

# Monthly Indicators



## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

- Single Family Closed Sales decreased 9.7 percent to 121.
- Townhouse-Condo Closed Sales decreased 3.7 percent to 26.
- There was 1 Adult Community Closed Sale for the current month.
- Single Family Median Sales Price was up 6.3 percent to \$441,000.
- Townhouse-Condo Median Sales Price was up 2.7 percent to \$328,500.
- The Adult Communities Median Sales Price was \$451,000 for the current period.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Monthly Snapshot

**- 8.1%**

One-Year Change in  
Closed Sales  
All Properties

**+ 2.0%**

One-Year Change in  
Homes for Sale  
All Properties

**+ 8.6%**

One-Year Change in  
Median Sales Price  
All Properties

For residential real estate activity in Sussex County. Percent changes are calculated using rounded figures.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
Adult Community Market Overview	<b>4</b>
New Listings	<b>5</b>
Pending Sales	<b>6</b>
Closed Sales	<b>7</b>
Median Sales Price	<b>8</b>
Average Sales Price	<b>9</b>
Percent of List Price Received	<b>10</b>
Days on Market Until Sale	<b>11</b>
Housing Affordability Index	<b>12</b>
Inventory of Homes for Sale	<b>13</b>
Months Supply of Inventory	<b>14</b>
Total Market Overview	<b>15</b>

# 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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		196	<b>230</b>	+ 17.3%	679	<b>708</b>	+ 4.3%
<b>Pending Sales</b>		150	<b>155</b>	+ 3.3%	516	<b>487</b>	- 5.6%
<b>Closed Sales</b>		134	<b>121</b>	- 9.7%	440	<b>428</b>	- 2.7%
<b>Median Sales Price</b>		\$415,000	<b>\$441,000</b>	+ 6.3%	\$400,000	<b>\$430,000</b>	+ 7.5%
<b>Avg. Sales Price</b>		\$464,158	<b>\$527,693</b>	+ 13.7%	\$444,931	<b>\$487,611</b>	+ 9.6%
<b>Pct. of List Price Received</b>		102.8%	<b>103.6%</b>	+ 0.8%	102.4%	<b>103.1%</b>	+ 0.7%
<b>Days on Market</b>		41	<b>37</b>	- 9.8%	44	<b>45</b>	+ 2.3%
<b>Affordability Index</b>		113	<b>110</b>	- 2.7%	117	<b>113</b>	- 3.4%
<b>Homes for Sale</b>		341	<b>347</b>	+ 1.8%	--	--	--
<b>Months Supply</b>		2.5	<b>2.6</b>	+ 4.0%	--	--	--

# 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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		60	56	- 6.7%	192	166	- 13.5%
<b>Pending Sales</b>		46	28	- 39.1%	130	100	- 23.1%
<b>Closed Sales</b>		27	26	- 3.7%	105	96	- 8.6%
<b>Median Sales Price</b>		\$320,000	\$328,500	+ 2.7%	\$275,000	\$270,000	- 1.8%
<b>Avg. Sales Price</b>		\$318,796	\$343,585	+ 7.8%	\$289,475	\$308,360	+ 6.5%
<b>Pct. of List Price Received</b>		102.5%	98.6%	- 3.8%	100.7%	99.3%	- 1.4%
<b>Days on Market</b>		33	66	+ 100.0%	40	53	+ 32.5%
<b>Affordability Index</b>		147	147	0.0%	171	179	+ 4.7%
<b>Homes for Sale</b>		102	105	+ 2.9%	--	--	--
<b>Months Supply</b>		3.1	3.6	+ 16.1%	--	--	--

# 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.



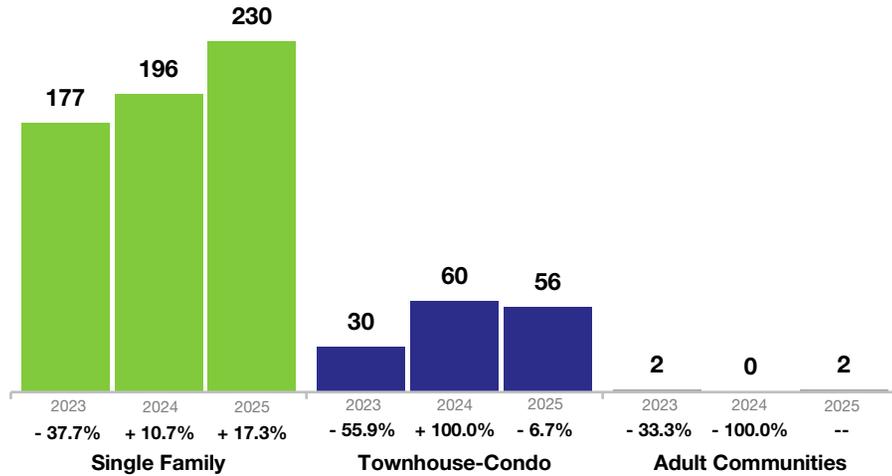
Key Metrics	Historical Sparklines	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		0	2	--	1	3	+ 200.0%
<b>Pending Sales</b>		0	1	--	1	4	+ 300.0%
<b>Closed Sales</b>		0	1	--	2	3	- 33.3%
<b>Median Sales Price</b>		\$0	\$451,000	--	\$337,500	\$451,000	- 25.2%
<b>Avg. Sales Price</b>		\$0	\$451,000	--	\$337,500	\$442,500	- 23.7%
<b>Pct. of List Price Received</b>		0.0%	100.4%	--	97.0%	99.4%	- 2.4%
<b>Days on Market</b>		0	16	--	35	43	- 18.6%
<b>Affordability Index</b>		0	107	--	139	107	+ 29.9%
<b>Homes for Sale</b>		1	1	0.0%	--	--	--
<b>Months Supply</b>		0.8	0.7	- 12.5%	--	--	--

# New Listings

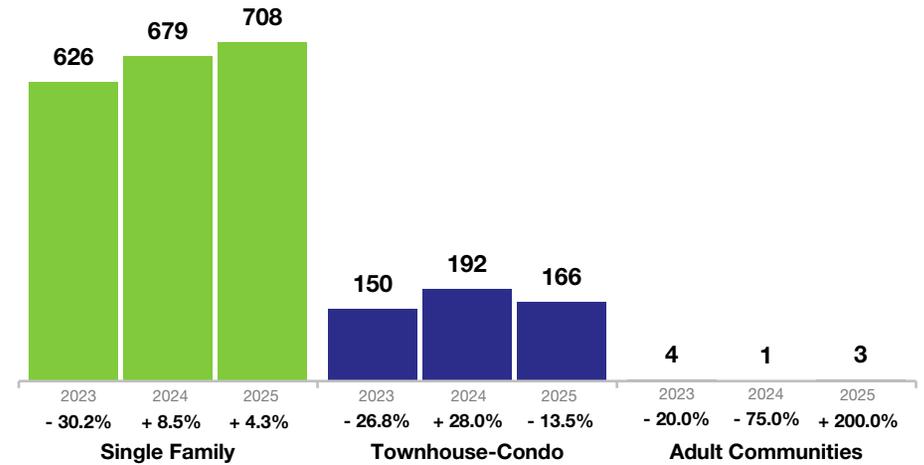
A count of the properties that have been newly listed on the market in a given month.



