

Monthly Indicators



July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

- Single Family Closed Sales increased 13.2 percent to 172.
- Townhouse-Condo Closed Sales increased 25.0 percent to 35.
- There were no Adult Communities Closed Sales during the current period.
- Single Family Median Sales Price was up 5.6 percent to \$475,000.
- Townhouse-Condo Median Sales Price was down 20.3 percent to \$242,500.
- There was no Adult Communities Median Sales Price for the current period.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Monthly Snapshot

+ 14.4% **+ 12.0%** **+ 2.3%**

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
--	--	--

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

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

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	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		206	258	+ 25.2%	1,342	1,487	+ 10.8%
Pending Sales		149	193	+ 29.5%	973	1,002	+ 3.0%
Closed Sales		152	172	+ 13.2%	884	841	- 4.9%
Median Sales Price		\$450,000	\$475,000	+ 5.6%	\$419,950	\$450,000	+ 7.2%
Avg. Sales Price		\$501,314	\$534,893	+ 6.7%	\$458,971	\$502,524	+ 9.5%
Pct. of List Price Received		105.1%	103.7%	- 1.3%	103.6%	103.6%	0.0%
Days on Market		30	33	+ 10.0%	40	38	- 5.0%
Affordability Index		108	102	- 5.6%	116	108	- 6.9%
Homes for Sale		373	434	+ 16.4%	--	--	--
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	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		62	60	- 3.2%	329	334	+ 1.5%
Pending Sales		28	41	+ 46.4%	215	207	- 3.7%
Closed Sales		28	35	+ 25.0%	203	187	- 7.9%
Median Sales Price		\$304,250	\$242,500	- 20.3%	\$285,000	\$270,000	- 5.3%
Avg. Sales Price		\$305,857	\$274,400	- 10.3%	\$299,969	\$302,652	+ 0.9%
Pct. of List Price Received		101.8%	100.2%	- 1.6%	101.2%	100.2%	- 1.0%
Days on Market		35	31	- 11.4%	35	42	+ 20.0%
Affordability Index		159	201	+ 26.4%	170	180	+ 5.9%
Homes for Sale		117	116	- 0.9%	--	--	--
Months Supply		3.9	3.7	- 5.1%	--	--	--

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.



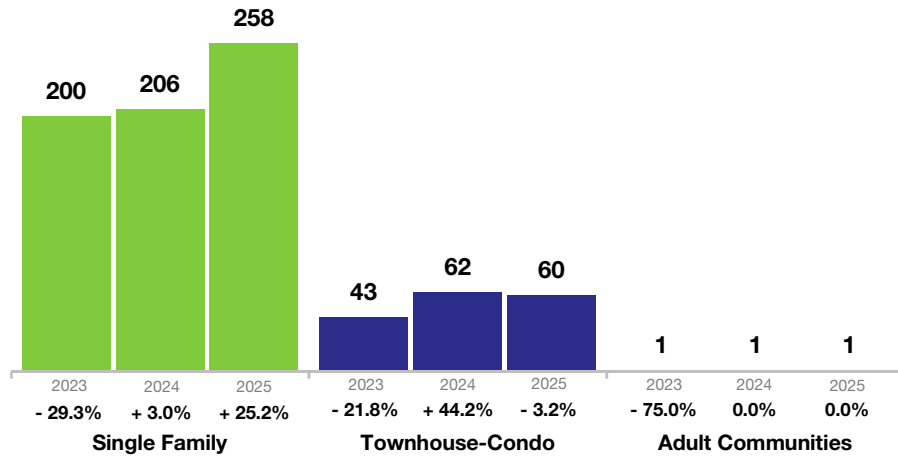
Key Metrics	Historical Sparklines	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1	1	0.0%	5	5	0.0%
Pending Sales		1	0	- 100.0%	4	5	+ 25.0%
Closed Sales		1	0	- 100.0%	4	4	0.0%
Median Sales Price		\$370,000	\$0	- 100.0%	\$372,500	\$463,750	- 19.7%
Avg. Sales Price		\$370,000	\$0	- 100.0%	\$366,250	\$575,625	- 36.4%
Pct. of List Price Received		102.8%	0.0%	- 100.0%	98.1%	99.3%	- 1.2%
Days on Market		17	0	- 100.0%	40	34	+ 17.6%
Affordability Index		131	0	- 100.0%	130	105	+ 23.8%
Homes for Sale		2	1	- 50.0%	--	--	--
Months Supply		1.5	0.8	- 46.7%	--	--	--

New Listings

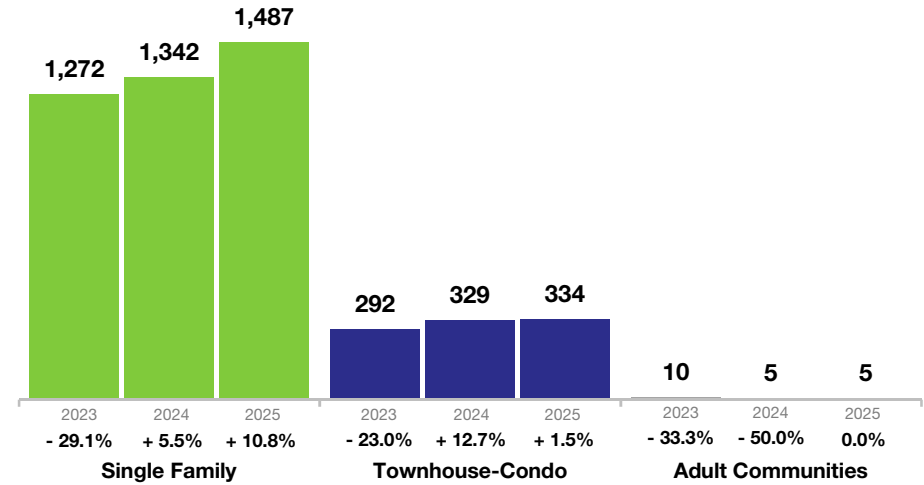
A count of the properties that have been newly listed on the market in a given month.



