

Monthly Indicators



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

- Single Family Closed Sales decreased 16.8 percent to 99.
- Townhouse-Condo Closed Sales decreased 31.3 percent to 22.
- There were no Adult Communities Closed Sales during the current period.
- Single Family Median Sales Price was up 3.8 percent to \$415,000.
- Townhouse-Condo Median Sales Price was up 9.0 percent to \$264,950.
- There was no Adult Communities Median Sales Price for the current period.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

- 20.9% **- 7.5%** **+ 14.3%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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For residential real estate activity in Sussex County. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		182	200	+ 9.9%	483	477	- 1.2%
Pending Sales		144	140	- 2.8%	366	340	- 7.1%
Closed Sales		119	99	- 16.8%	306	306	0.0%
Median Sales Price		\$400,000	\$415,000	+ 3.8%	\$392,500	\$425,000	+ 8.3%
Avg. Sales Price		\$428,506	\$484,556	+ 13.1%	\$436,511	\$471,768	+ 8.1%
Pct. of List Price Received		102.4%	102.8%	+ 0.4%	102.2%	102.9%	+ 0.7%
Days on Market		44	53	+ 20.5%	46	48	+ 4.3%
Affordability Index		121	118	- 2.5%	124	115	- 7.3%
Homes for Sale		332	307	- 7.5%	--	--	--
Months Supply		2.4	2.3	- 4.2%	--	--	--

Townhouse-Condo Market Overview

Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		54	41	- 24.1%	132	109	- 17.4%
Pending Sales		29	29	0.0%	84	73	- 13.1%
Closed Sales		32	22	- 31.3%	78	70	- 10.3%
Median Sales Price		\$243,000	\$264,950	+ 9.0%	\$260,280	\$267,450	+ 2.8%
Avg. Sales Price		\$262,339	\$298,184	+ 13.7%	\$279,325	\$295,276	+ 5.7%
Pct. of List Price Received		99.6%	101.3%	+ 1.7%	100.1%	99.6%	- 0.5%
Days on Market		45	44	- 2.2%	42	49	+ 16.7%
Affordability Index		200	185	- 7.5%	186	183	- 1.6%
Homes for Sale		94	89	- 5.3%	--	--	--
Months Supply		2.9	2.9	0.0%	--	--	--

Adult Community Market Overview

Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.



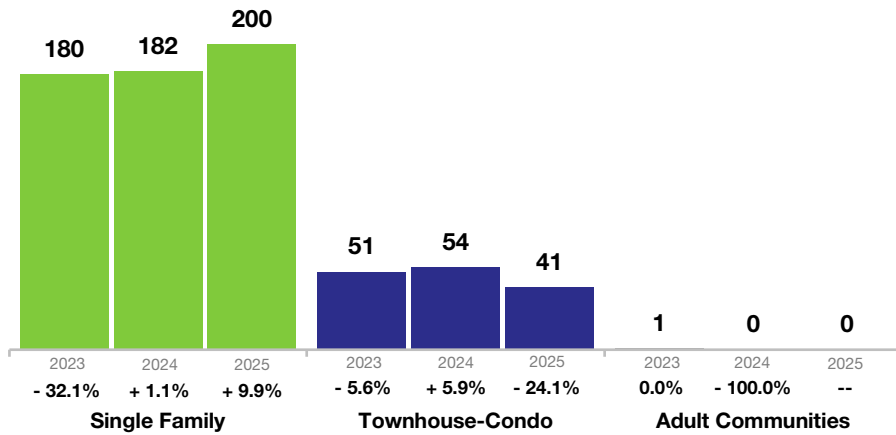
Key Metrics	Historical Sparklines	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		0	0	0.0%	1	1	0.0%
Pending Sales		0	1	--	1	3	+ 200.0%
Closed Sales		2	0	- 100.0%	2	2	0.0%
Median Sales Price		\$337,500	\$0	- 100.0%	\$337,500	\$438,250	- 23.0%
Avg. Sales Price		\$337,500	\$0	- 100.0%	\$337,500	\$438,250	- 23.0%
Pct. of List Price Received		97.0%	0.0%	- 100.0%	97.0%	98.9%	- 1.9%
Days on Market		35	0	- 100.0%	35	57	- 38.6%
Affordability Index		144	0	- 100.0%	144	112	+ 28.6%
Homes for Sale		2	0	- 100.0%	--	--	--
Months Supply		1.6	0.0	- 100.0%	--	--	--

New Listings

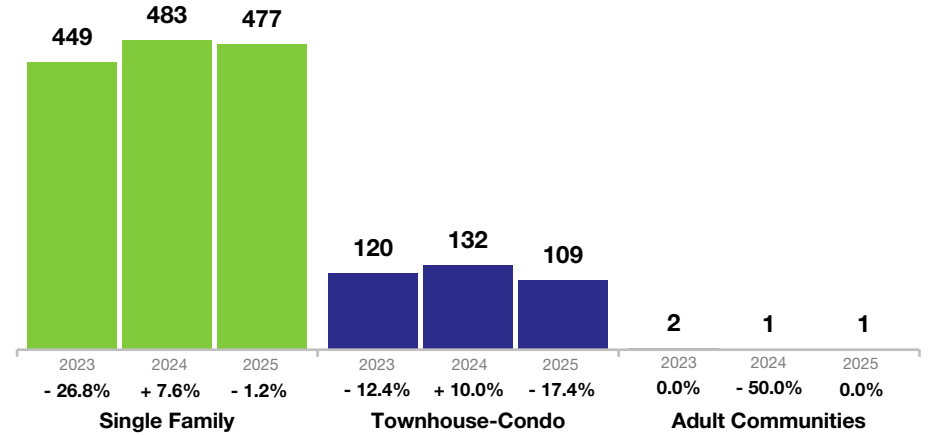
A count of the properties that have been newly listed on the market in a given month.



March

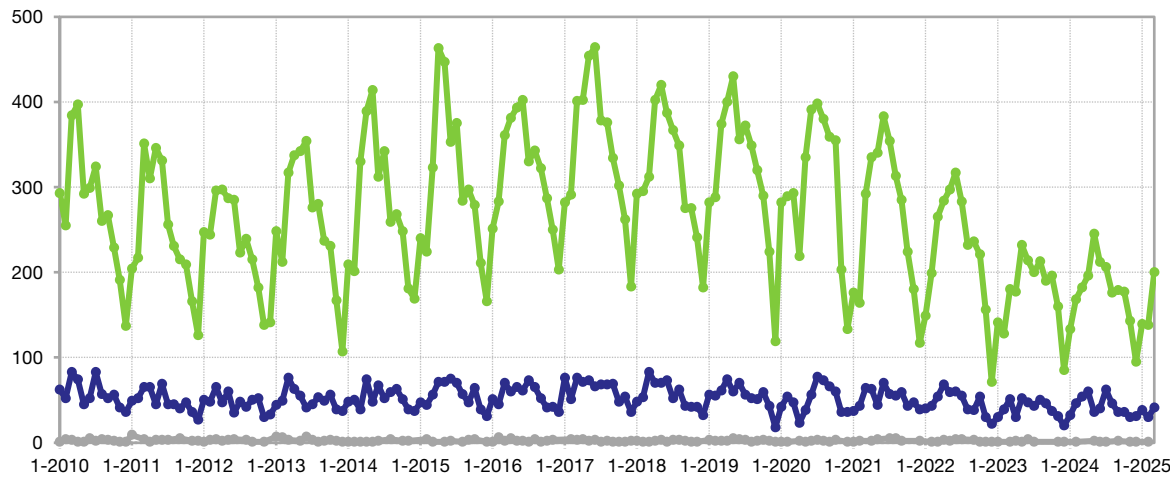


Year to Date



Historical New Listings by Month

Single Family (Green line), Townhouse-Condo (Blue line), Adult Communities (Grey line)



