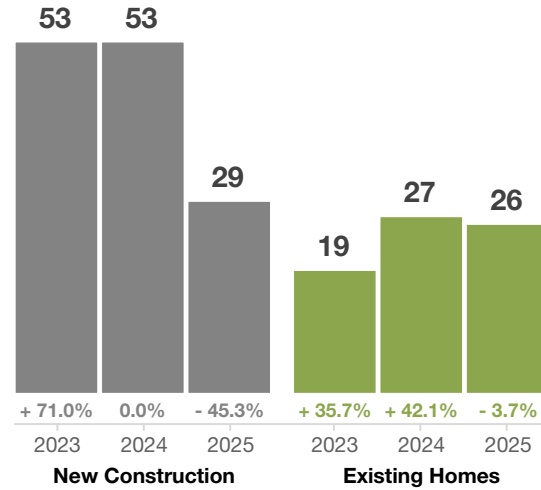


Lincoln Area Region

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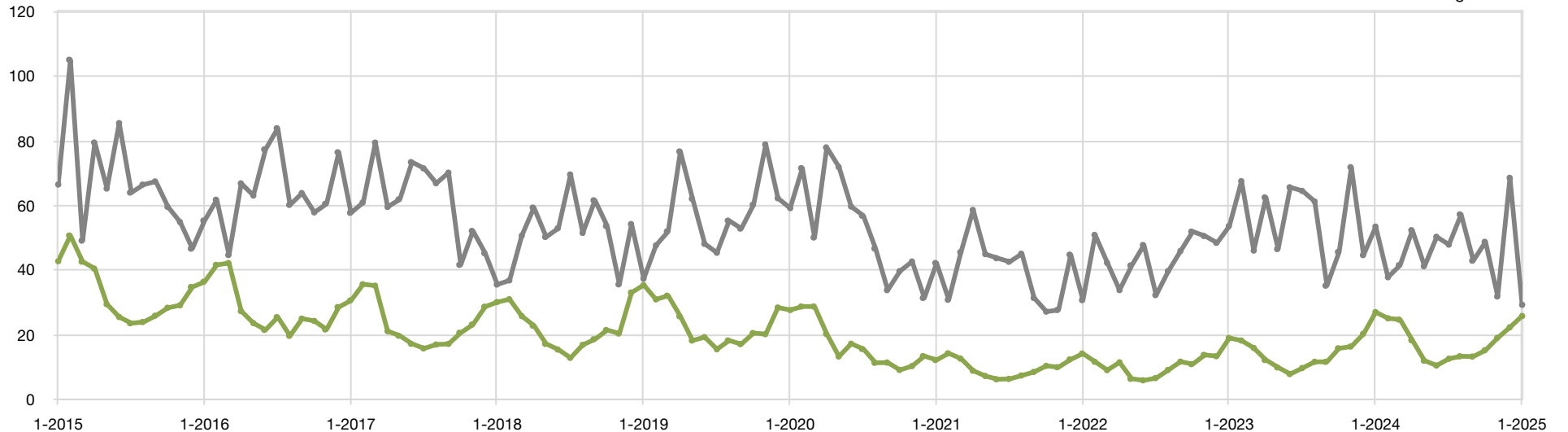
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%
Jan-2025	29	- 45.3%	26	- 3.7%
12-Month Avg*	47	- 16.0%	17	+ 22.4%

* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



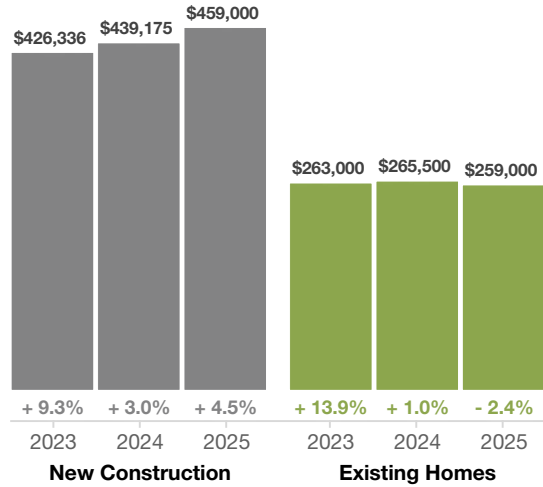
Median Closed Price

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

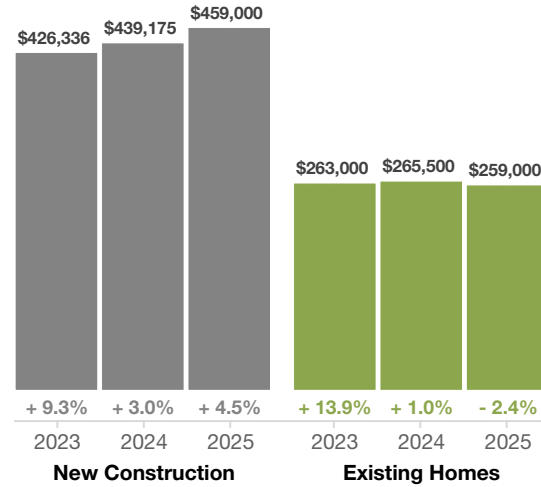


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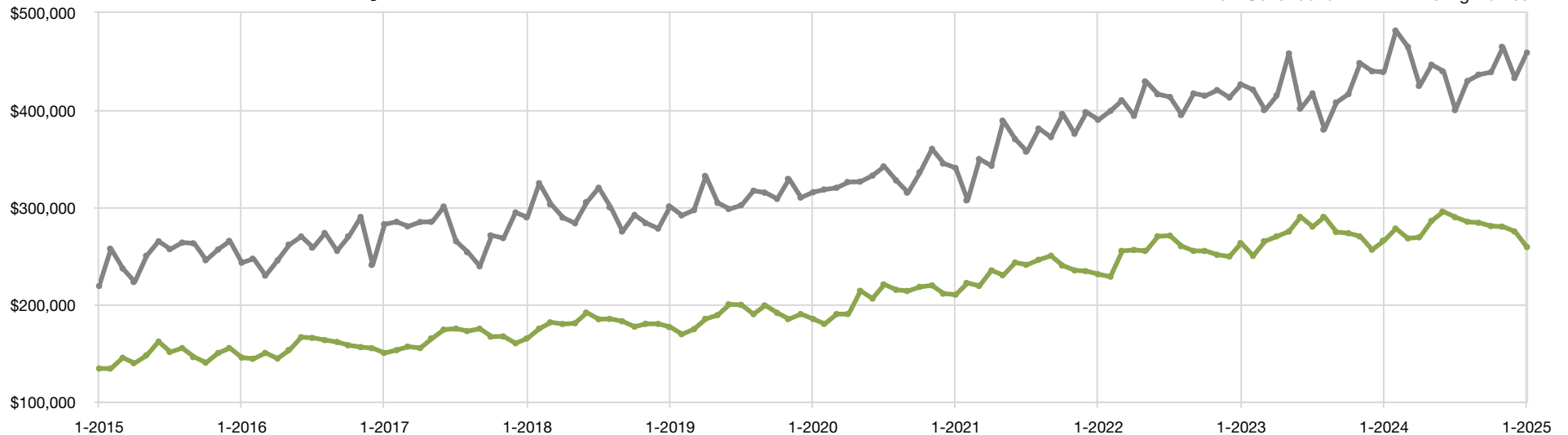
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	\$269,000	- 0.4%
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%	\$289,700	+ 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%	\$280,550	+ 2.7%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
Jan-2025	\$459,000	+ 4.5%	\$259,000	- 2.4%
12-Month Avg*	\$450,000	+ 6.3%	\$280,000	+ 1.8%

