

Monthly Indicators

Lincoln Area Region



April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings decreased 9.9 percent for New Construction but increased 9.3 percent for Existing Homes. Pending Sales decreased 14.9 percent for New Construction but increased 4.9 percent for Existing Homes. Inventory decreased 9.3 percent for New Construction and 5.3 percent for Existing Homes.

Median Sales Price increased 7.3 percent to \$325,000 for New Construction and 2.8 percent to \$185,000 for Existing Homes. Days on Market increased 25.4 percent for New Construction and 12.5 percent for Existing Homes. Months Supply of Inventory decreased 14.8 percent for New Construction and 7.7 percent for Existing Homes.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

Quick Facts

- 4.9%

Change in
Closed Sales
All Properties

+ 4.2%

Change in
Median Sales Price
All Properties

- 7.0%

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, 68058, 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 Sales Price | 8 |
| Average Sales 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 | 4-2018 | 4-2019 | % Change | YTD 2018 | YTD 2019 | % Change |
|---------------------------------------|----------------------|-----------|-----------|----------|-----------|-----------|----------|
| New Listings | | 111 | 100 | - 9.9% | 492 | 410 | - 16.7% |
| Pending Sales | | 67 | 57 | - 14.9% | 277 | 247 | - 10.8% |
| Closed Sales | | 55 | 59 | + 7.3% | 204 | 222 | + 8.8% |
| Days on Market Until Sale | | 63 | 79 | + 25.4% | 48 | 56 | + 16.7% |
| Median Sales Price | | \$302,954 | \$325,000 | + 7.3% | \$301,477 | \$299,950 | - 0.5% |
| Average Sales Price | | \$295,781 | \$318,241 | + 7.6% | \$303,668 | \$306,680 | + 1.0% |
| Percent of List Price Received | | 100.1% | 100.4% | + 0.3% | 100.7% | 100.4% | - 0.3% |
| Housing Affordability Index | | 103 | 97 | - 5.8% | 103 | 105 | + 1.9% |
| Inventory of Homes for Sale | | 312 | 283 | - 9.3% | — | — | — |
| Months Supply of Inventory | | 5.4 | 4.6 | - 14.8% | — | — | — |

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 | 4-2018 | 4-2019 | % Change | YTD 2018 | YTD 2019 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 484 | 529 | + 9.3% | 1,418 | 1,566 | + 10.4% |
| Pending Sales | | 386 | 405 | + 4.9% | 1,236 | 1,315 | + 6.4% |
| Closed Sales | | 295 | 274 | - 7.1% | 973 | 1,000 | + 2.8% |
| Days on Market Until Sale | | 24 | 27 | + 12.5% | 28 | 32 | + 14.3% |
| Median Sales Price | | \$180,000 | \$185,000 | + 2.8% | \$175,250 | \$176,875 | + 0.9% |
| Average Sales Price | | \$211,412 | \$207,690 | - 1.8% | \$206,193 | \$204,812 | - 0.7% |
| Percent of List Price Received | | 99.1% | 98.4% | - 0.7% | 98.7% | 98.0% | - 0.7% |
| Housing Affordability Index | | 173 | 170 | - 1.7% | 177 | 178 | + 0.6% |
| Inventory of Homes for Sale | | 413 | 391 | - 5.3% | — | — | — |
| Months Supply of Inventory | | 1.3 | 1.2 | - 7.7% | — | — | — |

