

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

- Single Family Closed Sales increased 1.4 percent to 146.
- Townhouse-Condo Closed Sales decreased 2.7 percent to 36.
- There was 1 Adult Community Closed Sale for the current month.
- Single Family Median Sales Price was up 10.1 percent to \$459,625.
- Townhouse-Condo Median Sales Price was down 10.3 percent to \$279,000.
- The Adult Communities Median Sales Price was \$975,000 for the current period.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Monthly Snapshot

+ 1.1% **+ 11.0%** **+ 5.0%**

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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		245	263	+ 7.3%	924	966	+ 4.5%
Pending Sales		153	165	+ 7.8%	669	645	- 3.6%
Closed Sales		144	146	+ 1.4%	584	537	- 8.0%
Median Sales Price		\$417,500	\$459,625	+ 10.1%	\$400,778	\$439,450	+ 9.6%
Avg. Sales Price		\$447,872	\$486,871	+ 8.7%	\$445,656	\$483,295	+ 8.4%
Pct. of List Price Received		104.6%	103.8%	- 0.8%	102.9%	103.3%	+ 0.4%
Days on Market		41	34	- 17.1%	43	42	- 2.3%
Affordability Index		114	105	- 7.9%	119	109	- 8.4%
Homes for Sale		351	373	+ 6.3%	--	--	--
Months Supply		2.5	2.8	+ 12.0%	--	--	--

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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		36	62	+ 72.2%	227	227	0.0%
Pending Sales		35	39	+ 11.4%	165	140	- 15.2%
Closed Sales		37	36	- 2.7%	142	123	- 13.4%
Median Sales Price		\$311,000	\$279,000	- 10.3%	\$275,000	\$270,000	- 1.8%
Avg. Sales Price		\$317,255	\$294,623	- 7.1%	\$296,713	\$304,252	+ 2.5%
Pct. of List Price Received		101.6%	101.3%	- 0.3%	101.0%	100.2%	- 0.8%
Days on Market		23	38	+ 65.2%	36	47	+ 30.6%
Affordability Index		153	172	+ 12.4%	173	178	+ 2.9%
Homes for Sale		84	109	+ 29.8%	--	--	--
Months Supply		2.6	3.7	+ 42.3%	--	--	--

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.



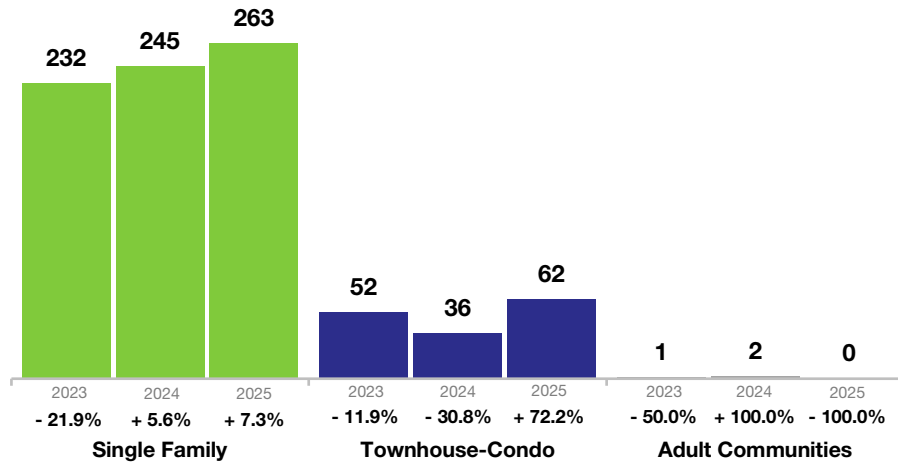
Key Metrics	Historical Sparklines	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2	0	- 100.0%	3	4	+ 33.3%
Pending Sales		2	0	- 100.0%	3	4	+ 33.3%
Closed Sales		0	1	--	2	4	- 50.0%
Median Sales Price		\$0	\$975,000	--	\$337,500	\$463,750	- 27.2%
Avg. Sales Price		\$0	\$975,000	--	\$337,500	\$575,625	- 41.4%
Pct. of List Price Received		0.0%	99.0%	--	97.0%	99.3%	- 2.3%
Days on Market		0	4	--	35	34	+ 2.9%
Affordability Index		0	49	--	141	104	+ 35.6%
Homes for Sale		1	2	+ 100.0%	--	--	--
Months Supply		0.7	1.6	+ 128.6%	--	--	--

New Listings

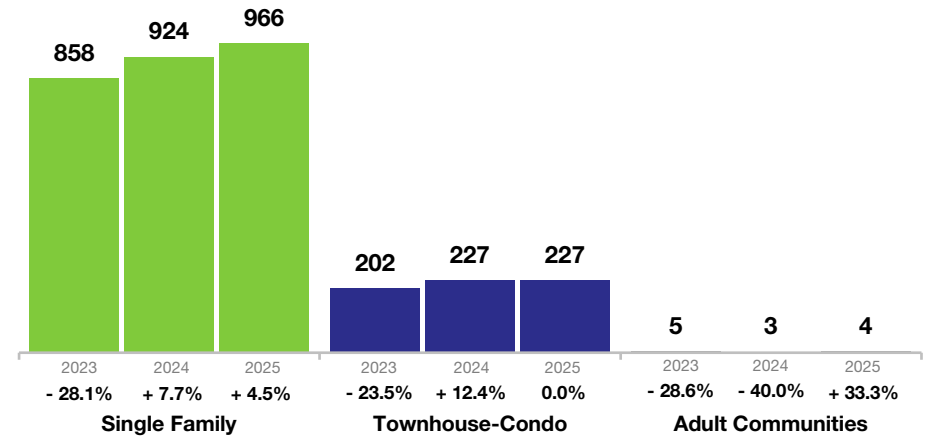
A count of the properties that have been newly listed on the market in a given month.