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

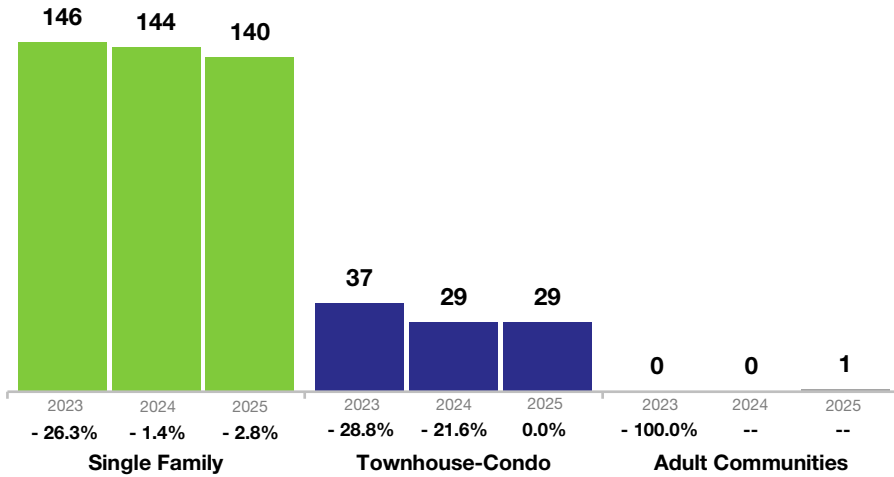
	Single Family	Townhouse-Condo	Adult Communities
April 2024	196	60	0
May 2024	245	36	2
June 2024	212	40	1
July 2024	206	62	1
August 2024	176	46	0
September 2024	179	36	2
October 2024	177	36	0
November 2024	143	30	1
December 2024	95	31	1
January 2025	139	38	0
February 2025	138	30	1
March 2025	200	41	0
12-Month Avg.	176	41	1

Pending Sales

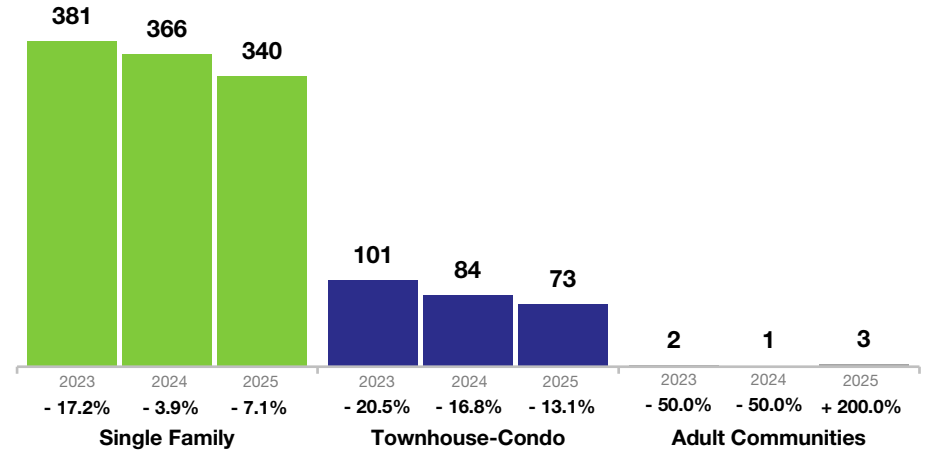
A count of the properties on which offers have been accepted in a given month.



March

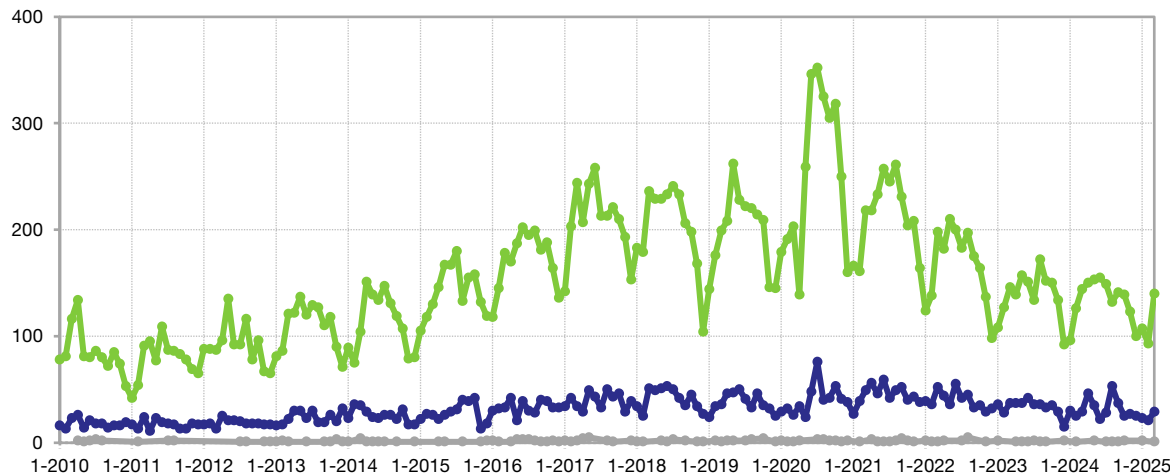


Year to Date



Historical Pending Sales by Month

Single Family (green line), Townhouse-Condo (blue line), Adult Communities (grey line)



