Monthly Indicators

Omaha Area Region

GREAT PLAINS REGIONAL MLS

December 2022

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

New Listings increased 12.4 percent for New Construction but decreased 17.2 percent for Existing Homes. Pending Sales decreased 17.5 percent for New Construction and 25.5 percent for Existing Homes. Inventory increased 112.7 percent for New Construction and 44.9 percent for Existing Homes.

Median Closed Price increased 6.7 percent for New Construction and 7.6 percent for Existing Homes. Days on Market increased 80.0 percent for New Construction and 33.3 percent for Existing Homes. Months Supply of Inventory increased 179.3 percent for New Construction and 75.0 percent for Existing Homes.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Quick Facts

- 40.9%	+ 10.0%	+ 79.7%
Change in **Closed Sales** All Properties	Change in **Median Closed Price** All Properties	Change in **Homes for Sale** All Properties

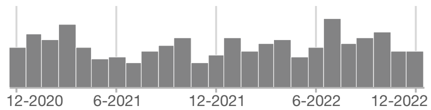
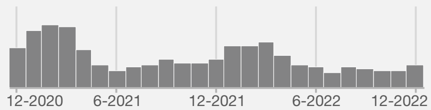
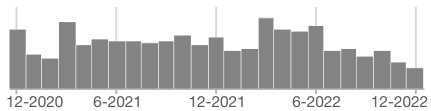
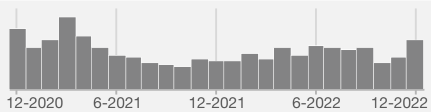
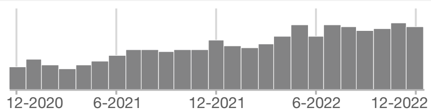
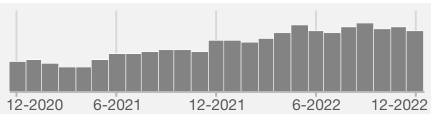
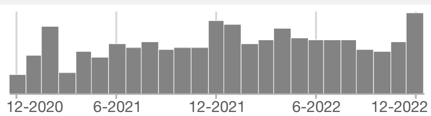
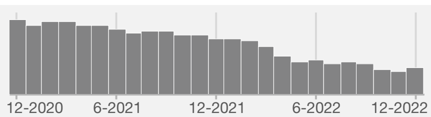
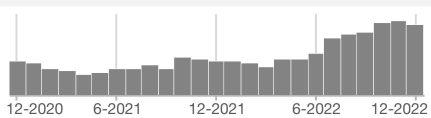
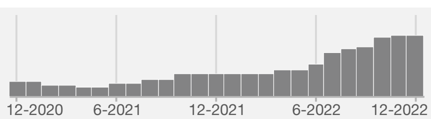
This report covers residential real estate activity in the Omaha area, which includes the counties of Dodge, Douglas, Sarpy, Saunders and Washington in Nebraska; the counties of Harrison, Mills and Pottawattamie in Iowa; and the following ZIP codes: 68037 Percent changes are calculated using rounded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

GREAT PLAINS REGIONAL MLS

Omaha Area Region

Key Metrics	Historical Sparkbars	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		177	**199**	+ 12.4%	2,631	**2,981**	+ 13.3%
Pending Sales		126	**104**	- 17.5%	1,824	**1,420**	- 22.1%
Closed Sales		171	**117**	- 31.6%	1,964	**1,894**	- 3.6%
Days on Market Until Sale		25	**45**	+ 80.0%	35	**33**	- 5.7%
Median Closed Price		$412,307	**$439,921**	+ 6.7%	$376,000	**$429,170**	+ 14.1%
Average Closed Price		$445,575	**$469,397**	+ 5.3%	$401,746	**$466,755**	+ 16.2%
Percent of List Price Received		102.5%	**102.7%**	+ 0.2%	101.5%	**101.9%**	+ 0.4%
Housing Affordability Index		101	**70**	- 30.7%	111	**71**	- 36.0%
Inventory of Homes for Sale		448	**953**	+ 112.7%	—	**—**	—
Months Supply of Inventory		2.9	**8.1**	+ 179.3%	—	**—**	—

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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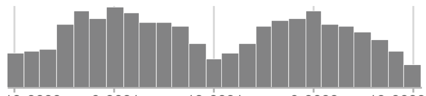
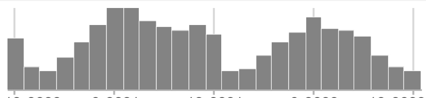
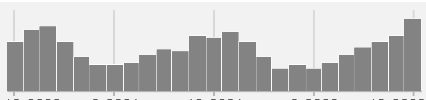
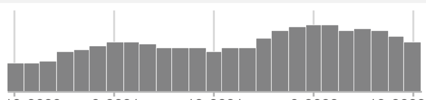
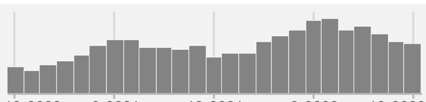
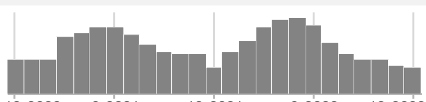
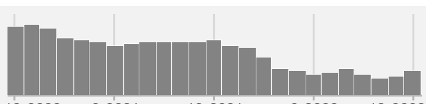
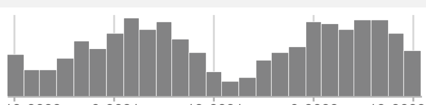
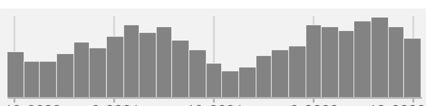
Key Metrics	Historical Sparkbars	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		632	**523**	- 17.2%	15,650	**14,192**	- 9.3%
Pending Sales		654	**487**	- 25.5%	13,512	**11,371**	- 15.8%
Closed Sales		1,146	**661**	- 42.3%	13,668	**11,539**	- 15.6%
Days on Market Until Sale		12	**16**	+ 33.3%	9	**9**	0.0%
Median Closed Price		$232,400	**$250,000**	+ 7.6%	$239,950	**$265,000**	+ 10.4%
Average Closed Price		$265,140	**$290,051**	+ 9.4%	$277,304	**$307,146**	+ 10.8%
Percent of List Price Received		98.9%	**99.0%**	+ 0.1%	101.5%	**101.8%**	+ 0.3%
Housing Affordability Index		179	**123**	- 31.3%	173	**116**	- 32.9%
Inventory of Homes for Sale		425	**616**	+ 44.9%	—	**—**	—
Months Supply of Inventory		0.4	**0.7**	+ 75.0%	—	**—**	—