* Median Closed Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month



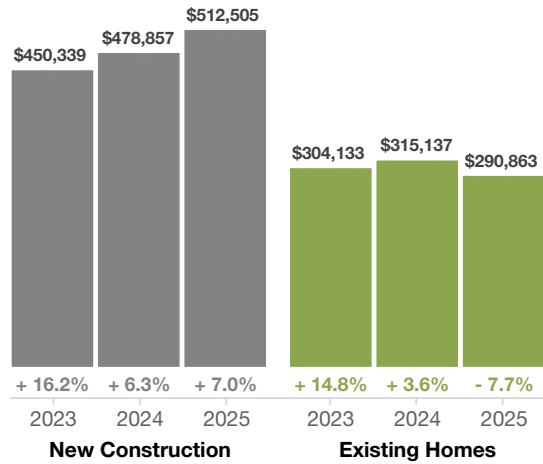
Average Closed Price

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

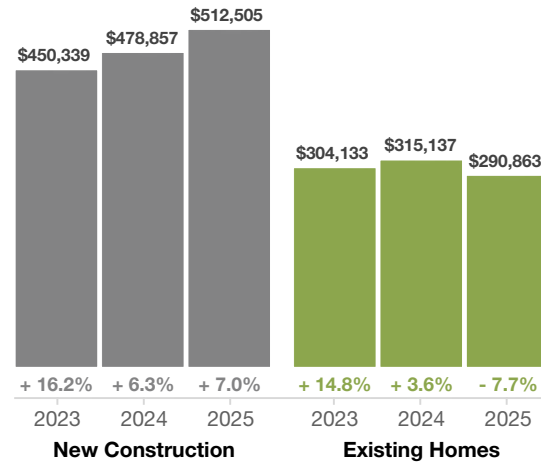


Lincoln Area Region

January



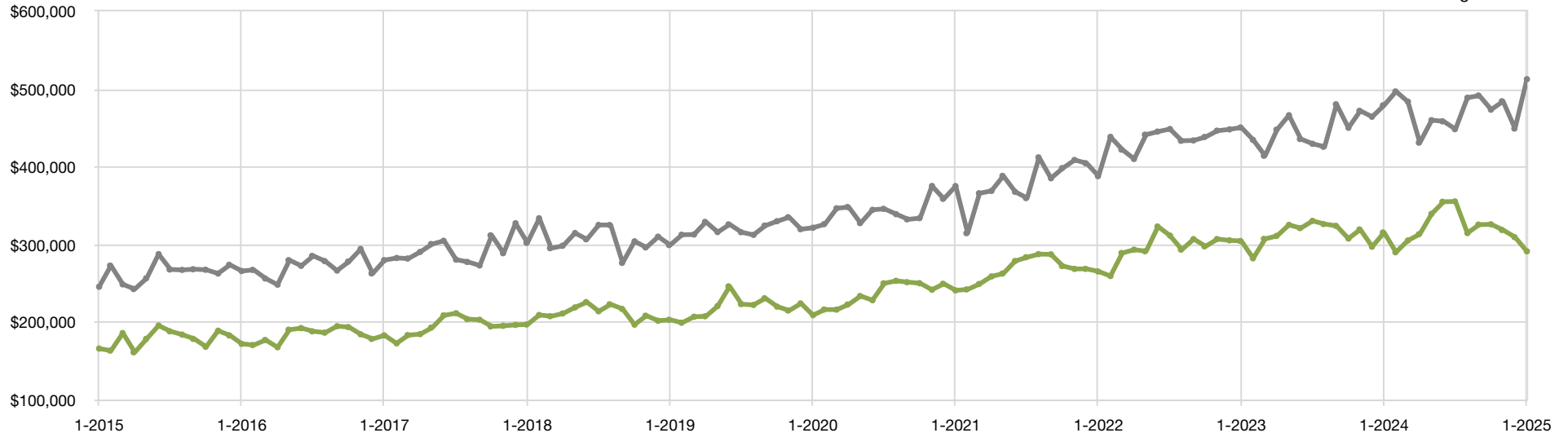
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	\$496,752	+ 14.4%	\$289,712	+ 2.8%
Mar-2024	\$483,553	+ 16.8%	\$304,832	- 0.7%
Apr-2024	\$430,757	- 3.7%	\$312,938	+ 0.7%
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%	\$355,115	+ 7.6%
Aug-2024	\$488,622	+ 14.8%	\$314,374	- 3.6%
Sep-2024	\$491,512	+ 2.4%	\$325,259	+ 0.5%
Oct-2024	\$473,286	+ 5.2%	\$325,644	+ 6.0%
Nov-2024	\$484,115	+ 2.6%	\$318,328	- 0.2%
Dec-2024	\$448,942	- 3.3%	\$309,166	+ 4.2%
Jan-2025	\$512,505	+ 7.0%	\$290,863	- 7.7%
12-Month Avg*	\$470,652	+ 5.3%	\$323,751	+ 2.5%

