

# Monthly Indicators



## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

- Single Family Closed Sales decreased 11.5 percent to 131.
- Townhouse-Condo Closed Sales decreased 12.1 percent to 29.
- There were no Adult Communities Closed Sales during the current period.
- Single Family Median Sales Price was up 11.5 percent to \$485,000.
- Townhouse-Condo Median Sales Price was up 11.7 percent to \$335,000.
- There was no Adult Communities Median Sales Price for the current period.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Monthly Snapshot

**- 12.1%**    **+ 16.8%**    **+ 7.4%**

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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		212	255	+ 20.3%	1,136	1,226	+ 7.9%
Pending Sales		155	167	+ 7.7%	824	814	- 1.2%
Closed Sales		148	131	- 11.5%	732	669	- 8.6%
Median Sales Price		\$435,000	\$485,000	+ 11.5%	\$410,000	\$440,000	+ 7.3%
Avg. Sales Price		\$468,027	\$539,565	+ 15.3%	\$450,179	\$494,190	+ 9.8%
Pct. of List Price Received		104.4%	104.8%	+ 0.4%	103.2%	103.6%	+ 0.4%
Days on Market		35	27	- 22.9%	42	39	- 7.1%
Affordability Index		111	100	- 9.9%	118	110	- 6.8%
Homes for Sale		366	423	+ 15.6%	--	--	--
Months Supply		2.7	3.2	+ 18.5%	--	--	--

# 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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		40	46	+ 15.0%	267	273	+ 2.2%
Pending Sales		22	27	+ 22.7%	187	166	- 11.2%
Closed Sales		33	29	- 12.1%	175	152	- 13.1%
Median Sales Price		\$300,000	\$335,000	+ 11.7%	\$278,500	\$280,207	+ 0.6%
Avg. Sales Price		\$308,985	\$329,966	+ 6.8%	\$299,027	\$309,158	+ 3.4%
Pct. of List Price Received		101.5%	100.1%	- 1.4%	101.1%	100.2%	- 0.9%
Days on Market		30	36	+ 20.0%	34	45	+ 32.4%
Affordability Index		161	145	- 9.9%	173	173	0.0%
Homes for Sale		91	112	+ 23.1%	--	--	--
Months Supply		2.9	3.7	+ 27.6%	--	--	--

# 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.



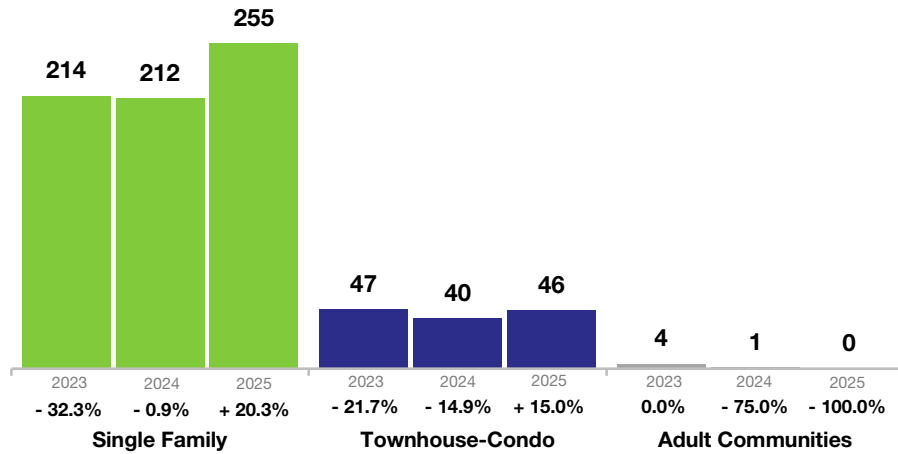
Key Metrics	Historical Sparklines	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1	0	- 100.0%	4	4	0.0%
Pending Sales		0	1	--	3	5	+ 66.7%
Closed Sales		1	0	- 100.0%	3	4	- 25.0%
Median Sales Price		\$420,000	\$0	- 100.0%	\$375,000	\$463,750	- 19.1%
Avg. Sales Price		\$420,000	\$0	- 100.0%	\$365,000	\$575,625	- 36.6%
Pct. of List Price Received		95.7%	0.0%	- 100.0%	96.6%	99.3%	- 2.7%
Days on Market		74	0	- 100.0%	48	34	+ 41.2%
Affordability Index		115	0	- 100.0%	129	105	+ 22.9%
Homes for Sale		2	1	- 50.0%	--	--	--
Months Supply		1.3	0.8	- 38.5%	--	--	--

# New Listings

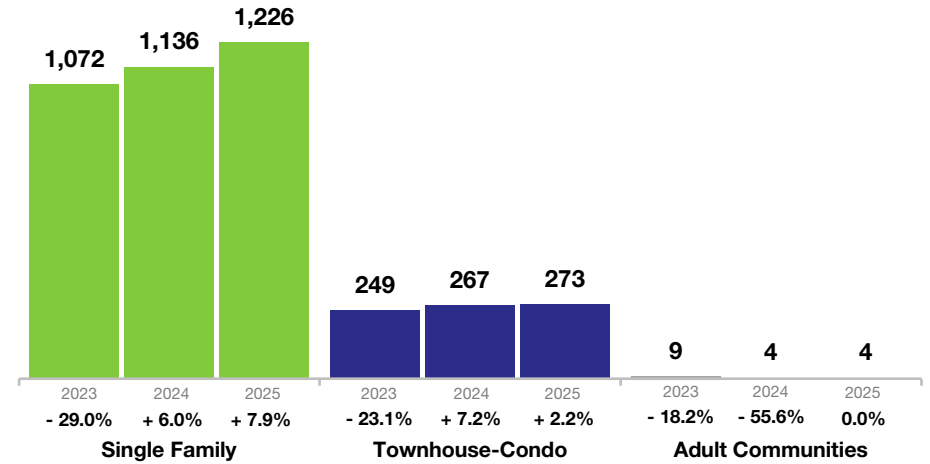
A count of the properties that have been newly listed on the market in a given month.