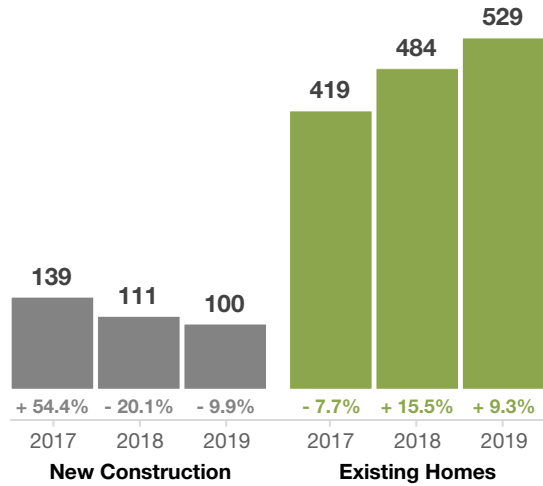
New Listings

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

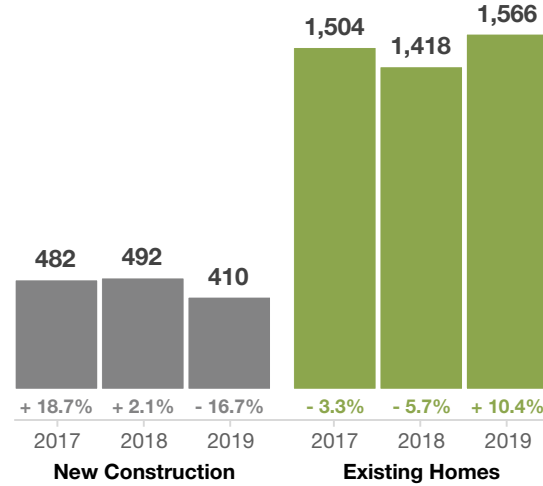


Lincoln Area Region

April

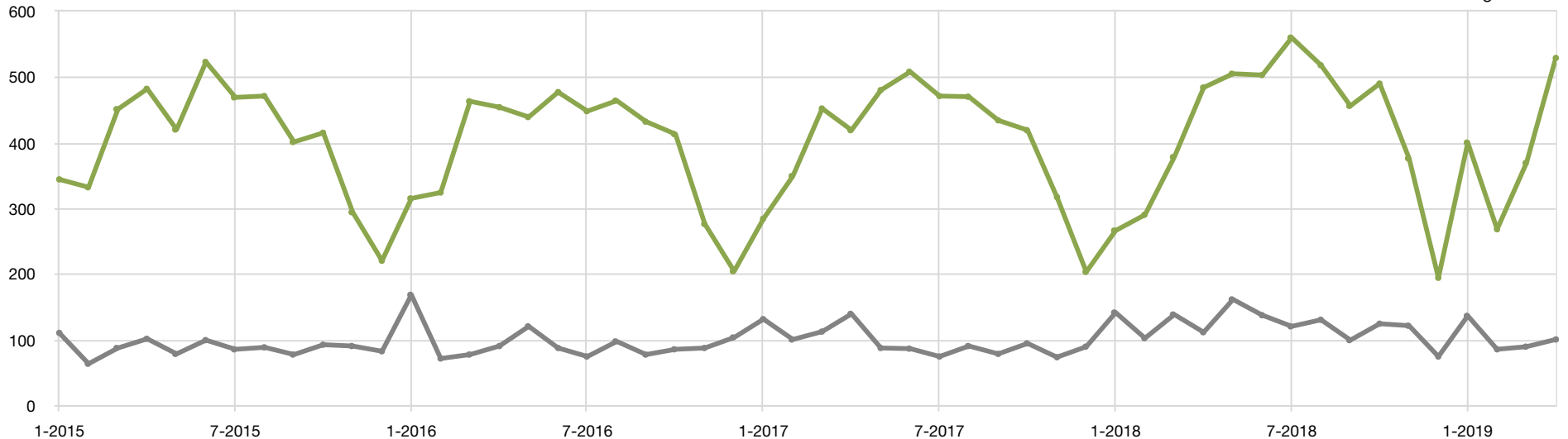


Year to Date



| | New Listings | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|--------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | | 161 | + 85.1% | 505 | + 5.2% |
| Jun-2018 | | 137 | + 59.3% | 503 | - 1.0% |
| Jul-2018 | | 120 | + 62.2% | 560 | + 18.9% |
| Aug-2018 | | 130 | + 44.4% | 518 | + 10.2% |
| Sep-2018 | | 99 | + 26.9% | 456 | + 5.1% |
| Oct-2018 | | 124 | + 31.9% | 490 | + 16.9% |
| Nov-2018 | | 121 | + 65.8% | 376 | + 18.6% |
| Dec-2018 | | 74 | - 16.9% | 194 | - 4.4% |
| Jan-2019 | | 136 | - 3.5% | 400 | + 50.4% |
| Feb-2019 | | 85 | - 16.7% | 268 | - 7.6% |
| Mar-2019 | | 89 | - 35.5% | 369 | - 2.4% |
| Apr-2019 | 100 | | - 9.9% | 529 | + 9.3% |
| 12-Month Avg | | 115 | + 18.6% | 431 | + 9.7% |

Historical New Listings by Month



Pending Sales

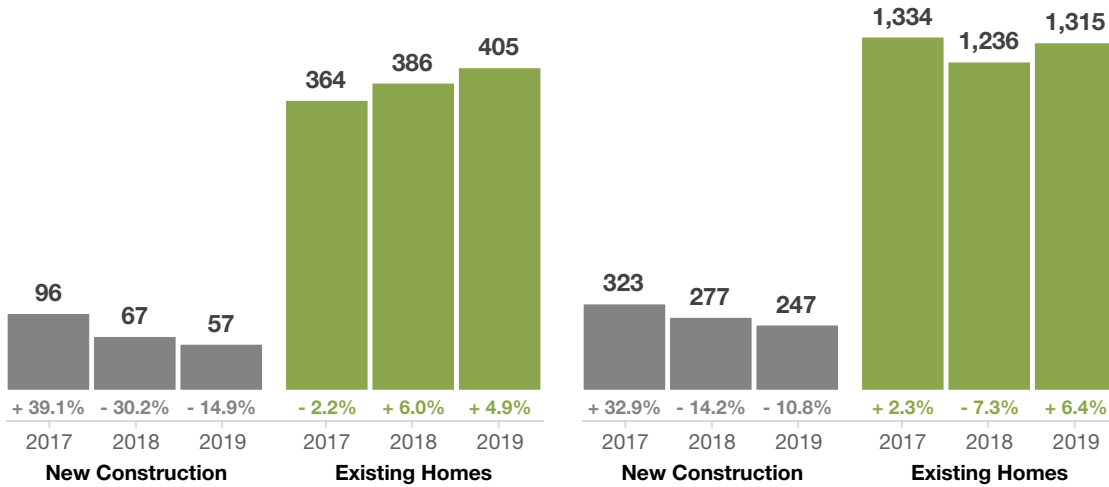
A count of the properties on which offers have been accepted in a given month.



Lincoln Area Region

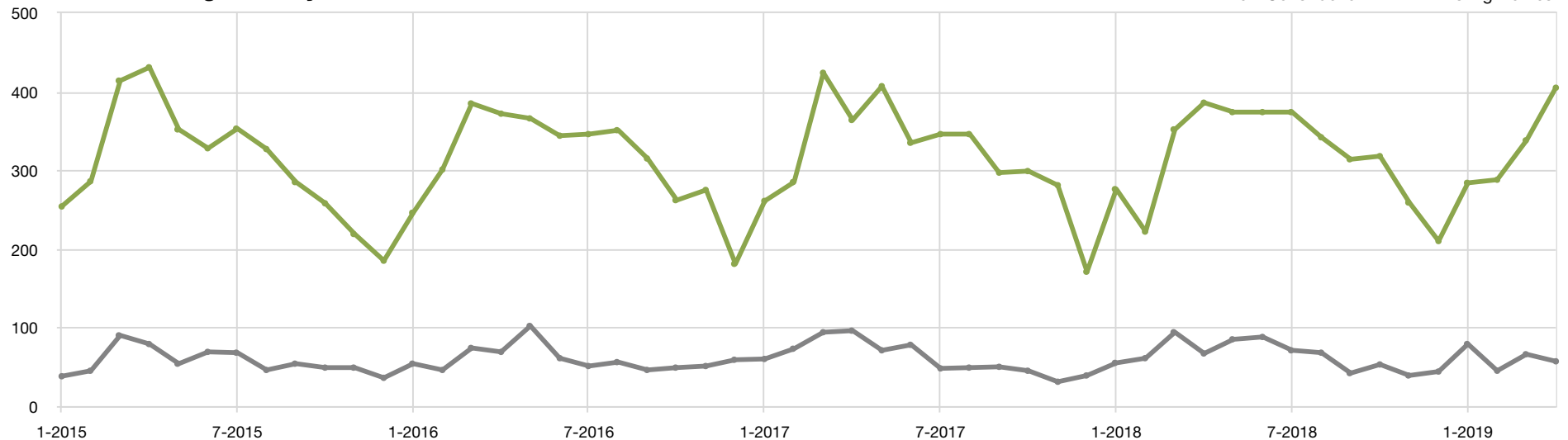
April

Year to Date



| Pending Sales | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 85 | + 19.7% | 374 | - 8.1% |
| Jun-2018 | 88 | + 12.8% | 374 | + 11.6% |
| Jul-2018 | 71 | + 47.9% | 374 | + 8.1% |
| Aug-2018 | 68 | + 38.8% | 342 | - 1.2% |
| Sep-2018 | 42 | - 16.0% | 314 | + 5.7% |
| Oct-2018 | 53 | + 17.8% | 318 | + 6.4% |
| Nov-2018 | 39 | + 25.8% | 259 | - 7.8% |
| Dec-2018 | 44 | + 12.8% | 210 | + 22.8% |
| Jan-2019 | 79 | + 43.6% | 284 | + 2.9% |
| Feb-2019 | 45 | - 26.2% | 288 | + 29.7% |
| Mar-2019 | 66 | - 29.8% | 338 | - 4.0% |
| Apr-2019 | 57 | - 14.9% | 405 | + 4.9% |
| 12-Month Avg | 61 | + 7.0% | 323 | + 4.2% |

