

Monthly Indicators

Lincoln Area Region



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings decreased 19.0 percent for New Construction but increased 6.7 percent for Existing Homes. Pending Sales decreased 51.1 percent for New Construction and 1.5 percent for Existing Homes. Inventory increased 1.7 percent for New Construction and 15.6 percent for Existing Homes.

Median Closed Price decreased 1.9 percent for New Construction but increased 1.7 percent for Existing Homes. Days on Market decreased 38.0 percent for New Construction but increased 20.0 percent for Existing Homes. Months Supply of Inventory increased 6.5 percent for New Construction and 6.3 percent for Existing Homes.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Quick Facts

+ 5.4%	+ 1.0%	+ 10.4%
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.

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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	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		116	94	- 19.0%	678	720	+ 6.2%
Pending Sales		47	23	- 51.1%	325	286	- 12.0%
Closed Sales		57	54	- 5.3%	270	292	+ 8.1%
Days on Market Until Sale		50	31	- 38.0%	46	43	- 6.5%
Median Closed Price		\$439,950	\$431,663	- 1.9%	\$450,155	\$459,950	+ 2.2%
Average Closed Price		\$458,266	\$501,734	+ 9.5%	\$466,735	\$496,611	+ 6.4%
Percent of List Price Received		100.3%	100.5%	+ 0.2%	100.4%	100.4%	0.0%
Housing Affordability Index		79	81	+ 2.5%	77	76	- 1.3%
Inventory of Homes for Sale		289	294	+ 1.7%	—	—	—
Months Supply of Inventory		6.2	6.6	+ 6.5%	—	—	—

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.



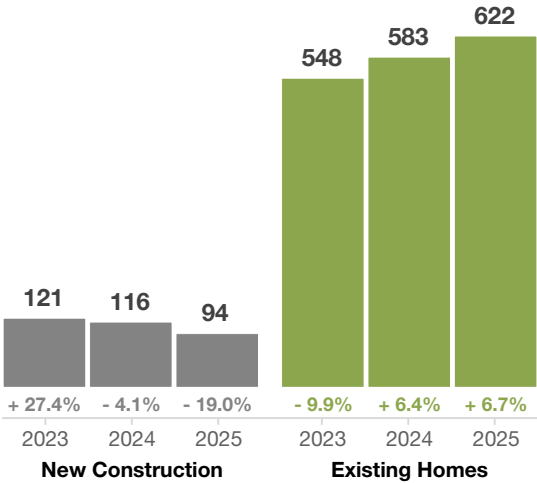
Lincoln Area Region

Key Metrics	Historical Sparkbars	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		583	622	+ 6.7%	3,032	3,357	+ 10.7%
Pending Sales		388	382	- 1.5%	2,088	2,155	+ 3.2%
Closed Sales		384	411	+ 7.0%	1,907	1,917	+ 0.5%
Days on Market Until Sale		10	12	+ 20.0%	18	19	+ 5.6%
Median Closed Price		\$295,000	\$300,000	+ 1.7%	\$280,000	\$289,002	+ 3.2%
Average Closed Price		\$353,889	\$341,518	- 3.5%	\$324,336	\$333,306	+ 2.8%
Percent of List Price Received		99.8%	99.2%	- 0.6%	99.1%	98.9%	- 0.2%
Housing Affordability Index		118	117	- 0.8%	124	121	- 2.4%
Inventory of Homes for Sale		488	564	+ 15.6%	—	—	—
Months Supply of Inventory		1.6	1.7	+ 6.3%	—	—	—

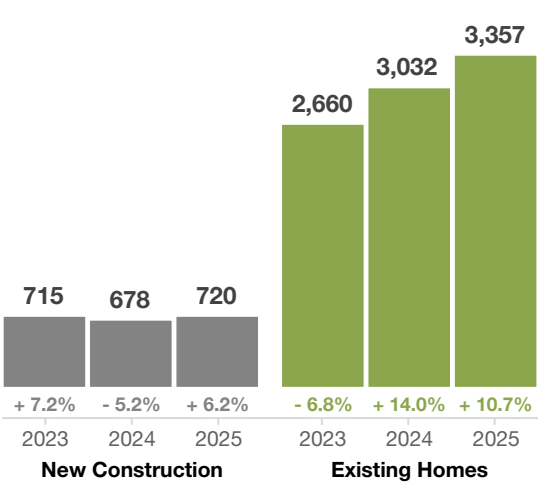
New Listings

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

June

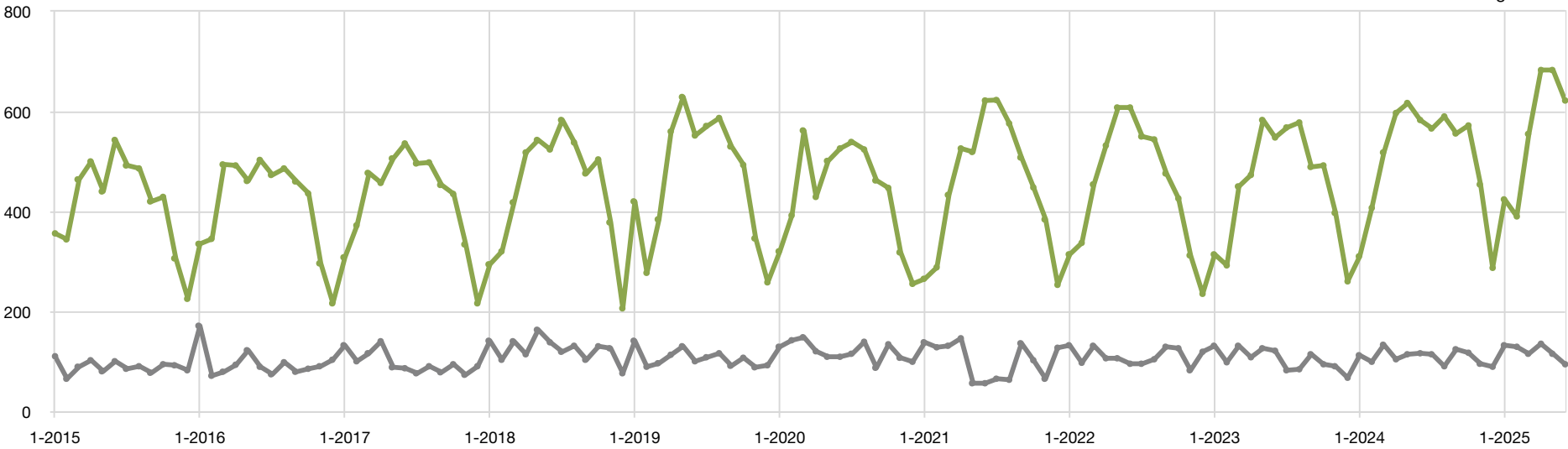


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	114	+ 39.0%	566	- 0.4%
Aug-2024	90	+ 7.1%	590	+ 2.1%
Sep-2024	124	+ 8.8%	556	+ 13.7%
Oct-2024	117	+ 24.5%	572	+ 16.3%
Nov-2024	95	+ 5.6%	454	+ 14.4%
Dec-2024	89	+ 32.8%	287	+ 10.4%
Jan-2025	132	+ 17.9%	424	+ 36.8%
Feb-2025	129	+ 30.3%	390	- 4.2%
Mar-2025	115	- 13.5%	555	+ 7.1%
Apr-2025	135	+ 29.8%	683	+ 14.4%
May-2025	115	+ 0.9%	683	+ 10.7%
Jun-2025	94	- 19.0%	622	+ 6.7%
12-Month Avg	112	+ 10.9%	532	+ 9.7%