## June

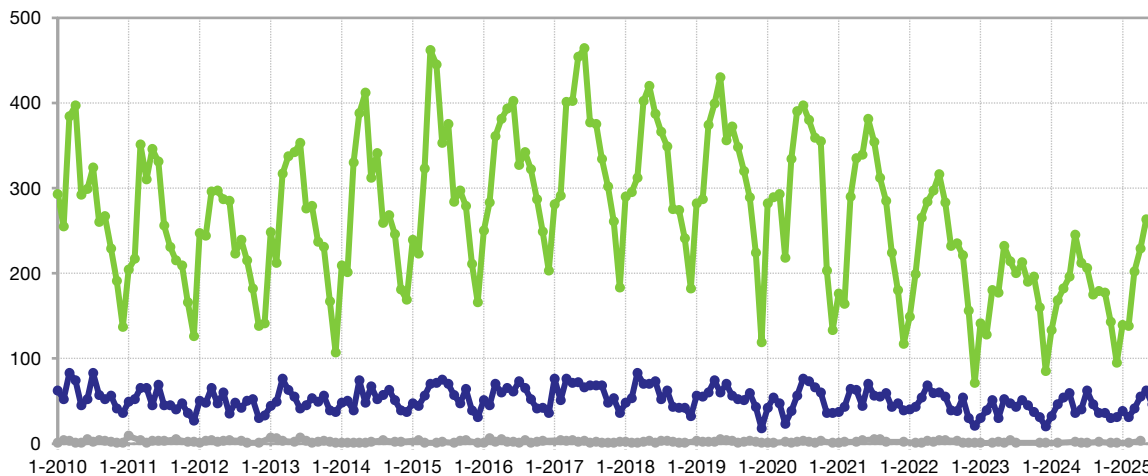


## Year to Date



## 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.

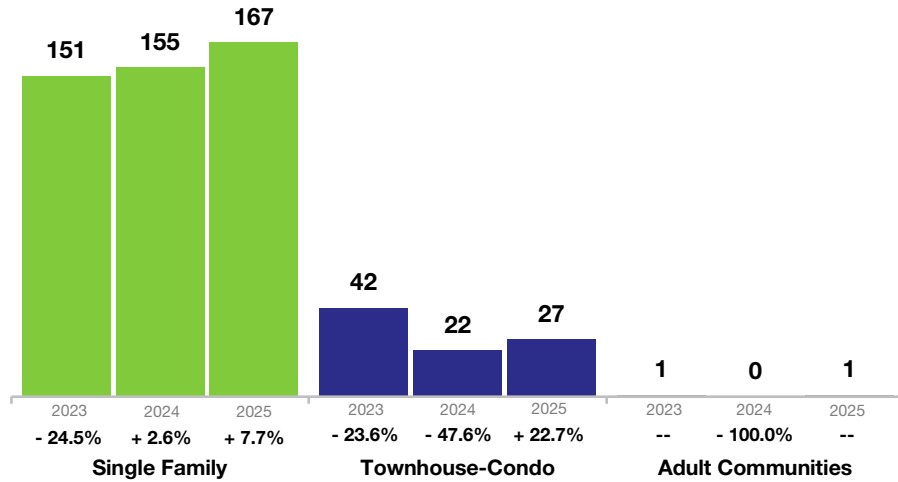
	Single Family	Townhouse-Condo	Adult Communities
July 2024	206	62	1
August 2024	175	46	0
September 2024	179	36	2
October 2024	177	36	0
November 2024	143	30	1
December 2024	95	31	1
January 2025	139	38	0
February 2025	138	31	1
March 2025	202	41	0
April 2025	229	55	3
May 2025	263	62	0
<b>June 2025</b>	<b>255</b>	<b>46</b>	<b>0</b>
12-Month Avg.	183	43	1

# Pending Sales

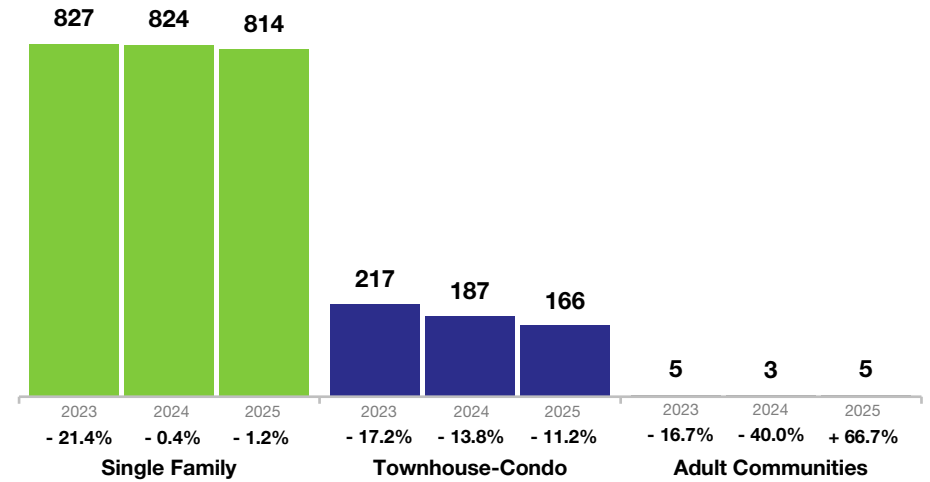
A count of the properties on which offers have been accepted in a given month.