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

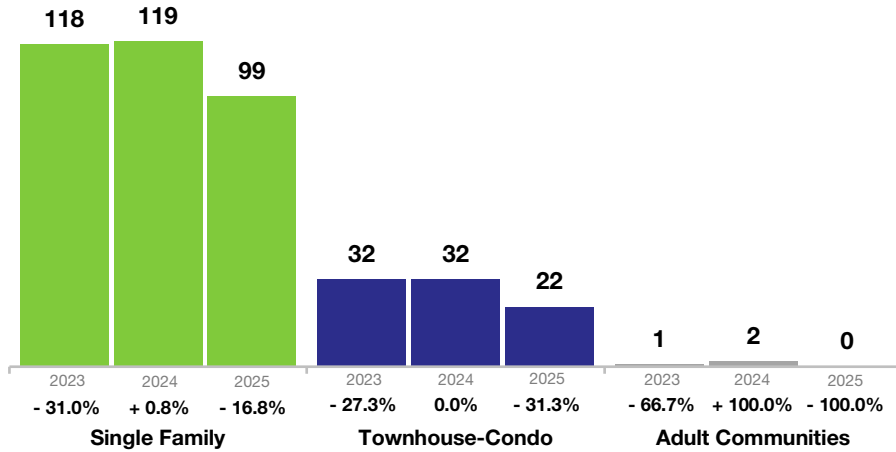
	Single Family	Townhouse-Condo	Adult Communities
April 2024	150	46	0
May 2024	153	35	2
June 2024	155	22	0
July 2024	149	28	1
August 2024	132	53	1
September 2024	141	37	1
October 2024	139	25	2
November 2024	123	27	0
December 2024	100	25	0
January 2025	107	23	2
February 2025	93	21	0
March 2025	140	29	1
12-Month Avg.	132	31	1

Closed Sales

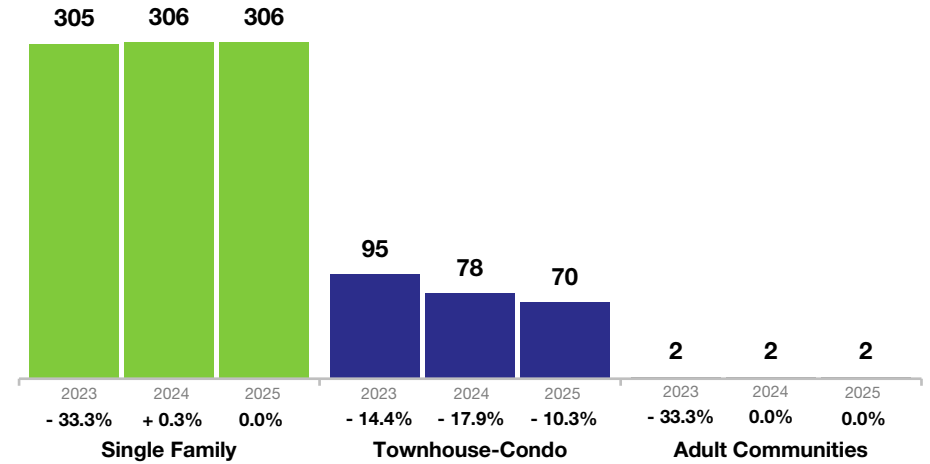
A count of the actual sales that closed in a given month.



March

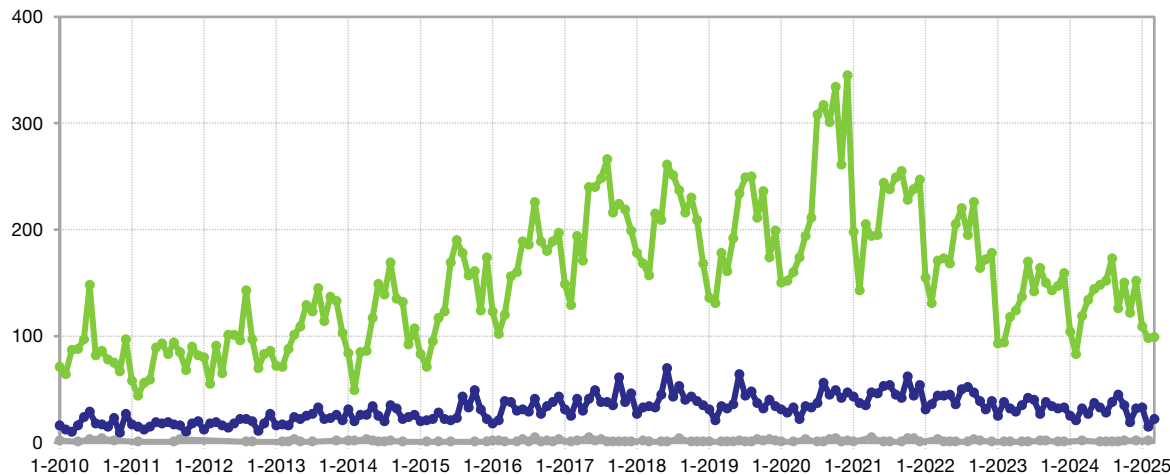


Year to Date



Historical Closed Sales by Month

Single Family (Green line), Townhouse-Condo (Blue line), Adult Communities (Grey line)



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

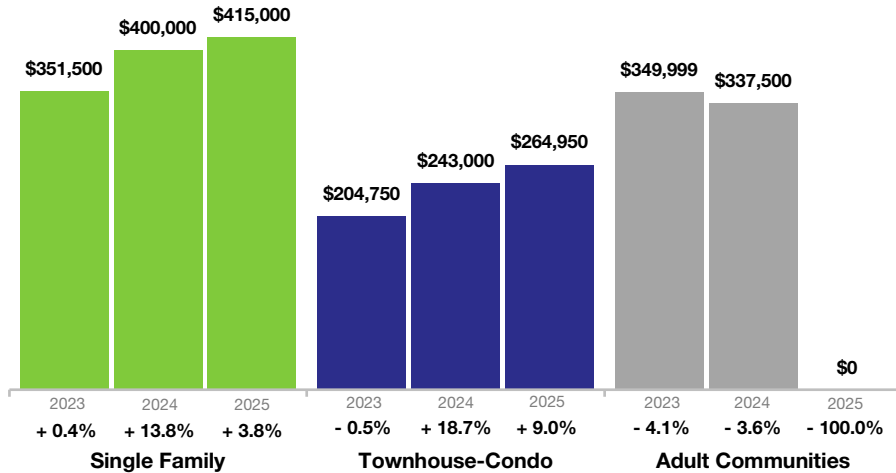
	Single Family	Townhouse-Condo	Adult Communities
April 2024	134	27	0
May 2024	144	37	0
June 2024	148	33	1
July 2024	152	28	1
August 2024	173	38	1
September 2024	126	45	1
October 2024	150	35	2
November 2024	122	19	0
December 2024	152	32	2
January 2025	109	33	0
February 2025	98	15	2
March 2025	99	22	0
12-Month Avg.	134	30	1

