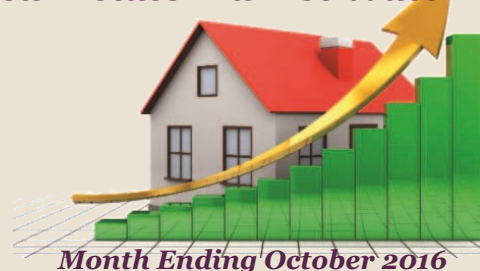




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Real Estate Market Watch



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 10/31/2016—based on sales of single-family homes)

Total Single Family Homes on the Market as of 10/31/2016.....2,375
↓3% from last month

Total Single Family Homes Sold Current Year.....2,449
Total Single Family Homes Sold Previous Year.....2,443
% Change in Homes Sold.....

Average Price of Homes Sold Current Year.....\$357,504
Average Price of Homes Sold Previous Year.....\$361,180
% Change in Average Price.....↓1%

Median Price of Homes Sold Current Year.....\$270,220
Median Price of Homes Sold Previous Year.....\$275,000
% Change in Median Price.....↓2%

Average Days on Market of Homes Sold Current Year.....142
Average Days on Market of Homes Sold Previous Year.....154
% Change in Average Days on Market.....↓8%

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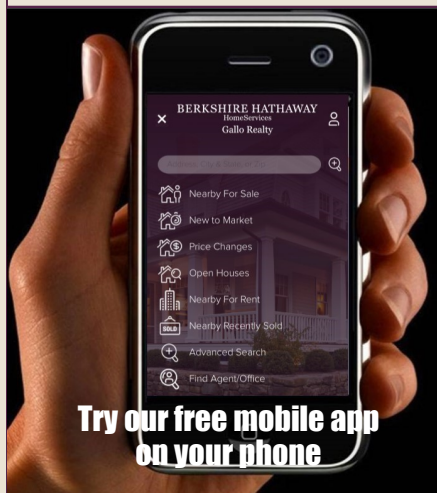
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Through *Inside Access* you can also gain current information about surrounding neighborhoods, schools, the economy, the environment, quality of life, drive times and much more.

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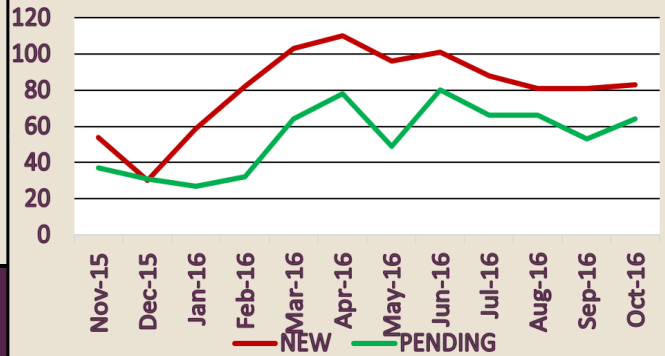
- Search for any property on the market
- GPS-based on your location
- Formatted to work on any mobile phone
- Text: BHHSDE301 To: 87778

Lewes & Rehoboth Hundred (Jan-Oct 2016) Lewes/Rehoboth/Dewey

Total Units Sold		Total Units Sold By Price Range in 2016	
2016	512	Under \$100,000	1
2015	585	\$100,000-\$200,000	18
Average Sales Price		\$200,000-\$300,000	61
2016	\$581,092	\$300,000-\$400,000	124
2015	\$576,497	\$400,000-\$500,000	82
Median Sales Price		\$500,000-\$600,000	77
2016	\$456,233	\$600,000-\$700,000	41
2015	\$470,000	\$700,000-\$800,000	20
		\$800,000-\$900,000	25
		\$900,000-\$1,000,000	8
		Over \$1,000,000	55

Current Active Inventory			
Units Active .. 451	Low	\$130,990	High.....\$5,750,000
Average List Price.....	\$822,327	Median List Price.....	\$549,000

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

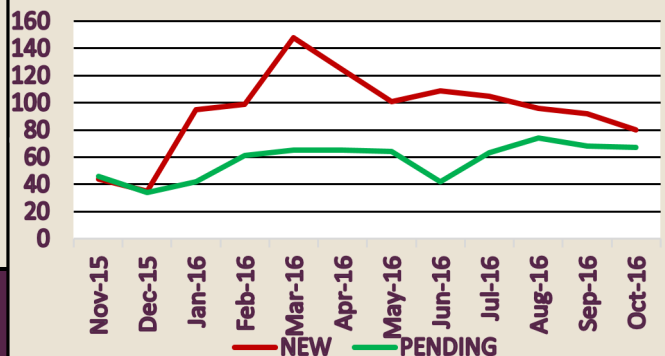


Baltimore Hundred (Jan-Oct 2016) Bethany/Fenwick Area

Total Units Sold		Total Units Sold By Price Range in 2016	
2016	514	Under \$100,000	10
2015	515	\$100,000-\$200,000	46
Average Sales Price		\$200,000-\$300,000	111
2016	\$497,395	\$300,000-\$400,000	136
2015	\$473,749	\$400,000-\$500,000	64
Median Sales Price		\$500,000-\$600,000	37
2016	\$359,000	\$600,000-\$700,000	24
2015	\$340,010	\$700,000-\$800,000	23
		\$800,000-\$900,000	15
		\$900,000-\$1,000,000	9
		Over \$1,000,000	39

