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**Real Estate Market Watch**



Month Ending November 2017

**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 11/30/2017—based on sales of single-family homes)

Total Single Family Homes on the Market as of 11/30/2017 ..... 1,954  
↓5% from last month

Total Single Family Homes Sold Current Year ..... 3,178  
Total Single Family Homes Sold Previous Year ..... 2,716  
% Change in Homes Sold ..... ↑17%

Average Price of Homes Sold Current Year ..... \$379,142  
Average Price of Homes Sold Previous Year ..... \$359,280  
% Change in Average Price ..... ↑6%

Median Price of Homes Sold Current Year ..... \$285,000  
Median Price of Homes Sold Previous Year ..... \$272,635  
% Change in Median Price ..... ↑5%

Average Days on Market of Homes Sold Current Year ..... 124  
Average Days on Market of Homes Sold Previous Year ..... 139  
% Change in Average Days on Market ..... ↓11%

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

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

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

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

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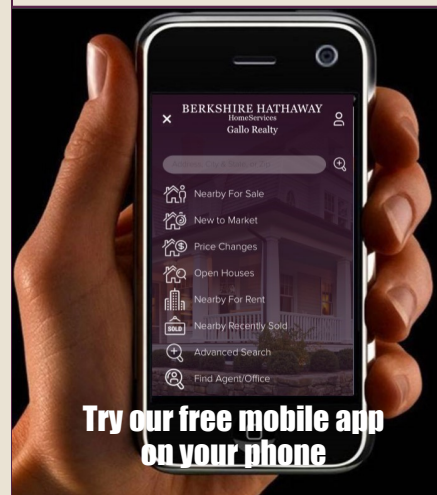
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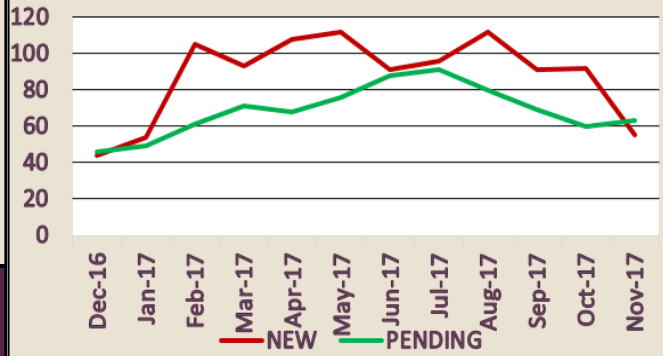
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- Formatted to work on any mobile phone
- Text: BHHSDE301 To: 87778

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

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	661 <span style="color: green;">↑16%</span>	Under \$100,000 .....	2
2016 .....	569	\$100,000-\$200,000 .....	14
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	78
2017 .....	\$647,836 <span style="color: green;">↑11%</span>	\$300,000-\$400,000 .....	143
2016 .....	\$582,021	\$400,000-\$500,000 .....	116
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	99
2017 .....	\$475,000 <span style="color: green;">↑3%</span>	\$600,000-\$700,000 .....	40
2016 .....	\$459,192	\$700,000-\$800,000 .....	39
		\$800,000-\$900,000 .....	15
		\$900,000-\$1,000,000 .....	14
		Over \$1,000,000 .....	101

<b>Current Active Inventory</b>			
Units Active ..	376	Low .....	\$135,000
Average List Price .....	\$806,772	High .....	\$5,600,000
		Median List Price .....	\$489,000

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

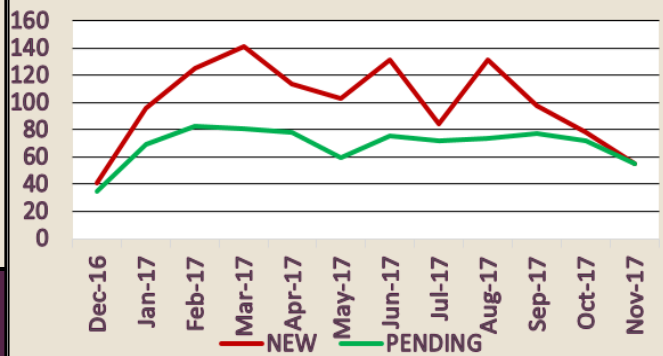


### Bethany, Ocean View, & Fenwick Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	693 <span style="color: green;">↑22%</span>	Under \$100,000 .....	16
2016 .....	570	\$100,000-\$200,000 .....	46
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	173
2017 .....	\$483,250 <span style="color: red;">↓4%</span>	\$300,000-\$400,000 .....	174
2016 .....	\$503,819	\$400,000-\$500,000 .....	105
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	40
2017 .....	\$360,000	\$600,000-\$700,000 .....	31
2016 .....	\$360,290	\$700,000-\$800,000 .....	25
		\$800,000-\$900,000 .....	19
		\$900,000-\$1,000,000 .....	15
		Over \$1,000,000 .....	49