Historical New Listings by Month

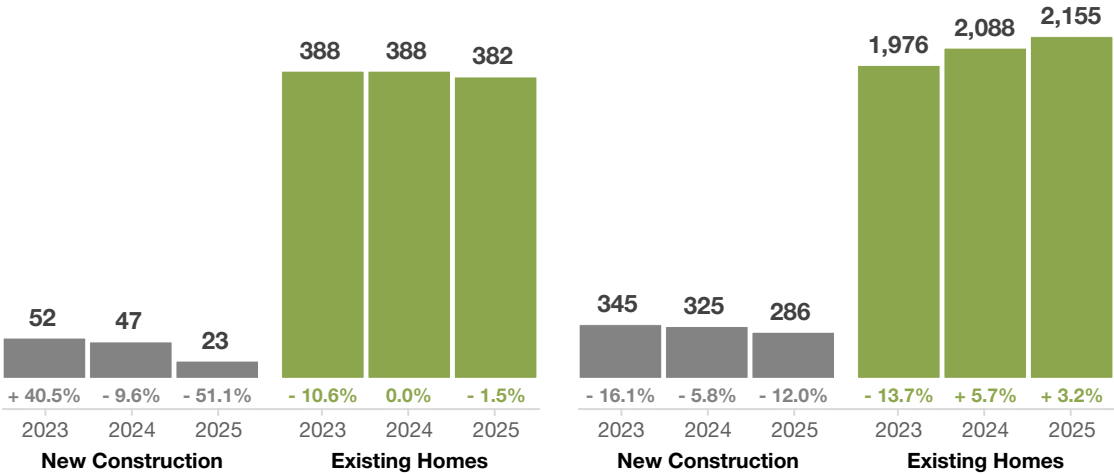


Pending Sales

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

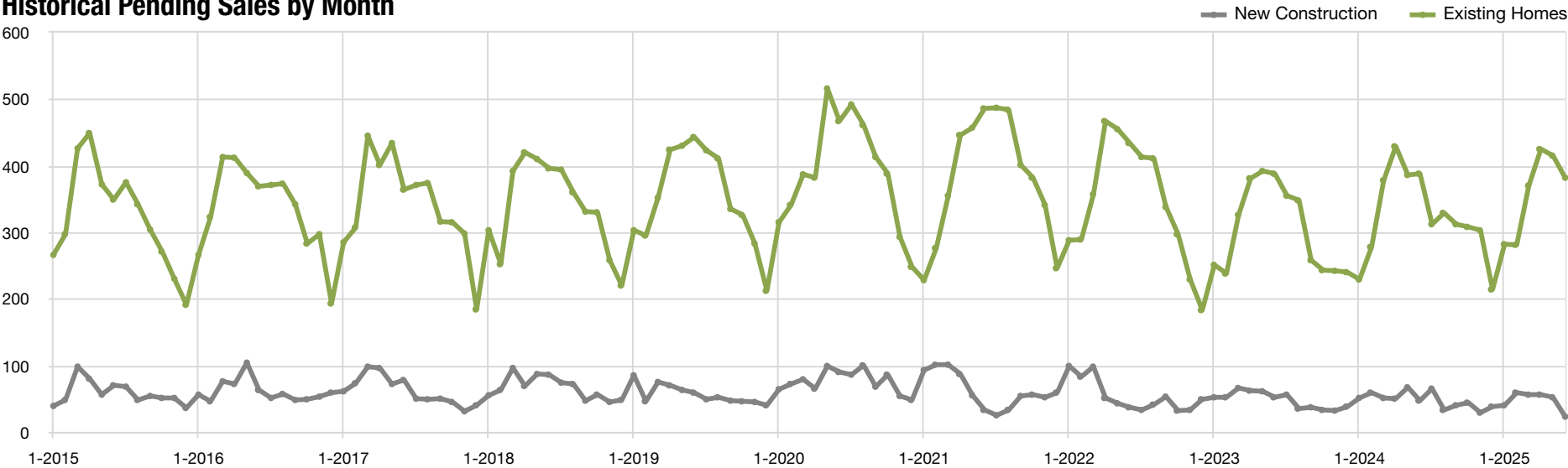
June

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	65	+ 16.1%	312	- 12.1%
Aug-2024	33	- 5.7%	329	- 5.5%
Sep-2024	40	+ 8.1%	312	+ 20.9%
Oct-2024	44	+ 33.3%	308	+ 26.7%
Nov-2024	29	- 9.4%	303	+ 25.2%
Dec-2024	38	0.0%	214	- 10.8%
Jan-2025	40	- 21.6%	282	+ 23.1%
Feb-2025	59	0.0%	281	+ 1.1%
Mar-2025	56	+ 9.8%	370	- 2.1%
Apr-2025	56	+ 12.0%	425	- 0.9%
May-2025	52	- 22.4%	415	+ 7.5%
Jun-2025	23	- 51.1%	382	- 1.5%
12-Month Avg	45	- 2.2%	328	+ 4.1%