July

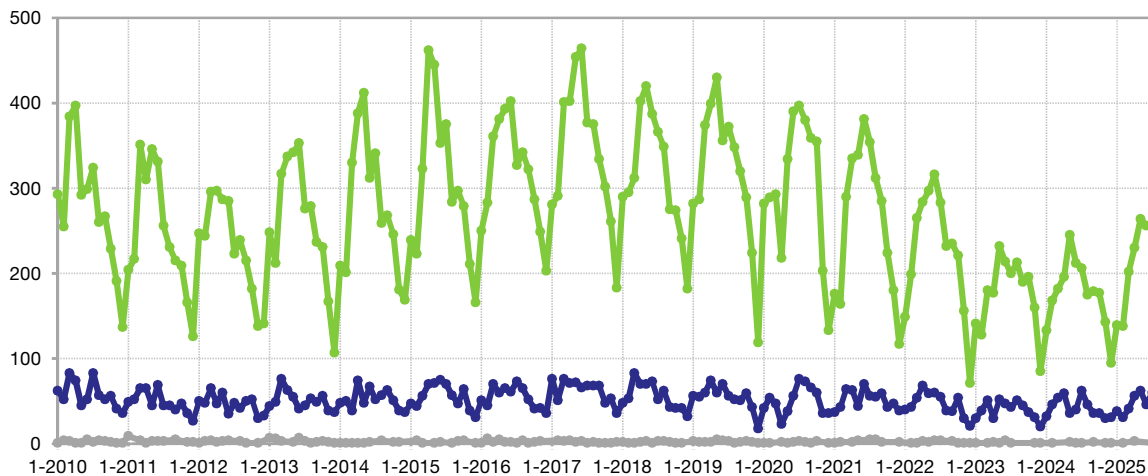


Year to Date



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.

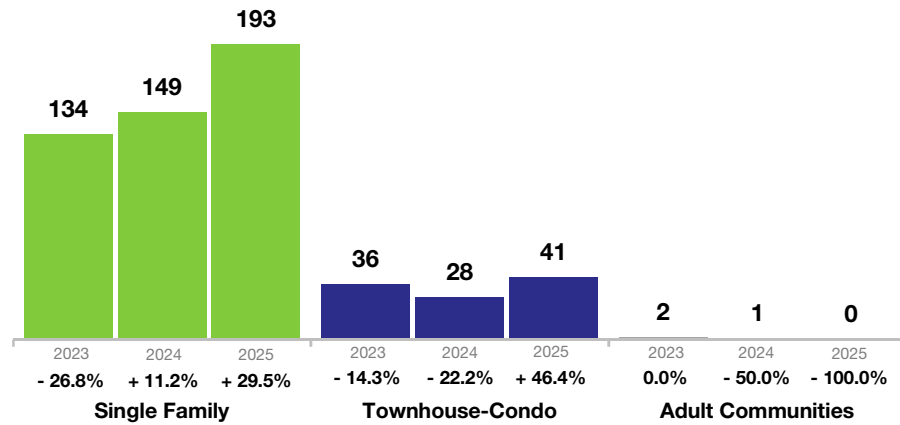
	Single Family	Townhouse-Condo	Adult Communities
August 2024	175	46	0
September 2024	179	36	2
October 2024	177	36	0
November 2024	143	30	1
December 2024	95	31	1
January 2025	139	38	0
February 2025	138	31	1
March 2025	202	41	0
April 2025	230	56	3
May 2025	264	62	0
June 2025	256	46	0
July 2025	258	60	1
12-Month Avg.	188	43	1

Pending Sales

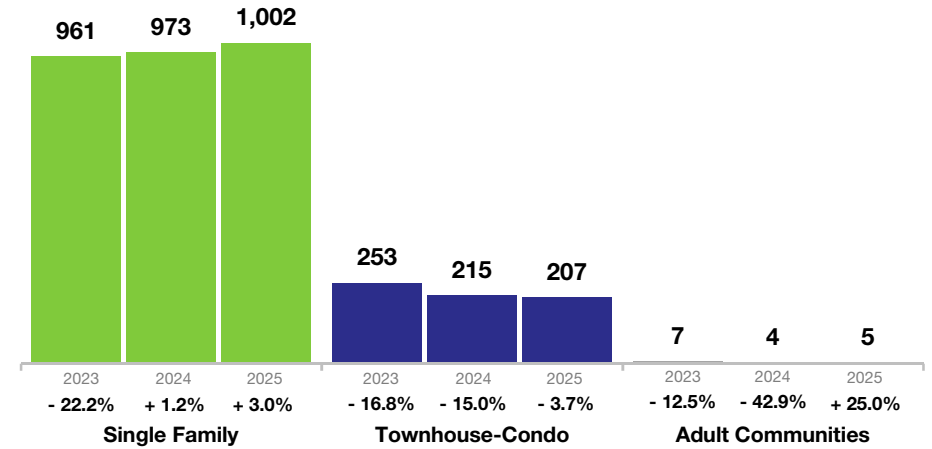
A count of the properties on which offers have been accepted in a given month.



July

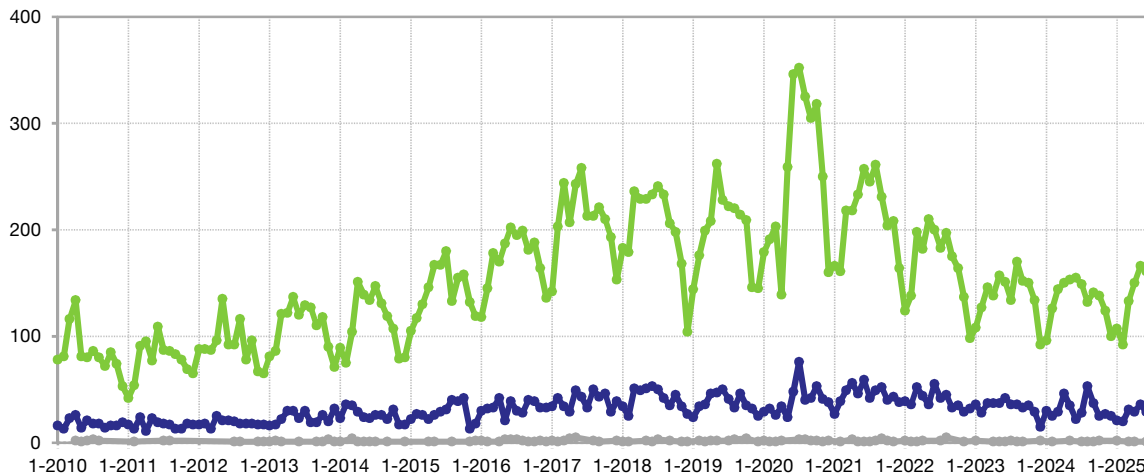


Year to Date



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.

