Monthly Indicators

Omaha Area Region

September 2022

The U.S. real estate market continues to slow as we move into fall, as rising consumer prices and higher mortgage interest rates squeeze homebuyer budgets and cool activity. With inflation showing little sign of abating, the Federal Reserve implemented another 75-basis-point hike in September, marking the third such rate increase this year. The cost of borrowing has reached multi-year highs on everything from credit cards to auto loans in 2022 as mortgage interest rates topped 6% for the first time since 2008, causing existing home sales to decline for the seventh consecutive month.

New Listings increased 21.1 percent for New Construction but decreased 15.1 percent for Existing Homes. Pending Sales decreased 34.1 percent for New Construction and 25.7 percent for Existing Homes. Inventory increased 127.4 percent for New Construction and 1.6 percent for Existing Homes.

Median Closed Price increased 14.0 percent for New Construction and 13.4 percent for Existing Homes. Days on Market increased 82.6 percent for New Construction and 11.1 percent for Existing Homes. Months Supply of Inventory increased 213.6 percent for New Construction and 12.5 percent for Existing Homes.

Affordability challenges have priced many buyers out of the market this year, and buyers who do succeed in purchasing a home are finding that the costs of homeownership have increased significantly, with monthly mortgage payments more than 55% higher than a year ago, according to the National Association of REALTORS®. Inventory remains lower than normal, and as the market continue to shift, experts project homes will begin to spend more days on market and price growth will slow in the months ahead.

Quick Facts

- 16.1%	+ 13.3%	+ 39.2%
Change in **Closed Sales** All Properties	Change in **Median Closed Price** All Properties	Change in **Homes for Sale** All Properties

This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglas, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68037 Percent changes are calculated using rounded figures.

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.

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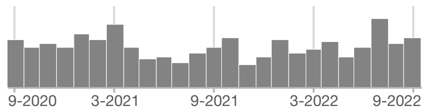
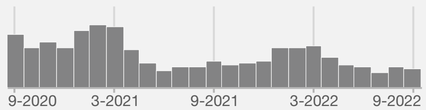
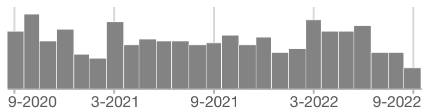
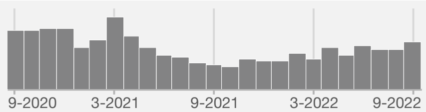
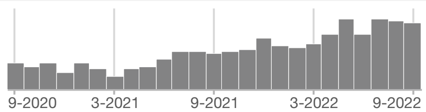
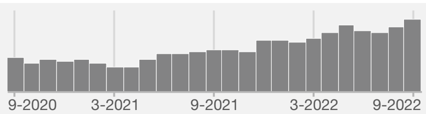
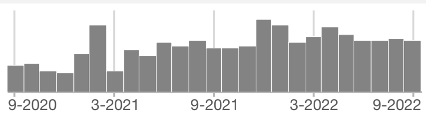
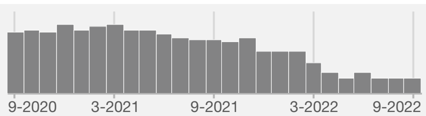
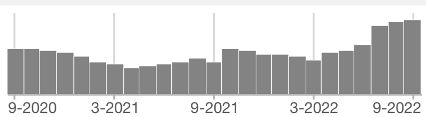
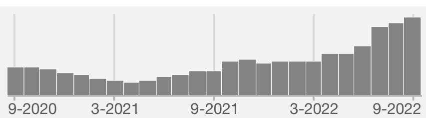
Omaha Area Region

Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		227	**275**	+ 21.1%	2,027	**2,220**	+ 9.5%
Pending Sales		123	**81**	- 34.1%	1,474	**1,122**	- 23.9%
Closed Sales		162	**119**	- 26.5%	1,458	**1,468**	+ 0.7%
Days on Market Until Sale		23	**42**	+ 82.6%	38	**34**	- 10.5%
Median Closed Price		$385,473	**$439,506**	+ 14.0%	$367,732	**$424,432**	+ 15.4%
Average Closed Price		$416,102	**$500,548**	+ 20.3%	$393,108	**$465,259**	+ 18.4%
Percent of List Price Received		101.5%	**101.7%**	+ 0.2%	101.4%	**101.9%**	+ 0.5%
Housing Affordability Index		107	**74**	- 30.8%	112	**77**	- 31.3%
Inventory of Homes for Sale		369	**839**	+ 127.4%	—	**—**	—
Months Supply of Inventory		2.2	**6.9**	+ 213.6%	—	**—**	—

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.

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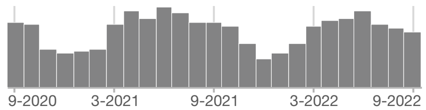
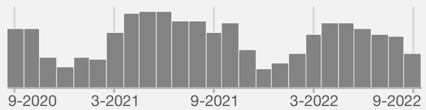
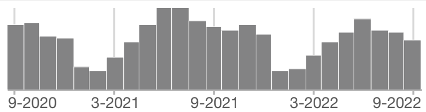
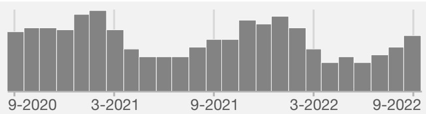
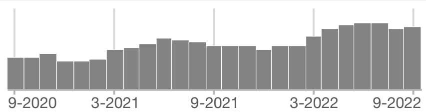
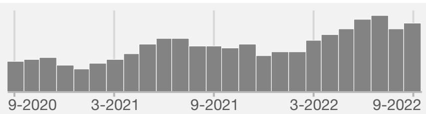
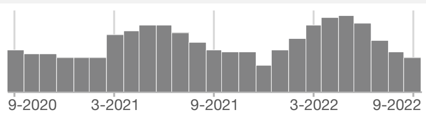
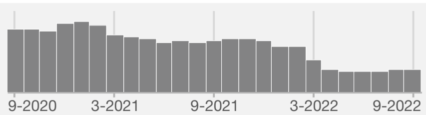
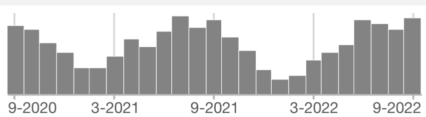
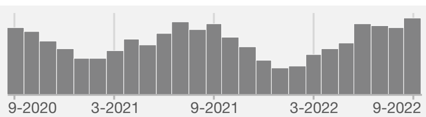
Omaha Area Region

Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,465	**1,244**	- 15.1%	12,672	**11,782**	- 7.0%
Pending Sales		1,145	**851**	- 25.7%	10,689	**9,507**	- 11.1%
Closed Sales		1,255	**1,070**	- 14.7%	10,077	**9,175**	- 9.0%
Days on Market Until Sale		9	**10**	+ 11.1%	8	**8**	0.0%
Median Closed Price		$240,000	**$272,250**	+ 13.4%	$240,000	**$266,300**	+ 11.0%
Average Closed Price		$280,865	**$321,397**	+ 14.4%	$277,699	**$310,220**	+ 11.7%
Percent of List Price Received		100.7%	**99.9%**	- 0.8%	102.1%	**102.4%**	+ 0.3%
Housing Affordability Index		172	**120**	- 30.2%	172	**123**	- 28.5%
Inventory of Homes for Sale		867	**881**	+ 1.6%	—	**—**	—
Months Supply of Inventory		0.8	**0.9**	+ 12.5%	—	**—**	—

