



**BERKSHIRE
HATHAWAY**
HomeServices

Gallo Realty

Real Estate Market Watch



Month Ending February 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 2/28/2017—based on sales of single-family homes)

Total Single Family Homes on the Market as of 2/28/2017 2,105
 ↑1% from last month

Total Single Family Homes Sold Current Year 413
 Total Single Family Homes Sold Previous Year 344
 % Change in Homes Sold ↑20%

Average Price of Homes Sold Current Year \$368,350
 Average Price of Homes Sold Previous Year \$355,091
 % Change in Average Price ↑4%

Median Price of Homes Sold Current Year \$260,000
 Median Price of Homes Sold Previous Year \$256,110
 % Change in Median Price ↑2%

Average Days on Market of Homes Sold Current Year 149
 Average Days on Market of Homes Sold Previous Year 149
 % Change in Average Days on Market ↓0%

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

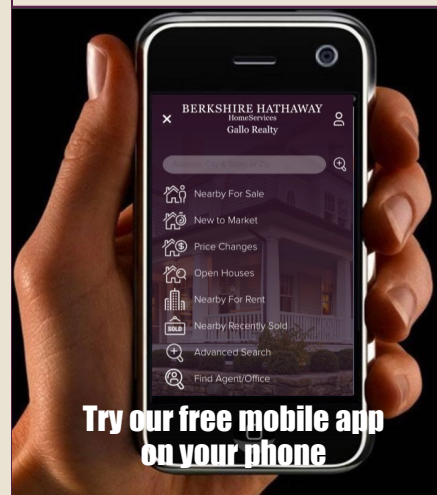
Get Inside Access Today!

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:

GoToGallo.com



Try our free mobile app
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 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

(302) 645-6661

(302) 227-6101

(302) 537-2616

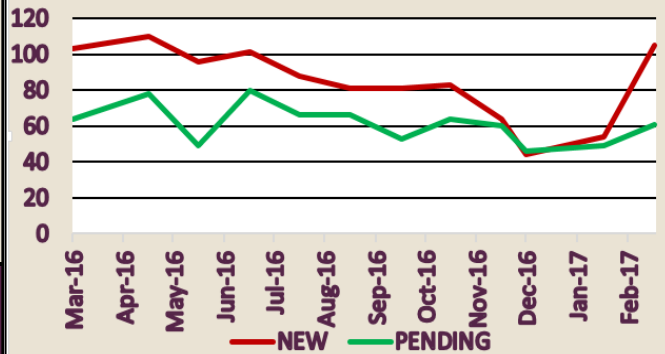
GoToGallo.com

Lewes, Rehoboth & Dewey Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017		
2017	64	↓14%	Under \$100,000	0
2016	74		\$100,000-\$200,000	1
Average Sales Price			\$200,000-\$300,000	13
2017	\$727,703	↑29%	\$300,000-\$400,000	11
2016	\$566,206		\$400,000-\$500,000	8
Median Sales Price			\$500,000-\$600,000	6
2017	\$487,500	↑4%	\$600,000-\$700,000	3
2016	\$468,313		\$700,000-\$800,000	4
			\$800,000-\$900,000	3
			\$900,000-\$1,000,000	1
			Over \$1,000,000	14

Current Active Inventory			
Units Active ..	383	Low	\$102,500
Average List Price	\$841,236	High	\$5,750,000
		Median List Price	\$529,900

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

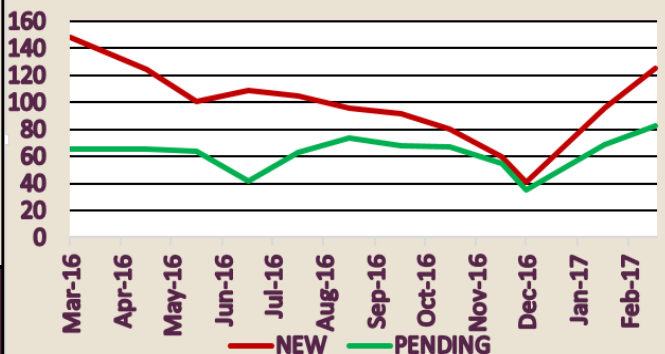


Bethany, Ocean View, & Fenwick Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017		
2017	107	↑55%	Under \$100,000	6
2016	69		\$100,000-\$200,000	3
Average Sales Price			\$200,000-\$300,000	34
2017	\$481,020	↓11%	\$300,000-\$400,000	23
2016	\$537,885		\$400,000-\$500,000	14
Median Sales Price			\$500,000-\$600,000	5
2017	\$339,500	↓3%	\$600,000-\$700,000	3
2016	\$349,000		\$700,000-\$800,000	2
			\$800,000-\$900,000	2
			\$900,000-\$1,000,000	5
			Over \$1,000,000	10