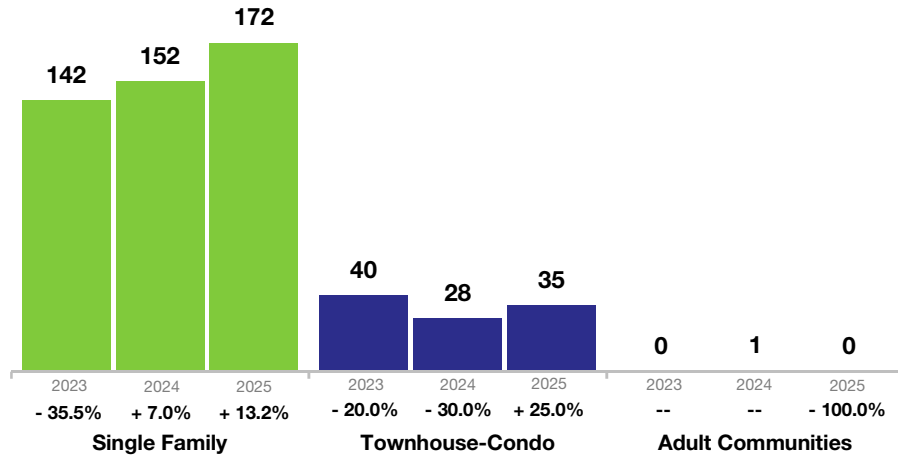
	Single Family	Townhouse-Condo	Adult Communities
August 2024	132	53	1
September 2024	141	37	1
October 2024	138	25	2
November 2024	124	27	0
December 2024	100	25	0
January 2025	107	21	2
February 2025	92	20	0
March 2025	133	31	1
April 2025	150	29	1
May 2025	166	36	0
June 2025	161	29	1
July 2025	193	41	0
12-Month Avg.	136	31	1

Closed Sales

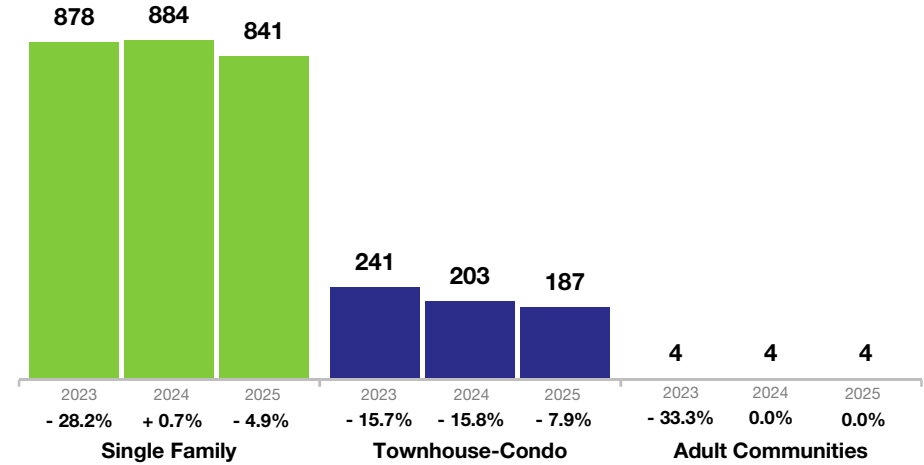
A count of the actual sales that closed in a given month.



July

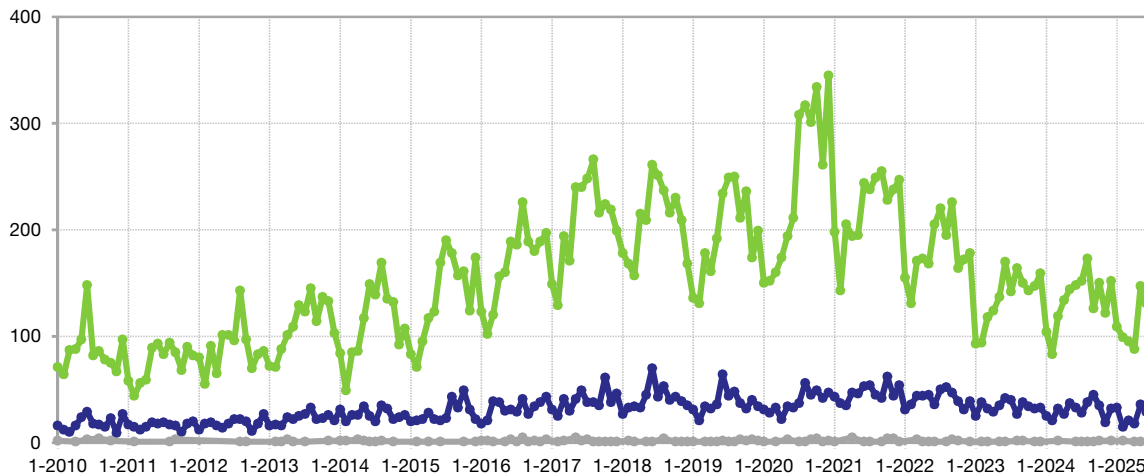


Year to Date



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.

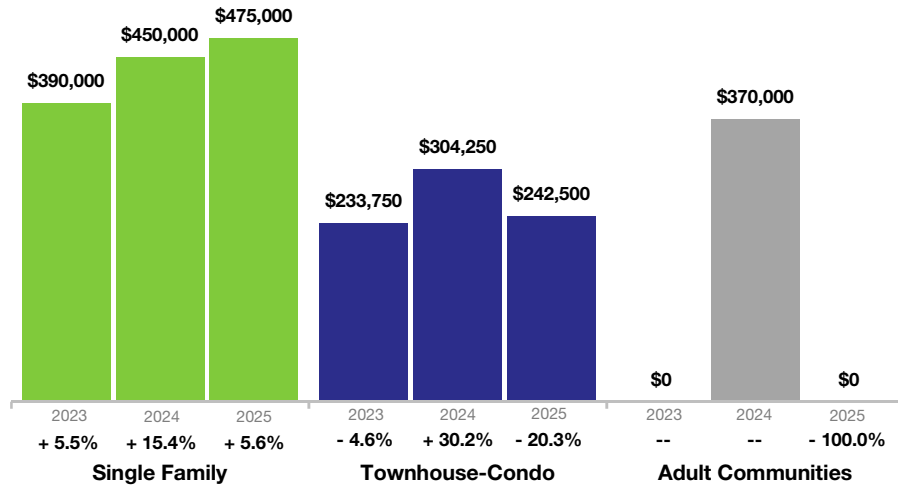
	Single Family	Townhouse-Condo	Adult Communities
August 2024	173	38	1
September 2024	126	45	1
October 2024	150	35	2
November 2024	122	19	0
December 2024	152	32	2
January 2025	109	33	0
February 2025	99	15	2
March 2025	95	21	0
April 2025	88	18	1
May 2025	147	36	1
June 2025	131	29	0
July 2025	172	35	0
12-Month Avg.	130	30	1