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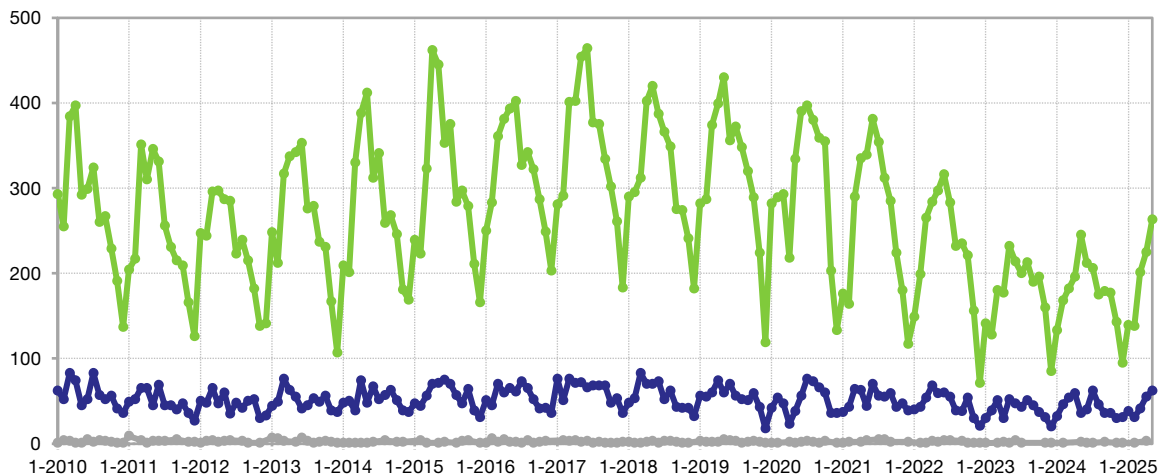


Year to Date



Historical New Listings 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.

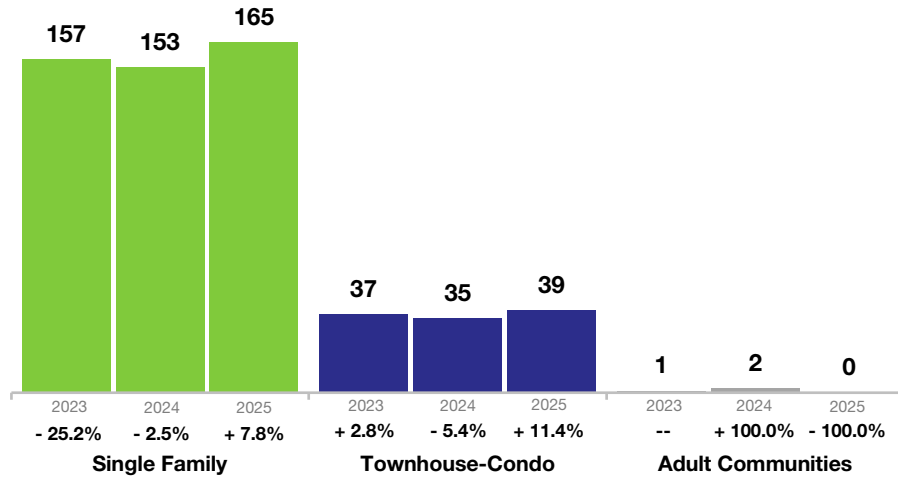
	Single Family	Townhouse-Condo	Adult Communities
June 2024	212	40	1
July 2024	206	62	1
August 2024	175	46	0
September 2024	179	36	2
October 2024	177	36	0
November 2024	143	30	1
December 2024	95	31	1
January 2025	139	38	0
February 2025	138	31	1
March 2025	201	41	0
April 2025	225	55	3
May 2025	263	62	0
12-Month Avg.	179	42	1

Pending Sales

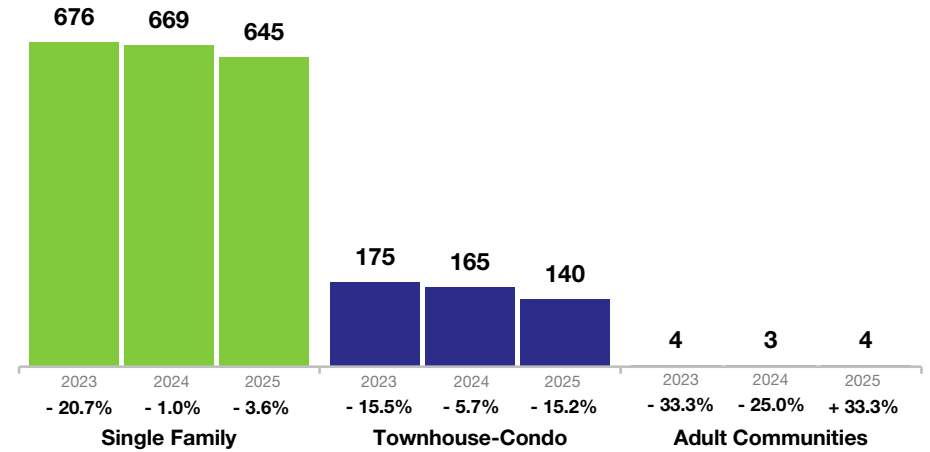
A count of the properties on which offers have been accepted in a given month.



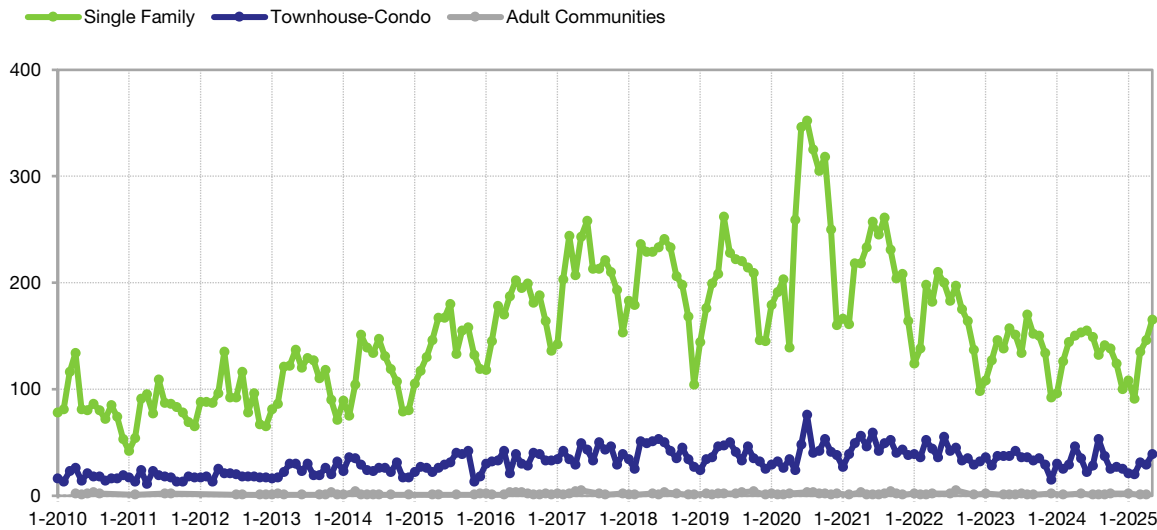
May



Year to Date



Historical Pending Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
June 2024	155	22	0
July 2024	149	28	1
August 2024	132	53	1
September 2024	141	37	1
October 2024	138	25	2
November 2024	124	27	0
December 2024	100	25	0
January 2025	108	21	2
February 2025	91	20	0
March 2025	135	31	1
April 2025	146	29	1
May 2025	165	39	0
12-Month Avg.	132	30	1

