

Monthly Indicators

Lincoln Area Region



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings decreased 16.5 percent for New Construction but increased 1.4 percent for Existing Homes. Pending Sales increased 2.0 percent for New Construction but decreased 4.0 percent for Existing Homes. Inventory increased 11.1 percent for New Construction and 3.4 percent for Existing Homes.

Median Closed Price decreased 5.9 percent for New Construction but increased 12.0 percent for Existing Homes. Days on Market increased 39.0 percent for New Construction and 12.5 percent for Existing Homes. Months Supply of Inventory increased 16.4 percent for New Construction but remained flat for Existing Homes.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

- 2.6%

Change in
Closed Sales
All Properties

+ 8.8%

Change in
Median Closed Price
All Properties

+ 6.6%

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.

New Construction Overview	2
Existing Homes Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Closed Price	8
Average Closed Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
New and Existing Homes Combined	14

New Construction Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. New Construction properties only.



Lincoln Area Region

Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		133	111	- 16.5%	344	361	+ 4.9%
Pending Sales		51	52	+ 2.0%	161	142	- 11.8%
Closed Sales		47	31	- 34.0%	120	109	- 9.2%
Days on Market Until Sale		41	57	+ 39.0%	44	49	+ 11.4%
Median Closed Price		\$465,000	\$437,500	- 5.9%	\$462,450	\$467,616	+ 1.1%
Average Closed Price		\$483,553	\$499,033	+ 3.2%	\$485,618	\$499,215	+ 2.8%
Percent of List Price Received		100.2%	99.9%	- 0.3%	100.2%	100.7%	+ 0.5%
Housing Affordability Index		75	81	+ 8.0%	75	76	+ 1.3%
Inventory of Homes for Sale		288	320	+ 11.1%	—	—	—
Months Supply of Inventory		6.1	7.1	+ 16.4%	—	—	—

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.

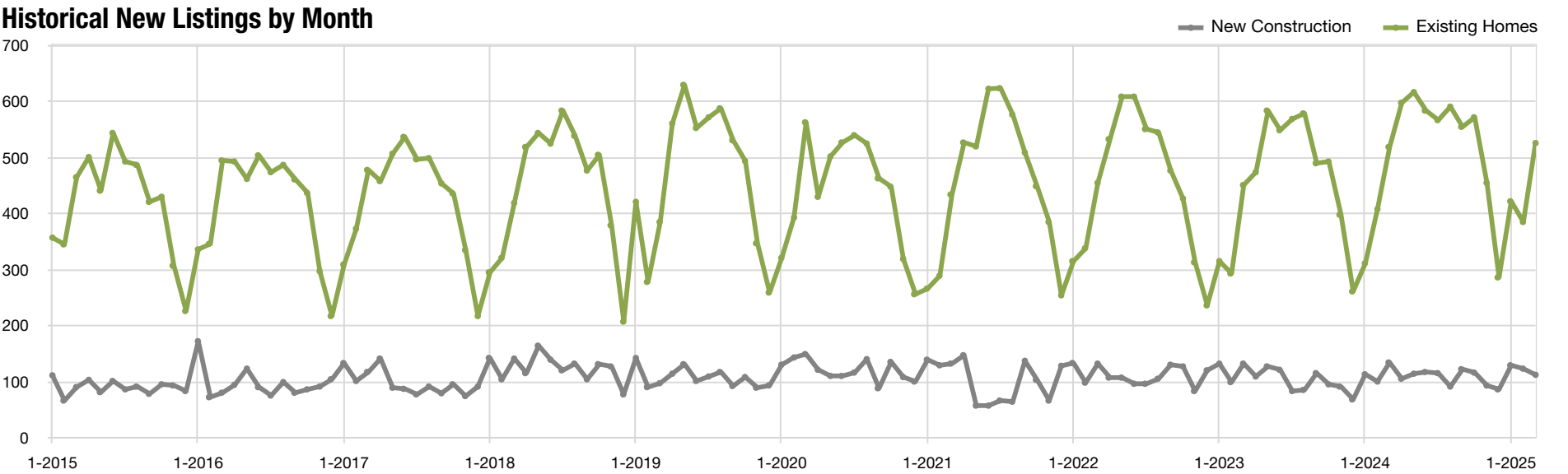
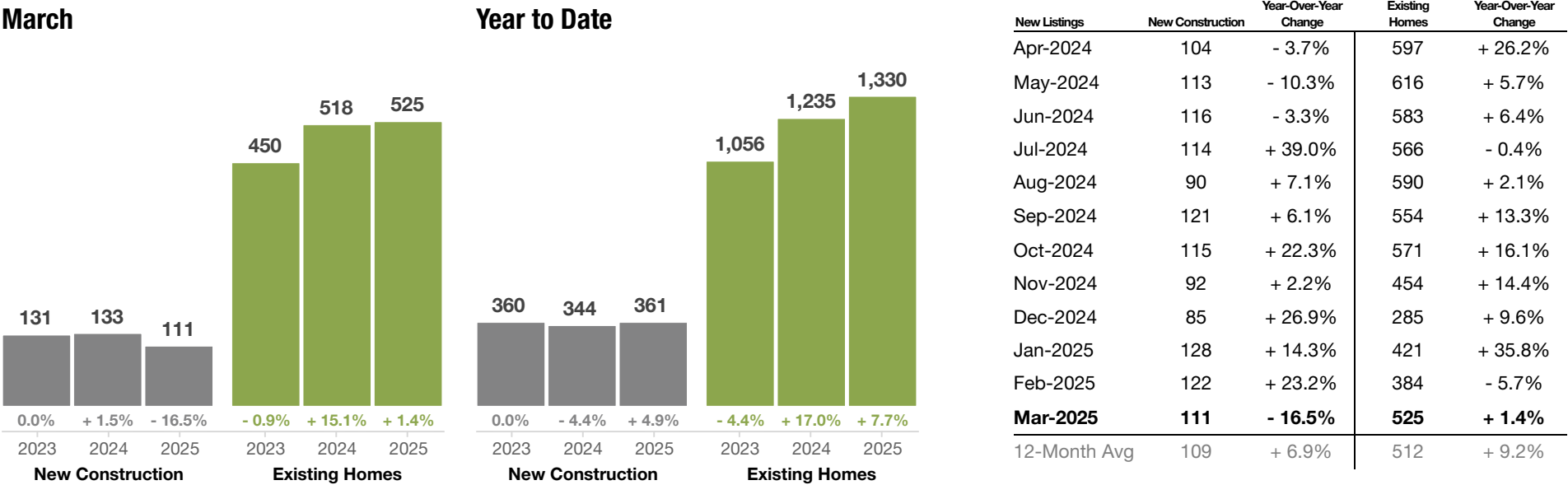