Historical Pending Sales by Month



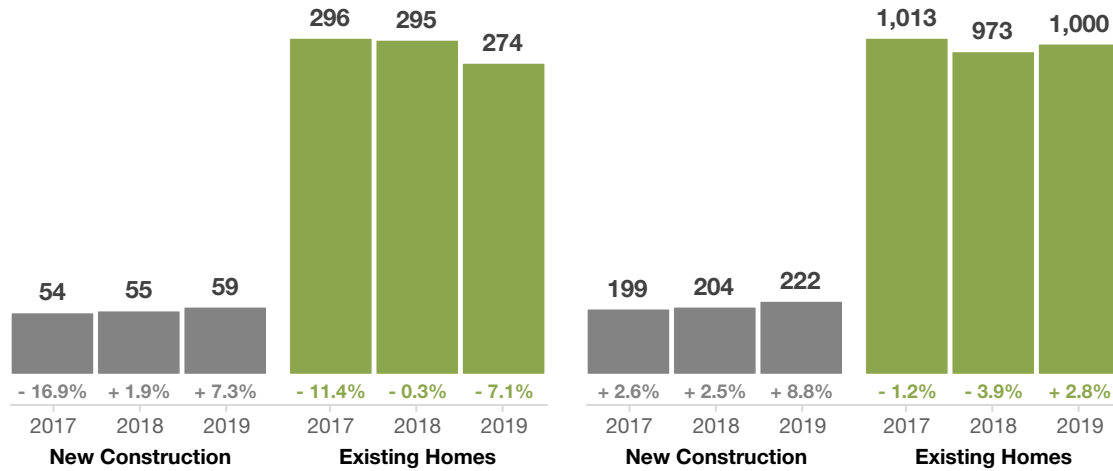
Closed Sales

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



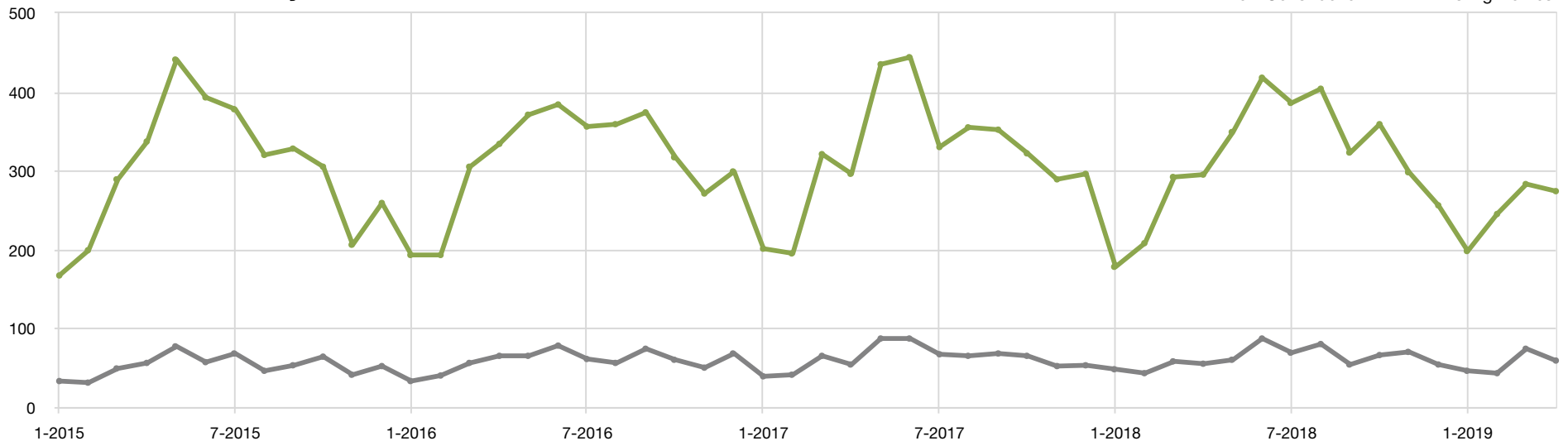
Lincoln Area Region

April



| Closed Sales | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 60 | - 31.0% | 349 | - 19.8% |
| Jun-2018 | 87 | 0.0% | 418 | - 5.9% |
| Jul-2018 | 69 | + 3.0% | 386 | + 17.0% |
| Aug-2018 | 80 | + 23.1% | 404 | + 13.8% |
| Sep-2018 | 54 | - 20.6% | 323 | - 8.2% |
| Oct-2018 | 66 | + 1.5% | 359 | + 11.5% |
| Nov-2018 | 70 | + 34.6% | 298 | + 3.1% |
| Dec-2018 | 54 | + 1.9% | 256 | - 13.5% |
| Jan-2019 | 46 | - 4.2% | 198 | + 11.2% |
| Feb-2019 | 43 | 0.0% | 245 | + 17.8% |
| Mar-2019 | 74 | + 27.6% | 283 | - 3.1% |
| Apr-2019 | 59 | + 7.3% | 274 | - 7.1% |
| 12-Month Avg | 64 | + 3.2% | 316 | 0.0% |