Current Active Inventory			
Units Active .. 604	Low	\$79,000	High.....\$5,795,000
Average List Price.....	\$653,996	Median List Price.....	\$425,000

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

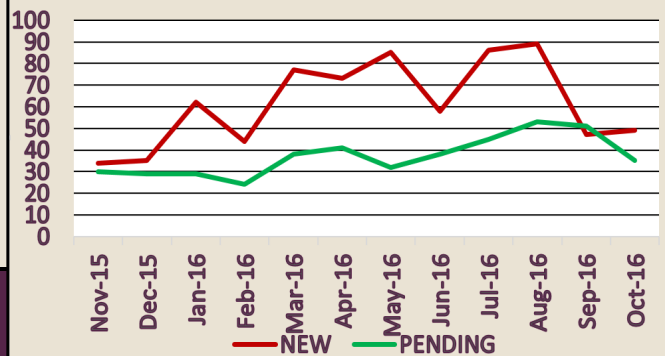


Indian River Hundred (Jan-Oct 2016) Angola/Long Neck/Millsboro

Total Units Sold		Total Units Sold By Price Range in 2016	
2016	334	Under \$100,000	15
2015	322	\$100,000-\$200,000	82
Average Sales Price		\$200,000-\$300,000	117
2016	\$286,875	\$300,000-\$400,000	62
2015	\$293,446	\$400,000-\$500,000	33
Median Sales Price		\$500,000-\$600,000	12
2016	\$255,000	\$600,000-\$700,000	6
2015	\$252,250	\$700,000-\$800,000	3
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	3

Current Active Inventory			
Units Active .. 382	Low	\$52,000	High.....\$2,595,000
Average List Price.....	\$372,563	Median List Price.....	\$311,495

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

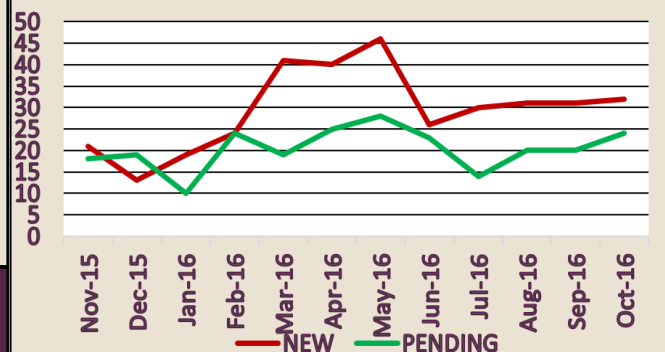


Broadkill Hundred (Jan-Oct 2016) Milton/Harbeson/Broadkill Beach

Total Units Sold		Total Units Sold By Price Range in 2016	
2016	182	Under \$100,000	11
2015	173	\$100,000-\$200,000	35
Average Sales Price		\$200,000-\$300,000	63
2016	\$284,445	\$300,000-\$400,000	48
2015	\$286,222	\$400,000-\$500,000	17
Median Sales Price		\$500,000-\$600,000	2
2016	\$279,995	\$600,000-\$700,000	2
2015	\$297,000	\$700,000-\$800,000	3
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active .. 153	Low	\$75,000	High.....\$1,995,000
Average List Price.....	\$378,347	Median List Price.....	\$322,795

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

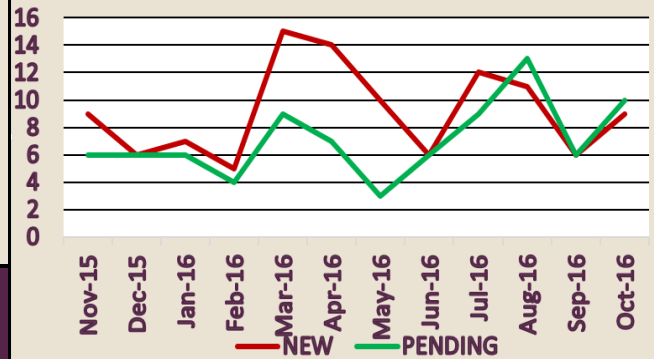


Georgetown Hundred (Jan-Oct 2016) Georgetown Area

Total Units Sold		Total Units Sold By Price Range in 2015	
2016	54	Under \$100,000	7
2015	59	\$100,000-\$200,000	17
Average Sales Price		\$200,000-\$300,000	25
2016	\$195,899	\$300,000-\$400,000	5
2015	\$176,406	\$400,000-\$500,000	0
Median Sales Price		\$500,000-\$600,000	0
2016	\$208,500	\$600,000-\$700,000	0
2015	\$185,000	\$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.....	47	Low	\$45,000
Average List Price	\$232,519	High.....	\$495,000
		Median List Price	\$239,900

