

Monthly Indicators

Lincoln Area Region



February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

New Listings increased 15.2 percent for New Construction but decreased 10.3 percent for Existing Homes. Pending Sales decreased 25.4 percent for New Construction but remained flat for Existing Homes. Inventory increased 19.5 percent for New Construction but decreased 0.3 percent for Existing Homes.

Median Closed Price decreased 2.2 percent for New Construction and 1.1 percent for Existing Homes. Days on Market increased 57.9 percent for New Construction and 4.0 percent for Existing Homes. Months Supply of Inventory increased 32.1 percent for New Construction but remained flat for Existing Homes.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Quick Facts

+ 9.0%

Change in
Closed Sales
All Properties

+ 6.1%

Change in
Median Closed Price
All Properties

+ 7.7%

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, 68304, 68347, 68349, 68366, 68407, 68418, 68454, 68461 and 68462. Percent changes are calculated using rounded figures.

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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	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		99	114	+ 15.2%	211	241	+ 14.2%
Pending Sales		59	44	- 25.4%	110	81	- 26.4%
Closed Sales		33	36	+ 9.1%	73	73	0.0%
Days on Market Until Sale		38	60	+ 57.9%	46	45	- 2.2%
Median Closed Price		\$481,763	\$471,268	- 2.2%	\$451,392	\$470,650	+ 4.3%
Average Closed Price		\$496,752	\$481,853	- 3.0%	\$486,947	\$499,580	+ 2.6%
Percent of List Price Received		100.3%	100.7%	+ 0.4%	100.2%	101.0%	+ 0.8%
Housing Affordability Index		72	74	+ 2.8%	76	74	- 2.6%
Inventory of Homes for Sale		257	307	+ 19.5%	—	—	—
Months Supply of Inventory		5.3	7.0	+ 32.1%	—	—	—

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.



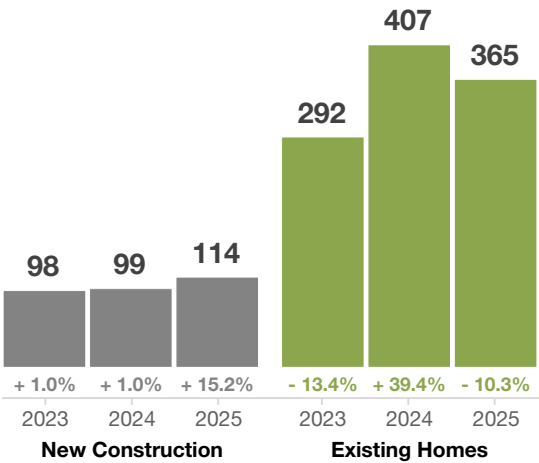
Lincoln Area Region

Key Metrics	Historical Sparkbars	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		407	365	- 10.3%	717	776	+ 8.2%
Pending Sales		278	278	0.0%	507	555	+ 9.5%
Closed Sales		178	194	+ 9.0%	419	419	0.0%
Days on Market Until Sale		25	26	+ 4.0%	26	26	0.0%
Median Closed Price		\$278,000	\$275,000	- 1.1%	\$270,000	\$268,950	- 0.4%
Average Closed Price		\$289,712	\$326,670	+ 12.8%	\$304,310	\$307,121	+ 0.9%
Percent of List Price Received		98.0%	98.6%	+ 0.6%	97.5%	98.3%	+ 0.8%
Housing Affordability Index		124	127	+ 2.4%	128	130	+ 1.6%
Inventory of Homes for Sale		379	378	- 0.3%	—	—	—
Months Supply of Inventory		1.2	1.2	0.0%	—	—	—

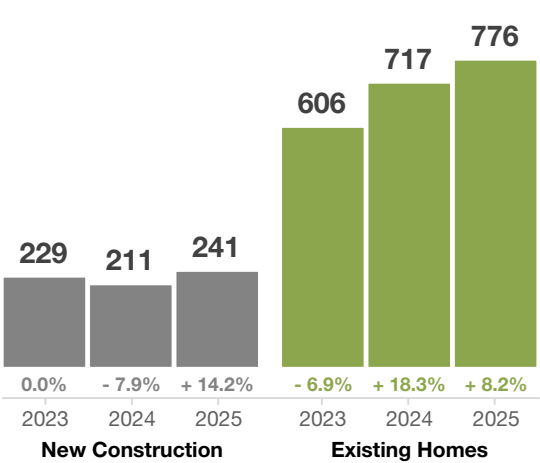
New Listings

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

February

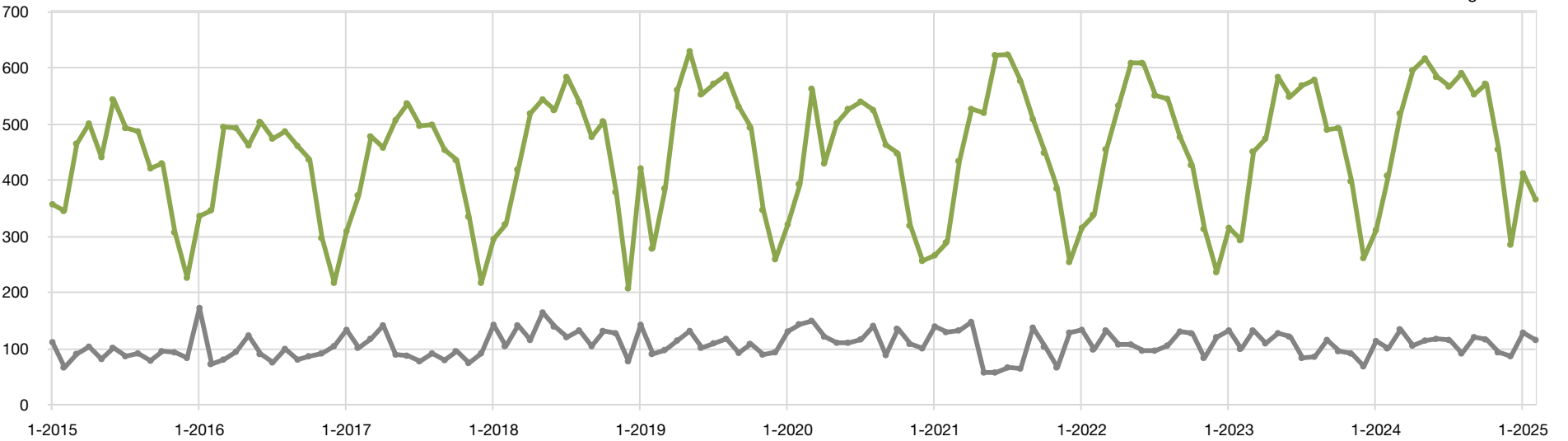


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	133	+ 1.5%	518	+ 15.1%
Apr-2024	104	- 3.7%	595	+ 25.8%
May-2024	113	- 10.3%	616	+ 5.7%
Jun-2024	116	- 3.3%	583	+ 6.4%
Jul-2024	114	+ 39.0%	566	- 0.4%
Aug-2024	90	+ 7.1%	590	+ 2.1%
Sep-2024	119	+ 4.4%	552	+ 12.9%
Oct-2024	115	+ 22.3%	571	+ 16.1%
Nov-2024	92	+ 2.2%	454	+ 14.4%
Dec-2024	85	+ 26.9%	284	+ 9.2%
Jan-2025	127	+ 13.4%	411	+ 32.6%
Feb-2025	114	+ 15.2%	365	- 10.3%
12-Month Avg	110	+ 7.8%	509	+ 9.9%