New Listings

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

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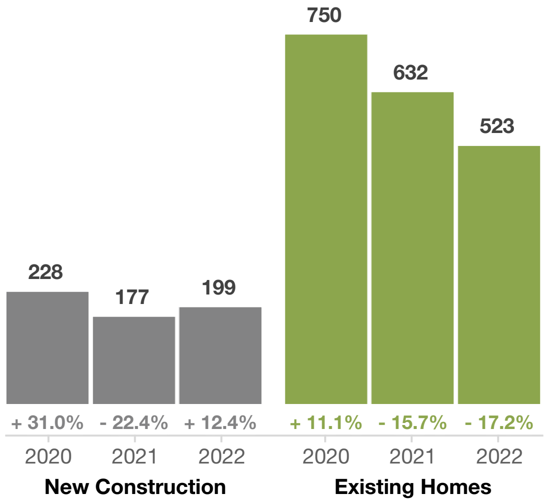
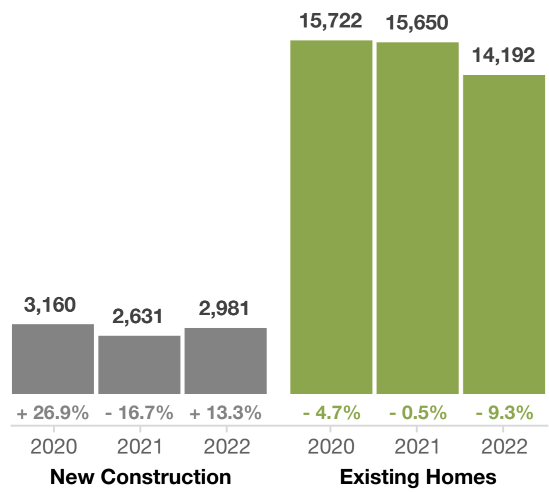
December

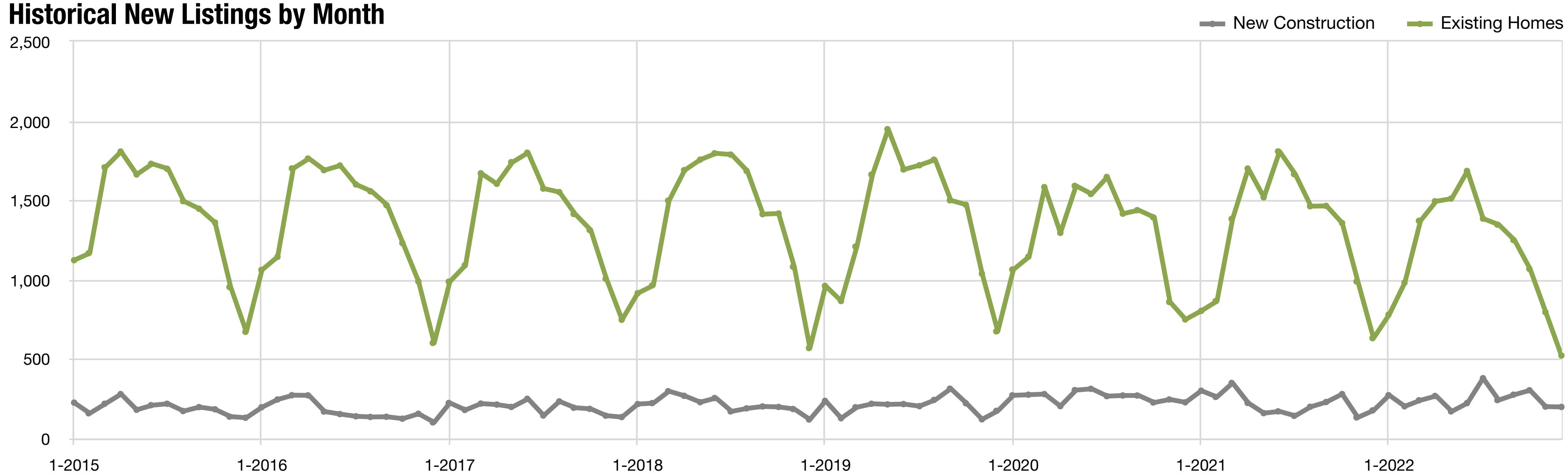


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	273	- 9.3%	780	- 3.0%
Feb-2022	203	- 22.5%	982	+ 13.5%
Mar-2022	241	- 31.1%	1,371	- 0.9%
Apr-2022	268	+ 19.6%	1,494	- 12.1%
May-2022	171	+ 6.9%	1,511	- 0.5%
Jun-2022	223	+ 30.4%	1,685	- 6.8%
Jul-2022	380	+ 165.7%	1,385	- 16.8%
Aug-2022	242	+ 21.0%	1,347	- 7.9%
Sep-2022	276	+ 20.0%	1,250	- 14.7%
Oct-2022	304	+ 8.6%	1,068	- 21.3%
Nov-2022	201	+ 51.1%	796	- 19.5%
Dec-2022	**199**	**+ 12.4%**	**523**	**- 17.2%**
12-Month Avg	248	+ 13.2%	1,183	- 9.3%

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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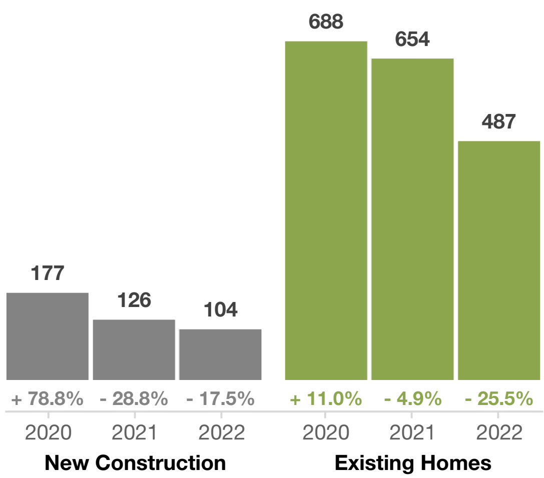
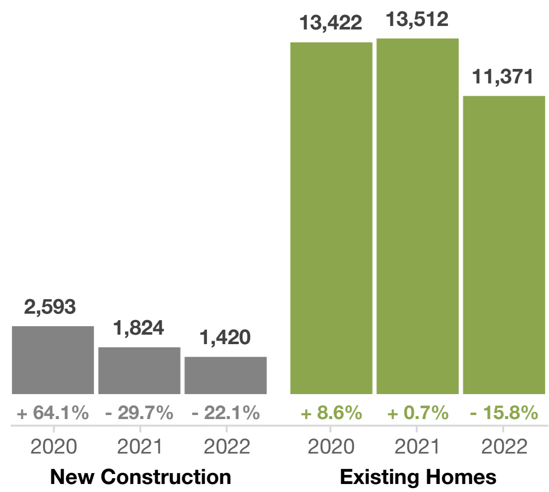
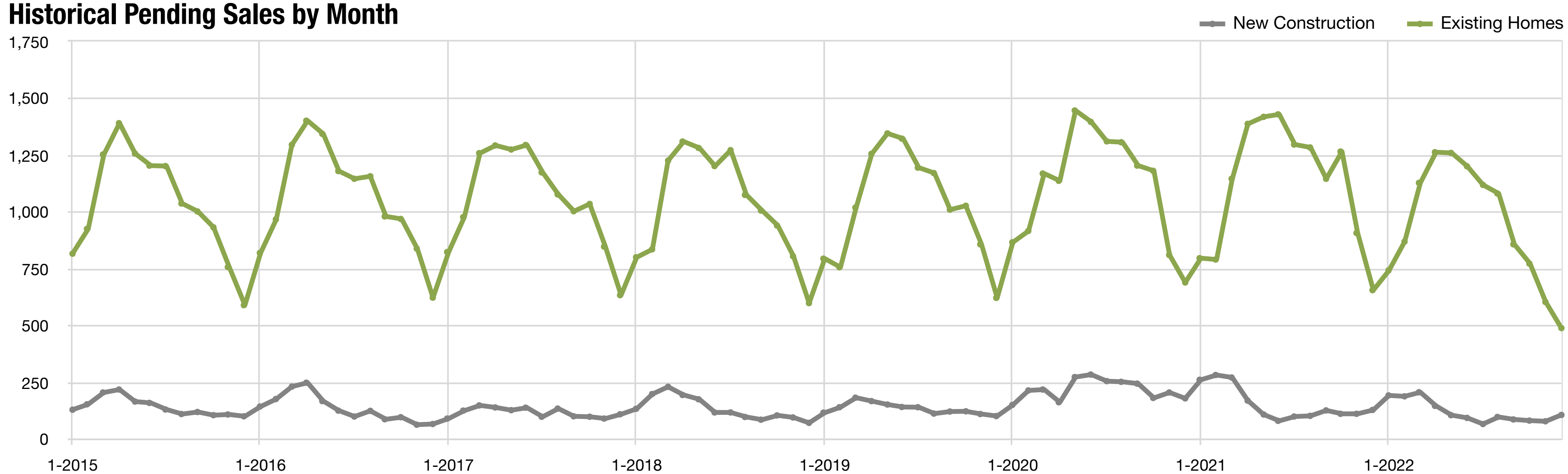