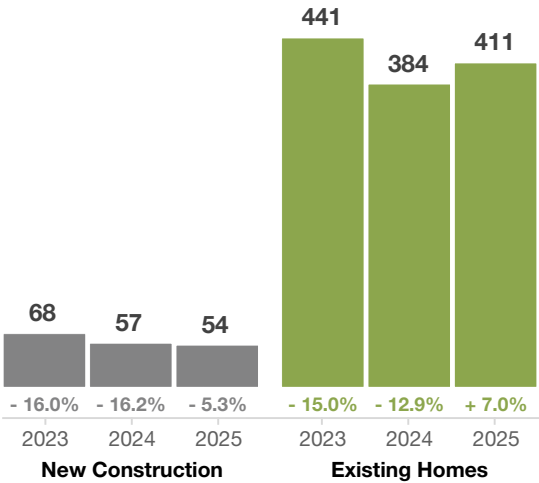
Historical Pending Sales by Month



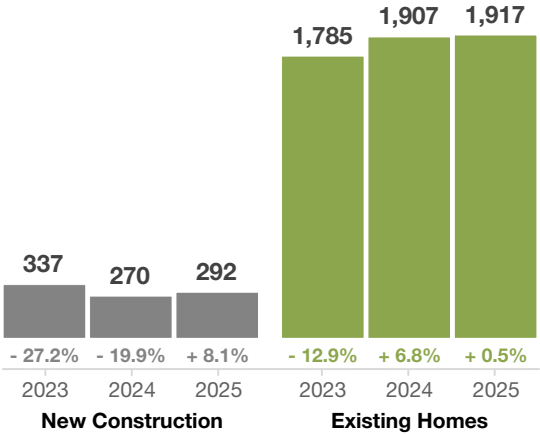
Closed Sales

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

June

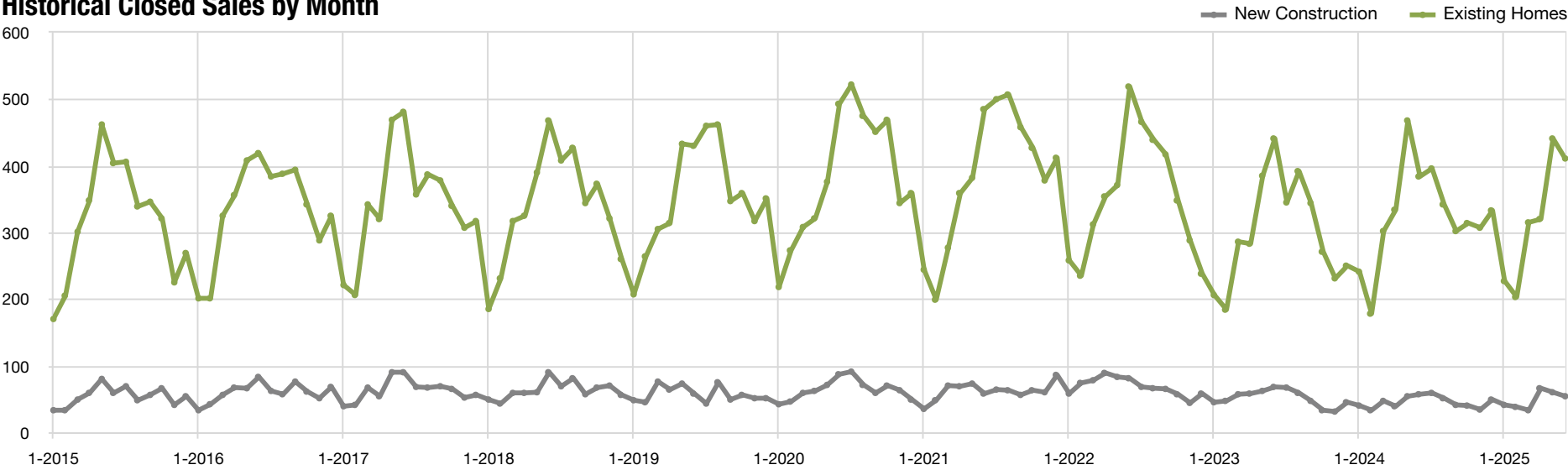


Year to Date



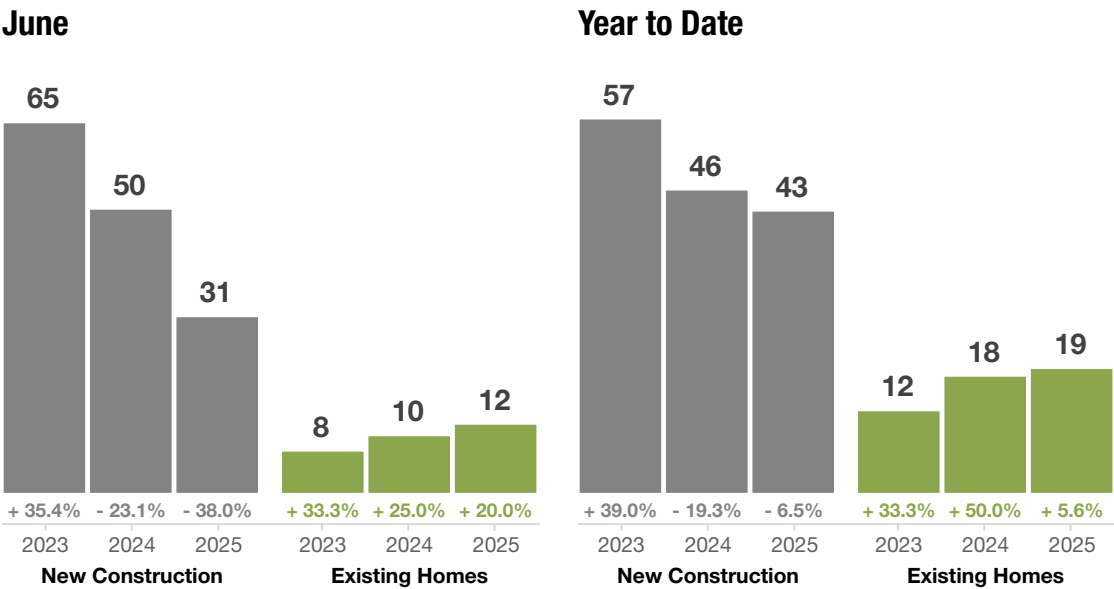
Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	59	- 11.9%	396	+ 14.8%
Aug-2024	51	- 13.6%	342	- 12.8%
Sep-2024	41	- 12.8%	302	- 12.2%
Oct-2024	40	+ 21.2%	314	+ 15.9%
Nov-2024	34	+ 9.7%	307	+ 32.9%
Dec-2024	49	+ 8.9%	333	+ 33.2%
Jan-2025	41	+ 2.5%	227	- 5.8%
Feb-2025	38	+ 15.2%	203	+ 14.0%
Mar-2025	33	- 29.8%	315	+ 4.3%
Apr-2025	66	+ 69.2%	320	- 4.2%
May-2025	60	+ 11.1%	441	- 5.8%
Jun-2025	54	- 5.3%	411	+ 7.0%
12-Month Avg	47	+ 2.2%	326	+ 4.5%

