



BERKSHIRE HATHAWAY
HomeServices
Gallo Realty

Real Estate Market Watch



Month Ending September 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 9/30/2021—based on sales of single-family detached homes)

Total Single Family Homes on the Market as of 9/30/2021	734
	▲3% from last month
Inventory Breakdown: Resale Homes—60% New Const.—40%	
Homes listed in September 2021	500 (48% already under contract)
Total Single Family Homes Sold Current Year	3,654
Total Single Family Homes Sold Previous Year	3,533
% Change in Homes Sold	▲3%
Average Price of Homes Sold Current Year	\$516,334
Average Price of Homes Sold Previous Year	\$461,651
% Change in Average Price	▲12%
Median Price of Homes Sold Current Year	\$390,000
Median Price of Homes Sold Previous Year	\$349,900
% Change in Median Price	▲11%
Average Days on Market of Homes Sold Current Year	41
Average Days on Market of Homes Sold Previous Year	80
% Change in Average Days on Market	▼49%

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

Rehoboth Office
37230 Rehoboth Ave. Ext.
Rehoboth Beach, DE 19971

Bethany Office
33292 Coastal Highway #1
Bethany Beach, DE 19930

(302) 645-6661

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(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.

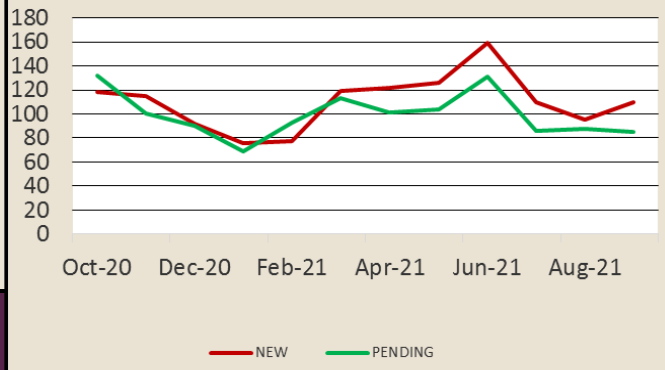
To receive a copy of the *Real Estate and Lifestyle Planning Guide* contact one of our agents, or visit our website.

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

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	748 ▼4%	Under \$100,000	2
2020	783	\$100,000-\$200,000	7
Average Sales Price		\$200,000-\$300,000	26
2021	\$847,356 ▲14%	\$300,000-\$400,000	70
2020	\$745,972	\$400,000-\$500,000	100
Median Sales Price		\$500,000-\$600,000	100
2021	\$654,765 ▲9%	\$600,000-\$700,000	117
2020	\$600,563	\$700,000-\$800,000	96
		\$800,000-\$900,000	51
		\$900,000-\$1,000,000	28
		Over \$1,000,000	151

Current Active Inventory			
Units Active .. 157	Resale Homes	74	New Const..... 83
Average List Price.....	\$946,529	Median List Price.....	\$679,000

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

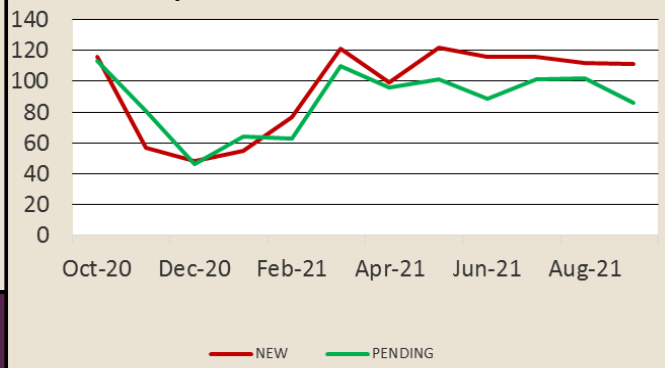


Bethany, Ocean View, & Fenwick Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	787 ▼4%	Under \$100,000	2
2020	816	\$100,000-\$200,000	33
Average Sales Price		\$200,000-\$300,000	78
2021	\$668,322 ▲17%	\$300,000-\$400,000	127
2020	\$573,526	\$400,000-\$500,000	170
Median Sales Price		\$500,000-\$600,000	119
2021	\$492,617 ▲13%	\$600,000-\$700,000	62
2020	\$434,950	\$700,000-\$800,000	36
		\$800,000-\$900,000	24
		\$900,000-\$1,000,000	20
		Over \$1,000,000	116

Current Active Inventory			
Units Active .. 140	Resale Homes	100	New Const..... 40
Average List Price.....	\$733,923	Median List Price.....	\$595,655