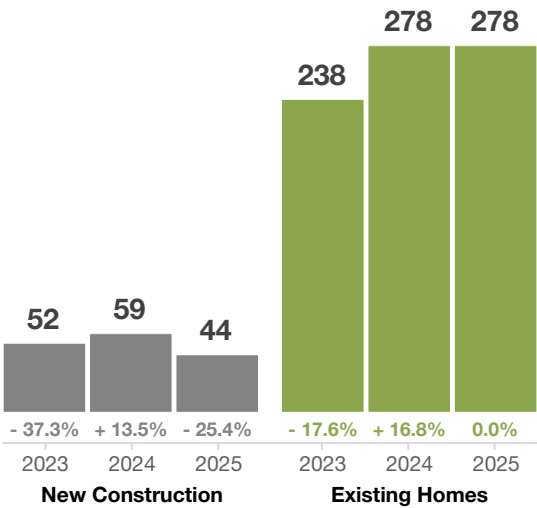
Historical New Listings by Month



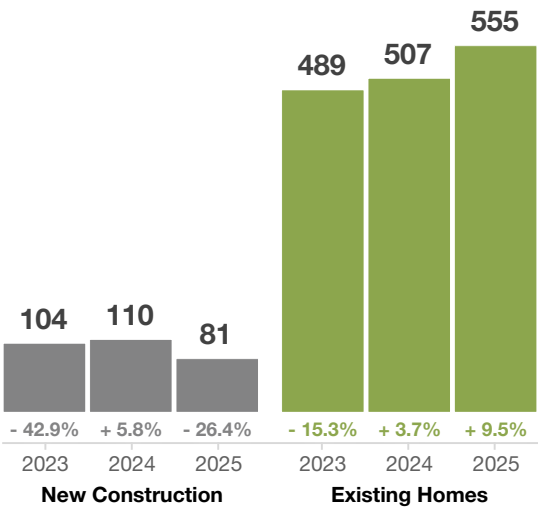
Pending Sales

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

February

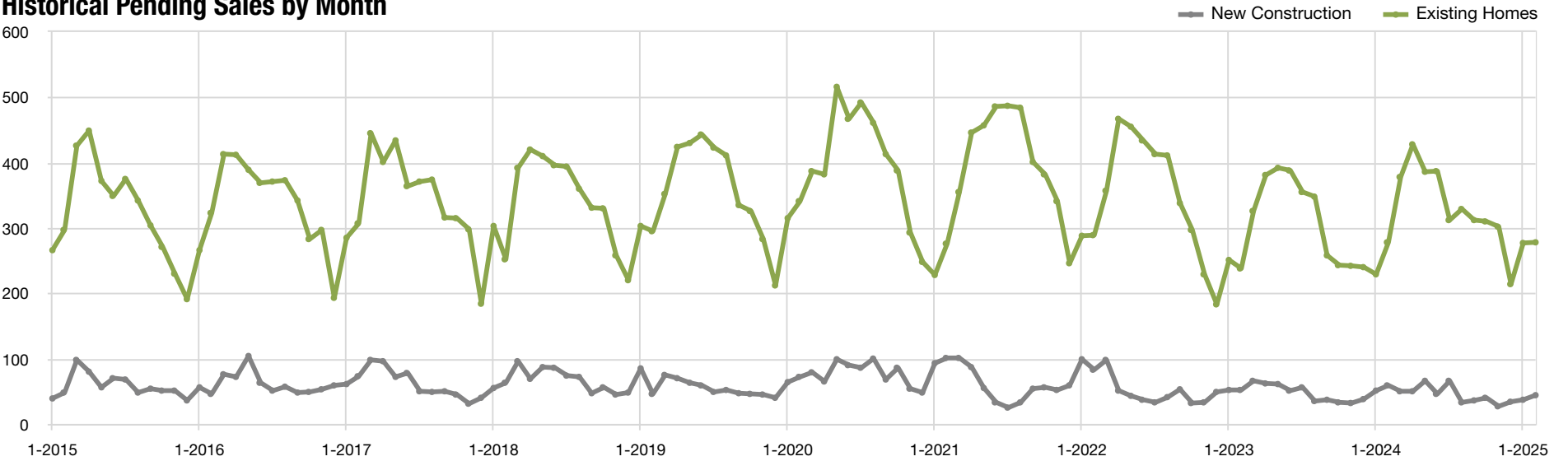


Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	50	- 24.2%	378	+ 16.0%
Apr-2024	50	- 19.4%	428	+ 12.3%
May-2024	66	+ 8.2%	386	- 1.5%
Jun-2024	46	- 9.8%	387	- 0.3%
Jul-2024	66	+ 17.9%	312	- 12.1%
Aug-2024	33	- 5.7%	329	- 5.5%
Sep-2024	36	- 2.7%	312	+ 20.9%
Oct-2024	40	+ 21.2%	310	+ 27.6%
Nov-2024	27	- 15.6%	302	+ 24.8%
Dec-2024	34	- 10.5%	214	- 10.8%
Jan-2025	37	- 27.5%	277	+ 21.0%
Feb-2025	44	- 25.4%	278	0.0%
12-Month Avg	44	- 8.3%	326	+ 6.2%

