



**BERKSHIRE
HATHAWAY**
HomeServices

Gallo Realty

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 7/31/2020—based on sales of single-family homes)

Total Single Family Homes on the Market as of 7/31/2020..... 1,271

▼11% from last month

Inventory Breakdown: Resale Homes—55% New Const.—45%

Total Single Family Homes Sold Current Year..... 2,365

Total Single Family Homes Sold Previous Year..... 2,218

% Change in Homes Sold..... ▲7%

Average Price of Homes Sold Current Year..... \$423,819

Average Price of Homes Sold Previous Year..... \$408,091

% Change in Average Price..... ▲4%

Median Price of Homes Sold Current Year..... \$325,000

Median Price of Homes Sold Previous Year..... \$299,995

% Change in Median Price..... ▲8%

Average Days on Market of Homes Sold Current Year..... 99

Average Days on Market of Homes Sold Previous Year..... 106

% Change in Average Days on Market..... ▼7%

Statistics compiled from the Bright Multiple Listing Service, and may not reflect all homes on the market.

Lewes Office

16712 Kings Highway
Lewes, DE 19958

(302) 645-6661

Rehoboth Office

37230 Rehoboth Ave. Ext.
Rehoboth Beach, DE 19971

(302) 227-6101

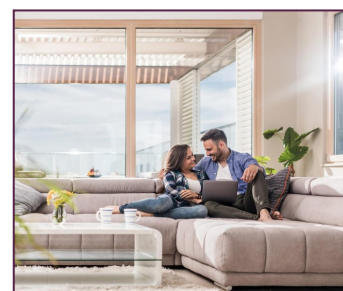
Bethany Office

33292 Coastal Highway #1
Bethany Beach, DE 19930

(302) 537-2616

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Real Estate and Lifestyle Planning Guide



Your Real Estate and Lifestyle
Planning Guide



It's our belief that real estate decisions are primarily made in response to life events that trigger significant changes in living requirements. Through our *Real Estate Planning and Lifestyle Guide*, we propose a more strategic planning process to help consumers organize their thoughts and pinpoint their real estate priorities in advance of life's ongoing changes.

The guide helps people assess their present and future lifestyles and the considerations for life stages, such as renting vs. buying, considering move-up opportunities, moving with children and pets, downsizing by design, transitioning with multigenerational and special needs family members, and staging/merchandising your home. It helps them manage the inevitable uncertainties that may cause them to change their real estate holdings, and to better prepare for the related decisions.

The guide also includes steps to identify and set lifestyle planning goals and to memorialize all in a lifestyle plan.

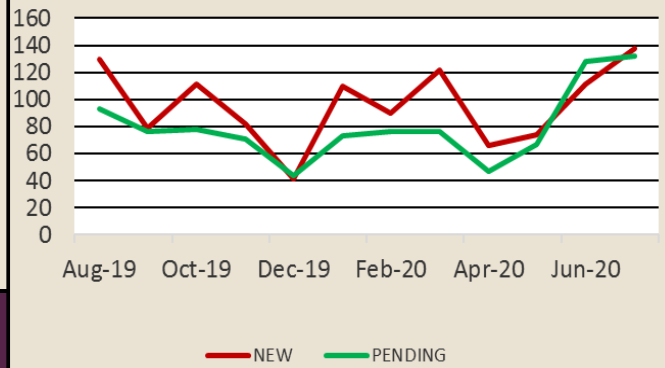
To receive a copy of the *Real Estate and Lifestyle Planning Guide* contact one of our agents, or visit our website.

Lewes, Rehoboth & Dewey Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	506	Under \$100,000	1
2019	425	\$100,000-\$200,000	10
		\$200,000-\$300,000	32
Average Sales Price		\$300,000-\$400,000	70
2020	\$699,230	\$400,000-\$500,000	74
2019	\$747,170	\$500,000-\$600,000	73
		\$600,000-\$700,000	85
Median Sales Price		\$700,000-\$800,000	51
2020	\$590,953	\$800,000-\$900,000	18
2019	\$574,416	\$900,000-\$1,000,000	18
		Over \$1,000,000	74

Current Active Inventory			
Units Active .. 276	Resale Homes	149	New Const..... 127
Average List Price.....	\$923,232	Median List Price.....	\$527,950