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	190	- 26.6%	741	- 6.8%
Feb-2022	186	- 33.6%	868	+ 10.0%
Mar-2022	204	- 24.2%	1,127	- 1.6%
Apr-2022	144	- 13.8%	1,262	- 9.0%
May-2022	103	- 2.8%	1,259	- 11.2%
Jun-2022	91	+ 16.7%	1,200	- 16.0%
Jul-2022	64	- 34.0%	1,118	- 13.7%
Aug-2022	95	- 5.0%	1,080	- 15.8%
Sep-2022	84	- 32.3%	856	- 25.2%
Oct-2022	79	- 27.5%	771	- 39.1%
Nov-2022	76	- 30.3%	602	- 33.6%
Dec-2022	**104**	**- 17.5%**	**487**	**- 25.5%**
12-Month Avg	118	- 22.4%	948	- 15.8%

Historical Pending Sales by Month



Closed Sales

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

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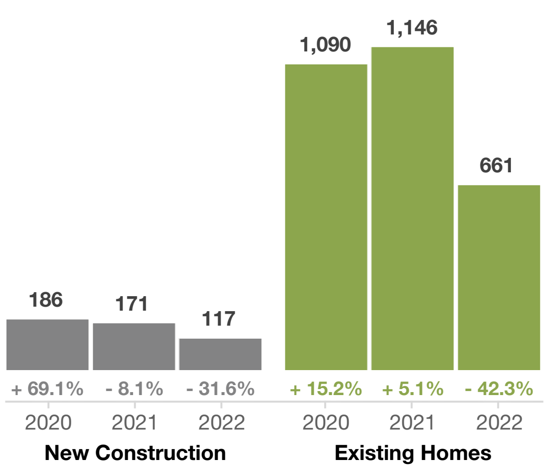
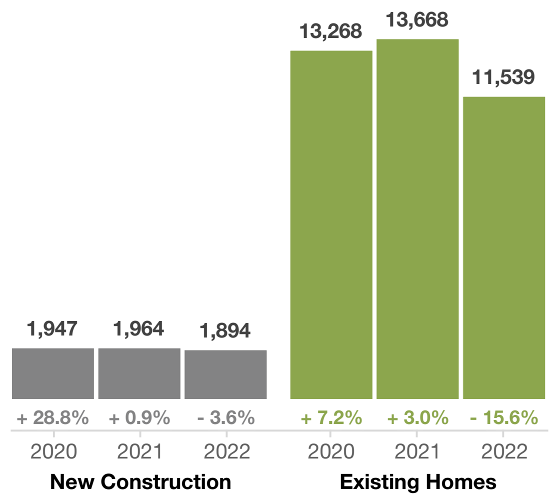
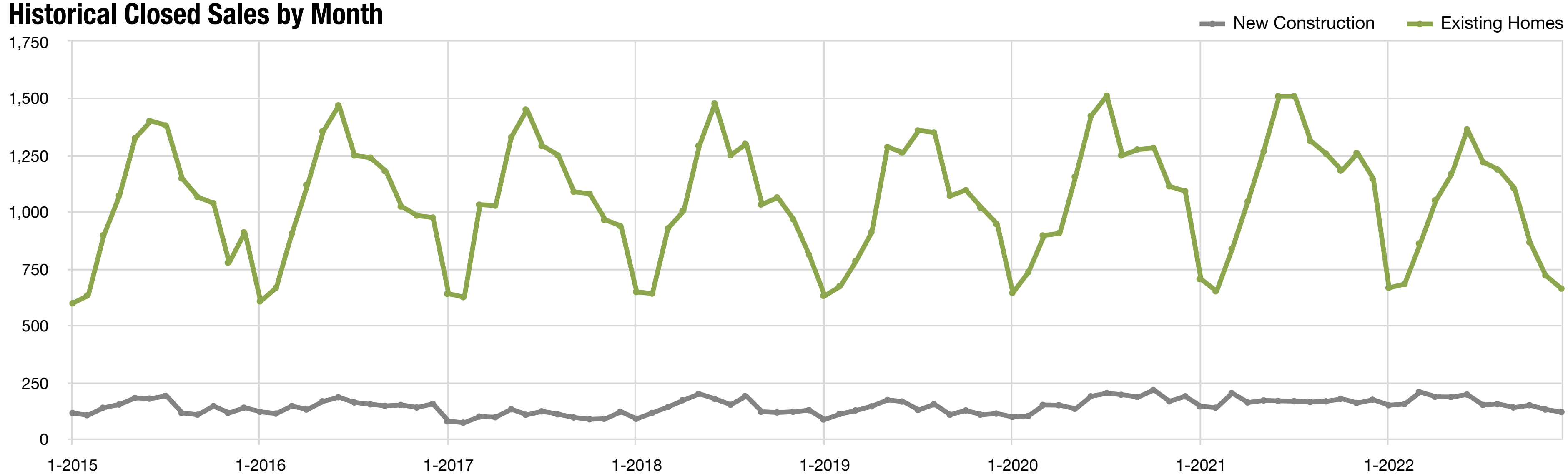


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	147	+ 3.5%	664	- 5.5%
Feb-2022	152	+ 11.8%	681	+ 4.9%
Mar-2022	205	+ 2.5%	860	+ 2.9%
Apr-2022	184	+ 15.7%	1,050	+ 0.5%
May-2022	183	+ 8.9%	1,166	- 7.8%
Jun-2022	194	+ 16.9%	1,363	- 9.7%
Jul-2022	148	- 10.3%	1,219	- 19.2%
Aug-2022	152	- 5.6%	1,186	- 9.6%
Sep-2022	137	- 16.5%	1,105	- 12.0%
Oct-2022	147	- 16.0%	865	- 26.8%
Nov-2022	128	- 18.5%	719	- 42.8%
Dec-2022	**117**	**- 31.6%**	**661**	**- 42.3%**
12-Month Avg	158	- 3.7%	962	- 15.5%