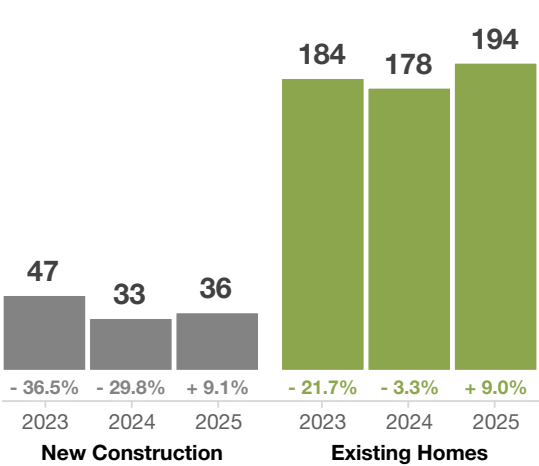
Historical Pending Sales by Month



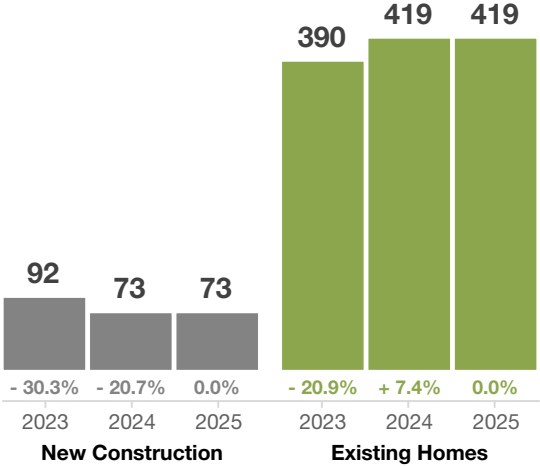
Closed Sales

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

February

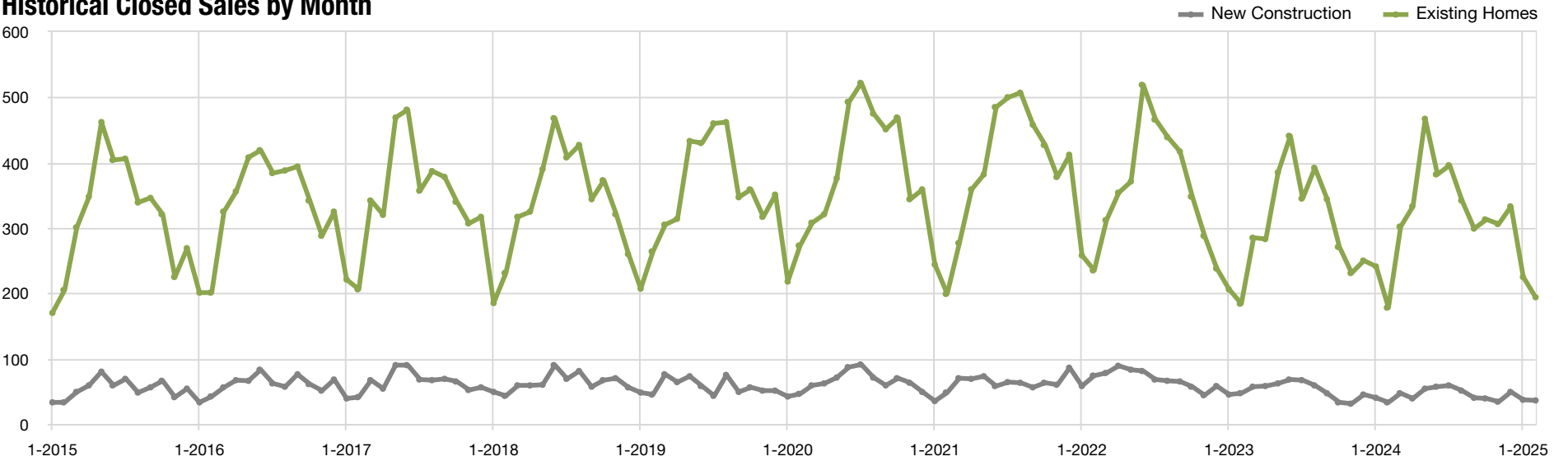


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	47	- 17.5%	302	+ 6.0%
Apr-2024	39	- 32.8%	333	+ 17.7%
May-2024	54	- 12.9%	467	+ 21.3%
Jun-2024	57	- 16.2%	382	- 13.4%
Jul-2024	59	- 11.9%	396	+ 14.8%
Aug-2024	51	- 13.6%	342	- 12.8%
Sep-2024	40	- 14.9%	299	- 13.1%
Oct-2024	39	+ 18.2%	313	+ 15.5%
Nov-2024	34	+ 9.7%	306	+ 32.5%
Dec-2024	49	+ 8.9%	333	+ 33.2%
Jan-2025	37	- 7.5%	225	- 6.6%
Feb-2025	36	+ 9.1%	194	+ 9.0%
12-Month Avg	45	- 10.0%	324	+ 6.6%