## June

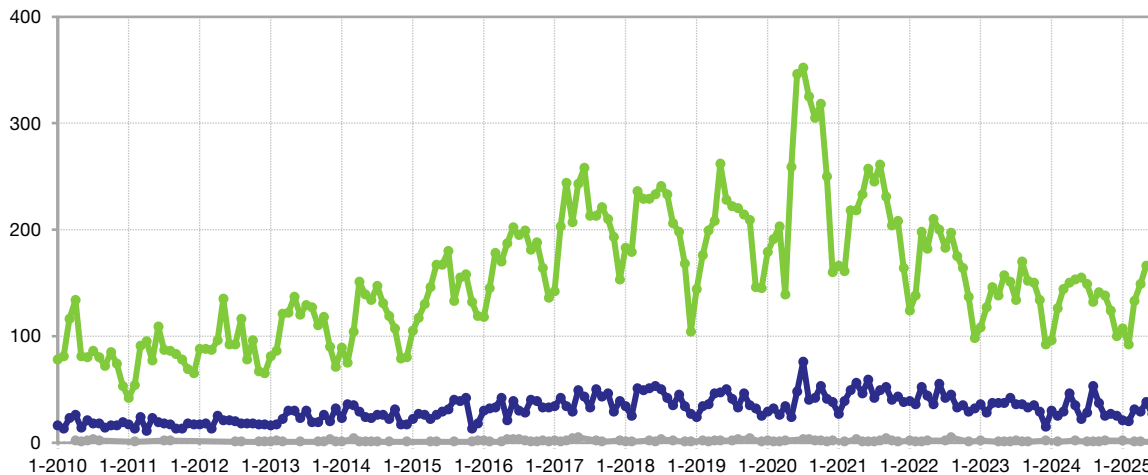


## Year to Date



## Historical Pending Sales 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.

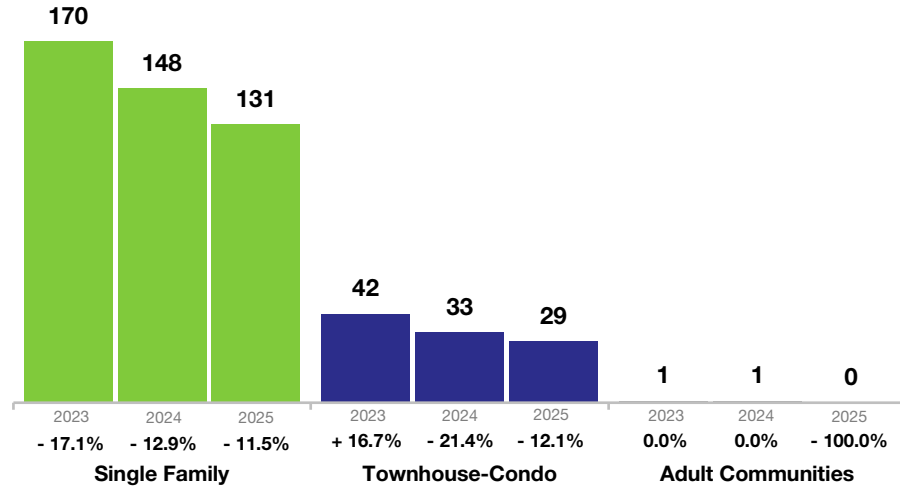
	Single Family	Townhouse-Condo	Adult Communities
July 2024	149	28	1
August 2024	132	53	1
September 2024	141	37	1
October 2024	138	25	2
November 2024	124	27	0
December 2024	100	25	0
January 2025	107	21	2
February 2025	92	20	0
March 2025	133	31	1
April 2025	149	29	1
May 2025	166	38	0
<b>June 2025</b>	<b>167</b>	<b>27</b>	<b>1</b>
12-Month Avg.	133	30	1

# Closed Sales

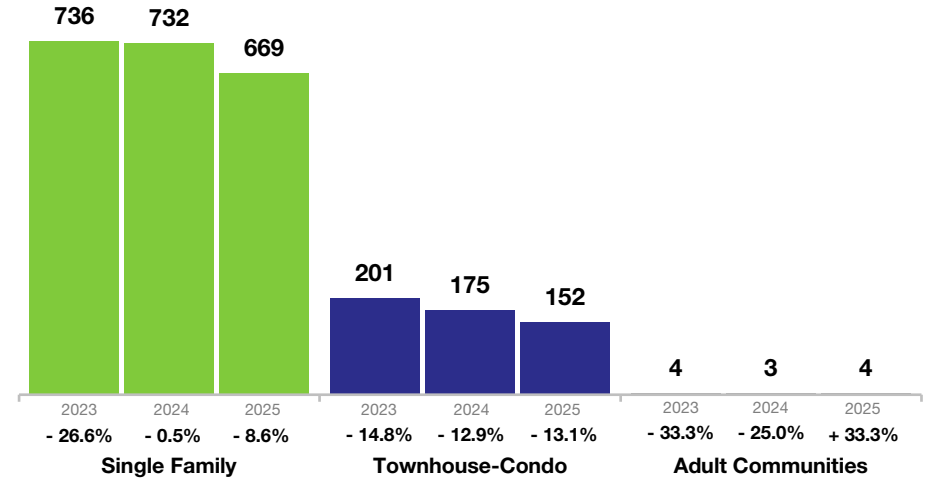
A count of the actual sales that closed in a given month.



## June

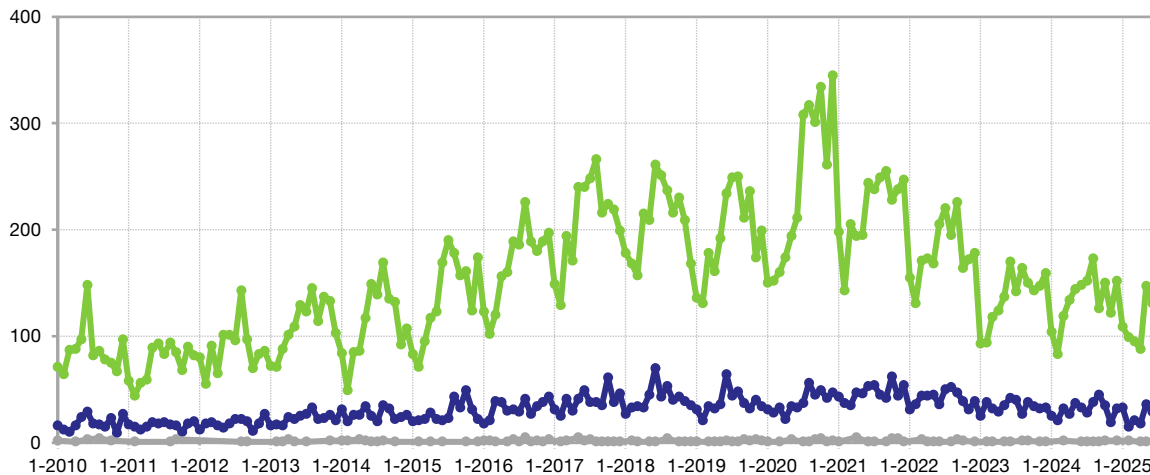


## Year to Date



## Historical Closed Sales 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.

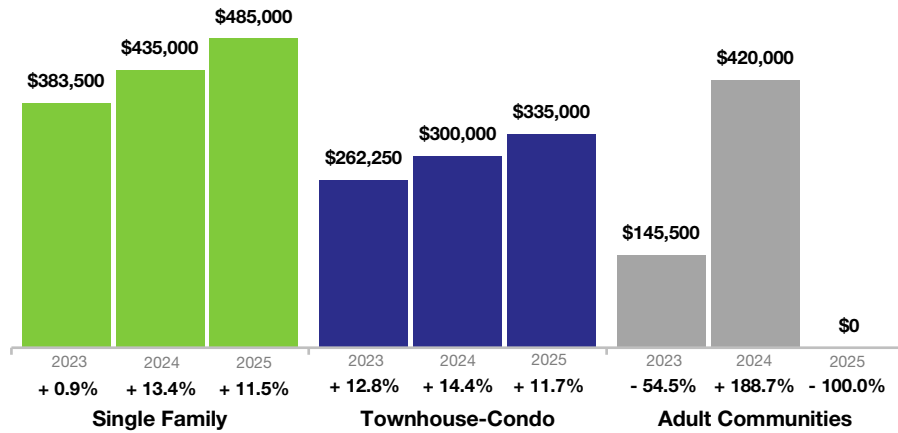
	Single Family	Townhouse-Condo	Adult Communities
July 2024	152	28	1
August 2024	173	38	1
September 2024	126	45	1
October 2024	150	35	2
November 2024	122	19	0
December 2024	152	32	2
January 2025	109	33	0
February 2025	99	15	2
March 2025	95	21	0
April 2025	88	18	1
May 2025	147	36	1
<b>June 2025</b>	<b>131</b>	<b>29</b>	<b>0</b>
12-Month Avg.	129	29	1