Median Sales Price

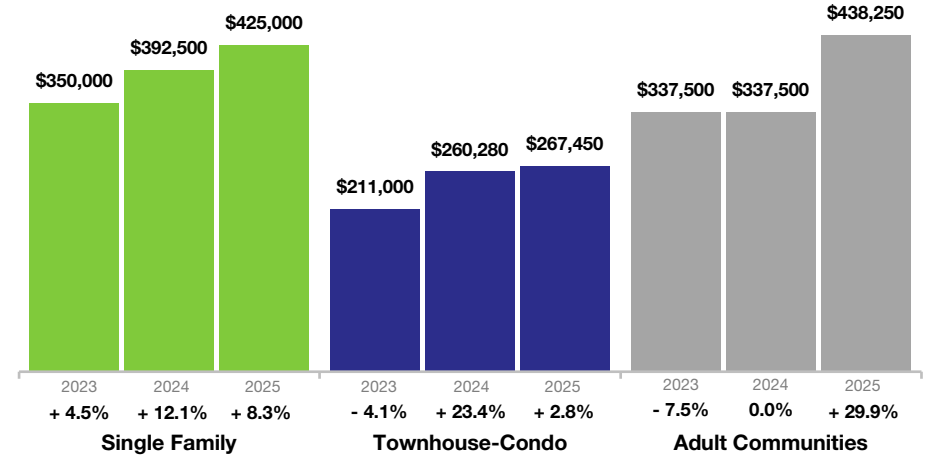
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



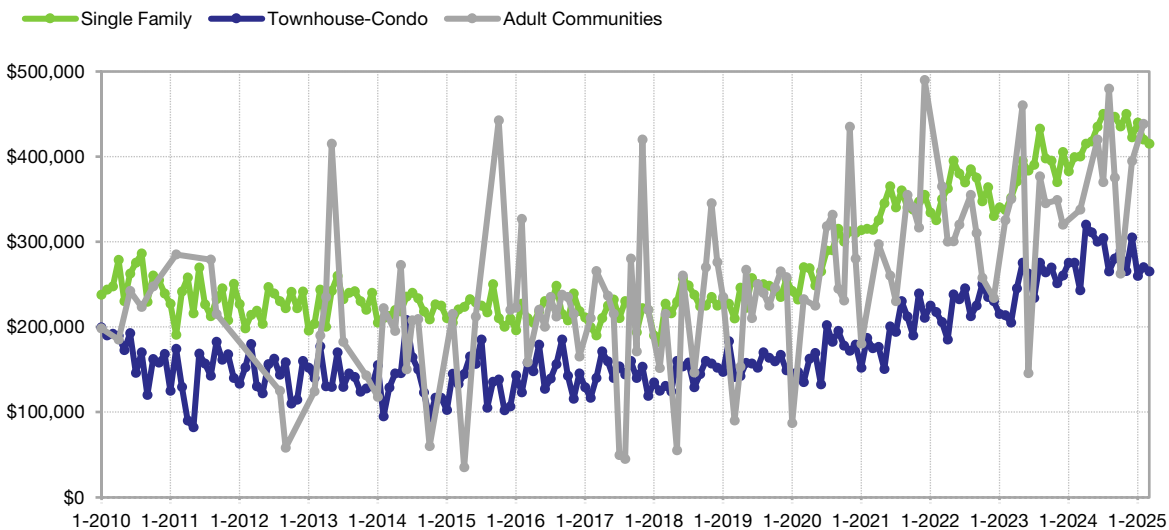
March



Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2024	\$415,000	\$320,000	\$0
May 2024	\$417,500	\$311,000	\$0
June 2024	\$435,000	\$300,000	\$420,000
July 2024	\$450,000	\$304,250	\$370,000
August 2024	\$441,999	\$265,000	\$479,412
September 2024	\$446,525	\$280,000	\$375,000
October 2024	\$435,250	\$289,900	\$262,500
November 2024	\$450,000	\$265,500	\$0
December 2024	\$422,500	\$305,000	\$394,500
January 2025	\$439,900	\$259,900	\$0
February 2025	\$420,000	\$270,000	\$438,250
March 2025	\$415,000	\$264,950	\$0
12-Month Med.*	\$435,000	\$286,500	\$410,000

* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

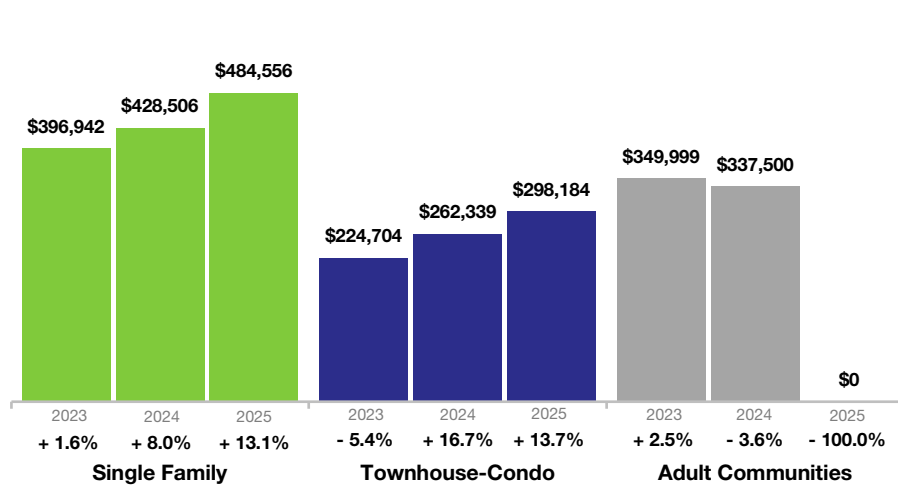
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Average Sales Price

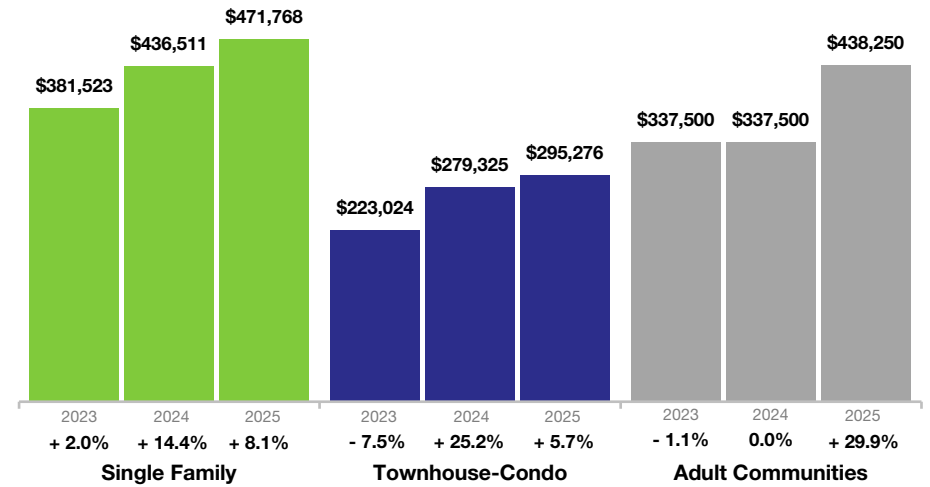
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



