Monthly Indicators

Lincoln Area Region



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings decreased 16.5 percent for New Construction but increased 1.4 percent for Existing Homes. Pending Sales increased 2.0 percent for New Construction but decreased 4.0 percent for Existing Homes. Inventory increased 11.1 percent for New Construction and 3.4 percent for Existing Homes.

Median Closed Price decreased 5.9 percent for New Construction but increased 12.0 percent for Existing Homes. Days on Market increased 39.0 percent for New Construction and 12.5 percent for Existing Homes. Months Supply of Inventory increased 16.4 percent for New Construction but remained flat for Existing Homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 2.6% + 8.8% + 6.6%

Change in Change in Change in Closed Sales
All Properties All Properties All Properties

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.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	133	111	- 16.5%	344	361	+ 4.9%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	51	52	+ 2.0%	161	142	- 11.8%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	47	31	- 34.0%	120	109	- 9.2%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	41	57	+ 39.0%	44	49	+ 11.4%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$465,000	\$437,500	- 5.9%	\$462,450	\$467,616	+ 1.1%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$483,553	\$499,033	+ 3.2%	\$485,618	\$499,215	+ 2.8%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	100.2%	99.9%	- 0.3%	100.2%	100.7%	+ 0.5%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	75	81	+ 8.0%	75	76	+ 1.3%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	288	320	+ 11.1%	_		_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	6.1	7.1	+ 16.4%	_		_

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.

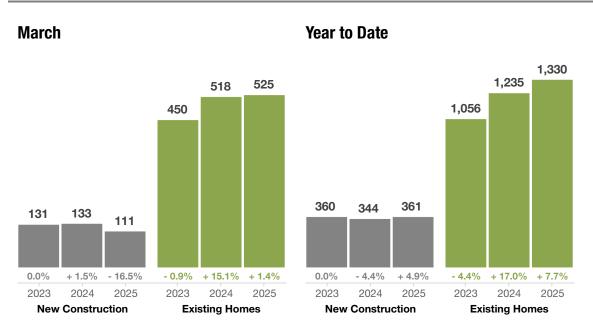


Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	518	525	+ 1.4%	1,235	1,330	+ 7.7%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	378	363	- 4.0%	885	929	+ 5.0%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	302	309	+ 2.3%	721	736	+ 2.1%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	24	27	+ 12.5%	25	27	+ 8.0%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$267,950	\$300,000	+ 12.0%	\$269,950	\$280,000	+ 3.7%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$304,832	\$363,569	+ 19.3%	\$304,529	\$329,948	+ 8.3%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	99.0%	98.6%	- 0.4%	98.2%	98.5%	+ 0.3%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	130	118	- 9.2%	129	126	- 2.3%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	409	423	+ 3.4%			_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	1.3	1.3	0.0%	_		_