Historical Closed Sales by Month



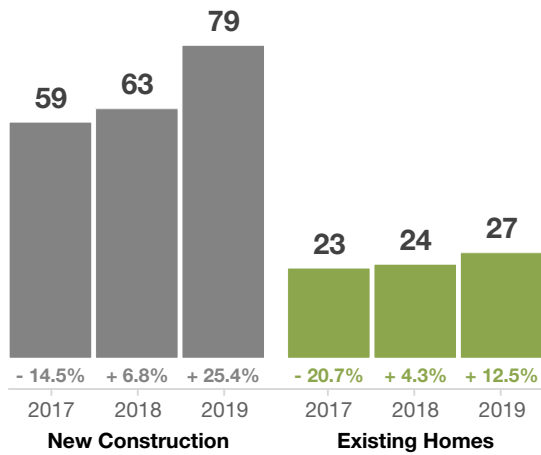
Days on Market Until Sale

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

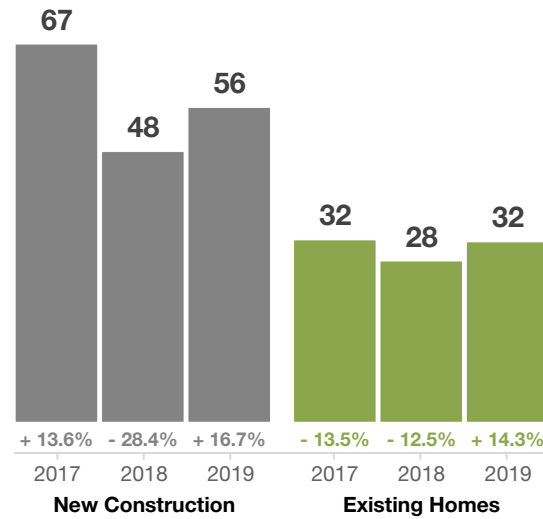


Lincoln Area Region

April



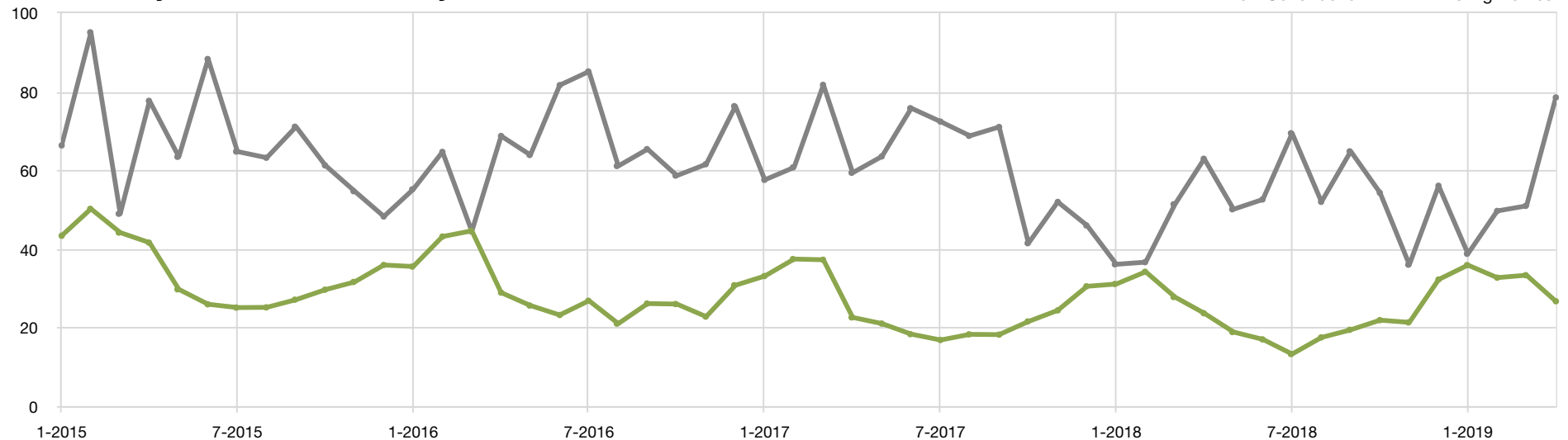
Year to Date



| Days on Market | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 50 | - 21.9% | 19 | - 9.5% |
| Jun-2018 | 53 | - 30.3% | 17 | - 5.6% |
| Jul-2018 | 69 | - 4.2% | 13 | - 23.5% |
| Aug-2018 | 52 | - 24.6% | 17 | - 5.6% |
| Sep-2018 | 65 | - 8.5% | 19 | + 5.6% |
| Oct-2018 | 54 | + 31.7% | 22 | 0.0% |
| Nov-2018 | 36 | - 30.8% | 21 | - 12.5% |
| Dec-2018 | 56 | + 21.7% | 32 | + 6.7% |
| Jan-2019 | 39 | + 8.3% | 36 | + 16.1% |
| Feb-2019 | 50 | + 35.1% | 33 | - 2.9% |
| Mar-2019 | 51 | 0.0% | 33 | + 17.9% |
| Apr-2019 | 79 | + 25.4% | 27 | + 12.5% |
| 12-Month Avg* | 54 | - 7.1% | 23 | + 0.1% |

* Days on Market for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



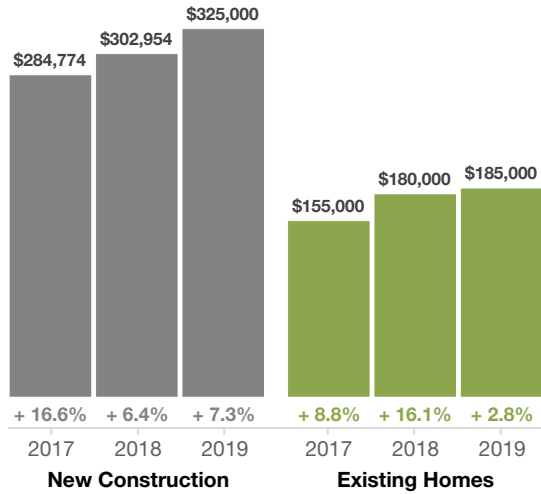
Median Sales Price

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

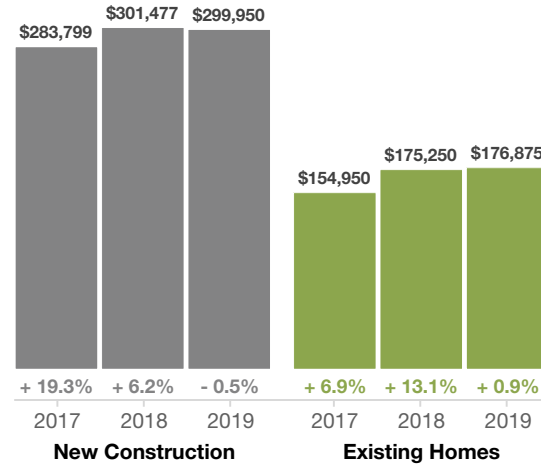


Lincoln Area Region

April



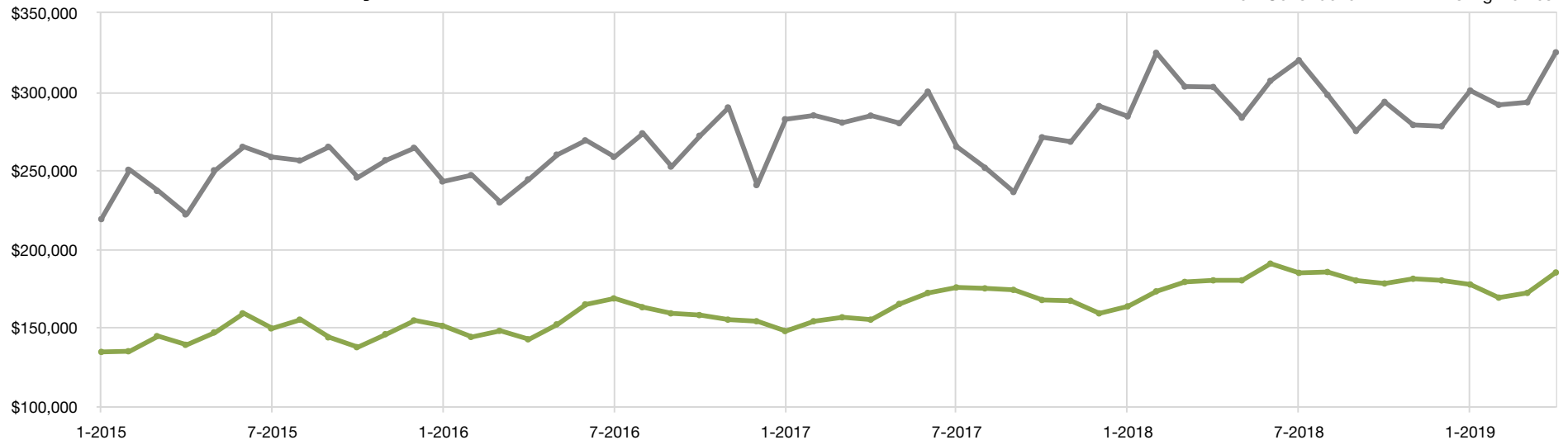
Year to Date



| Median Sales Price | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| May-2018 | \$283,475 | + 1.3% | \$180,000 | + 9.1% |
| Jun-2018 | \$306,900 | + 2.3% | \$190,625 | + 10.8% |
| Jul-2018 | \$320,000 | + 20.8% | \$184,750 | + 5.3% |
| Aug-2018 | \$297,975 | + 18.4% | \$185,300 | + 5.9% |
| Sep-2018 | \$275,000 | + 16.4% | \$179,900 | + 3.4% |
| Oct-2018 | \$293,500 | + 8.3% | \$178,000 | + 6.3% |
| Nov-2018 | \$278,825 | + 4.0% | \$181,000 | + 8.4% |
| Dec-2018 | \$278,026 | - 4.4% | \$179,950 | + 13.2% |
| Jan-2019 | \$300,718 | + 5.8% | \$177,375 | + 8.5% |
| Feb-2019 | \$291,600 | - 10.2% | \$169,000 | - 2.3% |
| Mar-2019 | \$293,250 | - 3.3% | \$172,000 | - 3.9% |
| Apr-2019 | \$325,000 | + 7.3% | \$185,000 | + 2.8% |
| 12-Month Avg* | \$292,000 | + 3.1% | \$180,000 | + 5.9% |