* Average Closed Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Average Closed Price by Month



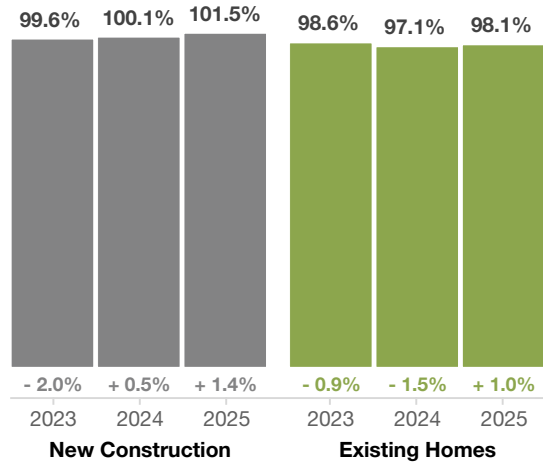
Percent of List Price Received

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.

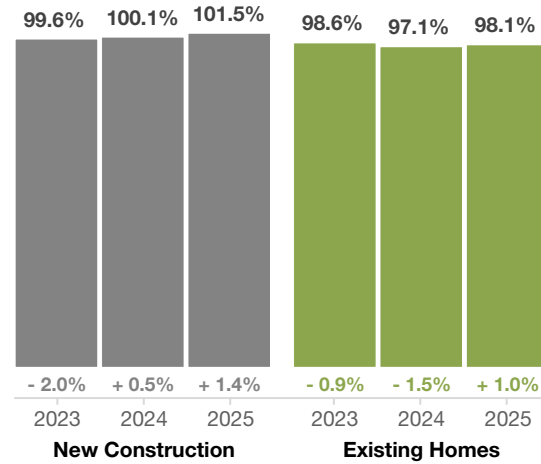


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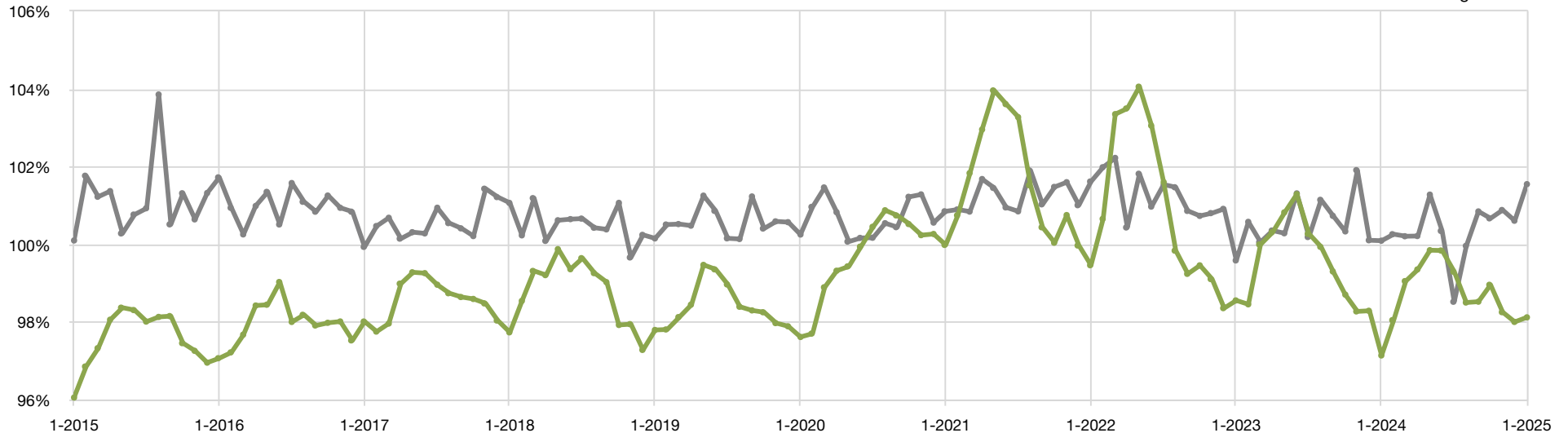
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	98.0%	- 0.3%
Jan-2025	101.5%	+ 1.4%	98.1%	+ 1.0%
12-Month Avg*	100.4%	- 0.2%	98.9%	- 0.7%

* Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



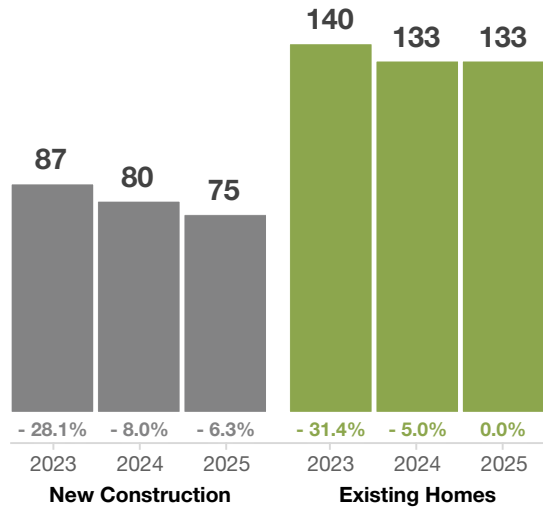
Housing Affordability Index

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.

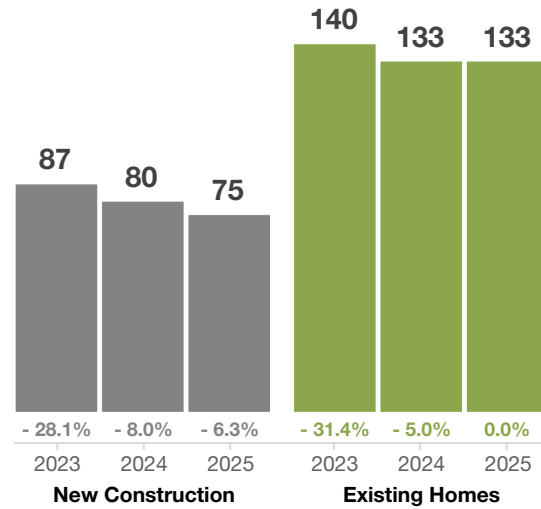


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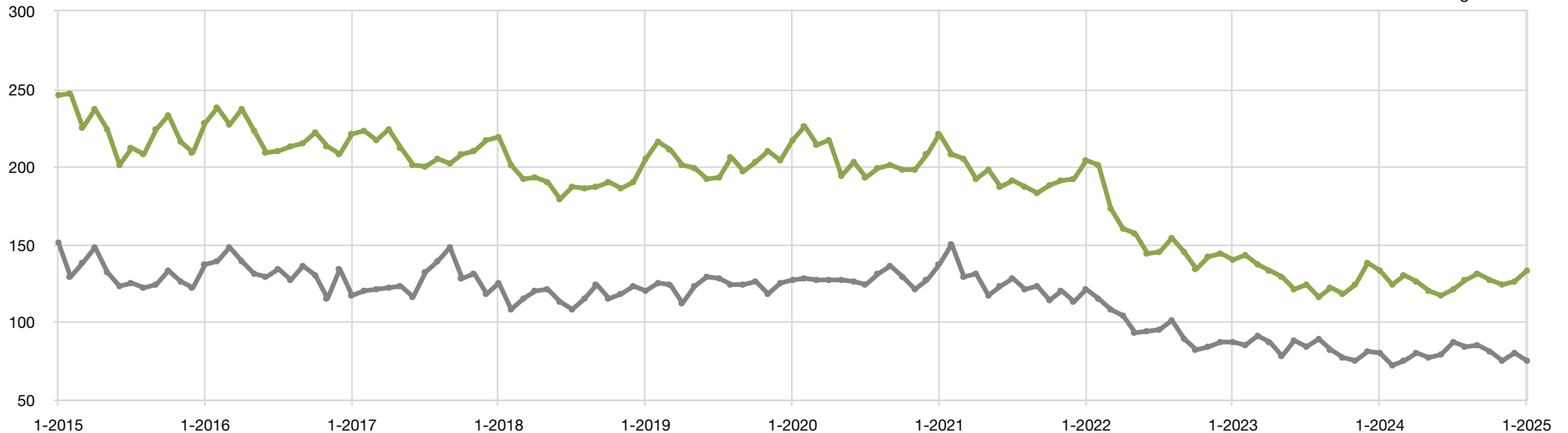