# Median Sales Price

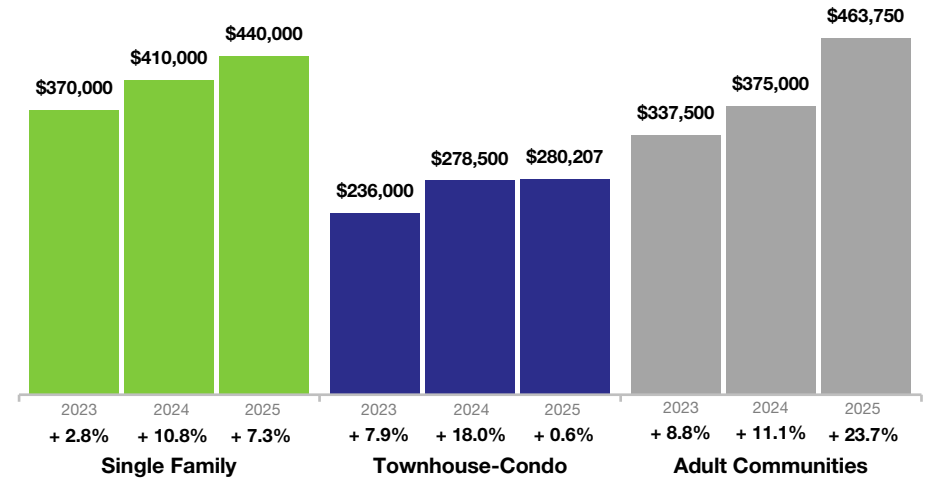
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



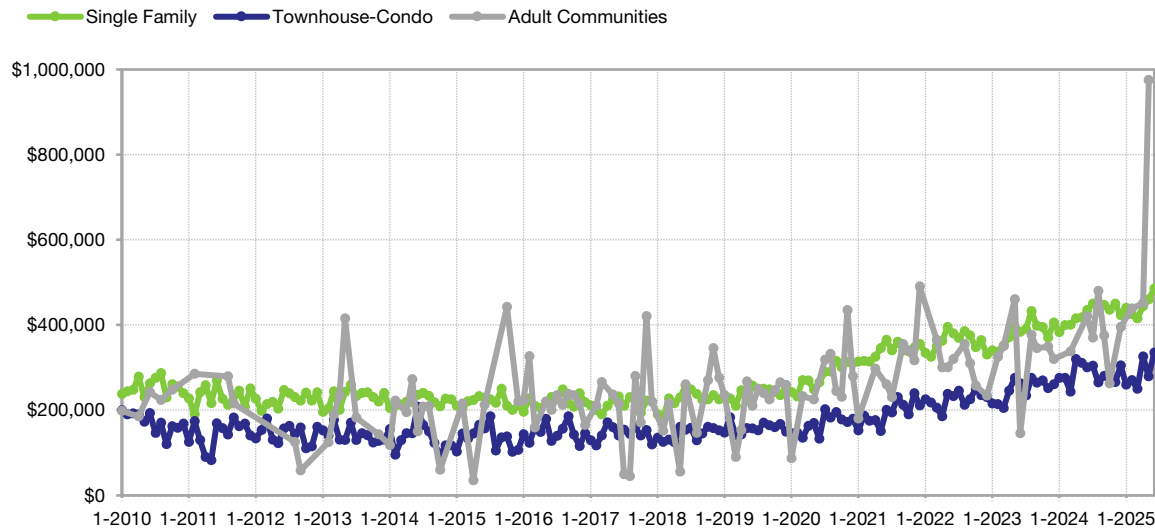
## June



## 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
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	\$459,250	\$279,000	\$975,000
<b>June 2025</b>	<b>\$485,000</b>	<b>\$335,000</b>	<b>\$0</b>
12-Month Med.*	\$440,000	\$285,000	\$420,000

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

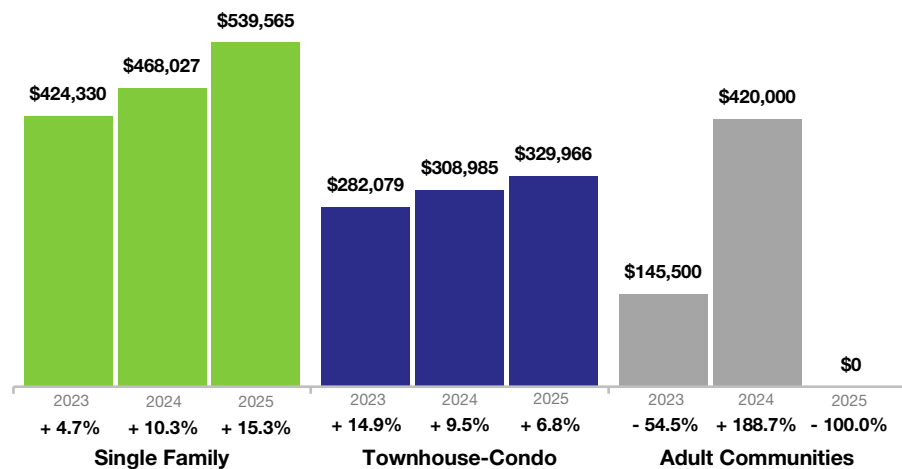


# Average Sales Price

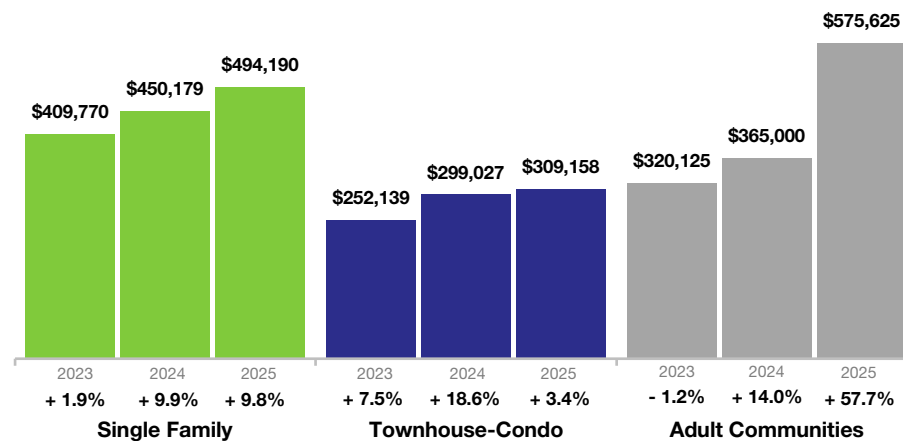
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