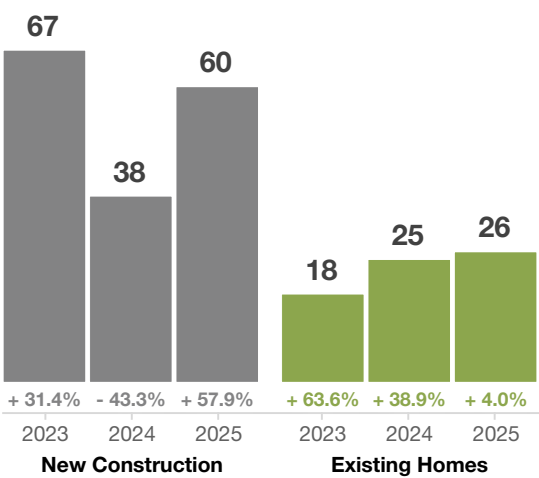
Historical Closed Sales by Month



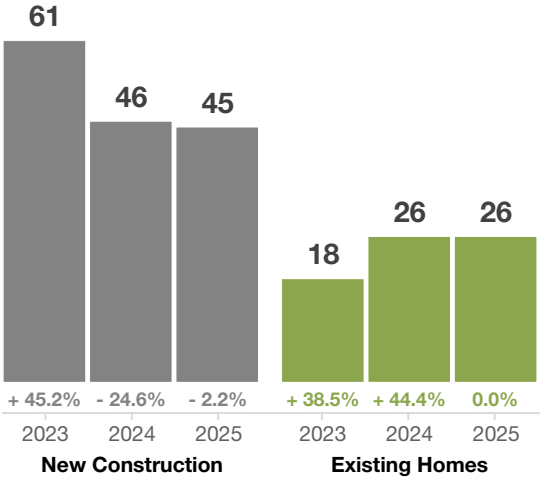
Days on Market Until Sale

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

February



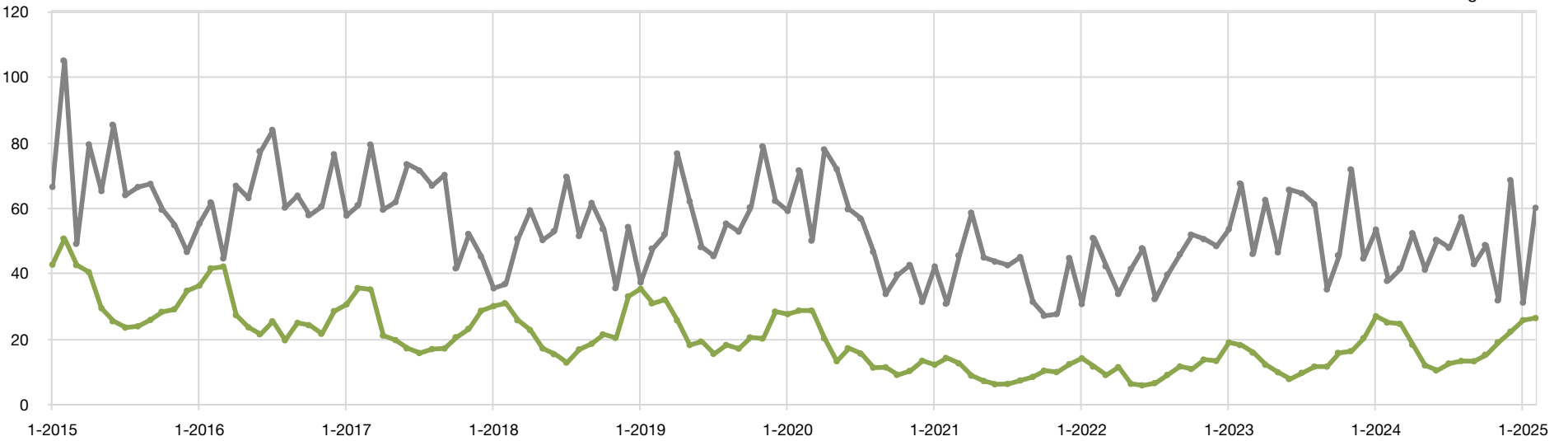
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	41	- 10.9%	24	+ 50.0%
Apr-2024	52	- 16.1%	18	+ 50.0%
May-2024	41	- 10.9%	12	+ 20.0%
Jun-2024	50	- 23.1%	10	+ 25.0%
Jul-2024	48	- 25.0%	12	+ 33.3%
Aug-2024	57	- 6.6%	13	+ 18.2%
Sep-2024	43	+ 22.9%	13	+ 18.2%
Oct-2024	49	+ 8.9%	15	- 6.3%
Nov-2024	32	- 55.6%	19	+ 18.8%
Dec-2024	68	+ 54.5%	22	+ 10.0%
Jan-2025	31	- 41.5%	26	- 3.7%
Feb-2025	60	+ 57.9%	26	+ 4.0%
12-Month Avg*	48	- 10.3%	17	+ 20.2%

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

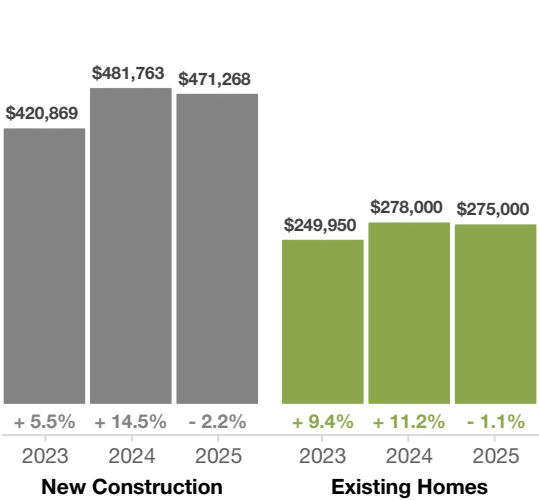
Historical Days on Market Until Sale by Month



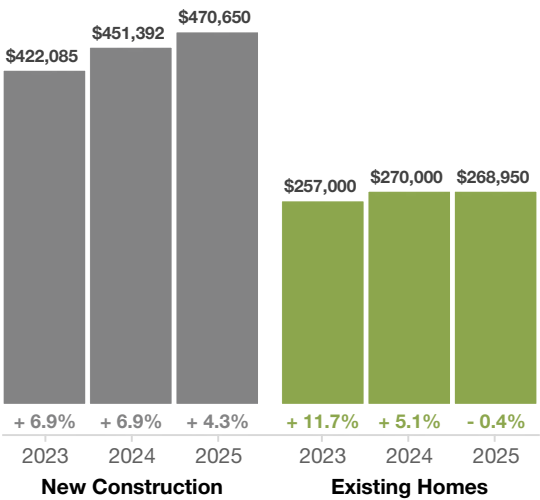
Median Closed Price

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

February



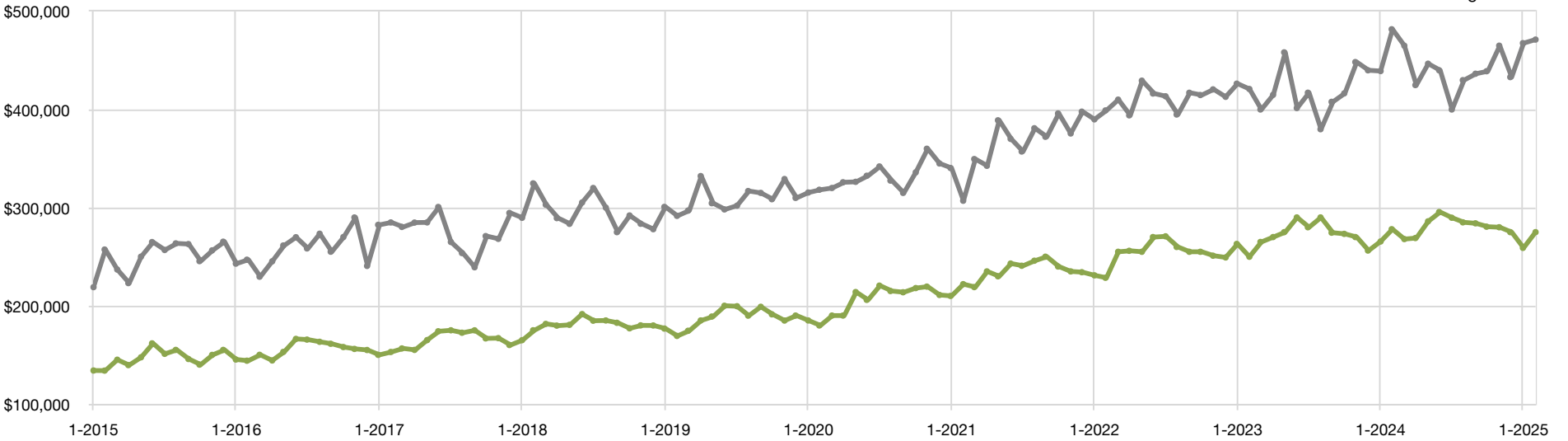
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	\$465,000	+ 16.3%	\$267,950	+ 1.1%
Apr-2024	\$424,900	+ 2.4%	\$269,000	- 0.4%
May-2024	\$446,675	- 2.5%	\$286,000	+ 4.0%
Jun-2024	\$439,950	+ 9.6%	\$295,475	+ 1.9%
Jul-2024	\$400,000	- 4.1%	\$289,700	+ 3.5%
Aug-2024	\$429,900	+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$436,450	+ 7.0%	\$284,000	+ 3.5%
Oct-2024	\$439,000	+ 5.4%	\$280,550	+ 2.7%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
Jan-2025	\$467,616	+ 6.5%	\$259,000	- 2.4%
Feb-2025	\$471,268	- 2.2%	\$275,000	- 1.1%
12-Month Avg*	\$449,950	+ 5.5%	\$280,000	+ 1.8%

