Monthly Indicators

Omaha Area Region

GREAT PLAINS REGIONAL MLS

November 2022

Housing affordability continues to be a major roadblock for market participants, with mortgage rates more than double compared to this time last year. Buyers are delaying home purchases in hopes rates will drop, while many sellers are holding off on listing their homes due to weakening buyer demand, unwilling to trade in their current lower rates for significantly higher borrowing costs on their next property. As a result, existing-home and pending home sales have continued to slow as we move into winter.

New Listings increased 51.1 percent for New Construction but decreased 19.6 percent for Existing Homes. Pending Sales decreased 32.1 percent for New Construction and 33.6 percent for Existing Homes. Inventory increased 98.6 percent for New Construction and 28.5 percent for Existing Homes.

Median Closed Price increased 21.1 percent for New Construction and 8.3 percent for Existing Homes. Days on Market increased 18.5 percent for New Construction but remained flat for Existing Homes. Months Supply of Inventory increased 156.3 percent for New Construction and 60.0 percent for Existing Homes.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Quick Facts

- 42.5%	+ 9.6%	+ 60.5%
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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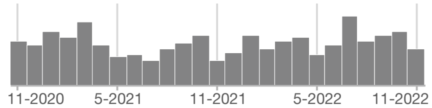
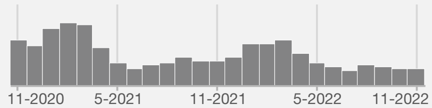
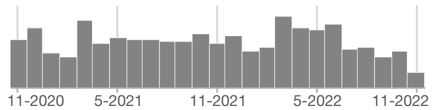
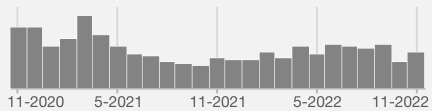
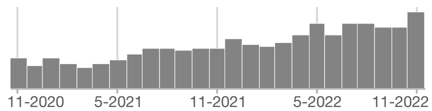
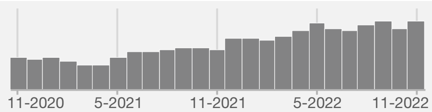
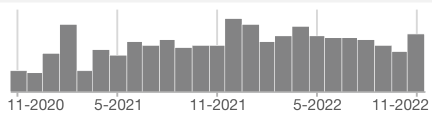
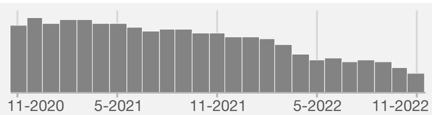
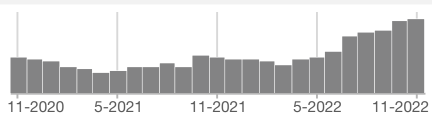
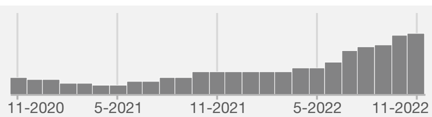
Omaha Area Region

Key Metrics	Historical Sparkbars	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		133	**201**	+ 51.1%	2,453	**2,773**	+ 13.0%
Pending Sales		109	**74**	- 32.1%	1,699	**1,313**	- 22.7%
Closed Sales		157	**107**	- 31.8%	1,792	**1,750**	- 2.3%
Days on Market Until Sale		27	**32**	+ 18.5%	35	**33**	- 5.7%
Median Closed Price		$389,900	**$472,078**	+ 21.1%	$372,749	**$429,345**	+ 15.2%
Average Closed Price		$412,211	**$492,839**	+ 19.6%	$397,496	**$467,162**	+ 17.5%
Percent of List Price Received		101.5%	**101.9%**	+ 0.4%	101.5%	**101.8%**	+ 0.3%
Housing Affordability Index		107	**62**	- 42.1%	112	**68**	- 39.3%
Inventory of Homes for Sale		496	**985**	+ 98.6%	—	**—**	—
Months Supply of Inventory		3.2	**8.2**	+ 156.3%	—	**—**	—

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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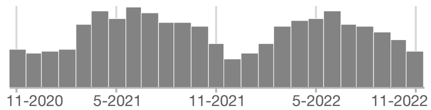
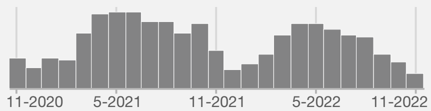
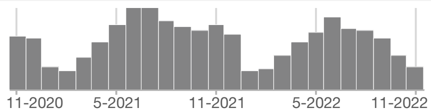
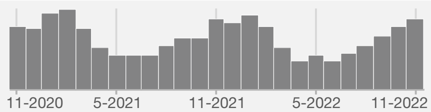
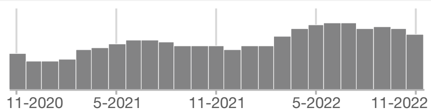
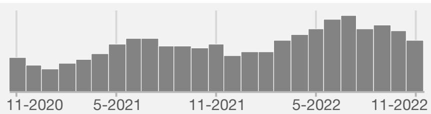
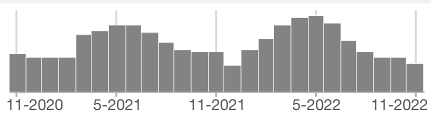
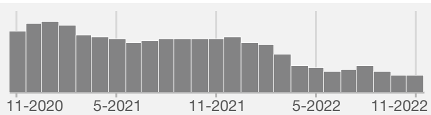
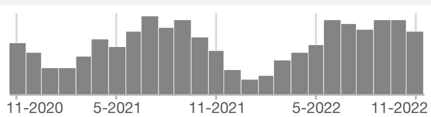
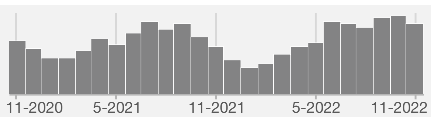
Key Metrics	Historical Sparkbars	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		989	**795**	- 19.6%	15,018	**13,655**	- 9.1%
Pending Sales		906	**602**	- 33.6%	12,859	**10,882**	- 15.4%
Closed Sales		1,256	**705**	- 43.9%	12,516	**10,847**	- 13.3%
Days on Market Until Sale		13	**13**	0.0%	9	**8**	- 11.1%
Median Closed Price		$240,000	**$260,000**	+ 8.3%	$240,000	**$265,500**	+ 10.6%
Average Closed Price		$284,426	**$291,312**	+ 2.4%	$278,482	**$308,354**	+ 10.7%
Percent of List Price Received		100.6%	**99.3%**	- 1.3%	101.8%	**102.0%**	+ 0.2%
Housing Affordability Index		174	**112**	- 35.6%	174	**110**	- 36.8%
Inventory of Homes for Sale		592	**761**	+ 28.5%	—	**—**	—
Months Supply of Inventory		0.5	**0.8**	+ 60.0%	—	**—**	—