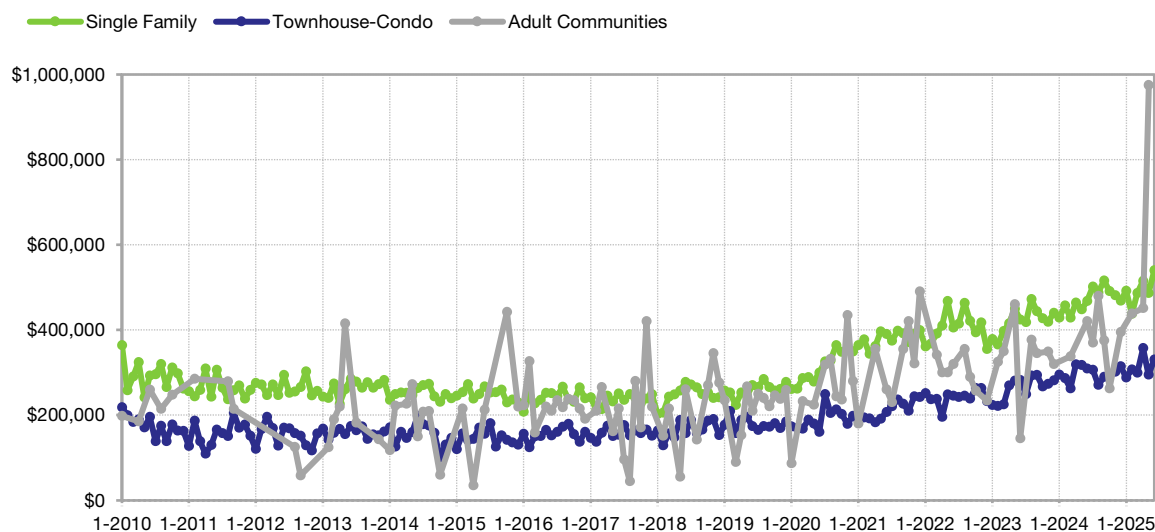
## June



## 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
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	\$486,211	\$294,623	\$975,000
June 2025	\$539,565	\$329,966	\$0
12-Month Avg.*	\$492,039	\$300,786	\$440,083

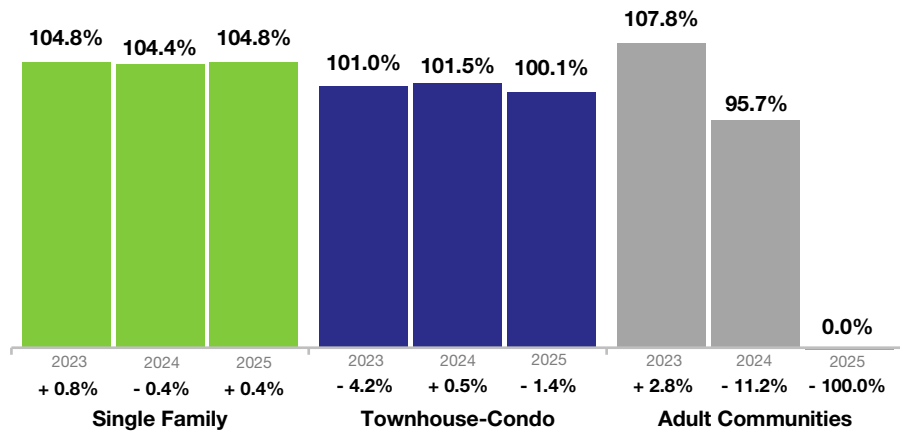
\* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

# Percent of List Price Received

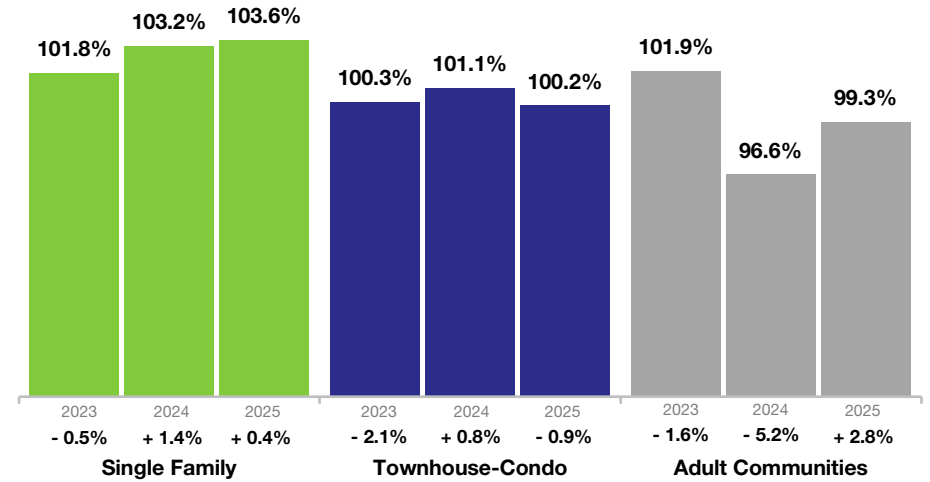
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



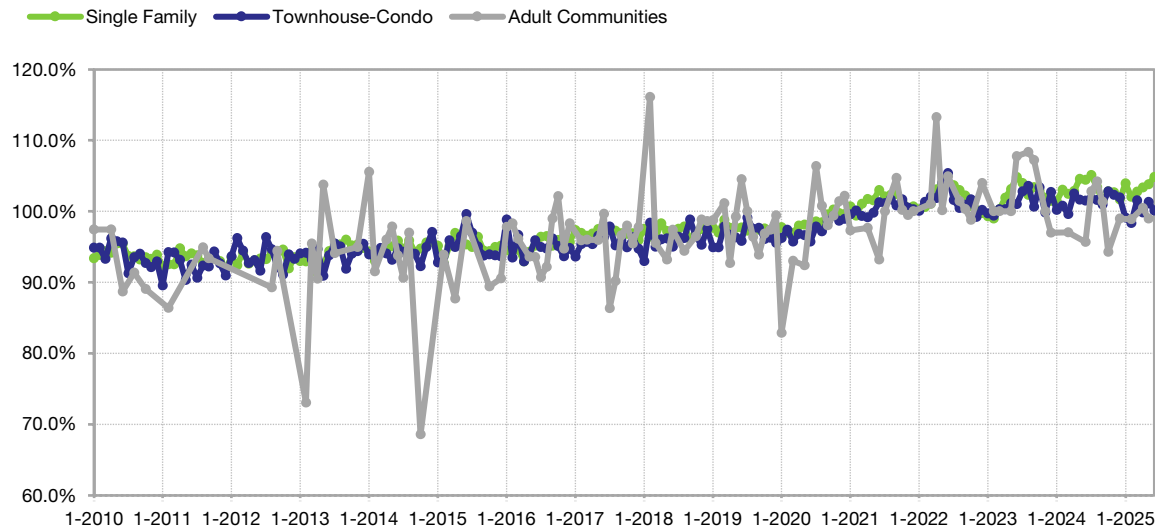
## June



## 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
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%
<b>June 2025</b>	<b>104.8%</b>	<b>100.1%</b>	<b>0.0%</b>
12-Month Avg.*	103.2%	101.1%	99.3%