## April

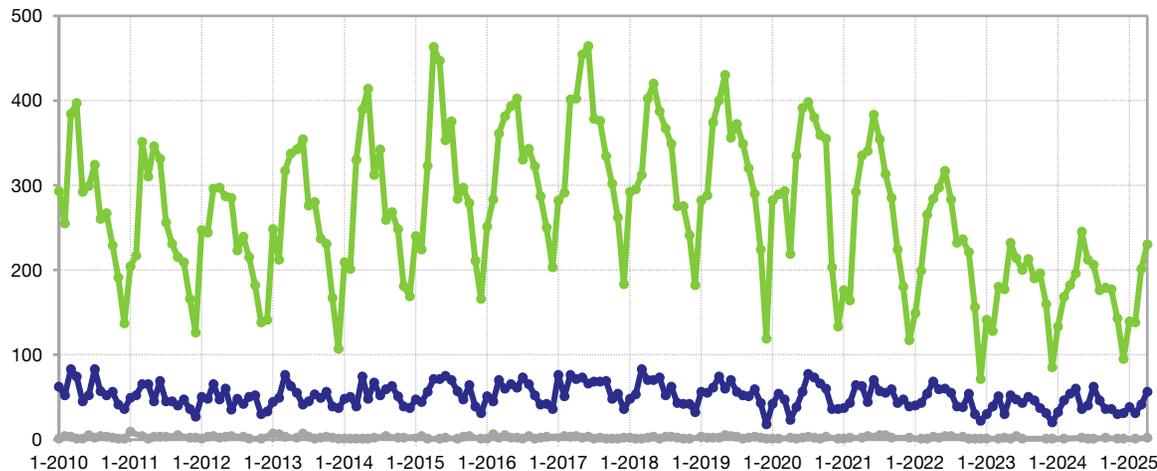


## Year to Date



## 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.

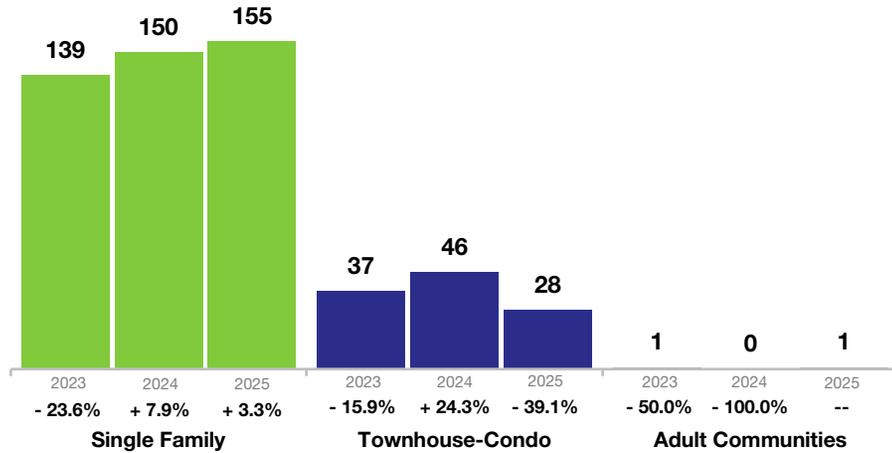
	Single Family	Townhouse-Condo	Adult Communities
May 2024	245	36	2
June 2024	212	40	1
July 2024	206	62	1
August 2024	176	46	0
September 2024	179	36	2
October 2024	177	36	0
November 2024	143	30	1
December 2024	95	31	1
January 2025	139	38	0
February 2025	138	31	1
March 2025	201	41	0
<b>April 2025</b>	<b>230</b>	<b>56</b>	<b>2</b>
12-Month Avg.	178	40	1

# Pending Sales

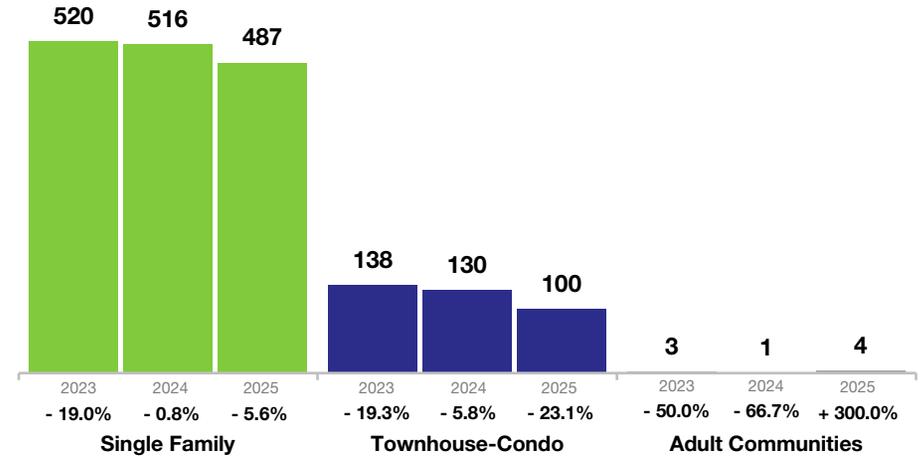
A count of the properties on which offers have been accepted in a given month.