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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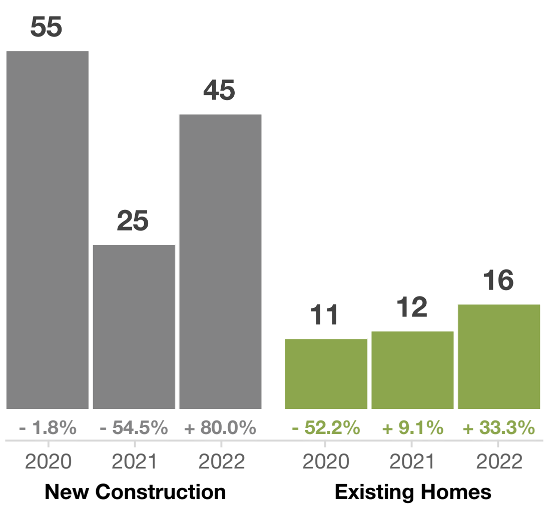
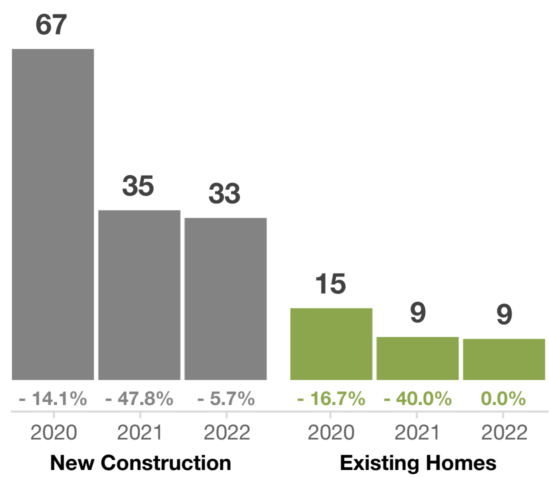


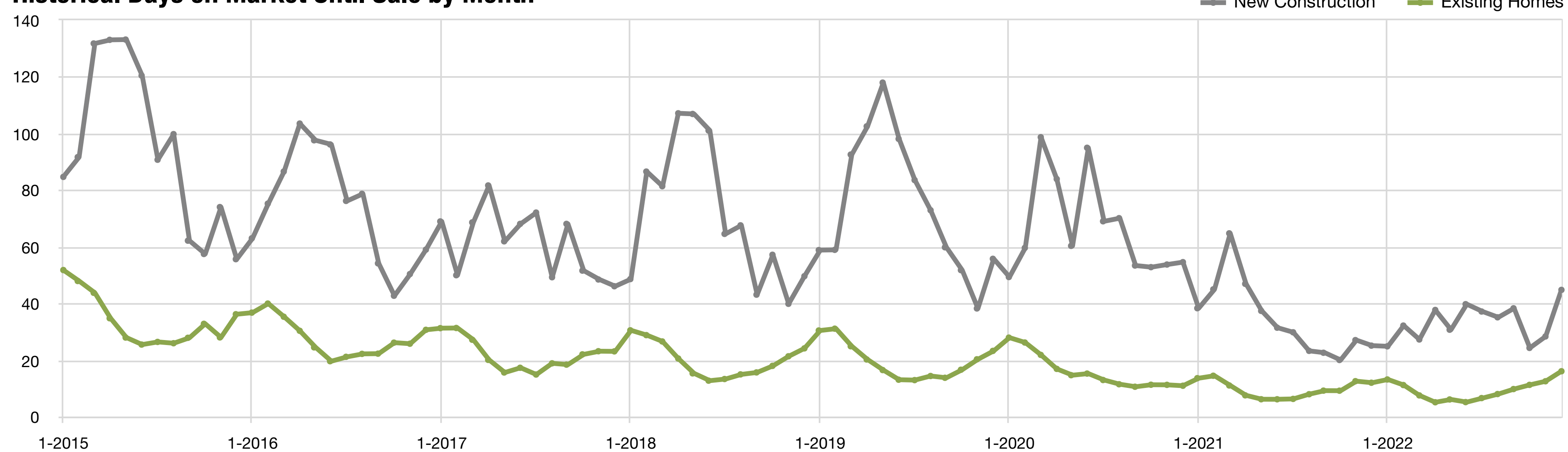
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	- 37.5%
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	38	+ 65.2%	10	+ 11.1%
Oct-2022	24	+ 20.0%	11	+ 22.2%
Nov-2022	28	+ 3.7%	12	- 7.7%
Dec-2022	**45**	**+ 80.0%**	**16**	**+ 33.3%**
12-Month Avg*	33	- 3.9%	9	- 5.3%

* Days on Market for all properties from January 2022 through December 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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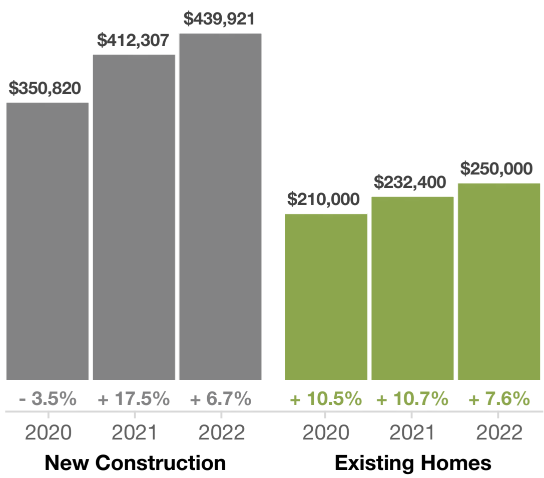
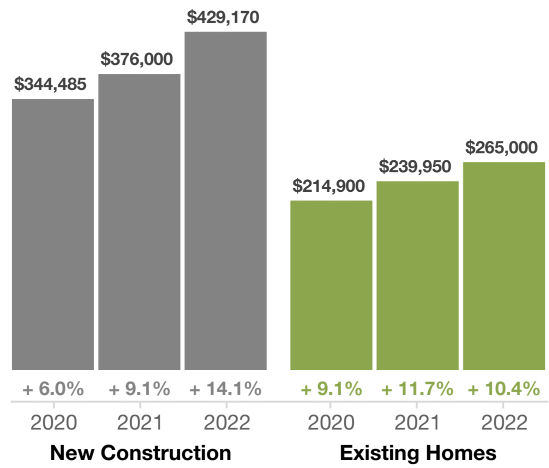