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	72	- 15.3%	124	- 13.3%
Mar-2024	75	- 17.6%	130	- 5.1%
Apr-2024	80	- 8.0%	126	- 5.3%
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	117	- 3.3%
Jul-2024	87	+ 3.6%	121	- 2.4%
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%
Jan-2025	75	- 6.3%	133	0.0%
12-Month Avg	79	- 4.8%	126	- 1.6%

Historical Housing Affordability Index by Month



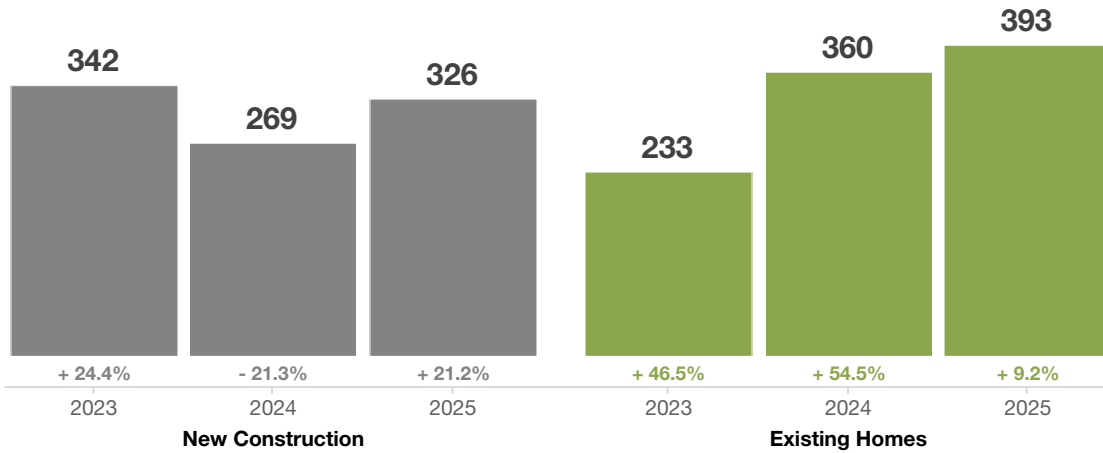
Inventory of Homes for Sale

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



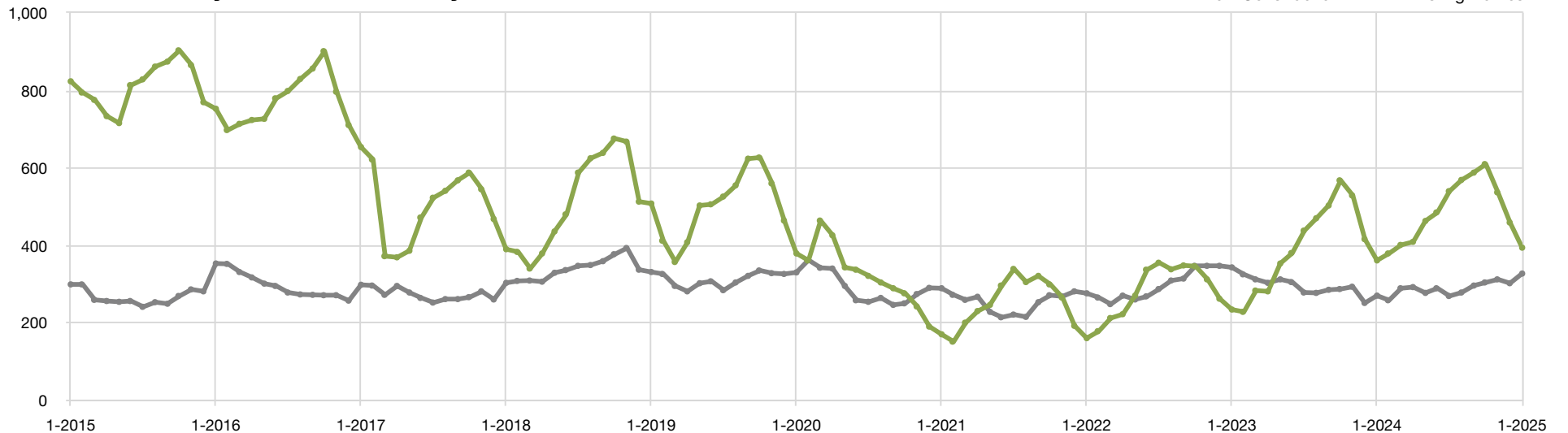
Lincoln Area Region

January



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Feb-2024	257	- 20.7%	378	+ 66.5%
Mar-2024	288	- 7.4%	400	+ 41.8%
Apr-2024	291	- 3.6%	408	+ 45.7%
May-2024	276	- 11.3%	462	+ 31.3%
Jun-2024	288	- 5.3%	484	+ 27.7%
Jul-2024	268	- 3.2%	539	+ 23.3%
Aug-2024	277	+ 0.4%	568	+ 21.1%
Sep-2024	295	+ 3.9%	587	+ 16.9%
Oct-2024	303	+ 5.9%	609	+ 7.4%
Nov-2024	311	+ 6.5%	536	+ 1.5%
Dec-2024	301	+ 20.4%	458	+ 10.4%
Jan-2025	326	+ 21.2%	393	+ 9.2%
12-Month Avg	290	- 0.3%	485	+ 21.3%