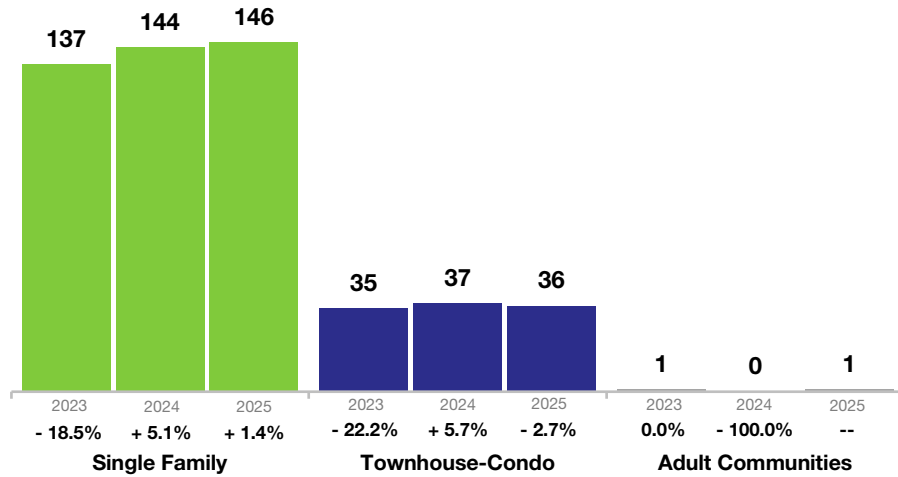
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

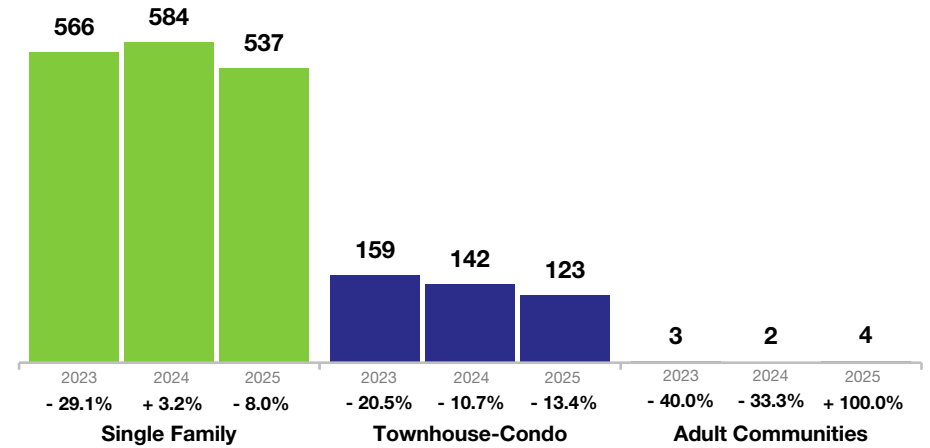
A count of the actual sales that closed in a given month.



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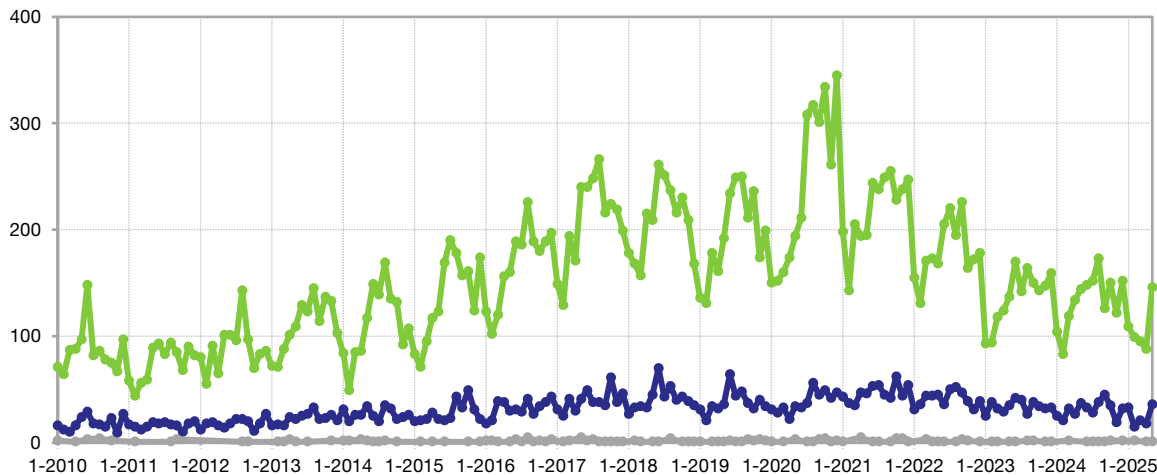


Year to Date



Historical Closed Sales by Month

Single Family Townhouse-Condo Adult Communities



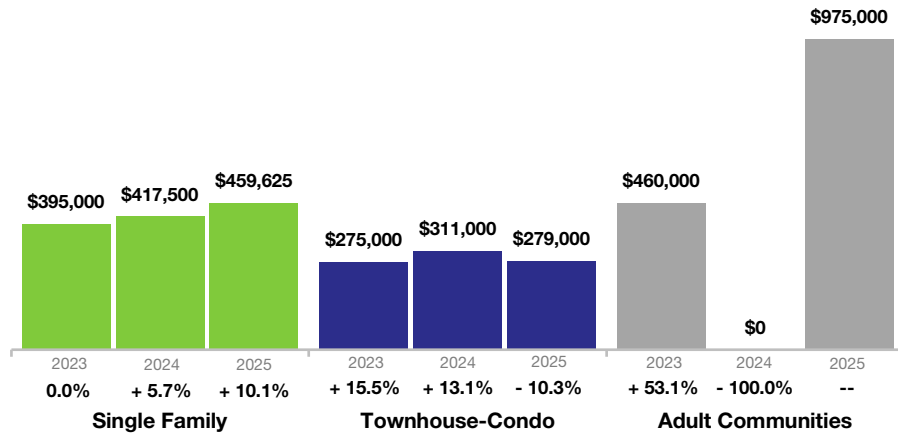
	Single Family	Townhouse-Condo	Adult Communities
June 2024	148	33	1
July 2024	152	28	1
August 2024	173	38	1
September 2024	126	45	1
October 2024	150	35	2
November 2024	122	19	0
December 2024	152	32	2
January 2025	109	33	0
February 2025	99	15	2
March 2025	95	21	0
April 2025	88	18	1
May 2025	146	36	1
12-Month Avg.	130	29	1