New Listings

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

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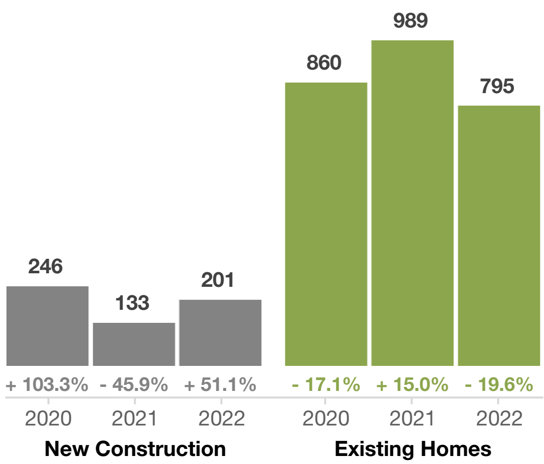
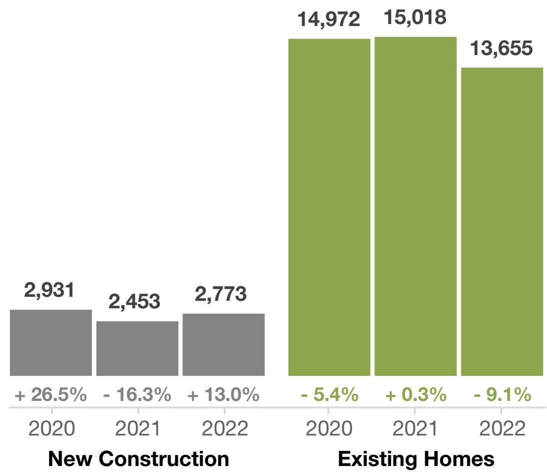
November

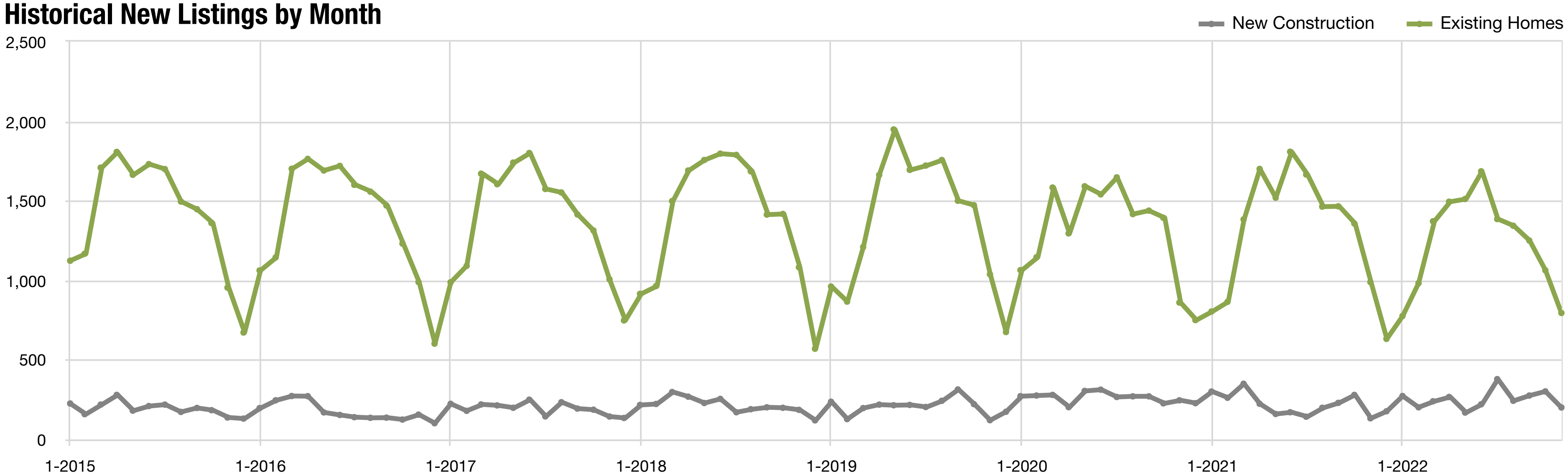


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	177	- 22.4%	632	- 15.7%
Jan-2022	273	- 9.3%	776	- 3.5%
Feb-2022	202	- 22.9%	982	+ 13.5%
Mar-2022	240	- 31.4%	1,371	- 0.9%
Apr-2022	267	+ 19.2%	1,494	- 12.1%
May-2022	169	+ 5.6%	1,511	- 0.5%
Jun-2022	221	+ 29.2%	1,685	- 6.8%
Jul-2022	379	+ 165.0%	1,385	- 16.8%
Aug-2022	243	+ 22.1%	1,343	- 8.2%
Sep-2022	276	+ 20.0%	1,250	- 14.7%
Oct-2022	302	+ 7.9%	1,063	- 21.7%
Nov-2022	**201**	**+ 51.1%**	**795**	**- 19.6%**
12-Month Avg	246	+ 10.3%	1,191	- 9.4%

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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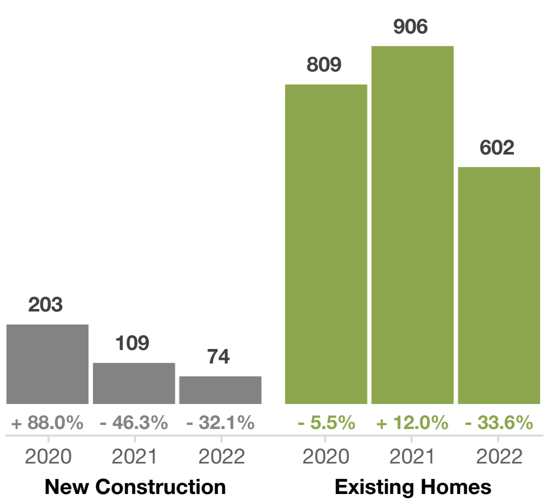
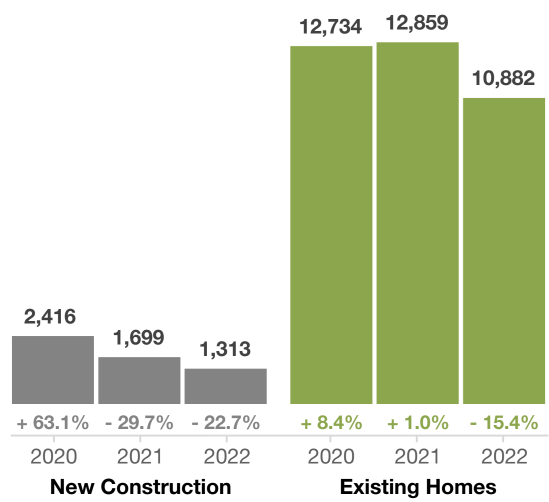
November

