

Monthly Indicators

Lincoln Area Region



April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings increased 26.9 percent for New Construction and 9.5 percent for Existing Homes. Pending Sales increased 8.0 percent for New Construction and 1.4 percent for Existing Homes. Inventory increased 12.4 percent for New Construction and 16.8 percent for Existing Homes.

Median Closed Price increased 11.8 percent for New Construction and 1.8 percent for Existing Homes. Days on Market decreased 19.2 percent for New Construction and 11.1 percent for Existing Homes. Months Supply of Inventory increased 11.1 percent for New Construction and 15.4 percent for Existing Homes.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

+ 1.6%	+ 7.8%	+ 15.0%
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 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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		104	132	+ 26.9%	448	502	+ 12.1%
Pending Sales		50	54	+ 8.0%	211	205	- 2.8%
Closed Sales		39	63	+ 61.5%	159	172	+ 8.2%
Days on Market Until Sale		52	42	- 19.2%	46	47	+ 2.2%
Median Closed Price		\$424,900	\$475,000	+ 11.8%	\$451,392	\$469,975	+ 4.1%
Average Closed Price		\$430,757	\$495,546	+ 15.0%	\$472,161	\$497,871	+ 5.4%
Percent of List Price Received		100.2%	100.1%	- 0.1%	100.2%	100.5%	+ 0.3%
Housing Affordability Index		80	73	- 8.8%	75	74	- 1.3%
Inventory of Homes for Sale		291	327	+ 12.4%	—	—	—
Months Supply of Inventory		6.3	7.0	+ 11.1%	—	—	—

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.



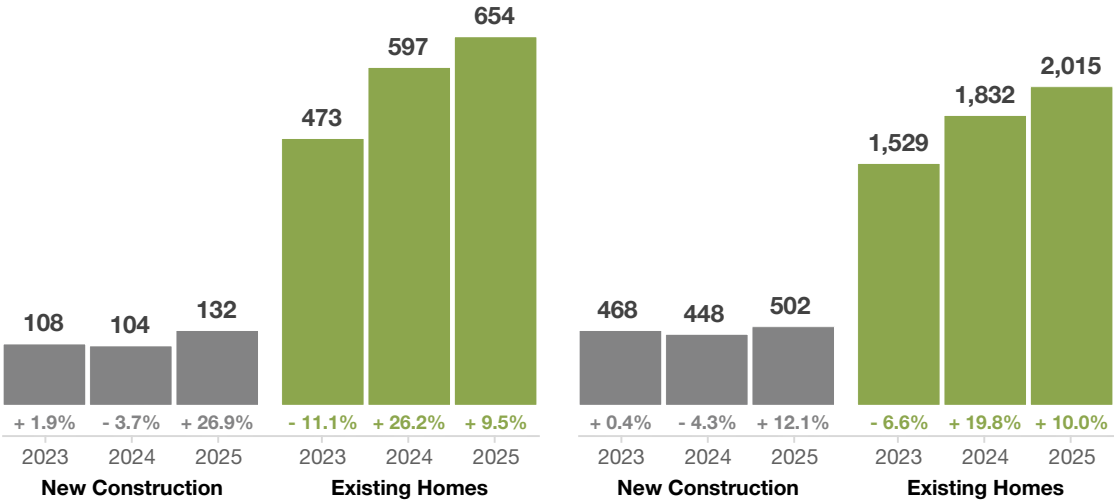
Lincoln Area Region

Key Metrics	Historical Sparkbars	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		597	654	+ 9.5%	1,832	2,015	+ 10.0%
Pending Sales		429	435	+ 1.4%	1,314	1,369	+ 4.2%
Closed Sales		334	316	- 5.4%	1,055	1,058	+ 0.3%
Days on Market Until Sale		18	16	- 11.1%	23	23	0.0%
Median Closed Price		\$267,000	\$271,750	+ 1.8%	\$269,450	\$275,000	+ 2.1%
Average Closed Price		\$312,585	\$310,314	- 0.7%	\$307,082	\$323,769	+ 5.4%
Percent of List Price Received		99.3%	99.1%	- 0.2%	98.5%	98.7%	+ 0.2%
Housing Affordability Index		127	128	+ 0.8%	125	127	+ 1.6%
Inventory of Homes for Sale		411	480	+ 16.8%	—	—	—
Months Supply of Inventory		1.3	1.5	+ 15.4%	—	—	—

New Listings

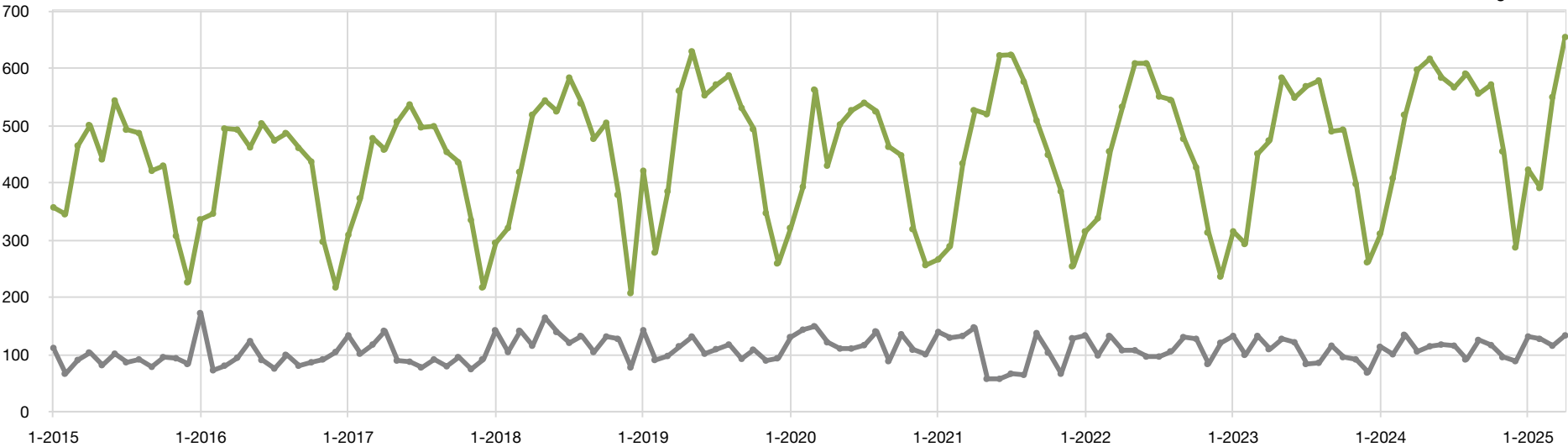
A count of the properties that have been newly listed on the market in a given month.