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

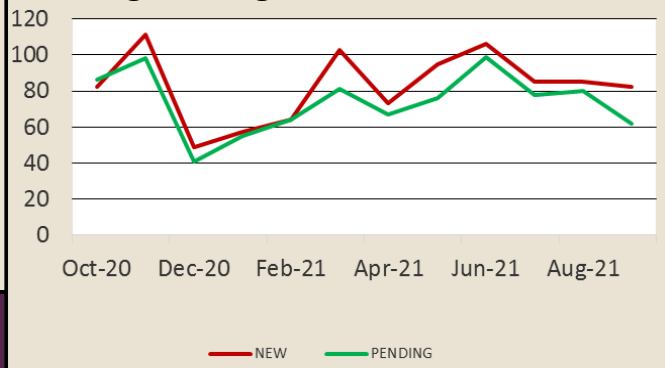


Angola, Long Neck & Millsboro Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	603 ▲26%	Under \$100,000	7
2020	479	\$100,000-\$200,000	43
Average Sales Price		\$200,000-\$300,000	110
2021	\$435,569 ▲12%	\$300,000-\$400,000	149
2020	\$389,610	\$400,000-\$500,000	105
Median Sales Price		\$500,000-\$600,000	84
2021	\$399,000 ▲14%	\$600,000-\$700,000	55
2020	\$349,900	\$700,000-\$800,000	26
		\$800,000-\$900,000	5
		\$900,000-\$1,000,000	6
		Over \$1,000,000	13

Current Active Inventory			
Units Active .. 148	Resale Homes	71	New Const..... 77
Average List Price.....	\$588,571	Median List Price.....	\$487,450

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

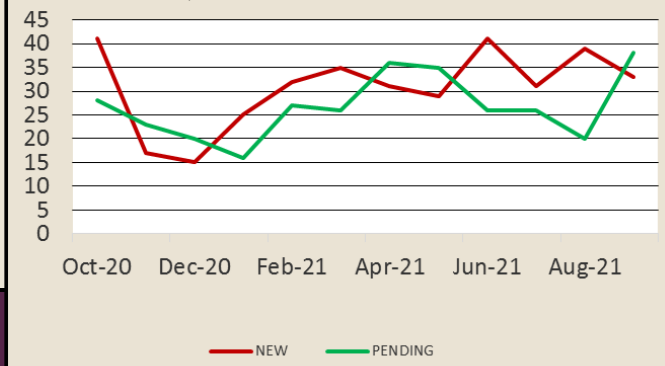


Milton, Harbeson & Broadkill Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	230 ▼12%	Under \$100,000	1
2020	261	\$100,000-\$200,000	10
Average Sales Price		\$200,000-\$300,000	40
2021	\$430,341 ▲18%	\$300,000-\$400,000	62
2020	\$364,134	\$400,000-\$500,000	60
Median Sales Price		\$500,000-\$600,000	35
2021	\$400,500 ▲14%	\$600,000-\$700,000	8
2020	\$350,000	\$700,000-\$800,000	9
		\$800,000-\$900,000	0
		\$900,000-\$1,000,000	0
		Over \$1,000,000	5

Current Active Inventory			
Units Active 48	Resale Homes	32	New Const..... 16
Average List Price.....	\$497,872	Median List Price.....	\$460,995

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

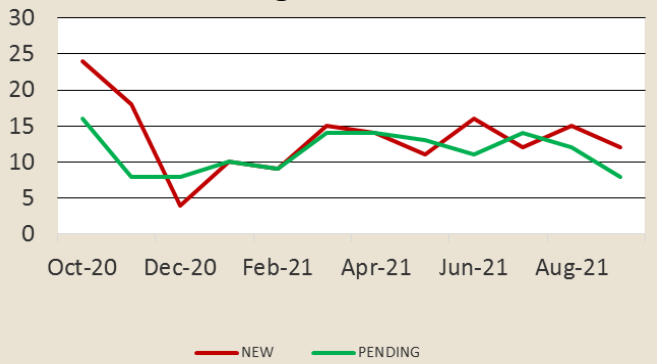


Georgetown Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	112 ▲45%	Under \$100,000	2
2020	77	\$100,000-\$200,000	11
Average Sales Price		\$200,000-\$300,000	44
2021	\$337,781 ▲16%	\$300,000-\$400,000	21
2020	\$291,111	\$400,000-\$500,000	21
Median Sales Price		\$500,000-\$600,000	5
2021	\$295,000 ▲10%	\$600,000-\$700,000	6
2020	\$269,000	\$700,000-\$800,000	0
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	1
		Over \$1,000,000	0

Current Active Inventory			
Units Active.....29	Resale Homes	18	New Const.....11
Average List Price.....	\$392,174	Median List Price	\$366,960

