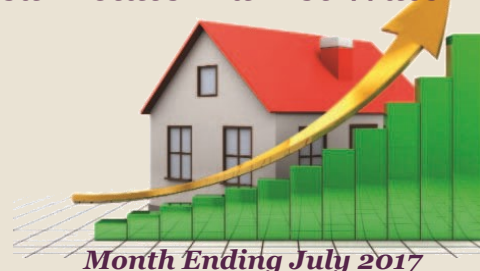




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## Real Estate Market Watch



### 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 7/31/2017—based on sales of single-family homes)

Total Single Family Homes on the Market as of 7/31/2017 ..... 2,160  
↓3% from last month

Total Single Family Homes Sold Current Year ..... 1,936

Total Single Family Homes Sold Previous Year ..... 1,601

% Change in Homes Sold ..... ↑21%

Average Price of Homes Sold Current Year ..... \$377,914

Average Price of Homes Sold Previous Year ..... \$356,757

% Change in Average Price ..... ↑6%

Median Price of Homes Sold Current Year ..... \$280,000

Median Price of Homes Sold Previous Year ..... \$275,000

% Change in Median Price ..... ↑2%

Average Days on Market of Homes Sold Current Year ..... 129

Average Days on Market of Homes Sold Previous Year ..... 148

% Change in Average Days on Market ..... ↓13%

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

(302) 537-2616

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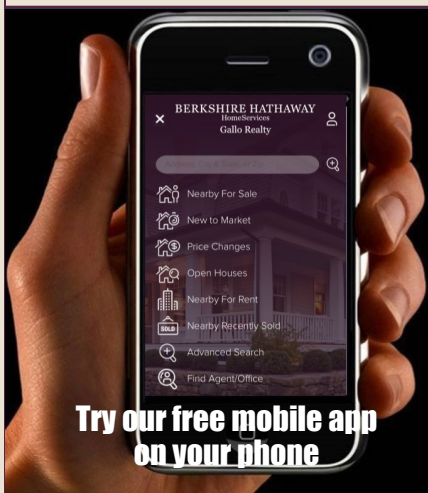
### Get Inside Access Today!

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**

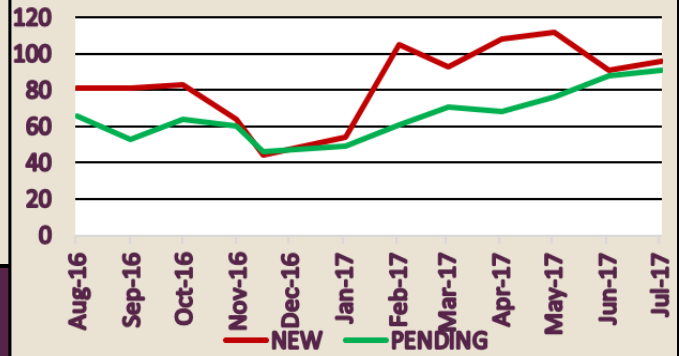
- Search for any property on the market
- GPS-based on your location
- Formatted to work on any mobile phone
- Text: BHHSDE301 To: 87778

## Lewes, Rehoboth & Dewey Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	384	Under \$100,000 .....	1
2016 .....	338	\$100,000-\$200,000 .....	9
		\$200,000-\$300,000 .....	46
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	86
2017 .....	\$665,220	\$400,000-\$500,000 .....	66
2016 .....	\$577,867	\$500,000-\$600,000 .....	54
		\$600,000-\$700,000 .....	18
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	23
2017 .....	\$474,250	\$800,000-\$900,000 .....	13
2016 .....	\$450,000	\$900,000-\$1,000,000 .....	8
		Over \$1,000,000 .....	60

<b>Current Active Inventory</b>			
Units Active ..	395	Low .....	\$151,500
Average List Price .....	\$809,028	High .....	\$5,750,000
		Median List Price .....	\$499,900

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

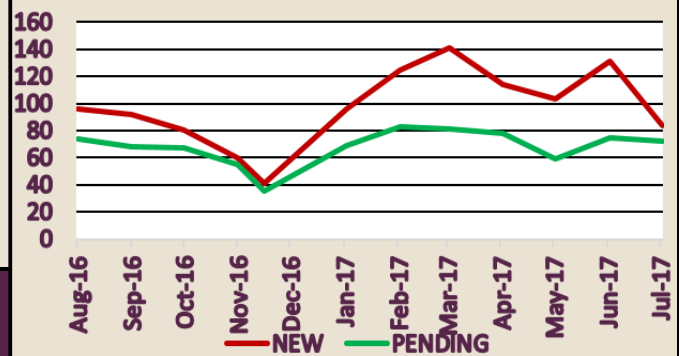


## Bethany, Ocean View, & Fenwick Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	451	Under \$100,000 .....	14
2016 .....	341	\$100,000-\$200,000 .....	34
		\$200,000-\$300,000 .....	120
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	105
2017 .....	\$470,981	\$400,000-\$500,000 .....	73
2016 .....	\$489,615	\$500,000-\$600,000 .....	18
		\$600,000-\$700,000 .....	20
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	15
2017 .....	\$350,000	\$800,000-\$900,000 .....	9
2016 .....	\$365,000	\$900,000-\$1,000,000 .....	9
		Over \$1,000,000 .....	34