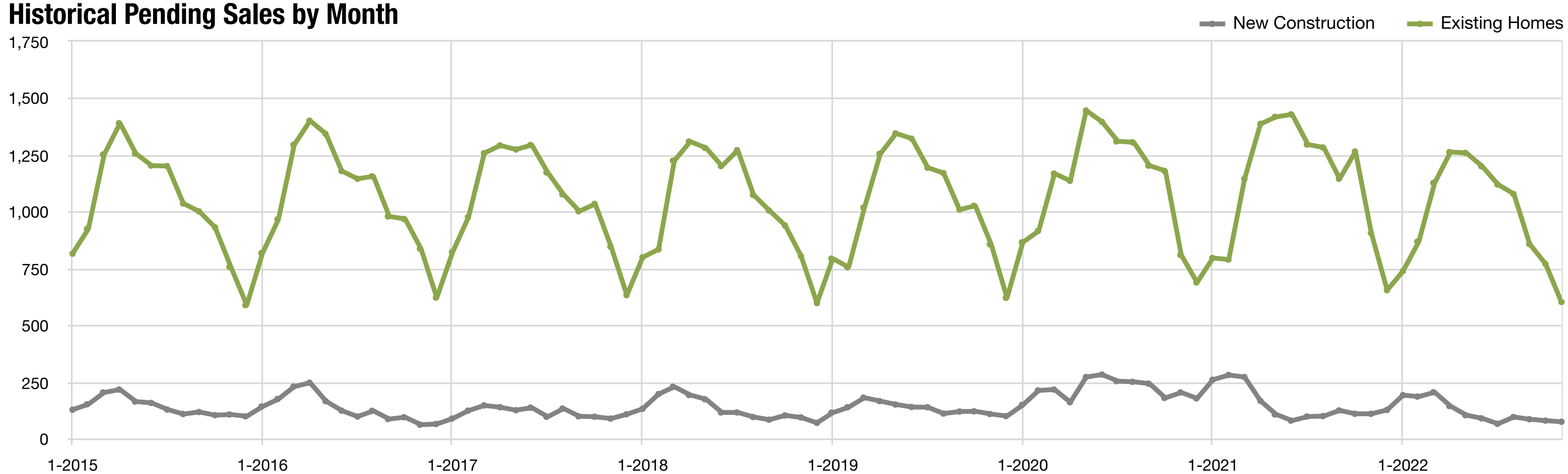


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	126	- 28.8%	654	- 4.9%
Jan-2022	191	- 26.3%	738	- 7.3%
Feb-2022	185	- 33.9%	868	+ 10.0%
Mar-2022	204	- 24.7%	1,127	- 1.6%
Apr-2022	143	- 13.9%	1,263	- 8.9%
May-2022	103	- 2.8%	1,259	- 11.2%
Jun-2022	89	+ 12.7%	1,200	- 16.0%
Jul-2022	65	- 33.0%	1,120	- 13.6%
Aug-2022	95	- 4.0%	1,078	- 16.0%
Sep-2022	85	- 31.5%	857	- 25.2%
Oct-2022	79	- 27.5%	770	- 39.1%
Nov-2022	**74**	**- 32.1%**	**602**	**- 33.6%**
12-Month Avg	120	- 23.1%	961	- 14.9%

Historical Pending Sales by Month



Closed Sales

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

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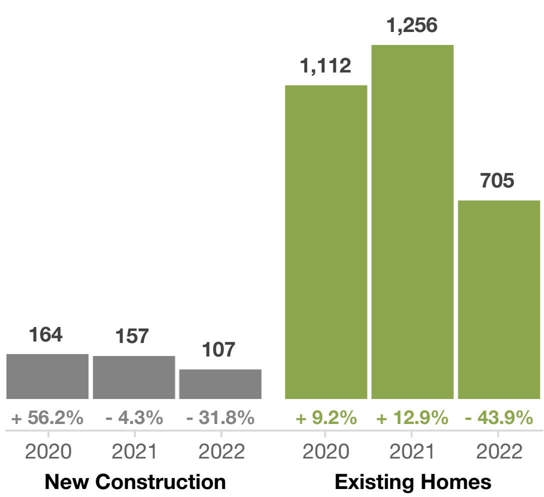
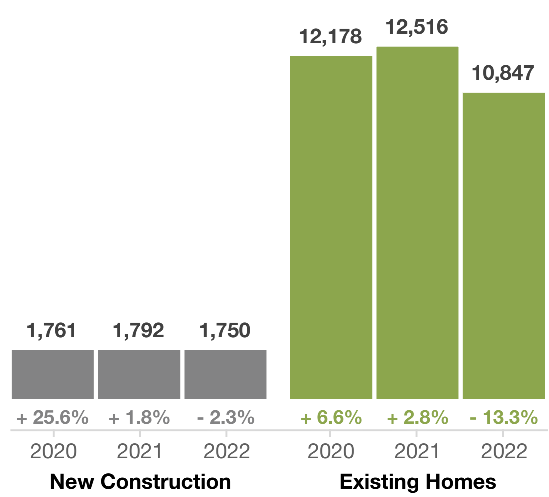
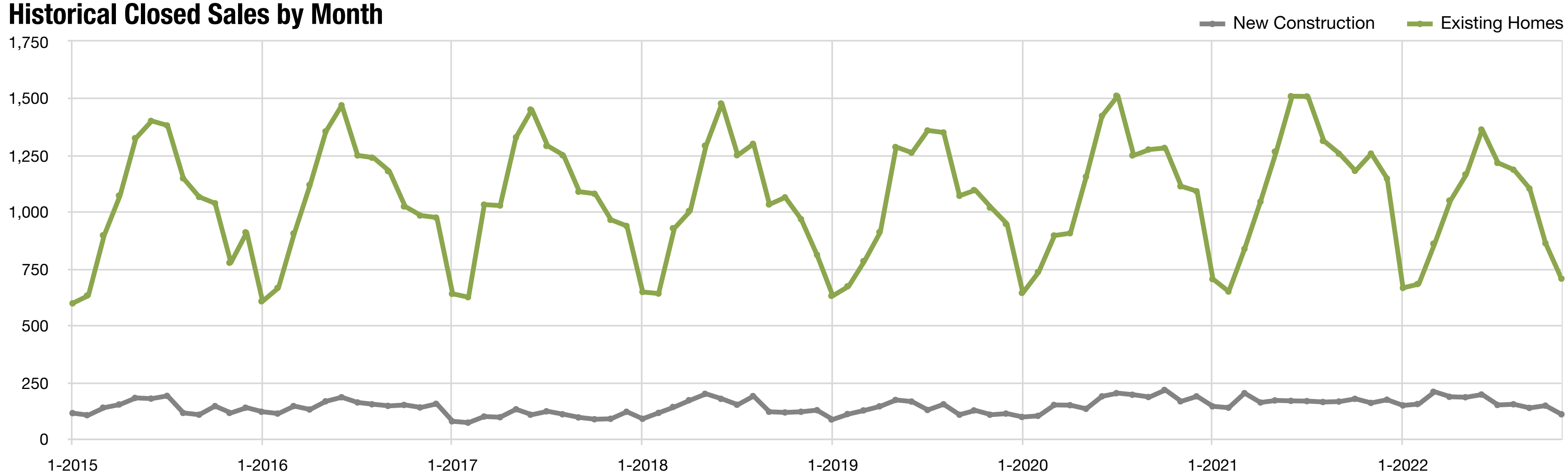


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	171	- 8.1%	1,146	+ 5.1%
Jan-2022	146	+ 2.8%	664	- 5.5%
Feb-2022	152	+ 11.8%	681	+ 5.1%
Mar-2022	206	+ 3.0%	859	+ 2.8%
Apr-2022	184	+ 15.7%	1,049	+ 0.5%
May-2022	182	+ 8.3%	1,164	- 8.0%
Jun-2022	194	+ 16.9%	1,362	- 9.7%
Jul-2022	148	- 10.3%	1,215	- 19.4%
Aug-2022	151	- 6.2%	1,185	- 9.7%
Sep-2022	135	- 17.2%	1,102	- 12.2%
Oct-2022	145	- 17.1%	861	- 27.0%
Nov-2022	**107**	**- 31.8%**	**705**	**- 43.9%**
12-Month Avg	160	- 3.0%	999	- 11.9%