Lincoln Area Region

Key Metrics	Historical Sparkbars	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		518	525	+ 1.4%	1,235	1,330	+ 7.7%
Pending Sales		378	363	- 4.0%	885	929	+ 5.0%
Closed Sales		302	309	+ 2.3%	721	736	+ 2.1%
Days on Market Until Sale		24	27	+ 12.5%	25	27	+ 8.0%
Median Closed Price		\$267,950	\$300,000	+ 12.0%	\$269,950	\$280,000	+ 3.7%
Average Closed Price		\$304,832	\$363,569	+ 19.3%	\$304,529	\$329,948	+ 8.3%
Percent of List Price Received		99.0%	98.6%	- 0.4%	98.2%	98.5%	+ 0.3%
Housing Affordability Index		130	118	- 9.2%	129	126	- 2.3%
Inventory of Homes for Sale		409	423	+ 3.4%	—	—	—
Months Supply of Inventory		1.3	1.3	0.0%	—	—	—

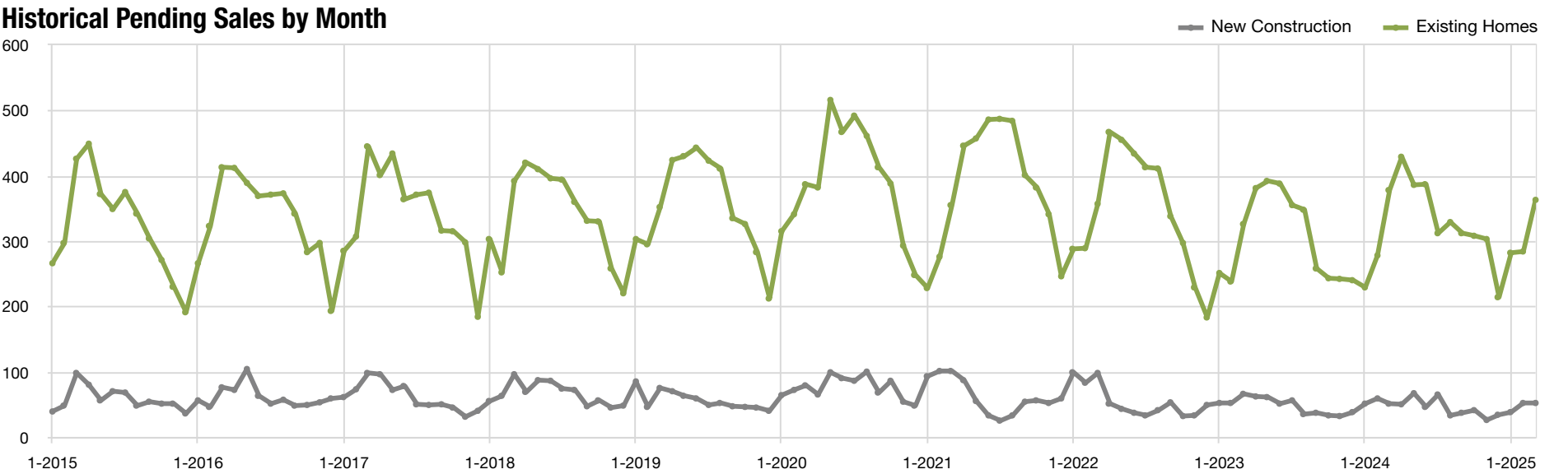
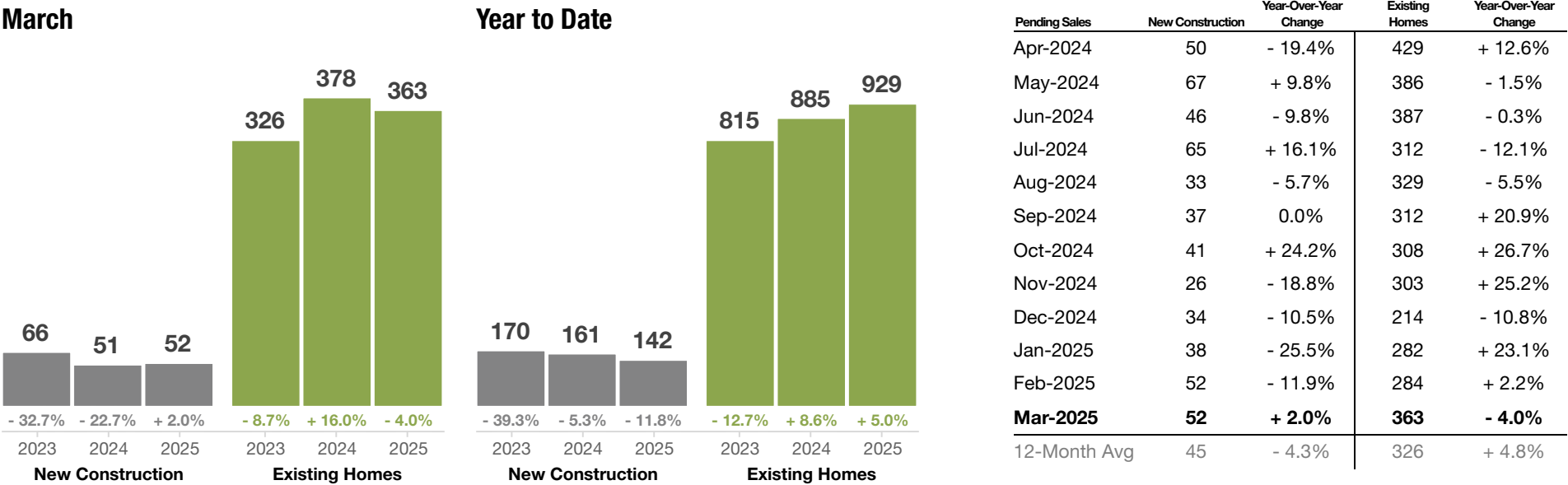
New Listings