Historical Inventory of Homes for Sale by Month



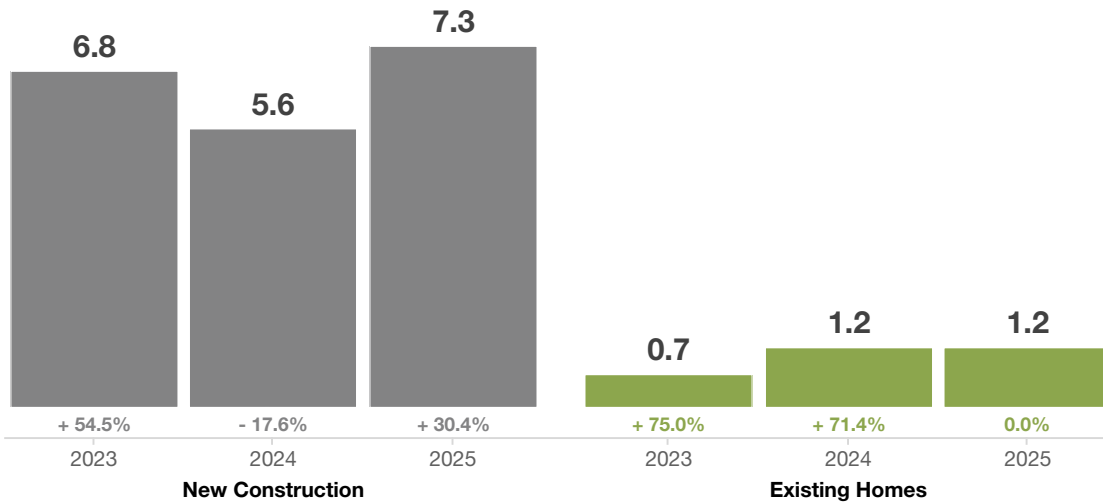
Months Supply of Inventory

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

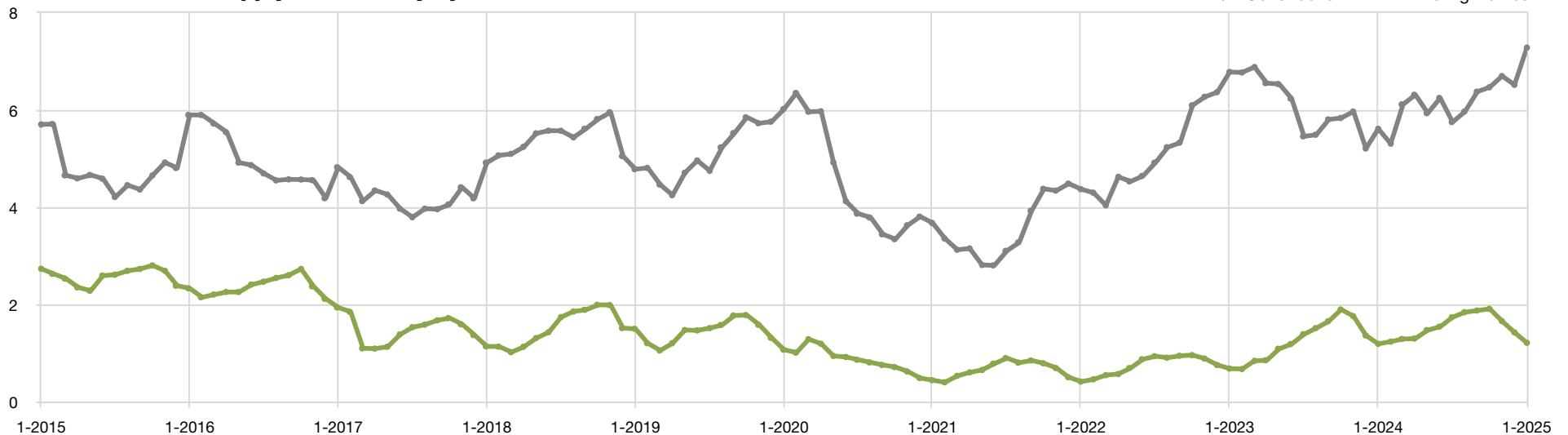
January



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	5.8	+ 5.5%	1.7	+ 21.4%
Aug-2024	6.0	+ 9.1%	1.8	+ 20.0%
Sep-2024	6.4	+ 10.3%	1.9	+ 11.8%
Oct-2024	6.5	+ 12.1%	1.9	0.0%
Nov-2024	6.7	+ 11.7%	1.7	- 5.6%
Dec-2024	6.5	+ 25.0%	1.4	0.0%
Jan-2025	7.3	+ 30.4%	1.2	0.0%
12-Month Avg*	6.2	+ 3.6%	1.5	+ 20.1%

* Months Supply for all properties from February 2024 through January 2025. 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	1-2024	1-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		422	521	+ 23.5%	422	521	+ 23.5%
Pending Sales		280	306	+ 9.3%	280	306	+ 9.3%
Closed Sales		281	259	- 7.8%	281	259	- 7.8%
Days on Market Until Sale		30	26	- 13.3%	30	26	- 13.3%
Median Closed Price		\$289,000	\$283,950	- 1.7%	\$289,000	\$283,950	- 1.7%
Average Closed Price		\$338,525	\$320,930	- 5.2%	\$338,525	\$320,930	- 5.2%
Percent of List Price Received		97.6%	98.6%	+ 1.0%	97.6%	98.6%	+ 1.0%
Housing Affordability Index		122	121	- 0.8%	122	121	- 0.8%
Inventory of Homes for Sale		629	719	+ 14.3%	—	—	—
Months Supply of Inventory		1.8	1.9	+ 5.6%	—	—	—