



BERKSHIRE HATHAWAY
HomeServices
Gallo Realty

Real Estate Market Watch



Month Ending June 2021

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 6/30/2021—based on sales of single-family detached homes)

Total Single Family Homes on the Market as of 6/30/2021	665
	▲9% from last month
Homes listed in June 2021	605 (52% already under contract)
Inventory Breakdown:	Resale Homes—62% New Const.—38%
Total Single Family Homes Sold Current Year	2,348
Total Single Family Homes Sold Previous Year	1,965
% Change in Homes Sold	▲19%
Average Price of Homes Sold Current Year	\$502,355
Average Price of Homes Sold Previous Year	\$428,571
% Change in Average Price	▲17%
Median Price of Homes Sold Current Year	\$378,875
Median Price of Homes Sold Previous Year	\$337,500
% Change in Median Price	▲12%
Average Days on Market of Homes Sold Current Year	47
Average Days on Market of Homes Sold Previous Year	79
% Change in Average Days on Market	▼41%

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.

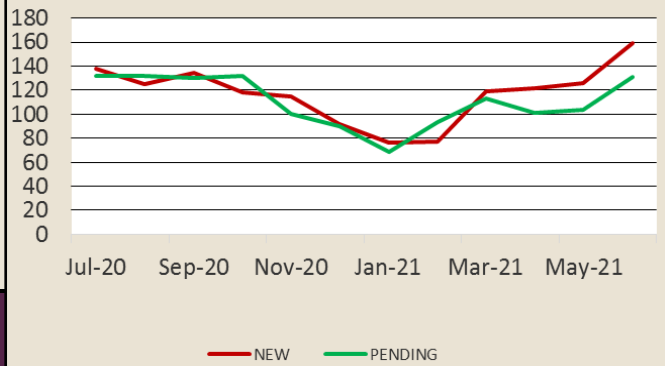
To receive a copy of the *Real Estate and Lifestyle Planning Guide* contact one of our agents, or visit our website.

Lewes, Rehoboth & Dewey Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	475 ▲10%	Under \$100,000	1
2020	430	\$100,000-\$200,000	6
Average Sales Price		\$200,000-\$300,000	17
2021	\$854,079 ▲24%	\$300,000-\$400,000	52
2020	\$687,946	\$400,000-\$500,000	61
Median Sales Price		\$500,000-\$600,000	55
2021	\$650,000 ▲10%	\$600,000-\$700,000	78
2020	\$588,734	\$700,000-\$800,000	57
		\$800,000-\$900,000	28
		\$900,000-\$1,000,000	14
		Over \$1,000,000	106

Current Active Inventory			
Units Active ..	140	Resale Homes	77
Average List Price	\$988,585	New Const.....	63
		Median List Price	\$668,645

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

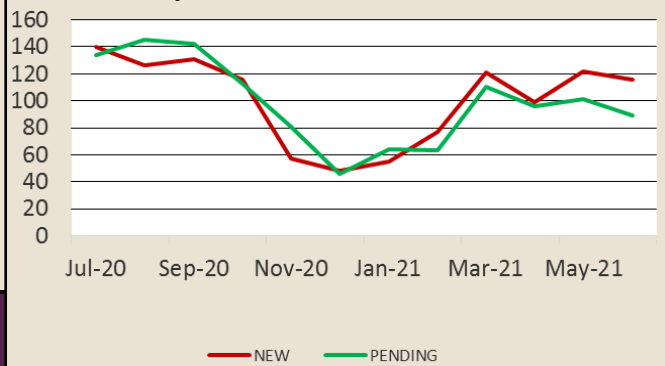


Bethany, Ocean View, & Fenwick Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	510 ▲22%	Under \$100,000	2
2020	417	\$100,000-\$200,000	26
Average Sales Price		\$200,000-\$300,000	52
2021	\$631,277 ▲20%	\$300,000-\$400,000	89
2020	\$527,869	\$400,000-\$500,000	113
Median Sales Price		\$500,000-\$600,000	72
2021	\$475,000 ▲13%	\$600,000-\$700,000	38
2020	\$418,950	\$700,000-\$800,000	23
		\$800,000-\$900,000	11
		\$900,000-\$1,000,000	10
		Over \$1,000,000	74

Current Active Inventory			
Units Active ..	127	Resale Homes	106
Average List Price	\$829,735	New Const.....	21
		Median List Price	\$592,310