<b>Current Active Inventory</b>			
Units Active ..	586	Low .....	\$84,900
Average List Price .....	\$619,829	High .....	\$4,600,000
		Median List Price .....	\$419,990

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

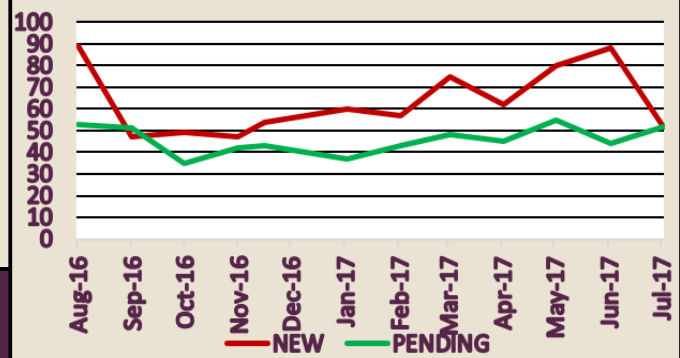


## Angola, Long Neck & Millsboro Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	267	Under \$100,000 .....	10
2016 .....	209	\$100,000-\$200,000 .....	52
		\$200,000-\$300,000 .....	77
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	59
2017 .....	\$338,894	\$400,000-\$500,000 .....	31
2016 .....	\$286,015	\$500,000-\$600,000 .....	17
		\$600,000-\$700,000 .....	6
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	9
2017 .....	\$288,000	\$800,000-\$900,000 .....	1
2016 .....	\$259,000	\$900,000-\$1,000,000 .....	1
		Over \$1,000,000 .....	4

<b>Current Active Inventory</b>			
Units Active ..	381	Low .....	\$49,900
Average List Price .....	\$363,107	High .....	\$1,590,000
		Median List Price .....	\$319,900

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

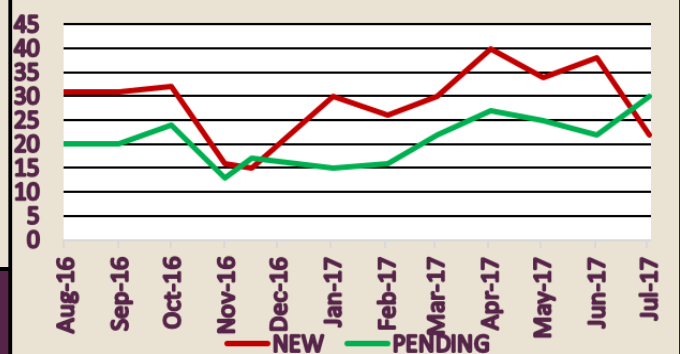


## Milton, Harbeson & Broadkill Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	116	Under \$100,000 .....	5
2016 .....	128	\$100,000-\$200,000 .....	22
		\$200,000-\$300,000 .....	38
<b>Average Sales Price</b>		\$300,000-\$400,000 .....	38
2017 .....	\$282,690	\$400,000-\$500,000 .....	9
2016 .....	\$290,235	\$500,000-\$600,000 .....	2
		\$600,000-\$700,000 .....	2
<b>Median Sales Price</b>		\$700,000-\$800,000 .....	1
2017 .....	\$281,000	\$800,000-\$900,000 .....	0
2016 .....	\$280,200	\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active ..	148	Low .....	\$59,900
Average List Price .....	\$422,234	High .....	\$2,999,999
		Median List Price .....	\$332,450

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

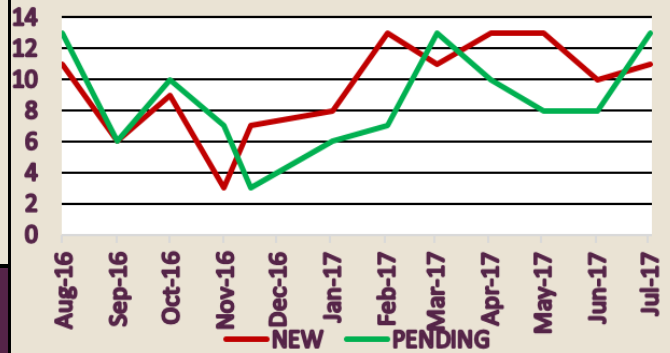


## Georgetown Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	44 <span style="color: green;">↑19%</span>	Under \$100,000 .....	7
2016 .....	37	\$100,000-\$200,000 .....	14
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	20
2017 .....	\$187,347 <span style="color: red;">↓4%</span>	\$300,000-\$400,000 .....	3
2016 .....	\$195,222	\$400,000-\$500,000 .....	0
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	0
2017 .....	\$208,950 <span style="color: red;">↓1%</span>	\$600,000-\$700,000 .....	0
2016 .....	\$212,000	\$700,000-\$800,000 .....	0
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active.....45	Low .....	\$85,000	High..... \$495,000
Average List Price .....	\$254,318	Median List Price .....	\$249,400