New Listings

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

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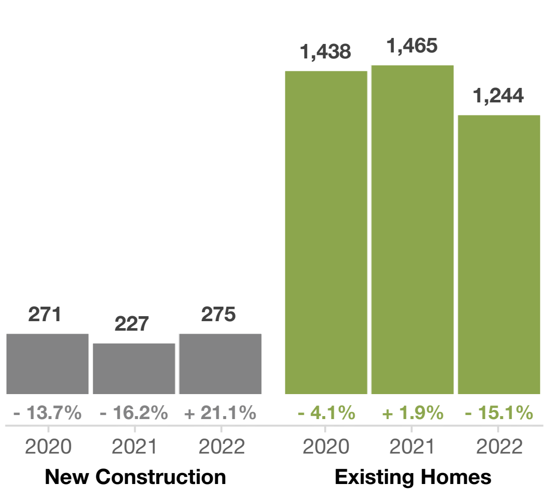
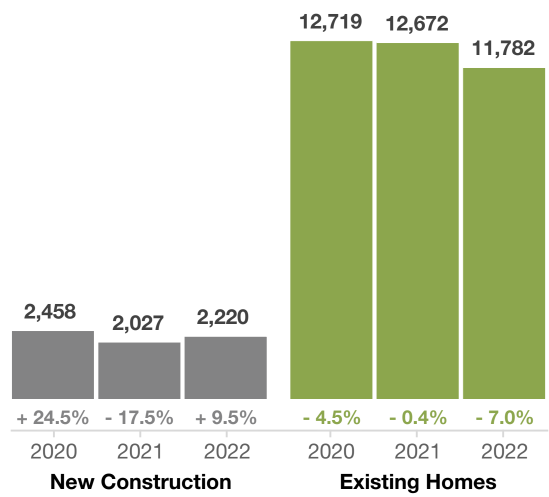
Omaha Area Region

September

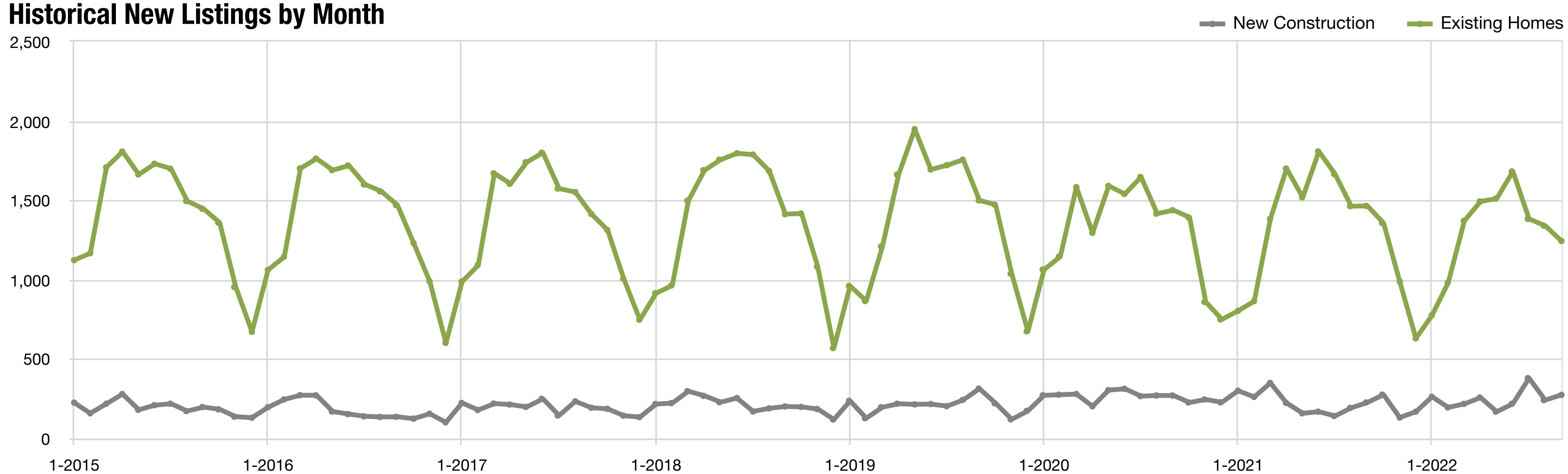


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	276	+ 21.6%	1,357	- 2.6%
Nov-2021	132	- 46.3%	989	+ 15.0%
Dec-2021	169	- 25.9%	631	- 15.9%
Jan-2022	263	- 12.6%	776	- 3.5%
Feb-2022	196	- 25.2%	982	+ 13.5%
Mar-2022	218	- 37.7%	1,371	- 0.9%
Apr-2022	258	+ 15.2%	1,493	- 12.2%
May-2022	169	+ 6.3%	1,511	- 0.5%
Jun-2022	219	+ 29.6%	1,682	- 7.0%
Jul-2022	380	+ 167.6%	1,383	- 16.9%
Aug-2022	242	+ 25.4%	1,340	- 8.4%
Sep-2022	**275**	**+ 21.1%**	**1,244**	**- 15.1%**
12-Month Avg	233	+ 2.6%	1,230	- 5.8%

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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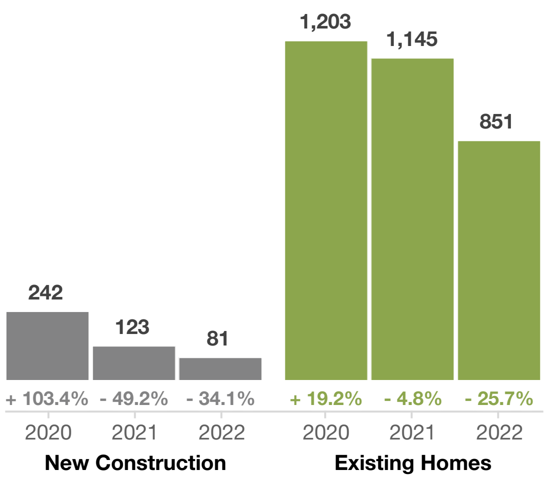
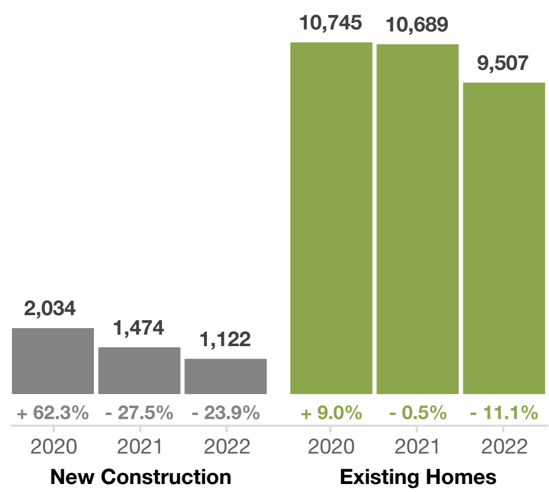
Omaha Area Region