Median Sales Price

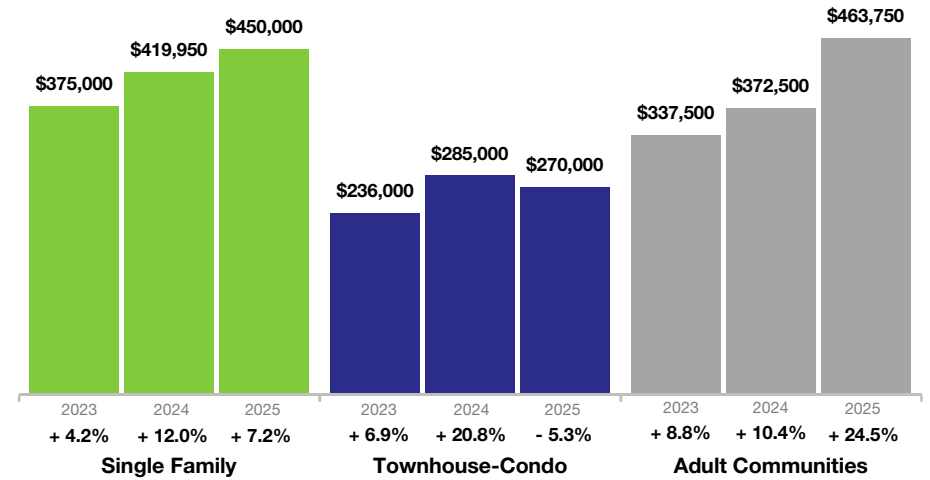
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



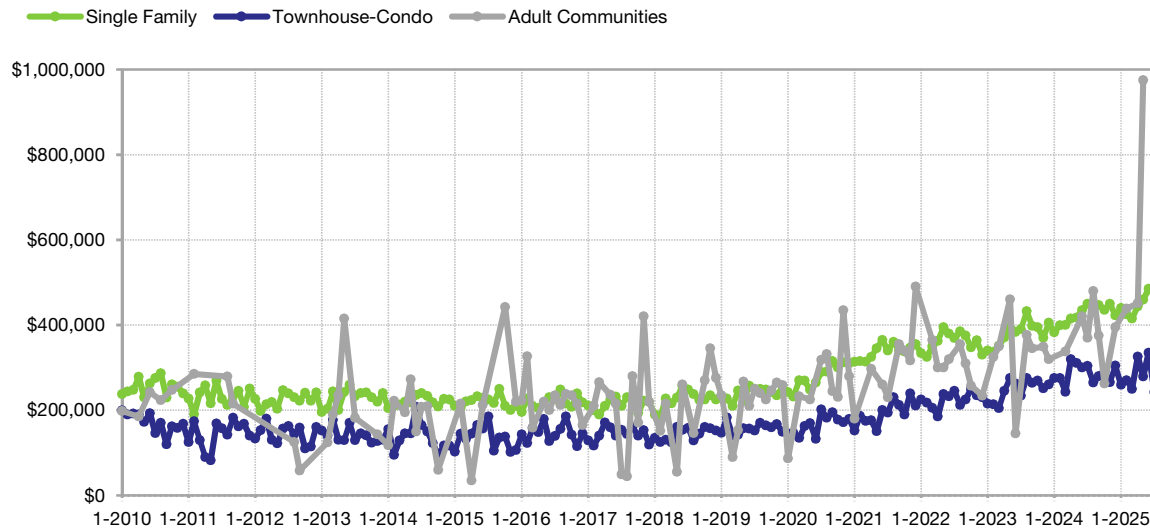
July



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
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
June 2025	\$485,000	\$335,000	\$0
July 2025	\$475,000	\$242,500	\$0
12-Month Med.*	\$442,000	\$276,500	\$422,500

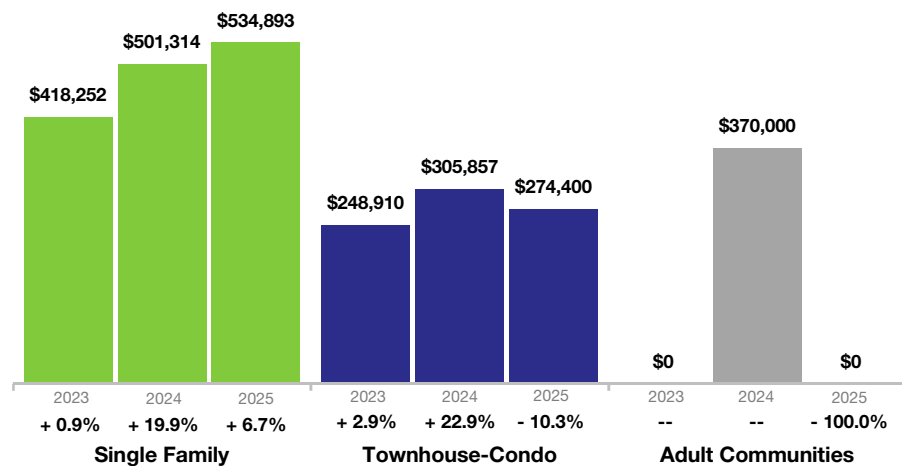
* Median Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Average Sales Price

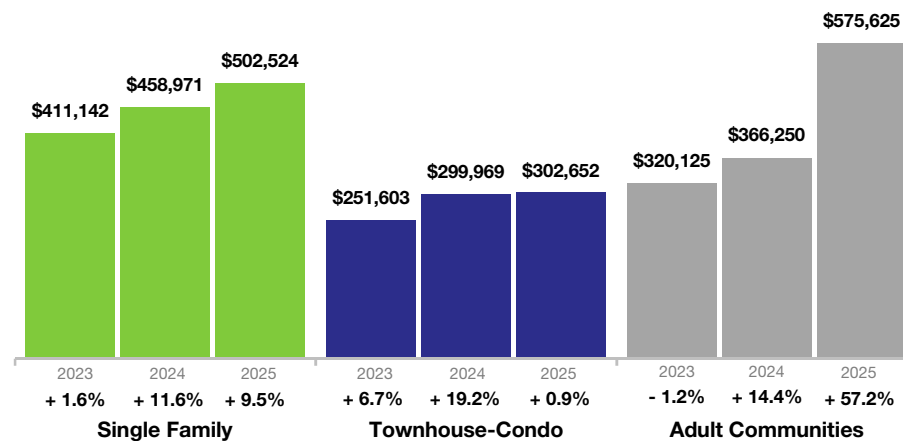
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