* Median Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month



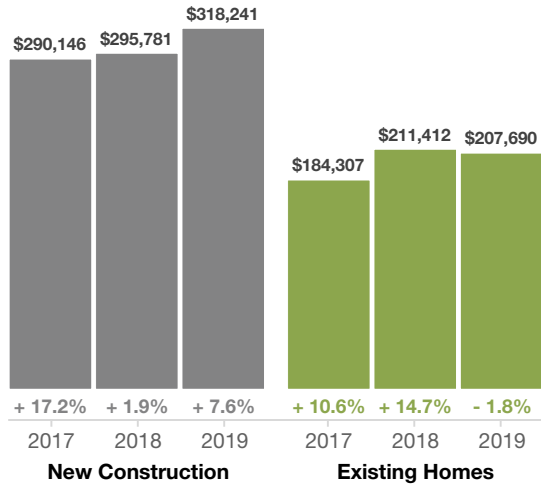
Average Sales Price

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

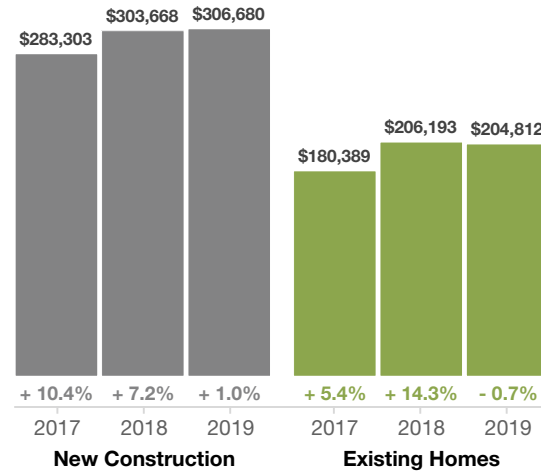


Lincoln Area Region

April



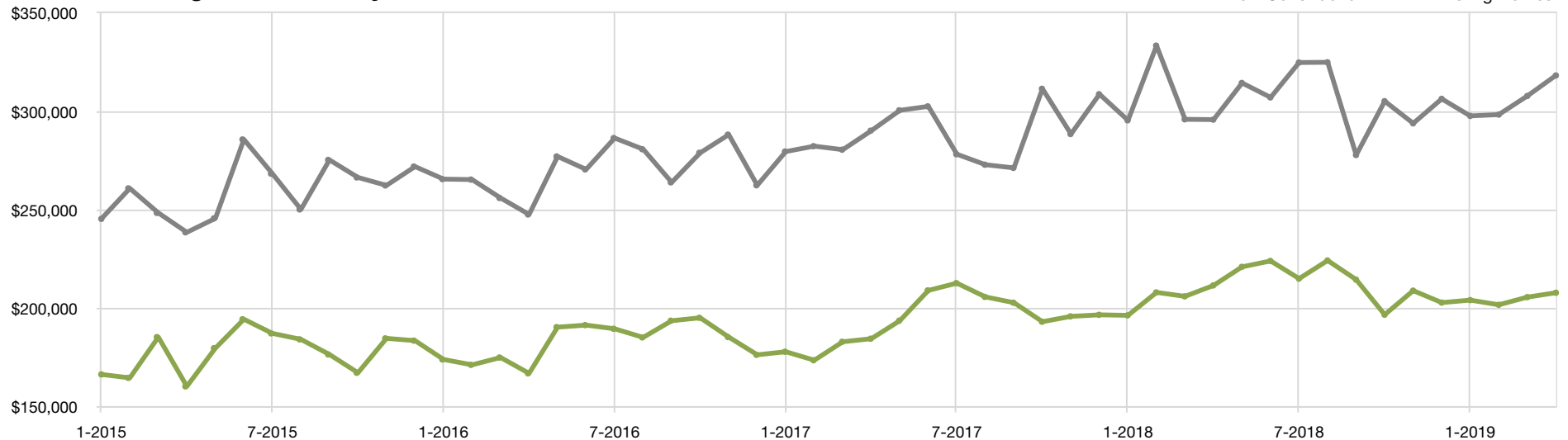
Year to Date



| Avg. Sales Price | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|------------------|------------------|-----------------------|------------------|-----------------------|
| May-2018 | \$314,417 | + 4.6% | \$220,872 | + 14.2% |
| Jun-2018 | \$307,072 | + 1.5% | \$223,868 | + 7.2% |
| Jul-2018 | \$324,826 | + 16.8% | \$214,877 | + 1.1% |
| Aug-2018 | \$324,940 | + 19.1% | \$224,097 | + 9.0% |
| Sep-2018 | \$277,755 | + 2.4% | \$214,375 | + 5.8% |
| Oct-2018 | \$305,161 | - 2.0% | \$196,518 | + 1.9% |
| Nov-2018 | \$293,881 | + 1.9% | \$208,762 | + 6.7% |
| Dec-2018 | \$306,336 | - 0.8% | \$202,674 | + 3.2% |
| Jan-2019 | \$297,657 | + 0.8% | \$203,936 | + 3.9% |
| Feb-2019 | \$298,336 | - 10.5% | \$201,560 | - 3.0% |
| Mar-2019 | \$307,806 | + 4.0% | \$205,455 | - 0.2% |
| Apr-2019 | \$318,241 | + 7.6% | \$207,690 | - 1.8% |
| 12-Month Avg* | \$307,514 | + 4.2% | \$211,664 | + 4.5% |