September

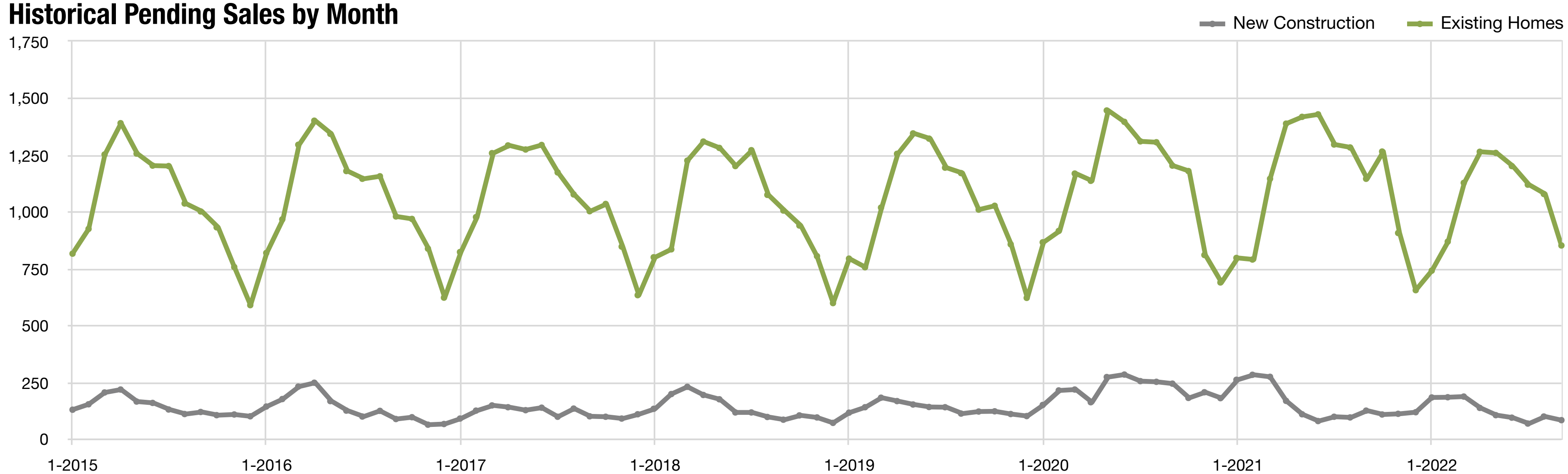


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	106	- 40.8%	1,265	+ 7.3%
Nov-2021	109	- 46.6%	906	+ 12.0%
Dec-2021	116	- 34.8%	654	- 4.9%
Jan-2022	181	- 30.1%	740	- 7.0%
Feb-2022	182	- 35.2%	868	+ 10.0%
Mar-2022	185	- 32.0%	1,127	- 1.6%
Apr-2022	135	- 18.7%	1,264	- 8.9%
May-2022	103	- 3.7%	1,259	- 11.2%
Jun-2022	92	+ 19.5%	1,201	- 16.0%
Jul-2022	66	- 31.3%	1,119	- 13.7%
Aug-2022	97	+ 4.3%	1,078	- 16.0%
Sep-2022	**81**	**- 34.1%**	**851**	**- 25.7%**
12-Month Avg	121	- 28.8%	1,028	- 7.7%

Historical Pending Sales by Month



Closed Sales

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

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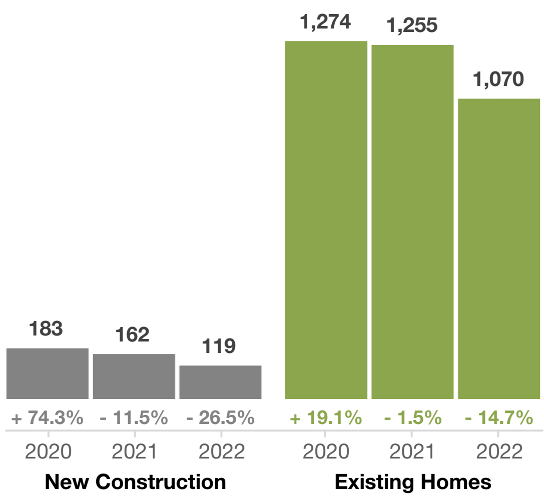
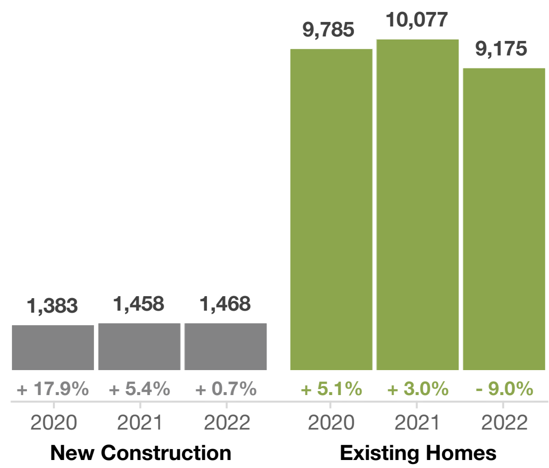
Omaha Area Region

September

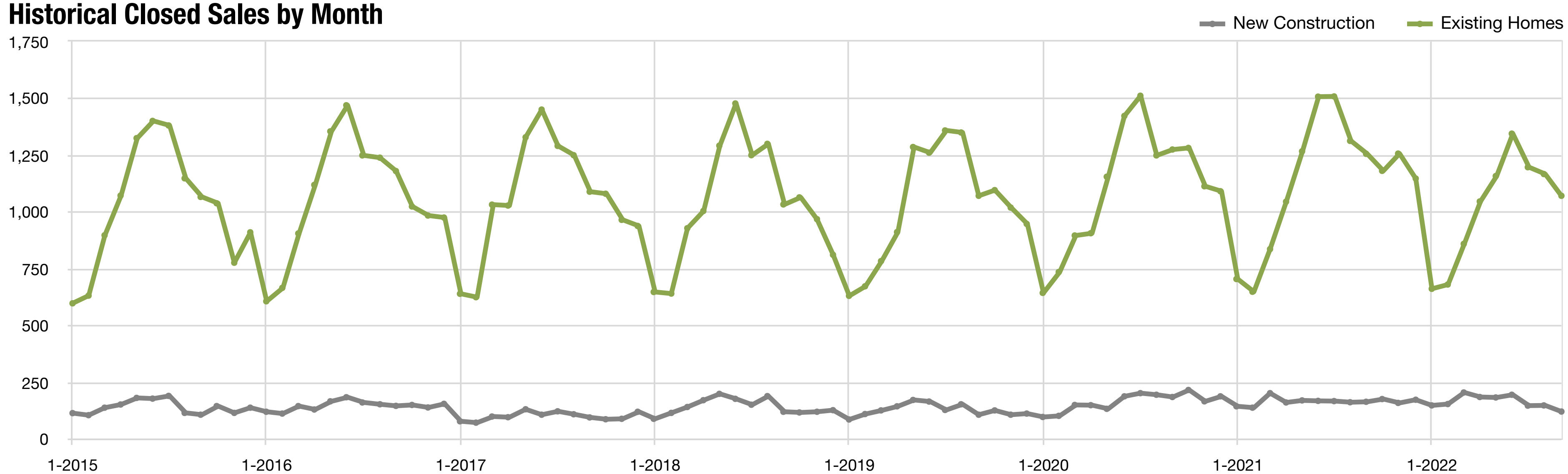


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	174	- 18.7%	1,180	- 7.9%
Nov-2021	157	- 4.3%	1,256	+ 12.9%
Dec-2021	171	- 8.1%	1,146	+ 5.1%
Jan-2022	146	+ 2.8%	660	- 6.1%
Feb-2022	152	+ 11.8%	679	+ 4.9%
Mar-2022	203	+ 1.5%	858	+ 2.8%
Apr-2022	183	+ 15.1%	1,045	+ 0.1%
May-2022	181	+ 7.7%	1,157	- 8.6%
Jun-2022	193	+ 16.3%	1,344	- 10.8%
Jul-2022	145	- 12.1%	1,196	- 20.7%
Aug-2022	146	- 8.8%	1,166	- 11.1%
Sep-2022	**119**	**- 26.5%**	**1,070**	**- 14.7%**
12-Month Avg	164	- 3.0%	1,063	- 5.9%

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.