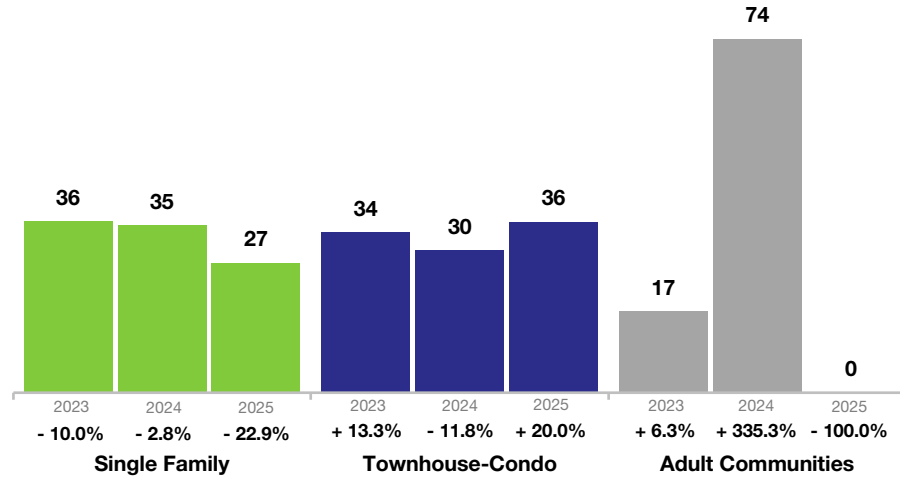
\* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

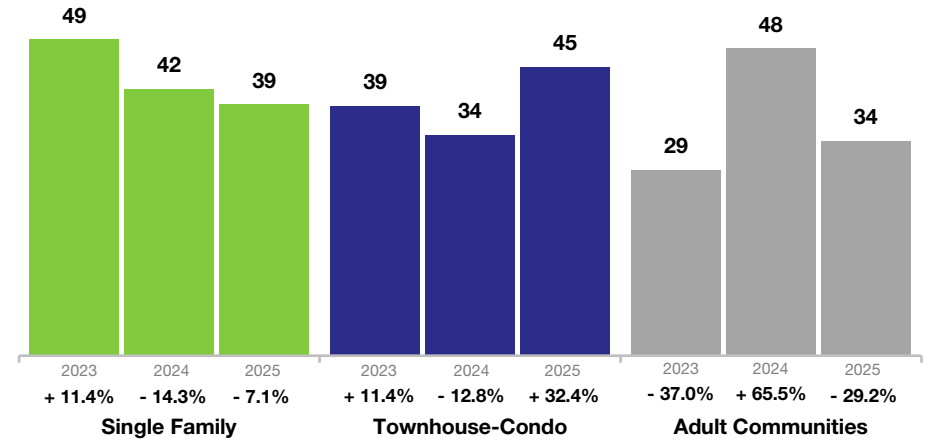
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June

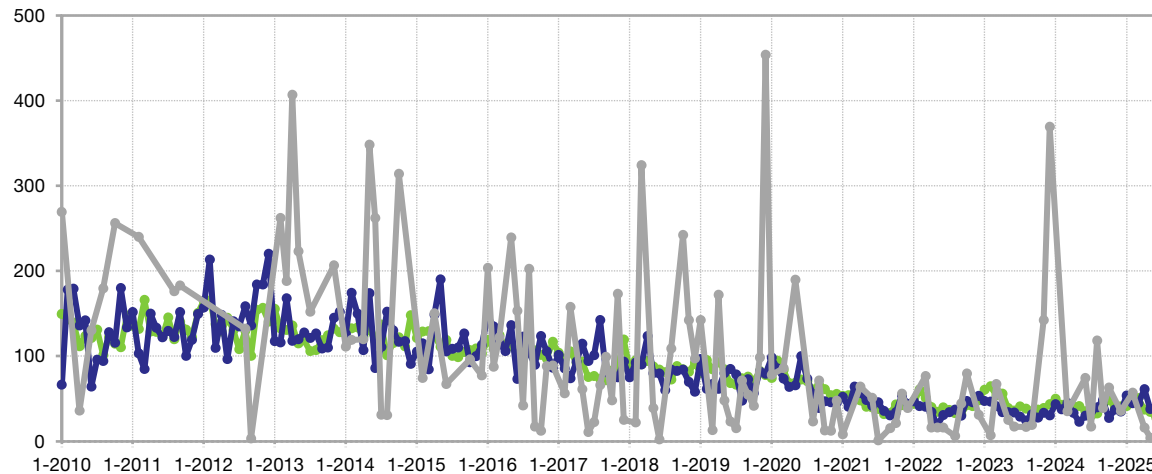


## Year to Date



## 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
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
June 2025	27	36	0
12-Month Avg.*	39	41	46

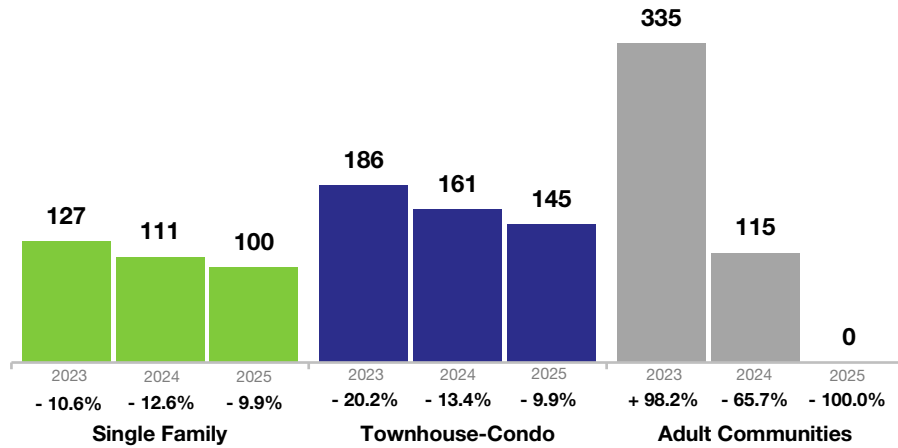
\* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

