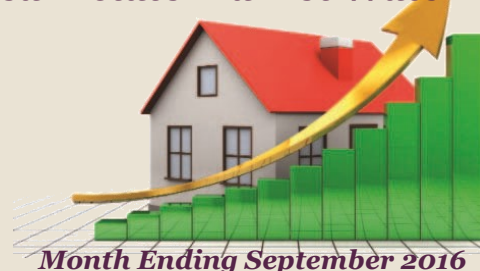




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## Real Estate Market Watch



### View Market Statistics For Sussex County, Delaware

Welcome to the monthly issue of *Real Estate Market Watch*. As a prospective buyer or seller, you'll find it to be an extremely useful tool. The statistical analysis contained in this publication will give you valuable market information and trends for real estate in Sussex County, Delaware.

For **Buyers**, *Real Estate Market Watch* will be a valuable tool for making an offer on a property. Having up-to-date information on selling prices of comparable homes will allow you to make the smartest offer.

For **Sellers**, *Real Estate Market Watch* will afford you the knowledge to determine the listing price for your property, allowing you to obtain the best possible sale price in the shortest amount of time.

### Current Market Conditions For Sussex County, DE

(as of 9/30/2016—based on sales of single-family homes)

Total Single Family Homes on the Market as of 9/30/2016.....2,445  
↓1% from last month

Total Single Family Homes Sold Current Year.....2,152  
Total Single Family Homes Sold Previous Year.....2,141  
% Change in Homes Sold.....↑1%

Average Price of Homes Sold Current Year.....\$354,436  
Average Price of Homes Sold Previous Year.....\$362,160  
% Change in Average Price.....↓2%

Median Price of Homes Sold Current Year.....\$268,989  
Median Price of Homes Sold Previous Year.....\$275,000  
% Change in Median Price.....↓2%

Average Days on Market of Homes Sold Current Year.....143  
Average Days on Market of Homes Sold Previous Year.....157  
% Change in Average Days on Market.....↓9%

For more detailed statistics on specific areas of Sussex County, Delaware, look inside!

**Lewes Office**  
16712 Kings Highway  
Lewes, DE 19958

(302) 645-6661

**Rehoboth Office**  
37230 Rehoboth Ave. Ext.  
Rehoboth Beach, DE 19971

(302) 227-6101

**Bethany Office**  
33292 Coastal Highway #1  
Bethany Beach, DE 19930

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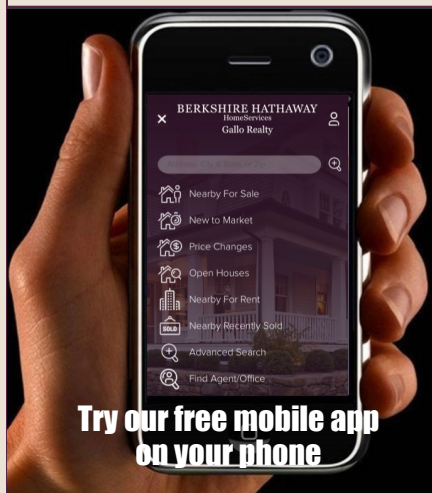
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Our proprietary Berkshire Hathaway HomeServices system - *Inside Access* - provides you with a complete scouting report on any particular community right down to the zip code. *Inside Access* is powered by actual MLS data from throughout the U.S. - the cleanest, most accurate data available. Once registered, you will have access to re-search sold listings as well as listings currently on the market.

Through *Inside Access* you can also gain current information about surrounding neighborhoods, schools, the economy, the environment, quality of life, drive times and much more.

To gain *Inside Access*, register through the Real Estate Market Watch page on our website:

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on your phone**

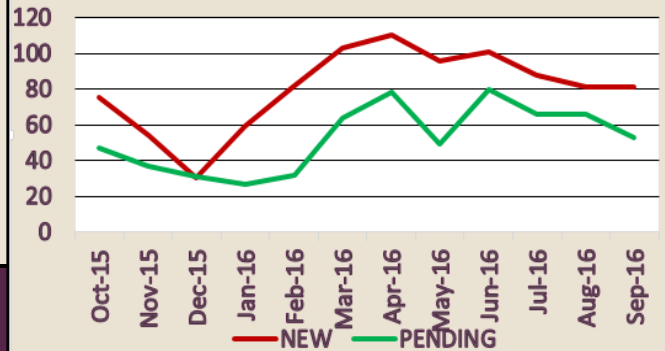
- Search for any property on the market
- GPS-based on your location
- Formatted to work on any mobile phone
- Text: BHHSDE301 To: 87778