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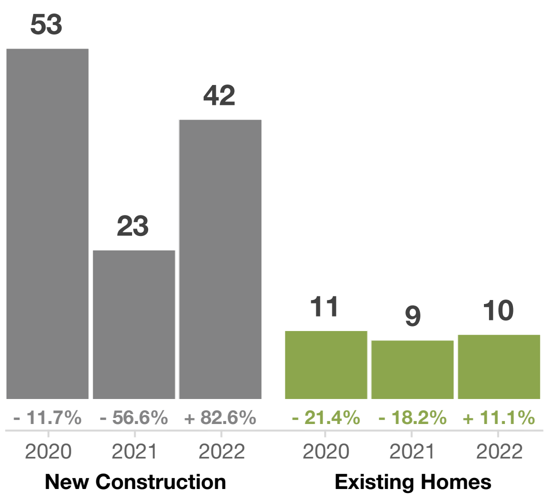
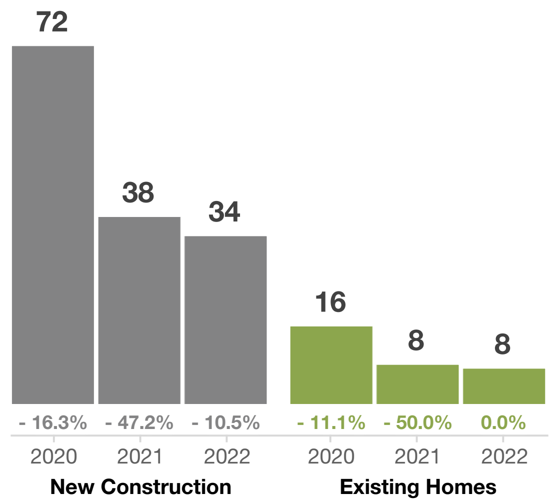
Omaha Area Region

September



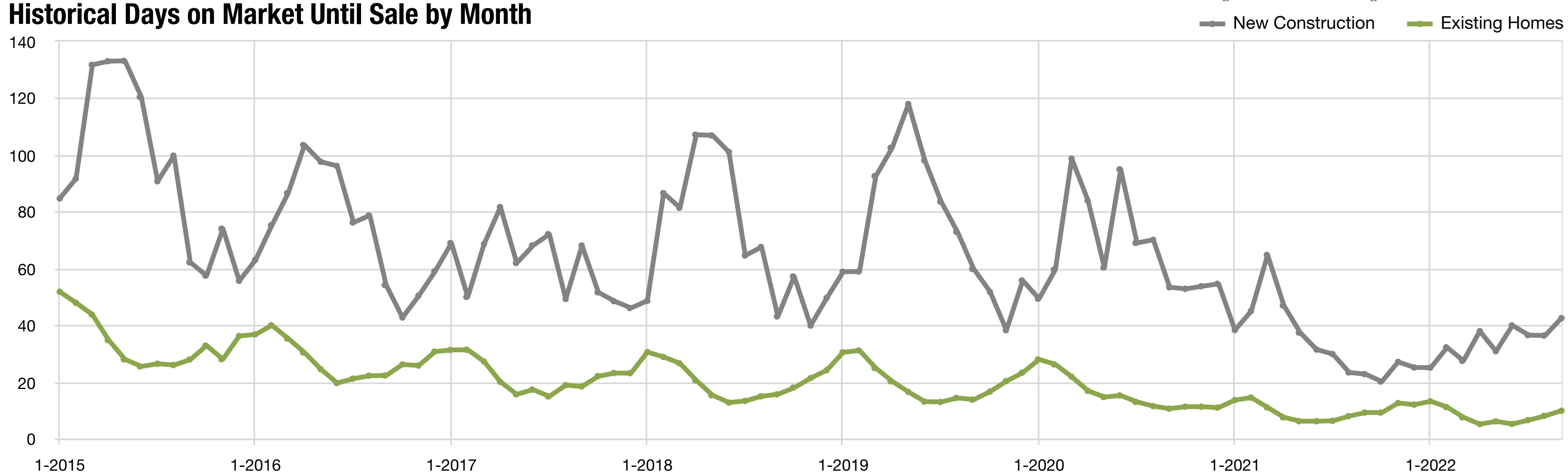
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	20	- 62.3%	9	- 18.2%
Nov-2021	27	- 50.0%	13	+ 18.2%
Dec-2021	25	- 54.5%	12	+ 9.1%
Jan-2022	25	- 34.2%	13	- 7.1%
Feb-2022	32	- 28.9%	11	- 21.4%
Mar-2022	27	- 58.5%	7	- 36.4%
Apr-2022	38	- 19.1%	5	- 28.6%
May-2022	31	- 16.2%	6	0.0%
Jun-2022	40	+ 29.0%	5	- 16.7%
Jul-2022	36	+ 20.0%	6	0.0%
Aug-2022	36	+ 56.5%	8	0.0%
Sep-2022	**42**	**+ 82.6%**	**10**	**+ 11.1%**
12-Month Avg*	31	- 26.0%	9	- 5.2%

* Days on Market for all properties from October 2021 through September 2022. 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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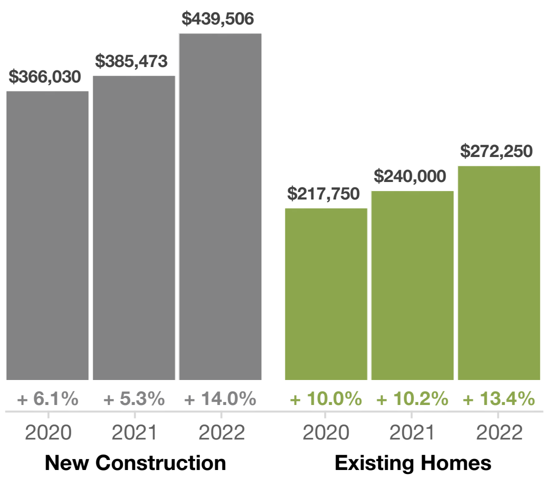
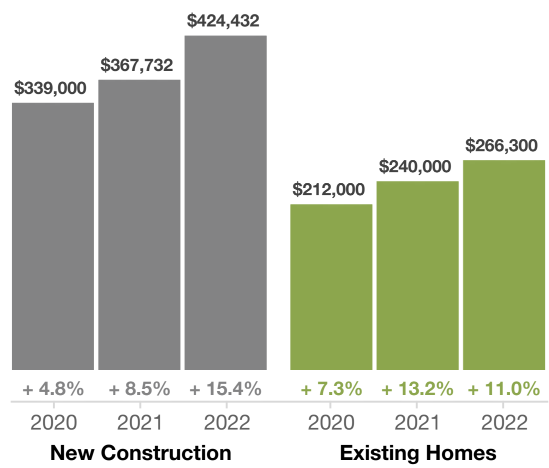
Omaha Area Region