## April

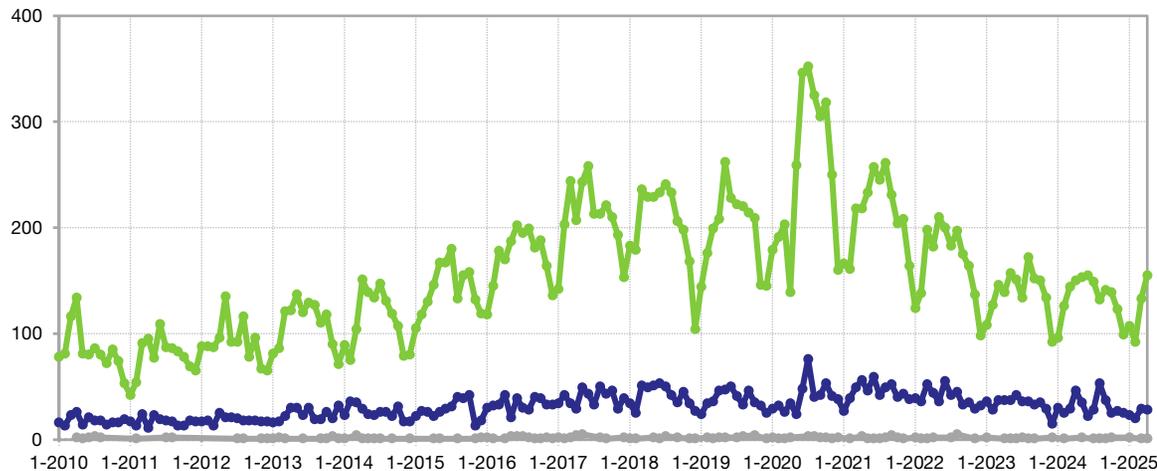


## Year to Date



## 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.

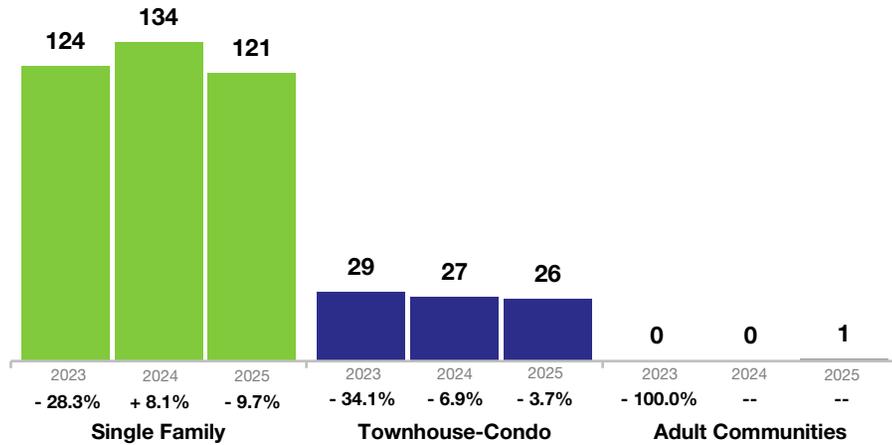
	Single Family	Townhouse-Condo	Adult Communities
May 2024	153	35	2
June 2024	155	22	0
July 2024	149	28	1
August 2024	132	53	1
September 2024	141	37	1
October 2024	139	25	2
November 2024	123	27	0
December 2024	99	25	0
January 2025	107	23	2
February 2025	92	20	0
March 2025	133	29	1
<b>April 2025</b>	<b>155</b>	<b>28</b>	<b>1</b>
12-Month Avg.	132	29	1

# Closed Sales

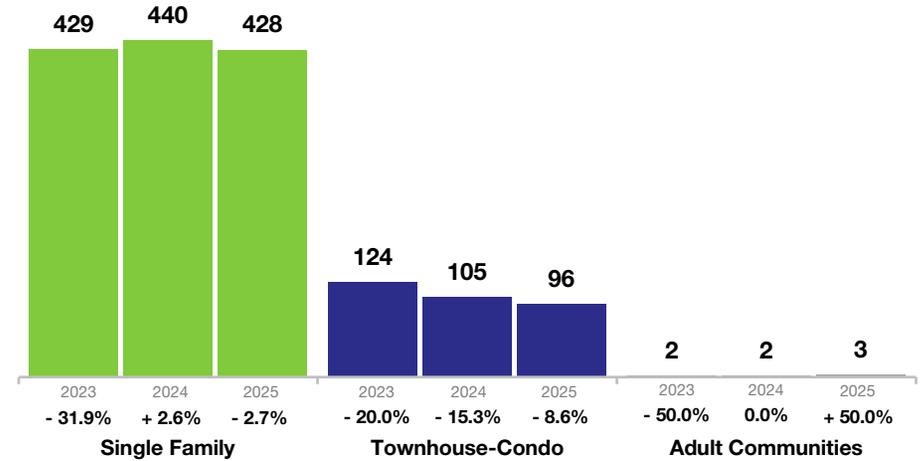
A count of the actual sales that closed in a given month.



## April

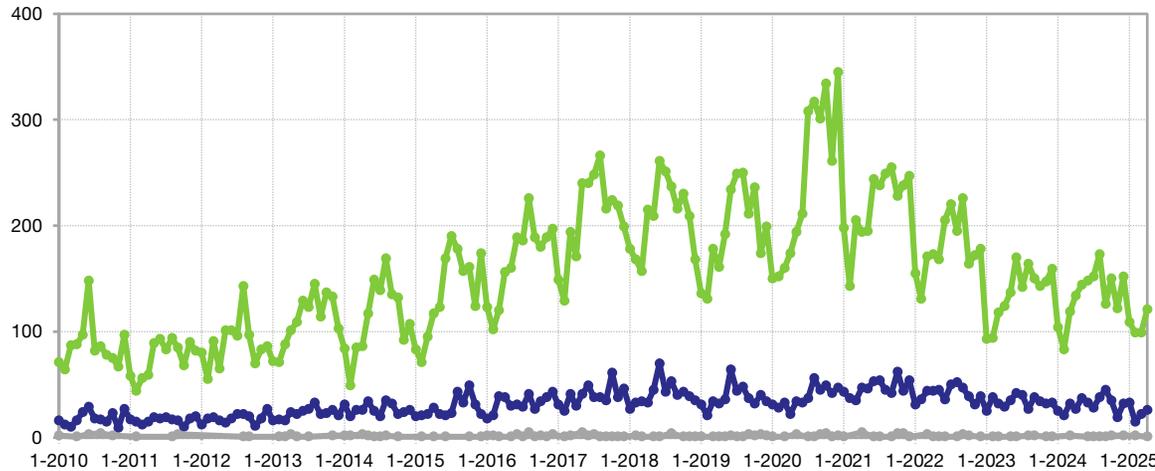


## Year to Date



## 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.

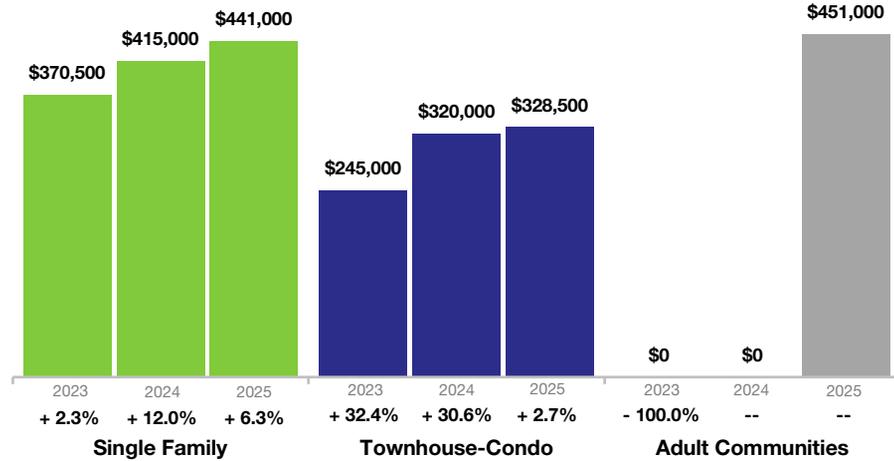
	Single Family	Townhouse-Condo	Adult Communities
May 2024	144	37	0
June 2024	148	33	1
July 2024	152	28	1
August 2024	173	38	1
September 2024	126	45	1
October 2024	150	35	2
November 2024	122	19	0
December 2024	152	32	2
January 2025	109	33	0
February 2025	99	15	2
March 2025	99	22	0
<b>April 2025</b>	<b>121</b>	<b>26</b>	<b>1</b>
12-Month Avg.	133	30	1

