

Monthly Indicators

Lincoln Area Region



September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings increased 13.5 percent for New Construction and 17.1 percent for Existing Homes. Pending Sales decreased 7.1 percent for New Construction but increased 1.0 percent for Existing Homes. Inventory increased 20.4 percent for New Construction and 14.4 percent for Existing Homes.

Median Closed Price decreased 2.9 percent for New Construction but increased 2.8 percent for Existing Homes. Days on Market decreased 10.0 percent for New Construction but increased 46.2 percent for Existing Homes. Months Supply of Inventory increased 29.0 percent for New Construction and 5.3 percent for Existing Homes.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Quick Facts

+ 14.3%	+ 3.5%	+ 16.4%
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.

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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		126	143	+ 13.5%	1,007	1,105	+ 9.7%
Pending Sales		42	39	- 7.1%	465	421	- 9.5%
Closed Sales		41	49	+ 19.5%	421	444	+ 5.5%
Days on Market Until Sale		50	45	- 10.0%	48	40	- 16.7%
Median Closed Price		\$453,000	\$439,900	- 2.9%	\$445,000	\$453,247	+ 1.9%
Average Closed Price		\$492,936	\$469,487	- 4.8%	\$469,336	\$486,687	+ 3.7%
Percent of List Price Received		100.8%	100.2%	- 0.6%	100.1%	100.4%	+ 0.3%
Housing Affordability Index		82	83	+ 1.2%	83	80	- 3.6%
Inventory of Homes for Sale		294	354	+ 20.4%	—	—	—
Months Supply of Inventory		6.2	8.0	+ 29.0%	—	—	—

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.



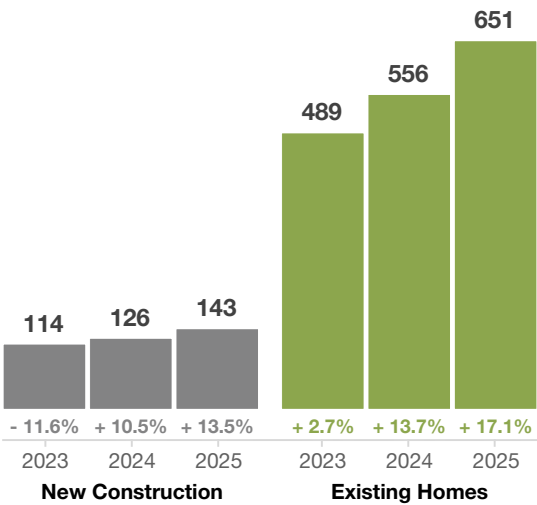
Lincoln Area Region

Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		556	651	+ 17.1%	4,745	5,362	+ 13.0%
Pending Sales		312	315	+ 1.0%	3,041	3,249	+ 6.8%
Closed Sales		302	343	+ 13.6%	2,947	3,081	+ 4.5%
Days on Market Until Sale		13	19	+ 46.2%	16	18	+ 12.5%
Median Closed Price		\$282,000	\$290,000	+ 2.8%	\$280,000	\$290,000	+ 3.6%
Average Closed Price		\$324,567	\$345,280	+ 6.4%	\$327,341	\$339,627	+ 3.8%
Percent of List Price Received		98.5%	98.1%	- 0.4%	99.0%	98.7%	- 0.3%
Housing Affordability Index		132	125	- 5.3%	132	125	- 5.3%
Inventory of Homes for Sale		597	683	+ 14.4%	—	—	—
Months Supply of Inventory		1.9	2.0	+ 5.3%	—	—	—