April



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	124	+ 8.8%	555	+ 13.5%
Oct-2024	115	+ 22.3%	571	+ 16.1%
Nov-2024	94	+ 4.4%	454	+ 14.4%
Dec-2024	87	+ 29.9%	286	+ 10.0%
Jan-2025	130	+ 16.1%	422	+ 36.1%
Feb-2025	126	+ 27.3%	390	- 4.2%
Mar-2025	114	- 14.3%	549	+ 6.0%
Apr-2025	132	+ 26.9%	654	+ 9.5%
12-Month Avg	113	+ 10.8%	520	+ 8.6%

Historical New Listings by Month

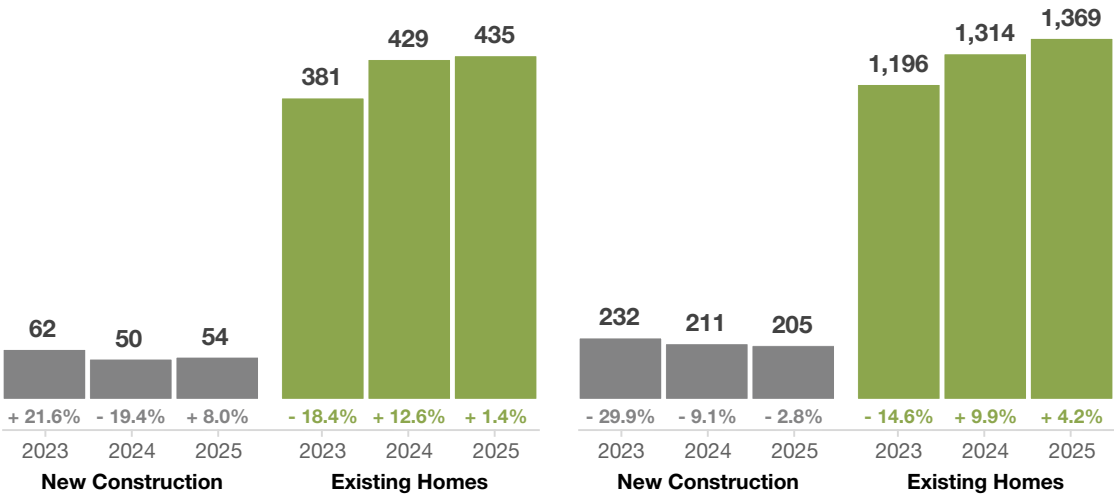


Pending Sales

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

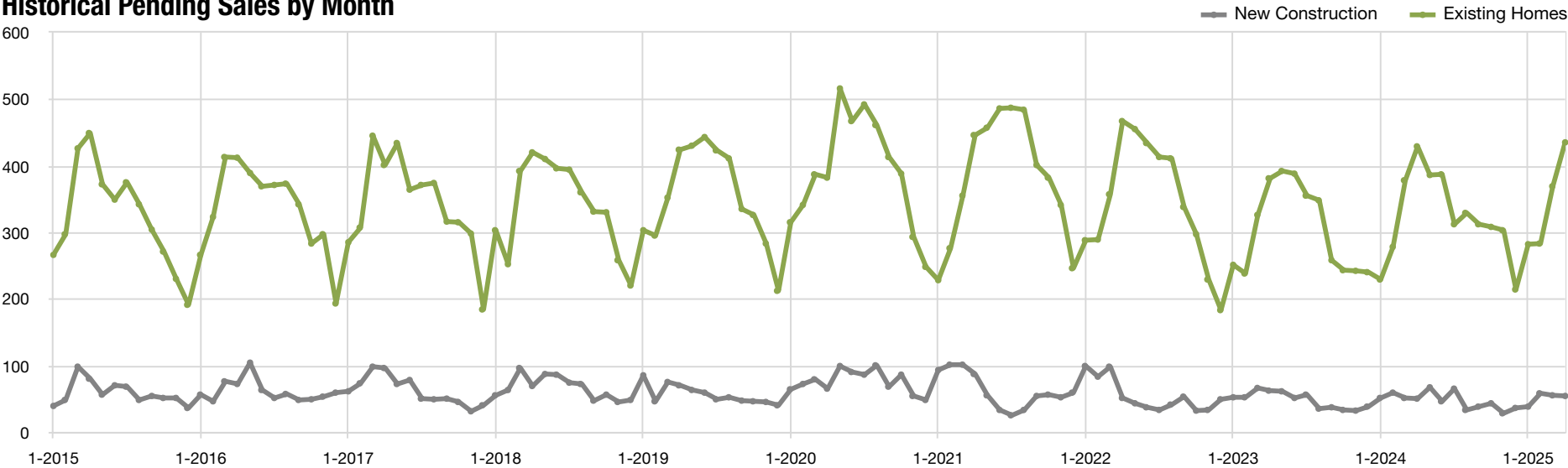
April

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	67	+ 9.8%	386	- 1.5%
Jun-2024	46	- 9.8%	387	- 0.3%
Jul-2024	65	+ 16.1%	312	- 12.1%
Aug-2024	33	- 5.7%	329	- 5.5%
Sep-2024	38	+ 2.7%	312	+ 20.9%
Oct-2024	43	+ 30.3%	308	+ 26.7%
Nov-2024	28	- 12.5%	303	+ 25.2%
Dec-2024	36	- 5.3%	214	- 10.8%
Jan-2025	38	- 25.5%	282	+ 23.1%
Feb-2025	58	- 1.7%	283	+ 1.8%
Mar-2025	55	+ 7.8%	369	- 2.4%
Apr-2025	54	+ 8.0%	435	+ 1.4%
12-Month Avg	47	+ 2.2%	327	+ 3.8%