Historical Closed Sales by Month



Days on Market Until Sale

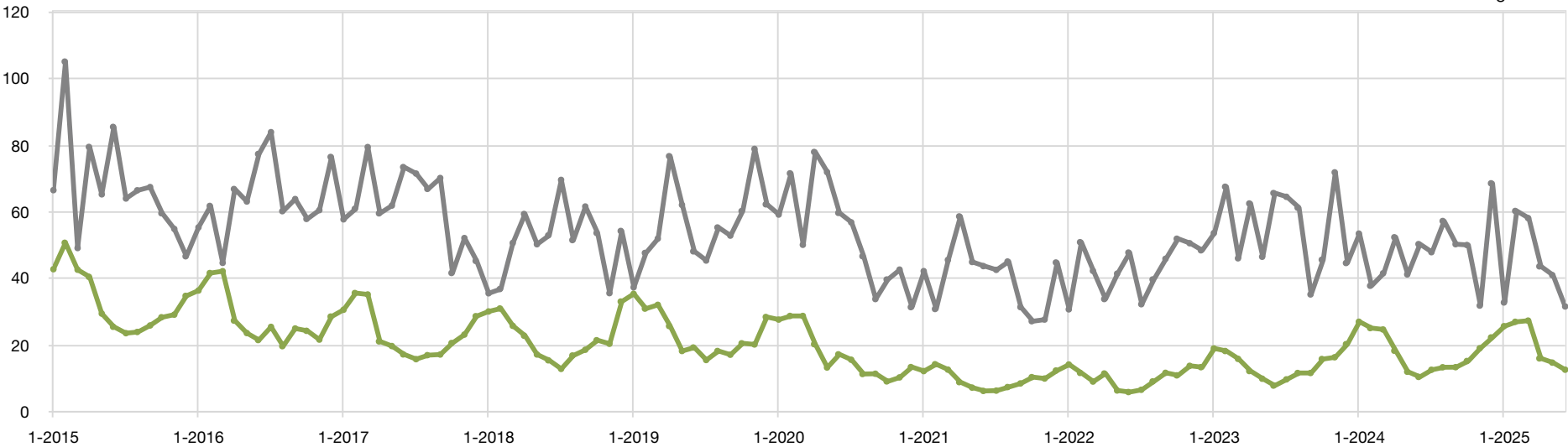
Average number of days between when a property is listed and when an offer is accepted in a given month.



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	48	- 25.0%	12	+ 33.3%
Aug-2024	57	- 6.6%	13	+ 18.2%
Sep-2024	50	+ 42.9%	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	33	- 37.7%	25	- 7.4%
Feb-2025	60	+ 57.9%	27	+ 8.0%
Mar-2025	58	+ 41.5%	27	+ 12.5%
Apr-2025	43	- 17.3%	16	- 11.1%
May-2025	41	0.0%	15	+ 25.0%
Jun-2025	31	- 38.0%	12	+ 20.0%
12-Month Avg*	47	- 5.9%	17	+ 10.6%

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

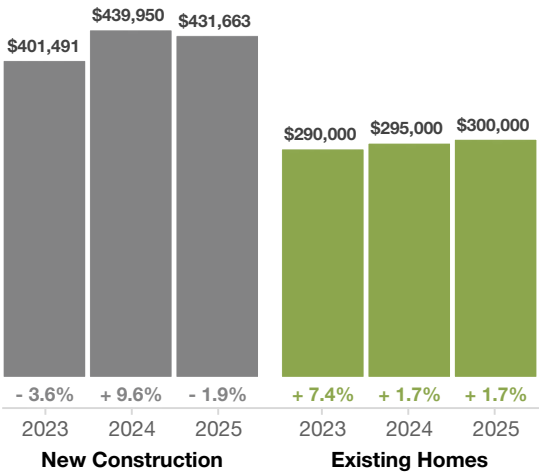
Historical Days on Market Until Sale by Month



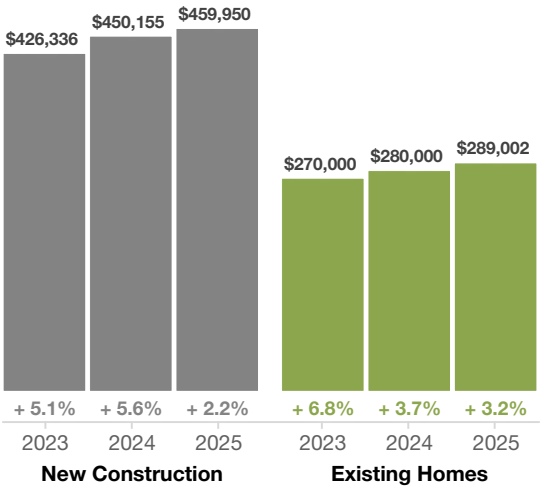
Median Closed Price

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

June



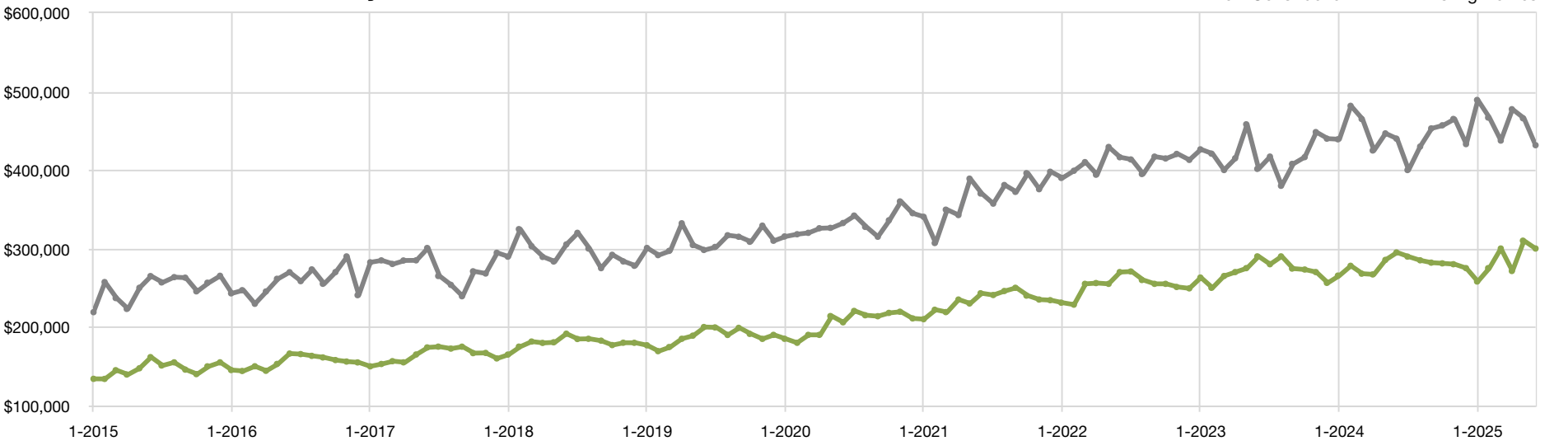
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	\$400,000	- 4.1%	\$289,700	+ 3.5%
Aug-2024	\$429,900	+ 13.2%	\$285,000	- 1.7%
Sep-2024	\$453,000	+ 11.1%	\$282,000	+ 2.8%
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	\$489,241	+ 11.4%	\$258,000	- 2.8%
Feb-2025	\$466,833	- 3.1%	\$275,000	- 1.1%
Mar-2025	\$437,500	- 5.9%	\$300,000	+ 12.0%
Apr-2025	\$477,450	+ 12.4%	\$271,380	+ 1.6%
May-2025	\$465,955	+ 4.3%	\$310,000	+ 8.6%
Jun-2025	\$431,663	- 1.9%	\$300,000	+ 1.7%
12-Month Avg*	\$450,105	+ 4.5%	\$285,000	+ 3.3%