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

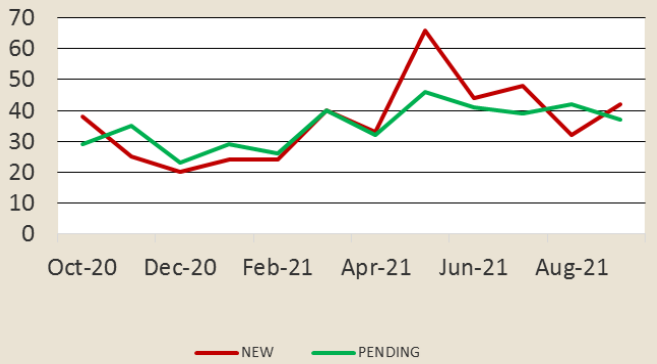


Milford, Lincoln & Slaughter Beach Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	294 ▲4%	Under \$100,000	5
2020	282	\$100,000-\$200,000	49
Average Sales Price		\$200,000-\$300,000	100
2021	\$304,622 ▲12%	\$300,000-\$400,000	99
2020	\$271,638	\$400,000-\$500,000	25
Median Sales Price		\$500,000-\$600,000	5
2021	\$289,950 ▲16%	\$600,000-\$700,000	4
2020	\$250,754	\$700,000-\$800,000	5
		\$800,000-\$900,000	1
		\$900,000-\$1,000,000	0
		Over \$1,000,000	1

Current Active Inventory			
Units Active.....47	Resale Homes	35	New Const.....12
Average List Price.....	\$446,503	Median List Price	\$339,900

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

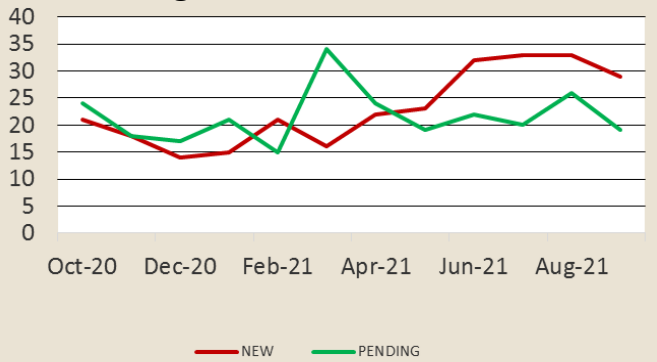


Dagsboro & Millsboro Area (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	186 ▼2%	Under \$100,000	4
2020	189	\$100,000-\$200,000	35
Average Sales Price		\$200,000-\$300,000	57
2021	\$302,206 ▲9%	\$300,000-\$400,000	55
2020	\$278,410	\$400,000-\$500,000	30
Median Sales Price		\$500,000-\$600,000	2
2021	\$292,000 ▲6%	\$600,000-\$700,000	1
2020	\$275,000	\$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.....48	Resale Homes	29	New Const.....19
Average List Price.....	\$463,951	Median List Price	\$456,500

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

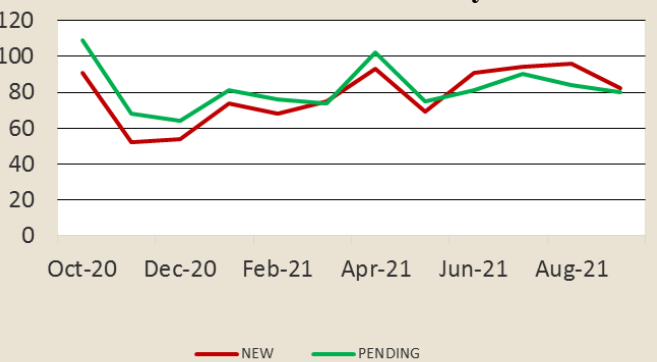


Western Sussex County (Jan-Sep 2021)

Total Units Sold		Total Units Sold By Price Range in 2021	
2021	694 ▲7%	Under \$100,000	35
2020	646	\$100,000-\$200,000	152
Average Sales Price		\$200,000-\$300,000	319
2021	\$261,767 ▲16%	\$300,000-\$400,000	141
2020	\$225,420	\$400,000-\$500,000	22
Median Sales Price		\$500,000-\$600,000	10
2021	\$255,000 ▲16%	\$600,000-\$700,000	6
2020	\$219,000	\$700,000-\$800,000	6
		\$800,000-\$900,000	3
		\$900,000-\$1,000,000	0
		Over \$1,000,000	0

Current Active Inventory			
Units Active... 117	Resale Homes	85	New Const.....32
Average List Price.....	\$358,980	Median List Price	\$315,000

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

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