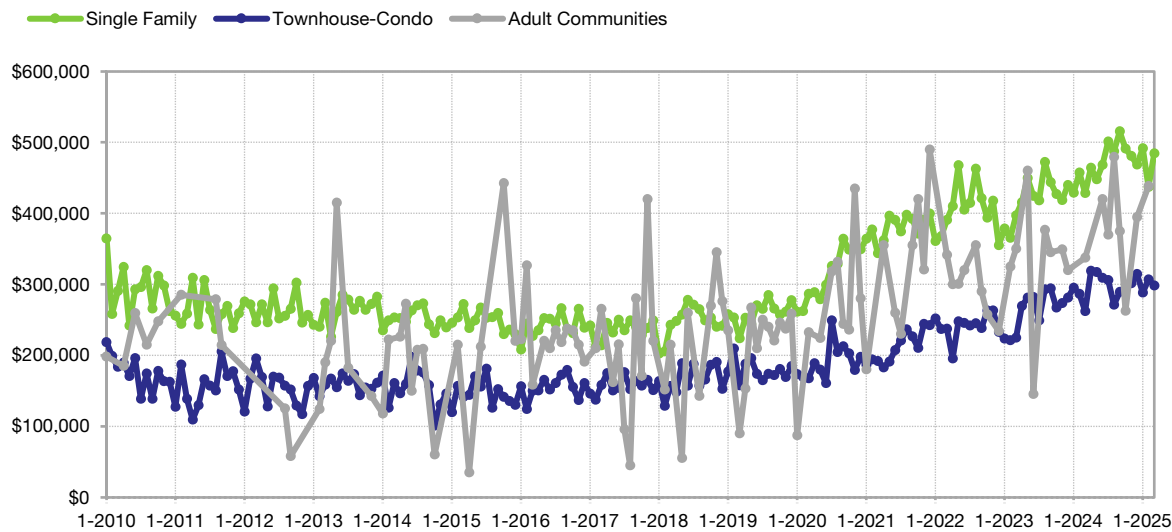
March



Year to Date



Historical Average Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	\$464,158	\$318,796	\$0
May 2024	\$447,872	\$317,255	\$0
June 2024	\$468,027	\$308,985	\$420,000
July 2024	\$501,314	\$305,857	\$370,000
August 2024	\$487,754	\$270,949	\$479,412
September 2024	\$515,425	\$289,413	\$375,000
October 2024	\$490,960	\$294,675	\$262,500
November 2024	\$480,926	\$301,589	\$0
December 2024	\$468,790	\$314,216	\$394,500
January 2025	\$491,577	\$288,100	\$0
February 2025	\$436,947	\$306,800	\$438,250
March 2025	\$484,556	\$298,184	\$0
12-Month Avg.*	\$478,796	\$299,984	\$383,491

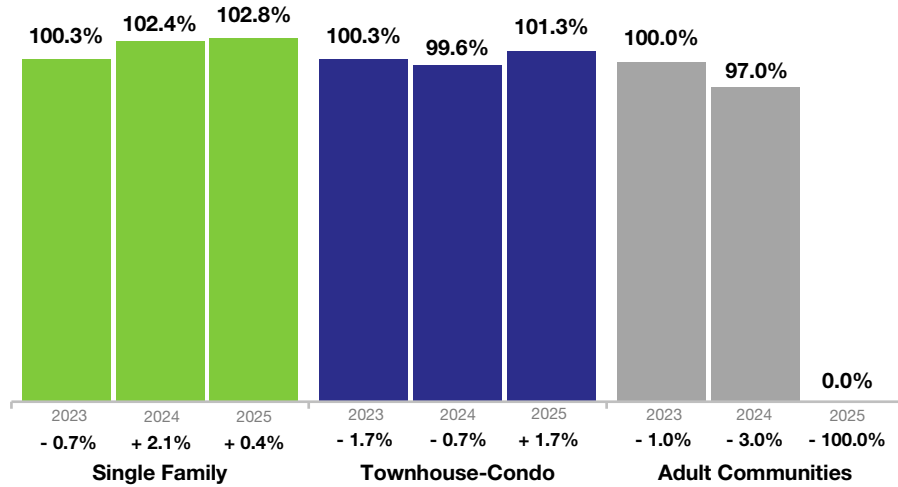
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Percent of List Price Received