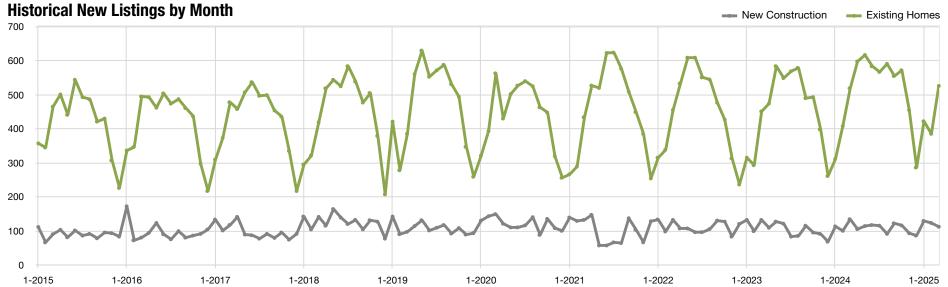
New Listings

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





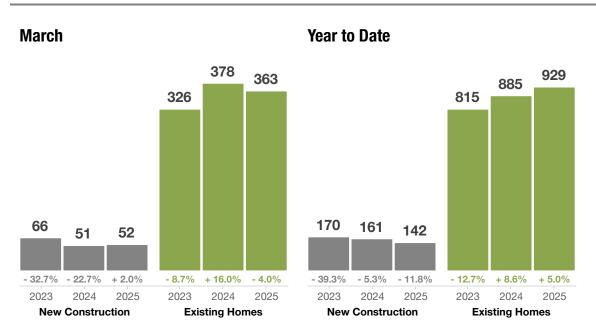
New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	104	- 3.7%	597	+ 26.2%
May-2024	113	- 10.3%	616	+ 5.7%
Jun-2024	116	- 3.3%	583	+ 6.4%
Jul-2024	114	+ 39.0%	566	- 0.4%
Aug-2024	90	+ 7.1%	590	+ 2.1%
Sep-2024	121	+ 6.1%	554	+ 13.3%
Oct-2024	115	+ 22.3%	571	+ 16.1%
Nov-2024	92	+ 2.2%	454	+ 14.4%
Dec-2024	85	+ 26.9%	285	+ 9.6%
Jan-2025	128	+ 14.3%	421	+ 35.8%
Feb-2025	122	+ 23.2%	384	- 5.7%
Mar-2025	111	- 16.5%	525	+ 1.4%
12-Month Avg	109	+ 6.9%	512	+ 9.2%



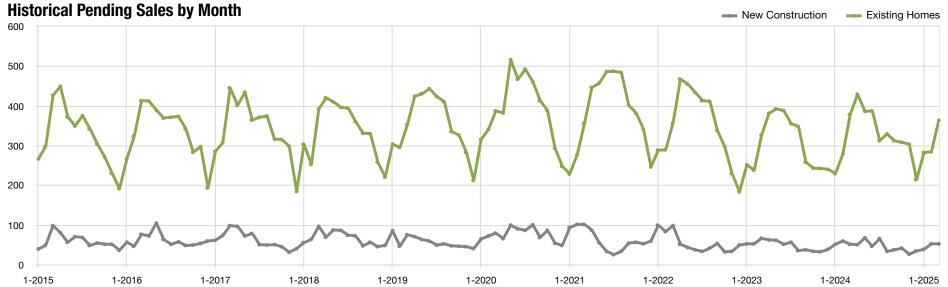
Pending Sales

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





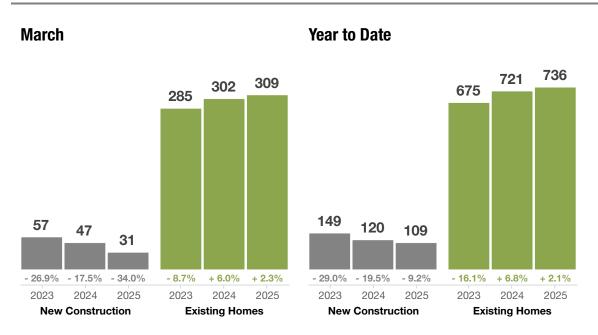
Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	50	- 19.4%	429	+ 12.6%
May-2024	67	+ 9.8%	386	- 1.5%
Jun-2024	46	- 9.8%	387	- 0.3%
Jul-2024	65	+ 16.1%	312	- 12.1%
Aug-2024	33	- 5.7%	329	- 5.5%
Sep-2024	37	0.0%	312	+ 20.9%
Oct-2024	41	+ 24.2%	308	+ 26.7%
Nov-2024	26	- 18.8%	303	+ 25.2%
Dec-2024	34	- 10.5%	214	- 10.8%
Jan-2025	38	- 25.5%	282	+ 23.1%
Feb-2025	52	- 11.9%	284	+ 2.2%
Mar-2025	52	+ 2.0%	363	- 4.0%
12-Month Avg	45	- 4.3%	326	+ 4.8%