# Median Sales Price

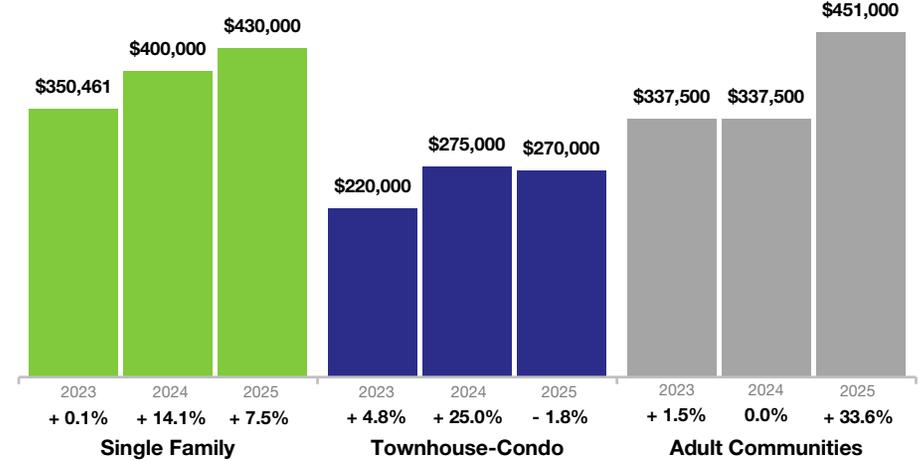
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



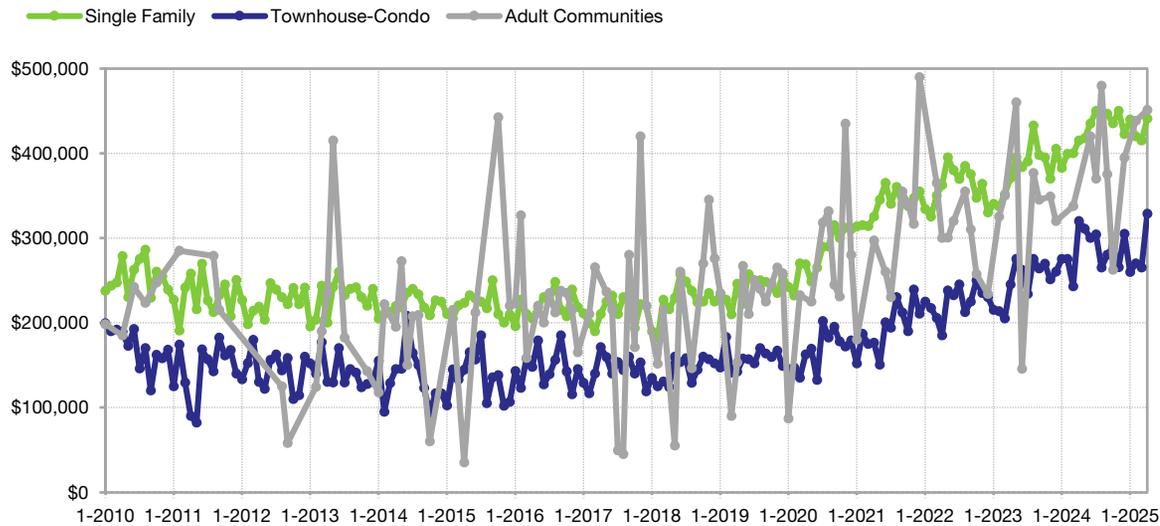
## April



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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
<b>April 2025</b>	<b>\$441,000</b>	<b>\$328,500</b>	<b>\$451,000</b>
12-Month Med.*	\$435,000	\$285,000	\$420,000

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

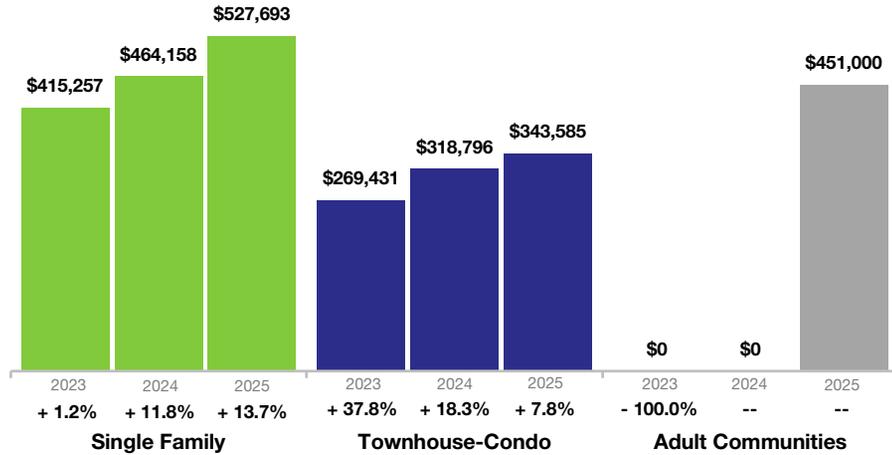
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Average Sales Price

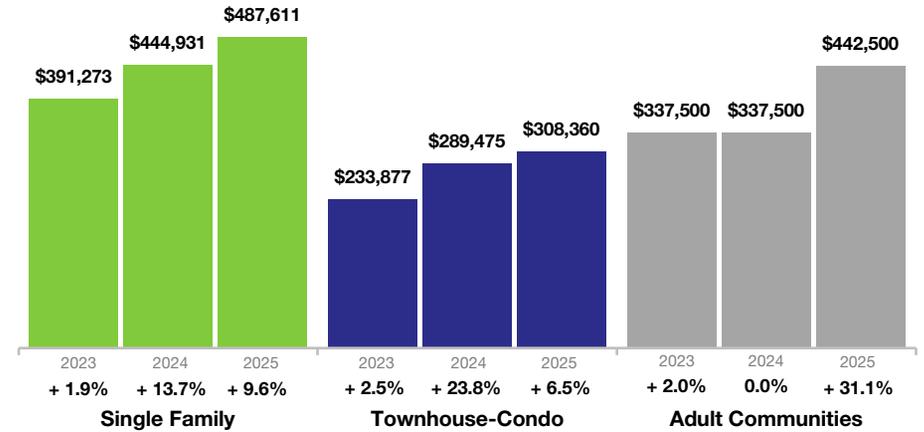
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