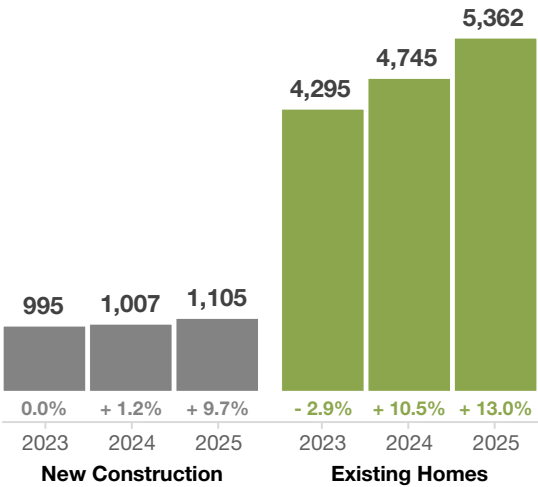
New Listings

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

September

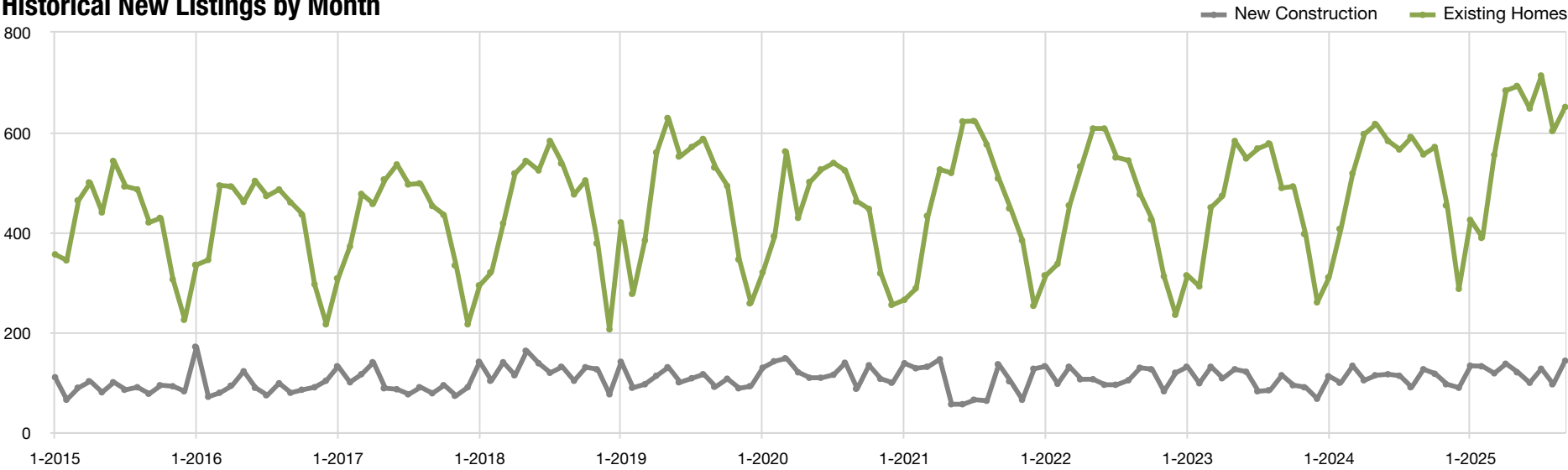


Year to Date



New Listings	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	117	+ 24.5%	571	+ 16.1%
Nov-2024	96	+ 6.7%	454	+ 14.4%
Dec-2024	89	+ 32.8%	287	+ 10.4%
Jan-2025	133	+ 18.8%	425	+ 37.1%
Feb-2025	132	+ 33.3%	389	- 4.4%
Mar-2025	118	- 11.3%	555	+ 7.1%
Apr-2025	137	+ 31.7%	684	+ 14.6%
May-2025	120	+ 5.3%	693	+ 12.3%
Jun-2025	99	- 14.7%	648	+ 11.1%
Jul-2025	127	+ 12.4%	714	+ 26.1%
Aug-2025	96	+ 6.7%	603	+ 2.0%
Sep-2025	143	+ 13.5%	651	+ 17.1%
12-Month Avg	117	+ 11.4%	556	+ 13.2%

Historical New Listings by Month

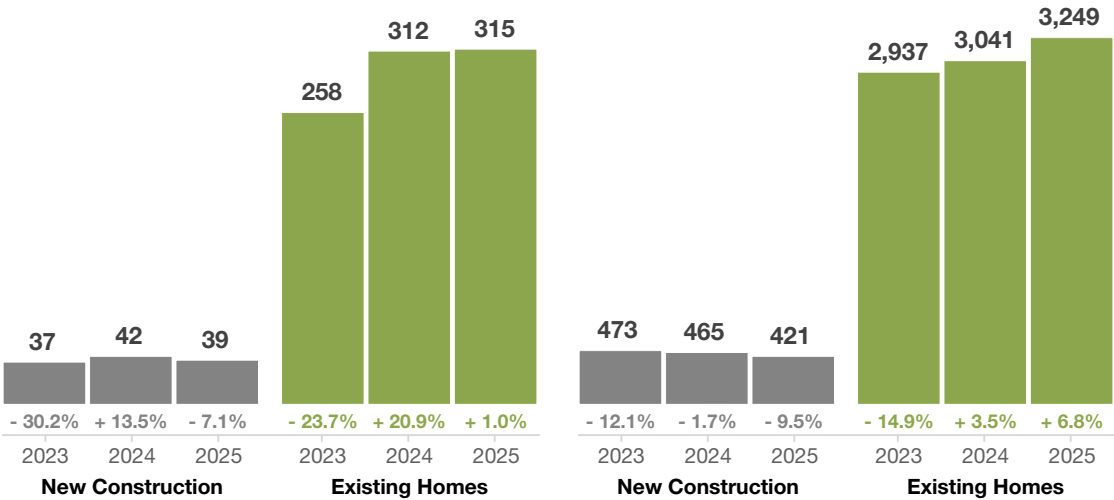


Pending Sales

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

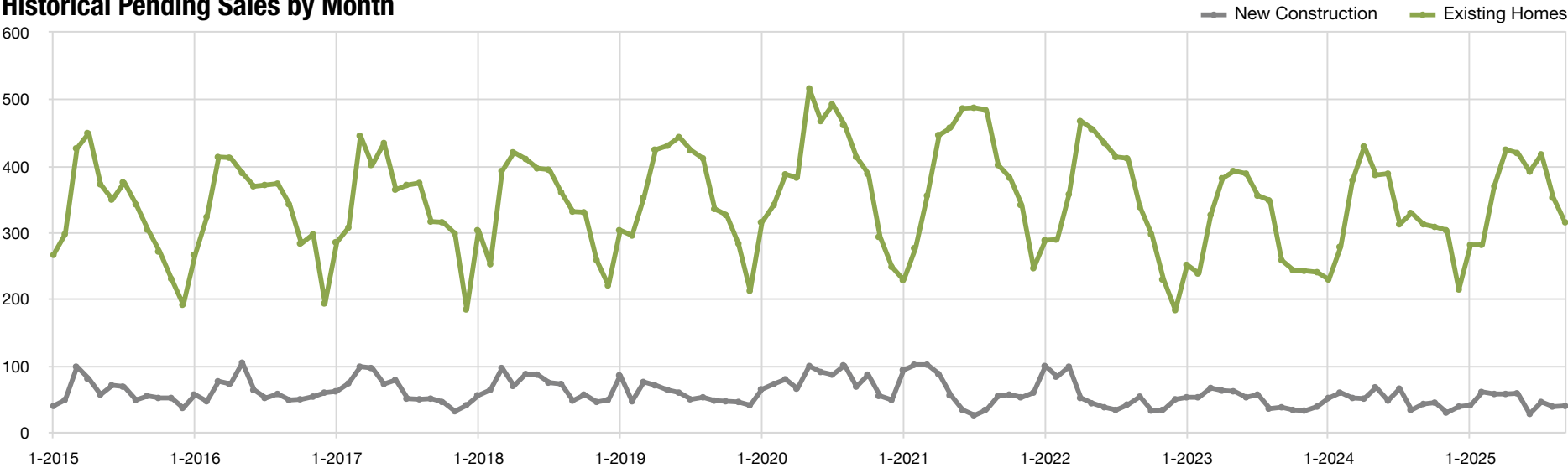
September

Year to Date



Pending Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	281	+ 22.7%
Feb-2025	60	+ 1.7%	281	+ 1.1%
Mar-2025	57	+ 11.8%	369	- 2.4%
Apr-2025	57	+ 14.0%	424	- 1.2%
May-2025	58	- 13.4%	419	+ 8.5%
Jun-2025	27	- 42.6%	391	+ 0.8%
Jul-2025	45	- 30.8%	417	+ 33.7%
Aug-2025	38	+ 15.2%	352	+ 7.0%
Sep-2025	39	- 7.1%	315	+ 1.0%
12-Month Avg	44	- 6.4%	340	+ 8.3%