Historical Pending Sales by Month

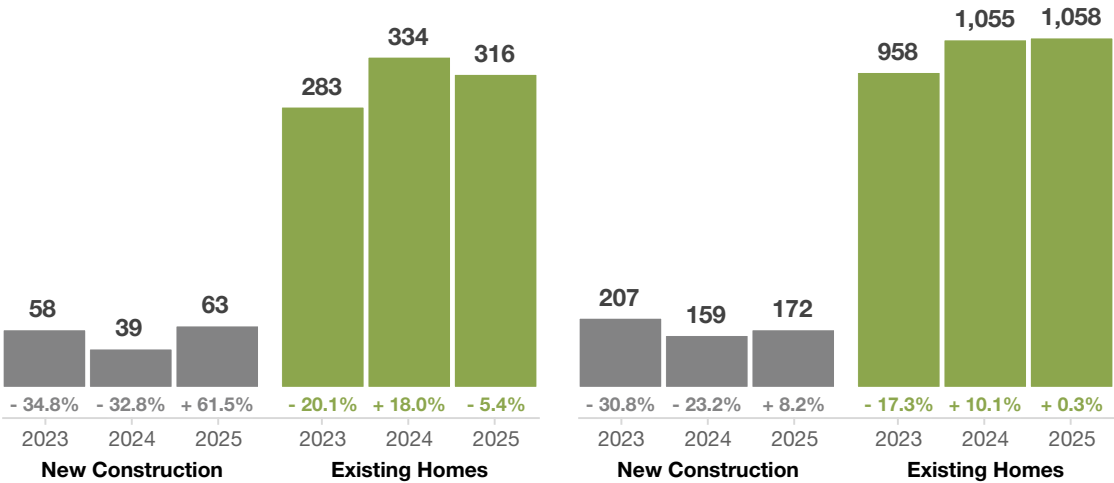


Closed Sales

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

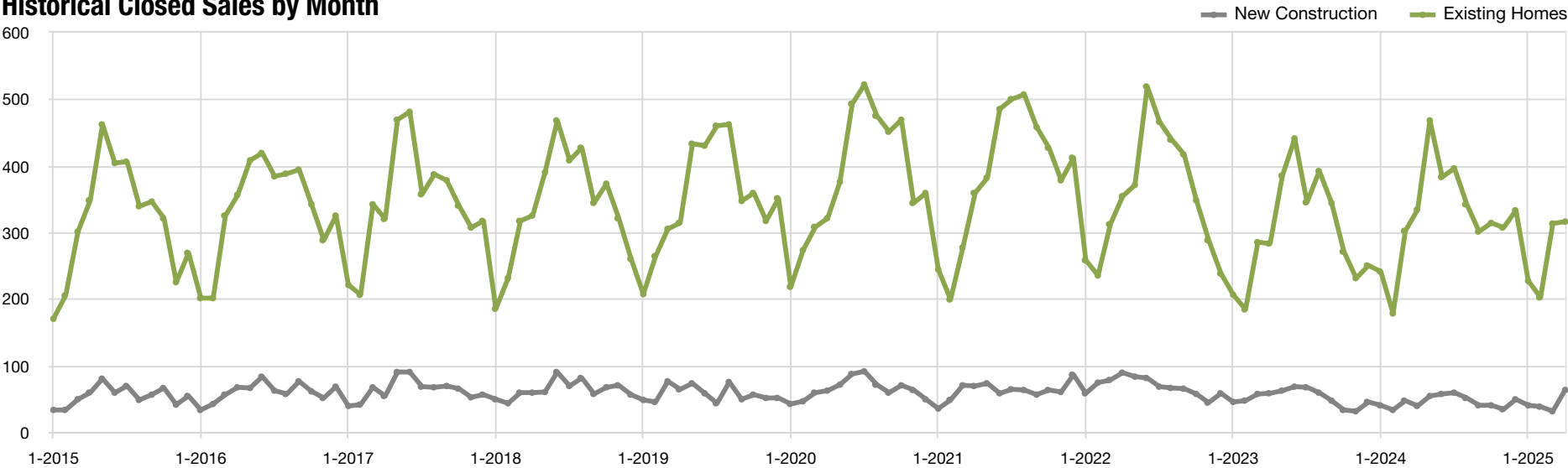
April

Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	54	- 12.9%	468	+ 21.6%
Jun-2024	57	- 16.2%	383	- 13.2%
Jul-2024	59	- 11.9%	396	+ 14.8%
Aug-2024	51	- 13.6%	342	- 12.8%
Sep-2024	40	- 14.9%	301	- 12.5%
Oct-2024	40	+ 21.2%	314	+ 15.9%
Nov-2024	34	+ 9.7%	307	+ 32.9%
Dec-2024	49	+ 8.9%	333	+ 33.2%
Jan-2025	40	0.0%	227	- 5.8%
Feb-2025	38	+ 15.2%	202	+ 13.5%
Mar-2025	31	- 34.0%	313	+ 3.6%
Apr-2025	63	+ 61.5%	316	- 5.4%
12-Month Avg	46	- 4.2%	325	+ 4.8%