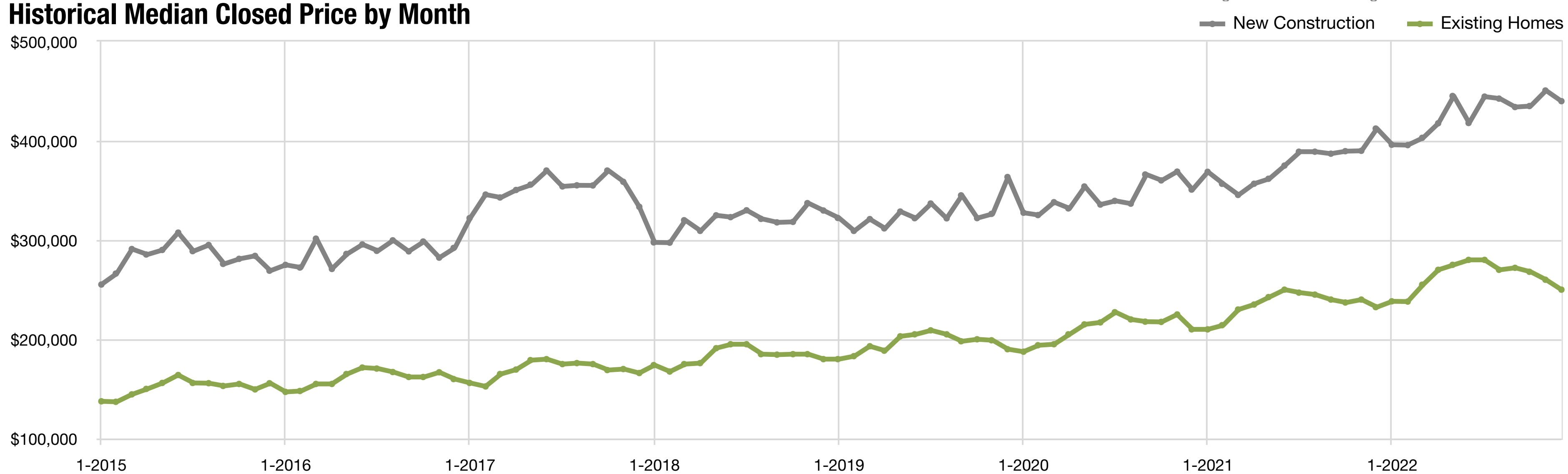
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	$395,990	+ 7.4%	$238,250	+ 13.5%
Feb-2022	$395,639	+ 10.9%	$238,000	+ 11.1%
Mar-2022	$402,948	+ 16.6%	$255,000	+ 10.9%
Apr-2022	$417,622	+ 17.1%	$270,000	+ 14.9%
May-2022	$445,129	+ 23.1%	$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	$442,492	+ 13.8%	$270,000	+ 10.2%
Sep-2022	$433,990	+ 12.1%	$272,000	+ 13.3%
Oct-2022	$434,990	+ 11.7%	$268,000	+ 13.1%
Nov-2022	$450,650	+ 15.6%	$260,000	+ 8.3%
Dec-2022	**$439,921**	**+ 6.7%**	**$250,000**	**+ 7.6%**
12-Month Avg*	$429,170	+ 14.1%	$265,000	+ 10.4%

* Median Closed Price for all properties from January 2022 through December 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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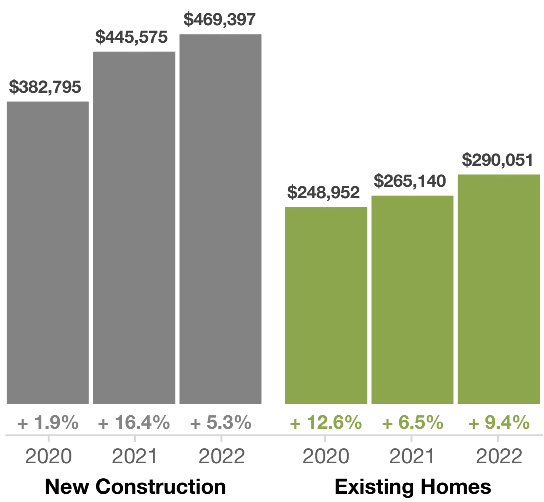
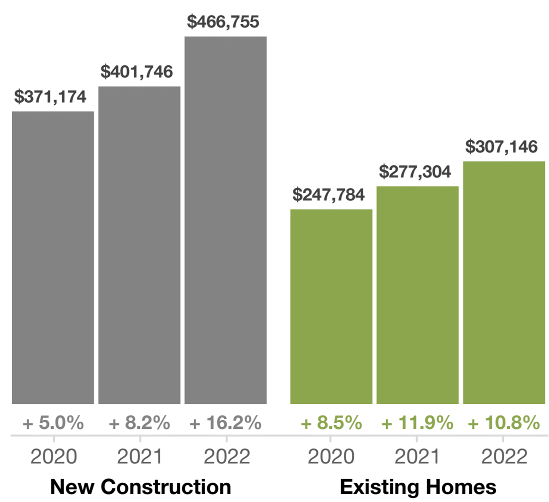


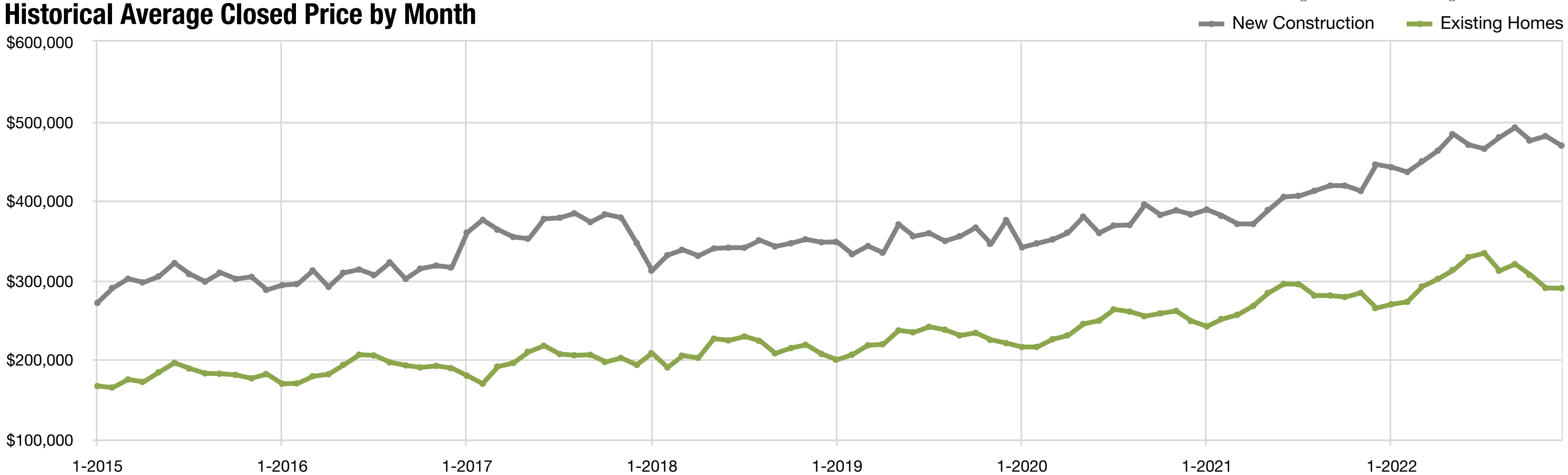
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	$442,173	+ 13.7%	$269,912	+ 11.5%
Feb-2022	$436,125	+ 14.4%	$272,949	+ 8.6%
Mar-2022	$449,564	+ 21.2%	$292,281	+ 13.9%
Apr-2022	$462,949	+ 24.9%	$301,689	+ 12.7%
May-2022	$483,644	+ 24.5%	$312,830	+ 10.1%
Jun-2022	$470,296	+ 16.2%	$329,197	+ 11.4%
Jul-2022	$465,355	+ 14.6%	$334,182	+ 13.2%
Aug-2022	$479,691	+ 16.3%	$312,049	+ 11.1%
Sep-2022	$492,023	+ 17.4%	$320,367	+ 14.1%
Oct-2022	$475,710	+ 13.5%	$306,850	+ 10.0%
Nov-2022	$481,225	+ 16.7%	$290,429	+ 2.2%
Dec-2022	**$469,397**	**+ 5.3%**	**$290,051**	**+ 9.4%**
12-Month Avg*	$466,755	+ 16.2%	$307,146	+ 10.8%