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

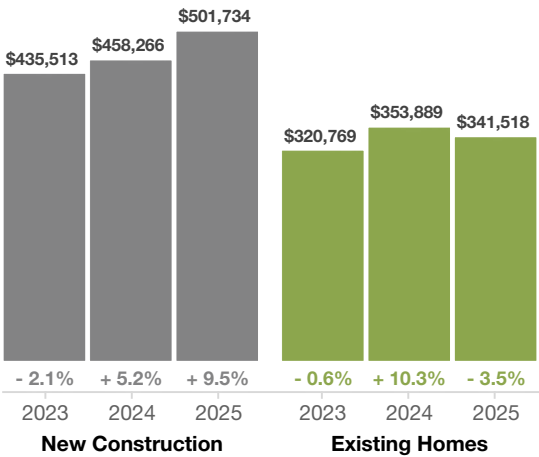
Historical Median Closed Price by Month



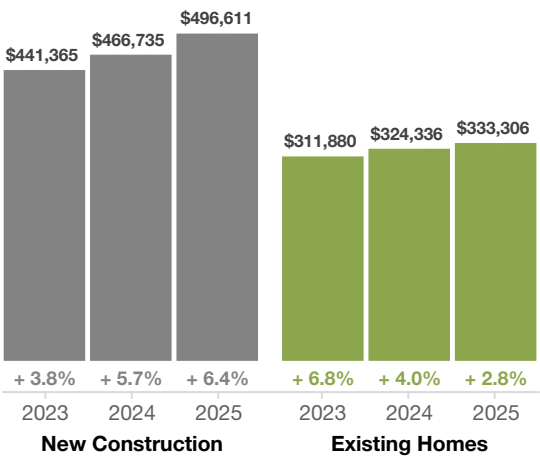
Average Closed Price

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

June



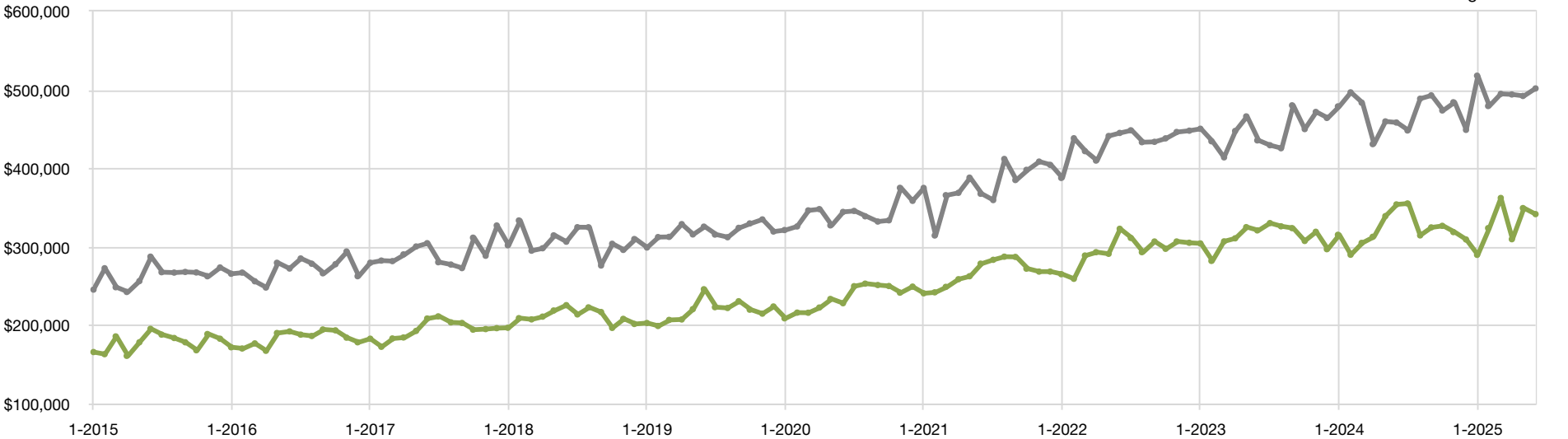
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	\$448,169	+ 4.4%	\$355,115	+ 7.6%
Aug-2024	\$488,622	+ 14.8%	\$314,374	- 3.6%
Sep-2024	\$492,936	+ 2.7%	\$324,567	+ 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	\$517,979	+ 8.2%	\$289,590	- 8.1%
Feb-2025	\$479,335	- 3.5%	\$323,643	+ 11.7%
Mar-2025	\$494,819	+ 2.3%	\$362,080	+ 18.8%
Apr-2025	\$494,043	+ 14.7%	\$309,526	- 1.0%
May-2025	\$492,153	+ 7.1%	\$349,208	+ 3.0%
Jun-2025	\$501,734	+ 9.5%	\$341,518	- 3.5%
12-Month Avg*	\$484,077	+ 5.7%	\$329,434	+ 2.4%

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

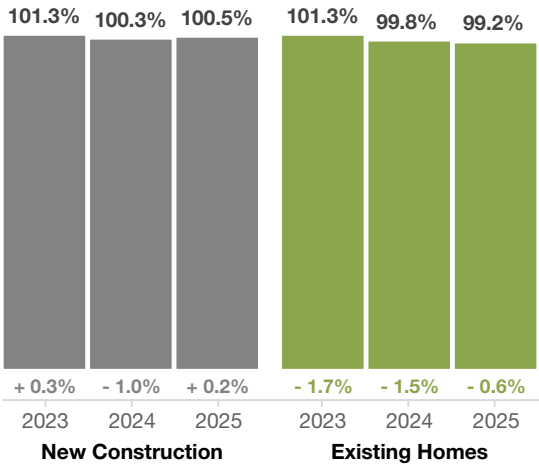
Historical Average Closed Price by Month



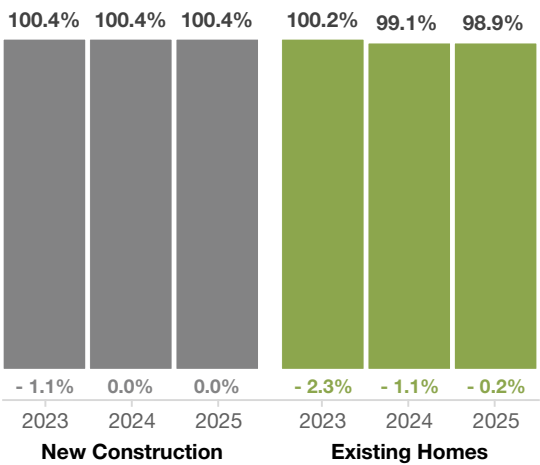
Percent of List Price Received

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.