Current Active Inventory			
Units Active ..	510	Low	\$70,000
Average List Price	\$617,471	High	\$4,600,000
		Median List Price	\$429,000

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

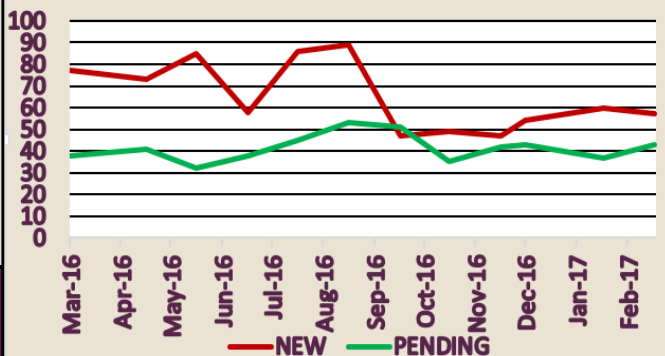


Angola, Long Neck & Millsboro Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017		
2017	52	↑18%	Under \$100,000	2
2016	44		\$100,000-\$200,000	15
Average Sales Price			\$200,000-\$300,000	16
2017	\$319,147	↑16%	\$300,000-\$400,000	8
2016	\$274,713		\$400,000-\$500,000	3
Median Sales Price			\$500,000-\$600,000	3
2017	\$260,000	↑14%	\$600,000-\$700,000	1
2016	\$227,450		\$700,000-\$800,000	2
			\$800,000-\$900,000	0
			\$900,000-\$1,000,000	1
			Over \$1,000,000	1

Current Active Inventory			
Units Active ..	370	Low	\$52,000
Average List Price	\$359,611	High	\$1,999,900
		Median List Price	\$309,900

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

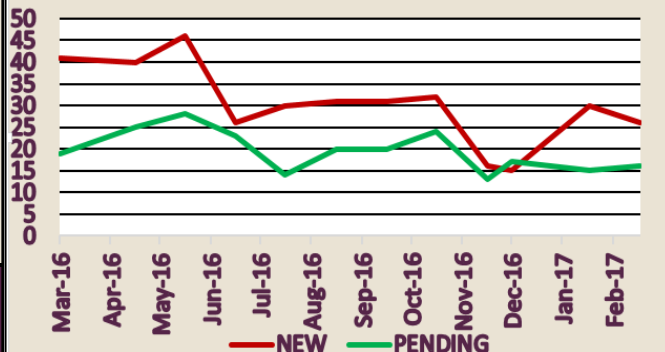


Milton, Harbeson & Broadkill Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017		
2017	18	↓38%	Under \$100,000	0
2016	29		\$100,000-\$200,000	4
Average Sales Price			\$200,000-\$300,000	6
2017	\$276,939	↓16%	\$300,000-\$400,000	7
2016	\$328,087		\$400,000-\$500,000	1
Median Sales Price			\$500,000-\$600,000	0
2017	\$261,000	↓18%	\$600,000-\$700,000	0
2016	\$318,860		\$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 ..	156	Low	\$80,000
Average List Price	\$382,058	High	\$3,499,999
		Median List Price	\$314,093

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

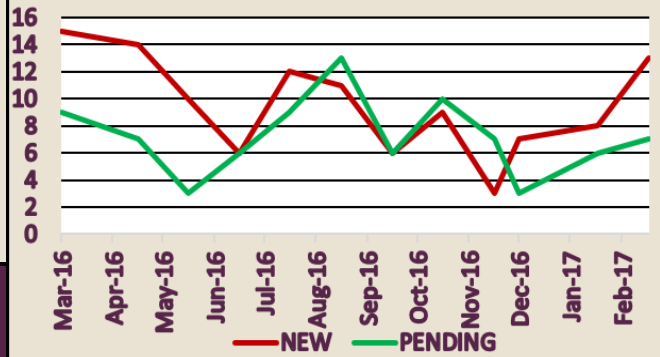


Georgetown Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	8 ↓33%	Under \$100,000	1
2016	12	\$100,000-\$200,000	3
Average Sales Price		\$200,000-\$300,000	3
2017	\$178,538 ↓1%	\$300,000-\$400,000	1
2016	\$180,517	\$400,000-\$500,000	0
Median Sales Price		\$500,000-\$600,000	0
2017	\$198,450 ↑10%	\$600,000-\$700,000	0
2016	\$179,950	\$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..... 52	Low	\$39,900	High..... \$495,000
Average List Price	\$235,415	Median List Price	\$240,400