* Average Closed Price for all properties from January 2022 through December 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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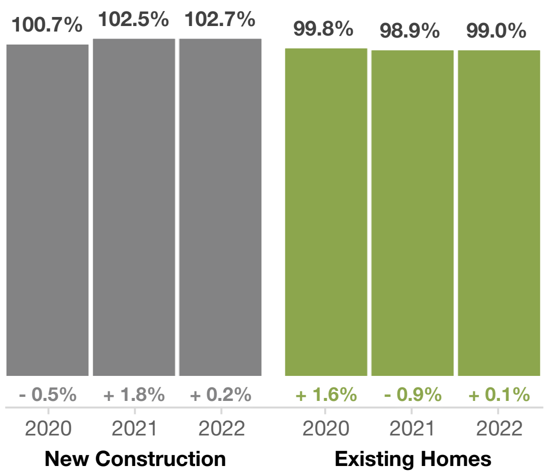
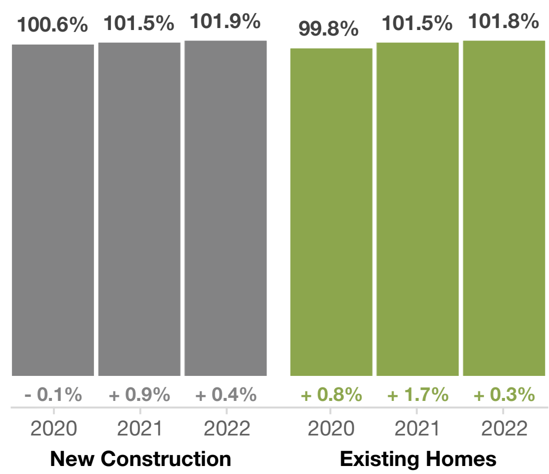


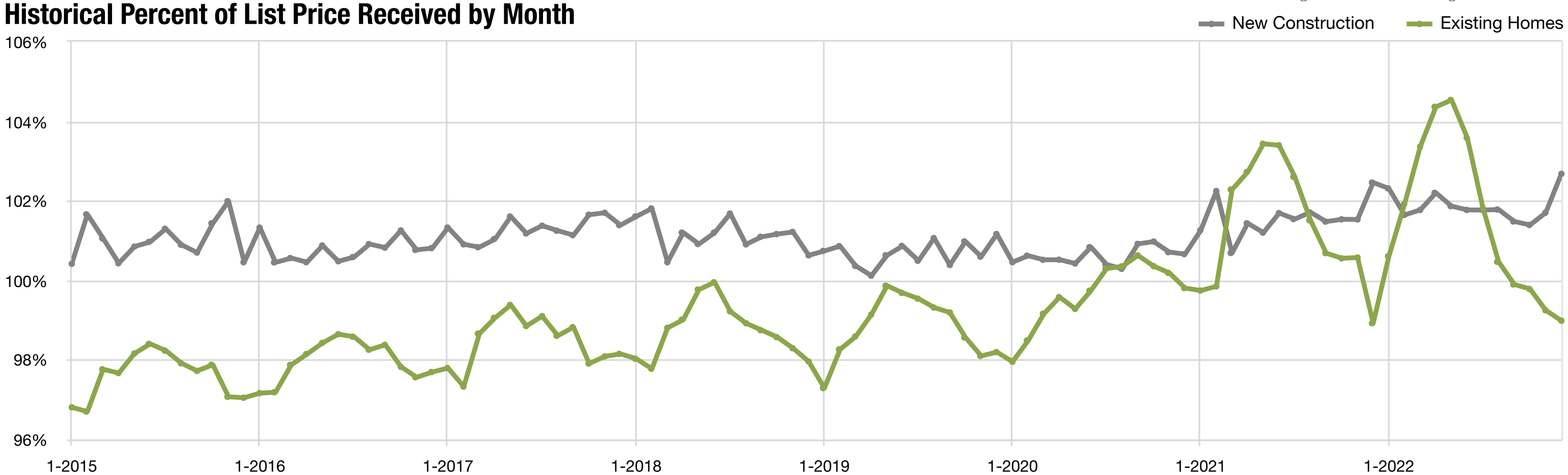
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	102.3%	+ 1.0%	100.6%	+ 0.9%
Feb-2022	101.6%	- 0.6%	101.9%	+ 2.1%
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	101.8%	+ 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	101.4%	- 0.1%	99.8%	- 0.8%
Nov-2022	101.7%	+ 0.2%	99.2%	- 1.4%
Dec-2022	**102.7%**	**+ 0.2%**	**99.0%**	**+ 0.1%**
12-Month Avg*	101.9%	+ 0.3%	101.8%	+ 0.3%

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

Historical Percent of List Price Received by Month



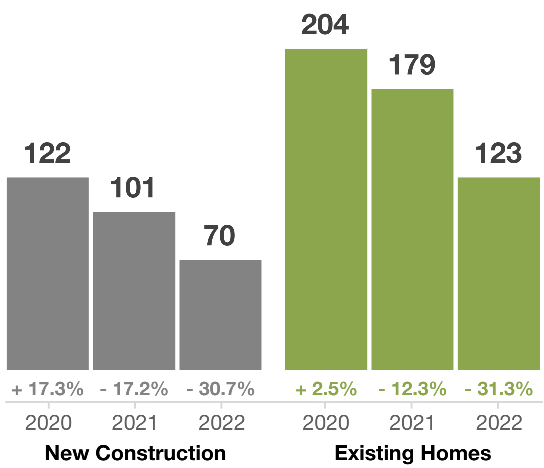
Housing Affordability Index

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.