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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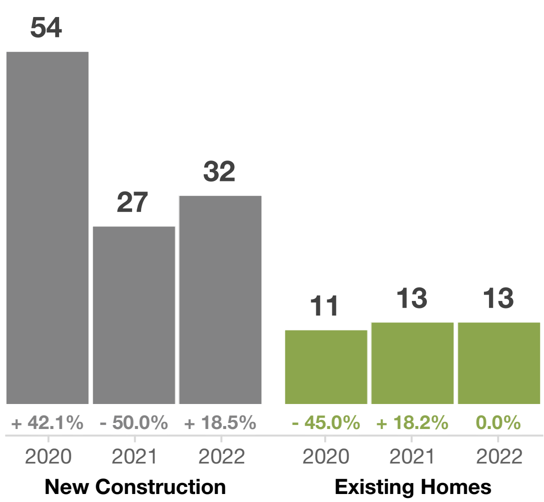
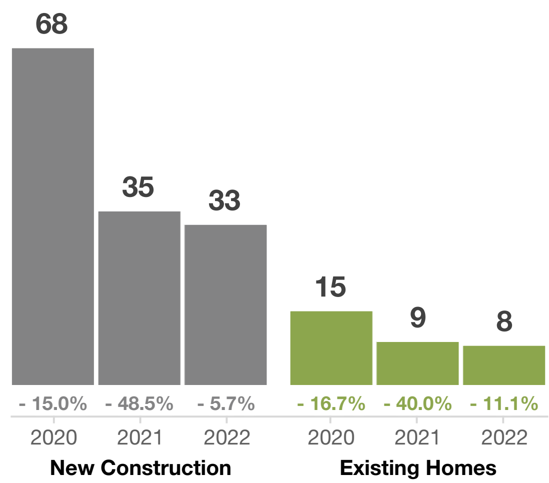


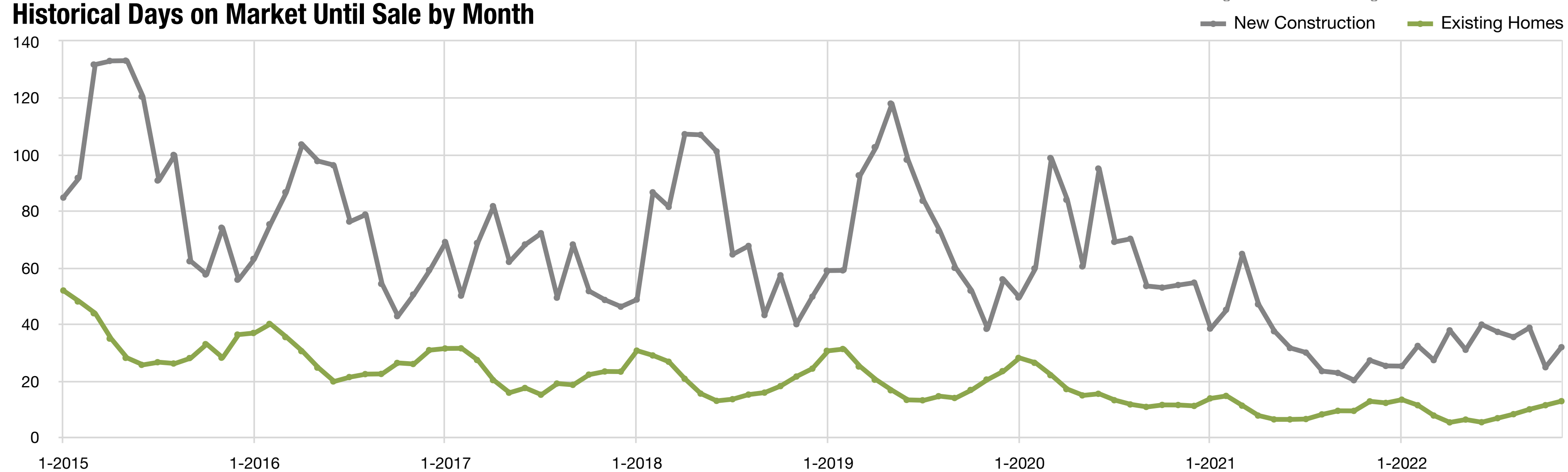
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	37	+ 23.3%	7	+ 16.7%
Aug-2022	35	+ 52.2%	8	0.0%
Sep-2022	39	+ 69.6%	10	+ 11.1%
Oct-2022	25	+ 25.0%	11	+ 22.2%
Nov-2022	**32**	**+ 18.5%**	**13**	**0.0%**
12-Month Avg*	32	- 13.8%	9	- 5.3%

* Days on Market for all properties from December 2021 through November 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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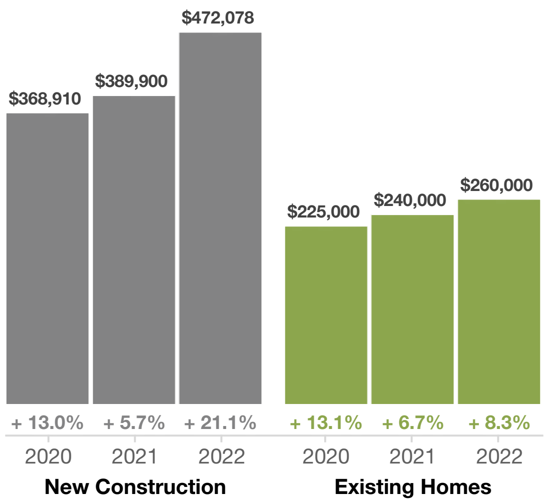
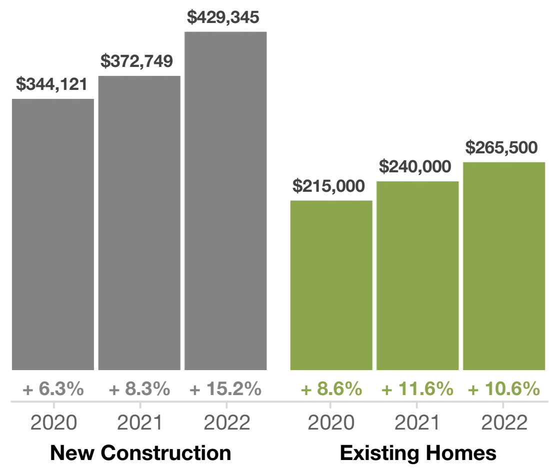