Median Sales Price

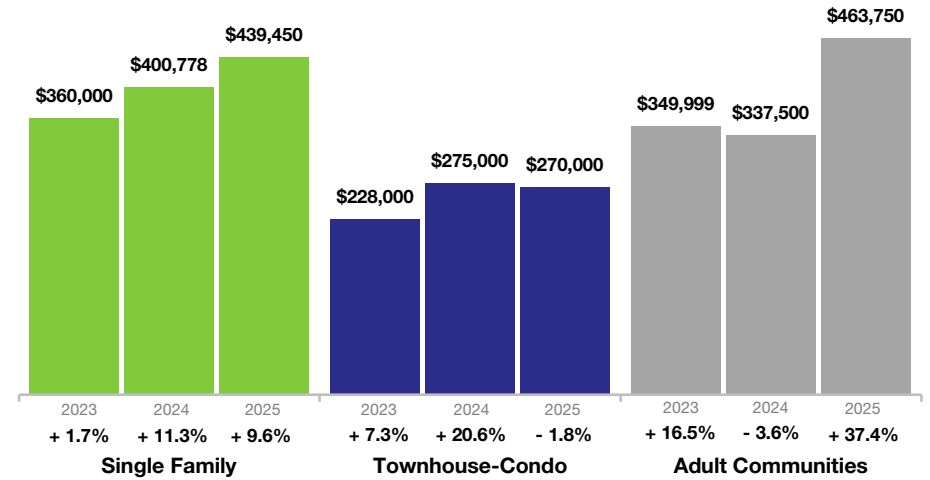
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



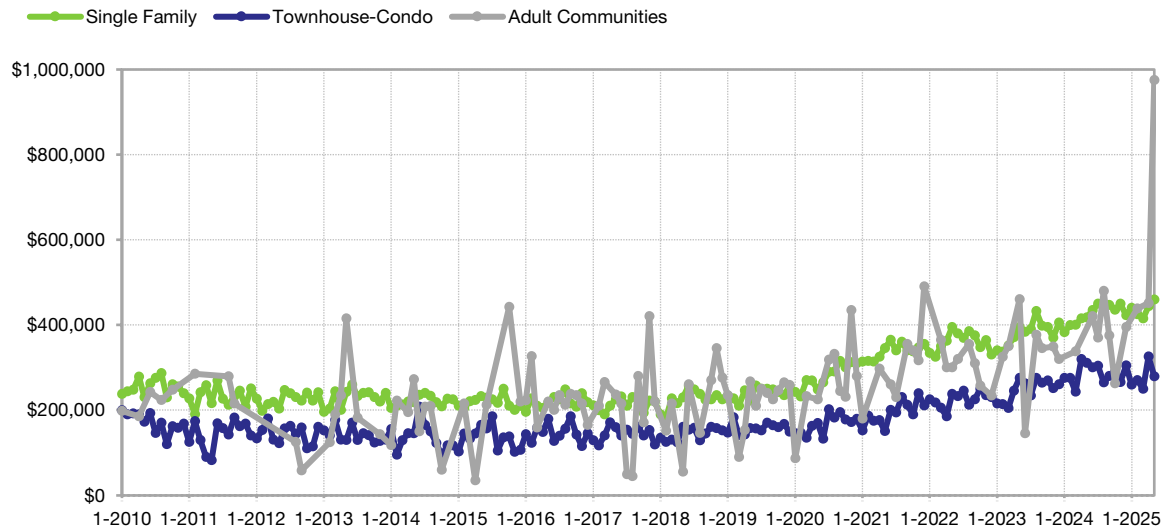
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Year to Date



Historical Median 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
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	\$425,000	\$270,000	\$438,250
March 2025	\$415,000	\$249,900	\$0
April 2025	\$444,000	\$326,000	\$451,000
May 2025	\$459,625	\$279,000	\$975,000
12-Month Med.*	\$440,000	\$280,414	\$420,000

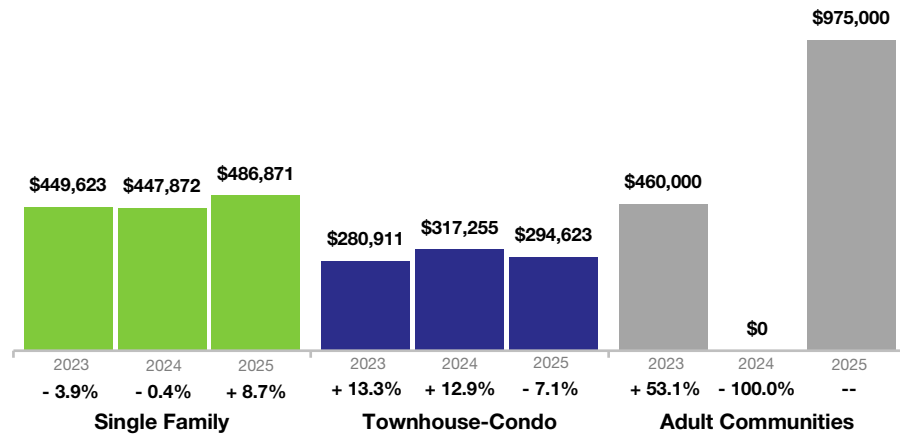
* Median Sales Price for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Average Sales Price

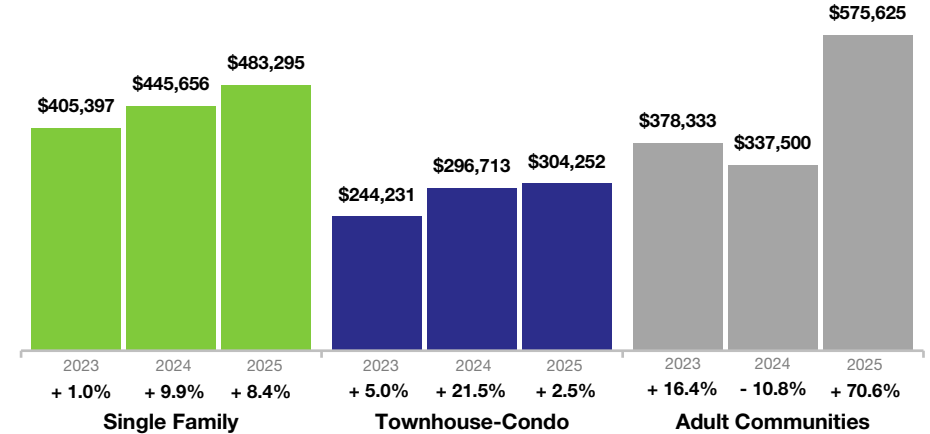
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