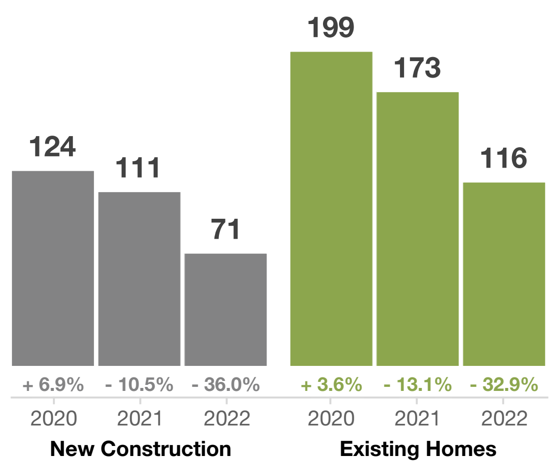
GREAT PLAINS REGIONAL MLS

Omaha Area Region

December

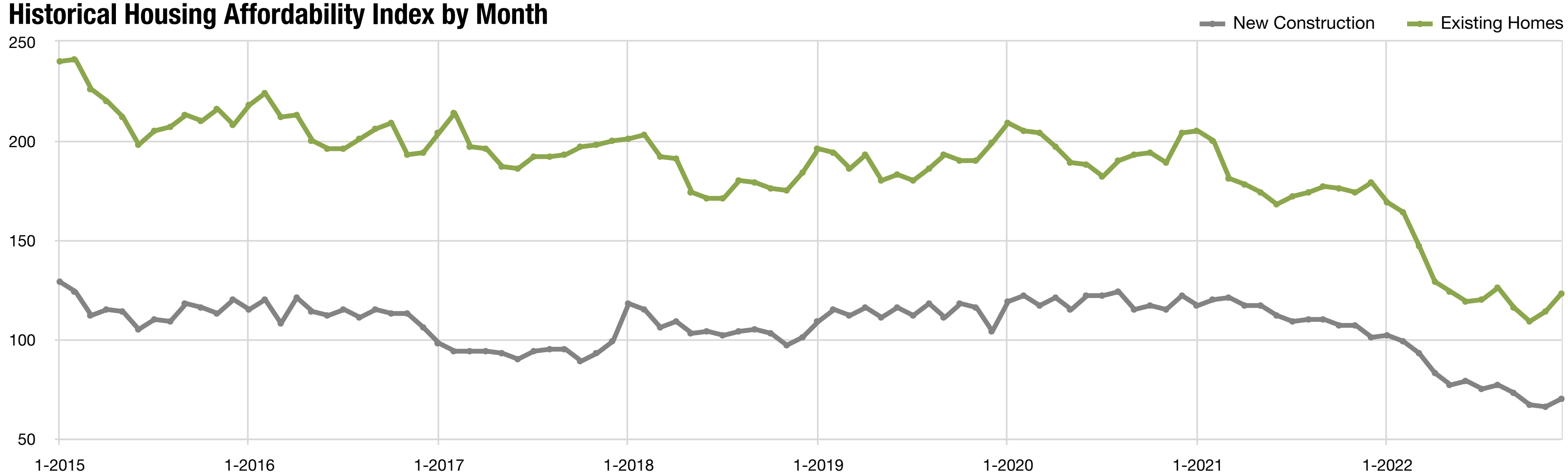


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	102	- 12.8%	169	- 17.6%
Feb-2022	99	- 17.5%	164	- 18.0%
Mar-2022	93	- 23.1%	147	- 18.8%
Apr-2022	83	- 29.1%	129	- 27.5%
May-2022	77	- 34.2%	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	66	- 38.3%	114	- 34.5%
Dec-2022	**70**	**- 30.7%**	**123**	**- 31.3%**
12-Month Avg	80	- 28.6%	130	- 27.8%

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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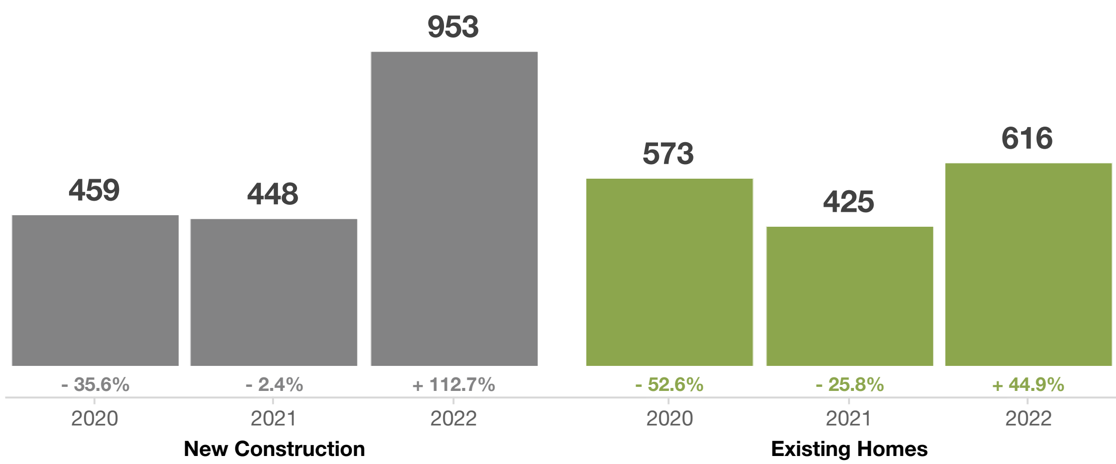
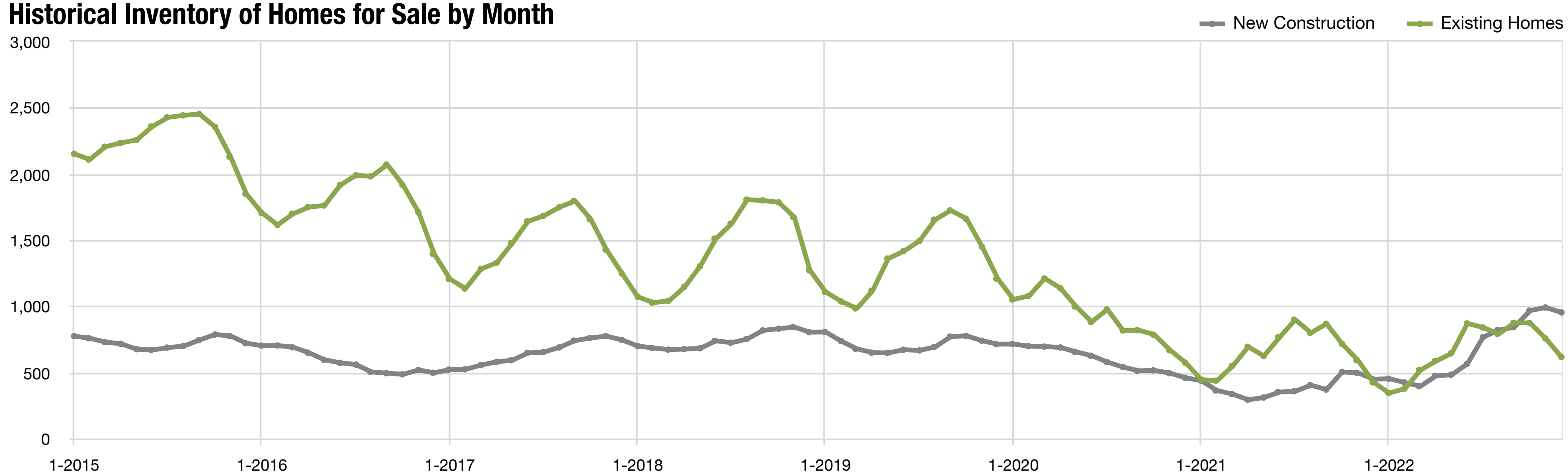
Omaha Area Region

December



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	452	+ 3.4%	344	- 22.7%
Feb-2022	423	+ 16.5%	377	- 13.7%
Mar-2022	395	+ 17.6%	517	- 5.5%
Apr-2022	474	+ 61.8%	586	- 15.4%
May-2022	482	+ 55.5%	644	+ 3.2%
Jun-2022	565	+ 61.0%	870	+ 13.7%
Jul-2022	766	+ 114.6%	839	- 6.6%
Aug-2022	819	+ 103.2%	791	- 1.0%
Sep-2022	842	+ 127.6%	874	+ 0.8%
Oct-2022	967	+ 92.2%	874	+ 22.2%
Nov-2022	990	+ 99.2%	756	+ 27.7%
Dec-2022	**953**	**+ 112.7%**	**616**	**+ 44.9%**
12-Month Avg	677	+ 74.0%	674	+ 3.5%