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



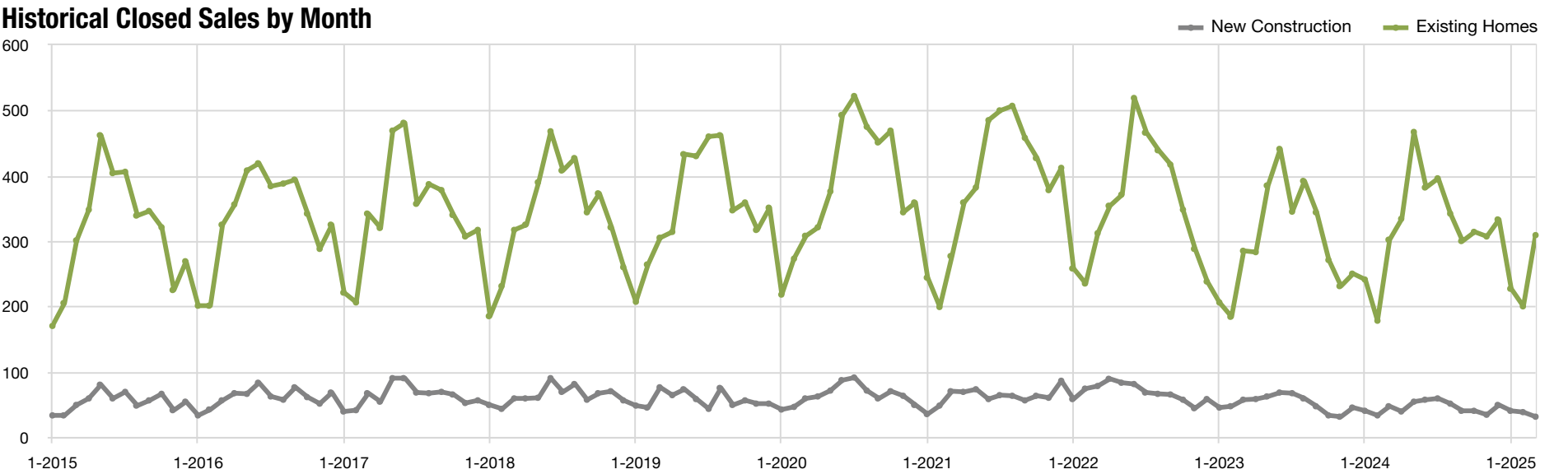
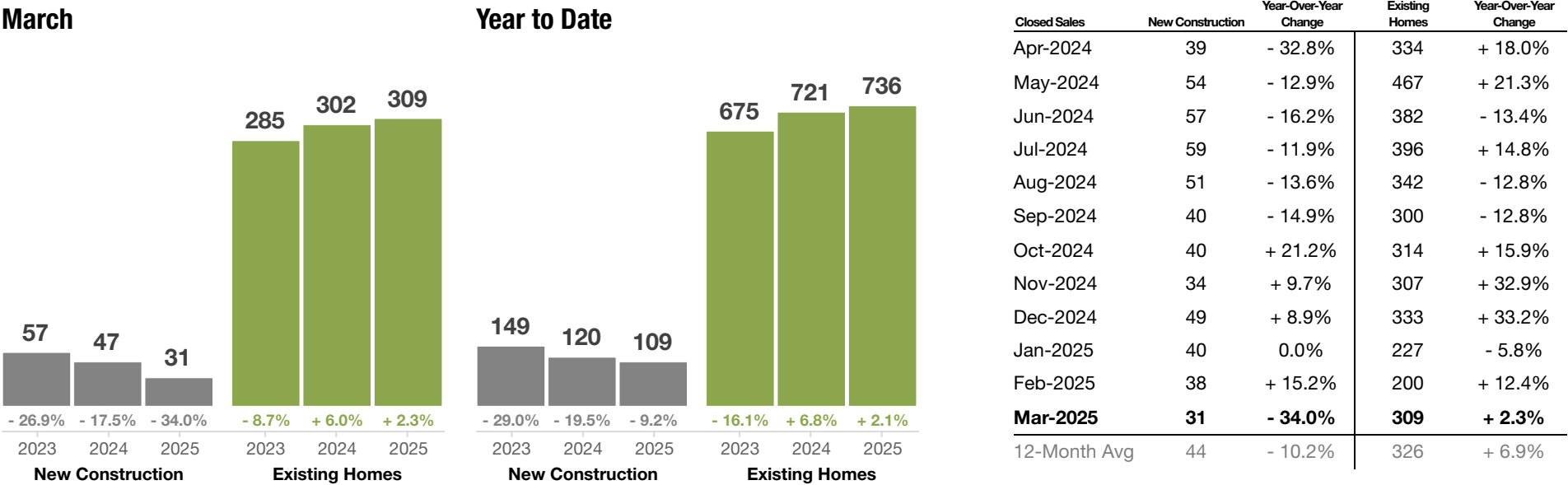
Pending Sales