September



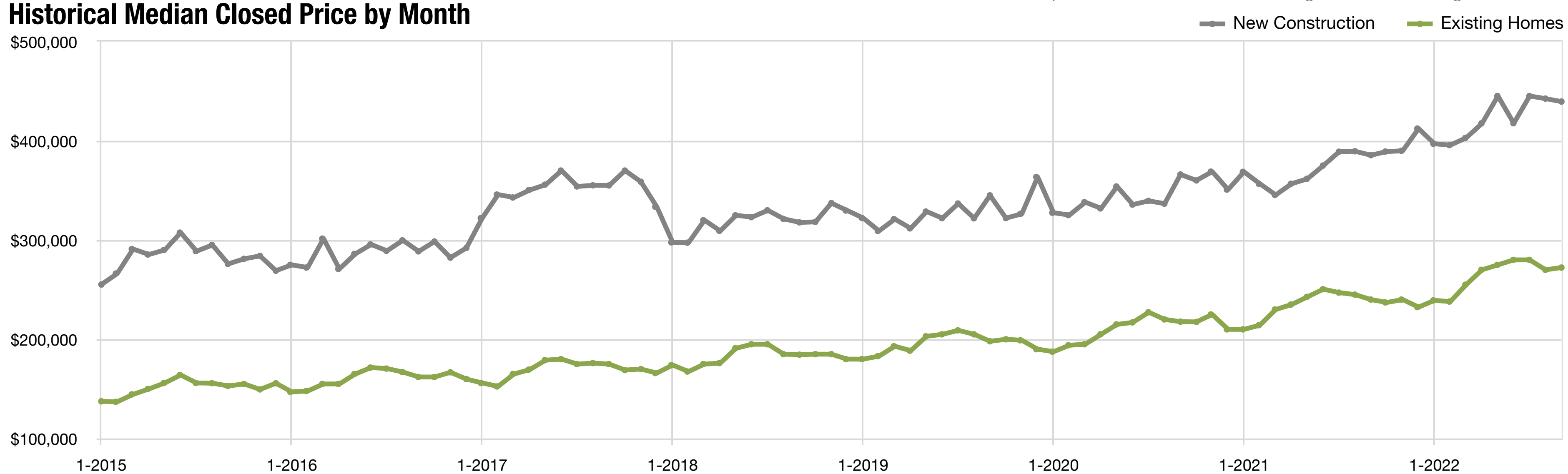
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	$389,164	+ 8.1%	$237,100	+ 9.0%
Nov-2021	$389,900	+ 5.7%	$240,000	+ 6.7%
Dec-2021	$412,307	+ 17.5%	$232,400	+ 10.7%
Jan-2022	$396,979	+ 7.7%	$239,200	+ 13.9%
Feb-2022	$395,639	+ 10.9%	$238,000	+ 11.1%
Mar-2022	$402,948	+ 16.6%	$255,000	+ 10.9%
Apr-2022	$417,500	+ 17.0%	$270,000	+ 14.9%
May-2022	$445,129	+ 23.1%	$275,000	+ 13.3%
Jun-2022	$417,656	+ 11.4%	$280,000	+ 11.8%
Jul-2022	$445,075	+ 14.4%	$280,000	+ 13.4%
Aug-2022	$442,492	+ 13.6%	$270,000	+ 10.2%
Sep-2022	**$439,506**	**+ 14.0%**	**$272,250**	**+ 13.4%**
12-Month Avg*	$415,675	+ 13.9%	$260,000	+ 10.6%

* Median Closed Price for all properties from October 2021 through September 2022. 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.

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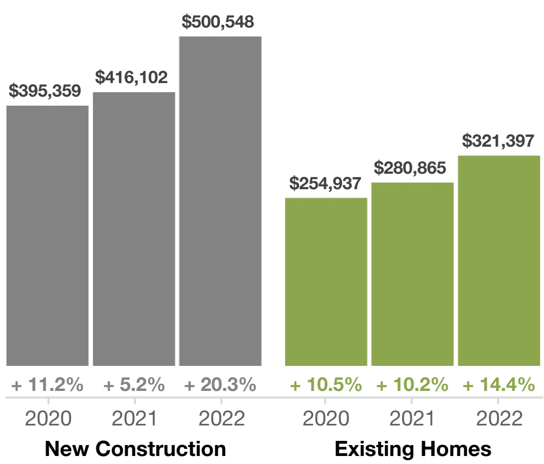
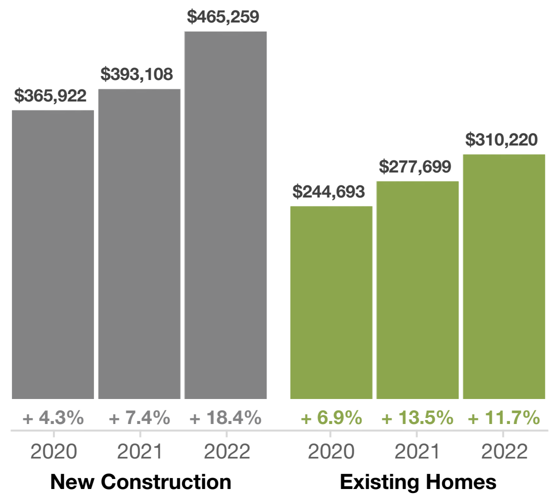
September



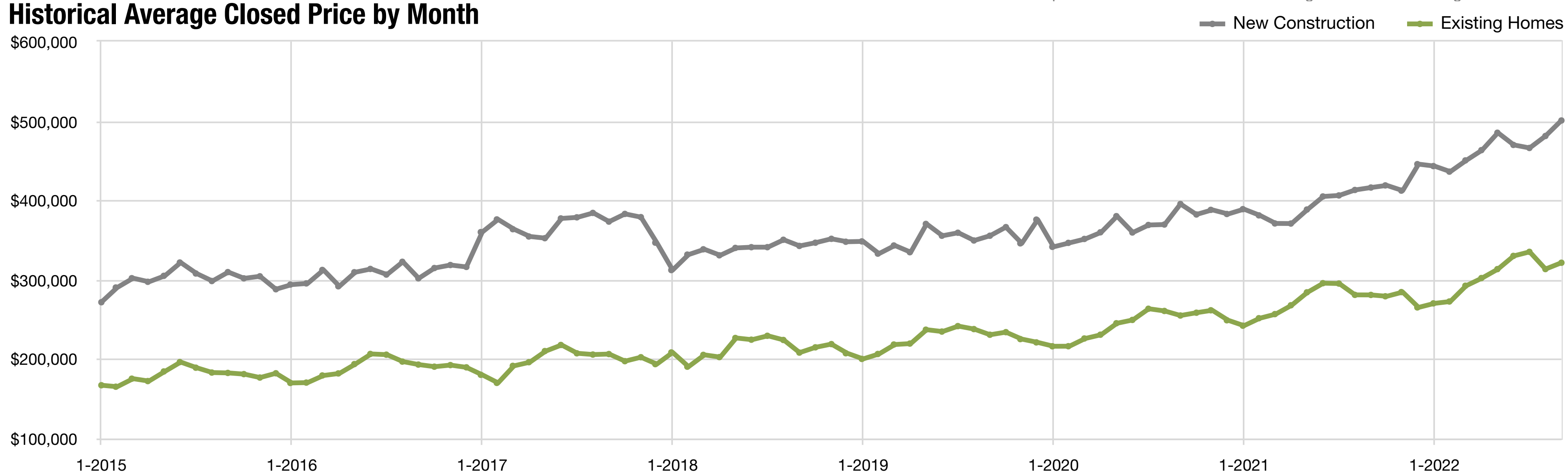
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	$418,800	+ 9.6%	$279,155	+ 8.0%
Nov-2021	$412,211	+ 6.2%	$284,426	+ 8.8%
Dec-2021	$445,575	+ 16.4%	$265,140	+ 6.5%
Jan-2022	$443,130	+ 14.0%	$270,229	+ 11.6%
Feb-2022	$436,125	+ 14.4%	$272,582	+ 8.4%
Mar-2022	$450,258	+ 21.4%	$292,436	+ 13.9%
Apr-2022	$463,184	+ 24.9%	$302,076	+ 12.8%
May-2022	$485,131	+ 24.9%	$313,360	+ 10.3%
Jun-2022	$469,776	+ 16.0%	$330,004	+ 11.6%
Jul-2022	$465,948	+ 14.7%	$335,110	+ 13.5%
Aug-2022	$481,018	+ 16.5%	$313,419	+ 11.6%
Sep-2022	**$500,548**	**+ 20.3%**	**$321,397**	**+ 14.4%**
12-Month Avg*	$455,214	+ 16.5%	$300,756	+ 10.5%