# Housing Affordability Index

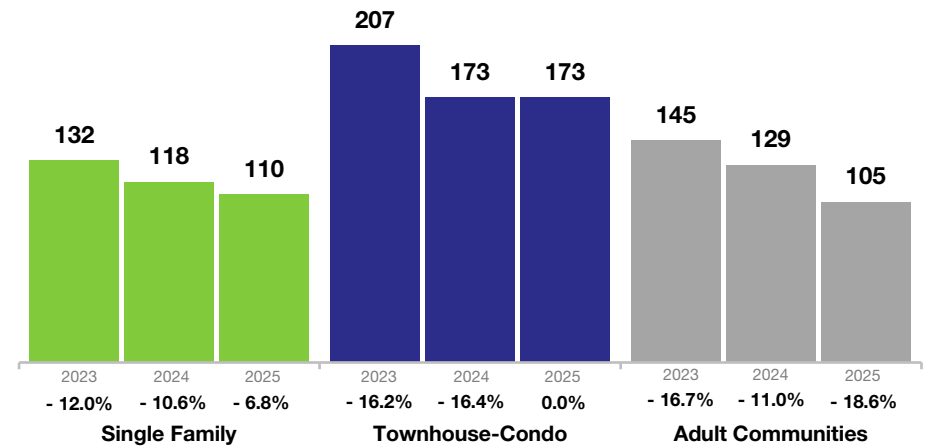
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## June

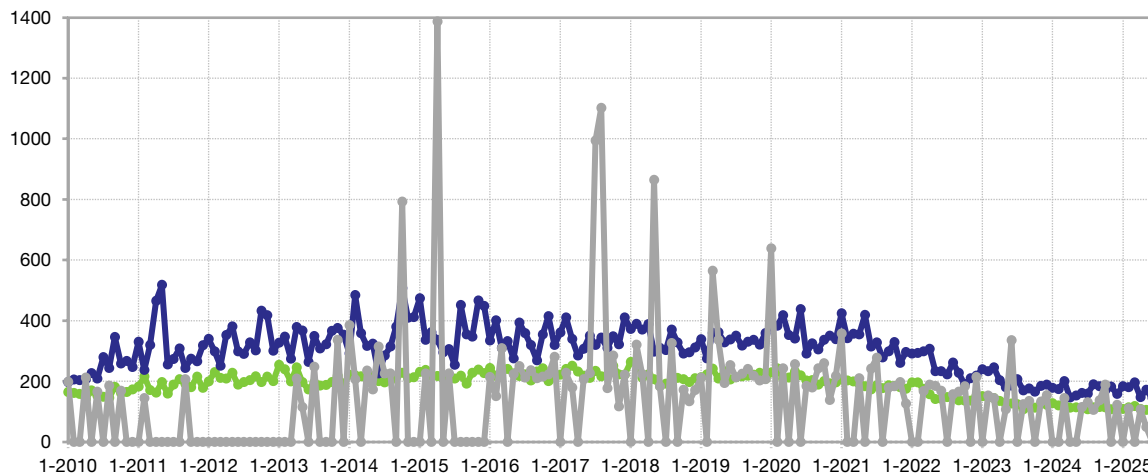


## Year to Date



## 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
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
June 2025	100	145	0
12-Month Avg.*	111	172	79

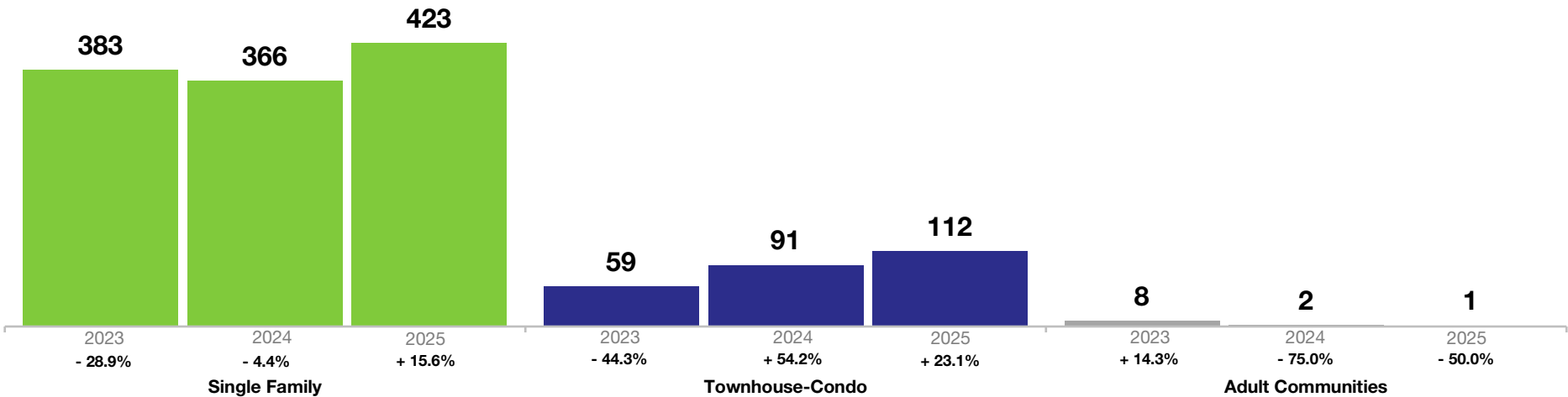
\* Affordability Index for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