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



Closed Sales

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



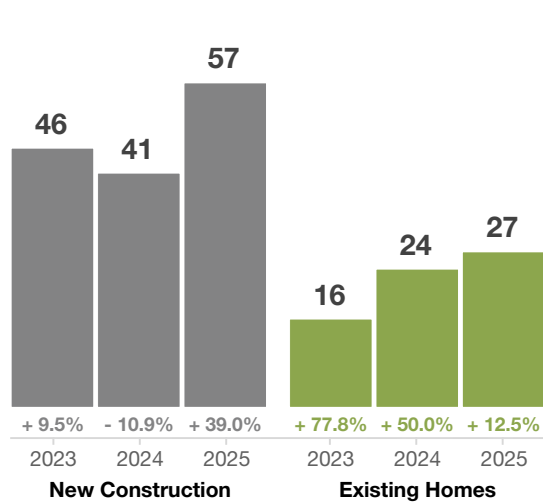
Days on Market Until Sale

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

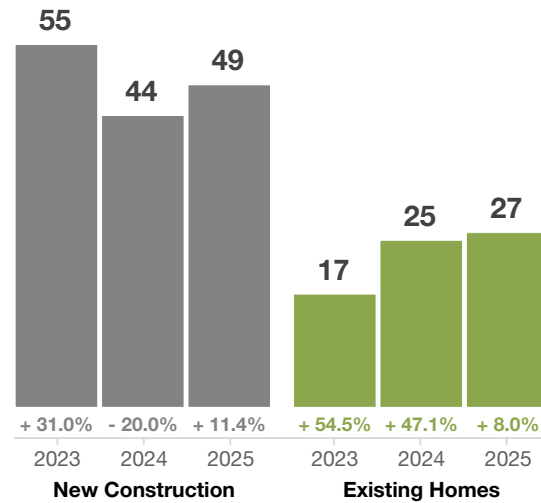


Lincoln Area Region

March



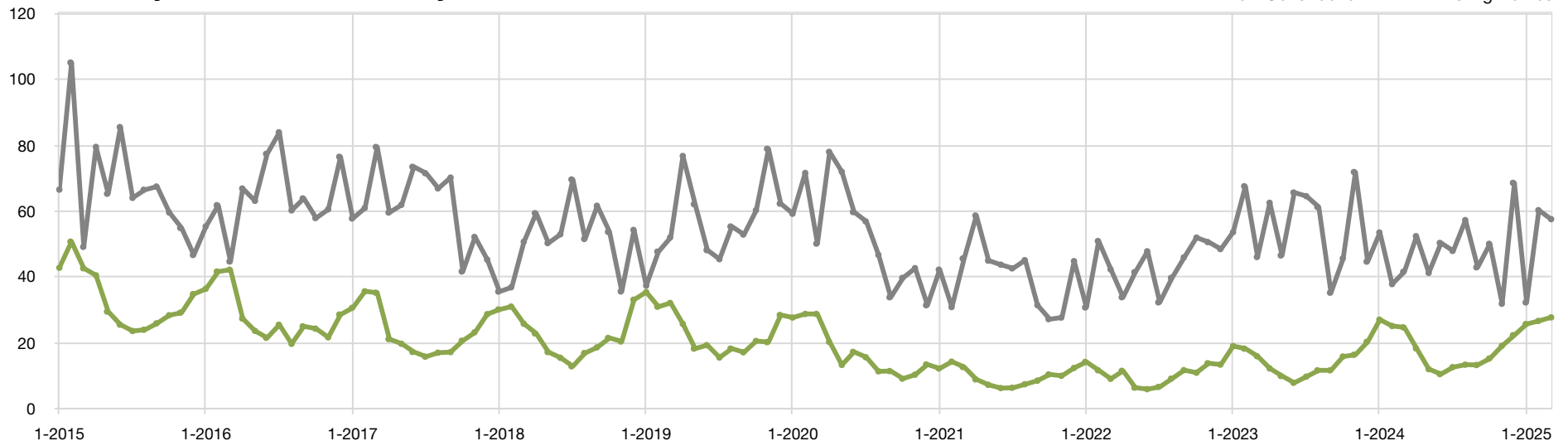
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	50	+ 11.1%	15	- 6.3%
Nov-2024	32	- 55.6%	19	+ 18.8%
Dec-2024	68	+ 54.5%	22	+ 10.0%
Jan-2025	32	- 39.6%	25	- 7.4%
Feb-2025	60	+ 57.9%	26	+ 4.0%
Mar-2025	57	+ 39.0%	27	+ 12.5%
12-Month Avg*	49	- 7.5%	17	+ 16.1%

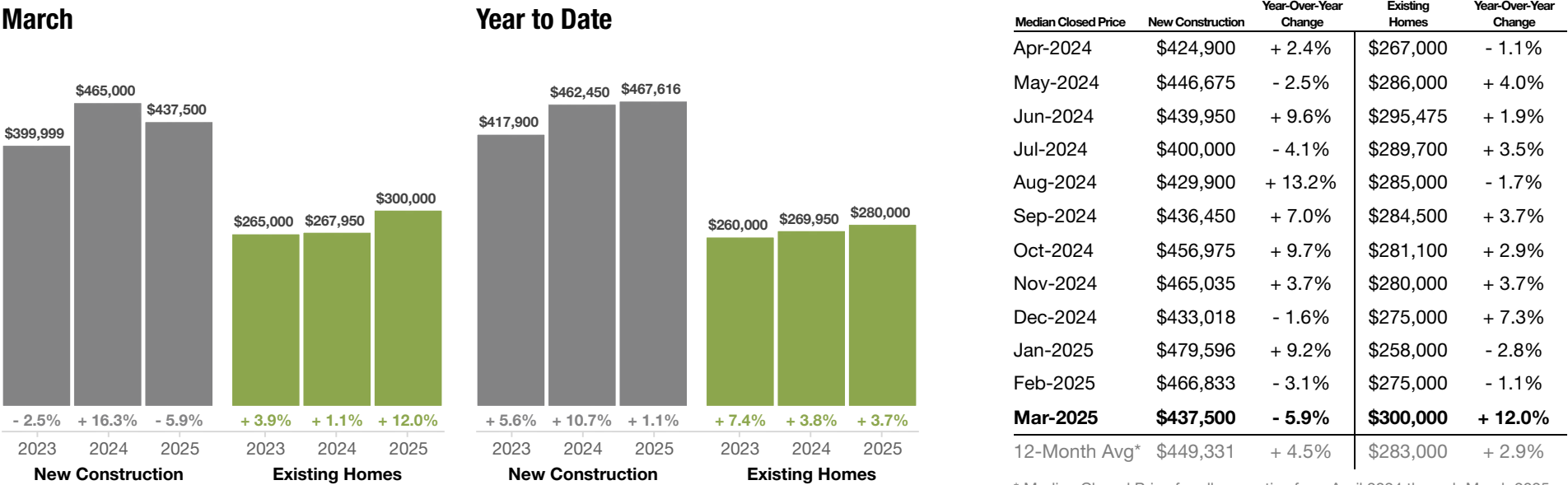
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