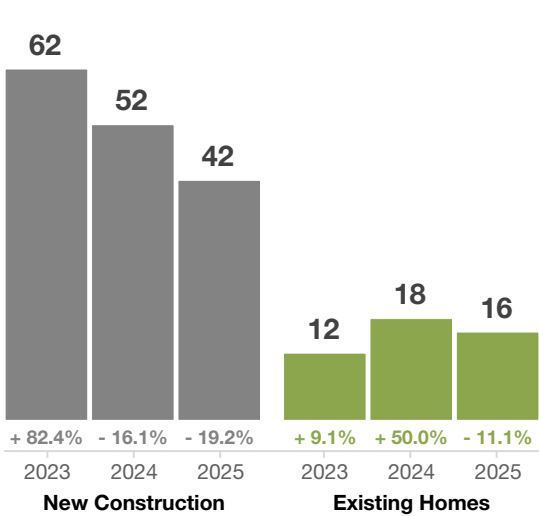
Historical Closed Sales by Month



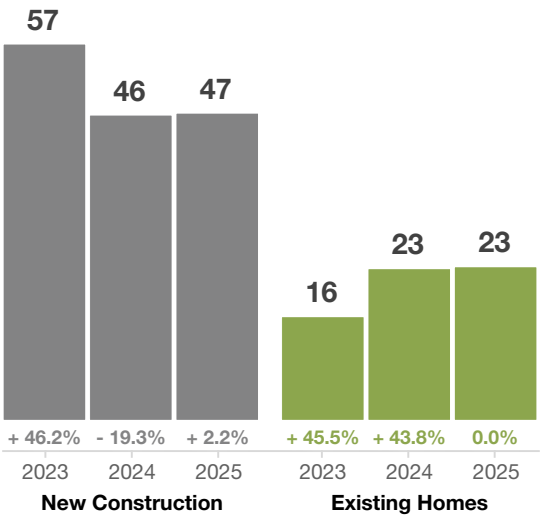
Days on Market Until Sale

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

April



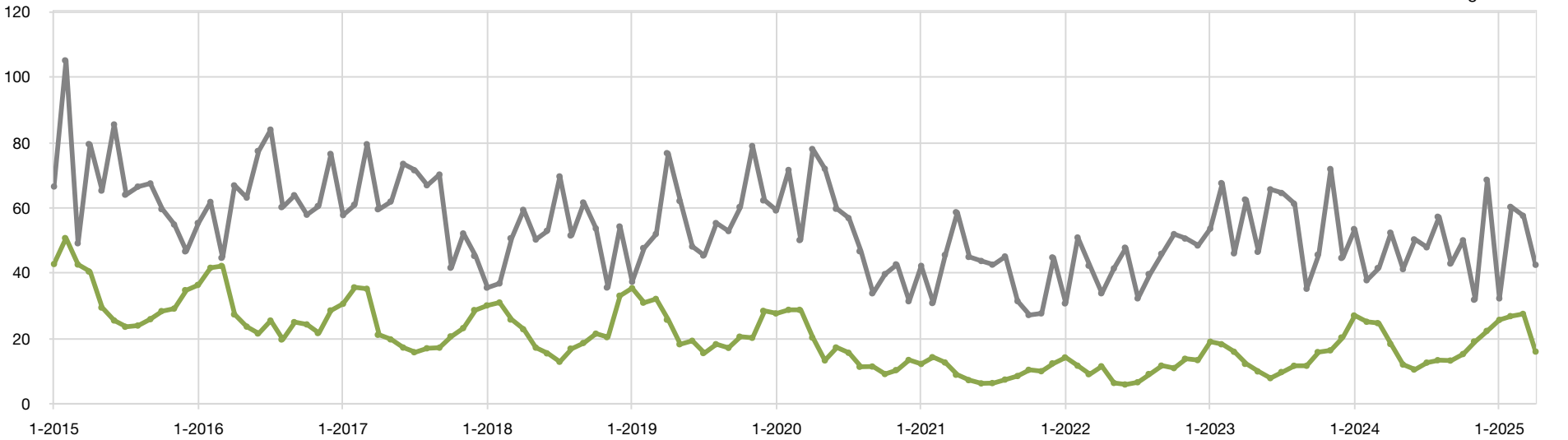
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	27	+ 8.0%
Mar-2025	57	+ 39.0%	27	+ 12.5%
Apr-2025	42	- 19.2%	16	- 11.1%
12-Month Avg*	48	- 7.6%	17	+ 10.9%

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

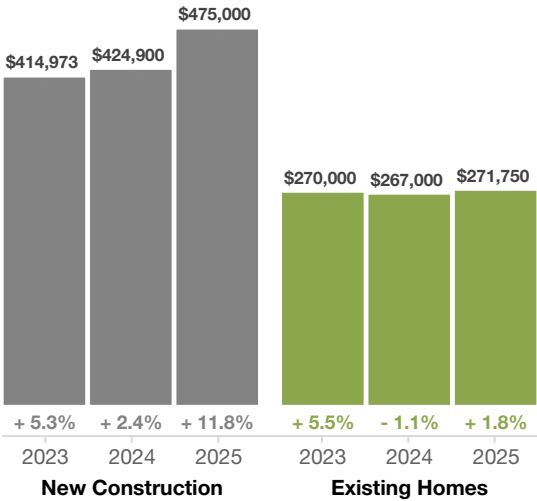
Historical Days on Market Until Sale by Month



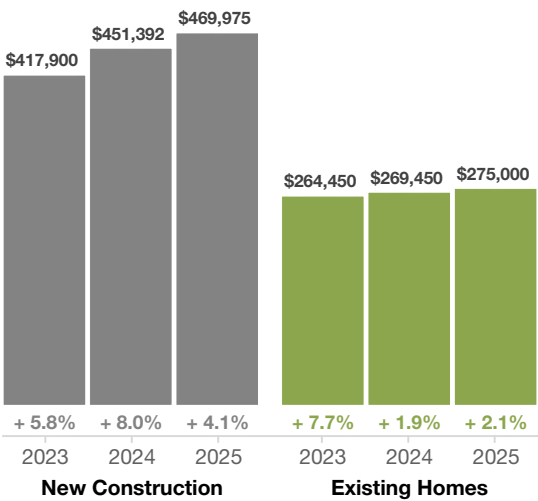
Median Closed Price

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

April



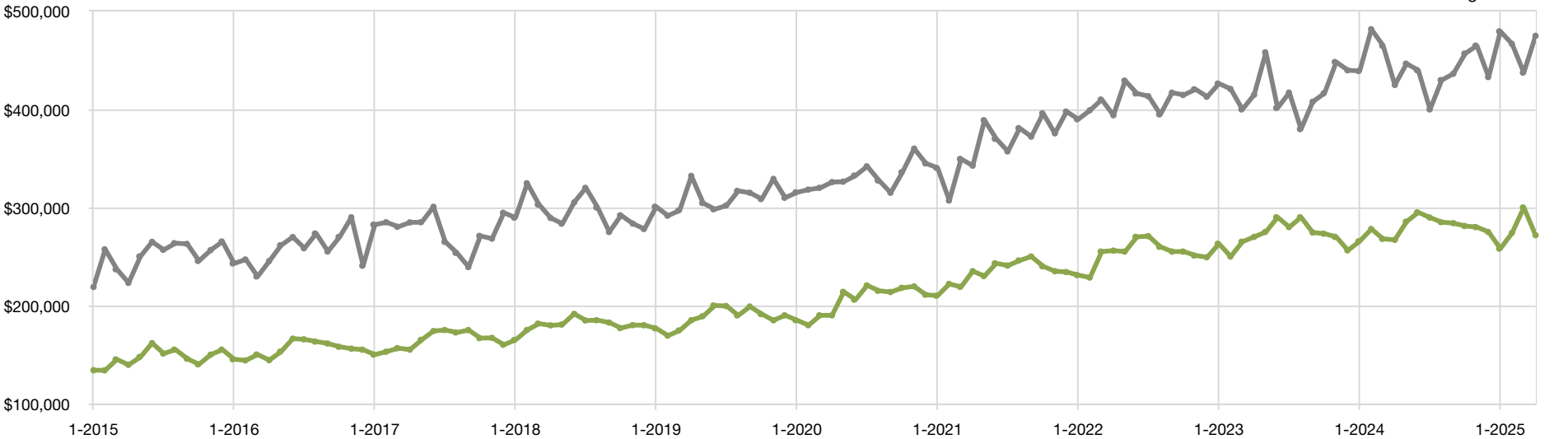
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	\$446,675	- 2.5%	\$285,500	+ 3.8%
Jun-2024	\$439,950	+ 9.6%	\$295,000	+ 1.7%
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	\$456,975	+ 9.7%	\$281,100	+ 2.9%
Nov-2024	\$465,035	+ 3.7%	\$280,000	+ 3.7%
Dec-2024	\$433,018	- 1.6%	\$275,000	+ 7.3%
Jan-2025	\$479,596	+ 9.2%	\$258,000	- 2.8%
Feb-2025	\$466,833	- 3.1%	\$273,950	- 1.5%
Mar-2025	\$437,500	- 5.9%	\$300,000	+ 12.0%
Apr-2025	\$475,000	+ 11.8%	\$271,750	+ 1.8%
12-Month Avg*	\$453,255	+ 4.5%	\$284,975	+ 3.6%