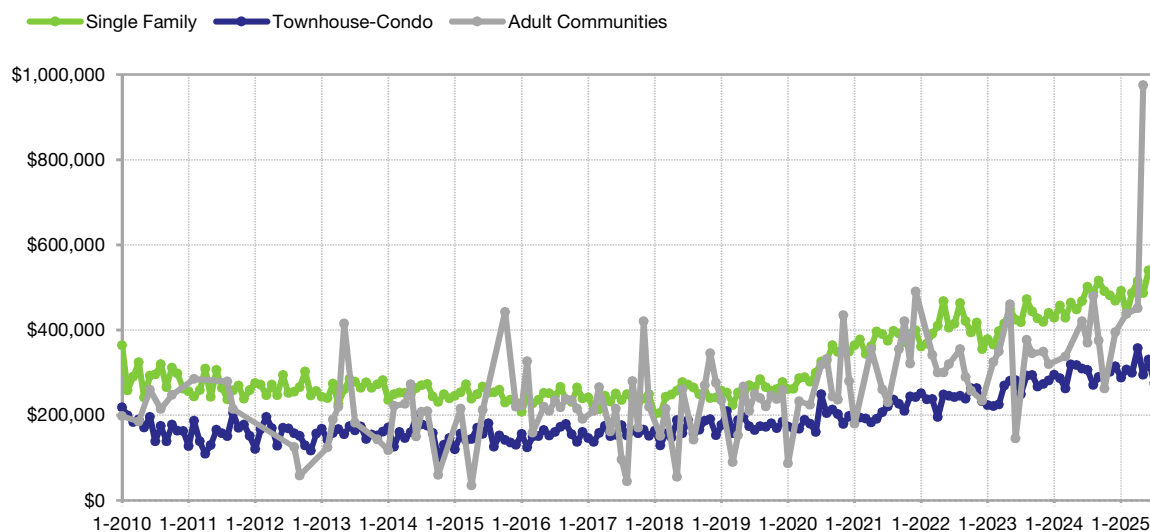
July



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
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
July 2025	\$534,893	\$274,400	\$0
12-Month Avg.*	\$495,853	\$297,793	\$447,091

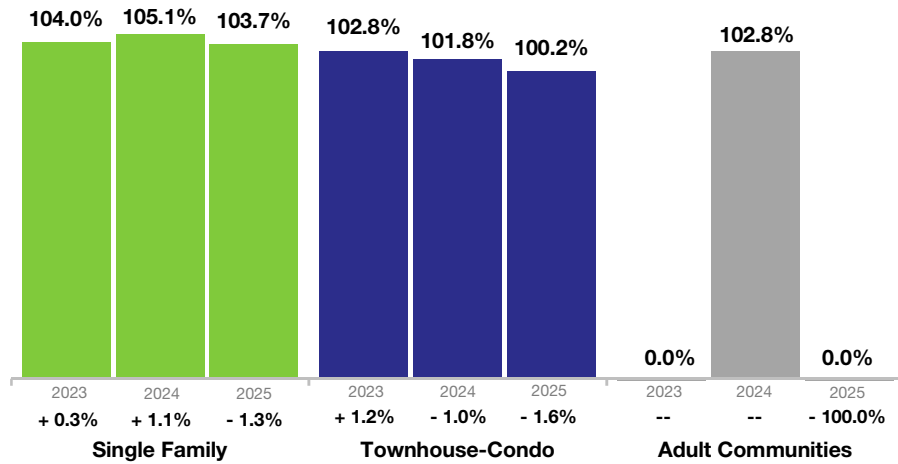
* Avg. Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Percent of List Price Received

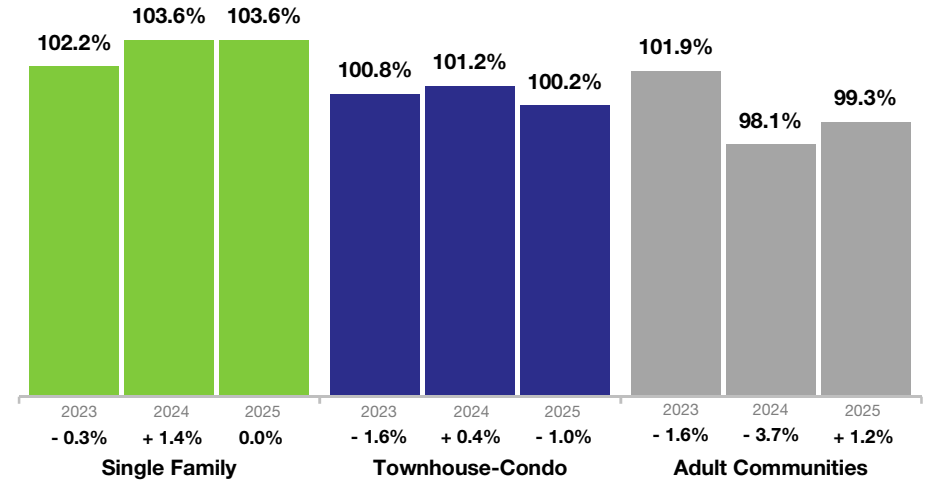
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



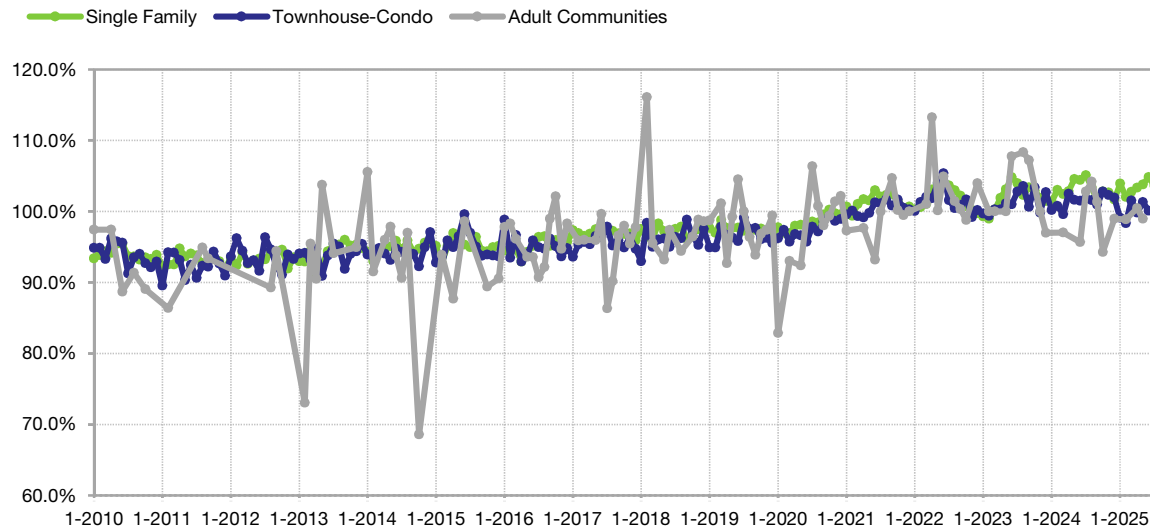
July



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
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%
June 2025	104.8%	100.1%	0.0%
July 2025	103.7%	100.2%	0.0%
12-Month Avg.*	103.1%	101.0%	98.9%