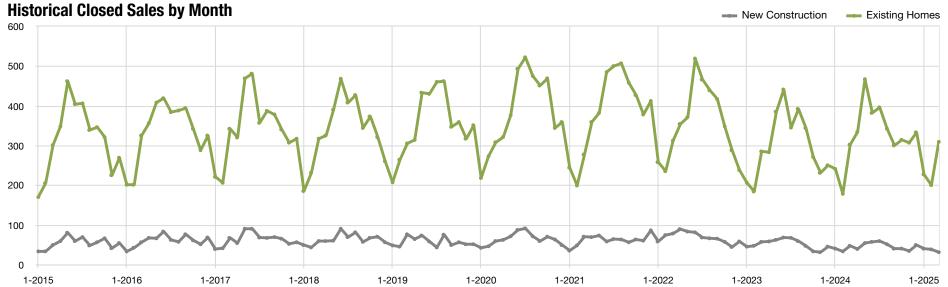
Closed Sales

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





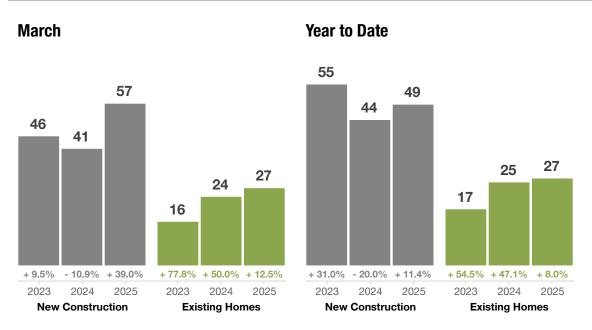
Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	39	- 32.8%	334	+ 18.0%
May-2024	54	- 12.9%	467	+ 21.3%
Jun-2024	57	- 16.2%	382	- 13.4%
Jul-2024	59	- 11.9%	396	+ 14.8%
Aug-2024	51	- 13.6%	342	- 12.8%
Sep-2024	40	- 14.9%	300	- 12.8%
Oct-2024	40	+ 21.2%	314	+ 15.9%
Nov-2024	34	+ 9.7%	307	+ 32.9%
Dec-2024	49	+ 8.9%	333	+ 33.2%
Jan-2025	40	0.0%	227	- 5.8%
Feb-2025	38	+ 15.2%	200	+ 12.4%
Mar-2025	31	- 34.0%	309	+ 2.3%
12-Month Avg	44	- 10.2%	326	+ 6.9%



Days on Market Until Sale

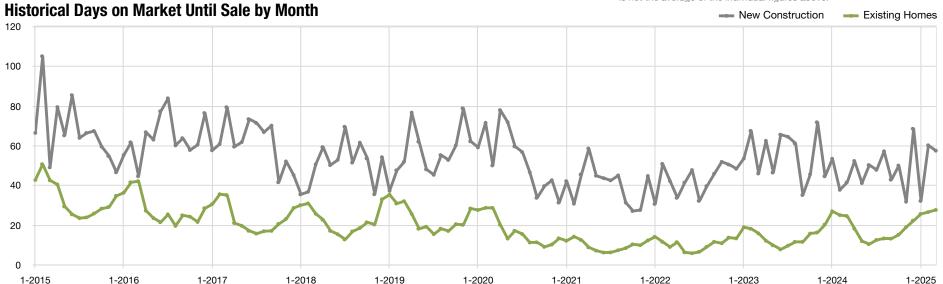
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	50	+ 11.1%	15	- 6.3%
Nov-2024	32	- 55.6%	19	+ 18.8%
Dec-2024	68	+ 54.5%	22	+ 10.0%
Jan-2025	32	- 39.6%	25	- 7.4%
Feb-2025	60	+ 57.9%	26	+ 4.0%
Mar-2025	57	+ 39.0%	27	+ 12.5%
12-Month Avg*	49	- 7.5%	17	+ 16.1%

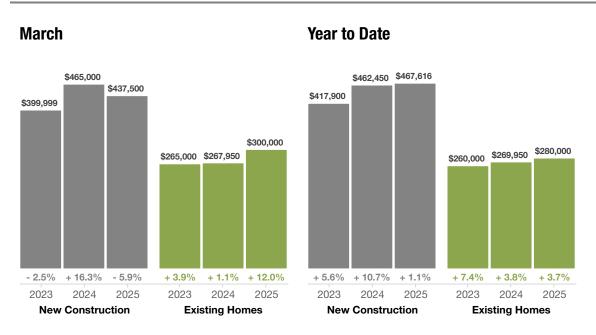
^{*} Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Median Closed Price

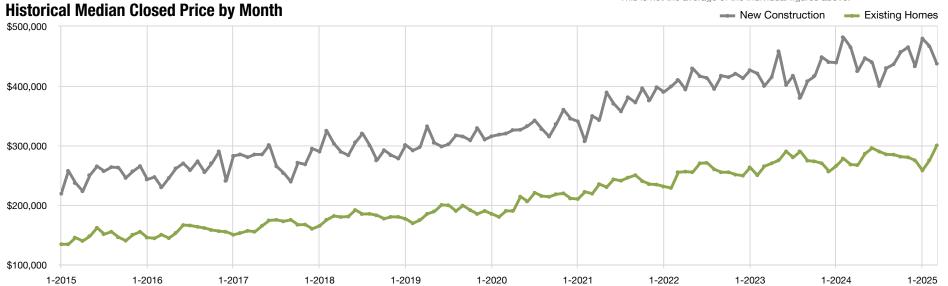
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.





Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	\$424,900	+ 2.4%	\$267,000	- 1.1%
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%	\$284,500	+ 3.7%
Oct-2024	\$456,975	+ 9.7%	\$281,100	+ 2.9%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
Jan-2025	\$479,596	+ 9.2%	\$258,000	- 2.8%
Feb-2025	\$466,833	- 3.1%	\$275,000	- 1.1%
Mar-2025	\$437,500	- 5.9%	\$300,000	+ 12.0%
12-Month Avg*	\$449,331	+ 4.5%	\$283,000	+ 2.9%

^{*} Median Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Average Closed Price

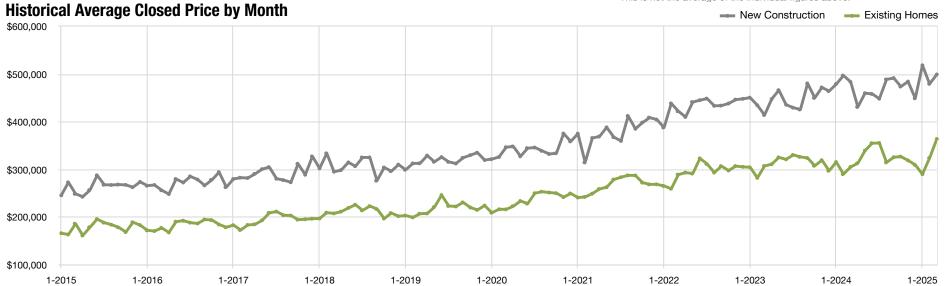
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	\$430,757	- 3.7%	\$312,585	+ 0.6%
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%	\$325,181	+ 0.5%
Oct-2024	\$473,673	+ 5.3%	\$326,585	+ 6.3%
Nov-2024	\$484,115	+ 2.6%	\$318,594	- 0.1%
Dec-2024	\$448,942	- 3.3%	\$309,166	+ 4.2%
Jan-2025	\$518,242	+ 8.2%	\$289,590	- 8.1%
Feb-2025	\$479,335	- 3.5%	\$323,608	+ 11.7%
Mar-2025	\$499,033	+ 3.2%	\$363,569	+ 19.3%
12-Month Avg*	\$471,026	+ 3.1%	\$329,861	+ 4.3%

^{*} Average Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



Percent of List Price Received

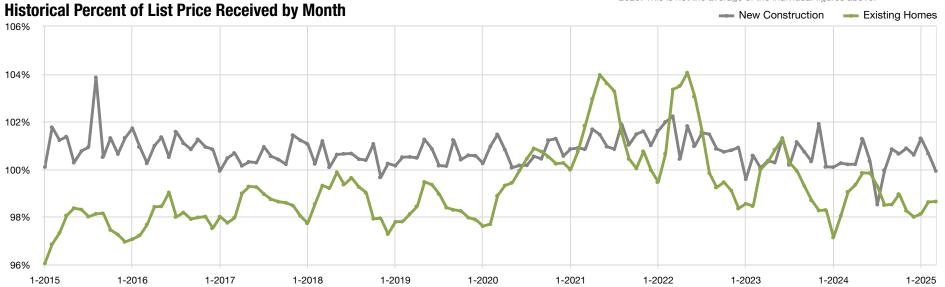




March	1		Year to Date								
100.1%	100.2%	99.9%	100.0%	99.0%	98.6%	100.1%	100.2%	100.7%	99.1%	98.2%	98.5%
- 2.1% 2023 New	+ 0.1% 2024 Constru	- 0.3% 2025 ction	- 3.3% 2023 Exi	- 1.0% 2024 sting Ho	- 0.4% 2025 mes	- 1.9% 2023 New	+ 0.1% 2024 Constru	+ 0.5% 2025 ction	- 2.2% 2023 Exi	- 0.9% 2024 sting Ho	+ 0.3% 2025 mes

Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	100.2%	- 0.2%	99.3%	- 1.0%
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	101.3%	+ 1.2%	98.1%	+ 1.0%
Feb-2025	100.7%	+ 0.4%	98.6%	+ 0.6%
Mar-2025	99.9%	- 0.3%	98.6%	- 0.4%
12-Month Avg*	100.4%	- 0.2%	98.9%	- 0.6%