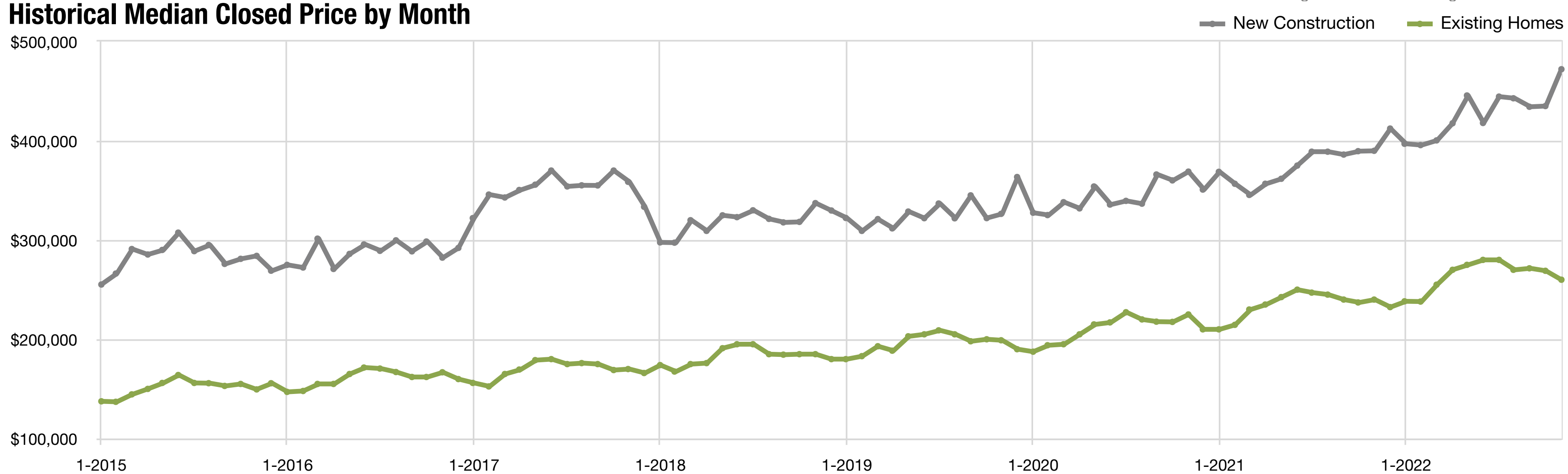
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	$412,307	+ 17.5%	$232,400	+ 10.7%
Jan-2022	$396,979	+ 7.7%	$238,250	+ 13.5%
Feb-2022	$395,639	+ 10.9%	$238,000	+ 10.9%
Mar-2022	$400,381	+ 15.9%	$255,000	+ 10.9%
Apr-2022	$417,622	+ 17.1%	$270,000	+ 14.9%
May-2022	$445,633	+ 23.2%	$275,000	+ 13.4%
Jun-2022	$417,930	+ 11.4%	$280,000	+ 12.0%
Jul-2022	$444,503	+ 14.3%	$280,000	+ 13.4%
Aug-2022	$442,818	+ 13.8%	$270,000	+ 10.2%
Sep-2022	$434,274	+ 12.5%	$271,500	+ 13.1%
Oct-2022	$434,990	+ 11.7%	$269,000	+ 13.5%
Nov-2022	**$472,078**	**+ 21.1%**	**$260,000**	**+ 8.3%**
12-Month Avg*	$427,227	+ 15.5%	$264,000	+ 11.9%

* Median Closed Price for all properties from December 2021 through November 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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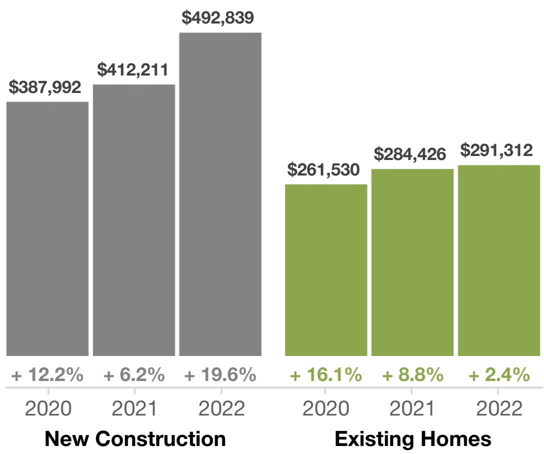
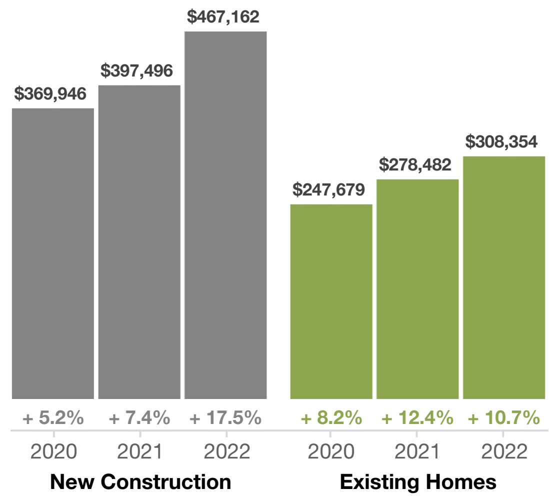


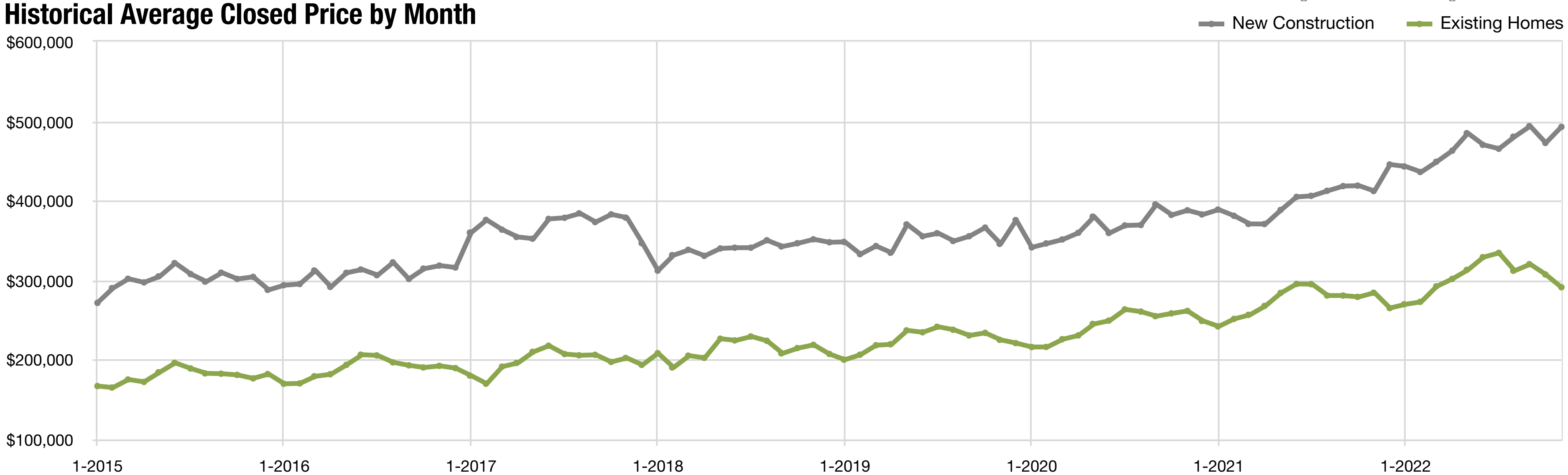
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	$445,575	+ 16.4%	$265,140	+ 6.5%
Jan-2022	$443,130	+ 14.0%	$269,912	+ 11.5%
Feb-2022	$436,125	+ 14.4%	$272,949	+ 8.5%
Mar-2022	$448,982	+ 21.1%	$292,417	+ 13.9%
Apr-2022	$462,949	+ 24.9%	$301,786	+ 12.7%
May-2022	$484,927	+ 24.9%	$313,093	+ 10.2%
Jun-2022	$470,296	+ 16.2%	$329,112	+ 11.4%
Jul-2022	$465,355	+ 14.6%	$334,505	+ 13.3%
Aug-2022	$480,517	+ 16.5%	$312,025	+ 11.1%
Sep-2022	$493,782	+ 18.0%	$320,286	+ 14.0%
Oct-2022	$472,657	+ 12.8%	$307,332	+ 10.1%
Nov-2022	**$492,839**	**+ 19.6%**	**$291,312**	**+ 2.4%**
12-Month Avg*	$465,239	+ 17.5%	$304,222	+ 10.2%