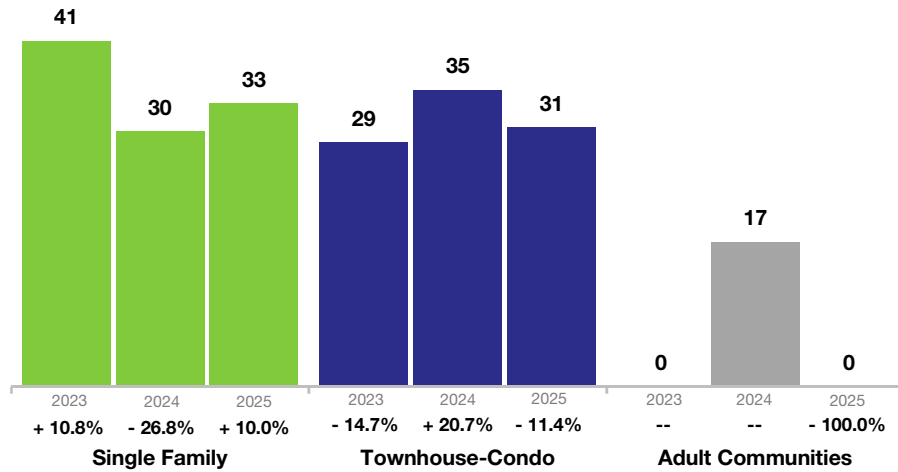
* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Days on Market Until Sale

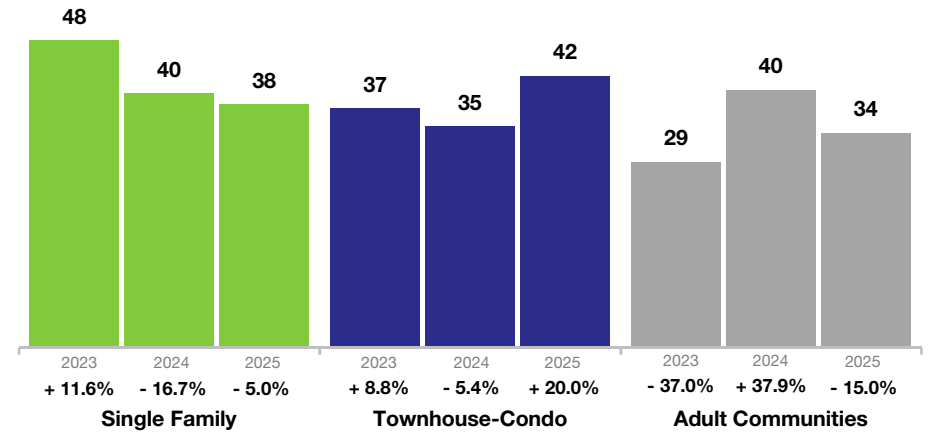
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

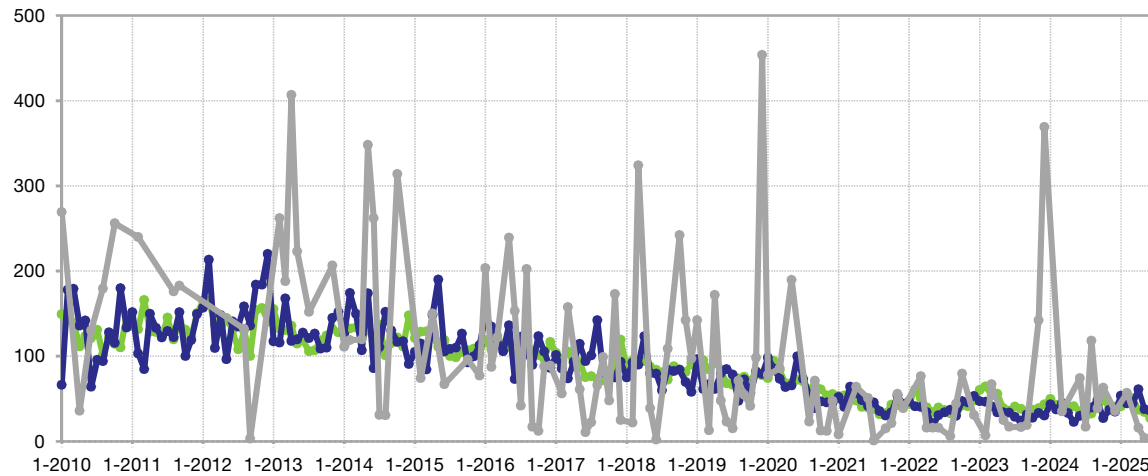


Year to Date



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
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
July 2025	33	31	0
12-Month Avg.*	39	40	49

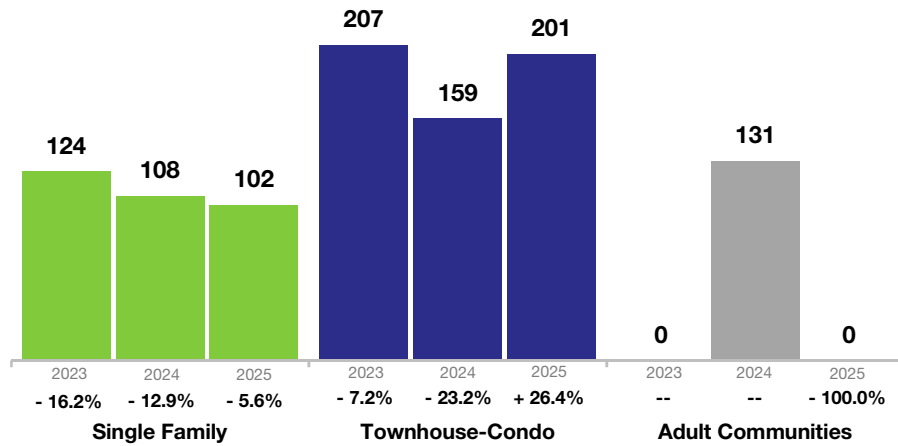
* Days on Market for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Housing Affordability Index