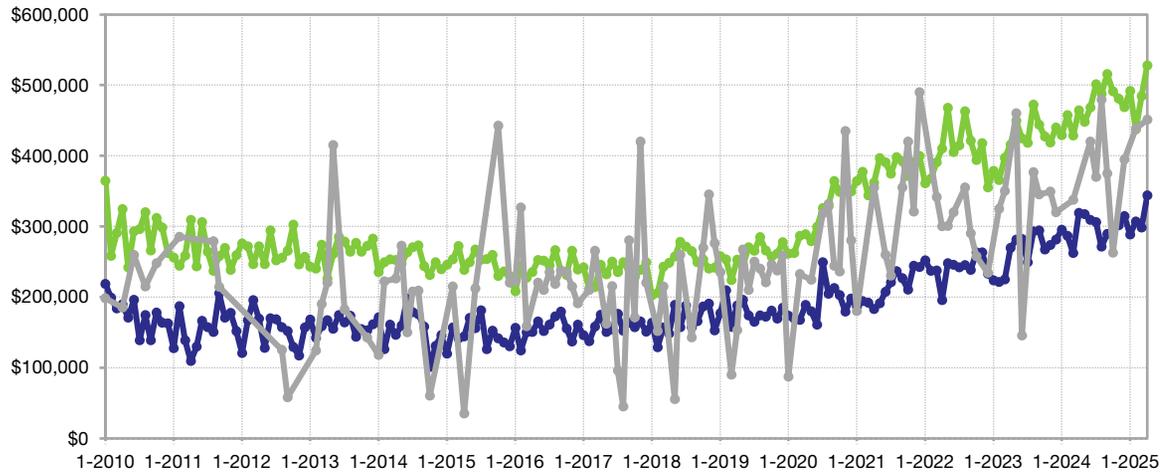


## Year to Date



## Historical Average Sales Price 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
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	\$437,280	\$306,800	\$438,250
March 2025	\$484,556	\$298,184	\$0
<b>April 2025</b>	<b>\$527,693</b>	<b>\$343,585</b>	<b>\$451,000</b>
12-Month Avg.*	\$483,732	\$301,708	\$389,628

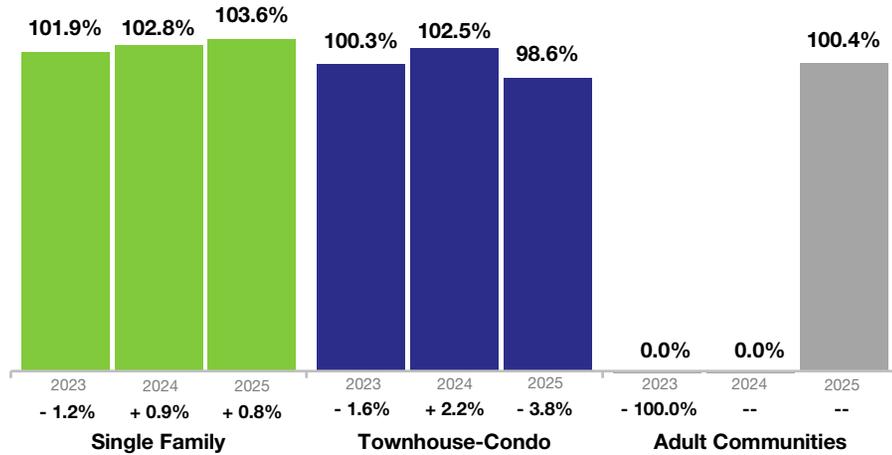
\* Avg. Sales Price for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

# Percent of List Price Received

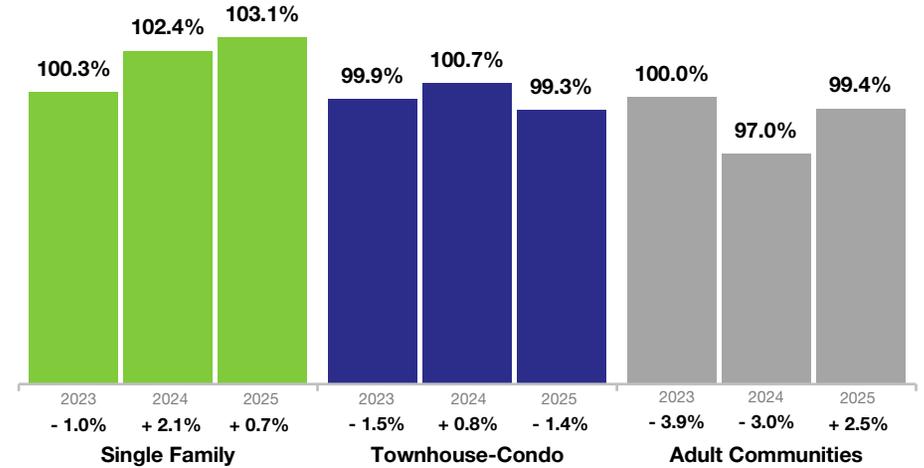


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

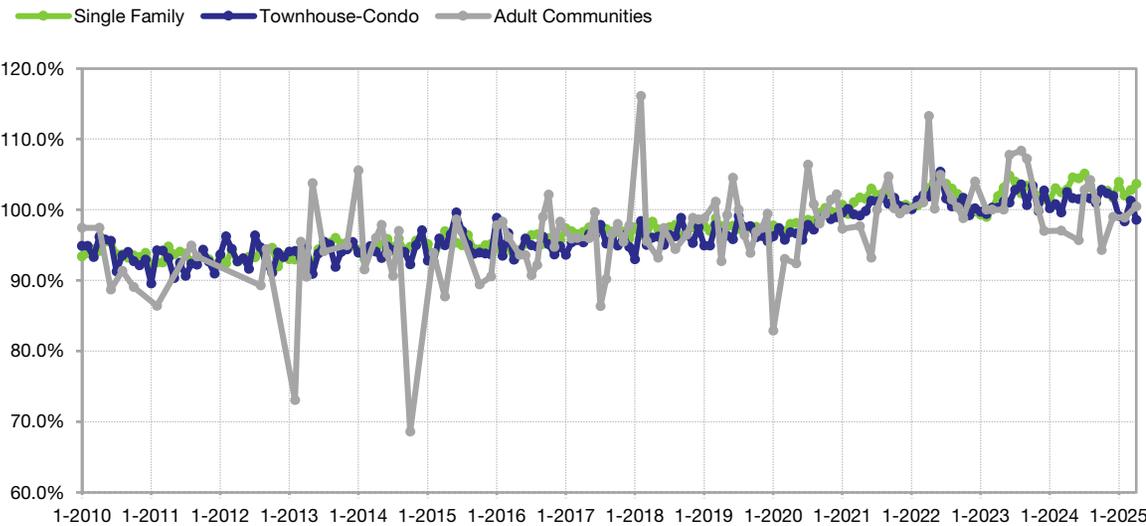
## April



## 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
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%
<b>April 2025</b>	<b>103.6%</b>	<b>98.6%</b>	<b>100.4%</b>
12-Month Avg.*	103.3%	101.1%	99.0%