June



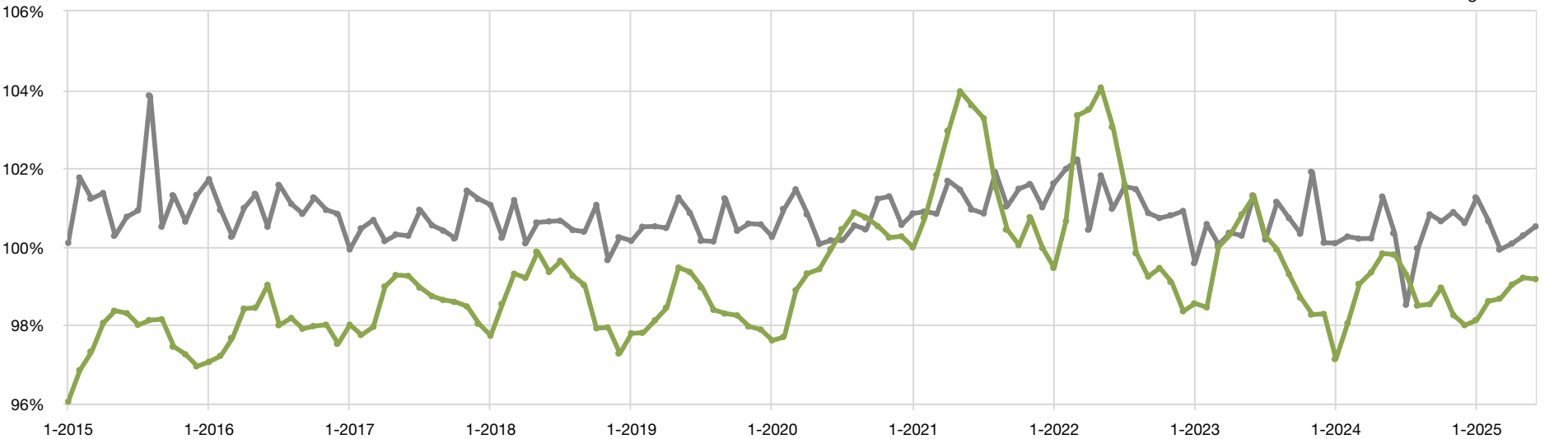
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	99.0%	- 0.3%
May-2025	100.3%	- 1.0%	99.2%	- 0.6%
Jun-2025	100.5%	+ 0.2%	99.2%	- 0.6%
12-Month Avg*	100.3%	- 0.3%	98.7%	- 0.4%

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

Historical Percent of List Price Received by Month

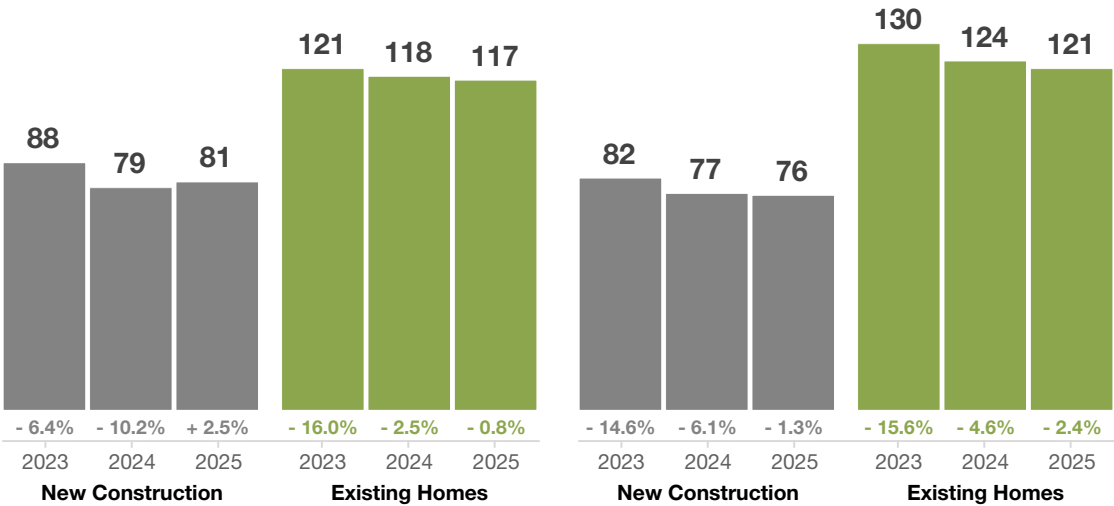


Housing Affordability Index

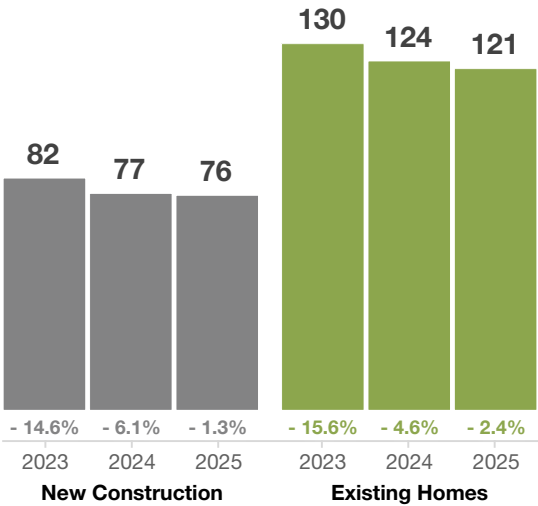
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