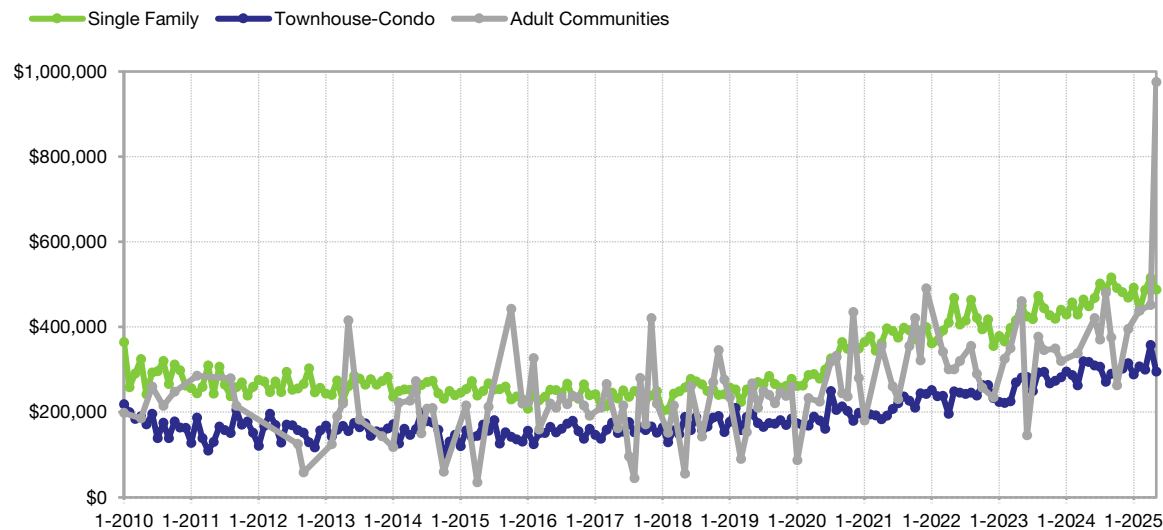
May



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
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	\$437,381	\$306,800	\$438,250
March 2025	\$486,666	\$299,050	\$0
April 2025	\$515,155	\$357,069	\$451,000
May 2025	\$486,871	\$294,623	\$975,000
12-Month Avg.*	\$485,832	\$299,155	\$438,409

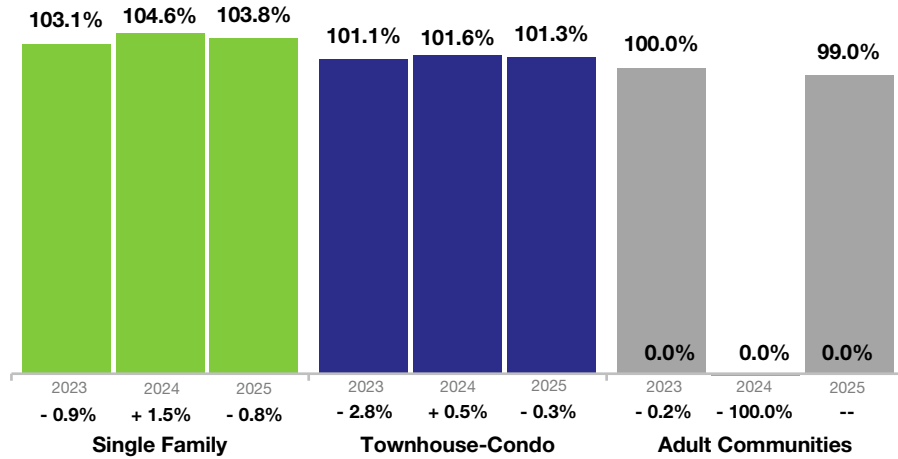
* Avg. Sales Price for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Percent of List Price Received

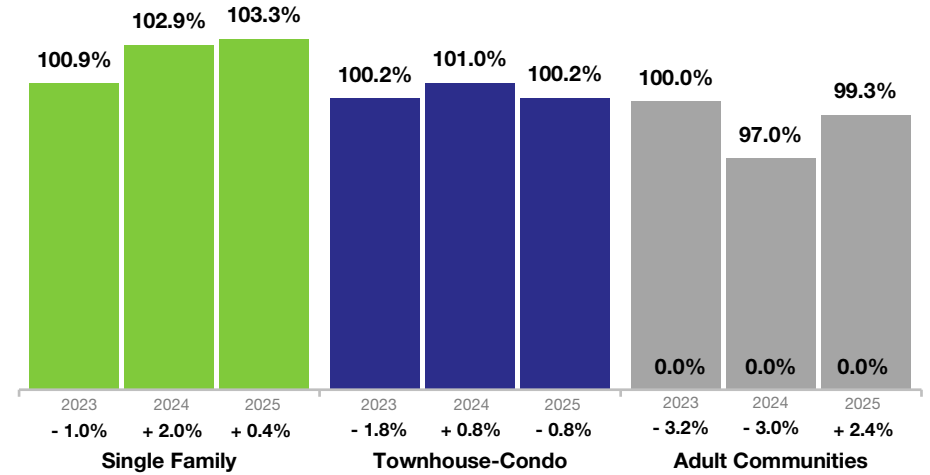
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



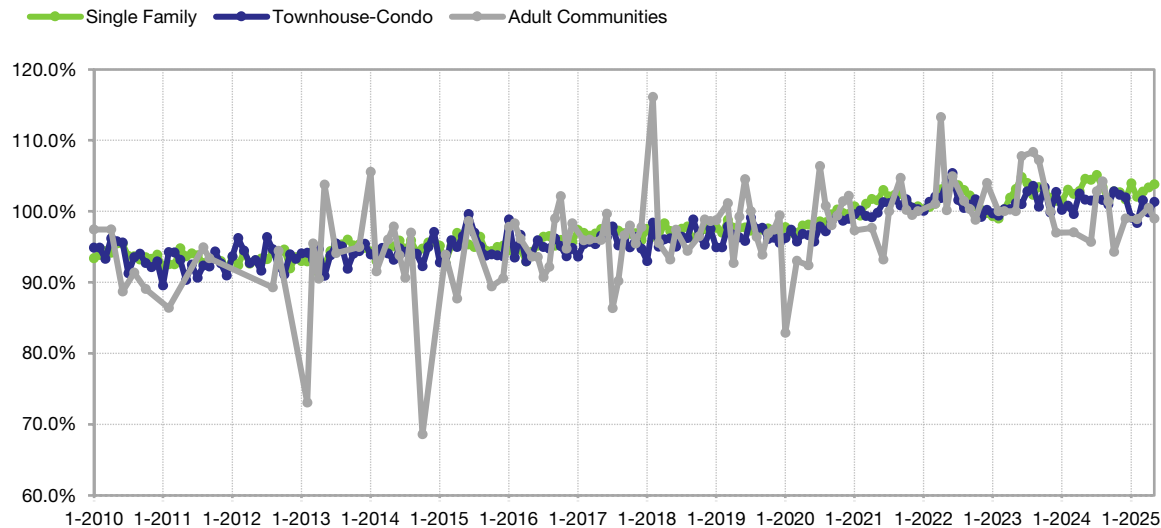
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Year to Date



Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
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%	101.5%	0.0%
April 2025	103.3%	99.8%	100.4%
May 2025	103.8%	101.3%	99.0%
12-Month Avg.*	103.2%	101.2%	99.0%

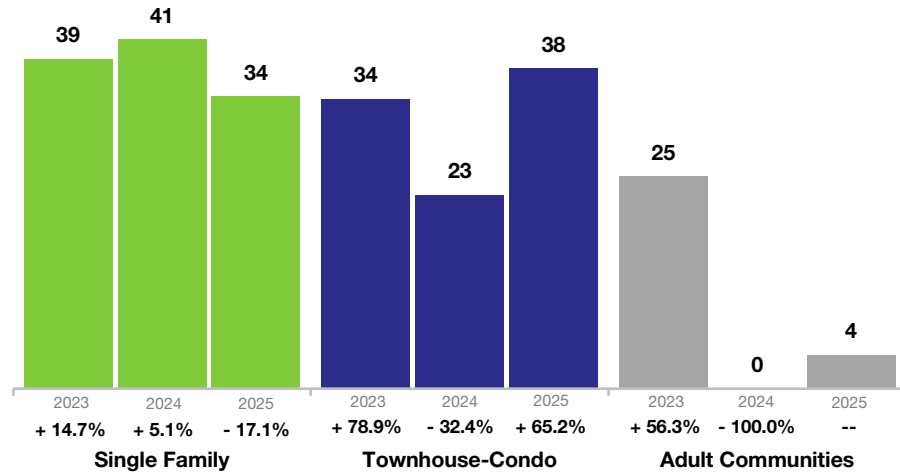
* Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Days on Market Until Sale

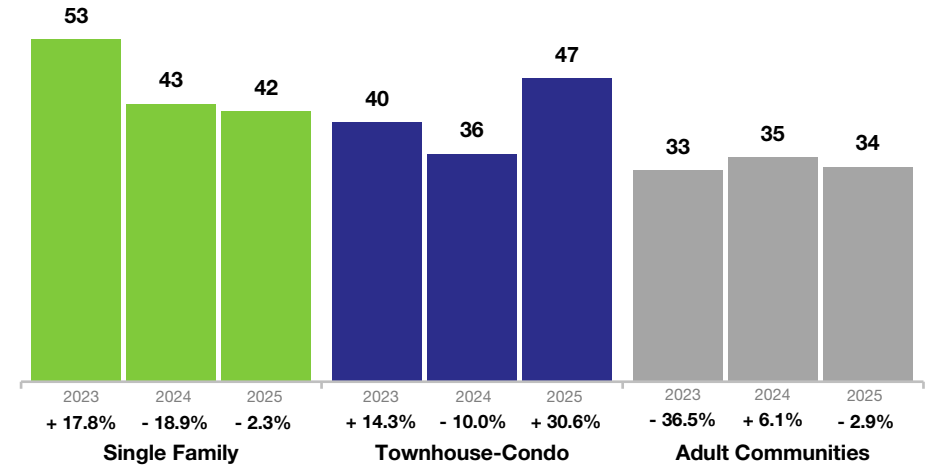
Average number of days between when a property is listed and when an offer is accepted in a given month.



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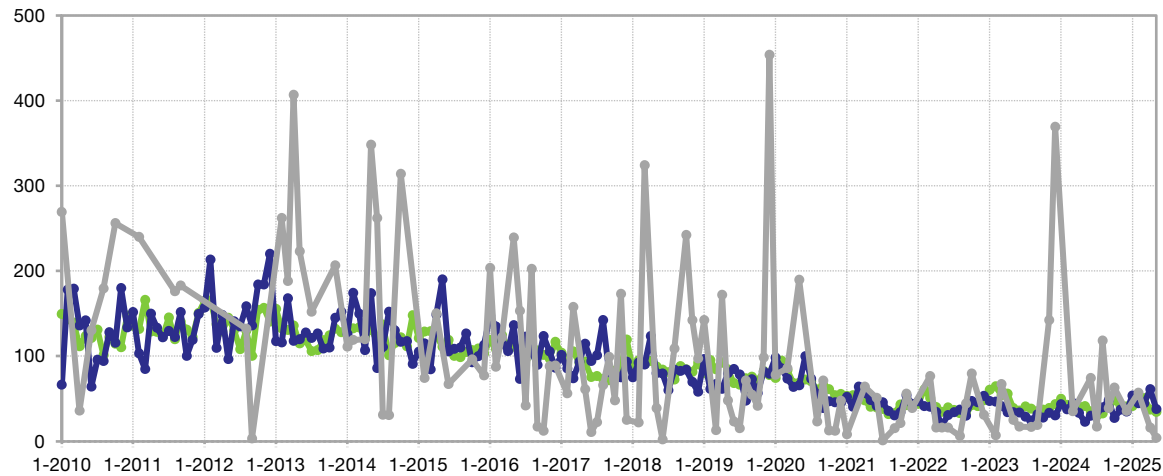


Year to Date



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
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	50	45	0
April 2025	37	61	16
May 2025	34	38	4
12-Month Avg.*	40	40	48

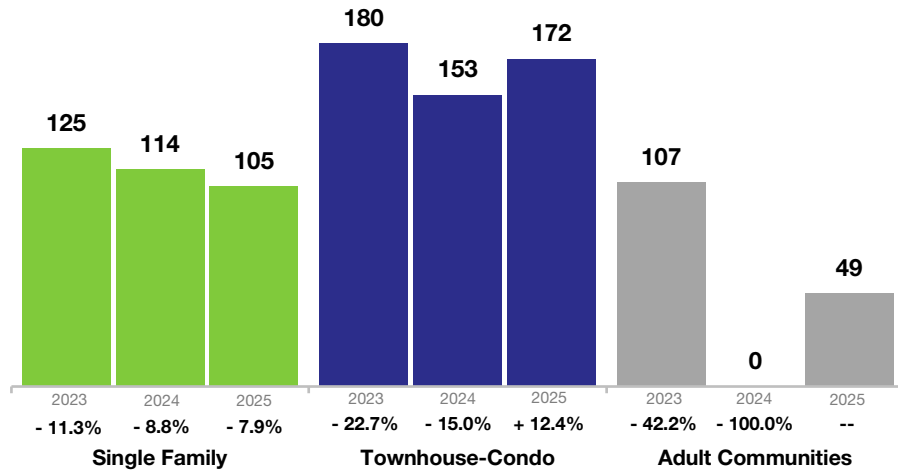
* Days on Market for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Housing Affordability Index