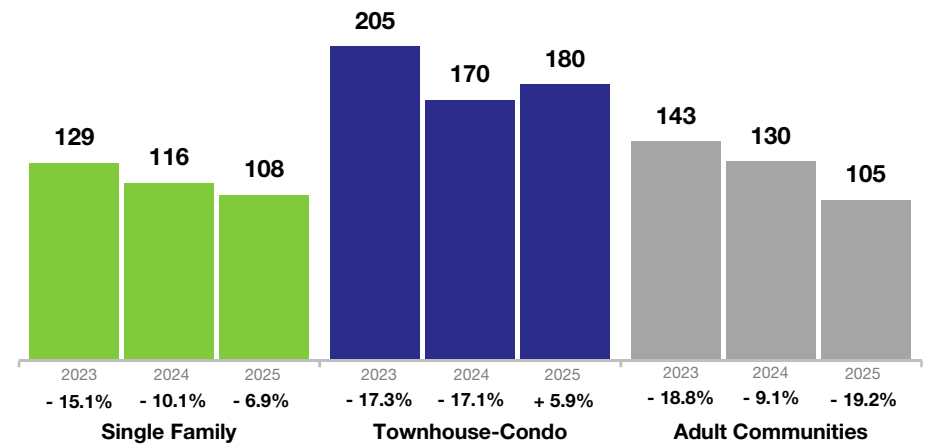
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July

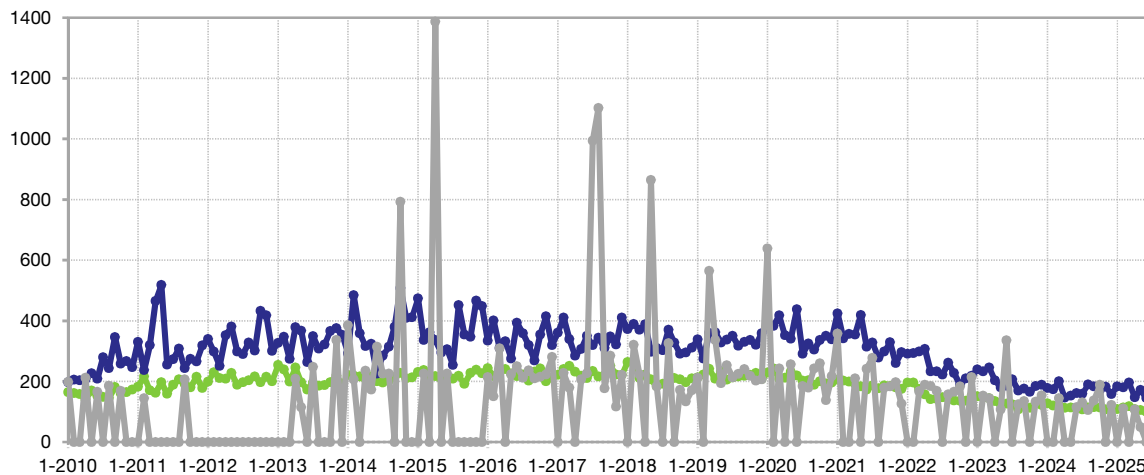


Year to Date



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
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
July 2025	102	201	0
12-Month Avg.*	110	176	68

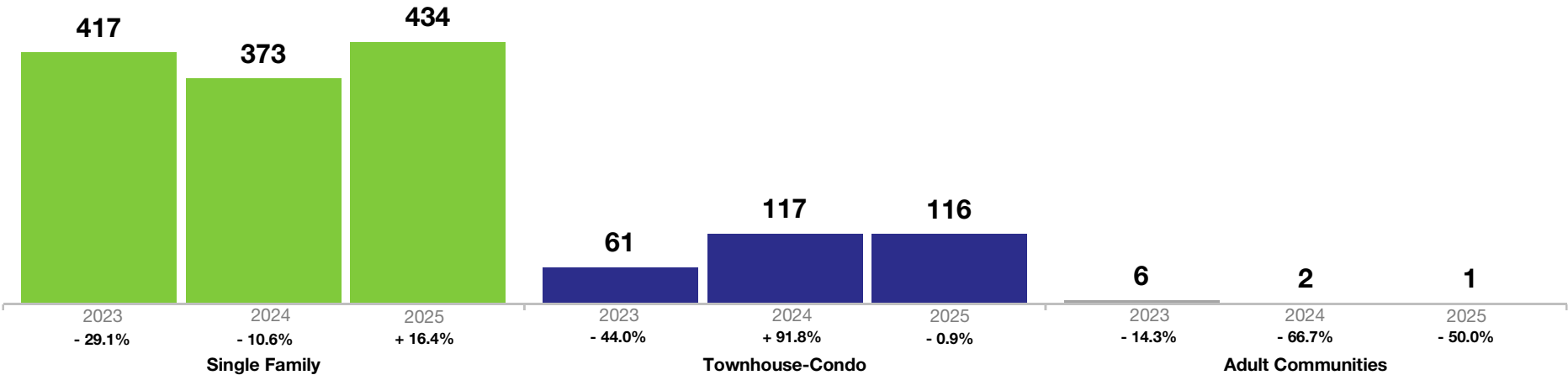
* Affordability Index for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

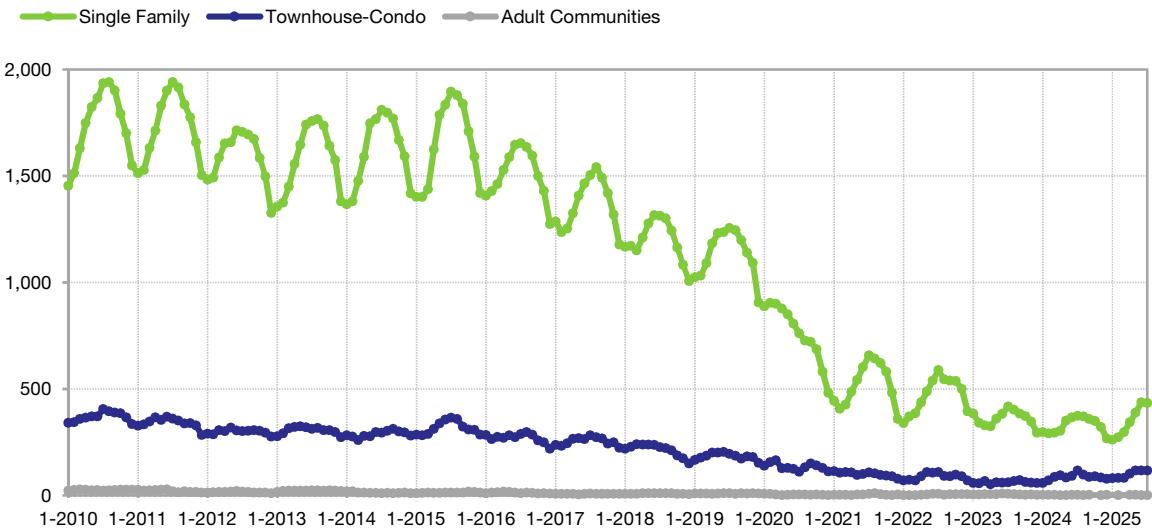
The number of properties available for sale in active status at the end of a given month.