12-Month Analysis: New Vs. Pending Listings Lewes, Rehoboth & Dewey Area

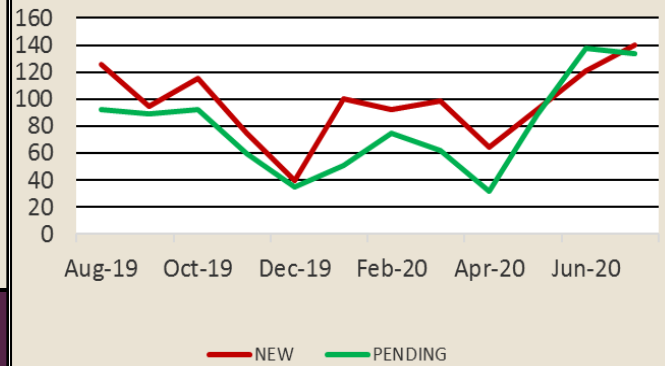


Bethany, Ocean View, & Fenwick Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	510	Under \$100,000	9
2019	540	\$100,000-\$200,000	30
		\$200,000-\$300,000	80
Average Sales Price		\$300,000-\$400,000	136
2020	\$519,009	\$400,000-\$500,000	86
2019	\$492,104	\$500,000-\$600,000	49
		\$600,000-\$700,000	24
Median Sales Price		\$700,000-\$800,000	16
2020	\$399,995	\$800,000-\$900,000	18
2019	\$375,000	\$900,000-\$1,000,000	13
		Over \$1,000,000	49

Current Active Inventory			
Units Active .. 288	Resale Homes	193	New Const..... 95
Average List Price.....	\$761,970	Median List Price.....	\$467,008

12-Month Analysis: New Vs. Pending Listings Bethany, Ocean View & Fenwick Area

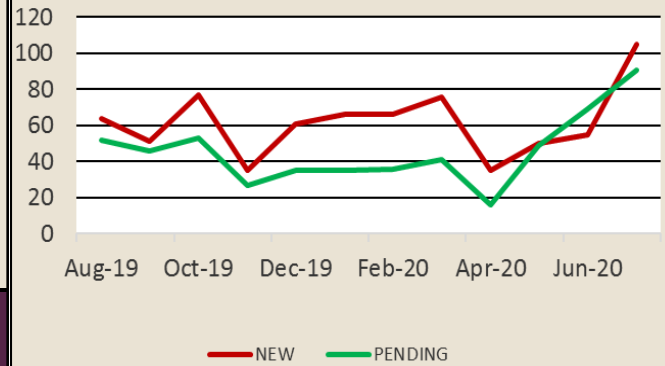


Angola, Long Neck & Millsboro Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	308	Under \$100,000	11
2019	277	\$100,000-\$200,000	42
		\$200,000-\$300,000	69
Average Sales Price		\$300,000-\$400,000	77
2020	\$374,567	\$400,000-\$500,000	42
2019	\$351,636	\$500,000-\$600,000	32
		\$600,000-\$700,000	12
Median Sales Price		\$700,000-\$800,000	14
2020	\$345,000	\$800,000-\$900,000	4
2019	\$297,500	\$900,000-\$1,000,000	2
		Over \$1,000,000	3

Current Active Inventory			
Units Active .. 271	Resale Homes	109	New Const..... 162
Average List Price.....	\$411,928	Median List Price.....	\$354,990

12-Month Analysis: New Vs. Pending Listings Angola, Long Neck & Millsboro Area

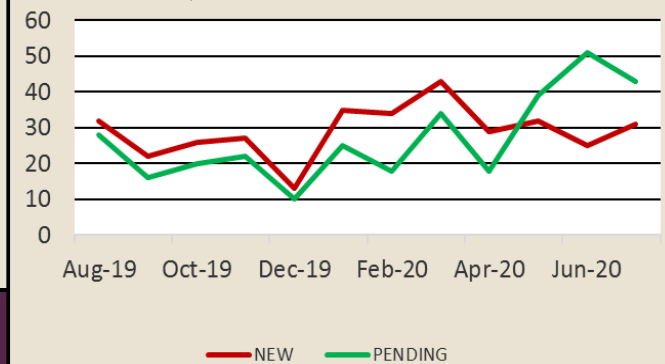


Milton, Harbeson & Broadkill Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	183	Under \$100,000	2
2019	166	\$100,000-\$200,000	13
		\$200,000-\$300,000	45
Average Sales Price		\$300,000-\$400,000	75
2020	\$353,654	\$400,000-\$500,000	28
2019	\$326,350	\$500,000-\$600,000	7
		\$600,000-\$700,000	6
Median Sales Price		\$700,000-\$800,000	6
2020	\$332,392	\$800,000-\$900,000	0
2019	\$323,995	\$900,000-\$1,000,000	1
		Over \$1,000,000	0