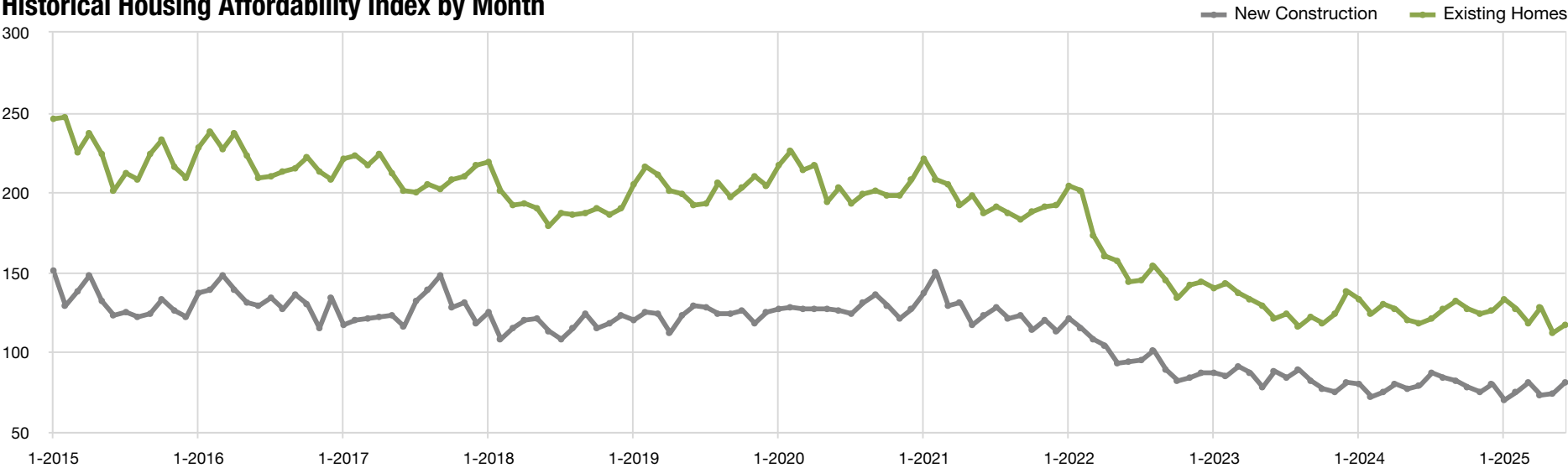


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	87	+ 3.6%	121	- 2.4%
Aug-2024	84	- 5.6%	127	+ 9.5%
Sep-2024	82	0.0%	132	+ 8.2%
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	70	- 12.5%	133	0.0%
Feb-2025	75	+ 4.2%	127	+ 2.4%
Mar-2025	81	+ 8.0%	118	- 9.2%
Apr-2025	73	- 8.8%	128	+ 0.8%
May-2025	74	- 3.9%	112	- 6.7%
Jun-2025	81	+ 2.5%	117	- 0.8%
12-Month Avg	78	- 1.3%	124	- 0.8%

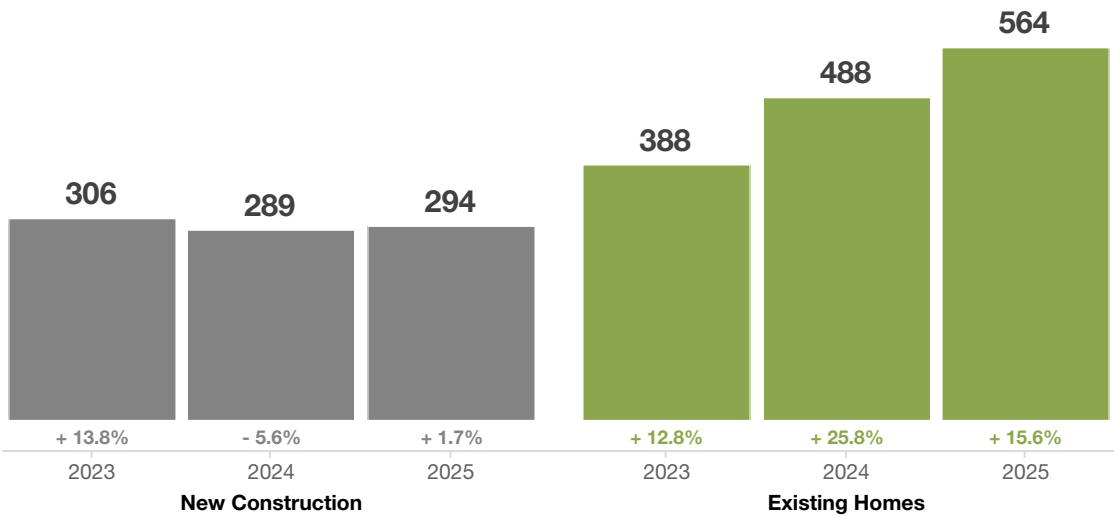
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

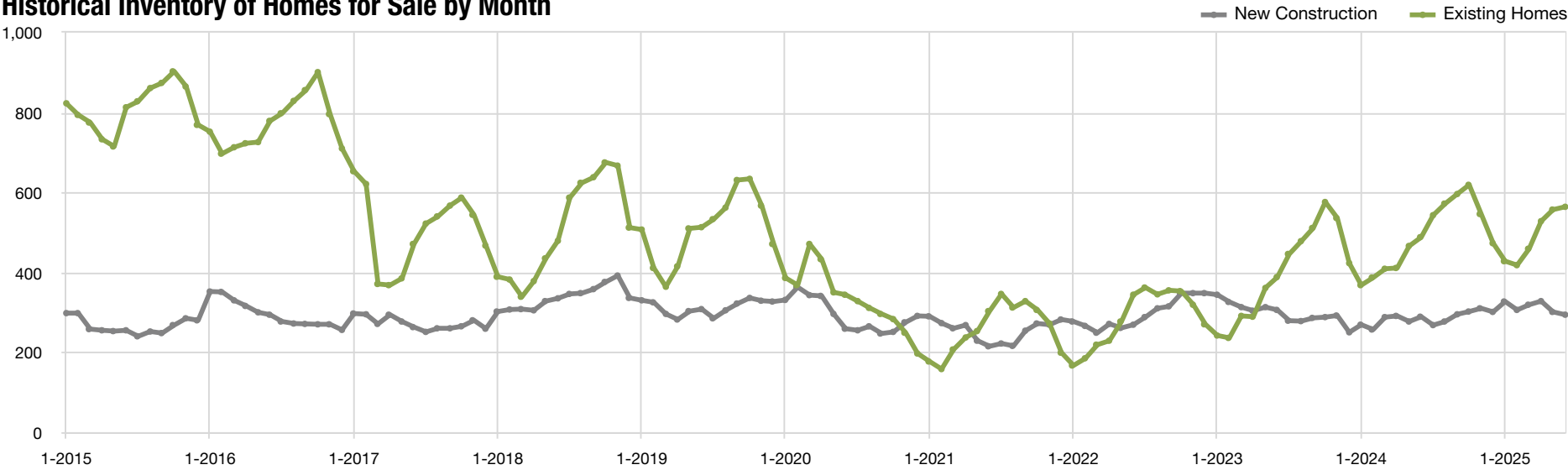
The number of properties available for sale in active status at the end of a given month.