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

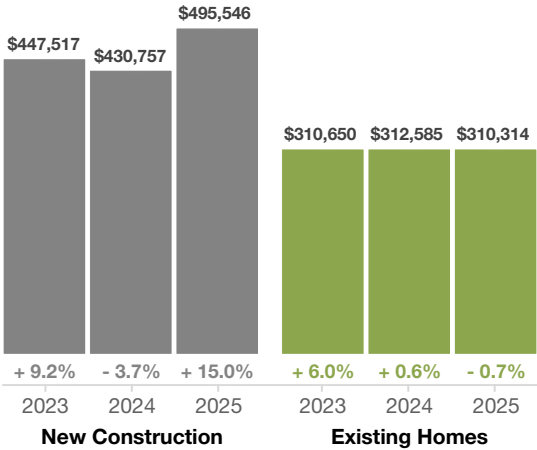
Historical Median Closed Price by Month



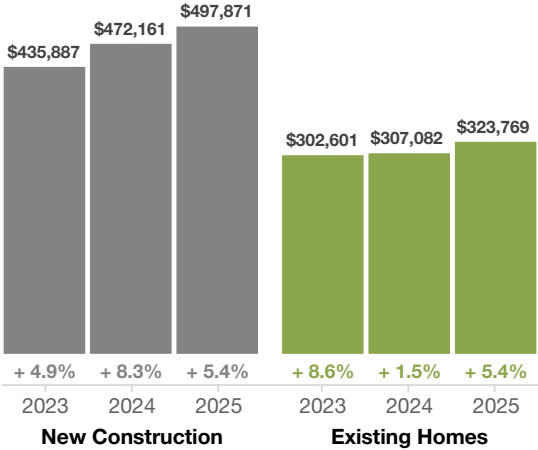
Average Closed Price

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

April



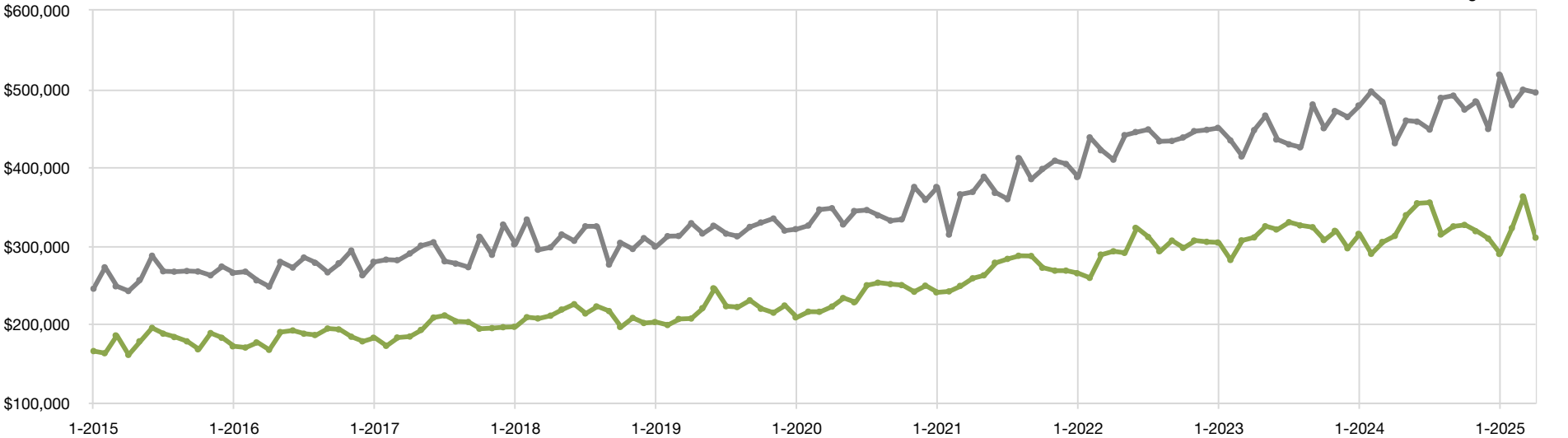
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	\$459,699	- 1.4%	\$338,948	+ 4.3%
Jun-2024	\$458,266	+ 5.2%	\$354,199	+ 10.4%
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%	\$324,732	+ 0.3%
Oct-2024	\$473,673	+ 5.3%	\$326,585	+ 6.3%
Nov-2024	\$484,115	+ 2.6%	\$318,594	- 0.1%
Dec-2024	\$448,942	- 3.3%	\$309,166	+ 4.2%
Jan-2025	\$518,242	+ 8.2%	\$289,590	- 8.1%
Feb-2025	\$479,335	- 3.5%	\$322,582	+ 11.3%
Mar-2025	\$499,033	+ 3.2%	\$362,797	+ 19.0%
Apr-2025	\$495,546	+ 15.0%	\$310,314	- 0.7%
12-Month Avg*	\$476,629	+ 4.5%	\$329,584	+ 4.2%

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

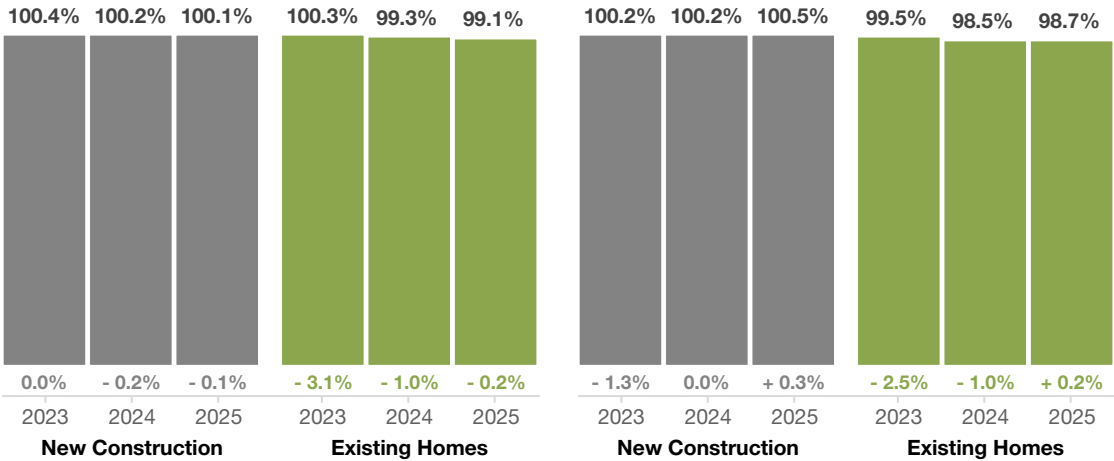
Historical Average Closed Price by Month



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.

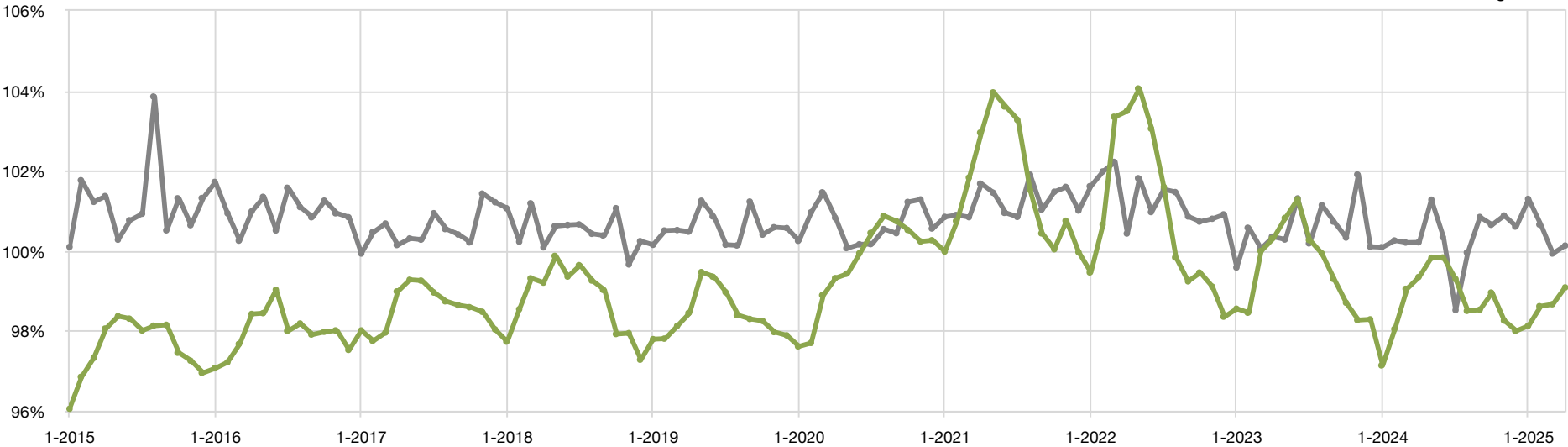
April



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	101.3%	+ 1.2%	98.1%	+ 1.0%
Feb-2025	100.7%	+ 0.4%	98.6%	+ 0.6%
Mar-2025	99.9%	- 0.3%	98.7%	- 0.3%
Apr-2025	100.1%	- 0.1%	99.1%	- 0.2%
12-Month Avg*	100.4%	- 0.2%	98.9%	- 0.6%

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

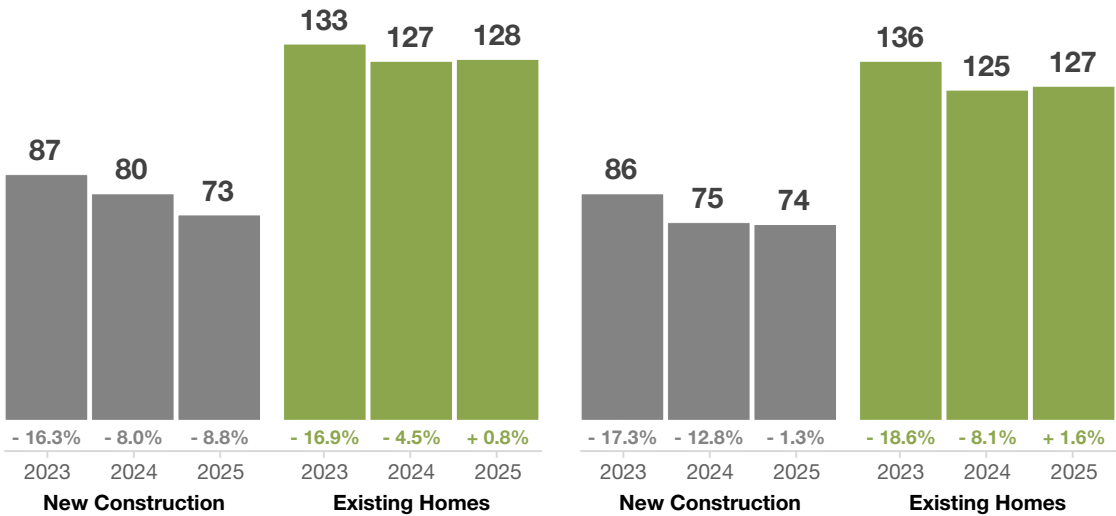
Historical Percent of List Price Received by Month



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.

April



Existing Homes

86

- 17.3%

2023

75

- 12.8%

2024

74

- 1.3%

2025

New Construction

136

- 18.6%

2023

125

- 8.1%

2024

127

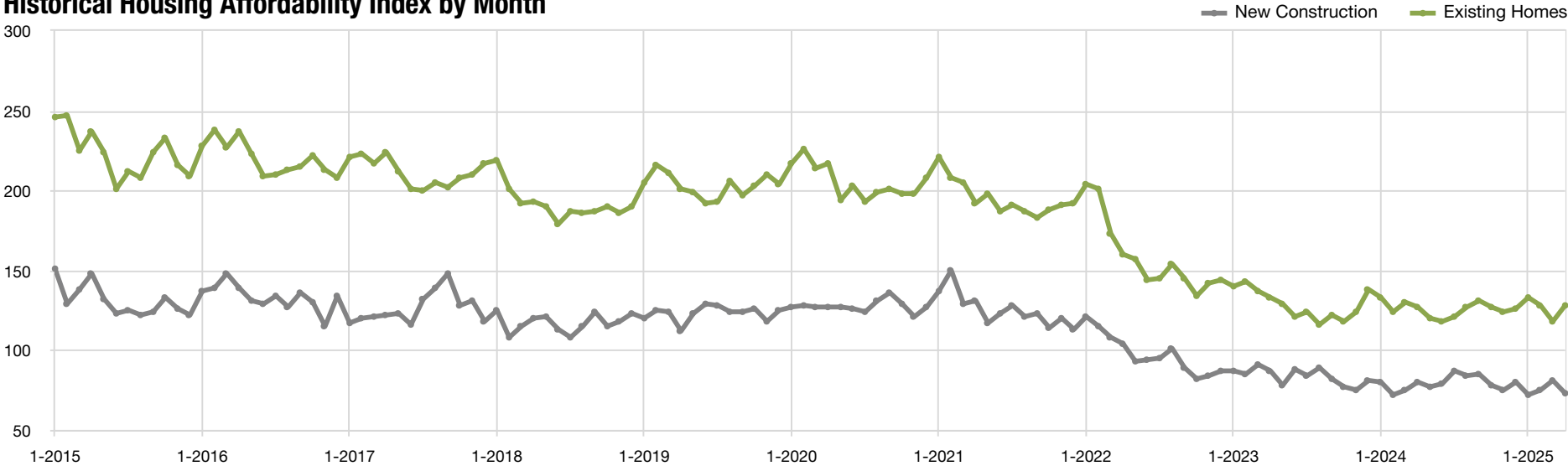
+ 1.6%

2025

Existing Homes

Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	77	- 1.3%	120	- 7.0%
Jun-2024	79	- 10.2%	118	- 2.5%
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	78	+ 1.3%	127	+ 7.6%
Nov-2024	75	0.0%	124	0.0%
Dec-2024	80	- 1.2%	126	- 8.7%
Jan-2025	72	- 10.0%	133	0.0%
Feb-2025	75	+ 4.2%	128	+ 3.2%
Mar-2025	81	+ 8.0%	118	- 9.2%
Apr-2025	73	- 8.8%	128	+ 0.8%
12-Month Avg	79	- 1.3%	125	- 0.8%

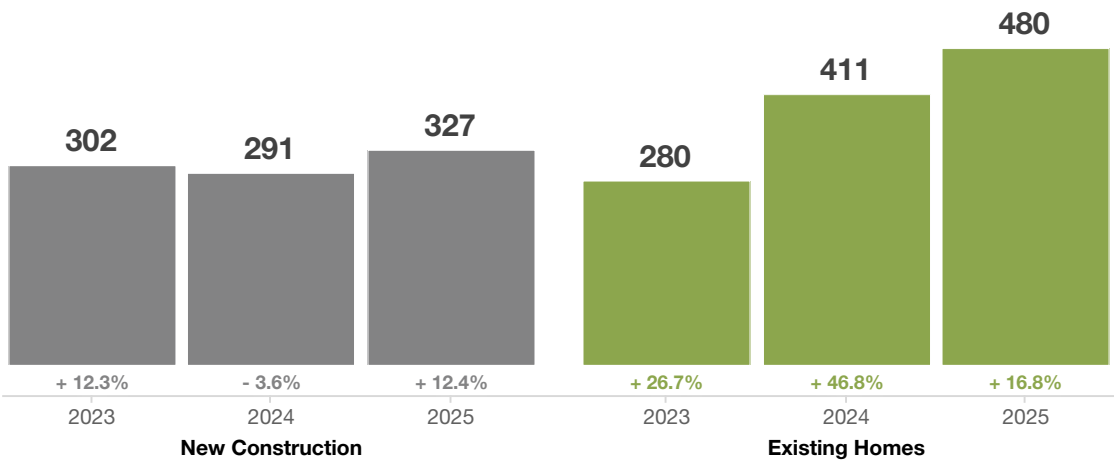
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

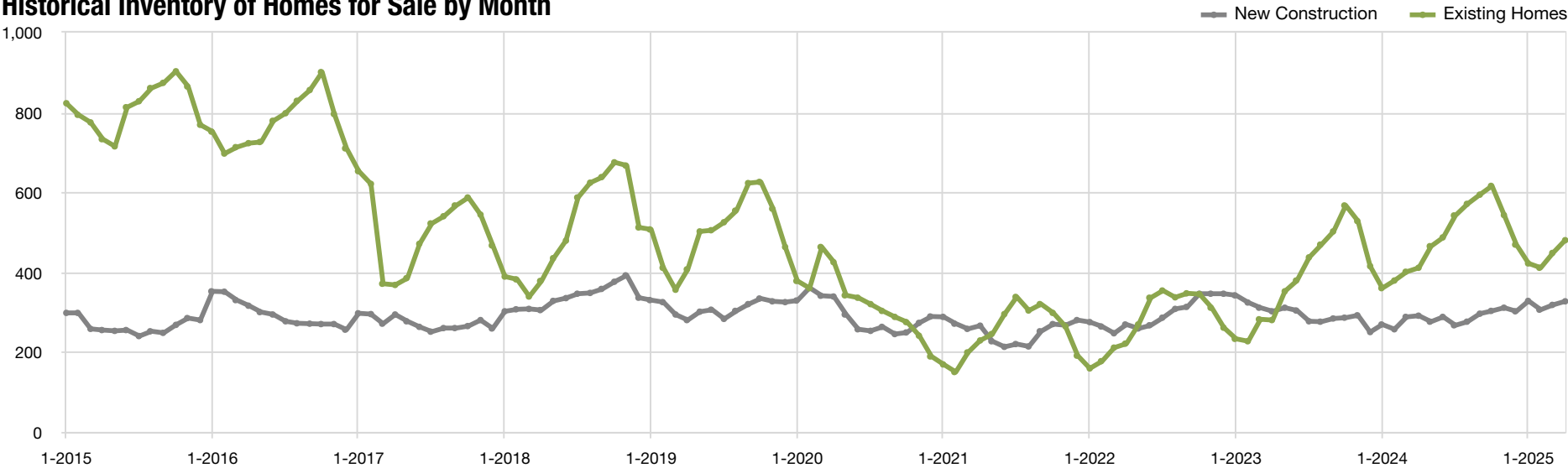
The number of properties available for sale in active status at the end of a given month.