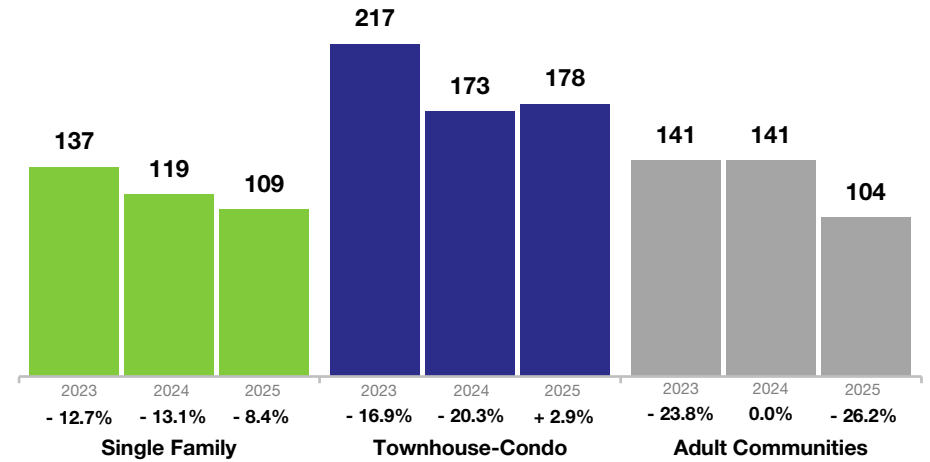
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



May

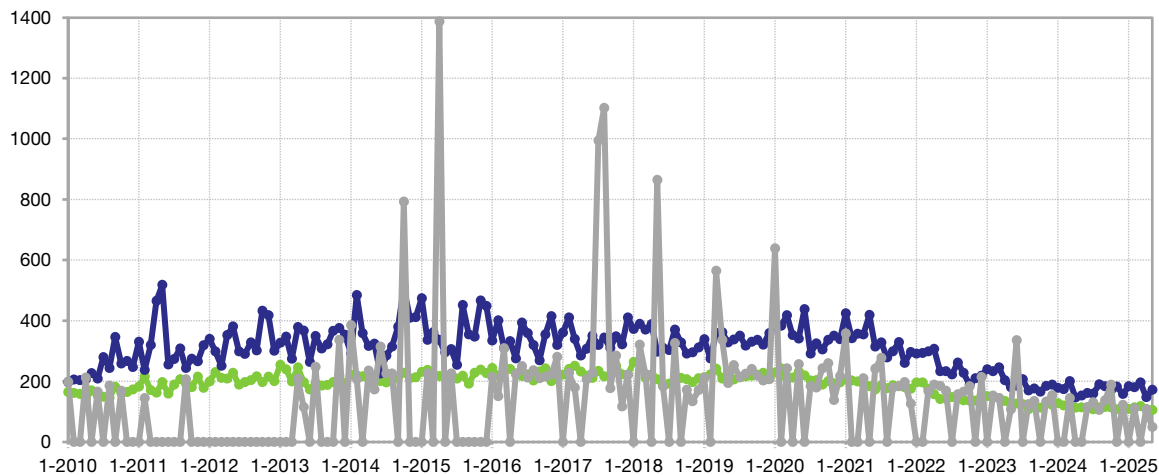


Year to Date



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
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	114	180	111
March 2025	118	196	0
April 2025	109	148	107
May 2025	105	172	49
12-Month Avg.*	112	174	89

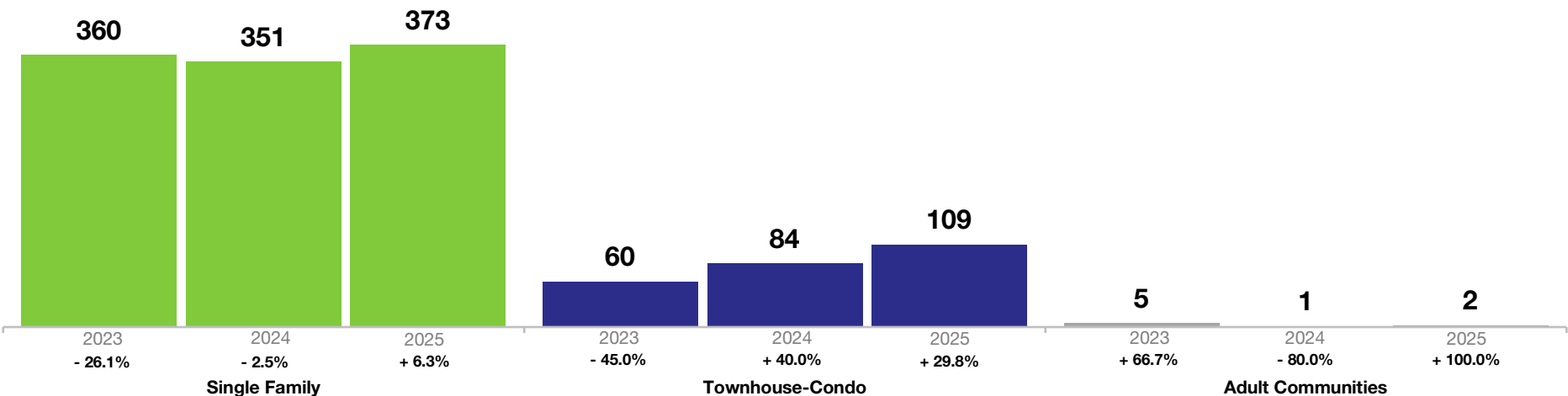
* Affordability Index for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

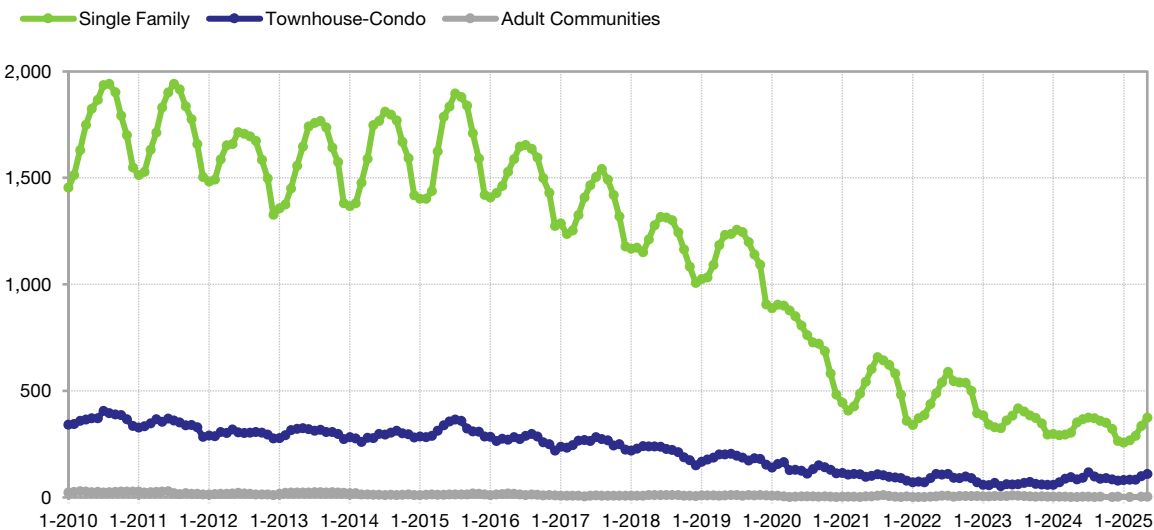
The number of properties available for sale in active status at the end of a given month.