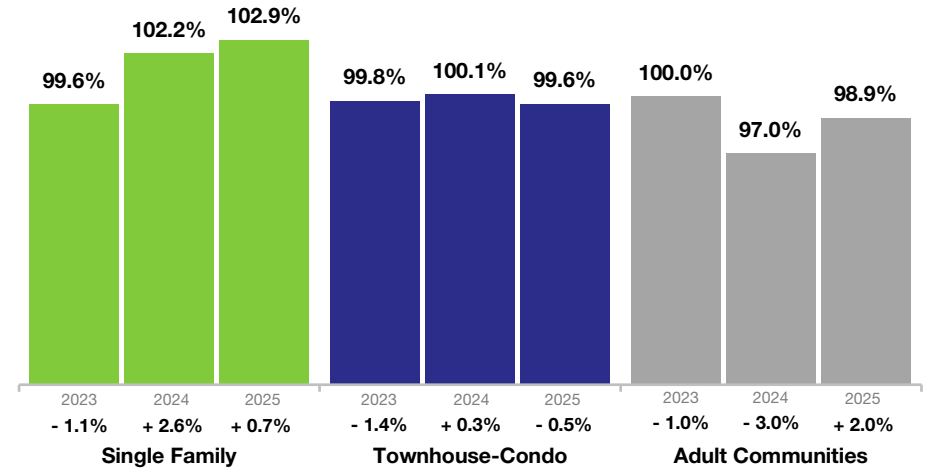


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

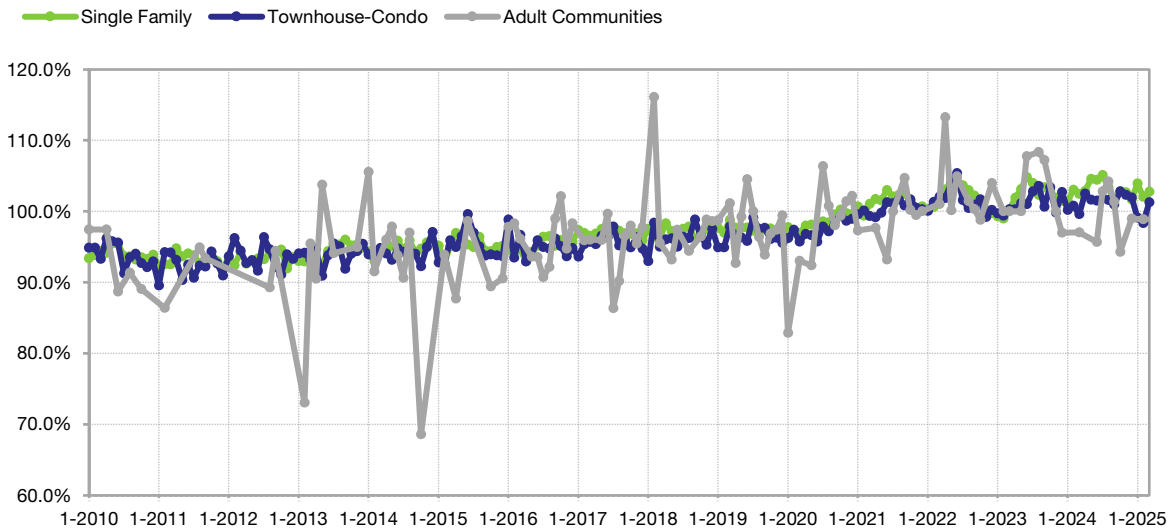
March



Year to Date



Historical Percent of List Price Received by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	102.8%	102.5%	0.0%
May 2024	104.6%	101.6%	0.0%
June 2024	104.4%	101.5%	95.7%
July 2024	105.1%	101.8%	102.8%
August 2024	103.4%	101.6%	104.2%
September 2024	101.5%	101.0%	101.4%
October 2024	102.8%	102.8%	94.3%
November 2024	102.7%	102.3%	0.0%
December 2024	101.7%	101.9%	99.0%
January 2025	103.9%	99.1%	0.0%
February 2025	102.0%	98.3%	98.9%
March 2025	102.8%	101.3%	0.0%
12-Month Avg.*	103.2%	101.4%	98.8%

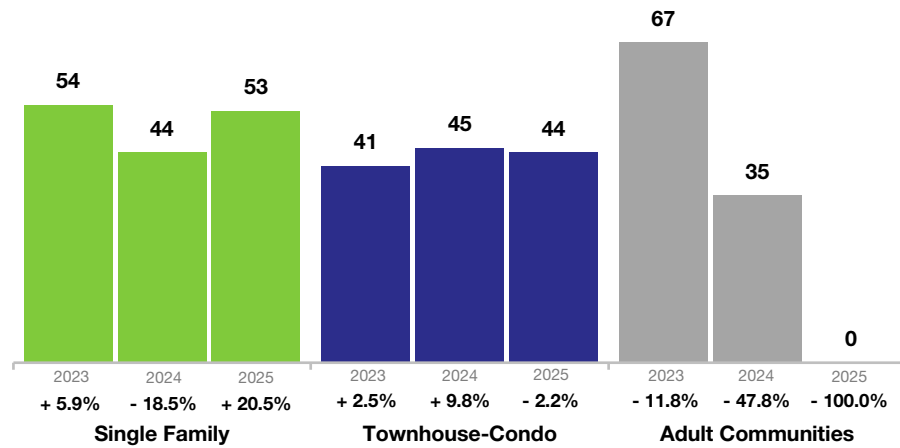
* Pct. of List Price Received for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Days on Market Until Sale

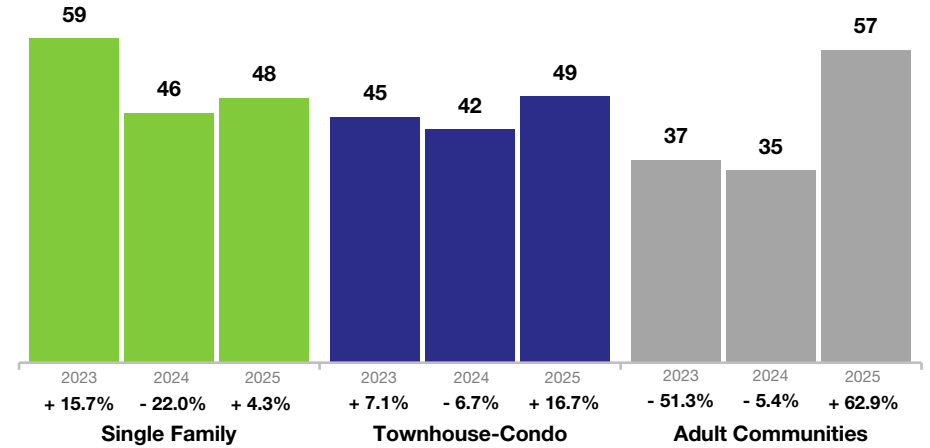
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

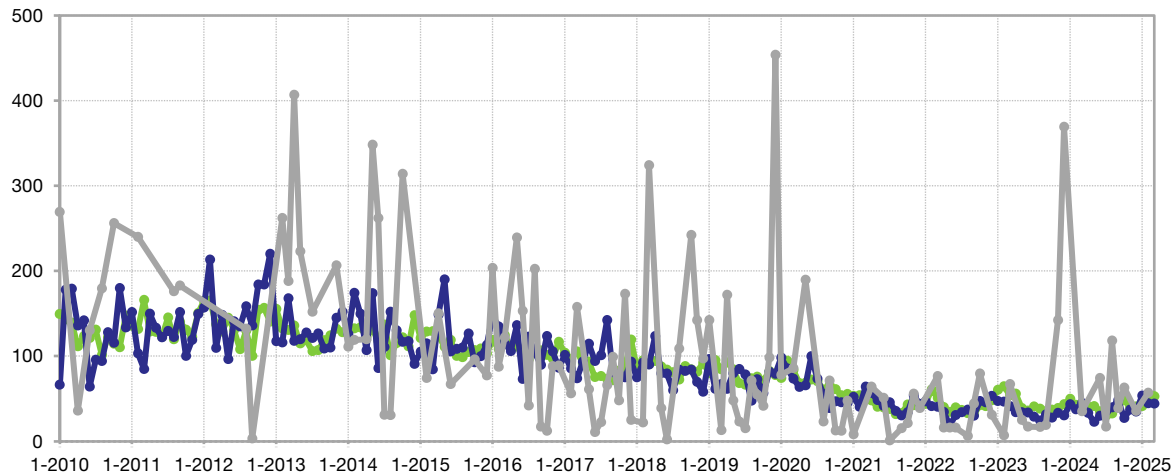


Year to Date



Historical Days on Market Until Sale by Month

— Single Family — Townhouse-Condo — Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	41	33	0
May 2024	41	23	0
June 2024	35	30	74
July 2024	30	35	17
August 2024	33	39	118
September 2024	42	48	39
October 2024	48	27	63
November 2024	41	37	0
December 2024	41	35	36
January 2025	41	53	0
February 2025	52	45	57
March 2025	53	44	0
12-Month Avg.*	41	37	56

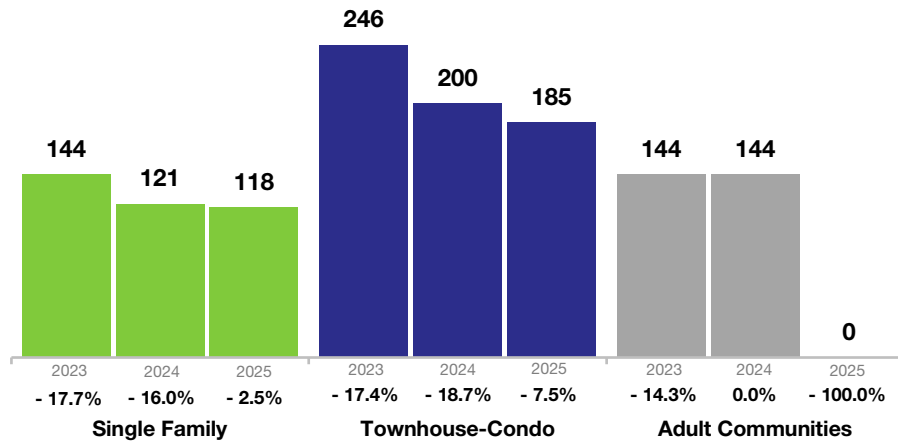
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Housing Affordability Index