* Average Closed Price for all properties from October 2021 through September 2022. 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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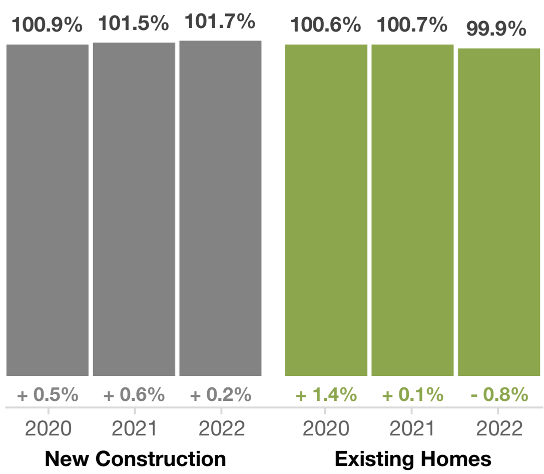
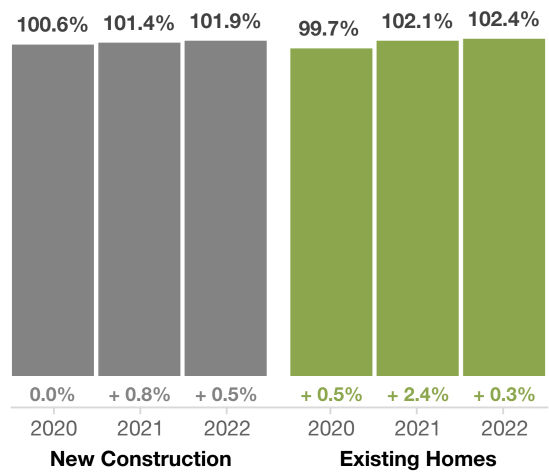
September



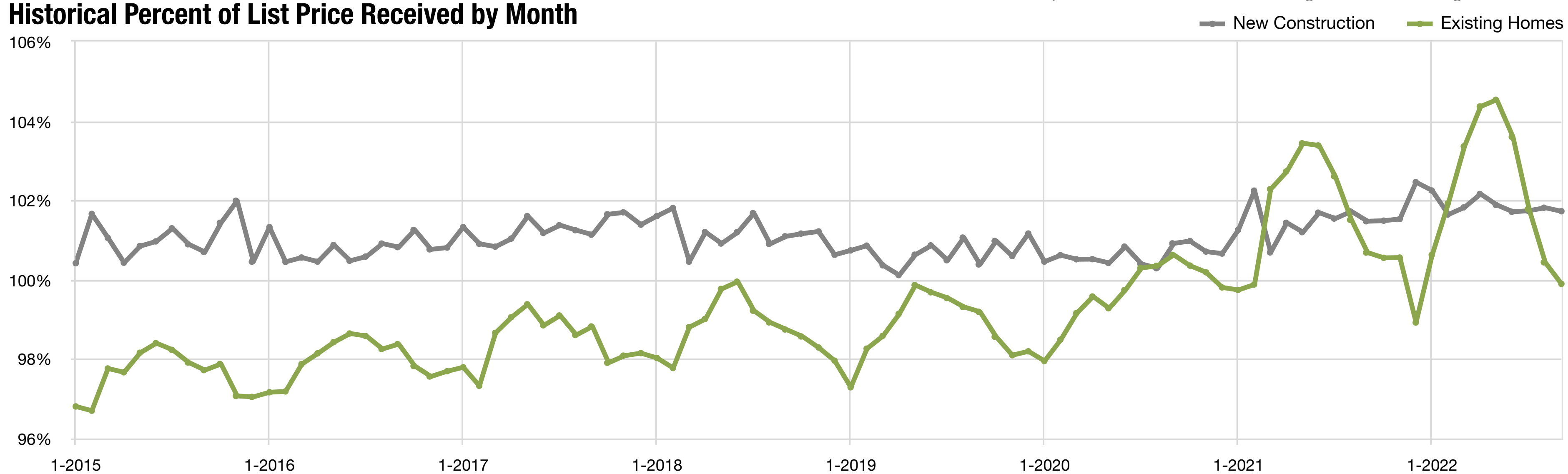
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	101.5%	+ 0.5%	100.6%	+ 0.2%
Nov-2021	101.5%	+ 0.8%	100.6%	+ 0.4%
Dec-2021	102.5%	+ 1.8%	98.9%	- 0.9%
Jan-2022	102.2%	+ 0.9%	100.6%	+ 0.9%
Feb-2022	101.6%	- 0.6%	101.9%	+ 2.0%
Mar-2022	101.8%	+ 1.1%	103.4%	+ 1.1%
Apr-2022	102.2%	+ 0.8%	104.4%	+ 1.7%
May-2022	101.9%	+ 0.7%	104.5%	+ 1.1%
Jun-2022	101.7%	0.0%	103.6%	+ 0.2%
Jul-2022	101.7%	+ 0.2%	101.8%	- 0.8%
Aug-2022	101.8%	+ 0.1%	100.4%	- 1.1%
Sep-2022	**101.7%**	**+ 0.2%**	**99.9%**	**- 0.8%**
12-Month Avg*	101.9%	+ 0.6%	101.7%	+ 0.2%

* Pct. of List Price Received for all properties from October 2021 through September 2022. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



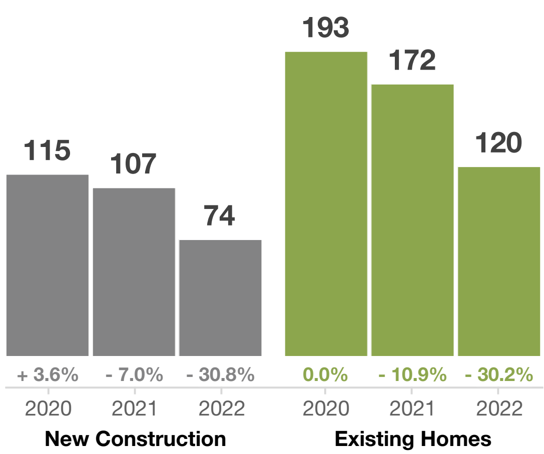
Housing Affordability Index

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.