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

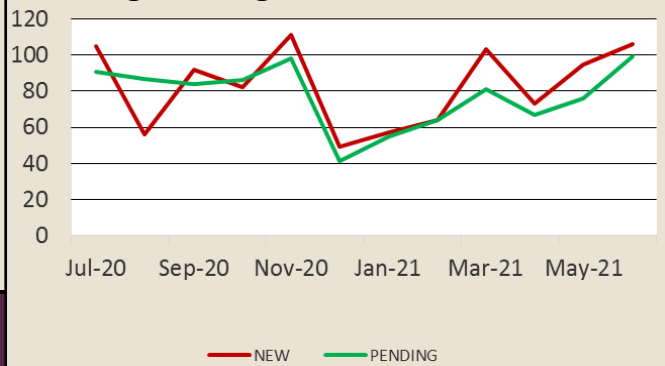


Angola, Long Neck & Millsboro Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	381 ▲48%	Under \$100,000	7
2020	257	\$100,000-\$200,000	30
Average Sales Price		\$200,000-\$300,000	73
2021	\$421,540 ▲11%	\$300,000-\$400,000	95
2020	\$378,997	\$400,000-\$500,000	66
Median Sales Price		\$500,000-\$600,000	54
2021	\$382,000 ▲10%	\$600,000-\$700,000	26
2020	\$346,235	\$700,000-\$800,000	18
		\$800,000-\$900,000	3
		\$900,000-\$1,000,000	2
		Over \$1,000,000	7

Current Active Inventory			
Units Active ..	146	Resale Homes	70
Average List Price	\$552,472	New Const.....	76
		Median List Price	\$489,900

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

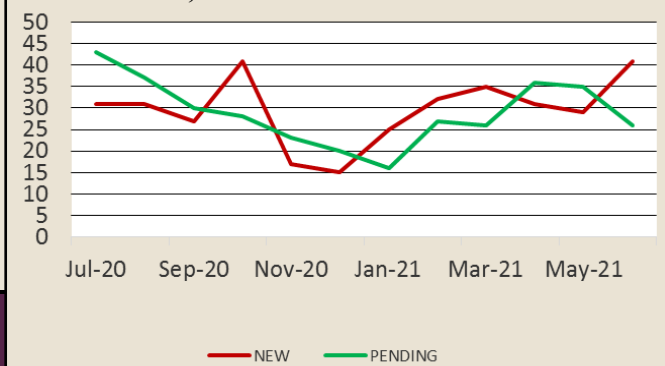


Milton, Harbeson & Broadkill Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	159 ▲13%	Under \$100,000	1
2020	141	\$100,000-\$200,000	6
Average Sales Price		\$200,000-\$300,000	28
2021	\$408,658 ▲13%	\$300,000-\$400,000	47
2020	\$361,599	\$400,000-\$500,000	47
Median Sales Price		\$500,000-\$600,000	20
2021	\$398,000 ▲14%	\$600,000-\$700,000	5
2020	\$349,500	\$700,000-\$800,000	3
		\$800,000-\$900,000	0
		\$900,000-\$1,000,000	0
		Over \$1,000,000	2

Current Active Inventory			
Units Active	36	Resale Homes	24
Average List Price	\$513,424	New Const.....	12
		Median List Price	\$429,000

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

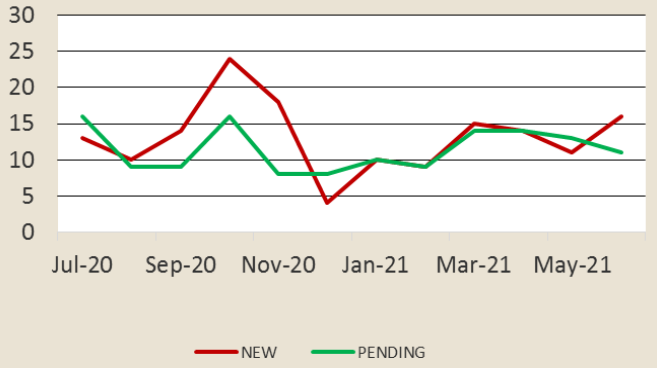


Georgetown Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	69 ▲38%	Under \$100,000	2
2020	50	\$100,000-\$200,000	6
Average Sales Price		\$200,000-\$300,000	32
2021	\$317,934 ▲4%	\$300,000-\$400,000	13
2020	\$307,103	\$400,000-\$500,000	11
Median Sales Price		\$500,000-\$600,000	1
2021	\$275,000 ▼12%	\$600,000-\$700,000	3
2020	\$312,807	\$700,000-\$800,000	0
		\$800,000-\$900,000	0
		\$900,000-\$1,000,000	1
		Over \$1,000,000	0

Current Active Inventory			
Units Active.....	41	Resale Homes	14
Average List Price	\$473,140	New Const.....	27
		Median List Price	\$395,000