## Lewes & Rehoboth Hundred (Jan-Sep 2016) Lewes/Rehoboth/Dewey

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2016</b>	
2016 .....	446	Under \$100,000 .....	1
2015 .....	527	\$100,000-\$200,000 .....	16
		\$200,000-\$300,000 .....	55
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	106
2016 .....	\$582,223	\$400,000-\$500,000 .....	76
2015 .....	\$578,900	\$500,000-\$600,000 .....	64
		\$600,000-\$700,000 .....	31
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	18
2016 .....	\$450,000	\$800,000-\$900,000 .....	22
2015 .....	\$470,000	\$900,000-\$1,000,000 .....	8
		Over \$1,000,000 .....	49

<b>Current Active Inventory</b>			
Units Active .. 459	Low .....	\$153,000	High.....\$5,750,000
Average List Price.....	\$811,524	Median List Price.....	\$549,000

## 12-Month Analysis: New Vs. Pending Listings Lewes & Rehoboth Hundred

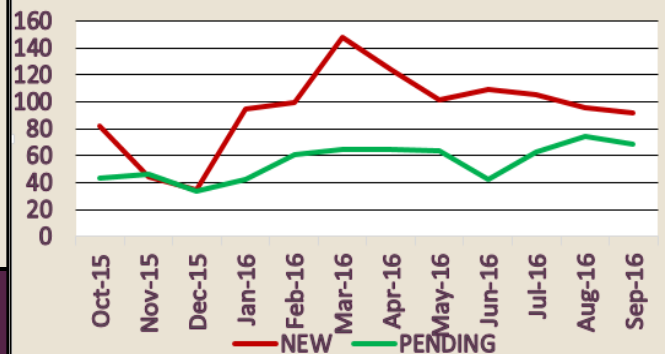


## Baltimore Hundred (Jan-Sep 2016) Bethany/Fenwick Area

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2016</b>	
2016 .....	454	Under \$100,000 .....	9
2015 .....	454	\$100,000-\$200,000 .....	43
		\$200,000-\$300,000 .....	96
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	122
2016 .....	\$487,204	\$400,000-\$500,000 .....	54
2015 .....	\$469,709	\$500,000-\$600,000 .....	33
		\$600,000-\$700,000 .....	20
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	22
2016 .....	\$359,000	\$800,000-\$900,000 .....	13
2015 .....	\$339,995	\$900,000-\$1,000,000 .....	9
		Over \$1,000,000 .....	33

<b>Current Active Inventory</b>			
Units Active .. 637	Low .....	\$75,000	High.....\$5,795,000
Average List Price.....	\$651,301	Median List Price.....	\$425,000

## 12-Month Analysis: New Vs. Pending Listings Baltimore Hundred

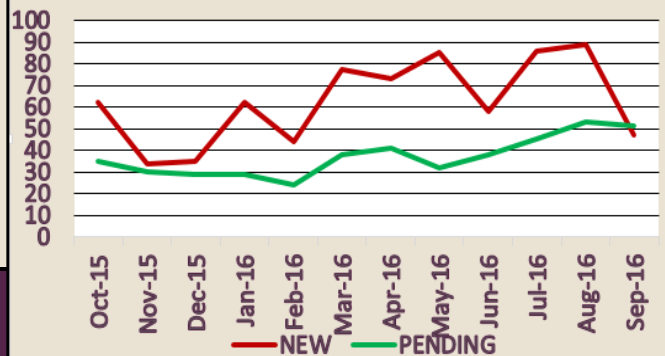


## Indian River Hundred (Jan-Sep 2016) Angola/Long Neck/Millsboro

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2016</b>	
2016 .....	285	Under \$100,000 .....	13
2015 .....	276	\$100,000-\$200,000 .....	70
		\$200,000-\$300,000 .....	95
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	54
2016 .....	\$289,480	\$400,000-\$500,000 .....	32
2015 .....	\$294,295	\$500,000-\$600,000 .....	9
		\$600,000-\$700,000 .....	5
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	3
2016 .....	\$255,219	\$800,000-\$900,000 .....	1
2015 .....	\$254,500	\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	3