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

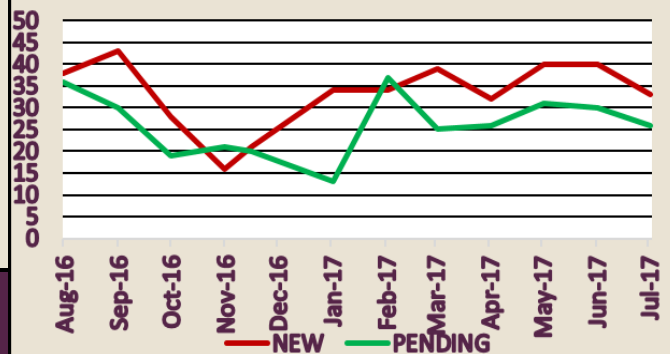


## Milford, Lincoln & Slaughter Beach Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	160 <span style="color: green;">↑25%</span>	Under \$100,000 .....	21
2016 .....	128	\$100,000-\$200,000 .....	60
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	49
2017 .....	\$220,254 <span style="color: green;">↑4%</span>	\$300,000-\$400,000 .....	16
2016 .....	\$212,221	\$400,000-\$500,000 .....	8
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	5
2017 .....	\$199,000 <span style="color: green;">↑2%</span>	\$600,000-\$700,000 .....	0
2016 .....	\$194,950	\$700,000-\$800,000 .....	1
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active... 139	Low .....	\$39,900	High..... \$1,250,000
Average List Price .....	\$270,389	Median List Price .....	\$254,000

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

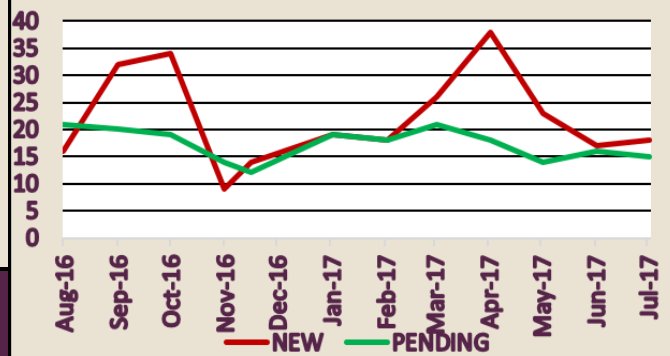


## Dagsboro & Millsboro Area (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	106 <span style="color: green;">↑30%</span>	Under \$100,000 .....	7
2016 .....	82	\$100,000-\$200,000 .....	24
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	46
2017 .....	\$257,568 <span style="color: green;">↑8%</span>	\$300,000-\$400,000 .....	21
2016 .....	\$239,029	\$400,000-\$500,000 .....	4
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	0
2017 .....	\$244,800 <span style="color: green;">↑13%</span>	\$600,000-\$700,000 .....	1
2016 .....	\$217,149	\$700,000-\$800,000 .....	2
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	1

<b>Current Active Inventory</b>			
Units Active... 128	Low .....	\$72,000	High..... \$1,500,000
Average List Price .....	\$293,620	Median List Price .....	\$264,400

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

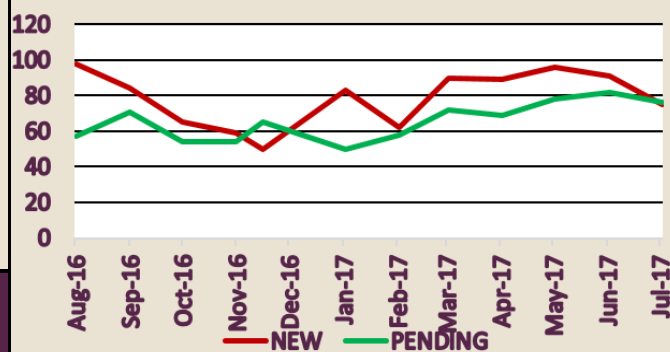


## Western Sussex County (Jan-Jul 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	408 <span style="color: green;">↑21%</span>	Under \$100,000 .....	95
2016 .....	338	\$100,000-\$200,000 .....	177
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	104
2017 .....	\$170,887	\$300,000-\$400,000 .....	24
2016 .....	\$171,525	\$400,000-\$500,000 .....	6
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	2
2017 .....	\$165,000	\$600,000-\$700,000 .....	0
2016 .....	\$165,000	\$700,000-\$800,000 .....	0
		\$800,000-\$900,000 .....	0
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active... 356	Low .....	\$36,000	High..... \$899,000
Average List Price .....	\$233,863	Median List Price .....	\$218,000

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



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