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

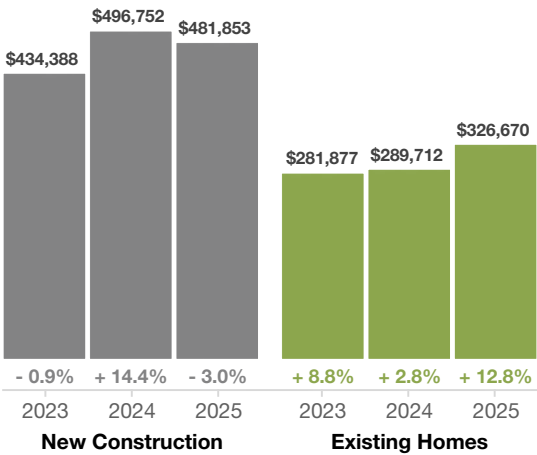
Historical Median Closed Price by Month



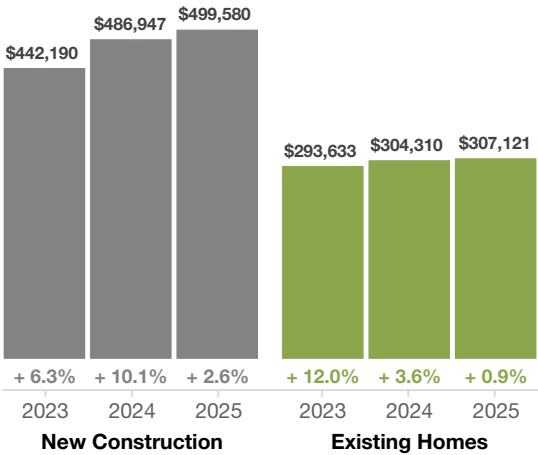
Average Closed Price

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

February



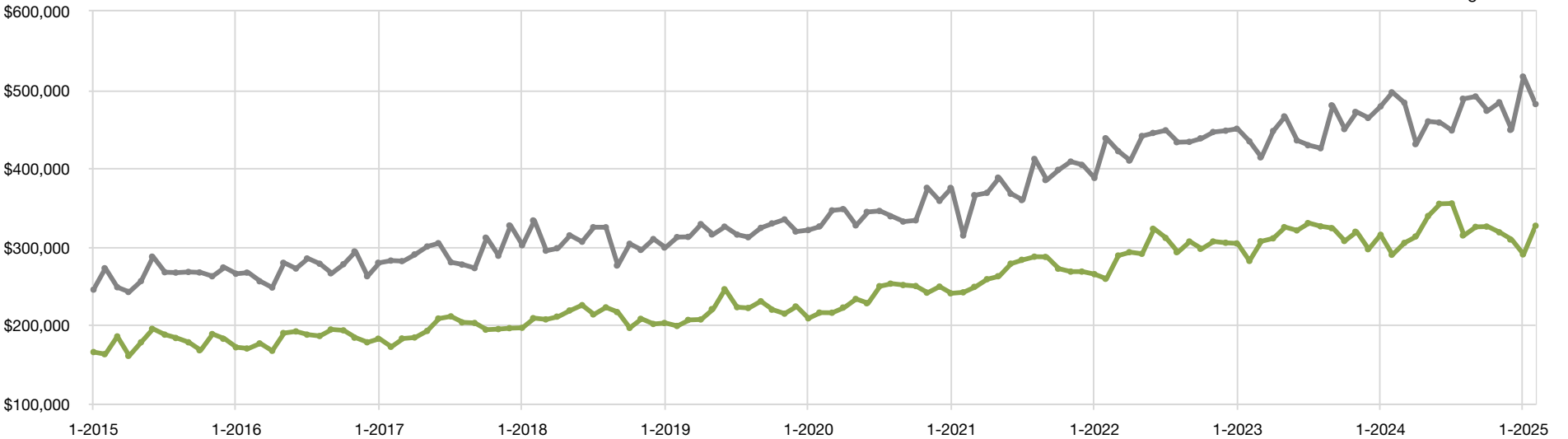
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	\$483,553	+ 16.8%	\$304,832	- 0.7%
Apr-2024	\$430,757	- 3.7%	\$312,938	+ 0.7%
May-2024	\$459,699	- 1.4%	\$339,102	+ 4.4%
Jun-2024	\$458,266	+ 5.2%	\$354,642	+ 10.6%
Jul-2024	\$448,169	+ 4.4%	\$355,115	+ 7.6%
Aug-2024	\$488,622	+ 14.8%	\$314,374	- 3.6%
Sep-2024	\$491,512	+ 2.4%	\$325,259	+ 0.5%
Oct-2024	\$473,286	+ 5.2%	\$325,644	+ 6.0%
Nov-2024	\$484,115	+ 2.6%	\$318,328	- 0.2%
Dec-2024	\$448,942	- 3.3%	\$309,166	+ 4.2%
Jan-2025	\$516,827	+ 7.9%	\$290,189	- 7.9%
Feb-2025	\$481,853	- 3.0%	\$326,670	+ 12.8%
12-Month Avg*	\$470,257	+ 4.3%	\$325,407	+ 2.8%

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

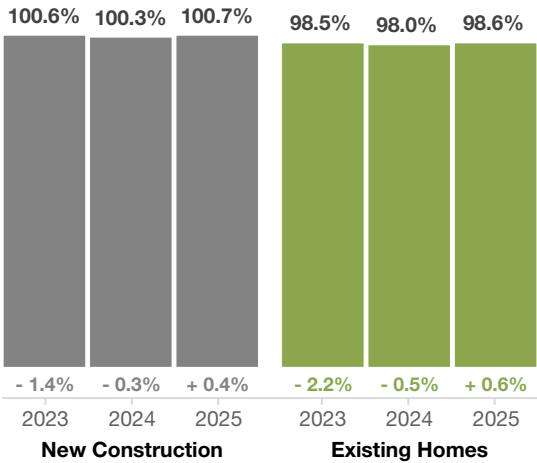
Historical Average Closed Price by Month



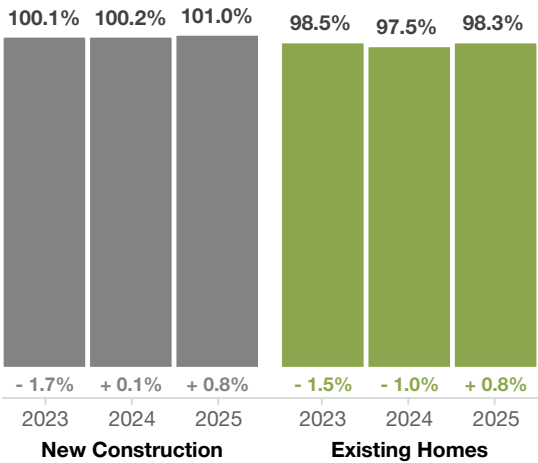
Percent of List Price Received

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.