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

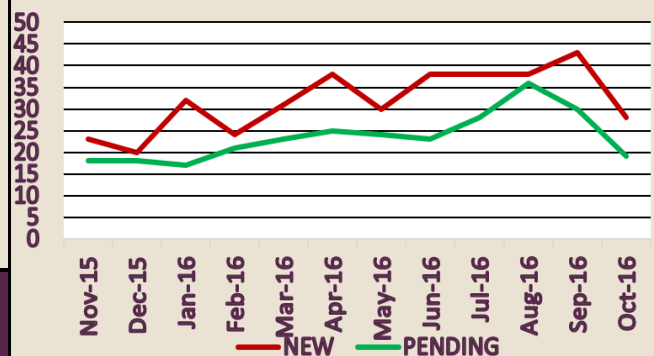


Cedar Creek Hundred (Jan-Oct 2016) Milford/Lincoln/Slaughter Beach

Total Units Sold		Total Units Sold By Price Range in 2015	
2016	208	Under \$100,000	16
2015	190	\$100,000-\$200,000	89
Average Sales Price		\$200,000-\$300,000	78
2016	\$212,098	\$300,000-\$400,000	17
2015	\$195,747	\$400,000-\$500,000	3
Median Sales Price		\$500,000-\$600,000	3
2016	\$199,900	\$600,000-\$700,000	0
2015	\$195,000	\$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	\$29,900
Average List Price	\$264,202	High.....	\$1,250,000
		Median List Price	\$238,245

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

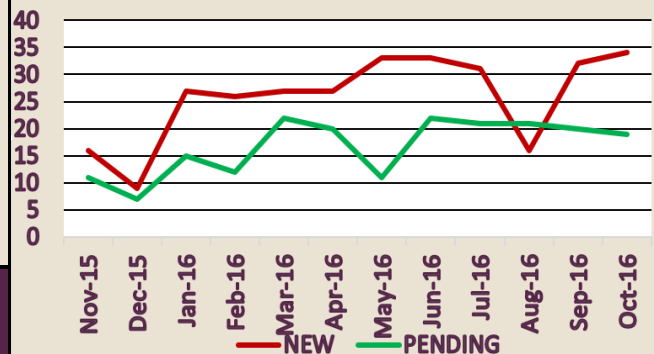


Dagsboro Hundred (Jan-Oct 2016) Dagsboro/Millsboro

Total Units Sold		Total Units Sold By Price Range in 2015	
2016	141	Under \$100,000	11
2015	155	\$100,000-\$200,000	49
Average Sales Price		\$200,000-\$300,000	51
2016	\$237,748	\$300,000-\$400,000	22
2015	\$235,991	\$400,000-\$500,000	2
Median Sales Price		\$500,000-\$600,000	1
2016	\$215,000	\$600,000-\$700,000	2
2015	\$225,000	\$700,000-\$800,000	1
		\$800,000-\$900,000	2
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active...	160	Low	\$69,900
Average List Price	\$310,255	High.....	\$1,500,000
		Median List Price	\$265,990

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

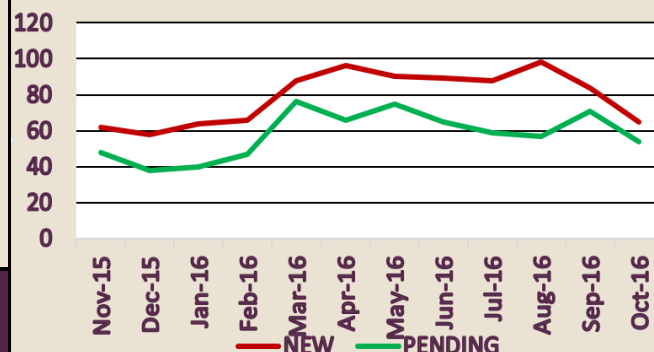


Western Sussex County (Jan-Oct 2016) West of Route 113

Total Units Sold		Total Units Sold By Price Range in 2015	
2016	504	Under \$100,000	106
2015	444	\$100,000-\$200,000	237
Average Sales Price		\$200,000-\$300,000	123
2016	\$171,713	\$300,000-\$400,000	30
2015	\$164,297	\$400,000-\$500,000	5
Median Sales Price		\$500,000-\$600,000	2
2016	\$164,450	\$600,000-\$700,000	0
2015	\$160,000	\$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...	418	Low	\$29,900
Average List Price	\$215,397	High.....	\$939,000
		Median List Price	\$195,000

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



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