<b>Current Active Inventory</b>			
Units Active .. 386	Low .....	\$44,900	High.....\$2,595,000
Average List Price.....	\$367,959	Median List Price.....	\$309,450

## 12-Month Analysis: New Vs. Pending Listings Indian River Hundred

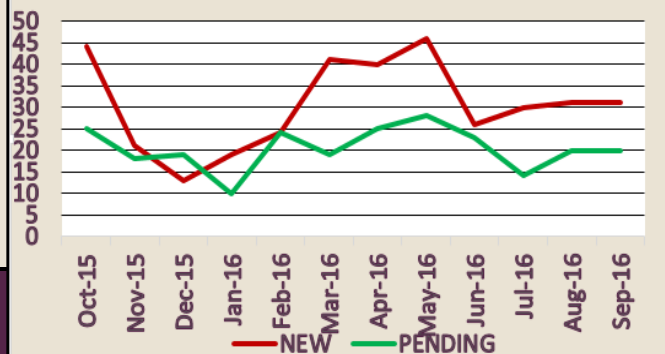


## Broadkill Hundred (Jan-Sep 2016) Milton/Harbeson/Broadkill Beach

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2016</b>	
2016 .....	164	Under \$100,000 .....	10
2015 .....	147	\$100,000-\$200,000 .....	32
		\$200,000-\$300,000 .....	58
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	42
2016 .....	\$284,058	\$400,000-\$500,000 .....	14
2015 .....	\$279,059	\$500,000-\$600,000 .....	2
		\$600,000-\$700,000 .....	2
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	3
2016 .....	\$279,450	\$800,000-\$900,000 .....	1
2015 .....	\$293,492	\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active .. 157	Low .....	\$75,000	High.....\$1,995,000
Average List Price.....	\$358,699	Median List Price.....	\$319,990

## 12-Month Analysis: New Vs. Pending Listings Broadkill Hundred

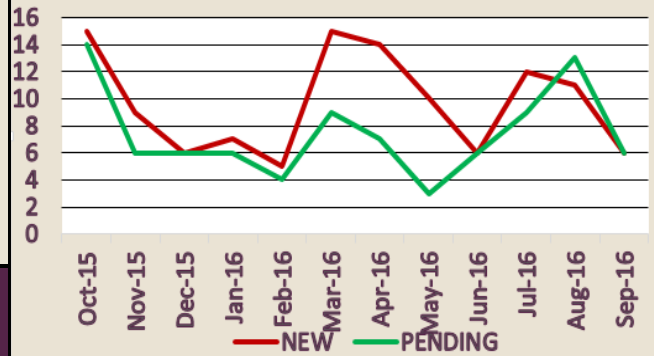


## Georgetown Hundred (Jan-Sep 2016) Georgetown Area

Total Units Sold		Total Units Sold By Price Range in 2015	
2016 .....	52	Under \$100,000 .....	7
2015 .....	52	\$100,000-\$200,000 .....	17
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	23
2016 .....	\$195,320	\$300,000-\$400,000 .....	5
2015 .....	\$171,741	\$400,000-\$500,000 .....	0
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	0
2016 .....	\$208,500	\$600,000-\$700,000 .....	0
2015 .....	\$180,000	\$700,000-\$800,000 .....	0
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

Current Active Inventory			
Units Active..... 50	Low .....	\$49,900	High..... \$495,000
Average List Price .....	\$220,594	Median List Price .....	\$229,950