* Avg. Sales Price for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

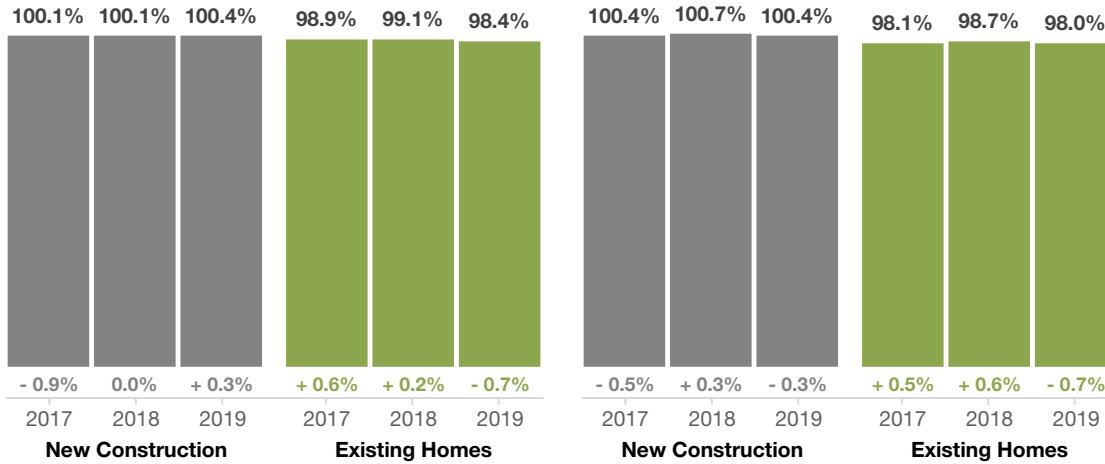
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Lincoln Area Region

April

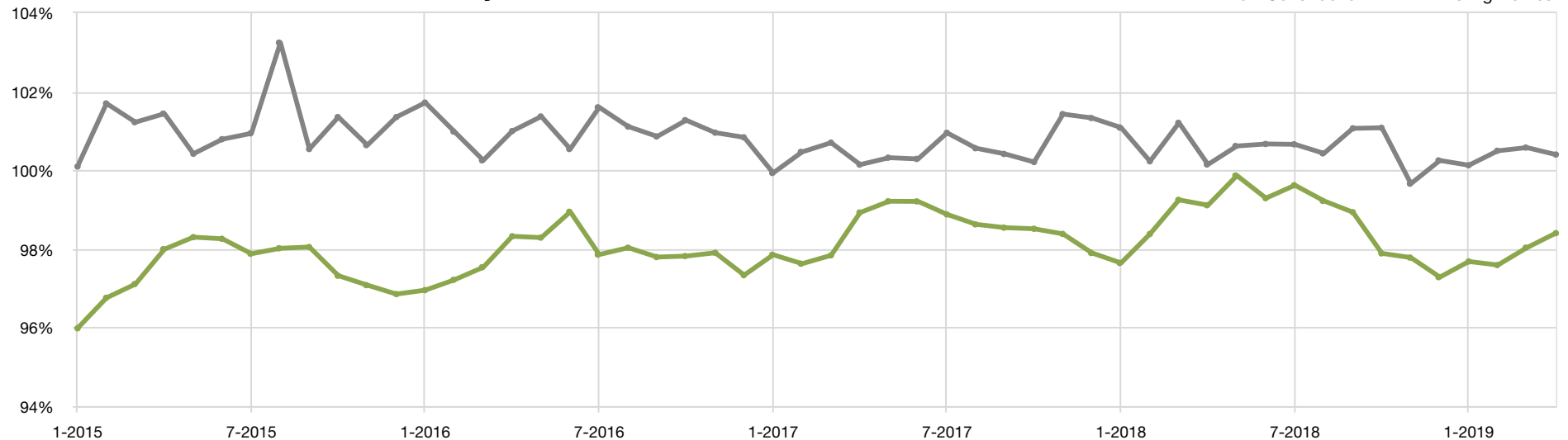
Year to Date



| Pct. of List Price Received | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 100.6% | + 0.3% | 99.9% | + 0.7% |
| Jun-2018 | 100.7% | + 0.4% | 99.3% | + 0.1% |
| Jul-2018 | 100.7% | - 0.3% | 99.6% | + 0.7% |
| Aug-2018 | 100.4% | - 0.2% | 99.2% | + 0.6% |
| Sep-2018 | 101.1% | + 0.7% | 98.9% | + 0.4% |
| Oct-2018 | 101.1% | + 0.9% | 97.9% | - 0.6% |
| Nov-2018 | 99.7% | - 1.7% | 97.8% | - 0.6% |
| Dec-2018 | 100.2% | - 1.1% | 97.3% | - 0.6% |
| Jan-2019 | 100.1% | - 1.0% | 97.7% | + 0.1% |
| Feb-2019 | 100.5% | + 0.3% | 97.6% | - 0.8% |
| Mar-2019 | 100.6% | - 0.6% | 98.0% | - 1.2% |
| Apr-2019 | 100.4% | + 0.3% | 98.4% | - 0.7% |
| 12-Month Avg* | 100.5% | - 0.1% | 98.6% | - 0.1% |

* Pct. of List Price Received for all properties from May 2018 through April 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Housing Affordability Index

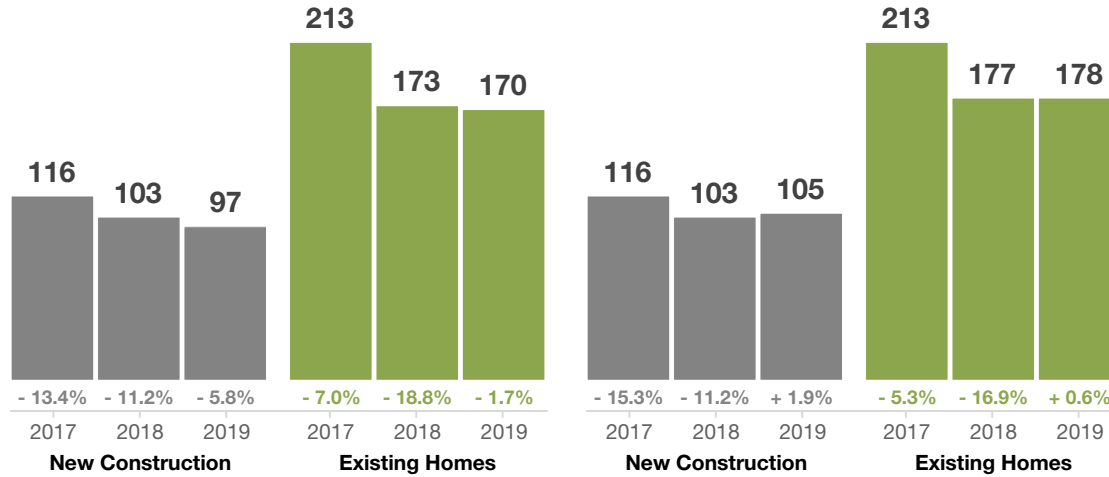
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Lincoln Area Region