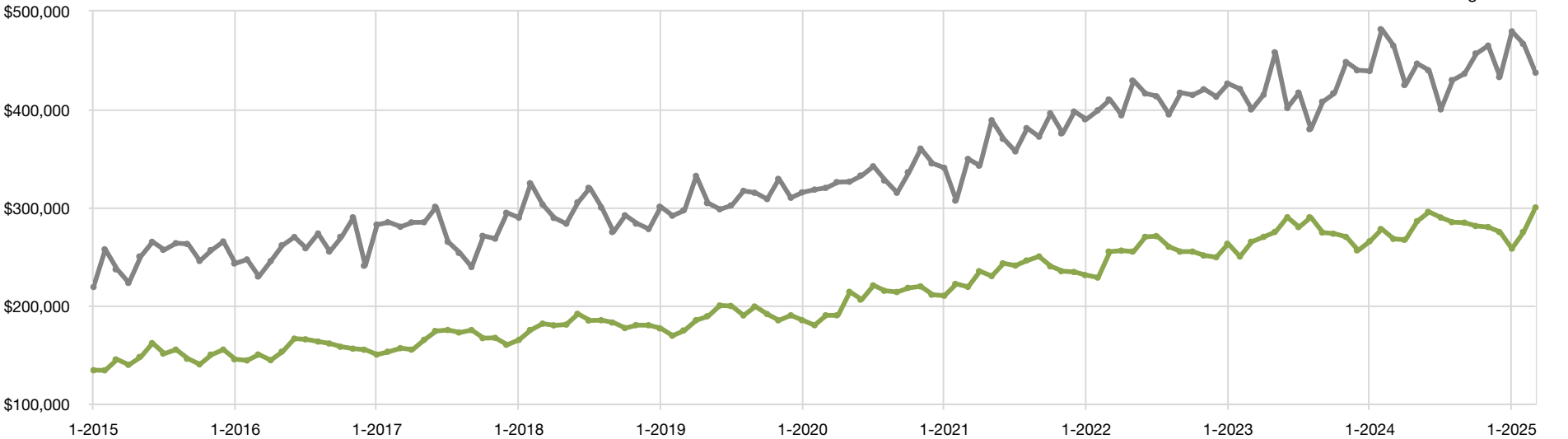
Median Closed Price

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



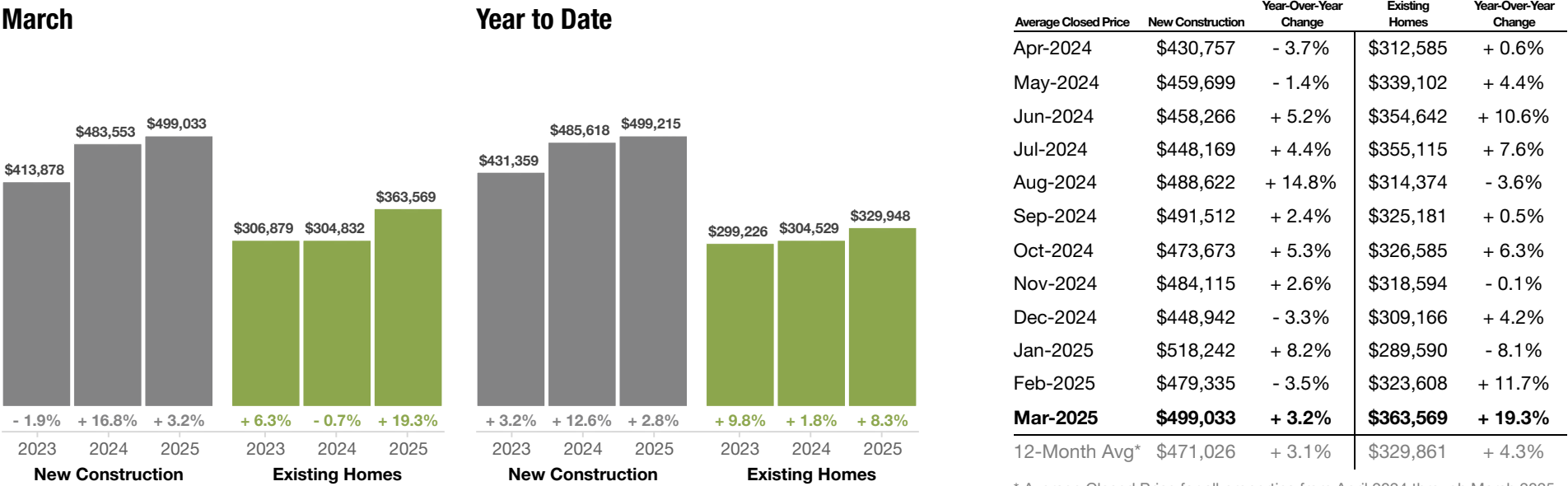
* Median Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Median Closed Price by Month