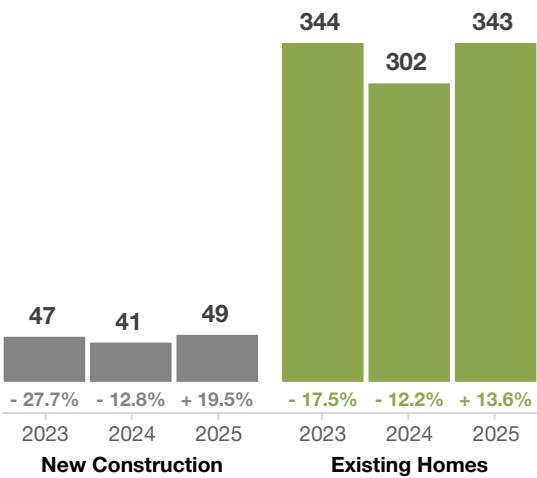
Historical Pending Sales by Month



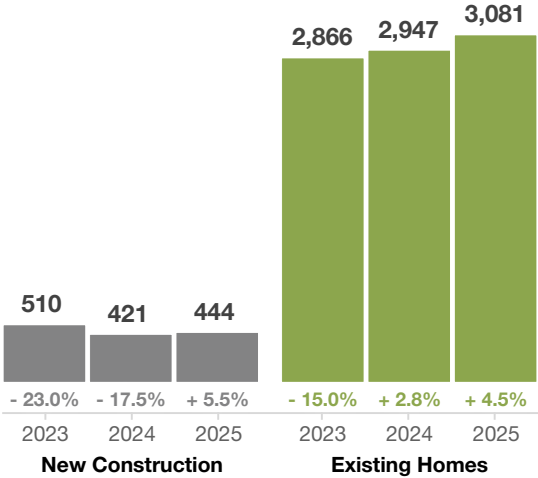
Closed Sales

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

September

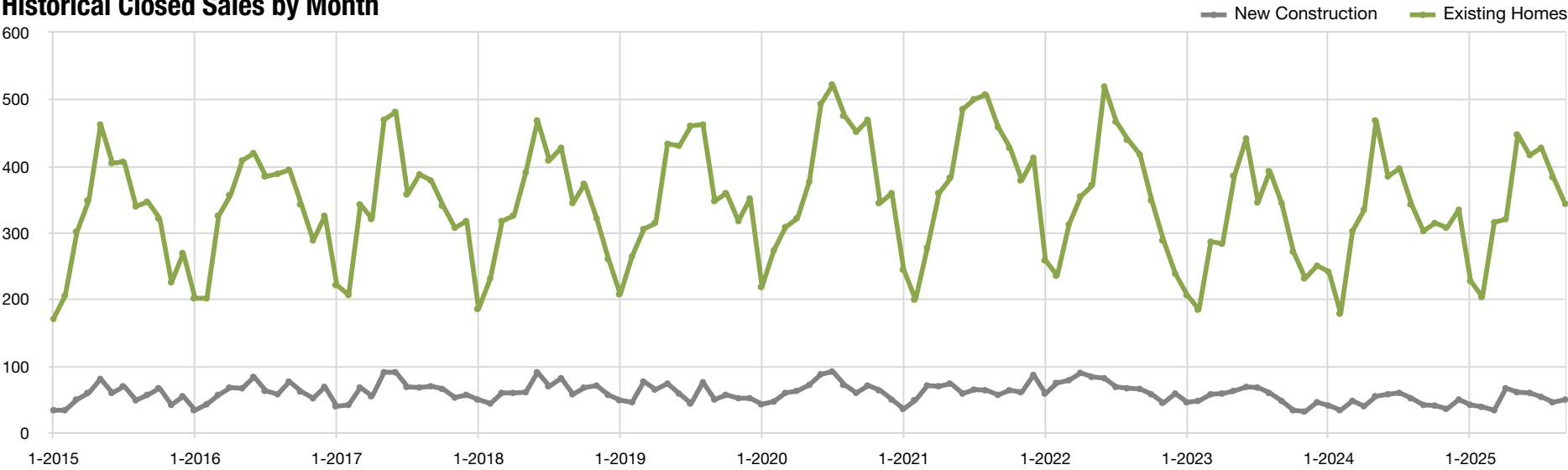


Year to Date



Closed Sales	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	40	+ 21.2%	314	+ 15.9%
Nov-2024	35	+ 12.9%	307	+ 32.9%
Dec-2024	49	+ 8.9%	334	+ 33.6%
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%	447	- 4.5%
Jun-2025	59	+ 3.5%	416	+ 8.3%
Jul-2025	53	- 10.2%	427	+ 7.8%
Aug-2025	45	- 11.8%	383	+ 12.0%
Sep-2025	49	+ 19.5%	343	+ 13.6%
12-Month Avg	47	+ 6.8%	336	+ 9.1%

Historical Closed Sales by Month



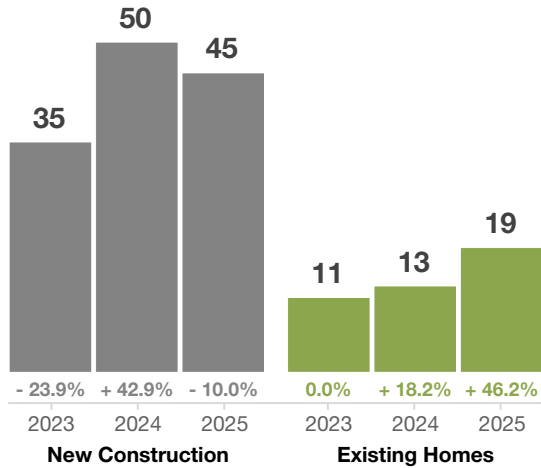
Days on Market Until Sale

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

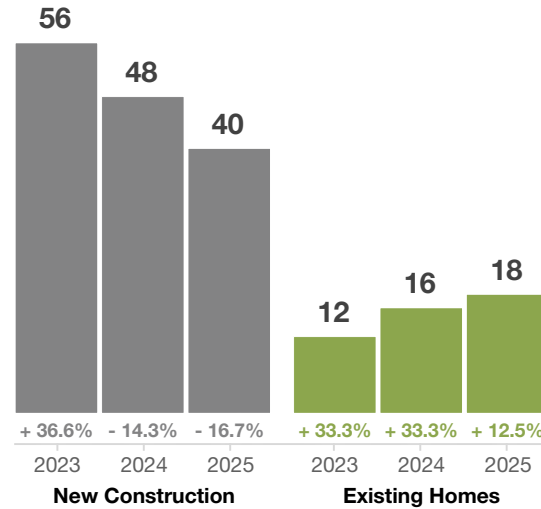


Lincoln Area Region

September



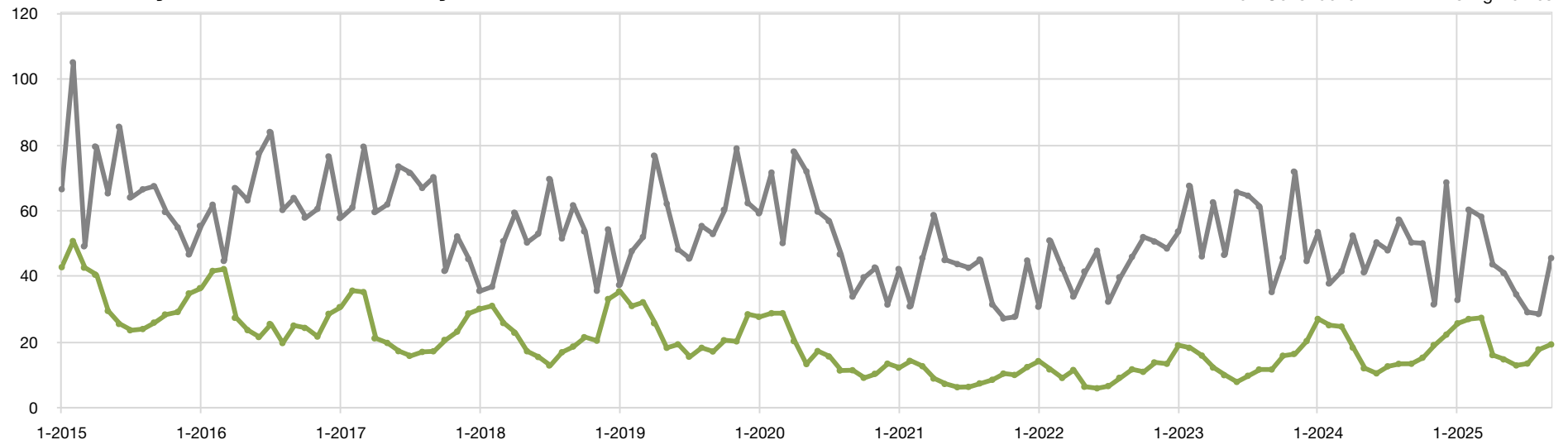
Year to Date



Days on Market	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	50	+ 11.1%	15	- 6.3%
Nov-2024	31	- 56.9%	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%	14	+ 16.7%
Jun-2025	34	- 32.0%	13	+ 30.0%
Jul-2025	29	- 39.6%	13	+ 8.3%
Aug-2025	28	- 50.9%	18	+ 38.5%
Sep-2025	45	- 10.0%	19	+ 46.2%
12-Month Avg*	43	- 12.4%	18	+ 11.8%

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

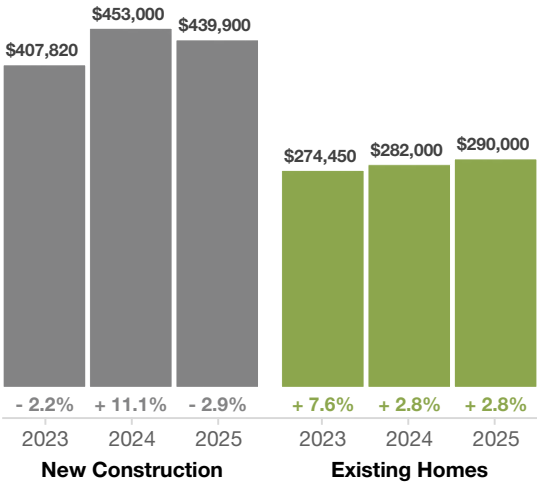
Historical Days on Market Until Sale by Month



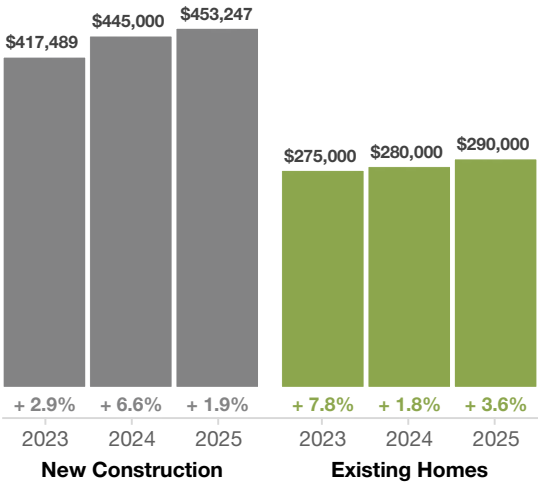
Median Closed Price

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

September



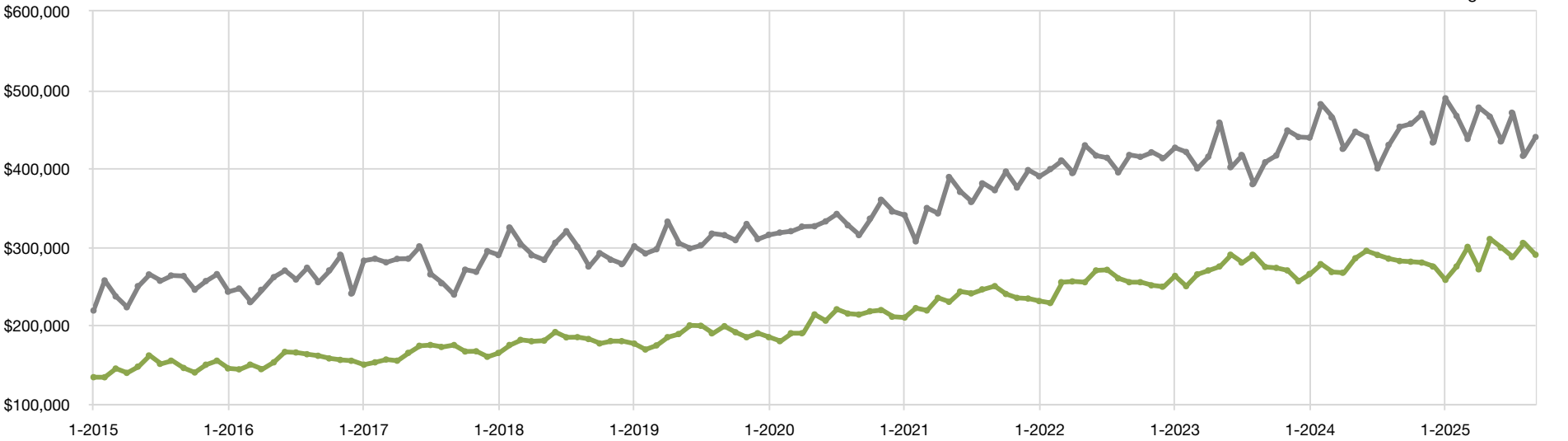
Year to Date



Median Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	\$456,975	+ 9.7%	\$281,100	+ 2.9%
Nov-2024	\$470,000	+ 4.8%	\$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	\$434,350	- 1.3%	\$298,950	+ 1.3%
Jul-2025	\$470,909	+ 17.7%	\$287,000	- 0.9%
Aug-2025	\$415,995	- 3.2%	\$305,000	+ 7.0%
Sep-2025	\$439,900	- 2.9%	\$290,000	+ 2.8%
12-Month Avg*	\$453,519	+ 3.1%	\$287,585	+ 3.0%