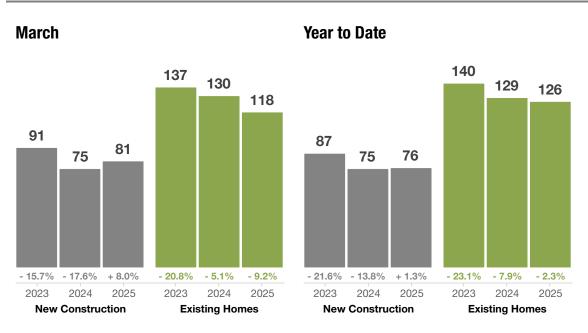
^{*} Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



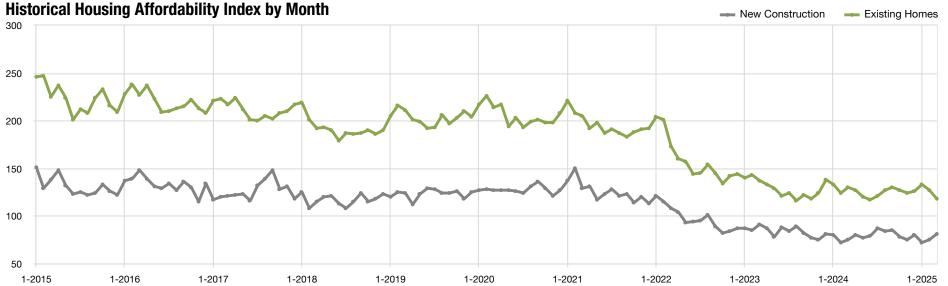
Housing Affordability Index



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.



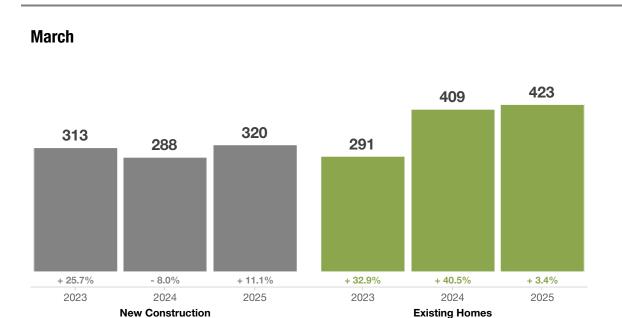
Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	80	- 8.0%	127	- 4.5%
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	117	- 3.3%
Jul-2024	87	+ 3.6%	121	- 2.4%
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	85	+ 3.7%	130	+ 6.6%
Oct-2024	78	+ 1.3%	127	+ 7.6%
Nov-2024	75	0.0%	124	0.0%
Dec-2024	80	- 1.2%	126	- 8.7%
Jan-2025	72	- 10.0%	133	0.0%
Feb-2025	75	+ 4.2%	127	+ 2.4%
Mar-2025	81	+ 8.0%	118	- 9.2%
12-Month Avg	79	- 2.5%	125	- 0.8%