July



Historical Inventory of Homes for Sale by Month



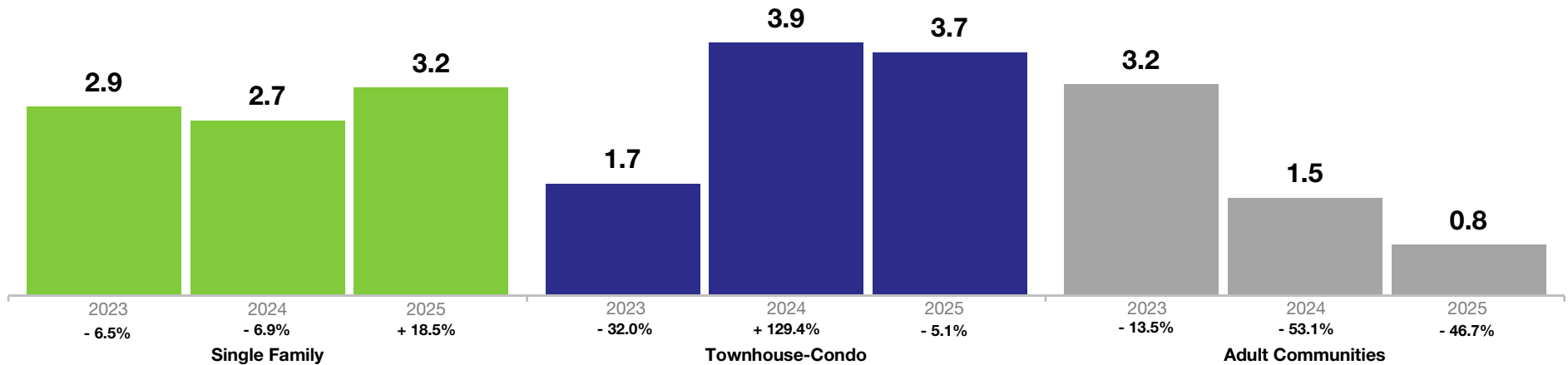
	Single Family	Townhouse-Condo	Adult Communities
August 2024	371	97	1
September 2024	359	87	2
October 2024	349	89	0
November 2024	320	83	1
December 2024	266	78	2
January 2025	260	80	0
February 2025	272	82	1
March 2025	296	82	0
April 2025	344	102	2
May 2025	388	116	2
June 2025	437	117	1
July 2025	434	116	1
12-Month Avg.	341	94	1

Months Supply of Inventory

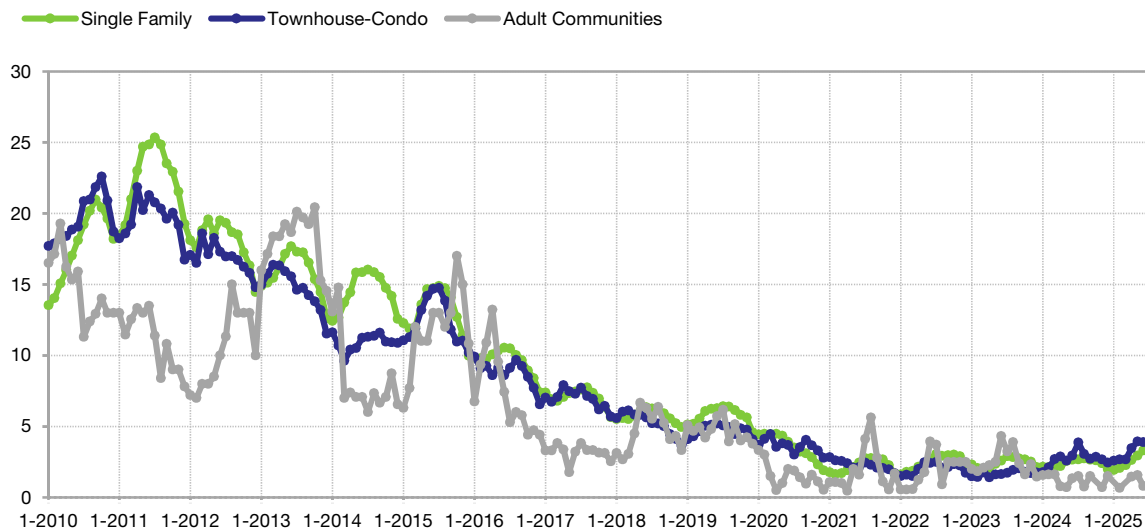
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



July



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
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	2.1	2.7	0.7
March 2025	2.3	2.7	0
April 2025	2.6	3.5	1.5
May 2025	2.9	3.9	1.6
June 2025	3.3	3.9	0.8
July 2025	3.2	3.7	0.8
12-Month Avg.*	2.6	3.1	0.8

* Months Supply for all properties from August 2024 through July 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	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		269	319	+ 18.6%	1,676	1,826	+ 8.9%
Pending Sales		178	234	+ 31.5%	1,192	1,214	+ 1.8%
Closed Sales		181	207	+ 14.4%	1,091	1,032	- 5.4%
Median Sales Price		\$430,000	\$440,000	+ 2.3%	\$395,000	\$425,000	+ 7.6%
Avg. Sales Price		\$470,352	\$490,849	+ 4.4%	\$429,046	\$466,556	+ 8.7%
Pct. of List Price Received		104.6%	103.1%	- 1.4%	103.1%	102.9%	- 0.2%
Days on Market		31	33	+ 6.5%	39	39	0.0%
Affordability Index		113	111	- 1.8%	123	115	- 6.5%
Homes for Sale		492	551	+ 12.0%	--	--	--
Months Supply		2.9	3.3	+ 13.8%	--	--	--