<b>Current Active Inventory</b>			
Units Active ..	505	Low .....	\$78,900
Average List Price .....	\$648,018	High .....	\$4,600,000
		Median List Price .....	\$419,990

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

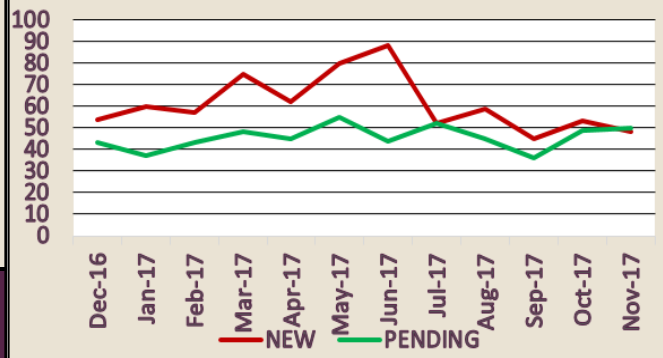


### Angola, Long Neck & Millsboro Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	437 <span style="color: green;">↑17%</span>	Under \$100,000 .....	16
2016 .....	372	\$100,000-\$200,000 .....	86
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	124
2017 .....	\$336,167 <span style="color: green;">↑17%</span>	\$300,000-\$400,000 .....	93
2016 .....	\$287,912	\$400,000-\$500,000 .....	61
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	25
2017 .....	\$290,000 <span style="color: green;">↑14%</span>	\$600,000-\$700,000 .....	12
2016 .....	\$255,000	\$700,000-\$800,000 .....	11
		\$800,000-\$900,000 .....	3
		\$900,000-\$1,000,000 .....	1
		Over \$1,000,000 .....	5

<b>Current Active Inventory</b>			
Units Active ..	321	Low .....	\$79,500
Average List Price .....	\$356,877	High .....	\$999,999
		Median List Price .....	\$324,990

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

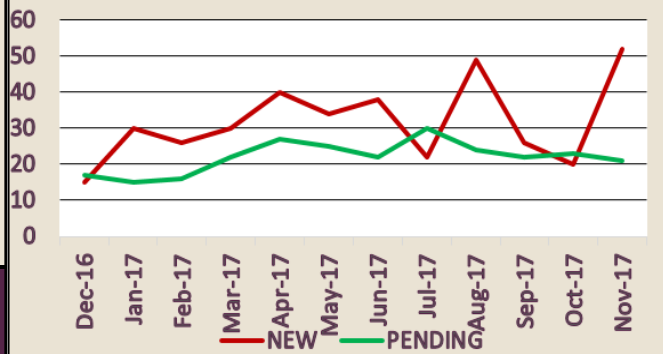


### Milton, Harbeson & Broadkill Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	211 <span style="color: green;">↑5%</span>	Under \$100,000 .....	6
2016 .....	201	\$100,000-\$200,000 .....	30
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	80
2017 .....	\$296,901 <span style="color: green;">↑3%</span>	\$300,000-\$400,000 .....	61
2016 .....	\$287,610	\$400,000-\$500,000 .....	24
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	5
2017 .....	\$285,000 <span style="color: green;">↑2%</span>	\$600,000-\$700,000 .....	3
2016 .....	\$280,000	\$700,000-\$800,000 .....	1
		\$800,000-\$900,000 .....	1
		\$900,000-\$1,000,000 .....	0
		Over \$1,000,000 .....	0

<b>Current Active Inventory</b>			
Units Active ..	147	Low .....	\$79,900
Average List Price .....	\$404,126	High .....	\$2,999,999
		Median List Price .....	\$335,637

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

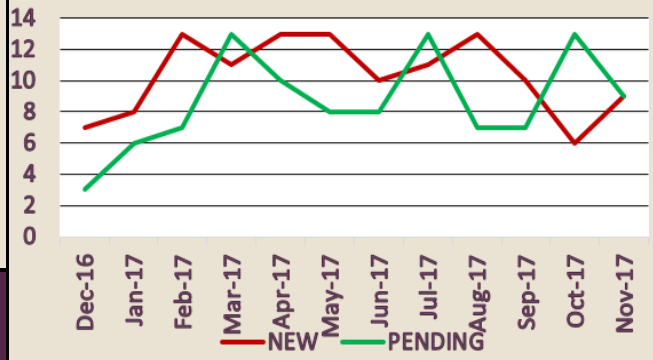


### Georgetown Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	75 <span style="color: green;">↑23%</span>	Under \$100,000 .....	8
2016 .....	61	\$100,000-\$200,000 .....	31
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	31
2017 .....	\$189,223 <span style="color: red;">↓2%</span>	\$300,000-\$400,000 .....	5
2016 .....	\$192,780	\$400,000-\$500,000 .....	0
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	0
2017 .....	\$191,000 <span style="color: red;">↓5%</span>	\$600,000-\$700,000 .....	0
2016 .....	\$200,000	\$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.....	38	Low .....	\$30,000
Average List Price .....	\$240,955	High.....	\$599,500
		Median List Price .....	\$248,900