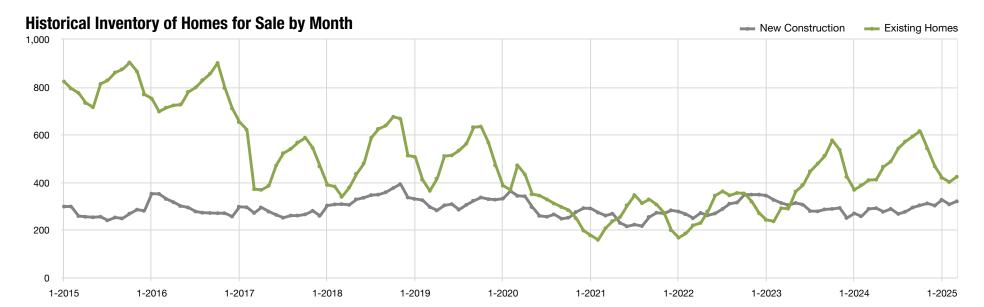
Inventory of Homes for Sale

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





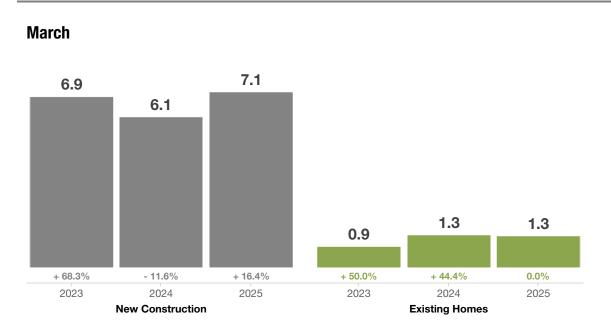
Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	291	- 4.3%	411	+ 42.2%
May-2024	276	- 11.8%	465	+ 28.8%
Jun-2024	288	- 5.9%	487	+ 25.5%
Jul-2024	267	- 4.3%	542	+ 21.5%
Aug-2024	276	- 0.7%	571	+ 19.5%
Sep-2024	294	+ 2.8%	593	+ 16.0%
Oct-2024	303	+ 5.2%	615	+ 6.8%
Nov-2024	311	+ 6.5%	542	+ 1.1%
Dec-2024	302	+ 20.8%	467	+ 10.4%
Jan-2025	326	+ 21.2%	419	+ 13.9%
Feb-2025	307	+ 19.5%	401	+ 3.6%
Mar-2025	320	+ 11.1%	423	+ 3.4%
12-Month Avg	297	+ 4.6%	495	+ 14.8%



Months Supply of Inventory

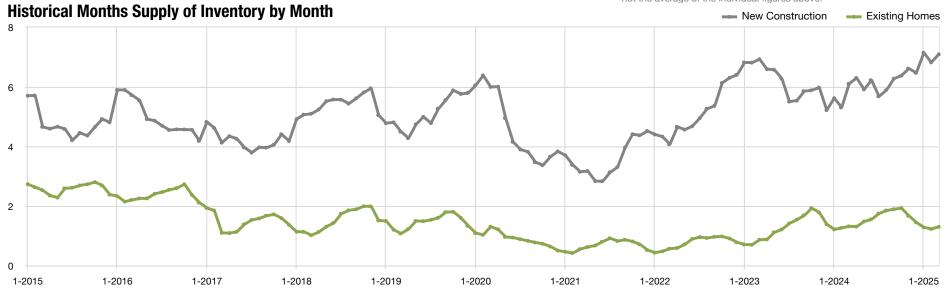
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.





Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	6.3	- 4.5%	1.3	+ 44.4%
May-2024	5.9	- 10.6%	1.5	+ 36.4%
Jun-2024	6.2	- 1.6%	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	+ 6.8%	1.9	+ 11.8%
Oct-2024	6.4	+ 8.5%	1.9	0.0%
Nov-2024	6.6	+ 10.0%	1.7	- 5.6%
Dec-2024	6.5	+ 25.0%	1.4	0.0%
Jan-2025	7.2	+ 28.6%	1.3	+ 8.3%
Feb-2025	6.8	+ 28.3%	1.2	- 7.7%
Mar-2025	7.1	+ 16.4%	1.3	0.0%
12-Month Avg*	6.4	+ 9.0%	1.6	+ 11.7%

^{*} Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.



New and Existing Homes Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings	3-2023 9-2023 3-2024 9-2024 3-2025	651	636	- 2.3%	1,579	1,691	+ 7.1%
Pending Sales	3-2023 9-2023 3-2024 9-2024 3-2025	429	415	- 3.3%	1,046	1,071	+ 2.4%
Closed Sales	3-2023 9-2023 3-2024 9-2024 3-2025	349	340	- 2.6%	841	845	+ 0.5%
Days on Market Until Sale	3-2023 9-2023 3-2024 9-2024 3-2025	27	30	+ 11.1%	28	29	+ 3.6%
Median Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$290,000	\$315,500	+ 8.8%	\$290,000	\$301,024	+ 3.8%
Average Closed Price	3-2023 9-2023 3-2024 9-2024 3-2025	\$328,900	\$375,920	+ 14.3%	\$330,398	\$351,808	+ 6.5%
Percent of List Price Received	3-2023 9-2023 3-2024 9-2024 3-2025	99.2%	98.8%	- 0.4%	98.5%	98.8%	+ 0.3%
Housing Affordability Index	3-2023 9-2023 3-2024 9-2024 3-2025	120	112	- 6.7%	120	117	- 2.5%
Inventory of Homes for Sale	3-2023 9-2023 3-2024 9-2024 3-2025	697	743	+ 6.6%			_
Months Supply of Inventory	3-2023 9-2023 3-2024 9-2024 3-2025	1.9	2.0	+ 5.3%	_	_	_