June



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Jul-2024	268	- 3.9%	543	+ 21.7%
Aug-2024	277	- 0.4%	572	+ 19.7%
Sep-2024	295	+ 3.1%	596	+ 16.6%
Oct-2024	302	+ 4.9%	619	+ 7.5%
Nov-2024	310	+ 6.2%	546	+ 1.9%
Dec-2024	301	+ 20.4%	473	+ 11.8%
Jan-2025	327	+ 21.6%	428	+ 16.3%
Feb-2025	306	+ 19.1%	418	+ 8.0%
Mar-2025	319	+ 10.8%	459	+ 12.2%
Apr-2025	328	+ 12.7%	528	+ 28.5%
May-2025	301	+ 8.7%	557	+ 19.5%
Jun-2025	294	+ 1.7%	564	+ 15.6%
12-Month Avg	302	+ 8.2%	525	+ 14.6%

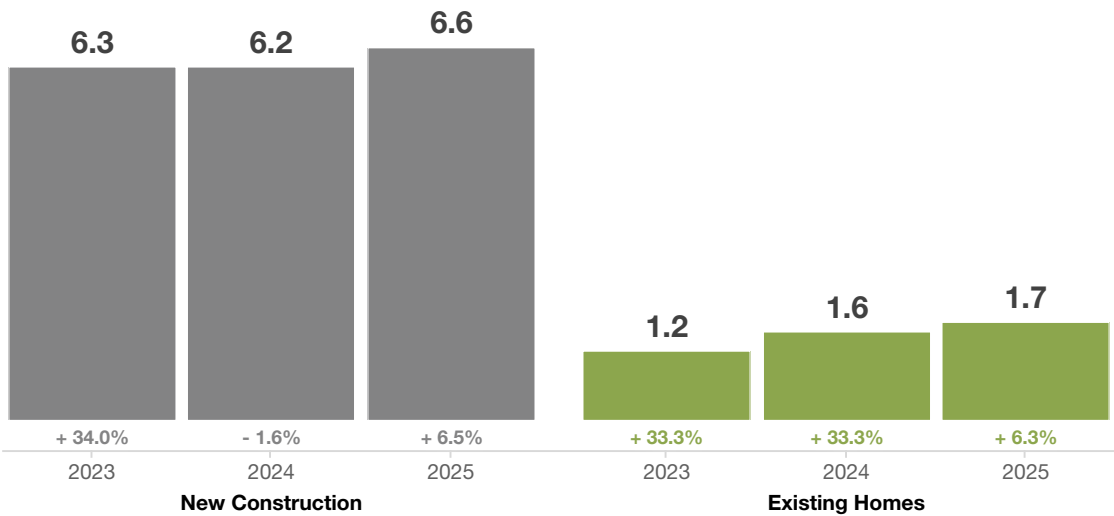
Historical Inventory of Homes for Sale by Month



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.

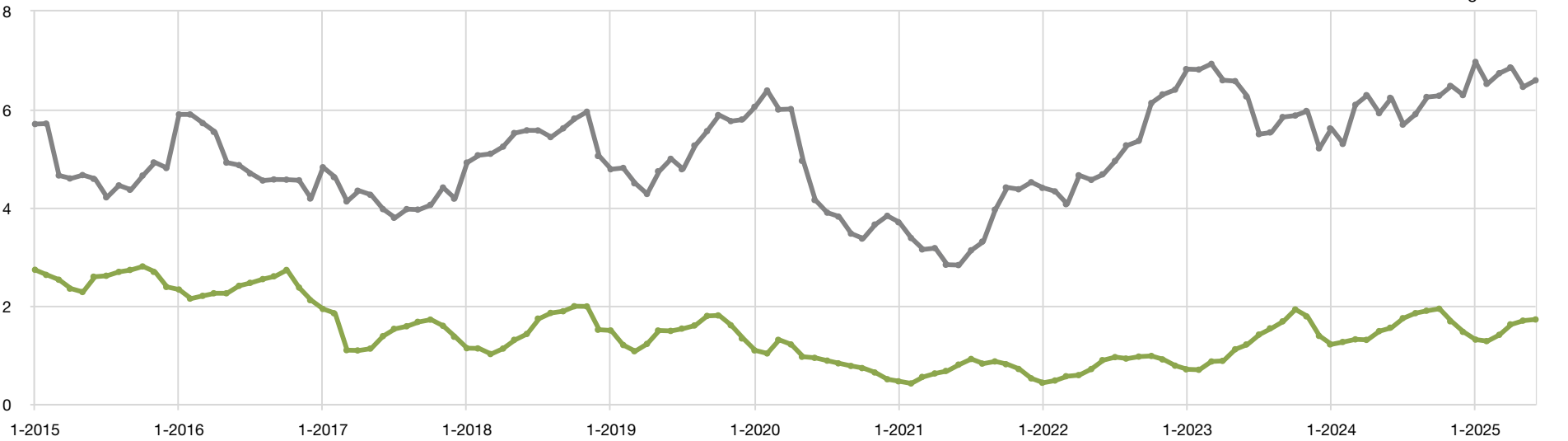
June



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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	+ 6.8%	1.9	0.0%
Nov-2024	6.5	+ 8.3%	1.7	- 5.6%
Dec-2024	6.3	+ 21.2%	1.5	+ 7.1%
Jan-2025	7.0	+ 25.0%	1.3	+ 8.3%
Feb-2025	6.5	+ 22.6%	1.3	0.0%
Mar-2025	6.7	+ 9.8%	1.4	+ 7.7%
Apr-2025	6.9	+ 9.5%	1.6	+ 23.1%
May-2025	6.5	+ 10.2%	1.7	+ 13.3%
Jun-2025	6.6	+ 6.5%	1.7	+ 6.3%
12-Month Avg*	6.4	+ 11.0%	1.6	+ 9.9%

* Months Supply for all properties from July 2024 through June 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	6-2024	6-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		699	716	+ 2.4%	3,710	4,077	+ 9.9%
Pending Sales		435	405	- 6.9%	2,413	2,441	+ 1.2%
Closed Sales		441	465	+ 5.4%	2,177	2,209	+ 1.5%
Days on Market Until Sale		15	15	0.0%	21	22	+ 4.8%
Median Closed Price		\$315,000	\$318,000	+ 1.0%	\$295,975	\$312,750	+ 5.7%
Average Closed Price		\$367,380	\$360,124	- 2.0%	\$342,005	\$354,903	+ 3.8%
Percent of List Price Received		99.9%	99.3%	- 0.6%	99.3%	99.1%	- 0.2%
Housing Affordability Index		110	110	0.0%	117	112	- 4.3%
Inventory of Homes for Sale		777	858	+ 10.4%	—	—	—
Months Supply of Inventory		2.2	2.3	+ 4.5%	—	—	—