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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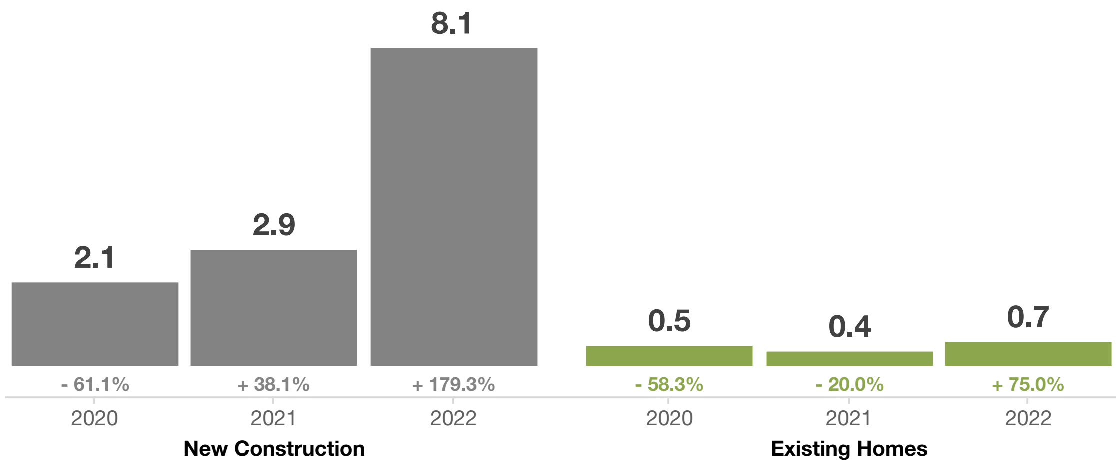
Omaha Area Region

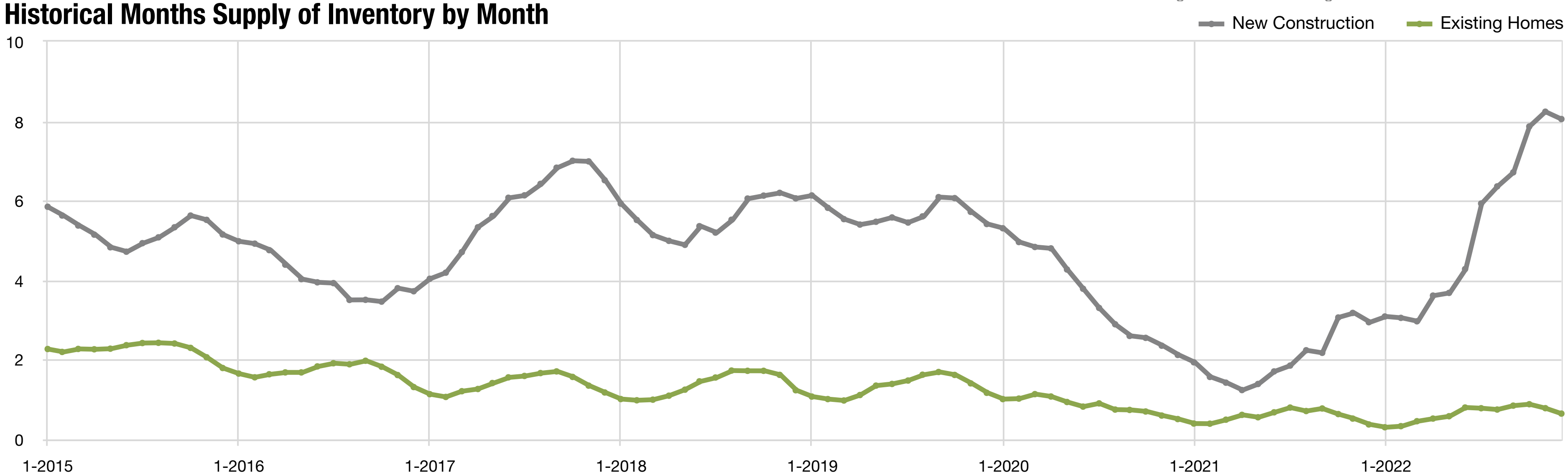
December



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jan-2022	3.1	+ 63.2%	0.3	- 25.0%
Feb-2022	3.1	+ 93.8%	0.3	- 25.0%
Mar-2022	3.0	+ 114.3%	0.5	0.0%
Apr-2022	3.6	+ 200.0%	0.5	- 16.7%
May-2022	3.7	+ 164.3%	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	6.4	+ 190.9%	0.8	+ 14.3%
Sep-2022	6.7	+ 204.5%	0.9	+ 12.5%
Oct-2022	7.9	+ 154.8%	0.9	+ 50.0%
Nov-2022	8.2	+ 156.3%	0.8	+ 60.0%
Dec-2022	**8.1**	**+ 179.3%**	**0.7**	**+ 75.0%**
12-Month Avg*	5.3	+ 158.0%	0.6	+ 10.5%

* Months Supply for all properties from January 2022 through December 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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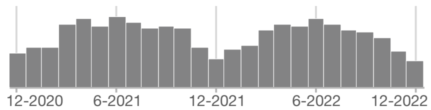
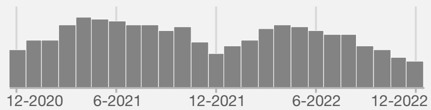
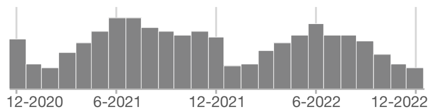
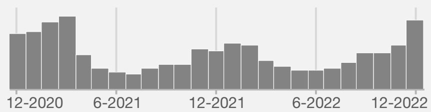
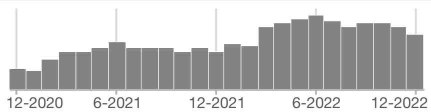
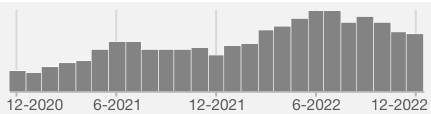
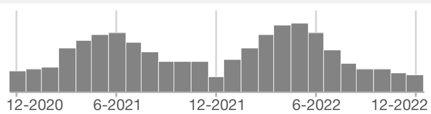
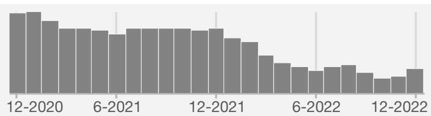
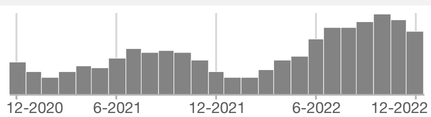
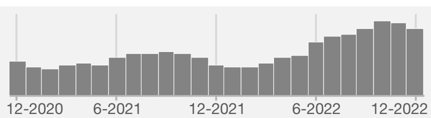
Omaha Area Region

Key Metrics	Historical Sparkbars	12-2021	12-2022	% Change	YTD 2021	YTD 2022	% Change
New Listings		809	**722**	- 10.8%	18,281	**17,173**	- 6.1%
Pending Sales		780	**591**	- 24.2%	15,336	**12,791**	- 16.6%
Closed Sales		1,317	**778**	- 40.9%	15,632	**13,433**	- 14.1%
Days on Market Until Sale		14	**20**	+ 42.9%	12	**12**	0.0%
Median Closed Price		$250,000	**$275,000**	+ 10.0%	$251,750	**$285,000**	+ 13.2%
Average Closed Price		$288,568	**$317,022**	+ 9.9%	$292,944	**$329,650**	+ 12.5%
Percent of List Price Received		99.4%	**99.5%**	+ 0.1%	101.5%	**101.8%**	+ 0.3%
Housing Affordability Index		166	**112**	- 32.5%	165	**108**	- 34.5%
Inventory of Homes for Sale		873	**1,569**	+ 79.7%	—	**—**	—
Months Supply of Inventory		0.7	**1.5**	+ 114.3%	—	**—**	—