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

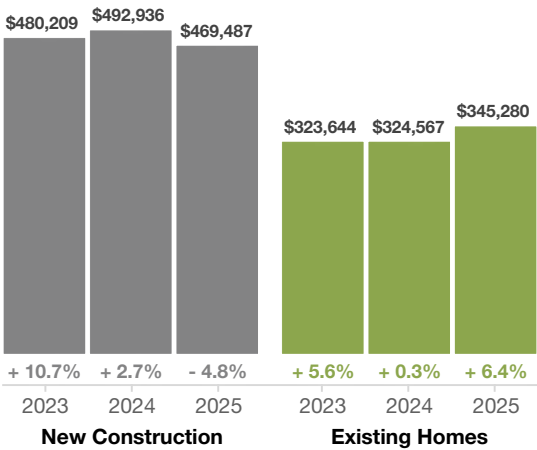
Historical Median Closed Price by Month



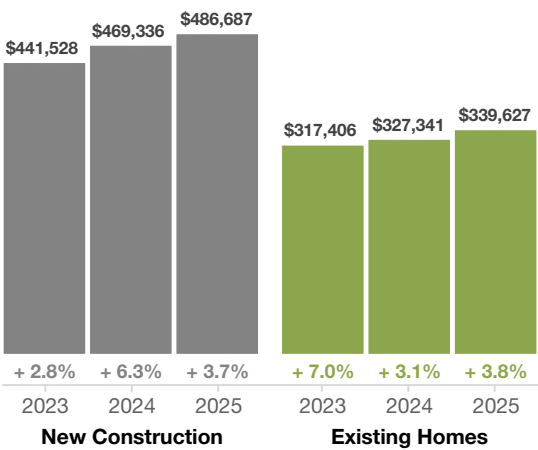
Average Closed Price

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

September



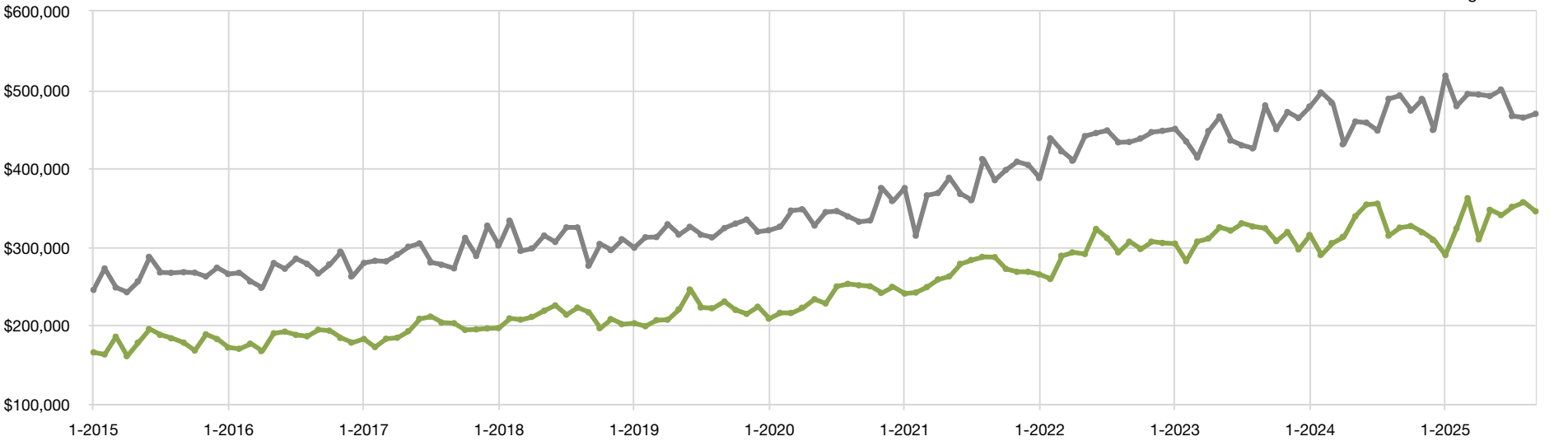
Year to Date



Average Closed Price	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	\$473,673	+ 5.3%	\$326,585	+ 6.3%
Nov-2024	\$488,483	+ 3.5%	\$318,594	- 0.1%
Dec-2024	\$448,942	- 3.3%	\$308,899	+ 4.1%
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%	\$347,240	+ 2.4%
Jun-2025	\$500,403	+ 9.2%	\$340,417	- 3.8%
Jul-2025	\$466,665	+ 4.1%	\$350,979	- 1.2%
Aug-2025	\$464,678	- 4.9%	\$356,843	+ 13.5%
Sep-2025	\$469,487	- 4.8%	\$345,280	+ 6.4%
12-Month Avg*	\$482,625	+ 3.2%	\$334,470	+ 3.5%

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

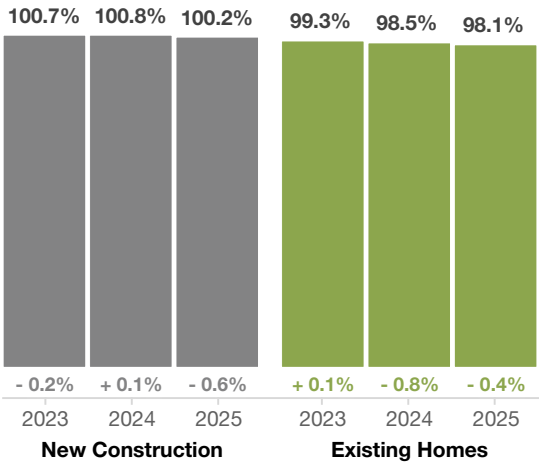
Historical Average Closed Price by Month



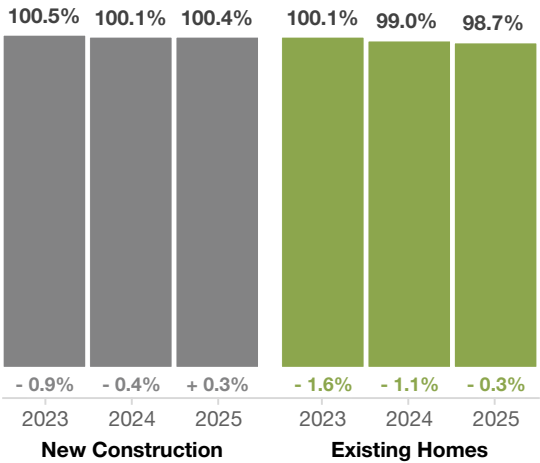
Percent of List Price Received

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.

September



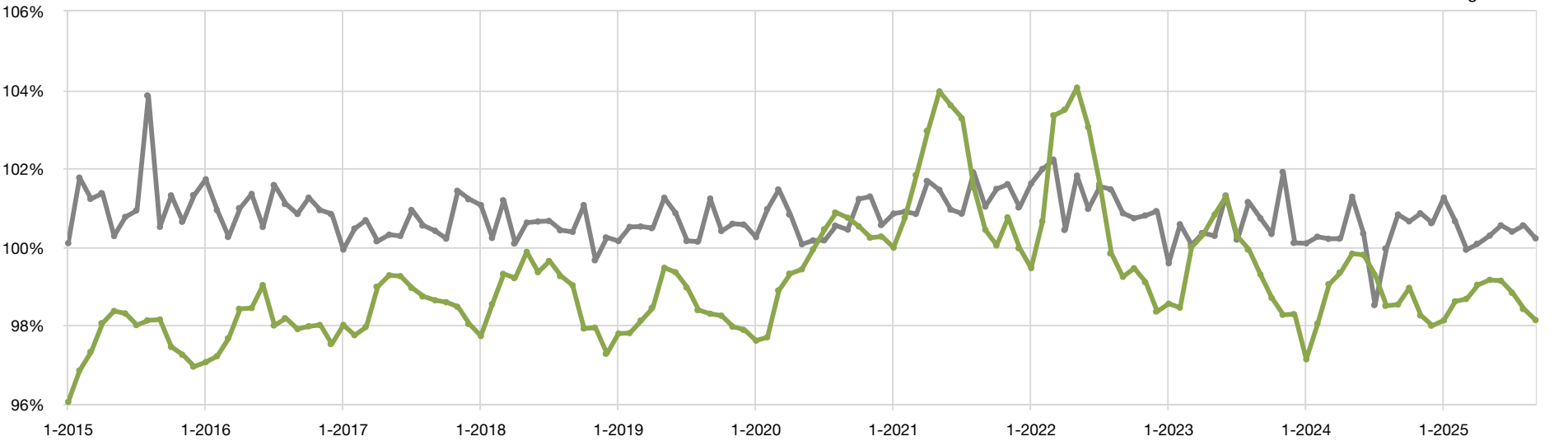
Year to Date



Pct. of List Price Received	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
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%	99.1%	- 0.7%
Jul-2025	100.4%	+ 1.9%	98.8%	- 0.5%
Aug-2025	100.5%	+ 0.5%	98.4%	- 0.1%
Sep-2025	100.2%	- 0.6%	98.1%	- 0.4%
12-Month Avg*	100.5%	+ 0.2%	98.7%	- 0.2%

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

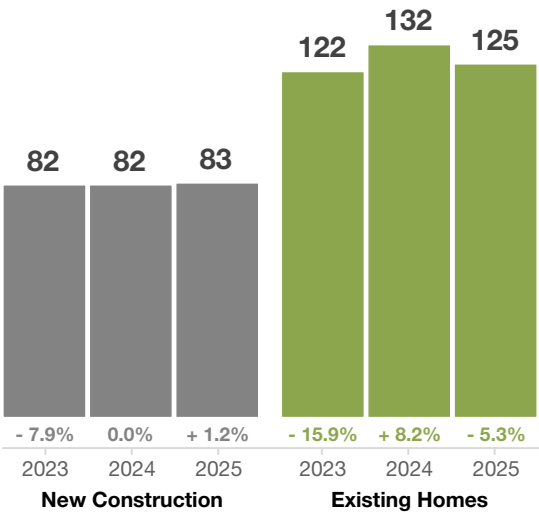
Historical Percent of List Price Received by Month



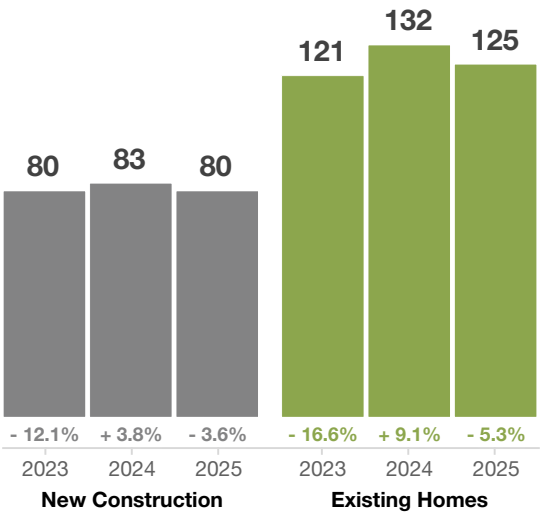
Housing Affordability Index

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.

September

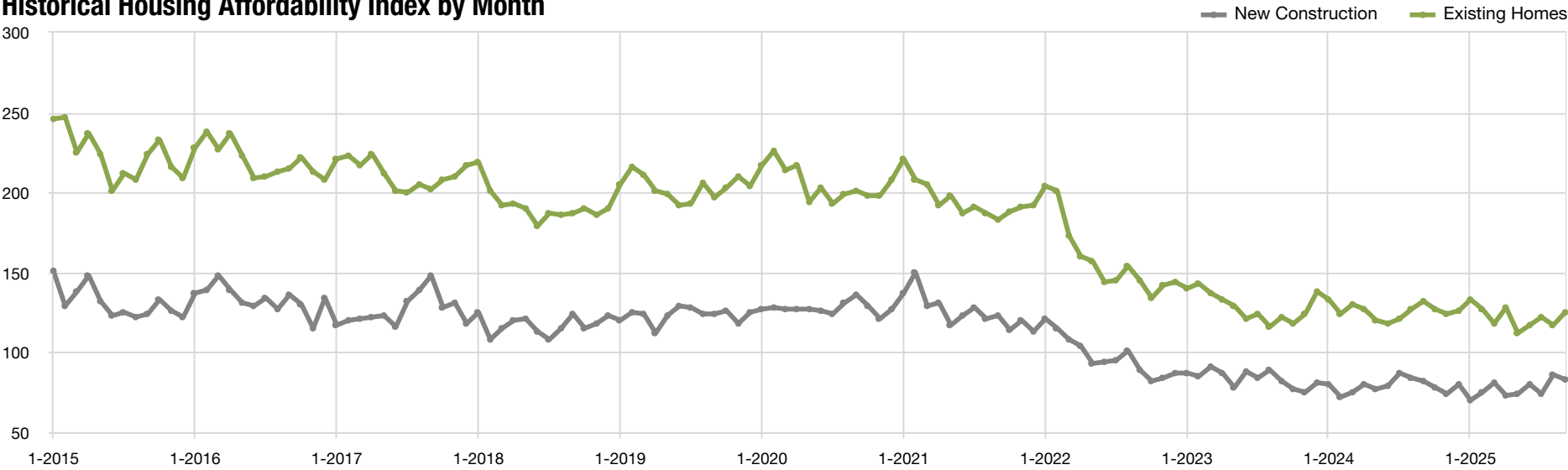


Year to Date



Affordability Index	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	78	+ 1.3%	127	+ 7.6%
Nov-2024	74	- 1.3%	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	80	+ 1.3%	117	- 0.8%
Jul-2025	74	- 14.9%	122	+ 0.8%
Aug-2025	86	+ 2.4%	117	- 7.9%
Sep-2025	83	+ 1.2%	125	- 5.3%
12-Month Avg	77	- 2.5%	123	- 2.4%

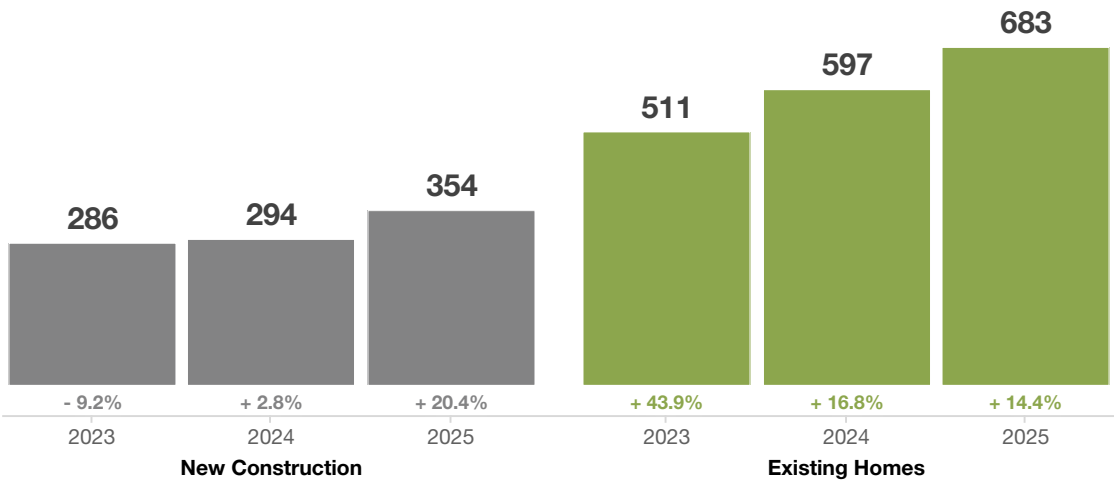
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

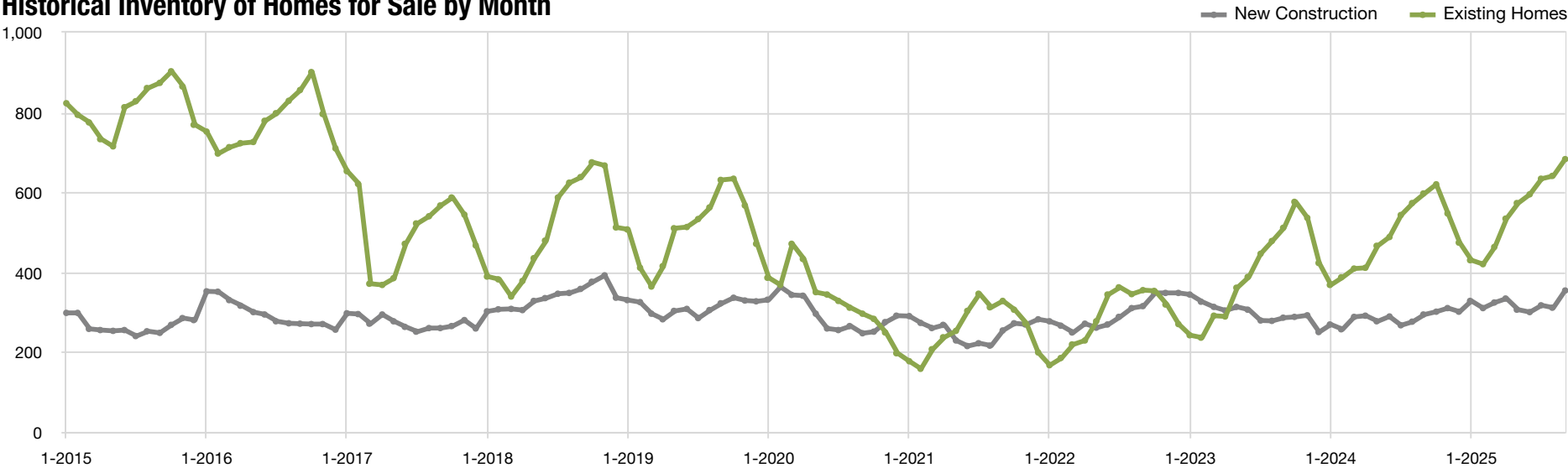
The number of properties available for sale in active status at the end of a given month.