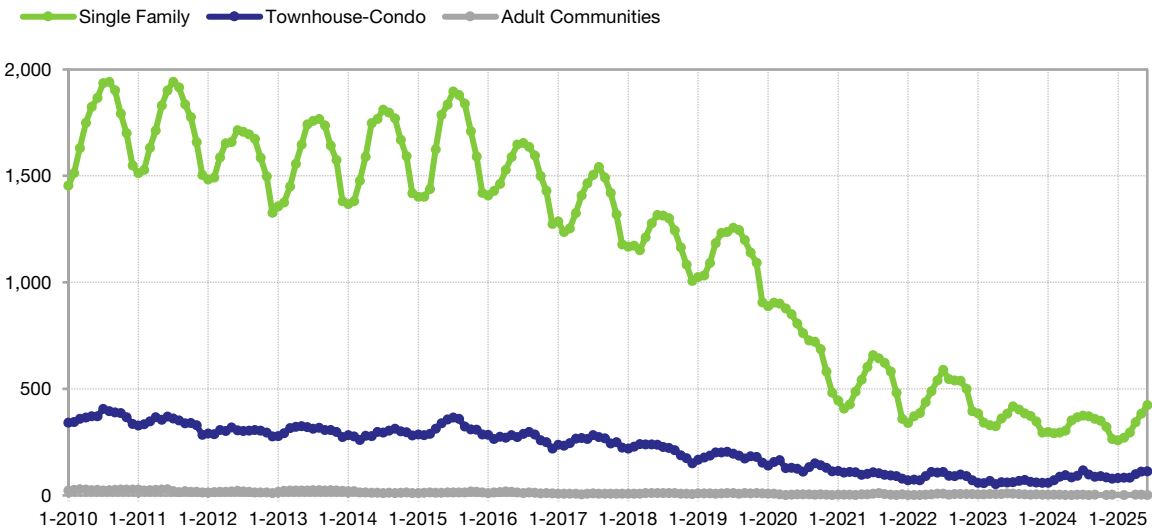
The number of properties available for sale in active status at the end of a given month.



## June



## Historical Inventory of Homes for Sale by Month



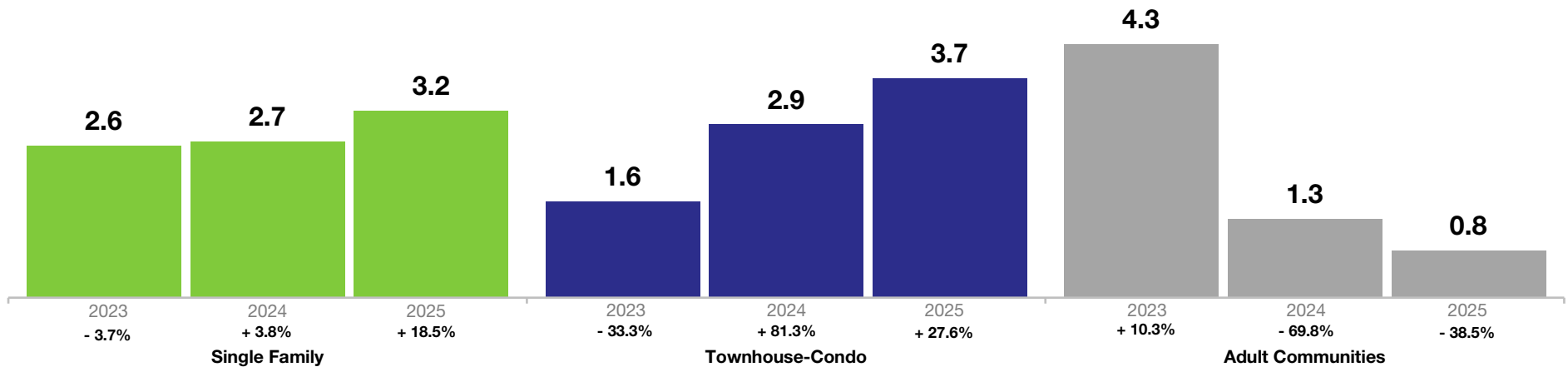
	Single Family	Townhouse-Condo	Adult Communities
July 2024	373	117	2
August 2024	371	97	1
September 2024	359	87	2
October 2024	349	89	0
November 2024	320	83	1
December 2024	264	78	2
January 2025	258	80	0
February 2025	270	82	1
March 2025	294	82	0
April 2025	342	98	2
May 2025	382	110	2
June 2025	423	112	1
12-Month Avg.	334	93	1

# Months Supply of Inventory

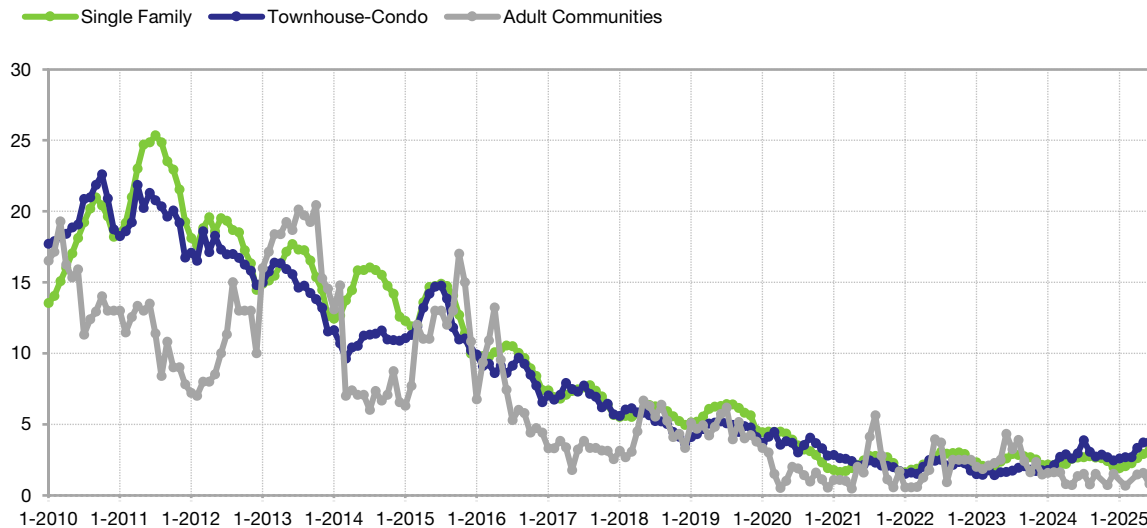
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## June



## Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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	2.6	3.3	1.5
May 2025	2.9	3.7	1.6
<b>June 2025</b>	<b>3.2</b>	<b>3.7</b>	<b>0.8</b>
12-Month Avg.*	2.5	3.0	0.9

\* Months Supply for all properties from July 2024 through June 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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		253	301	+ 19.0%	1,407	1,503	+ 6.8%
Pending Sales		177	195	+ 10.2%	1,014	985	- 2.9%
Closed Sales		182	160	- 12.1%	910	825	- 9.3%
Median Sales Price		\$410,000	\$440,500	+ 7.4%	\$385,000	\$420,000	+ 9.1%
Avg. Sales Price		\$438,926	\$501,575	+ 14.3%	\$420,831	\$460,453	+ 9.4%
Pct. of List Price Received		103.8%	104.0%	+ 0.2%	102.8%	102.9%	+ 0.1%
Days on Market		34	29	- 14.7%	40	40	0.0%
Affordability Index		118	110	- 6.8%	125	116	- 7.2%
Homes for Sale		459	536	+ 16.8%	--	--	--
Months Supply		2.7	3.3	+ 22.2%	--	--	--