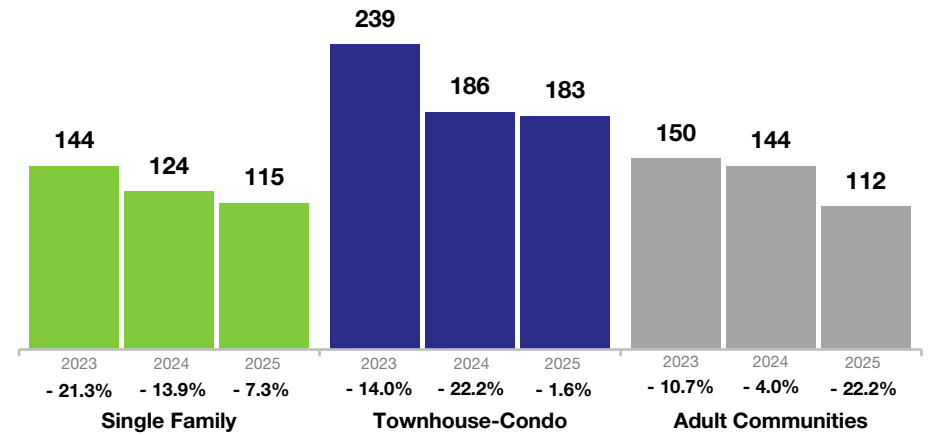


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

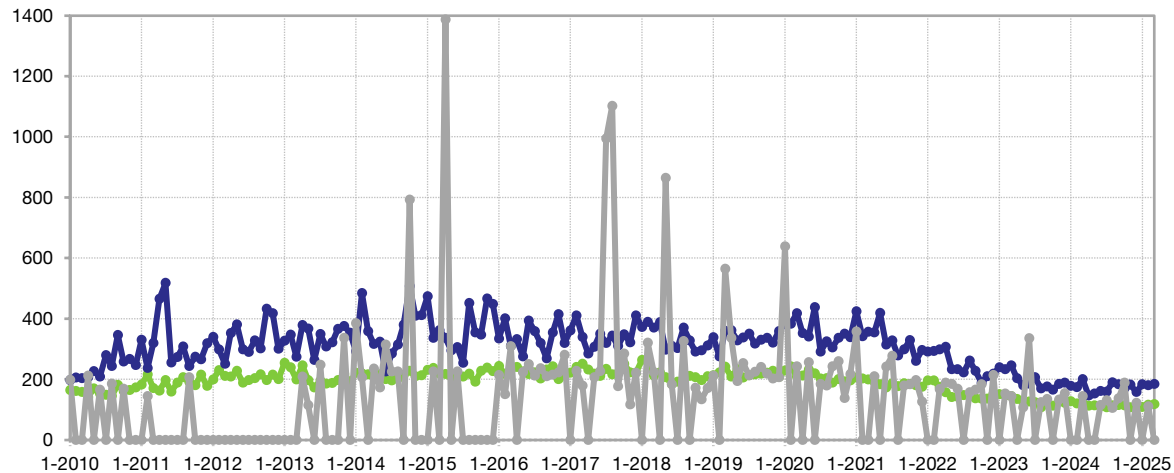


Year to Date



Historical Housing Affordability Index by Month

— Single Family — Townhouse-Condo — Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	113	147	0
May 2024	114	153	0
June 2024	111	161	115
July 2024	108	159	131
August 2024	114	190	105
September 2024	115	184	137
October 2024	114	171	189
November 2024	108	182	0
December 2024	114	158	122
January 2025	109	184	0
February 2025	116	180	111
March 2025	118	185	0
12-Month Avg.*	113	171	76

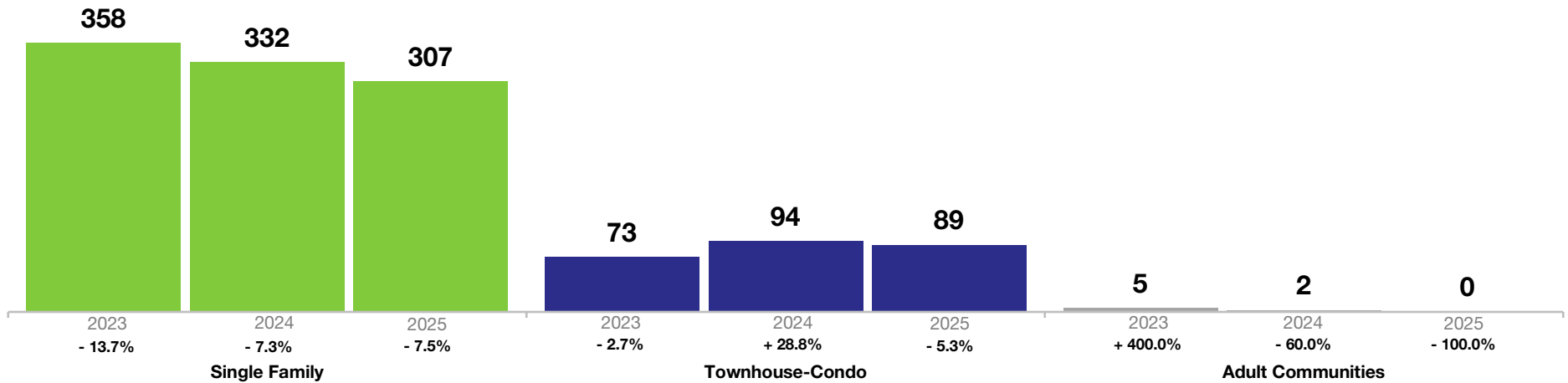
* Affordability Index for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