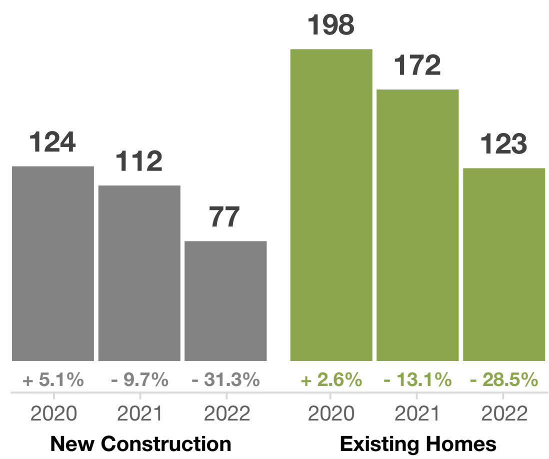
GREAT PLAINS REGIONAL MLS

Omaha Area Region

September

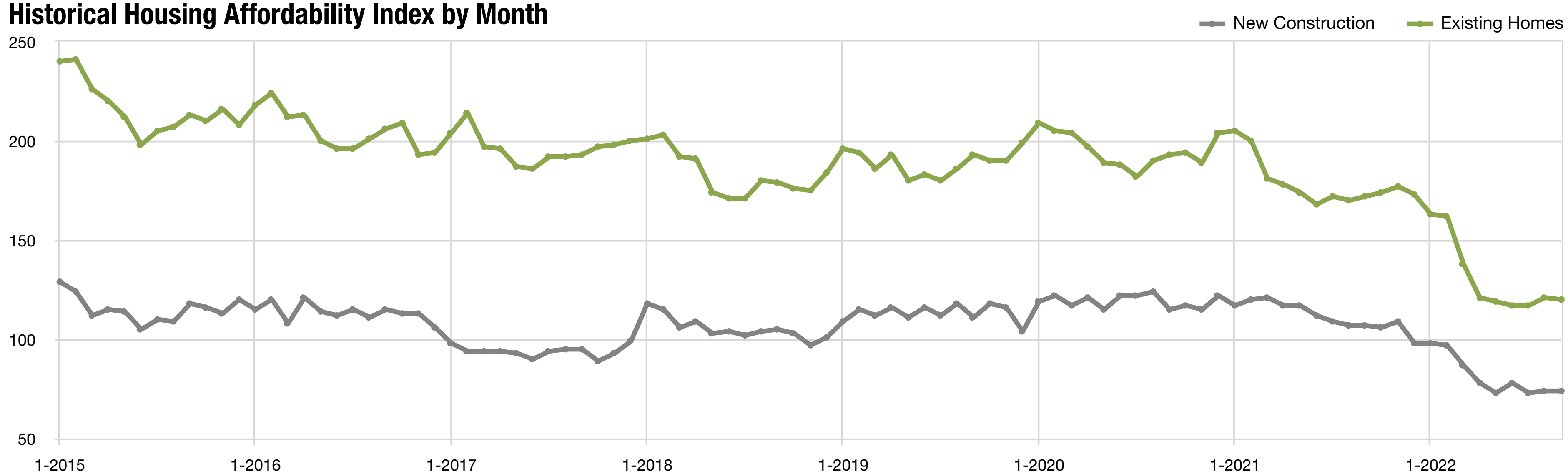


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	106	- 9.4%	174	- 10.3%
Nov-2021	109	- 5.2%	177	- 6.3%
Dec-2021	98	- 19.7%	173	- 15.2%
Jan-2022	98	- 16.2%	163	- 20.5%
Feb-2022	97	- 19.2%	162	- 19.0%
Mar-2022	87	- 28.1%	138	- 23.8%
Apr-2022	78	- 33.3%	121	- 32.0%
May-2022	73	- 37.6%	119	- 31.6%
Jun-2022	78	- 30.4%	117	- 30.4%
Jul-2022	73	- 33.0%	117	- 32.0%
Aug-2022	74	- 30.8%	121	- 28.8%
Sep-2022	**74**	**- 30.8%**	**120**	**- 30.2%**
12-Month Avg	87	- 24.3%	142	- 22.8%

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.

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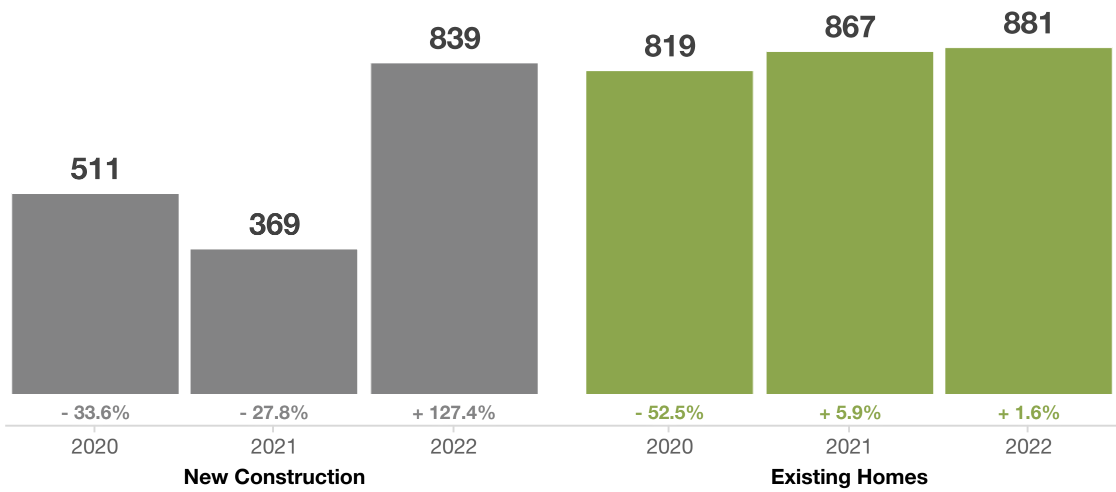
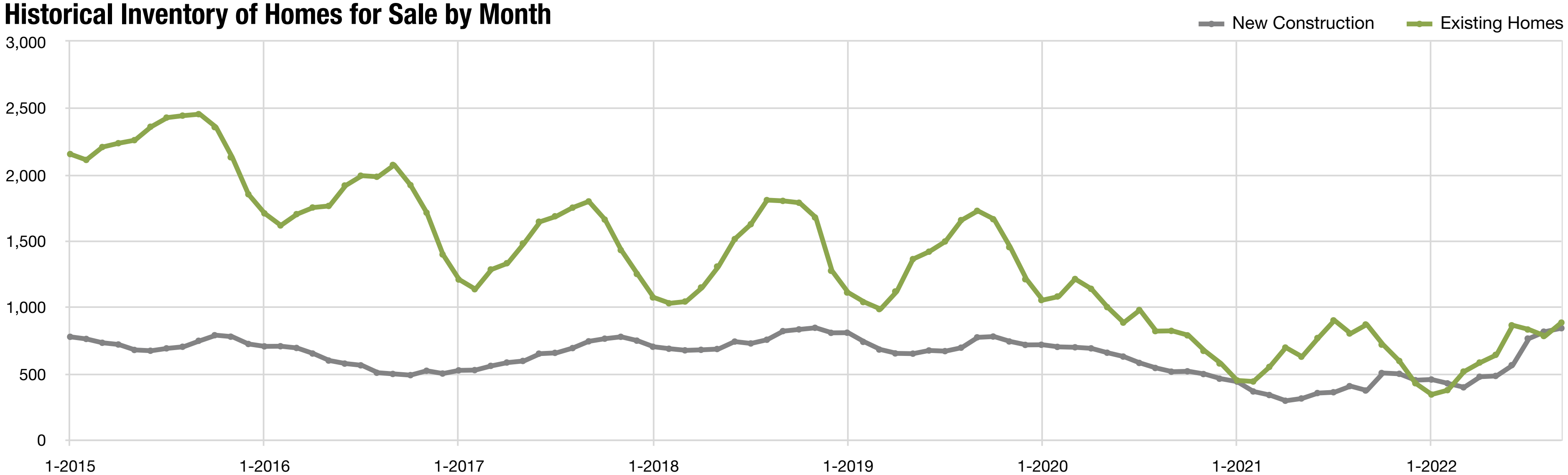
Omaha Area Region

September



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	501	- 2.5%	715	- 8.9%
Nov-2021	495	+ 0.4%	592	- 11.4%
Dec-2021	447	- 2.4%	424	- 26.0%
Jan-2022	452	+ 3.7%	339	- 23.8%
Feb-2022	423	+ 16.9%	372	- 14.9%
Mar-2022	393	+ 17.3%	512	- 6.4%
Apr-2022	473	+ 62.0%	580	- 16.3%
May-2022	479	+ 55.0%	638	+ 2.2%
Jun-2022	560	+ 60.0%	861	+ 12.5%
Jul-2022	761	+ 113.8%	829	- 7.7%
Aug-2022	813	+ 102.2%	780	- 2.4%
Sep-2022	**839**	**+ 127.4%**	**881**	**+ 1.6%**
12-Month Avg	553	+ 41.8%	627	- 7.1%