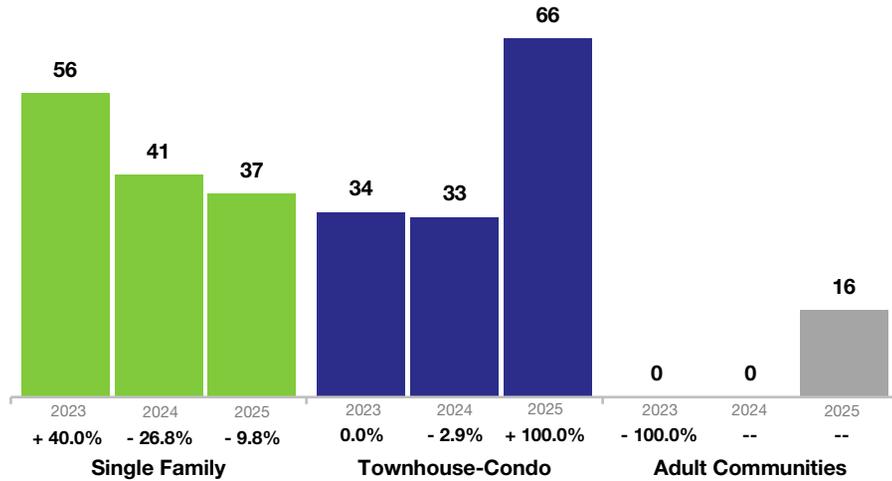
\* Pct. of List Price Received for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

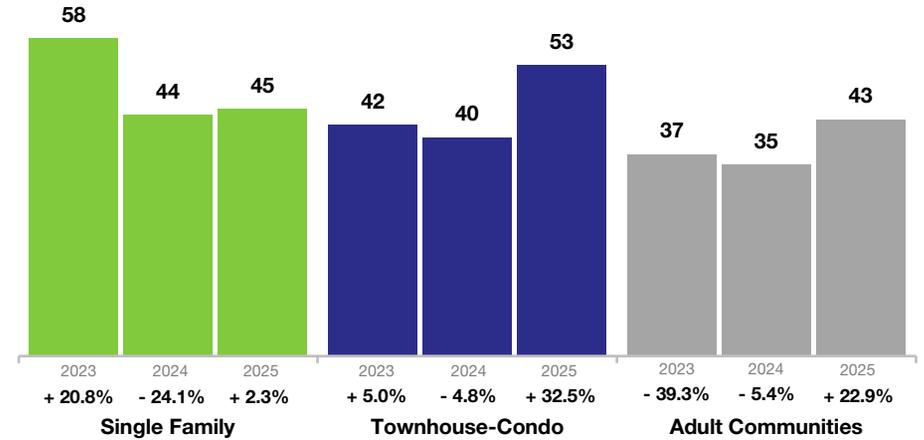
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

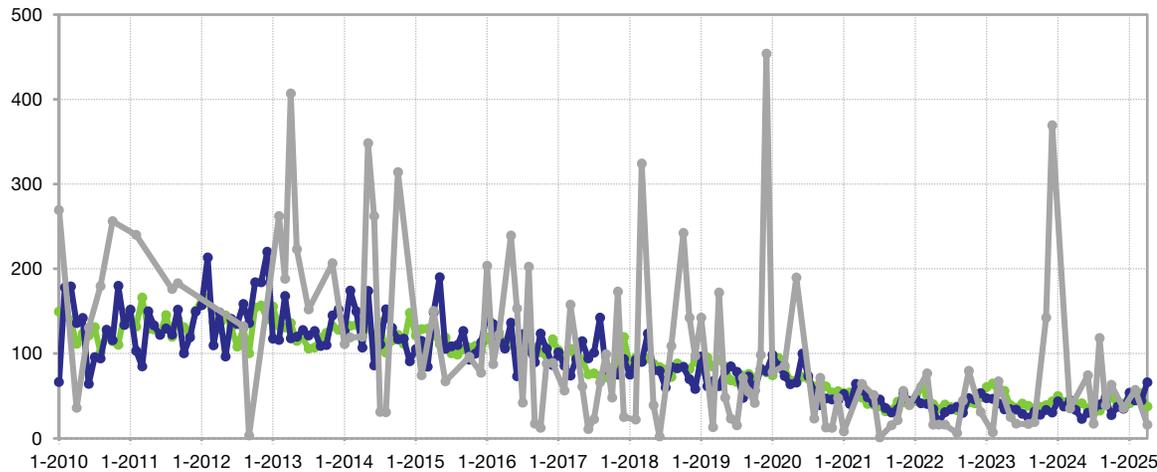


## Year to Date



## 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
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
<b>April 2025</b>	<b>37</b>	<b>66</b>	<b>16</b>
12-Month Avg.*	40	40	52

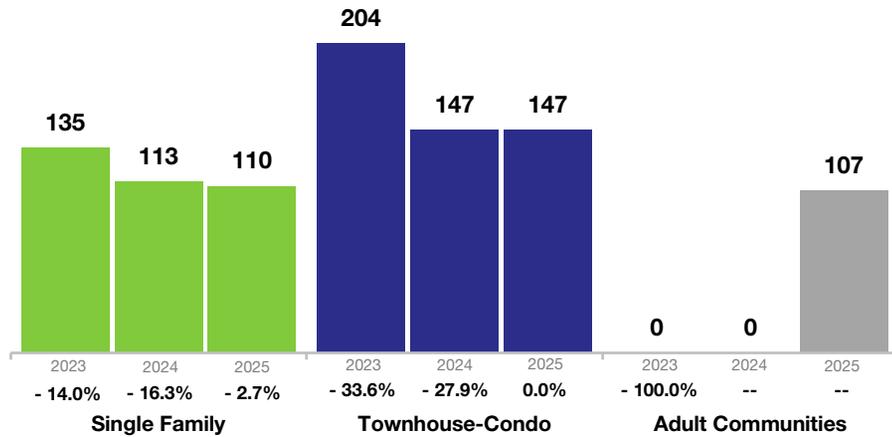
\* Days on Market for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