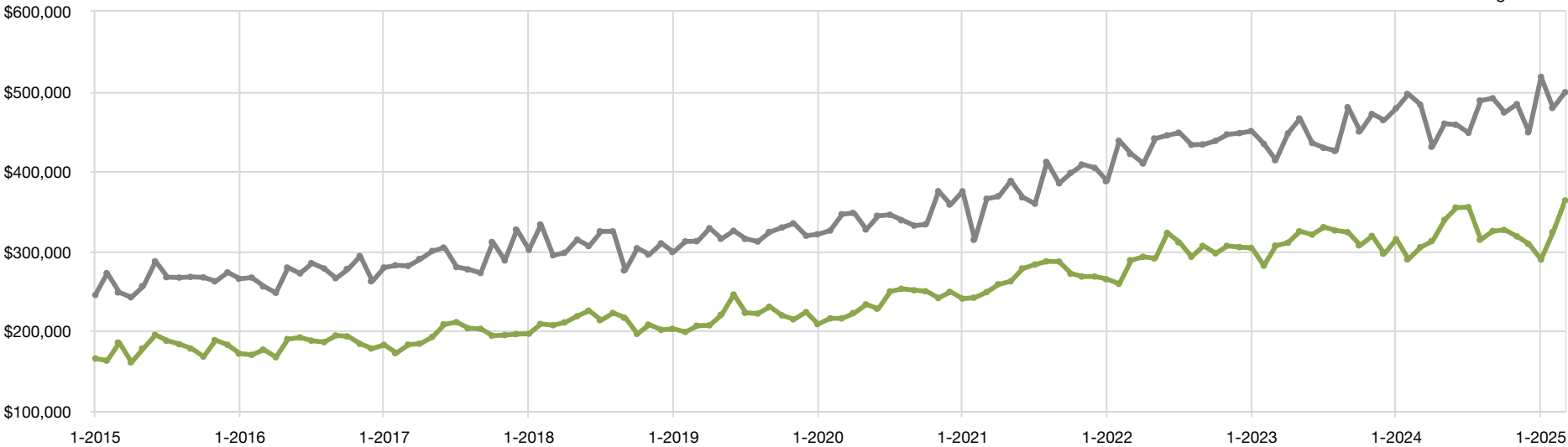
Average Closed Price

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



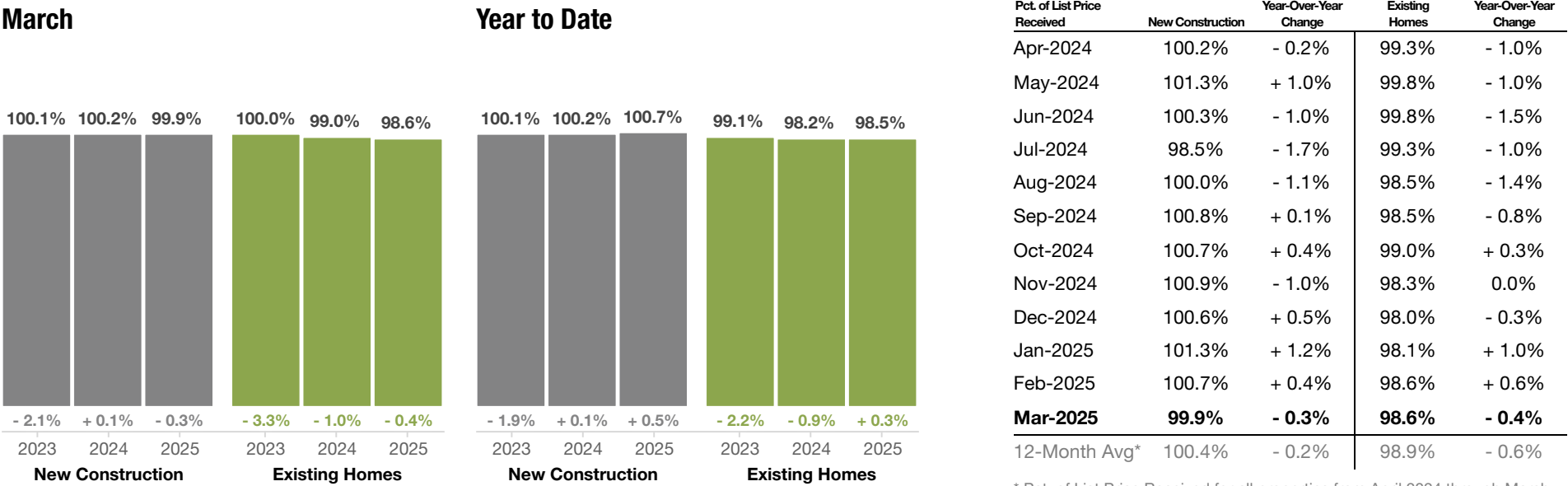
* Average Closed Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Average Closed Price by Month



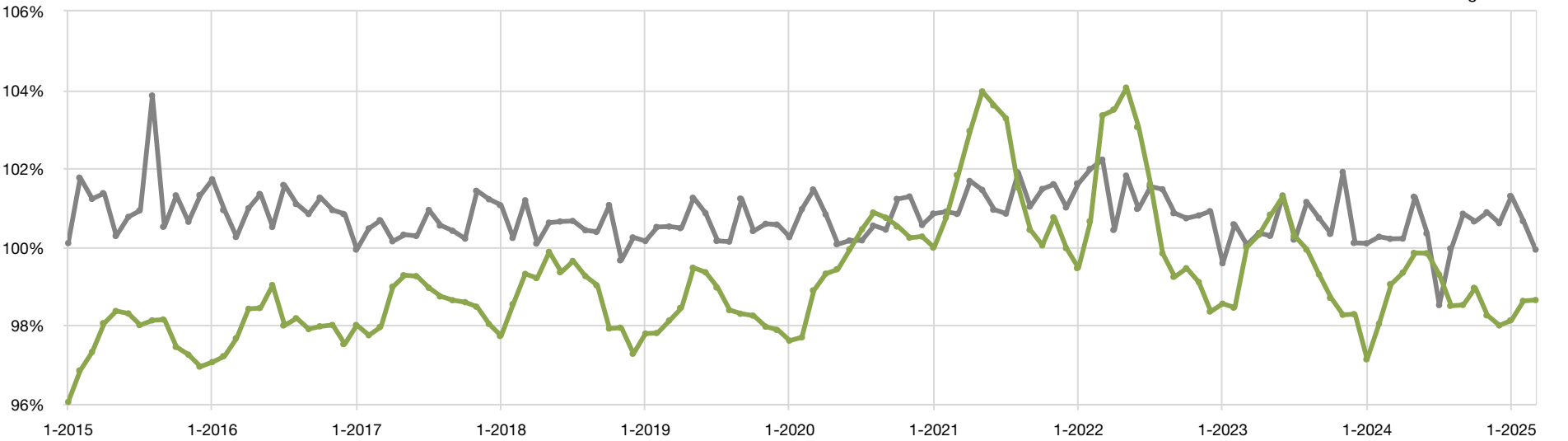
Percent of List Price Received

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.



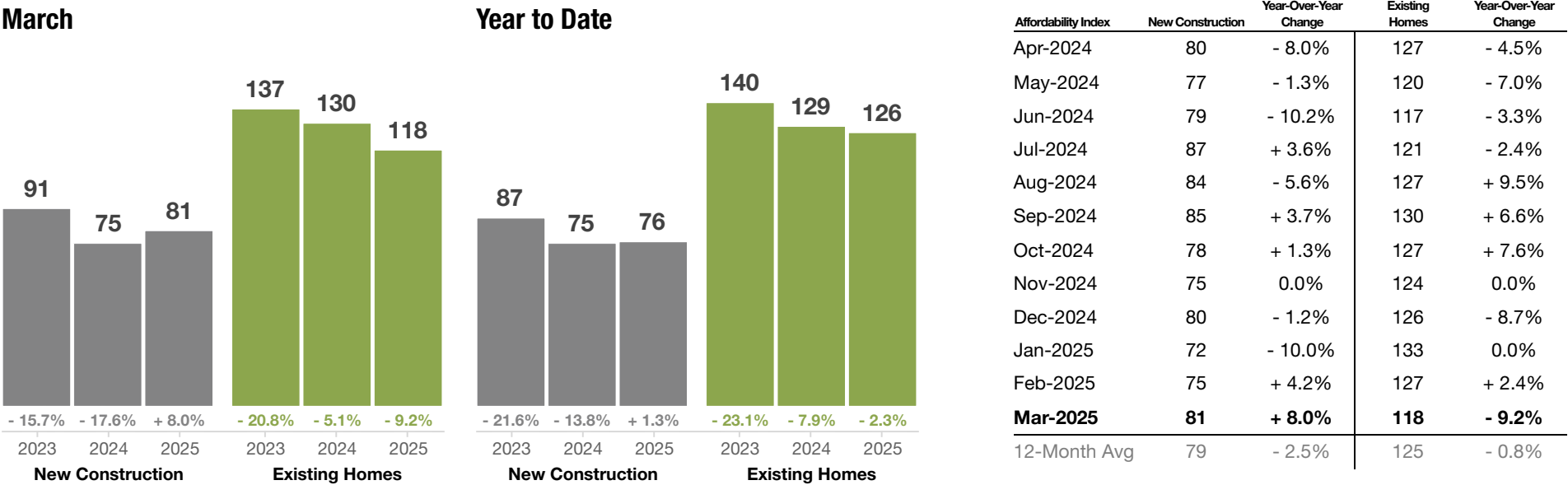
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