* Average Closed Price for all properties from December 2021 through November 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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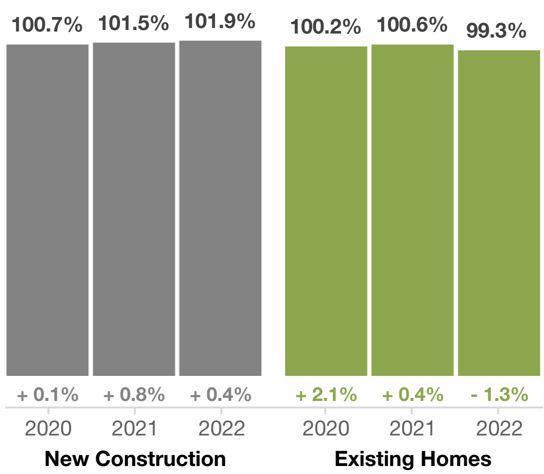
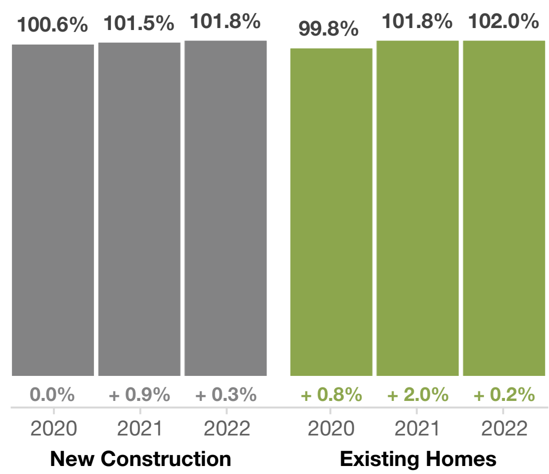


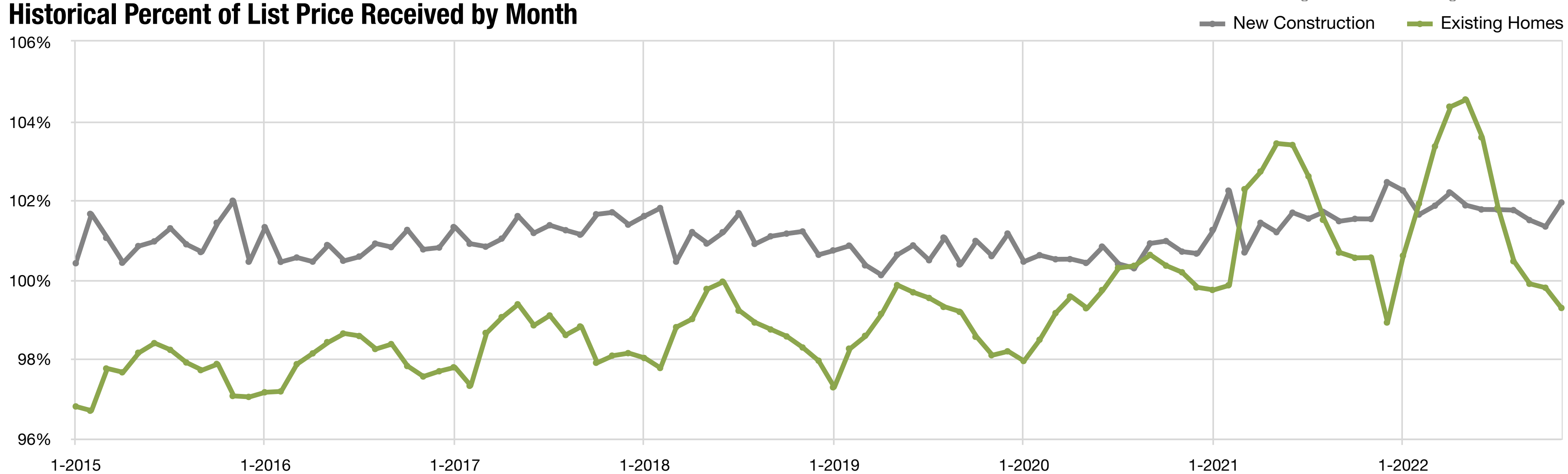
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.9%	+ 1.2%	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	101.8%	+ 0.1%	103.6%	+ 0.2%
Jul-2022	101.8%	+ 0.3%	101.8%	- 0.8%
Aug-2022	101.8%	+ 0.1%	100.5%	- 1.0%
Sep-2022	101.5%	0.0%	99.9%	- 0.8%
Oct-2022	101.3%	- 0.2%	99.8%	- 0.8%
Nov-2022	**101.9%**	**+ 0.4%**	**99.3%**	**- 1.3%**
12-Month Avg*	101.9%	+ 0.5%	101.7%	+ 0.1%

* Pct. of List Price Received for all properties from December 2021 through November 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.

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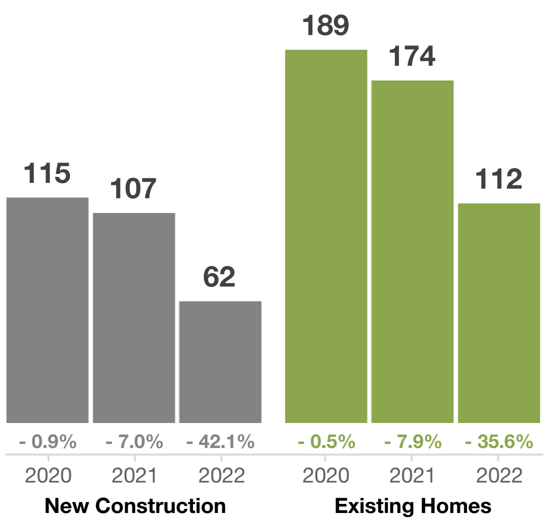
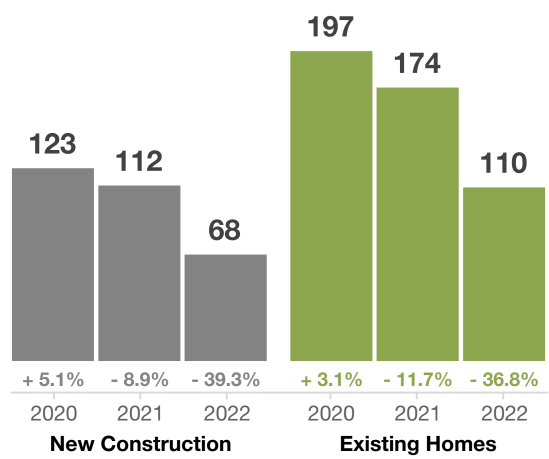
Omaha Area Region