# Housing Affordability Index

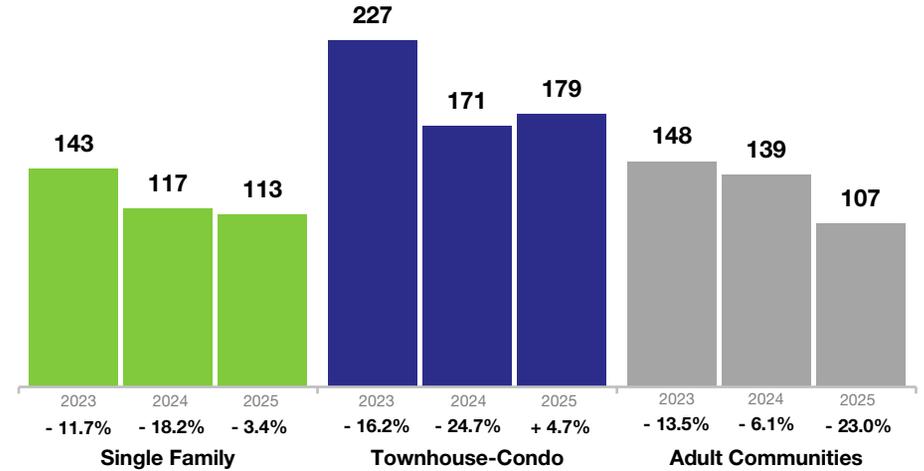


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## April

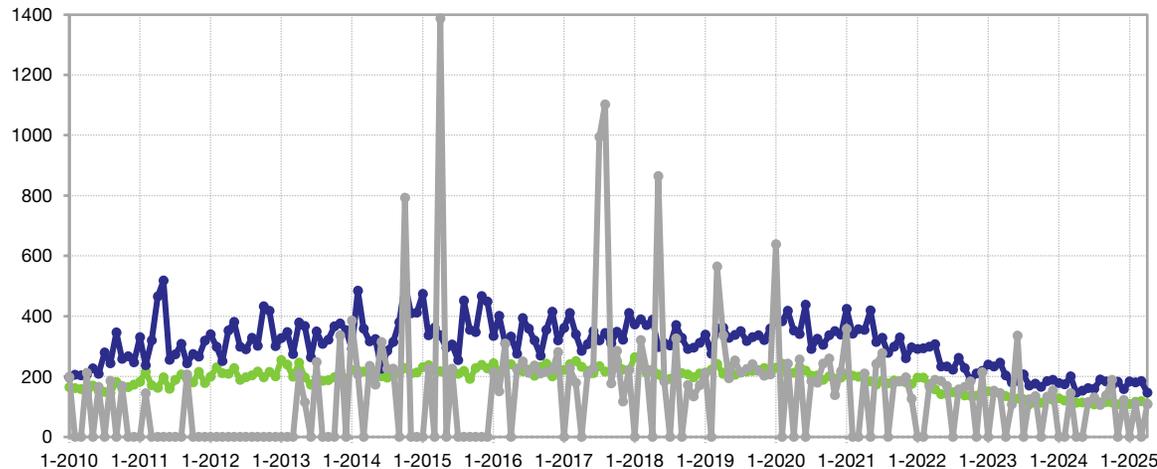


## Year to Date



## Historical Housing Affordability Index 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
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
<b>April 2025</b>	<b>110</b>	<b>147</b>	<b>107</b>
12-Month Avg.*	113	171	85

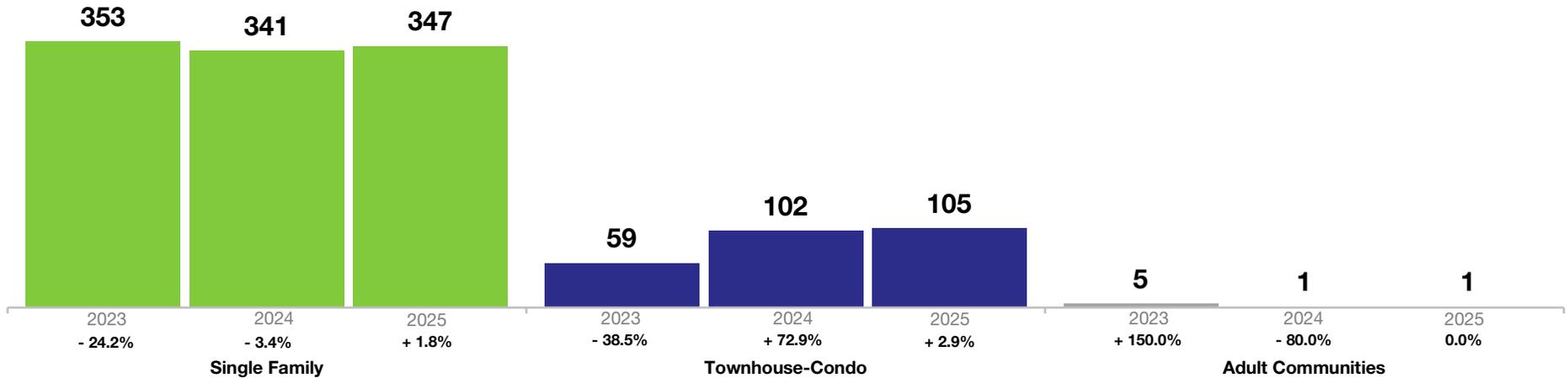
\* Affordability Index for all properties from May 2024 through April 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

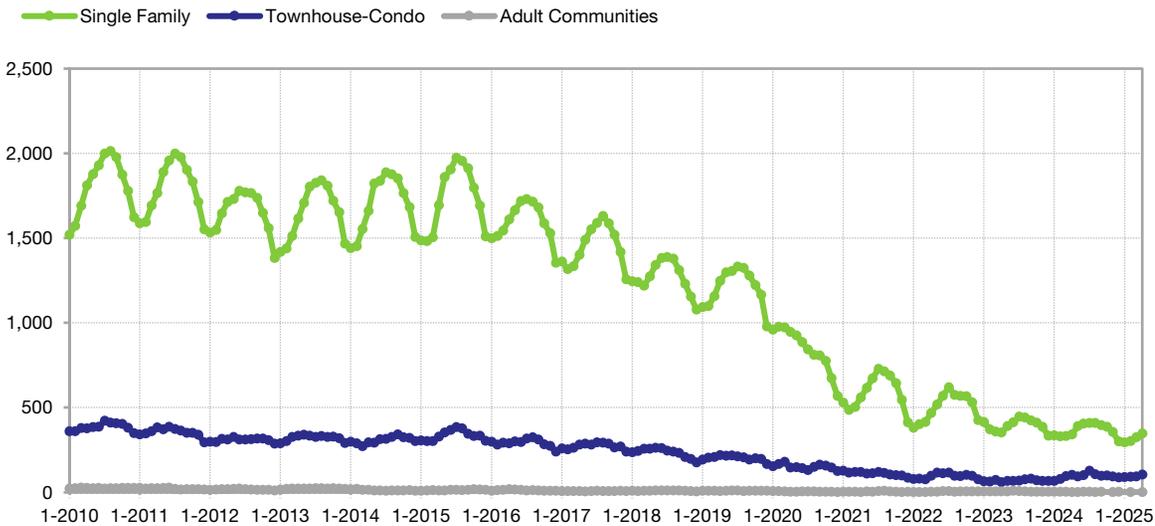
The number of properties available for sale in active status at the end of a given month.