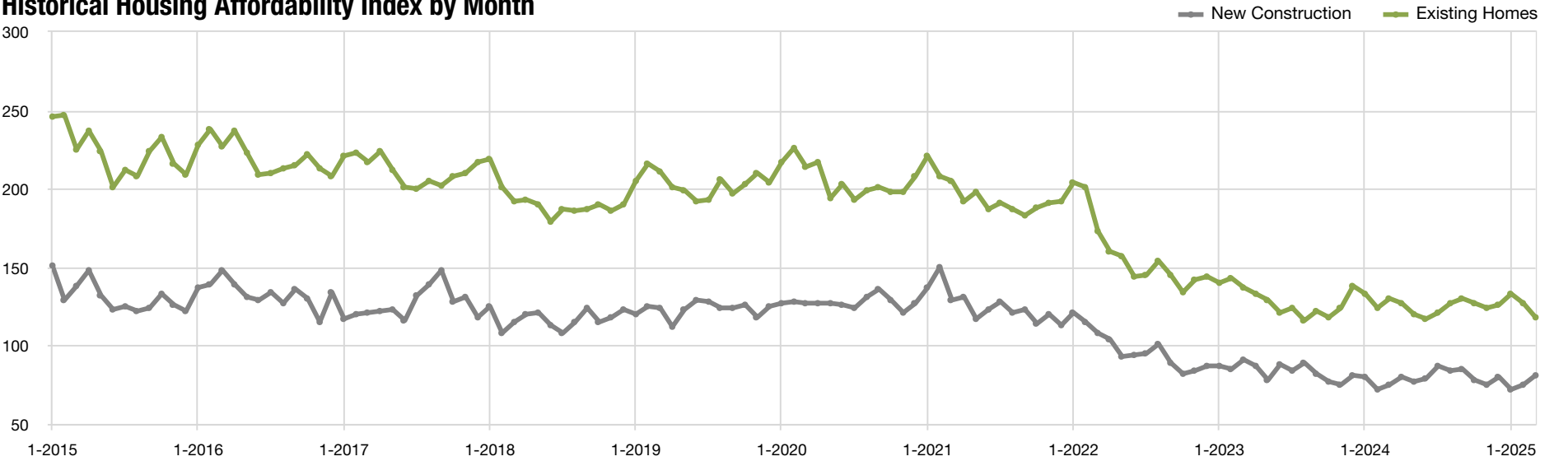


Housing Affordability Index

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.



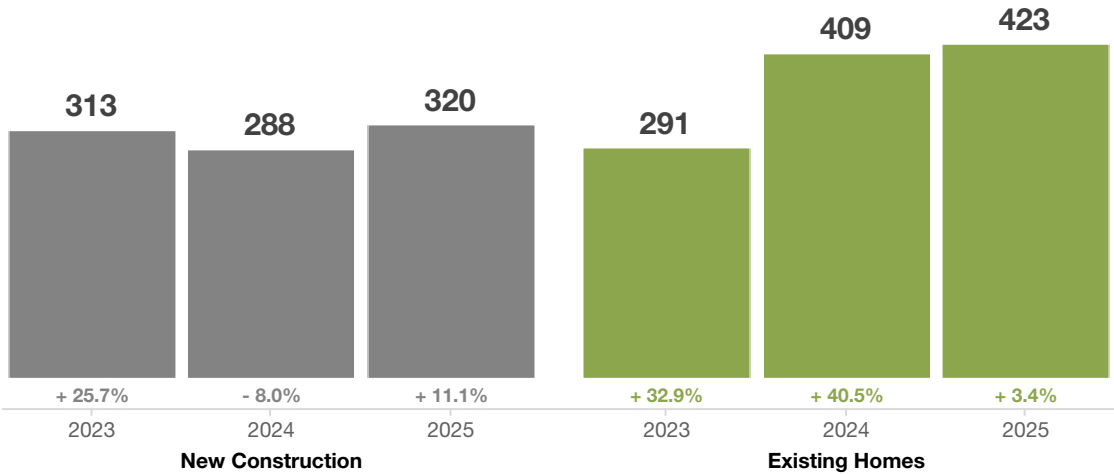
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

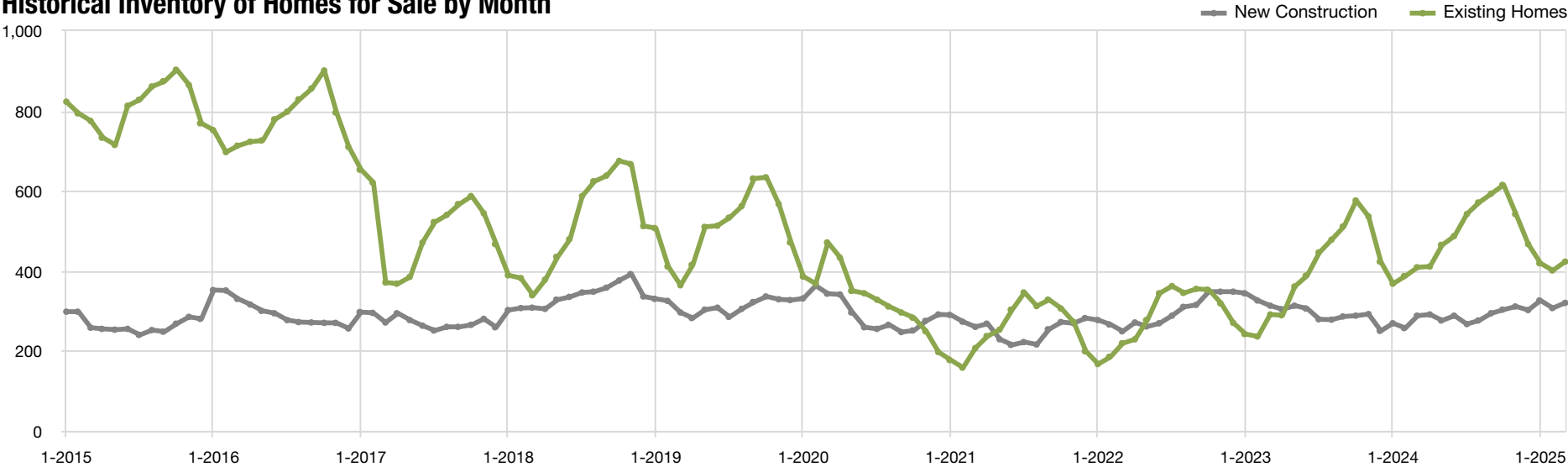
The number of properties available for sale in active status at the end of a given month.