Current Active Inventory			
Units Active 75	Resale Homes	33	New Const..... 42
Average List Price.....	\$444,379	Median List Price.....	\$379,000

12-Month Analysis: New Vs. Pending Listings Milton, Harbeson & Broadkill Area

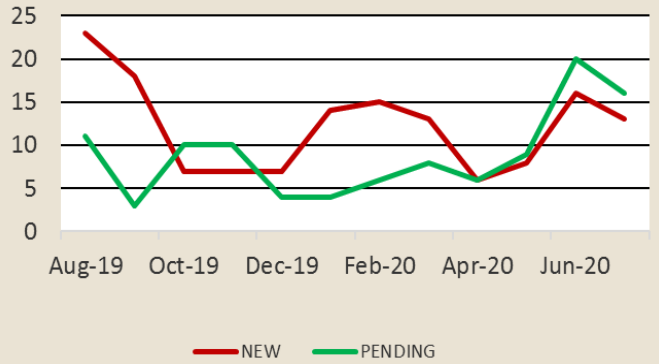


Georgetown Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	51 ▲18%	Under \$100,000	3
2019	43	\$100,000-\$200,000	12
Average Sales Price		\$200,000-\$300,000	13
2020	\$275,451 ▲26%	\$300,000-\$400,000	13
2019	\$218,907	\$400,000-\$500,000	9
Median Sales Price		\$500,000-\$600,000	1
2020	\$260,000 ▲26%	\$600,000-\$700,000	0
2019	\$206,000	\$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.....	54	Resale Homes	24
Average List Price	\$347,808	New Const.....	30
		Median List Price	\$304,900

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

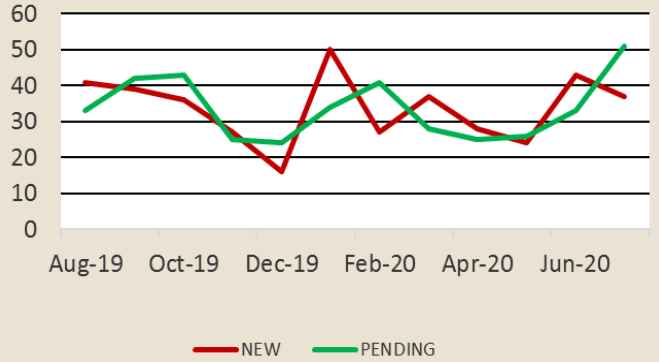


Milford, Lincoln & Slaughter Beach Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	205 ▲7%	Under \$100,000	9
2019	191	\$100,000-\$200,000	43
Average Sales Price		\$200,000-\$300,000	106
2020	\$264,140 ▲15%	\$300,000-\$400,000	31
2019	\$229,799	\$400,000-\$500,000	7
Median Sales Price		\$500,000-\$600,000	4
2020	\$245,000 ▲10%	\$600,000-\$700,000	2
2019	\$222,000	\$700,000-\$800,000	1
		\$800,000-\$900,000	0
		\$900,000-\$1,000,000	0
		Over \$1,000,000	2

Current Active Inventory			
Units Active.....	84	Resale Homes	47
Average List Price	\$345,809	New Const.....	37
		Median List Price	\$288,950

12-Month Analysis: New Vs. Pending Listings Milford, Lincoln & Slaughter Beach Area

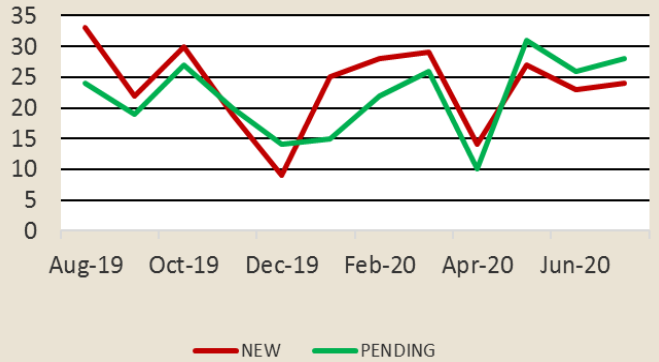


Dagsboro & Millsboro Area (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	142 ▲15%	Under \$100,000	8
2019	123	\$100,000-\$200,000	27
Average Sales Price		\$200,000-\$300,000	70
2020	\$263,490 ▲5%	\$300,000-\$400,000	24
2019	\$250,730	\$400,000-\$500,000	10
Median Sales Price		\$500,000-\$600,000	1
2020	\$266,500 ▲3%	\$600,000-\$700,000	1
2019	\$258,750	\$700,000-\$800,000	0
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active.....	67	Resale Homes	47
Average List Price	\$343,591	New Const.....	20
		Median List Price	\$310,900

12-Month Analysis: New Vs. Pending Listings Dagsboro & Millsboro Area

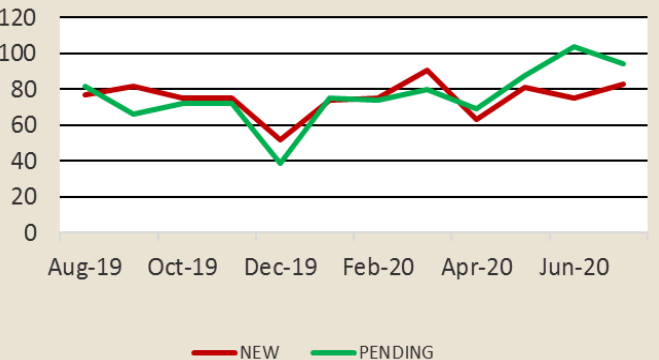


Western Sussex County (Jan-Jul 2020)

Total Units Sold		Total Units Sold By Price Range in 2020	
2020	460 ▲2%	Under \$100,000	44
2019	453	\$100,000-\$200,000	168
Average Sales Price		\$200,000-\$300,000	192
2020	\$213,325 ▲12%	\$300,000-\$400,000	42
2019	\$190,156	\$400,000-\$500,000	10
Median Sales Price		\$500,000-\$600,000	3
2020	\$205,000 ▲8%	\$600,000-\$700,000	1
2019	\$189,900	\$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	Resale Homes	95
Average List Price	\$277,308	New Const.....	61
		Median List Price	\$259,450

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



What Is My Home Worth In Today's Market?

Are you thinking about selling and curious about the value of your home?

There are many home-valuation websites that will give you an Automated Valuation Model (AVM). These are property valuations using mathematical models combined with online property records.

Your most accurate value will be determined by a seasoned real estate professional who is familiar with your local real estate market and has actually viewed comparable homes in your market. For a proper analysis of your home, trust us to provide you with the most accurate details and analysis of your property.

Call us today for a complimentary Comparable Market Analysis (CMA) on your home.

Home Market Evaluation Certificate

THIS CERTIFICATE ENTITLES YOU TO A COMPLIMENTARY HOME MARKET EVALUATION BY A
BERKSHIRE HATHAWAY HOMESERVICES REAL ESTATE PROFESSIONAL.

Lewes Office—302-645-6661

Rehoboth Beach Office—302-227-6101

Bethany Beach Office—302-537-2616

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Please have an agent contact me about my home's value.

Name: _____

Address: _____

Phone: _____ Email: _____

Call me and I will show you how much your property is worth in today's marketplace. It could be worth more than you think.

If your property is currently listed with a real estate broker, please disregard this offer, it is not our intention to solicit the offerings of other real estate brokers. We cooperate with them fully.



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About Berkshire Hathaway HomeServices Gallo Realty

Gallo Realty began as a two-person team in 1979, founded by current owners Sal & Bette Gallo. Since then, the firm has flourished, growing to over 120 sales associates, rental associates and support staff. Since 1979, the firm has strived to provide the highest quality customer service: "At Berkshire Hathaway HomeServices Gallo Realty, our goal is to exceed the customer's expectations for reliable service and professional assistance in selling, buying or renting real estate."

The majority of our sales and rental associates have lived and worked in our resort area for quite some time . . . many of whom were raised here, and others who are now raising their children here. As our growth and success have increased over the years, so has our commitment to our community, which is visible through our personal volunteerism and financial support of our local schools, charities, the arts and other organizations.

Real Estate's **FOREVER** BrandSM