April



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	276	- 11.3%	465	+ 32.1%
Jun-2024	288	- 5.3%	487	+ 28.5%
Jul-2024	267	- 3.6%	542	+ 24.0%
Aug-2024	276	0.0%	571	+ 21.7%
Sep-2024	296	+ 4.2%	594	+ 18.3%
Oct-2024	303	+ 5.9%	616	+ 8.6%
Nov-2024	311	+ 6.5%	543	+ 2.8%
Dec-2024	302	+ 20.8%	469	+ 13.0%
Jan-2025	328	+ 21.9%	422	+ 17.2%
Feb-2025	306	+ 19.1%	411	+ 8.4%
Mar-2025	318	+ 10.4%	448	+ 11.7%
Apr-2025	327	+ 12.4%	480	+ 16.8%
12-Month Avg	300	+ 6.4%	504	+ 16.4%

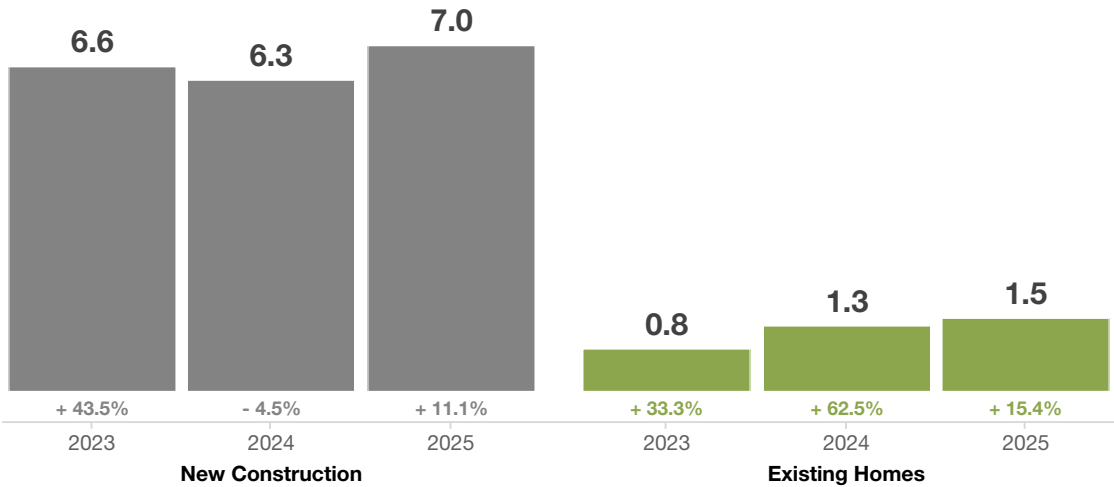
Historical Inventory of Homes for Sale by Month



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.

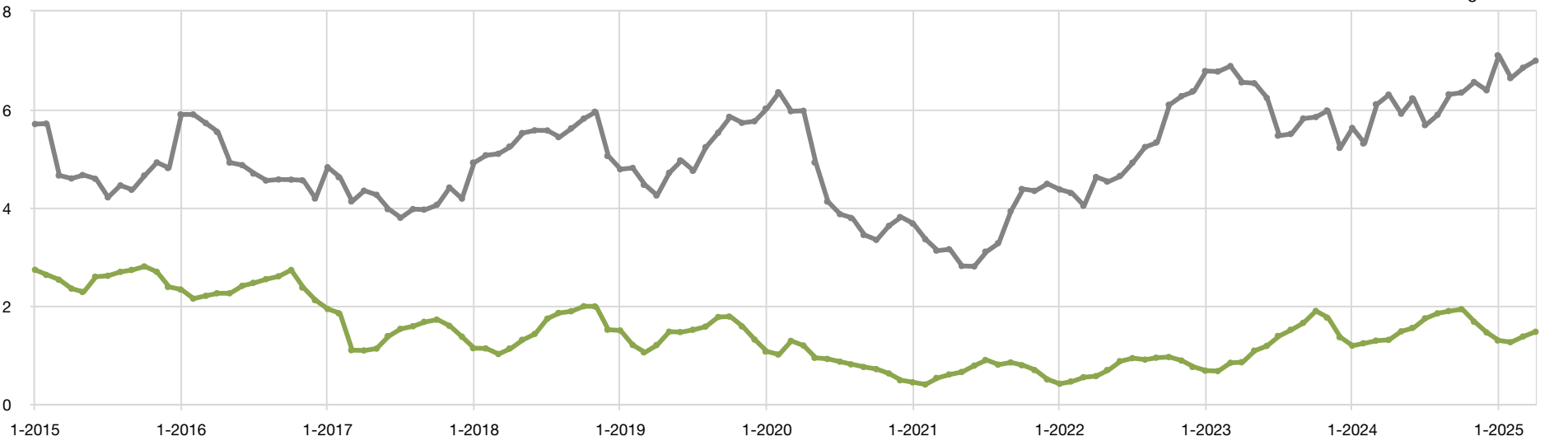
April



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
May-2024	5.9	- 9.2%	1.5	+ 36.4%
Jun-2024	6.2	0.0%	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	6.3	+ 8.6%	1.9	0.0%
Nov-2024	6.6	+ 10.0%	1.7	- 5.6%
Dec-2024	6.4	+ 23.1%	1.5	+ 7.1%
Jan-2025	7.1	+ 26.8%	1.3	+ 8.3%
Feb-2025	6.6	+ 24.5%	1.3	+ 8.3%
Mar-2025	6.9	+ 13.1%	1.4	+ 7.7%
Apr-2025	7.0	+ 11.1%	1.5	+ 15.4%
12-Month Avg*	6.4	+ 10.0%	1.6	+ 12.6%

* Months Supply for all properties from May 2024 through April 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	4-2024	4-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		701	786	+ 12.1%	2,280	2,517	+ 10.4%
Pending Sales		479	489	+ 2.1%	1,525	1,574	+ 3.2%
Closed Sales		373	379	+ 1.6%	1,214	1,230	+ 1.3%
Days on Market Until Sale		22	20	- 9.1%	26	27	+ 3.8%
Median Closed Price		\$278,250	\$300,000	+ 7.8%	\$286,160	\$300,000	+ 4.8%
Average Closed Price		\$324,941	\$341,104	+ 5.0%	\$328,720	\$348,134	+ 5.9%
Percent of List Price Received		99.4%	99.3%	- 0.1%	98.8%	98.9%	+ 0.1%
Housing Affordability Index		121	116	- 4.1%	118	116	- 1.7%
Inventory of Homes for Sale		702	807	+ 15.0%	—	—	—
Months Supply of Inventory		1.9	2.2	+ 15.8%	—	—	—