March



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	291	- 4.3%	411	+ 42.2%
May-2024	276	- 11.8%	465	+ 28.8%
Jun-2024	288	- 5.9%	487	+ 25.5%
Jul-2024	267	- 4.3%	542	+ 21.5%
Aug-2024	276	- 0.7%	571	+ 19.5%
Sep-2024	294	+ 2.8%	593	+ 16.0%
Oct-2024	303	+ 5.2%	615	+ 6.8%
Nov-2024	311	+ 6.5%	542	+ 1.1%
Dec-2024	302	+ 20.8%	467	+ 10.4%
Jan-2025	326	+ 21.2%	419	+ 13.9%
Feb-2025	307	+ 19.5%	401	+ 3.6%
Mar-2025	320	+ 11.1%	423	+ 3.4%
12-Month Avg	297	+ 4.6%	495	+ 14.8%

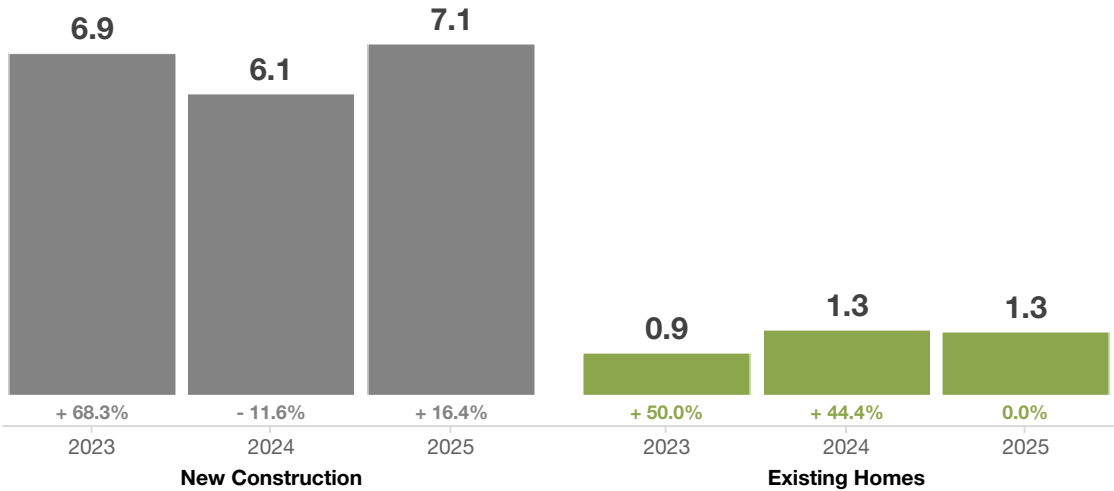
Historical Inventory of Homes for Sale by Month



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.

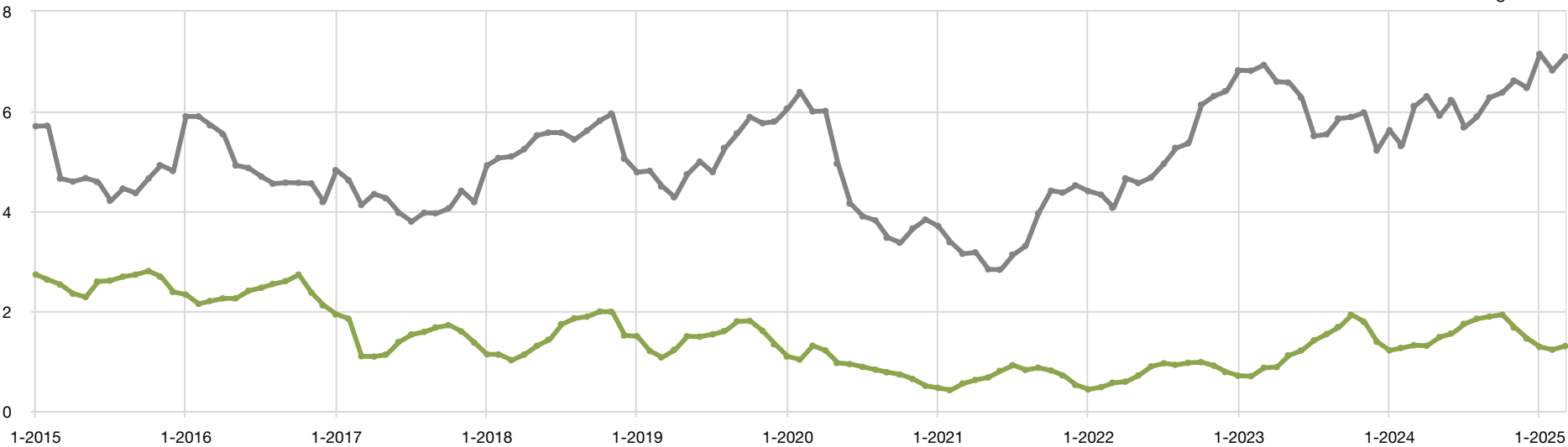
March



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Apr-2024	6.3	- 4.5%	1.3	+ 44.4%
May-2024	5.9	- 10.6%	1.5	+ 36.4%
Jun-2024	6.2	- 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	+ 6.8%	1.9	+ 11.8%
Oct-2024	6.4	+ 8.5%	1.9	0.0%
Nov-2024	6.6	+ 10.0%	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	6.8	+ 28.3%	1.2	- 7.7%
Mar-2025	7.1	+ 16.4%	1.3	0.0%
12-Month Avg*	6.4	+ 9.0%	1.6	+ 11.7%

* Months Supply for all properties from April 2024 through March 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	3-2024	3-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		651	636	- 2.3%	1,579	1,691	+ 7.1%
Pending Sales		429	415	- 3.3%	1,046	1,071	+ 2.4%
Closed Sales		349	340	- 2.6%	841	845	+ 0.5%
Days on Market Until Sale		27	30	+ 11.1%	28	29	+ 3.6%
Median Closed Price		\$290,000	\$315,500	+ 8.8%	\$290,000	\$301,024	+ 3.8%
Average Closed Price		\$328,900	\$375,920	+ 14.3%	\$330,398	\$351,808	+ 6.5%
Percent of List Price Received		99.2%	98.8%	- 0.4%	98.5%	98.8%	+ 0.3%
Housing Affordability Index		120	112	- 6.7%	120	117	- 2.5%
Inventory of Homes for Sale		697	743	+ 6.6%	—	—	—
Months Supply of Inventory		1.9	2.0	+ 5.3%	—	—	—