September



Homes for Sale	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	301	+ 4.5%	620	+ 7.6%
Nov-2024	310	+ 6.2%	547	+ 2.1%
Dec-2024	301	+ 20.4%	474	+ 12.1%
Jan-2025	328	+ 21.9%	430	+ 16.8%
Feb-2025	310	+ 20.6%	420	+ 8.5%
Mar-2025	324	+ 12.5%	463	+ 13.2%
Apr-2025	334	+ 14.8%	534	+ 29.9%
May-2025	306	+ 10.5%	573	+ 23.0%
Jun-2025	300	+ 3.8%	595	+ 21.9%
Jul-2025	317	+ 18.7%	634	+ 16.8%
Aug-2025	311	+ 12.7%	641	+ 11.9%
Sep-2025	354	+ 20.4%	683	+ 14.4%
12-Month Avg	316	+ 13.7%	551	+ 14.6%

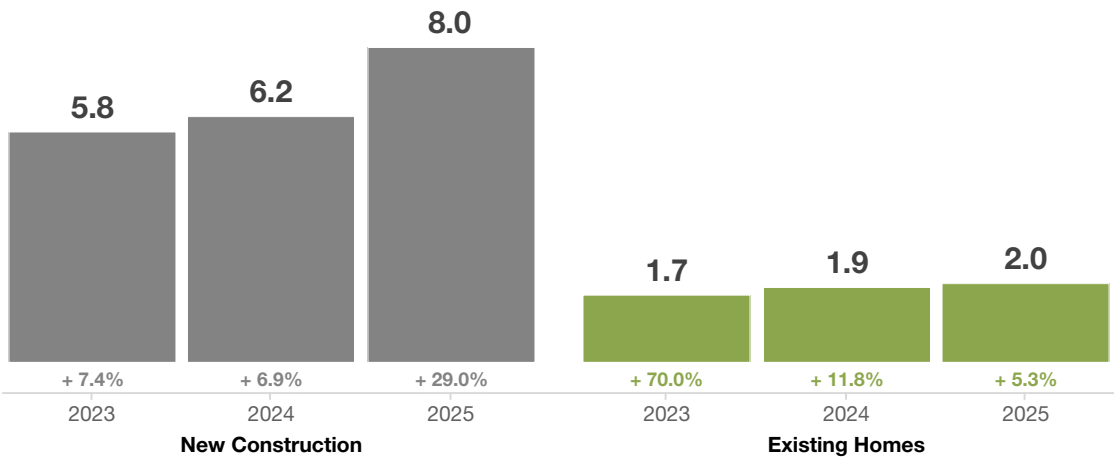
Historical Inventory of Homes for Sale by Month



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.

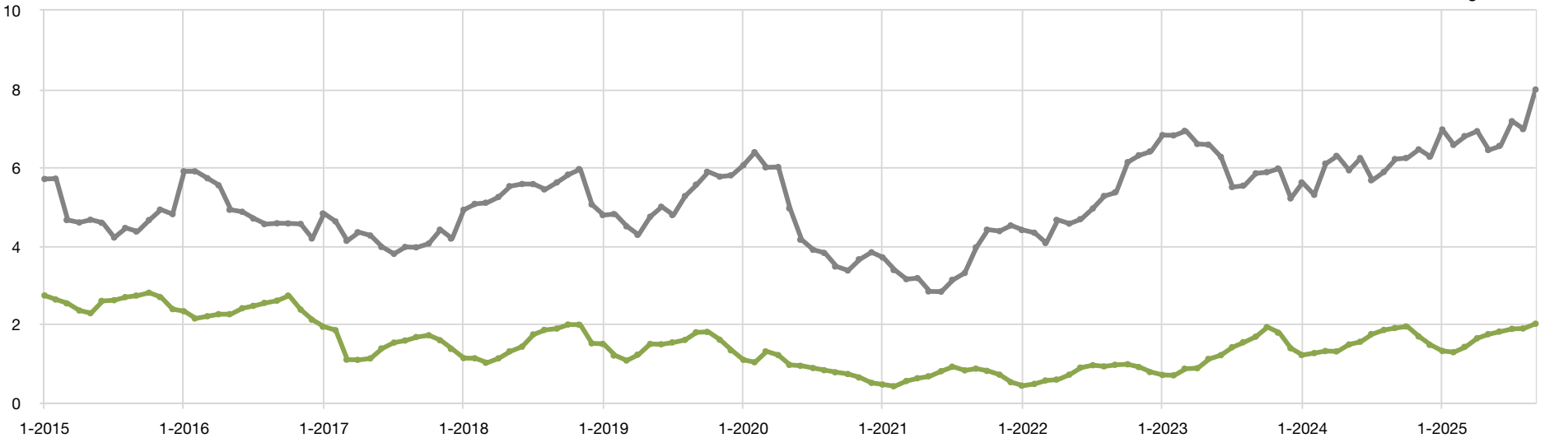
September



Months Supply	New Construction	Year-Over-Year Change	Existing Homes	Year-Over-Year Change
Oct-2024	6.2	+ 5.1%	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	6.6	+ 24.5%	1.3	0.0%
Mar-2025	6.8	+ 11.5%	1.4	+ 7.7%
Apr-2025	6.9	+ 9.5%	1.6	+ 23.1%
May-2025	6.4	+ 8.5%	1.7	+ 13.3%
Jun-2025	6.5	+ 4.8%	1.8	+ 12.5%
Jul-2025	7.2	+ 26.3%	1.9	+ 11.8%
Aug-2025	7.0	+ 18.6%	1.9	0.0%
Sep-2025	8.0	+ 29.0%	2.0	+ 5.3%
12-Month Avg*	6.8	+ 15.7%	1.7	+ 7.3%

* Months Supply for all properties from October 2024 through September 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	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		682	794	+ 16.4%	5,752	6,467	+ 12.4%
Pending Sales		354	354	0.0%	3,506	3,670	+ 4.7%
Closed Sales		343	392	+ 14.3%	3,368	3,525	+ 4.7%
Days on Market Until Sale		18	22	+ 22.2%	20	21	+ 5.0%
Median Closed Price		\$300,000	\$310,500	+ 3.5%	\$300,000	\$313,000	+ 4.3%
Average Closed Price		\$344,693	\$360,806	+ 4.7%	\$345,095	\$358,155	+ 3.8%
Percent of List Price Received		98.8%	98.4%	- 0.4%	99.1%	98.9%	- 0.2%
Housing Affordability Index		124	117	- 5.6%	124	116	- 6.5%
Inventory of Homes for Sale		891	1,037	+ 16.4%	—	—	—
Months Supply of Inventory		2.5	2.7	+ 8.0%	—	—	—