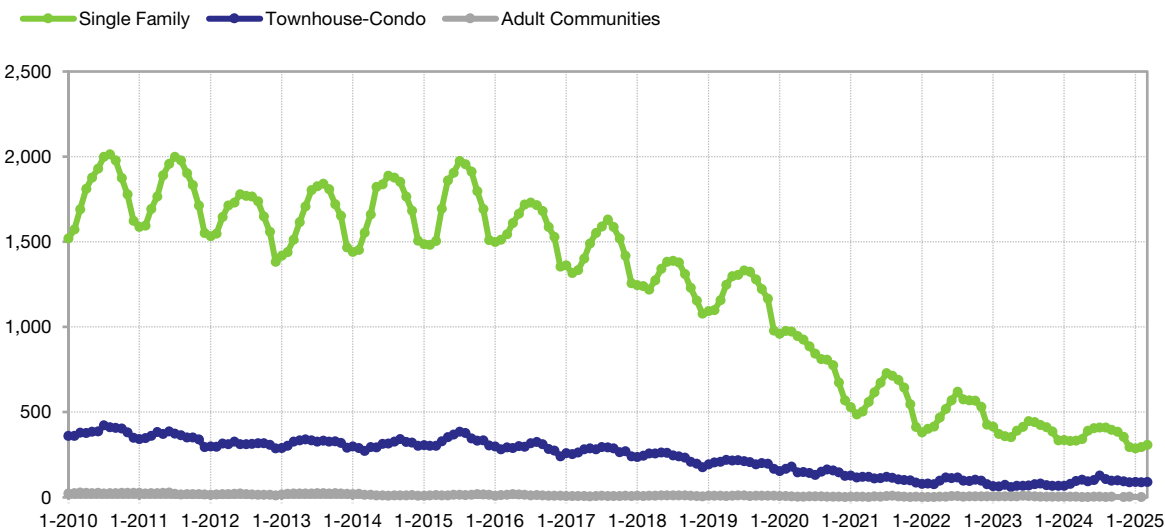
The number of properties available for sale in active status at the end of a given month.



March



Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2024	341	102	1
May 2024	390	93	1
June 2024	404	100	2
July 2024	409	126	2
August 2024	408	106	1
September 2024	396	96	2
October 2024	384	98	0
November 2024	354	92	1
December 2024	294	87	2
January 2025	286	89	0
February 2025	293	88	1
March 2025	307	89	0
12-Month Avg.	356	97	1

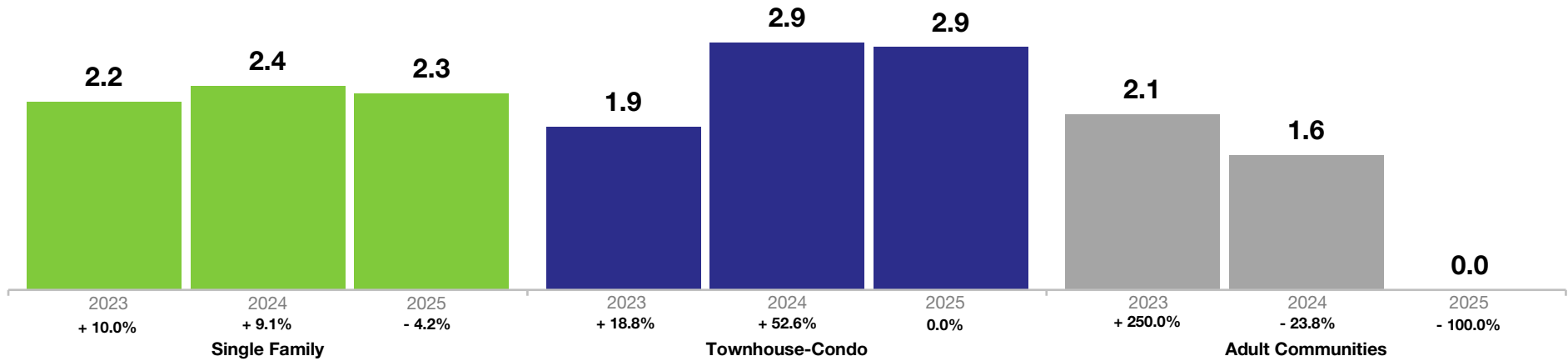
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Months Supply of Inventory

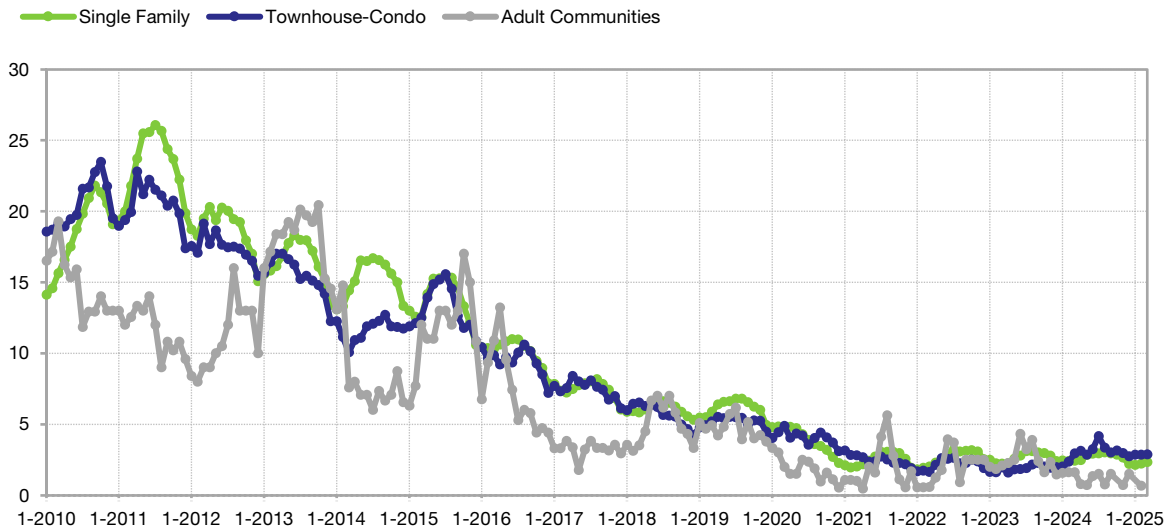
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



March



Historical Months Supply of Inventory by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	2.5	3.1	0.8
May 2024	2.8	2.9	0.7
June 2024	2.9	3.2	1.3
July 2024	2.9	4.2	1.5
August 2024	3.0	3.3	0.8
September 2024	2.9	3.0	1.5
October 2024	2.9	3.1	0.0
November 2024	2.7	3.0	0.7
December 2024	2.2	2.7	1.5
January 2025	2.1	2.8	0.0
February 2025	2.2	2.8	0.7
March 2025	2.3	2.9	0.0
12-Month Avg.*	2.6	3.1	0.8

* Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Total Market Overview

Key metrics for single-family properties, townhouses, condominiums and properties in adult communities combined, for the report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparklines	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		236	241	+ 2.1%	616	587	- 4.7%
Pending Sales		173	170	- 1.7%	451	416	- 7.8%
Closed Sales		153	121	- 20.9%	386	378	- 2.1%
Median Sales Price		\$350,000	\$400,000	+ 14.3%	\$368,450	\$410,000	+ 11.3%
Avg. Sales Price		\$392,562	\$450,388	+ 14.7%	\$404,235	\$438,820	+ 8.6%
Pct. of List Price Received		101.8%	102.5%	+ 0.7%	101.8%	102.3%	+ 0.5%
Days on Market		44	51	+ 15.9%	45	48	+ 6.7%
Affordability Index		139	123	- 11.5%	132	120	- 9.1%
Homes for Sale		428	396	- 7.5%	--	--	--
Months Supply		2.5	2.4	- 4.0%	--	--	--