## April



## Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
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	385	98	0
November 2024	356	92	1
December 2024	299	87	2
January 2025	293	89	0
February 2025	302	91	1
March 2025	324	92	0
<b>April 2025</b>	<b>347</b>	<b>105</b>	<b>1</b>
12-Month Avg.	359	98	1

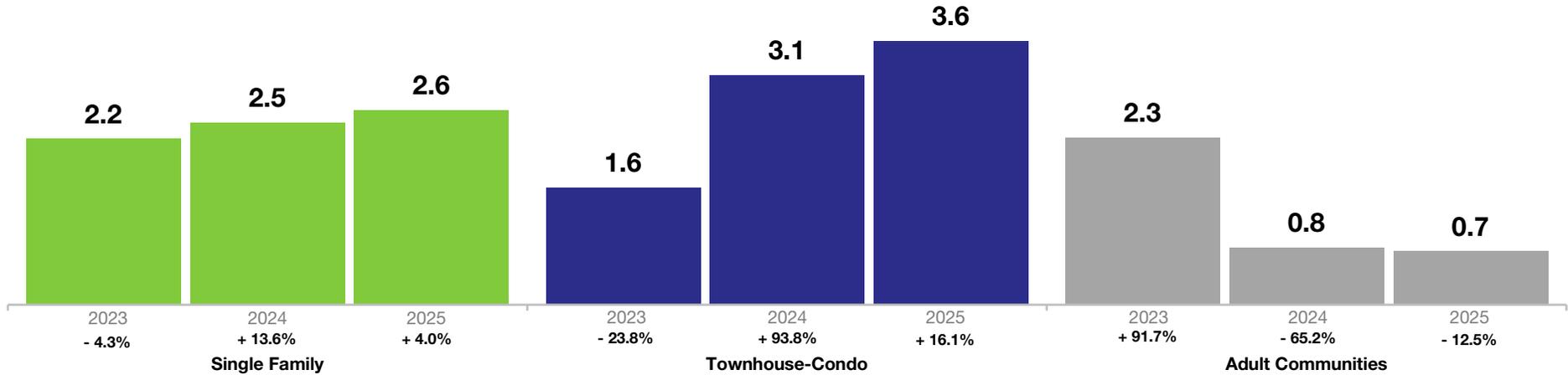
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# 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.

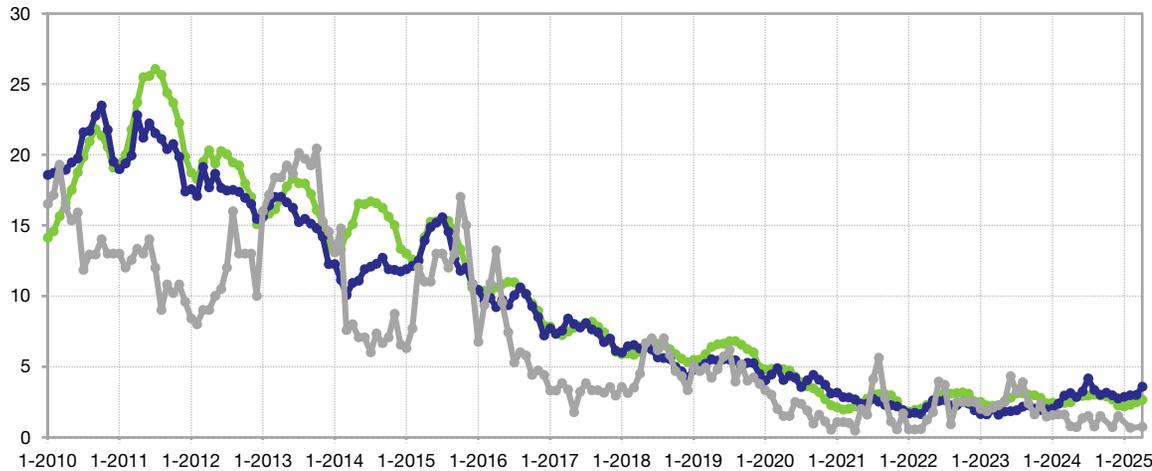


## April



## Historical Months Supply of Inventory 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
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	2.2	2.8	0.0
February 2025	2.3	3.0	0.7
March 2025	2.5	3.0	0.0
<b>April 2025</b>	<b>2.6</b>	<b>3.6</b>	<b>0.7</b>
12-Month Avg.*	2.7	3.2	0.8

\* Months Supply for all properties from May 2024 through April 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	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		256	<b>288</b>	+ 12.5%	872	<b>877</b>	+ 0.6%
<b>Pending Sales</b>		196	<b>184</b>	- 6.1%	647	<b>591</b>	- 8.7%
<b>Closed Sales</b>		161	<b>148</b>	- 8.1%	547	<b>527</b>	- 3.7%
<b>Median Sales Price</b>		\$400,000	<b>\$434,250</b>	+ 8.6%	\$377,500	<b>\$412,500</b>	+ 9.3%
<b>Avg. Sales Price</b>		\$439,781	<b>\$494,831</b>	+ 12.5%	\$414,697	<b>\$454,639</b>	+ 9.6%
<b>Pct. of List Price Received</b>		102.8%	<b>102.7%</b>	- 0.1%	102.1%	<b>102.4%</b>	+ 0.3%
<b>Days on Market</b>		40	<b>42</b>	+ 5.0%	43	<b>47</b>	+ 9.3%
<b>Affordability Index</b>		117	<b>111</b>	- 5.1%	124	<b>117</b>	- 5.6%
<b>Homes for Sale</b>		444	<b>453</b>	+ 2.0%	--	<b>--</b>	--
<b>Months Supply</b>		2.6	<b>2.8</b>	+ 7.7%	--	<b>--</b>	--