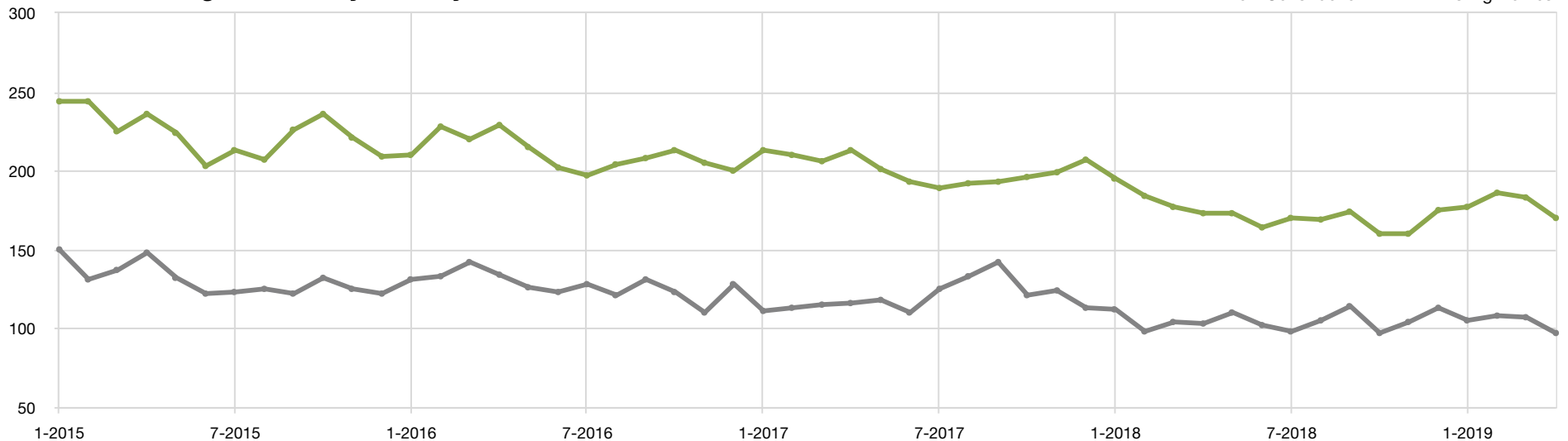
April

Year to Date



| Affordability Index | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|---------------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 110 | - 6.8% | 173 | - 13.9% |
| Jun-2018 | 102 | - 7.3% | 164 | - 15.0% |
| Jul-2018 | 98 | - 21.6% | 170 | - 10.1% |
| Aug-2018 | 105 | - 21.1% | 169 | - 12.0% |
| Sep-2018 | 114 | - 19.7% | 174 | - 9.8% |
| Oct-2018 | 97 | - 19.8% | 160 | - 18.4% |
| Nov-2018 | 104 | - 16.1% | 160 | - 19.6% |
| Dec-2018 | 113 | 0.0% | 175 | - 15.5% |
| Jan-2019 | 105 | - 6.3% | 177 | - 9.2% |
| Feb-2019 | 108 | + 10.2% | 186 | + 1.1% |
| Mar-2019 | 107 | + 2.9% | 183 | + 3.4% |
| Apr-2019 | 97 | - 5.8% | 170 | - 1.7% |
| 12-Month Avg | 105 | - 10.3% | 172 | - 10.4% |

Historical Housing Affordability Index by Month



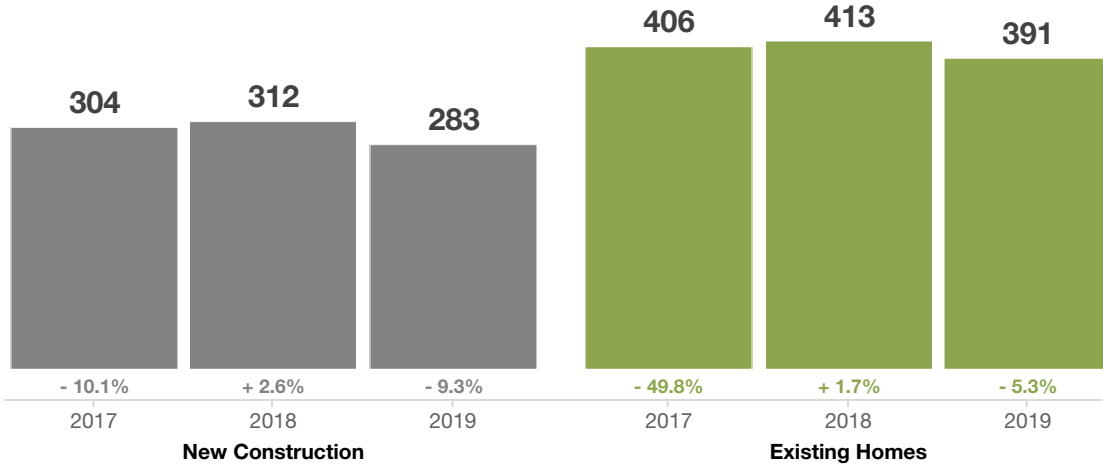
Inventory of Homes for Sale

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



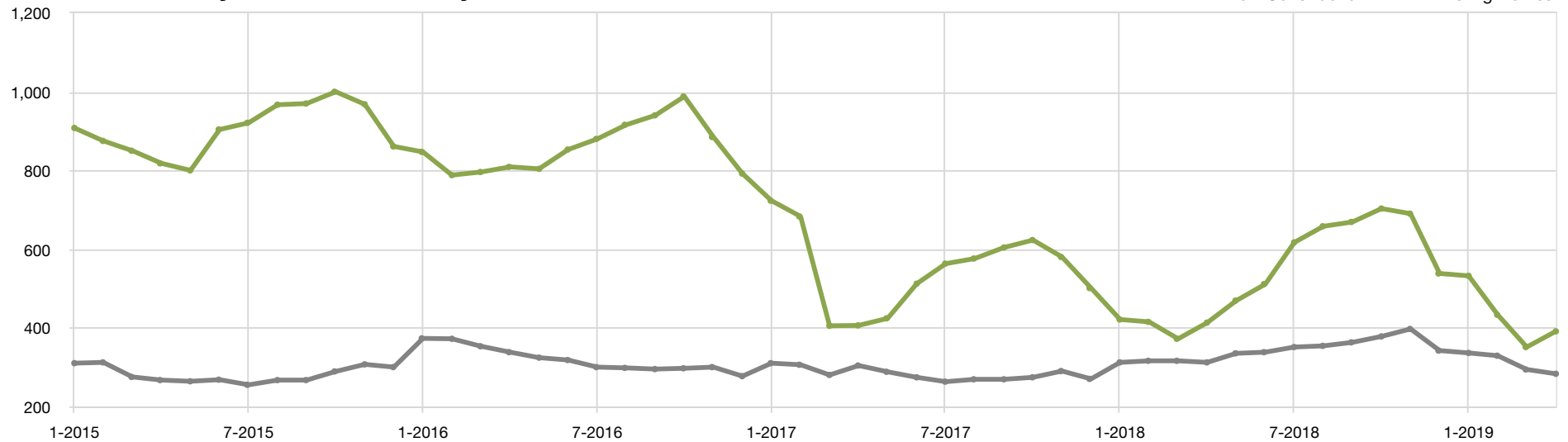
Lincoln Area Region

April



| Homes for Sale | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 335 | + 16.3% | 469 | + 10.6% |
| Jun-2018 | 338 | + 23.4% | 511 | - 0.2% |
| Jul-2018 | 351 | + 33.5% | 617 | + 9.6% |
| Aug-2018 | 354 | + 31.6% | 658 | + 14.2% |
| Sep-2018 | 363 | + 34.9% | 669 | + 10.8% |
| Oct-2018 | 378 | + 38.0% | 703 | + 12.8% |
| Nov-2018 | 397 | + 36.9% | 690 | + 19.0% |
| Dec-2018 | 342 | + 26.7% | 538 | + 7.4% |
| Jan-2019 | 336 | + 7.7% | 532 | + 26.4% |
| Feb-2019 | 329 | + 4.1% | 433 | + 4.3% |
| Mar-2019 | 294 | - 7.0% | 351 | - 5.6% |
| Apr-2019 | 283 | - 9.3% | 391 | - 5.3% |
| 12-Month Avg | 342 | + 18.8% | 547 | + 9.4% |