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

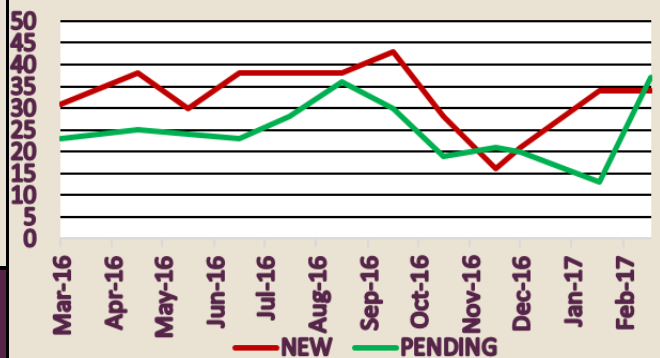


Milford, Lincoln & Slaughter Beach Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	31 ↑29%	Under \$100,000	8
2016	24	\$100,000-\$200,000	11
Average Sales Price		\$200,000-\$300,000	6
2017	\$205,217 ↑14%	\$300,000-\$400,000	3
2016	\$180,664	\$400,000-\$500,000	3
Median Sales Price		\$500,000-\$600,000	0
2017	\$189,900 ↑13%	\$600,000-\$700,000	0
2016	\$167,500	\$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... 132	Low	\$55,000	High..... \$1,250,000
Average List Price	\$274,848	Median List Price	\$249,900

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

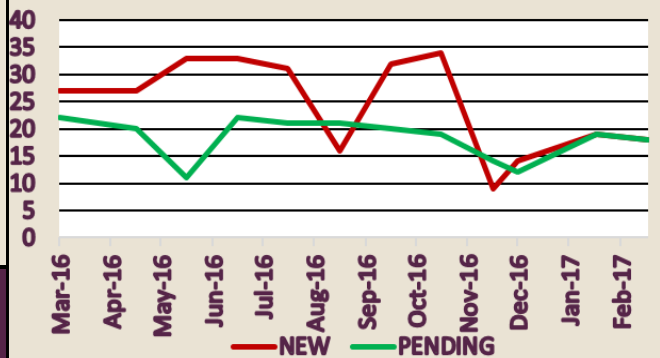


Dagsboro & Millsboro Area (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	25 ↑127%	Under \$100,000	1
2016	11	\$100,000-\$200,000	4
Average Sales Price		\$200,000-\$300,000	12
2017	\$274,396 ↑26%	\$300,000-\$400,000	6
2016	\$217,404	\$400,000-\$500,000	1
Median Sales Price		\$500,000-\$600,000	0
2017	\$260,000 ↑26%	\$600,000-\$700,000	0
2016	\$205,885	\$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... 136	Low	\$60,000	High..... \$1,500,000
Average List Price	\$301,625	Median List Price	\$279,900

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

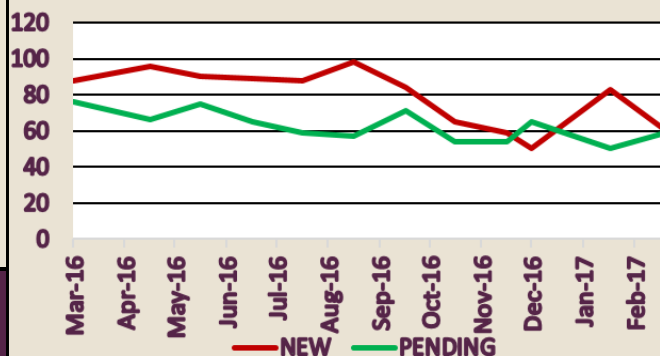


Western Sussex County (Jan-Feb 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	108 ↑33%	Under \$100,000	26
2016	81	\$100,000-\$200,000	50
Average Sales Price		\$200,000-\$300,000	25
2017	\$165,334 ↑6%	\$300,000-\$400,000	5
2016	\$156,082	\$400,000-\$500,000	1
Median Sales Price		\$500,000-\$600,000	1
2017	\$160,000 ↑1%	\$600,000-\$700,000	0
2016	\$159,000	\$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... 366	Low	\$26,900	High..... \$949,000
Average List Price	\$224,727	Median List Price	\$209,950

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



A New Way To Search For Property Online

- Get access to all information on the real estate market, including properties that have sold
- Have the ability to save searches and save properties that are of special interest to you
- Receive alerts on new listings, price changes and new images based on your search criteria

In summary, you will have access to much of the information that the real estate professionals use. We call this new program ***Inside Access***.



Sign Up Today At:

www.GoToGallo.com/IA



**BERKSHIRE
HATHAWAY**
HomeServices

Gallo Realty

TO:
