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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 3/31/2017—based on sales of single-family homes)

Total Single Family Homes on the Market as of 3/31/2017 2,147
↑2% from last month

Total Single Family Homes Sold Current Year 695
Total Single Family Homes Sold Previous Year 562
% Change in Homes Sold ↑24%

Average Price of Homes Sold Current Year \$367,342
Average Price of Homes Sold Previous Year \$347,518
% Change in Average Price ↑6%

Median Price of Homes Sold Current Year \$264,000
Median Price of Homes Sold Previous Year \$265,000
% Change in Median Price N/A

Average Days on Market of Homes Sold Current Year 141
Average Days on Market of Homes Sold Previous Year 152
% Change in Average Days on Market ↓7%

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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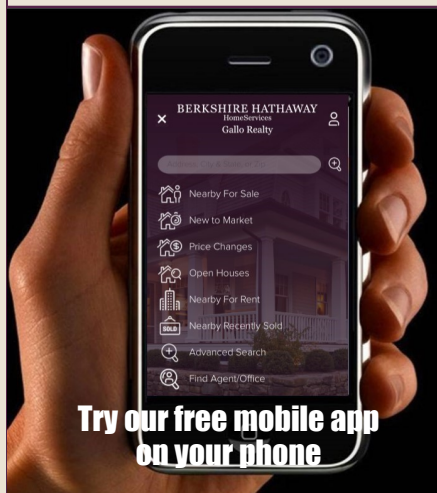
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Our proprietary Berkshire Hathaway HomeServices system - *Inside Access* - provides you with a complete scouting report on any particular community right down to the zip code. *Inside Access* is powered by actual MLS data from throughout the U.S. - 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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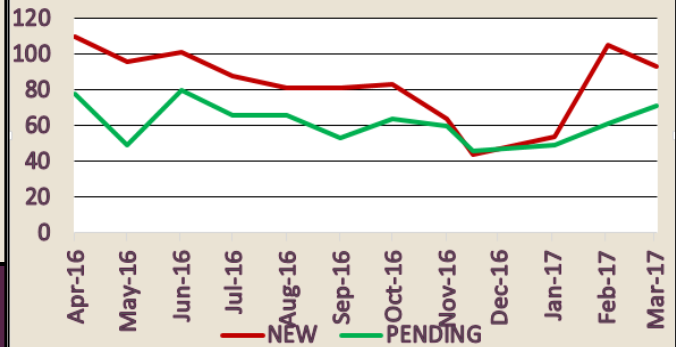
- Search for any property on the market
- GPS-based on your location
- Formatted to work on any mobile phone
- Text: BHHSDE301 To: 87778

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

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	115	Under \$100,000	0
2016	109	\$100,000-\$200,000	4
		\$200,000-\$300,000	20
Average Sales Price		\$300,000-\$400,000	24
2017	\$643,530	\$400,000-\$500,000	18
2016	\$563,464	\$500,000-\$600,000	10
		\$600,000-\$700,000	5
Median Sales Price		\$700,000-\$800,000	6
2017	\$442,500	\$800,000-\$900,000	6
2016	\$450,000	\$900,000-\$1,000,000	2
		Over \$1,000,000	20

Current Active Inventory			
Units Active ..	393	Low	\$153,000
Average List Price	\$813,734	High	\$5,750,000
		Median List Price	\$499,990

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

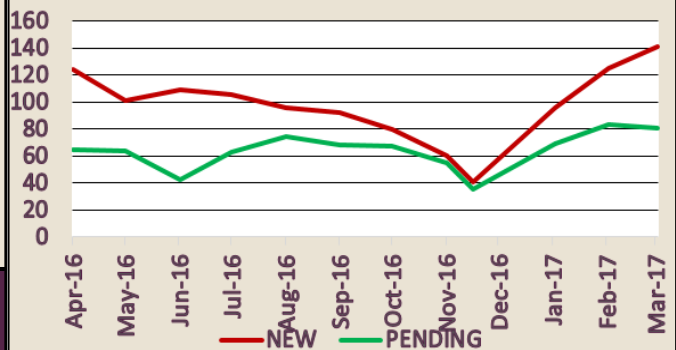


Bethany, Ocean View, & Fenwick Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	178	Under \$100,000	8
2016	125	\$100,000-\$200,000	8
		\$200,000-\$300,000	56
Average Sales Price		\$300,000-\$400,000	40
2017	\$515,300	\$400,000-\$500,000	18
2016	\$480,135	\$500,000-\$600,000	5
		\$600,000-\$700,000	6
Median Sales Price		\$700,000-\$800,000	4
2017	\$339,750	\$800,000-\$900,000	3
2016	\$345,000	\$900,000-\$1,000,000	7
		Over \$1,000,000	23

Current Active Inventory			
Units Active ..	547	Low	\$37,000
Average List Price	\$616,664	High	\$4,600,000
		Median List Price	\$429,900

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

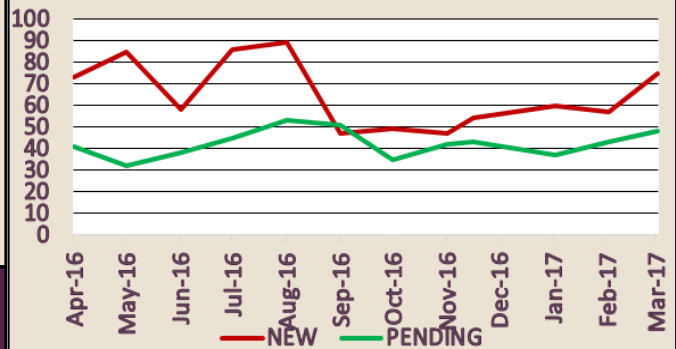


Angola, Long Neck & Millsboro Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	84	Under \$100,000	2
2016	73	\$100,000-\$200,000	24
		\$200,000-\$300,000	24
Average Sales Price		\$300,000-\$400,000	16
2017	\$312,710	\$400,000-\$500,000	6
2016	\$292,253	\$500,000-\$600,000	6
		\$600,000-\$700,000	2
Median Sales Price		\$700,000-\$800,000	2
2017	\$262,000	\$800,000-\$900,000	0
2016	\$257,000	\$900,000-\$1,000,000	1
		Over \$1,000,000	1

Current Active Inventory			
Units Active ..	374	Low	\$57,000
Average List Price	\$363,030	High	\$1,999,900
		Median List Price	\$314,772

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

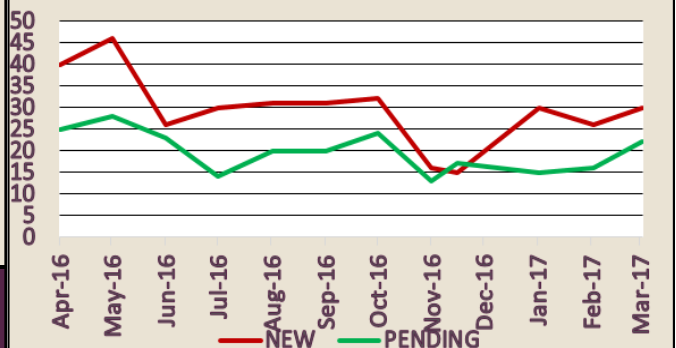


Milton, Harbeson & Broadkill Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	33	Under \$100,000	1
2016	49	\$100,000-\$200,000	7
		\$200,000-\$300,000	10
Average Sales Price		\$300,000-\$400,000	10
2017	\$282,100	\$400,000-\$500,000	5
2016	\$307,976	\$500,000-\$600,000	0
		\$600,000-\$700,000	0
Median Sales Price		\$700,000-\$800,000	0
2017	\$284,000	\$800,000-\$900,000	0
2016	\$305,000	\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active ..	157	Low	\$80,000
Average List Price	\$376,894	High	\$3,499,999
		Median List Price	\$314,900

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

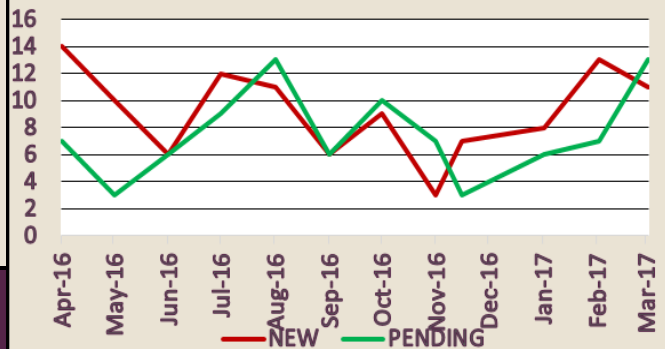


Georgetown Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	15	Under \$100,000	3
2016	16	\$100,000-\$200,000	4
Average Sales Price		\$200,000-\$300,000	7
2017	\$177,420	\$300,000-\$400,000	1
2016	\$188,731	\$400,000-\$500,000	0
Median Sales Price		\$500,000-\$600,000	0
2017	\$209,900	\$600,000-\$700,000	0
2016	\$201,000	\$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.....	48	Low	\$39,900
Average List Price	\$238,509	High.....	\$495,000
		Median List Price	\$248,400

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

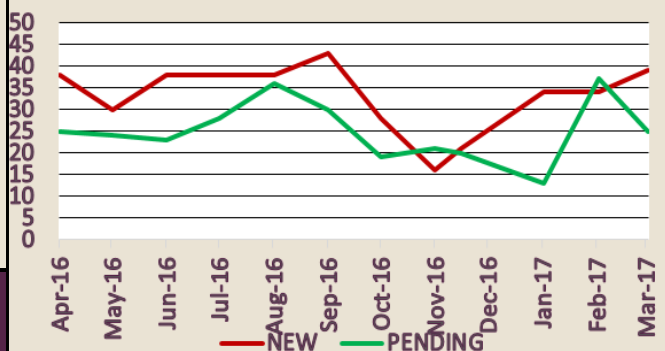


Milford, Lincoln & Slaughter Beach Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	60	Under \$100,000	12
2016	43	\$100,000-\$200,000	21
Average Sales Price		\$200,000-\$300,000	14
2017	\$212,125	\$300,000-\$400,000	8
2016	\$181,813	\$400,000-\$500,000	4
Median Sales Price		\$500,000-\$600,000	1
2017	\$189,900	\$600,000-\$700,000	0
2016	\$182,500	\$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...	133	Low	\$46,000
Average List Price	\$295,002	High.....	\$1,250,000
		Median List Price	\$262,500

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

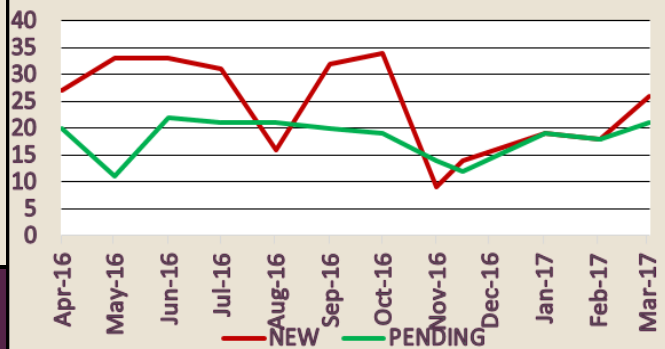


Dagsboro & Millsboro Area (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	43	Under \$100,000	2
2016	29	\$100,000-\$200,000	9
Average Sales Price		\$200,000-\$300,000	20
2017	\$273,672	\$300,000-\$400,000	8
2016	\$253,012	\$400,000-\$500,000	2
Median Sales Price		\$500,000-\$600,000	0
2017	\$247,500	\$600,000-\$700,000	0
2016	\$243,768	\$700,000-\$800,000	1
		\$800,000-\$900,000	0
		\$900,000-\$1,000,000	0
		Over \$1,000,000	1

Current Active Inventory			
Units Active...	133	Low	\$64,900
Average List Price	\$305,058	High.....	\$1,500,000
		Median List Price	\$274,900

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

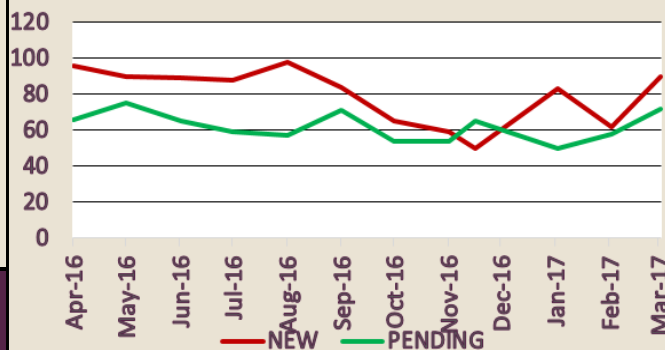


Western Sussex County (Jan-Mar 2017)

Total Units Sold		Total Units Sold By Price Range in 2017	
2017	167	Under \$100,000	46
2016	118	\$100,000-\$200,000	72
Average Sales Price		\$200,000-\$300,000	38
2017	\$160,717	\$300,000-\$400,000	8
2016	\$163,306	\$400,000-\$500,000	2
Median Sales Price		\$500,000-\$600,000	1
2017	\$155,000	\$600,000-\$700,000	0
2016	\$158,750	\$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...	362	Low	\$26,600
Average List Price	\$220,854	High.....	\$949,000
		Median List Price	\$197,000

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



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