February



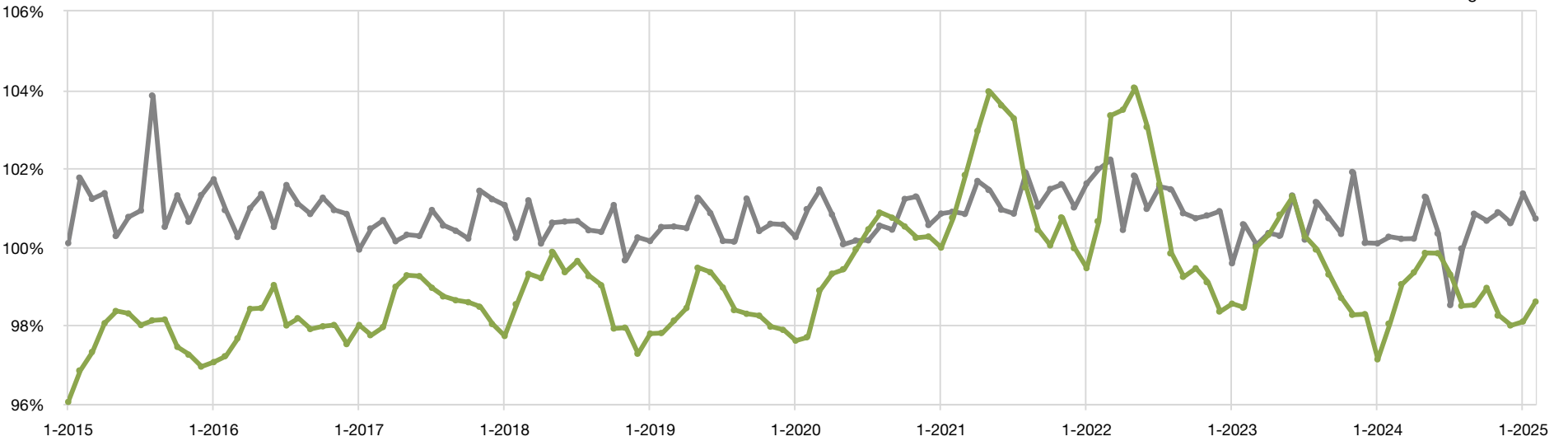
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	100.2%	+ 0.1%	99.0%	- 1.0%
Apr-2024	100.2%	- 0.2%	99.4%	- 0.9%
May-2024	101.3%	+ 1.0%	99.8%	- 1.0%
Jun-2024	100.3%	- 1.0%	99.8%	- 1.5%
Jul-2024	98.5%	- 1.7%	99.3%	- 1.0%
Aug-2024	100.0%	- 1.1%	98.5%	- 1.4%
Sep-2024	100.8%	+ 0.1%	98.5%	- 0.8%
Oct-2024	100.7%	+ 0.4%	99.0%	+ 0.3%
Nov-2024	100.9%	- 1.0%	98.3%	0.0%
Dec-2024	100.6%	+ 0.5%	98.0%	- 0.3%
Jan-2025	101.4%	+ 1.3%	98.1%	+ 1.0%
Feb-2025	100.7%	+ 0.4%	98.6%	+ 0.6%
12-Month Avg*	100.4%	- 0.2%	98.9%	- 0.7%

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

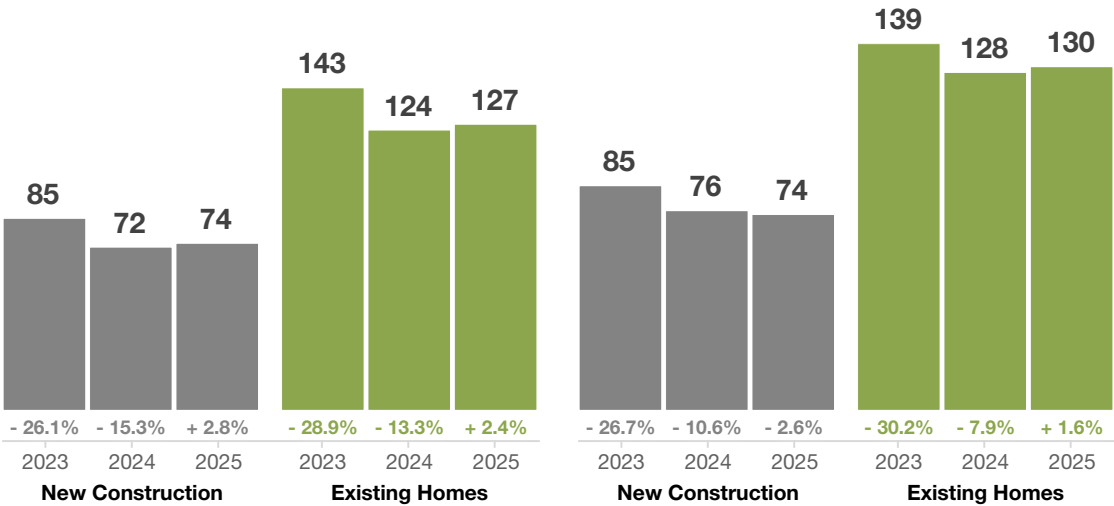
Historical Percent of List Price Received by Month



Housing Affordability Index

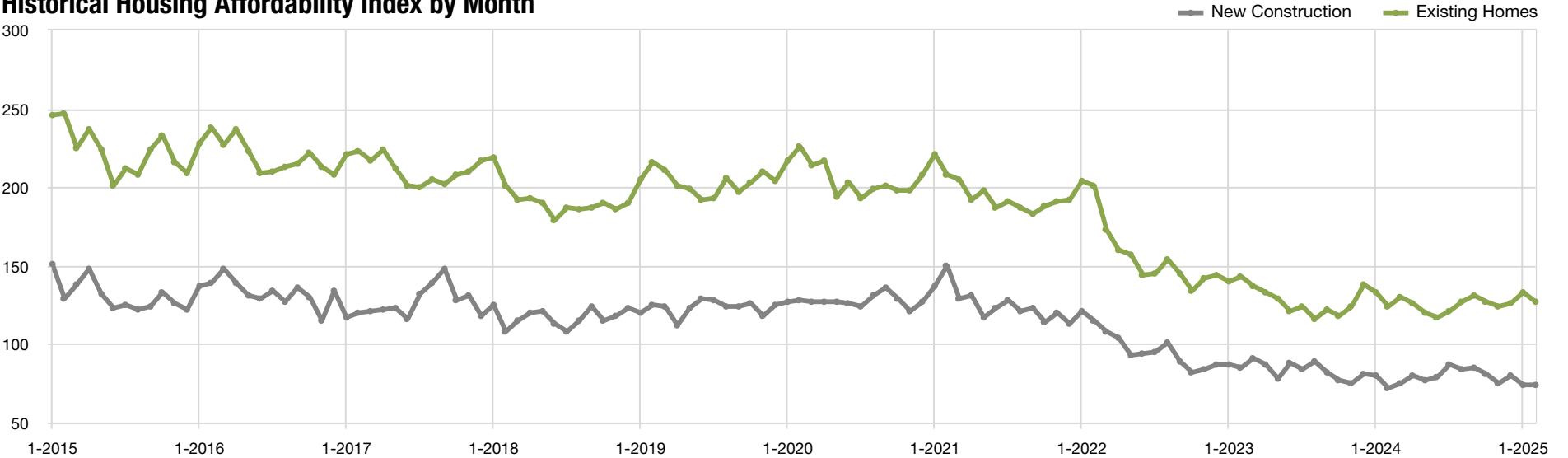
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	75	- 17.6%	130	- 5.1%
Apr-2024	80	- 8.0%	126	- 5.3%
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	117	- 3.3%
Jul-2024	87	+ 3.6%	121	- 2.4%
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	85	+ 3.7%	131	+ 7.4%
Oct-2024	81	+ 5.2%	127	+ 7.6%
Nov-2024	75	0.0%	124	0.0%
Dec-2024	80	- 1.2%	126	- 8.7%
Jan-2025	74	- 7.5%	133	0.0%
Feb-2025	74	+ 2.8%	127	+ 2.4%
12-Month Avg	79	- 3.7%	126	- 0.8%

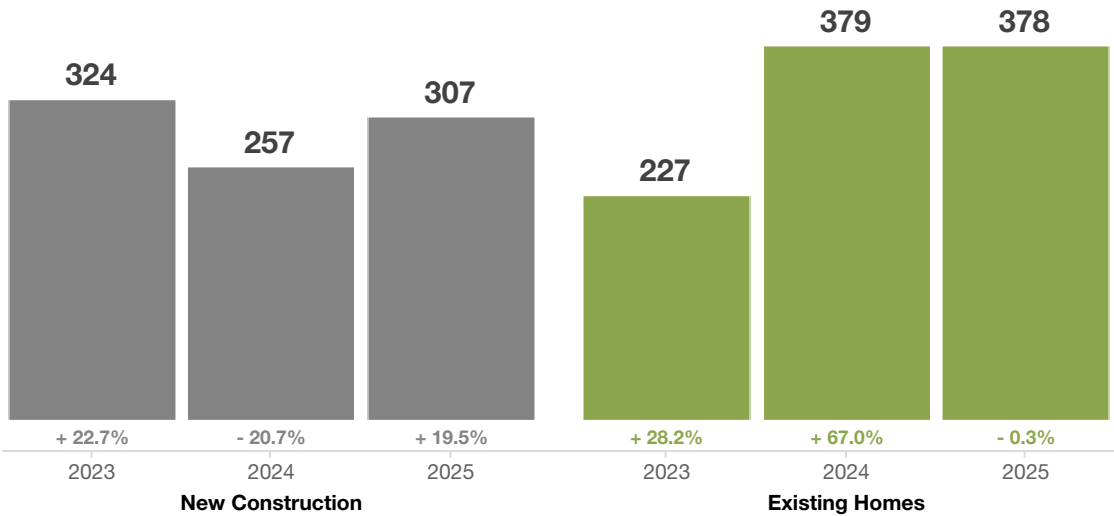
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

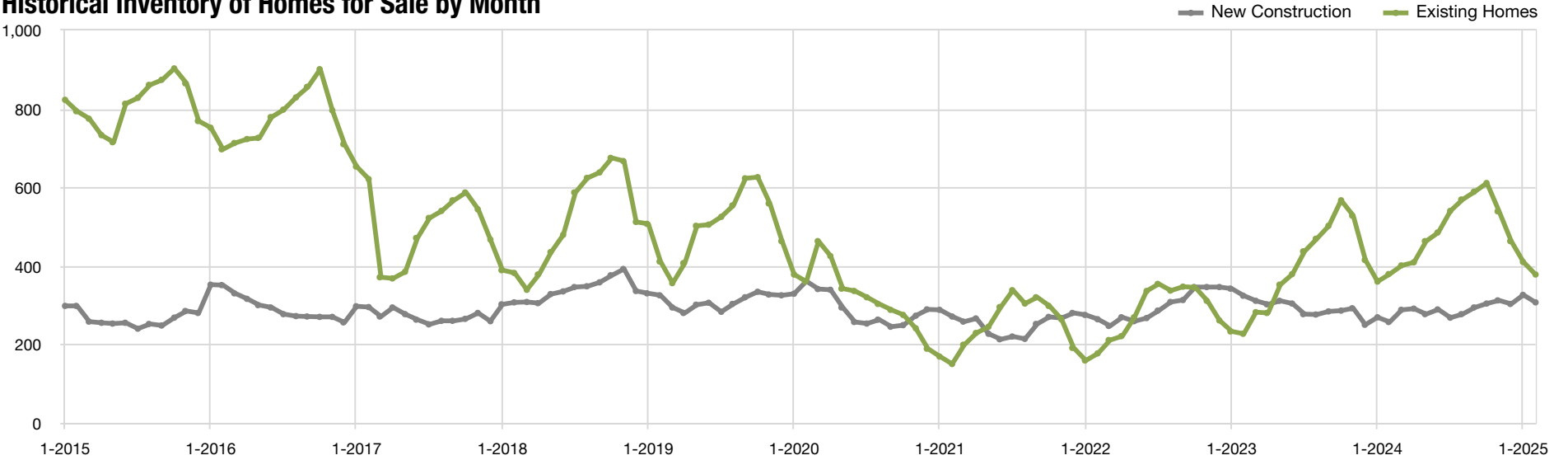
The number of properties available for sale in active status at the end of a given month.

February



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	288	- 7.4%	401	+ 42.2%
Apr-2024	291	- 3.6%	409	+ 46.1%
May-2024	277	- 10.9%	463	+ 31.5%
Jun-2024	289	- 4.9%	485	+ 28.0%
Jul-2024	268	- 3.2%	540	+ 23.6%
Aug-2024	277	+ 0.4%	569	+ 21.3%
Sep-2024	294	+ 3.5%	589	+ 17.3%
Oct-2024	304	+ 6.3%	611	+ 7.8%
Nov-2024	312	+ 6.8%	539	+ 2.1%
Dec-2024	303	+ 21.2%	463	+ 11.6%
Jan-2025	326	+ 21.2%	410	+ 13.9%
Feb-2025	307	+ 19.5%	378	- 0.3%
12-Month Avg	295	+ 3.5%	488	+ 18.2%

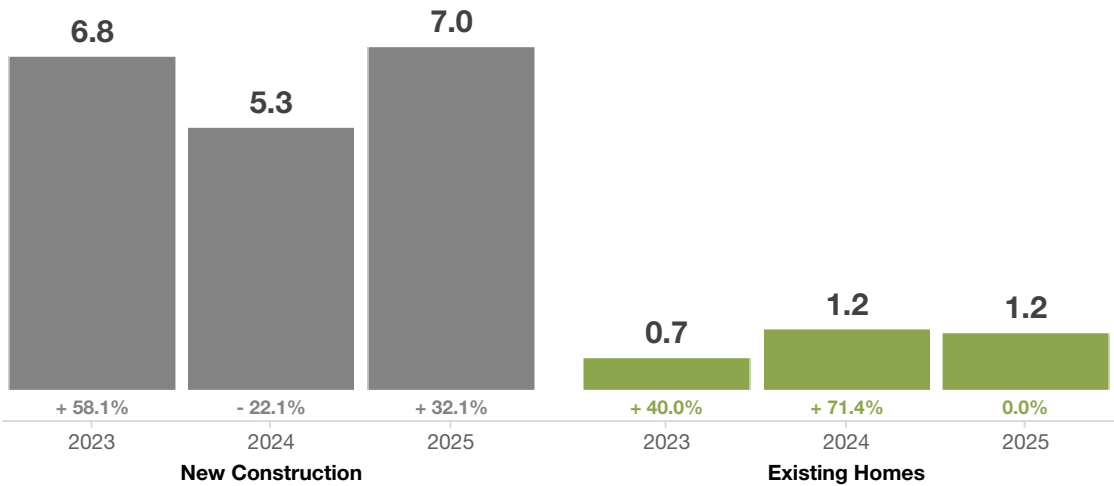
Historical Inventory of Homes for Sale by Month



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.

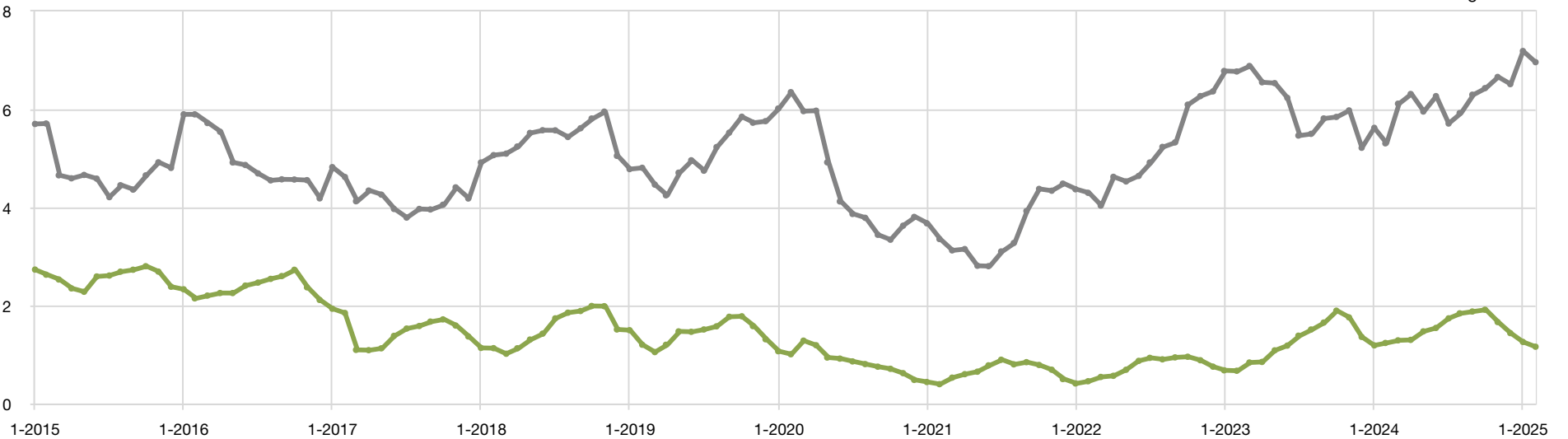
February



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Mar-2024	6.1	- 11.6%	1.3	+ 62.5%
Apr-2024	6.3	- 4.5%	1.3	+ 62.5%
May-2024	6.0	- 7.7%	1.5	+ 36.4%
Jun-2024	6.3	+ 1.6%	1.5	+ 25.0%
Jul-2024	5.7	+ 3.6%	1.7	+ 21.4%
Aug-2024	5.9	+ 7.3%	1.8	+ 20.0%
Sep-2024	6.3	+ 8.6%	1.9	+ 11.8%
Oct-2024	6.4	+ 10.3%	1.9	0.0%
Nov-2024	6.7	+ 11.7%	1.7	- 5.6%
Dec-2024	6.5	+ 25.0%	1.4	0.0%
Jan-2025	7.2	+ 28.6%	1.3	+ 8.3%
Feb-2025	7.0	+ 32.1%	1.2	0.0%
12-Month Avg*	6.4	+ 7.6%	1.5	+ 16.0%

* Months Supply for all properties from March 2024 through February 2025. 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	2-2024	2-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		506	479	- 5.3%	928	1,017	+ 9.6%
Pending Sales		337	322	- 4.5%	617	636	+ 3.1%
Closed Sales		211	230	+ 9.0%	492	492	0.0%
Days on Market Until Sale		27	32	+ 18.5%	29	29	0.0%
Median Closed Price		\$291,000	\$308,750	+ 6.1%	\$290,000	\$292,000	+ 0.7%
Average Closed Price		\$322,092	\$350,960	+ 9.0%	\$331,463	\$335,735	+ 1.3%
Percent of List Price Received		98.4%	98.9%	+ 0.5%	97.9%	98.7%	+ 0.8%
Housing Affordability Index		118	113	- 4.2%	119	120	+ 0.8%
Inventory of Homes for Sale		636	685	+ 7.7%	—	—	—
Months Supply of Inventory		1.8	1.9	+ 5.6%	—	—	—