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

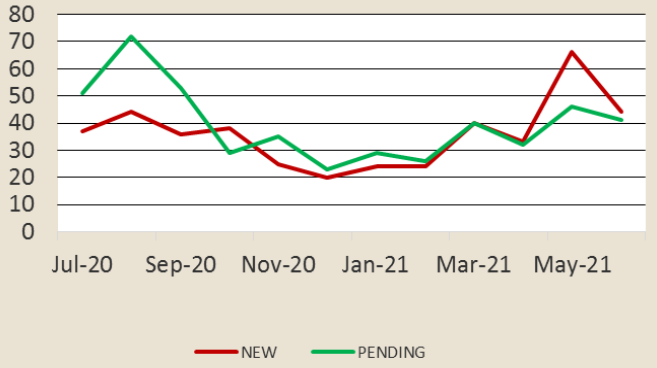


Milford, Lincoln & Slaughter Beach Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	177 ▼1%	Under \$100,000	3
2020	178	\$100,000-\$200,000	38
Average Sales Price		\$200,000-\$300,000	63
2021	\$290,711 ▲9%	\$300,000-\$400,000	48
2020	\$266,793	\$400,000-\$500,000	16
Median Sales Price		\$500,000-\$600,000	2
2021	\$270,000 ▲10%	\$600,000-\$700,000	2
2020	\$245,450	\$700,000-\$800,000	4
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active.....	47	Resale Homes	33
Average List Price	\$364,456	New Const.....	14
		Median List Price	\$329,000

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

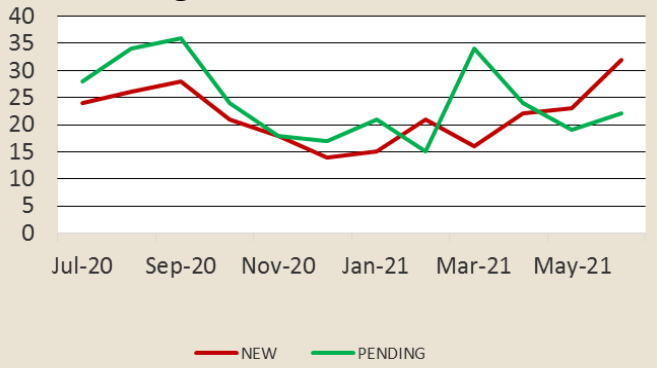


Dagsboro & Millsboro Area (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	128 ▲12%	Under \$100,000	4
2020	114	\$100,000-\$200,000	25
Average Sales Price		\$200,000-\$300,000	40
2021	\$302,018 ▲9%	\$300,000-\$400,000	36
2020	\$278,159	\$400,000-\$500,000	19
Median Sales Price		\$500,000-\$600,000	2
2021	\$286,934 ▲4%	\$600,000-\$700,000	0
2020	\$275,450	\$700,000-\$800,000	0
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	1

Current Active Inventory			
Units Active.....	33	Resale Homes	21
Average List Price	\$462,248	New Const.....	12
		Median List Price	\$440,000

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

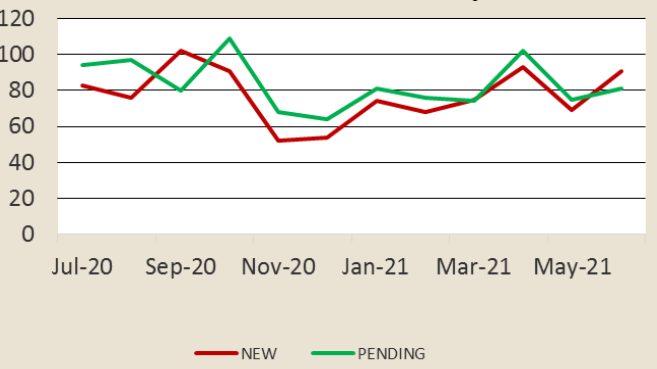


Western Sussex County (Jan-Jun 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	449 ▲19%	Under \$100,000	25
2020	378	\$100,000-\$200,000	109
Average Sales Price		\$200,000-\$300,000	210
2021	\$254,469 ▲16%	\$300,000-\$400,000	79
2020	\$220,272	\$400,000-\$500,000	13
Median Sales Price		\$500,000-\$600,000	5
2021	\$249,900 ▲16%	\$600,000-\$700,000	1
2020	\$214,950	\$700,000-\$800,000	4
		\$800,000-\$900,000	3
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active.....	95	Resale Homes	64
Average List Price	\$364,809	New Const.....	31
		Median List Price	\$300,000

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

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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