November

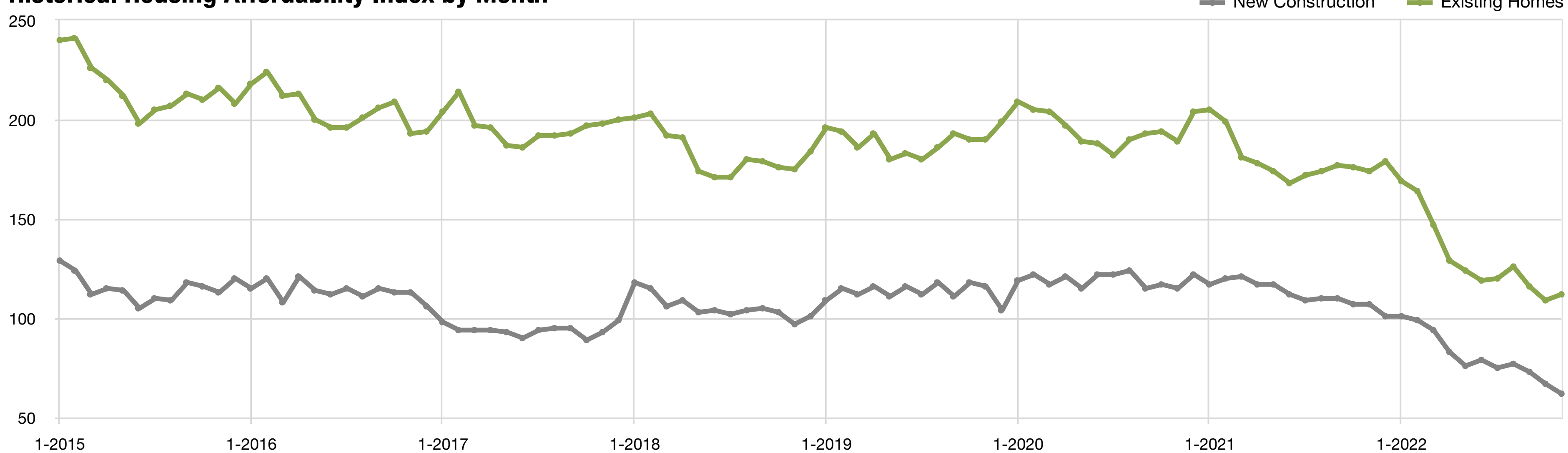


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	101	- 17.2%	179	- 12.3%
Jan-2022	101	- 13.7%	169	- 17.6%
Feb-2022	99	- 17.5%	164	- 17.6%
Mar-2022	94	- 22.3%	147	- 18.8%
Apr-2022	83	- 29.1%	129	- 27.5%
May-2022	76	- 35.0%	124	- 28.7%
Jun-2022	79	- 29.5%	119	- 29.2%
Jul-2022	75	- 31.2%	120	- 30.2%
Aug-2022	77	- 30.0%	126	- 27.6%
Sep-2022	73	- 33.6%	116	- 34.5%
Oct-2022	67	- 37.4%	109	- 38.1%
Nov-2022	**62**	**- 42.1%**	**112**	**- 35.6%**
12-Month Avg	82	- 28.1%	135	- 25.8%

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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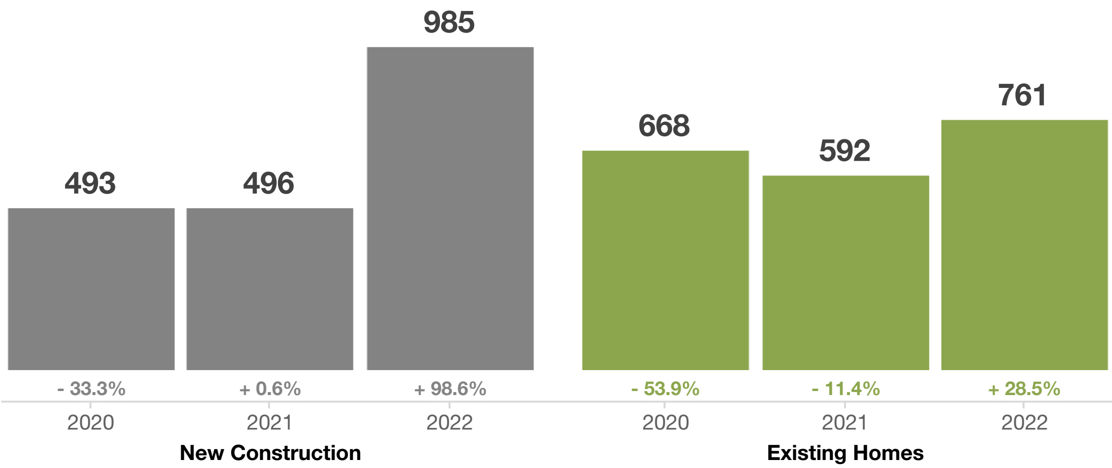
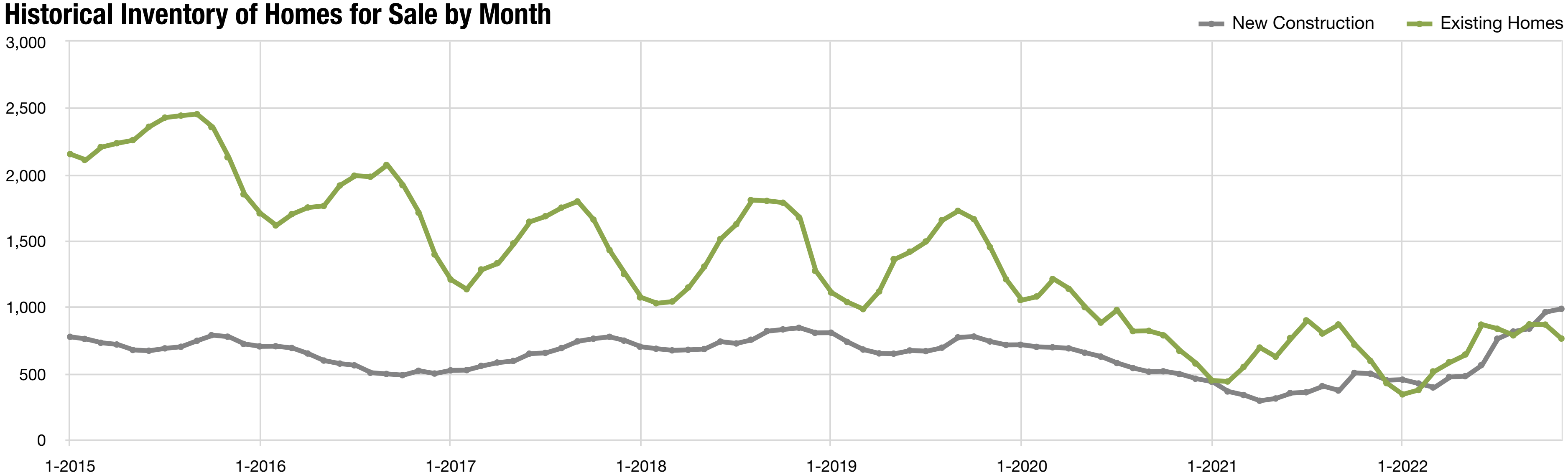
Omaha Area Region

November



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	447	- 2.4%	425	- 25.8%
Jan-2022	451	+ 3.4%	340	- 23.6%
Feb-2022	422	+ 16.6%	373	- 14.6%
Mar-2022	392	+ 17.0%	513	- 6.2%
Apr-2022	471	+ 61.3%	582	- 16.0%
May-2022	477	+ 54.4%	640	+ 2.6%
Jun-2022	560	+ 60.0%	866	+ 13.2%
Jul-2022	760	+ 113.5%	835	- 7.0%
Aug-2022	814	+ 102.5%	785	- 1.8%
Sep-2022	836	+ 126.6%	868	+ 0.1%
Oct-2022	960	+ 91.2%	866	+ 21.1%
Nov-2022	**985**	**+ 98.6%**	**761**	**+ 28.5%**
12-Month Avg	631	+ 62.2%	655	- 1.2%

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.

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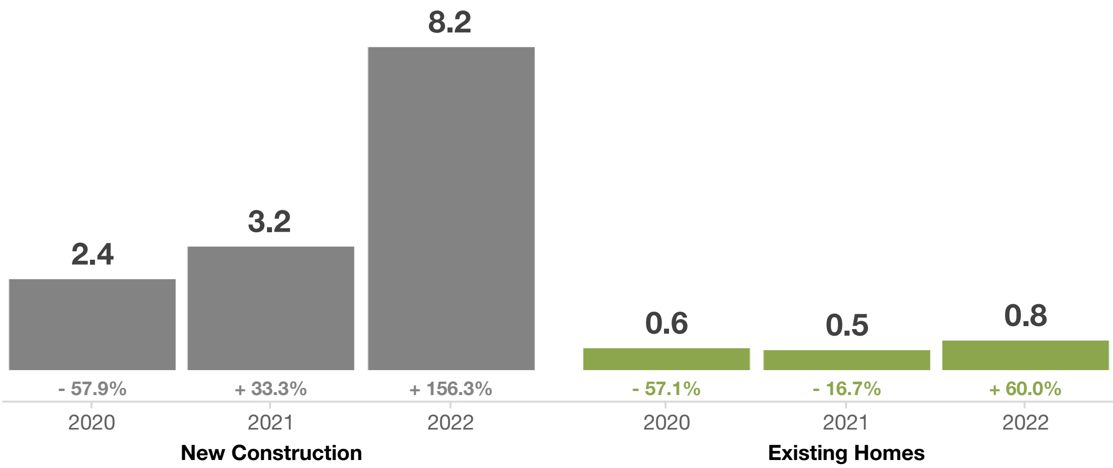
Omaha Area Region

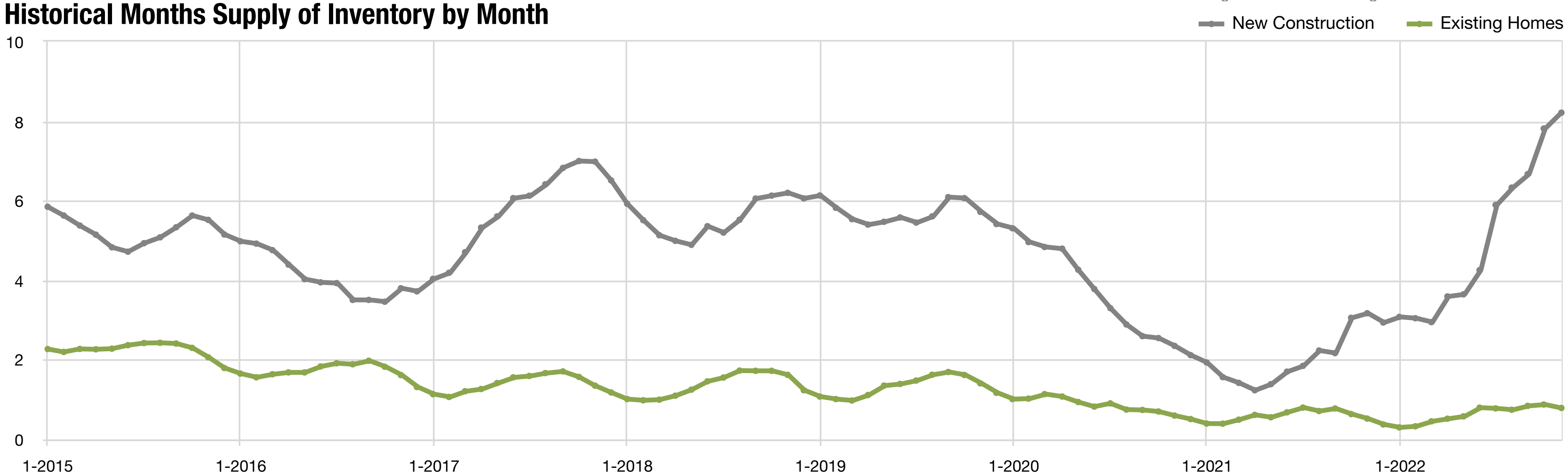
November



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Dec-2021	2.9	+ 38.1%	0.4	- 20.0%
Jan-2022	3.1	+ 63.2%	0.3	- 25.0%
Feb-2022	3.0	+ 87.5%	0.3	- 25.0%
Mar-2022	2.9	+ 107.1%	0.5	0.0%
Apr-2022	3.6	+ 200.0%	0.5	- 16.7%
May-2022	3.6	+ 157.1%	0.6	0.0%
Jun-2022	4.3	+ 152.9%	0.8	+ 14.3%
Jul-2022	5.9	+ 210.5%	0.8	0.0%
Aug-2022	6.3	+ 186.4%	0.7	0.0%
Sep-2022	6.7	+ 204.5%	0.8	0.0%
Oct-2022	7.8	+ 151.6%	0.9	+ 50.0%
Nov-2022	**8.2**	**+ 156.3%**	**0.8**	**+ 60.0%**
12-Month Avg*	4.9	+ 144.9%	0.6	+ 4.1%

* Months Supply for all properties from December 2021 through November 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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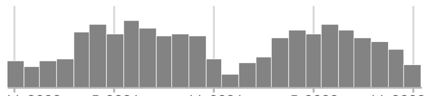
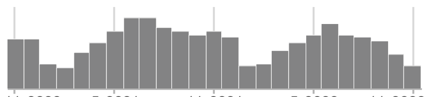
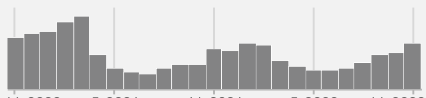
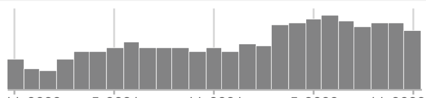
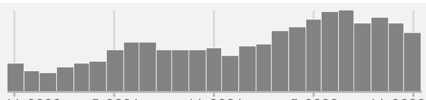
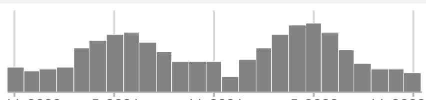
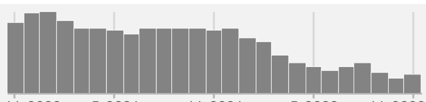
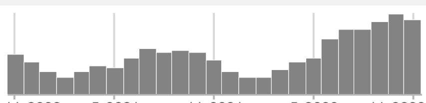
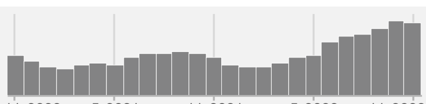
Omaha Area Region

Key Metrics	Historical Sparkbars	11-2021	11-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		1,122	**996**	- 11.2%	17,471	**16,428**	- 6.0%
Pending Sales		1,015	**676**	- 33.4%	14,558	**12,195**	- 16.2%
Closed Sales		1,413	**812**	- 42.5%	14,308	**12,597**	- 12.0%
Days on Market Until Sale		14	**15**	+ 7.1%	12	**12**	0.0%
Median Closed Price		$255,000	**$279,500**	+ 9.6%	$252,000	**$286,051**	+ 13.5%
Average Closed Price		$298,634	**$317,900**	+ 6.5%	$293,393	**$330,415**	+ 12.6%
Percent of List Price Received		100.7%	**99.6%**	- 1.1%	101.7%	**101.9%**	+ 0.2%
Housing Affordability Index		164	**105**	- 36.0%	166	**102**	- 38.6%
Inventory of Homes for Sale		1,088	**1,746**	+ 60.5%	—	**—**	—
Months Supply of Inventory		0.8	**1.6**	+ 100.0%	—	**—**	—