## 12-Month Analysis: New Vs. Pending Listings Georgetown Hundred

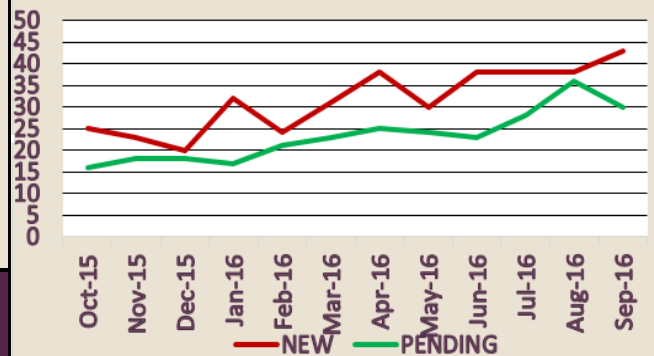


## Cedar Creek Hundred (Jan-Sep 2016) Milford/Lincoln/Slaughter Beach

Total Units Sold		Total Units Sold By Price Range in 2015	
2016 .....	177	Under \$100,000 .....	15
2015 .....	165	\$100,000-\$200,000 .....	80
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	65
2016 .....	\$205,657	\$300,000-\$400,000 .....	12
2015 .....	\$192,665	\$400,000-\$500,000 .....	2
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	1
2016 .....	\$190,000	\$600,000-\$700,000 .....	0
2015 .....	\$189,900	\$700,000-\$800,000 .....	1
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	1
		Over \$1,000,000 .....	0

Current Active Inventory			
Units Active... 160	Low .....	\$49,900	High..... \$1,250,000
Average List Price .....	\$271,087	Median List Price .....	\$239,000

## 12-Month Analysis: New Vs. Pending Listings Cedar Creek Hundred

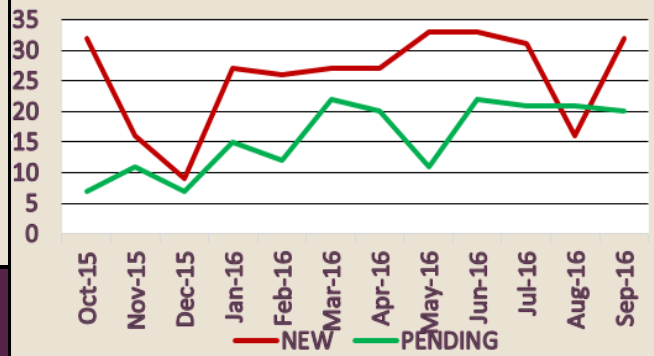


## Dagsboro Hundred (Jan-Sep 2016) Dagsboro/Millsboro

Total Units Sold		Total Units Sold By Price Range in 2015	
2016 .....	124	Under \$100,000 .....	9
2015 .....	132	\$100,000-\$200,000 .....	47
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	44
2016 .....	\$233,216	\$300,000-\$400,000 .....	17
2015 .....	\$230,510	\$400,000-\$500,000 .....	2
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	1
2016 .....	\$210,000	\$600,000-\$700,000 .....	2
2015 .....	\$222,500	\$700,000-\$800,000 .....	1
		\$800,000-\$900,000 .....	1
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

Current Active Inventory			
Units Active... 169	Low .....	\$69,900	High..... \$1,500,000
Average List Price .....	\$319,732	Median List Price .....	\$269,000

## 12-Month Analysis: New Vs. Pending Listings Dagsboro Hundred

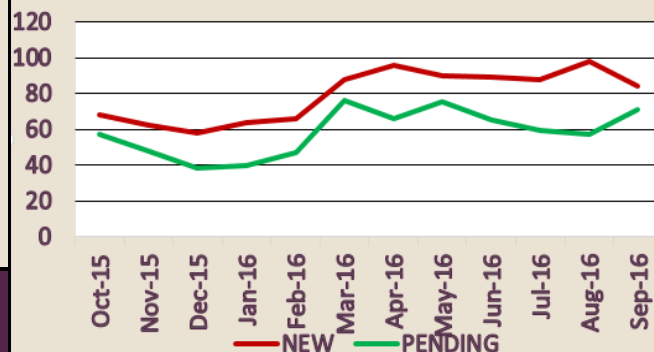


## Western Sussex County (Jan-Sep 2016) West of Route 113

Total Units Sold		Total Units Sold By Price Range in 2015	
2016 .....	450	Under \$100,000 .....	93
2015 .....	388	\$100,000-\$200,000 .....	219
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	104
2016 .....	\$171,821	\$300,000-\$400,000 .....	26
2015 .....	\$164,900	\$400,000-\$500,000 .....	5
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	2
2016 .....	\$164,900	\$600,000-\$700,000 .....	0
2015 .....	\$161,250	\$700,000-\$800,000 .....	1
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

Current Active Inventory			
Units Active... 427	Low .....	\$29,680	High..... \$939,000
Average List Price .....	\$218,038	Median List Price .....	\$329,900

## 12-Month Analysis: New Vs. Pending Listings Western Sussex County



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