Historical Inventory of Homes for Sale by Month



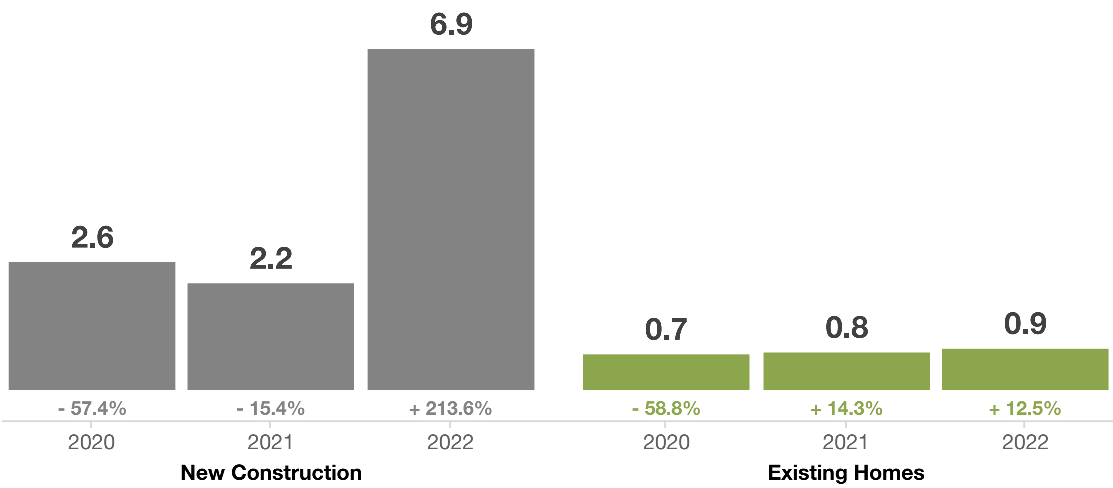
Months Supply of Inventory

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.

GREAT PLAINS REGIONAL MLS

Omaha Area Region

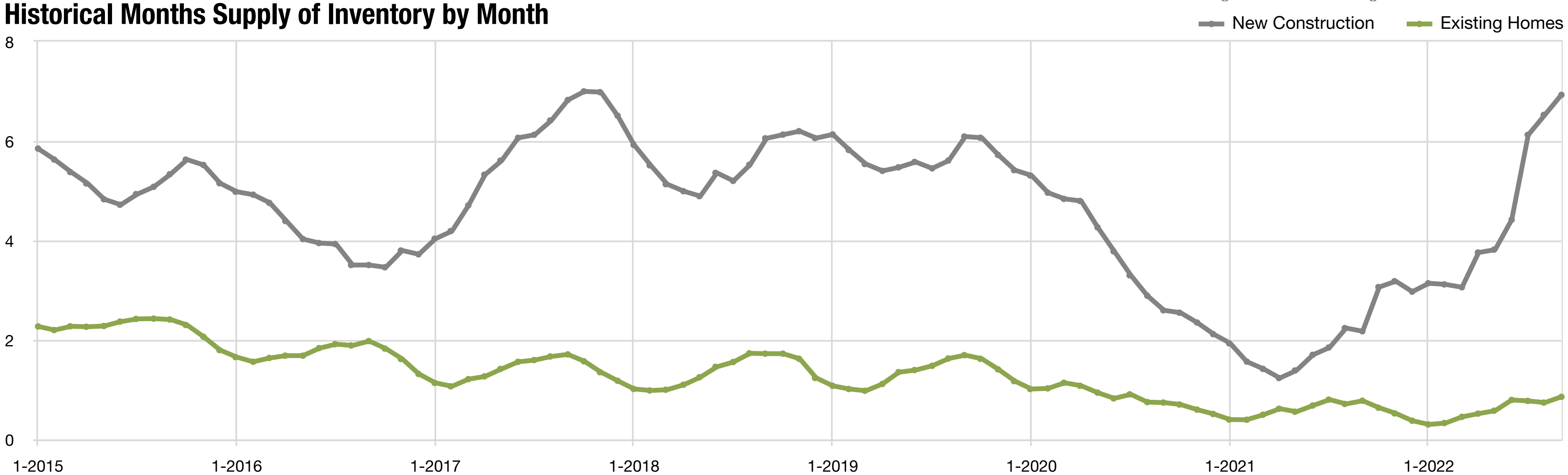
September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2021	3.1	+ 24.0%	0.6	- 14.3%
Nov-2021	3.2	+ 33.3%	0.5	- 16.7%
Dec-2021	3.0	+ 42.9%	0.4	- 20.0%
Jan-2022	3.1	+ 63.2%	0.3	- 25.0%
Feb-2022	3.1	+ 93.8%	0.3	- 25.0%
Mar-2022	3.1	+ 121.4%	0.5	0.0%
Apr-2022	3.8	+ 216.7%	0.5	- 16.7%
May-2022	3.8	+ 171.4%	0.6	0.0%
Jun-2022	4.4	+ 158.8%	0.8	+ 14.3%
Jul-2022	6.1	+ 238.9%	0.8	0.0%
Aug-2022	6.5	+ 195.5%	0.7	0.0%
Sep-2022	**6.9**	**+ 213.6%**	**0.9**	**+ 12.5%**
12-Month Avg*	4.2	+ 122.5%	0.6	- 5.1%

* Months Supply for all properties from October 2021 through September 2022. 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.

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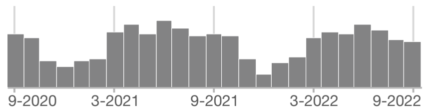
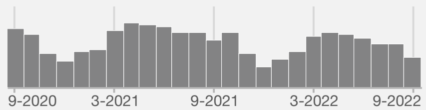
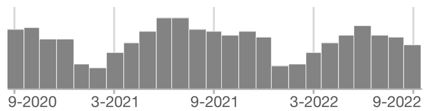
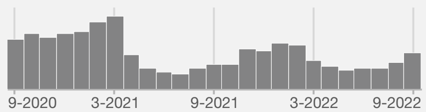
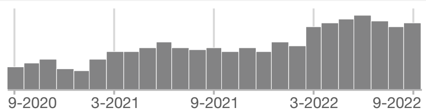
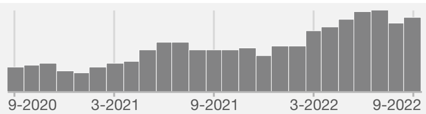
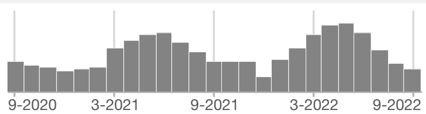
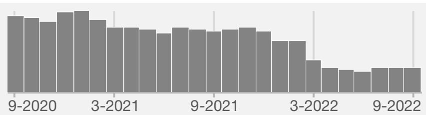
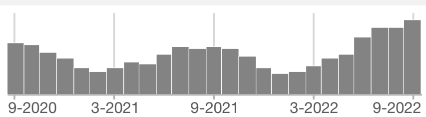
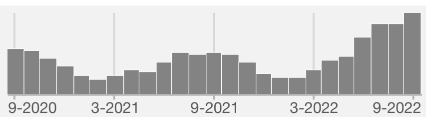
Omaha Area Region

Key Metrics	Historical Sparkbars	9-2021	9-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,692	**1,519**	- 10.2%	14,699	**14,002**	- 4.7%
Pending Sales		1,268	**932**	- 26.5%	12,163	**10,629**	- 12.6%
Closed Sales		1,417	**1,189**	- 16.1%	11,535	**10,643**	- 7.7%
Days on Market Until Sale		11	**13**	+ 18.2%	12	**11**	- 8.3%
Median Closed Price		$255,000	**$289,000**	+ 13.3%	$252,450	**$286,900**	+ 13.6%
Average Closed Price		$296,337	**$339,327**	+ 14.5%	$292,290	**$331,602**	+ 13.4%
Percent of List Price Received		100.8%	**100.1%**	- 0.7%	102.0%	**102.3%**	+ 0.3%
Housing Affordability Index		162	**113**	- 30.2%	163	**114**	- 30.1%
Inventory of Homes for Sale		1,236	**1,720**	+ 39.2%	—	**—**	—
Months Supply of Inventory		1.0	**1.5**	+ 50.0%	—	**—**	—