May



Historical Inventory of Homes for Sale by Month



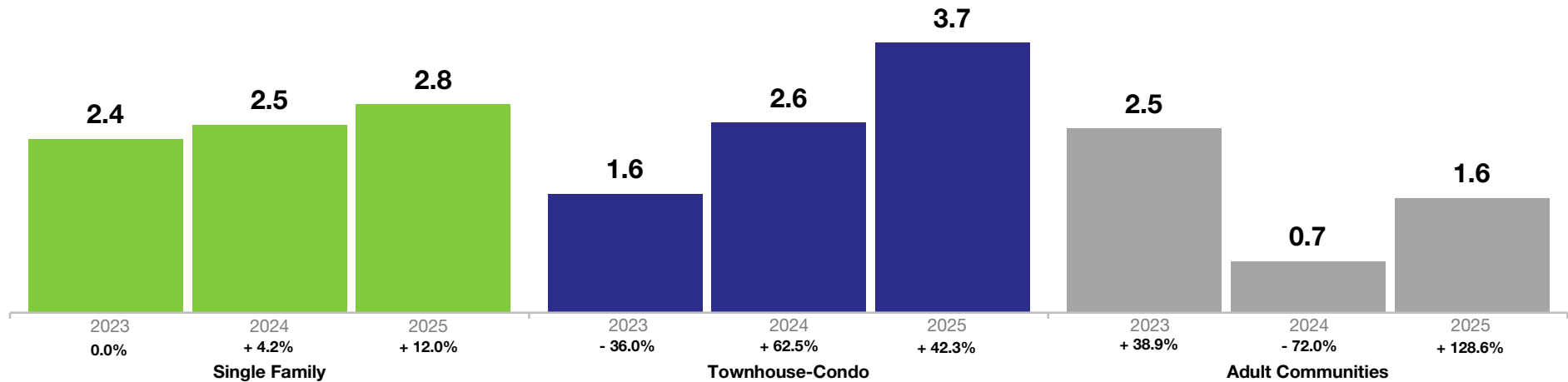
	Single Family	Townhouse-Condo	Adult Communities
June 2024	366	91	2
July 2024	373	117	2
August 2024	371	97	1
September 2024	359	87	2
October 2024	349	89	0
November 2024	320	83	1
December 2024	263	78	2
January 2025	256	80	0
February 2025	267	82	1
March 2025	287	82	0
April 2025	334	98	2
May 2025	373	109	2
12-Month Avg.	327	91	1

Months Supply of Inventory

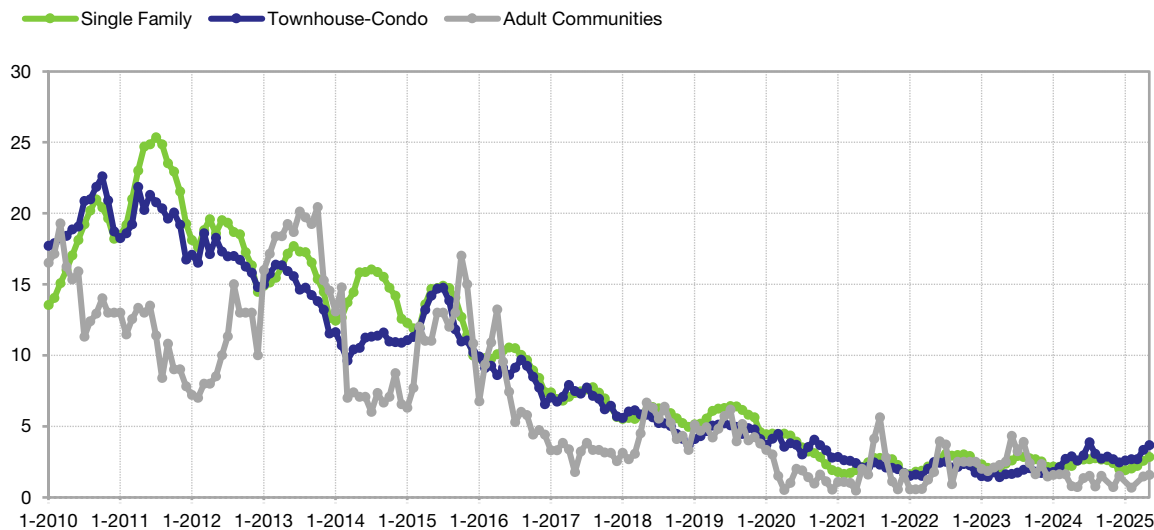
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



May



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
June 2024	2.7	2.9	1.3
July 2024	2.7	3.9	1.5
August 2024	2.7	3.1	0.8
September 2024	2.7	2.7	1.5
October 2024	2.6	2.9	0
November 2024	2.4	2.7	0.7
December 2024	2.0	2.5	1.5
January 2025	1.9	2.6	0
February 2025	2.0	2.7	0.7
March 2025	2.2	2.7	0
April 2025	2.5	3.3	1.5
May 2025	2.8	3.7	1.6
12-Month Avg.*	2.4	3.0	0.9

* Months Supply for all properties from June 2024 through May 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	5-2024	5-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		283	325	+ 14.8%	1,154	1,197	+ 3.7%
Pending Sales		190	204	+ 7.4%	837	789	- 5.7%
Closed Sales		181	183	+ 1.1%	728	664	- 8.8%
Median Sales Price		\$400,000	\$420,000	+ 5.0%	\$383,950	\$415,000	+ 8.1%
Avg. Sales Price		\$421,171	\$451,719	+ 7.3%	\$416,307	\$450,636	+ 8.2%
Pct. of List Price Received		104.0%	103.3%	- 0.7%	102.5%	102.7%	+ 0.2%
Days on Market		37	35	- 5.4%	42	43	+ 2.4%
Affordability Index		119	114	- 4.2%	124	116	- 6.5%
Homes for Sale		436	484	+ 11.0%	--	--	--
Months Supply		2.5	3.0	+ 20.0%	--	--	--