Historical Inventory of Homes for Sale by Month



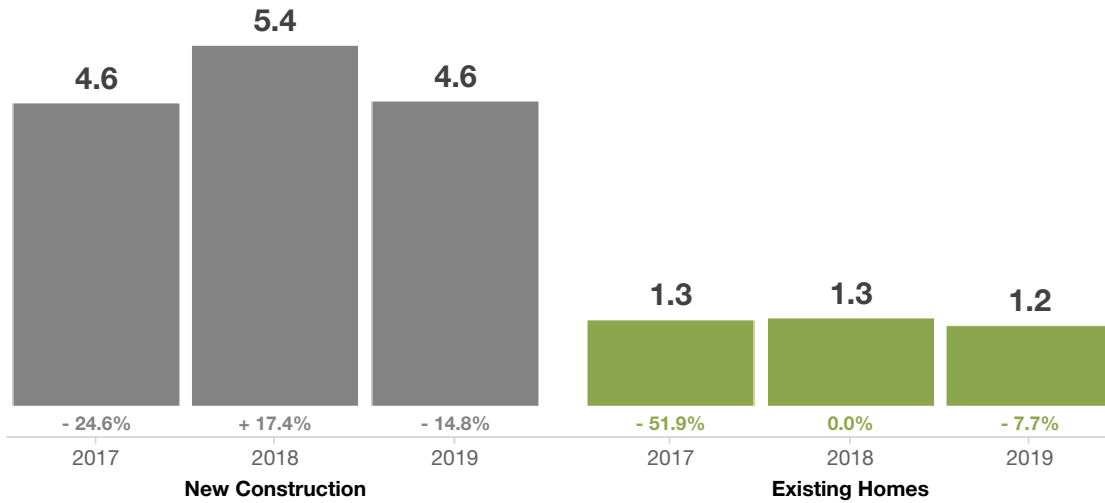
Months Supply of Inventory

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

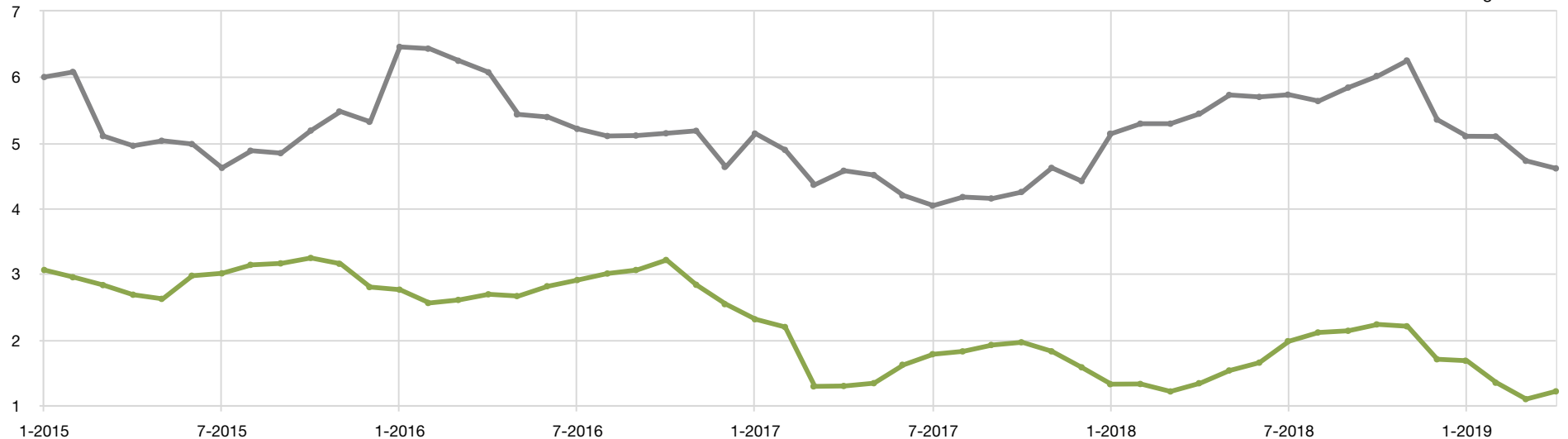
April



| Months Supply | New Construction | Year-Over-Year Change | Existing Homes | Year-Over-Year Change |
|-----------------|------------------|-----------------------|----------------|-----------------------|
| May-2018 | 5.7 | + 26.7% | 1.5 | + 15.4% |
| Jun-2018 | 5.7 | + 35.7% | 1.6 | 0.0% |
| Jul-2018 | 5.7 | + 42.5% | 2.0 | + 11.1% |
| Aug-2018 | 5.6 | + 33.3% | 2.1 | + 16.7% |
| Sep-2018 | 5.8 | + 41.5% | 2.1 | + 10.5% |
| Oct-2018 | 6.0 | + 42.9% | 2.2 | + 10.0% |
| Nov-2018 | 6.3 | + 37.0% | 2.2 | + 22.2% |
| Dec-2018 | 5.4 | + 22.7% | 1.7 | + 6.3% |
| Jan-2019 | 5.1 | 0.0% | 1.7 | + 30.8% |
| Feb-2019 | 5.1 | - 3.8% | 1.3 | 0.0% |
| Mar-2019 | 4.7 | - 11.3% | 1.1 | - 8.3% |
| Apr-2019 | 4.6 | - 14.8% | 1.2 | - 7.7% |
| 12-Month Avg* | 5.5 | + 18.5% | 1.7 | + 9.7% |

* Months Supply for all properties from May 2018 through April 2019. 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 | 4-2018 | 4-2019 | % Change | YTD 2018 | YTD 2019 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 595 | 629 | + 5.7% | 1,910 | 1,976 | + 3.5% |
| Pending Sales | | 453 | 462 | + 2.0% | 1,513 | 1,562 | + 3.2% |
| Closed Sales | | 350 | 333 | - 4.9% | 1,177 | 1,222 | + 3.8% |
| Days on Market Until Sale | | 30 | 36 | + 20.0% | 32 | 36 | + 12.5% |
| Median Sales Price | | \$190,000 | \$197,900 | + 4.2% | \$190,750 | \$193,300 | + 1.3% |
| Average Sales Price | | \$224,708 | \$227,277 | + 1.1% | \$223,102 | \$223,250 | + 0.1% |
| Percent of List Price Received | | 99.3% | 98.8% | - 0.5% | 99.1% | 98.4% | - 0.7% |
| Housing Affordability Index | | 164 | 159 | - 3.0% | 163 | 163 | 0.0% |
| Inventory of Homes for Sale | | 725 | 674 | - 7.0% | — | — | — |
| Months Supply of Inventory | | 2.0 | 1.8 | - 10.0% | — | — | — |