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

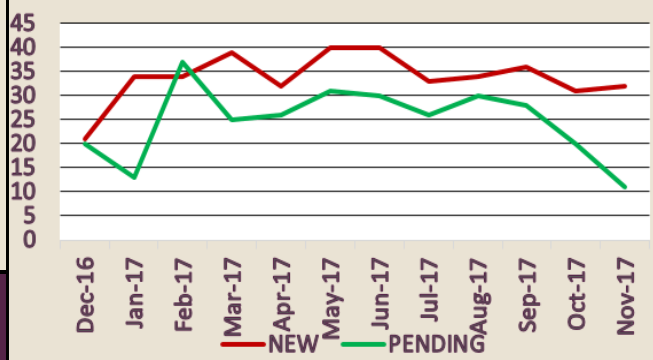


### Milford, Lincoln & Slaughter Beach Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	256 <span style="color: green;">↑10%</span>	Under \$100,000 .....	30
2016 .....	233	\$100,000-\$200,000 .....	101
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	81
2017 .....	\$217,961 <span style="color: green;">↑2%</span>	\$300,000-\$400,000 .....	26
2016 .....	\$214,506	\$400,000-\$500,000 .....	11
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	5
2017 .....	\$197,750 <span style="color: red;">↓1%</span>	\$600,000-\$700,000 .....	1
2016 .....	\$199,900	\$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...	131	Low .....	\$46,530
Average List Price .....	\$288,484	High.....	\$1,250,000
		Median List Price .....	\$249,500

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

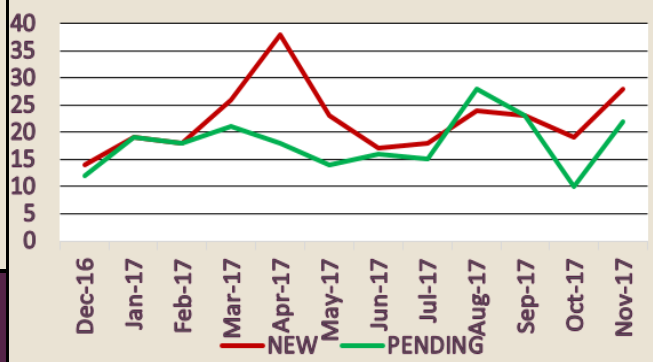


### Dagsboro & Millsboro Area (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	183 <span style="color: green;">↑17%</span>	Under \$100,000 .....	16
2016 .....	157	\$100,000-\$200,000 .....	40
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	76
2017 .....	\$249,002 <span style="color: green;">↑8%</span>	\$300,000-\$400,000 .....	39
2016 .....	\$230,410	\$400,000-\$500,000 .....	8
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	0
2017 .....	\$244,000 <span style="color: green;">↑15%</span>	\$600,000-\$700,000 .....	1
2016 .....	\$212,000	\$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...	103	Low .....	\$90,000
Average List Price .....	\$304,408	High.....	\$1,500,000
		Median List Price .....	\$284,900

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

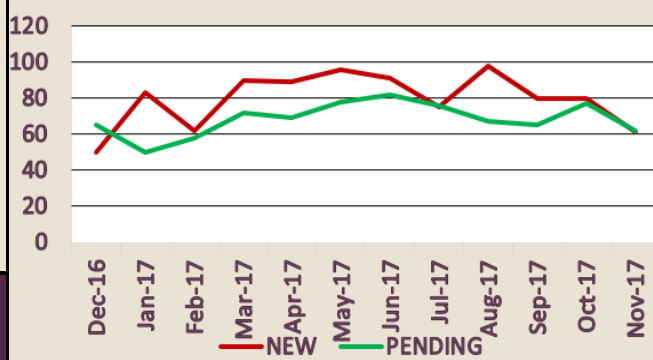


### Western Sussex County (Jan-Nov 2017)

<b>Total Units Sold</b>		<b>Total Units Sold By Price Range in 2017</b>	
2017 .....	662 <span style="color: green;">↑20%</span>	Under \$100,000 .....	145
2016 .....	553	\$100,000-\$200,000 .....	279
<b>Average Sales Price</b>		\$200,000-\$300,000 .....	177
2017 .....	\$176,272 <span style="color: green;">↑3%</span>	\$300,000-\$400,000 .....	49
2016 .....	\$171,124	\$400,000-\$500,000 .....	9
<b>Median Sales Price</b>		\$500,000-\$600,000 .....	3
2017 .....	\$170,000 <span style="color: green;">↑5%</span>	\$600,000-\$700,000 .....	0
2016 .....	\$162,500	\$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...	333	Low .....	\$38,000
Average List Price .....	\$233,854	High.....	\$970,000
		Median List Price .....	\$214,000

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



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