

Monthly Indicators



September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

- Single Family Closed Sales increased 28.6 percent to 162.
- Townhouse-Condo Closed Sales decreased 20.0 percent to 36.
- There were no Adult Communities Closed Sales during the current period.
- Single Family Median Sales Price was up 4.1 percent to \$465,000.
- Townhouse-Condo Median Sales Price was up 10.7 percent to \$310,000.
- There was no Adult Communities Median Sales Price for the current period.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Monthly Snapshot

+ 15.1% **+ 13.5%** **+ 9.8%**

| 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.

| | |
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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 | 9-2024 | 9-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------------|-----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 179 | 198 | + 10.6% | 1,696 | 1,899 | + 12.0% |
| Pending Sales | | 139 | 171 | + 23.0% | 1,244 | 1,318 | + 5.9% |
| Closed Sales | | 126 | 162 | + 28.6% | 1,183 | 1,161 | - 1.9% |
| Median Sales Price | | \$446,525 | \$465,000 | + 4.1% | \$425,000 | \$451,750 | + 6.3% |
| Avg. Sales Price | | \$515,425 | \$524,078 | + 1.7% | \$469,193 | \$507,694 | + 8.2% |
| Pct. of List Price Received | | 101.5% | 102.9% | + 1.4% | 103.3% | 103.5% | + 0.2% |
| Days on Market | | 42 | 33 | - 21.4% | 39 | 37 | - 5.1% |
| Affordability Index | | 115 | 109 | - 5.2% | 121 | 112 | - 7.4% |
| Homes for Sale | | 362 | 395 | + 9.1% | -- | -- | -- |
| Months Supply | | 2.7 | 2.8 | + 3.7% | -- | -- | -- |

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 | 9-2024 | 9-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------------|-----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 36 | 43 | + 19.4% | 411 | 425 | + 3.4% |
| Pending Sales | | 37 | 33 | - 10.8% | 305 | 274 | - 10.2% |
| Closed Sales | | 45 | 36 | - 20.0% | 286 | 258 | - 9.8% |
| Median Sales Price | | \$280,000 | \$310,000 | + 10.7% | \$275,000 | \$290,000 | + 5.5% |
| Avg. Sales Price | | \$289,413 | \$331,701 | + 14.6% | \$294,453 | \$309,350 | + 5.1% |
| Pct. of List Price Received | | 101.0% | 99.8% | - 1.2% | 101.2% | 100.0% | - 1.2% |
| Days on Market | | 48 | 54 | + 12.5% | 37 | 45 | + 21.6% |
| Affordability Index | | 184 | 163 | - 11.4% | 187 | 174 | - 7.0% |
| Homes for Sale | | 87 | 111 | + 27.6% | -- | -- | -- |
| Months Supply | | 2.7 | 3.8 | + 40.7% | -- | -- | -- |

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.



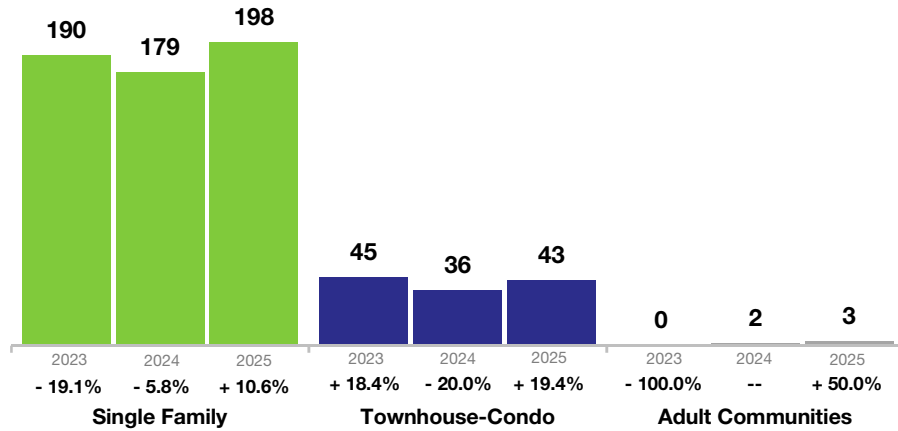
| Key Metrics | Historical Sparklines | 9-2024 | 9-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------------|-----------------------|-----------|--------|----------------|-----------|-----------|----------------|
| New Listings | | 2 | 3 | + 50.0% | 7 | 12 | + 71.4% |
| Pending Sales | | 1 | 2 | + 100.0% | 6 | 7 | + 16.7% |
| Closed Sales | | 1 | 0 | - 100.0% | 6 | 5 | + 20.0% |
| Median Sales Price | | \$375,000 | \$0 | - 100.0% | \$375,000 | \$451,000 | - 16.9% |
| Avg. Sales Price | | \$375,000 | \$0 | - 100.0% | \$386,569 | \$550,500 | - 29.8% |
| Pct. of List Price Received | | 101.4% | 0.0% | - 100.0% | 99.7% | 99.1% | + 0.6% |
| Days on Market | | 39 | 0 | - 100.0% | 53 | 38 | + 39.5% |
| Affordability Index | | 137 | 0 | - 100.0% | 137 | 112 | + 22.3% |
| Homes for Sale | | 2 | 6 | + 200.0% | -- | -- | -- |
| Months Supply | | 1.5 | 4.0 | + 166.7% | -- | -- | -- |

New Listings

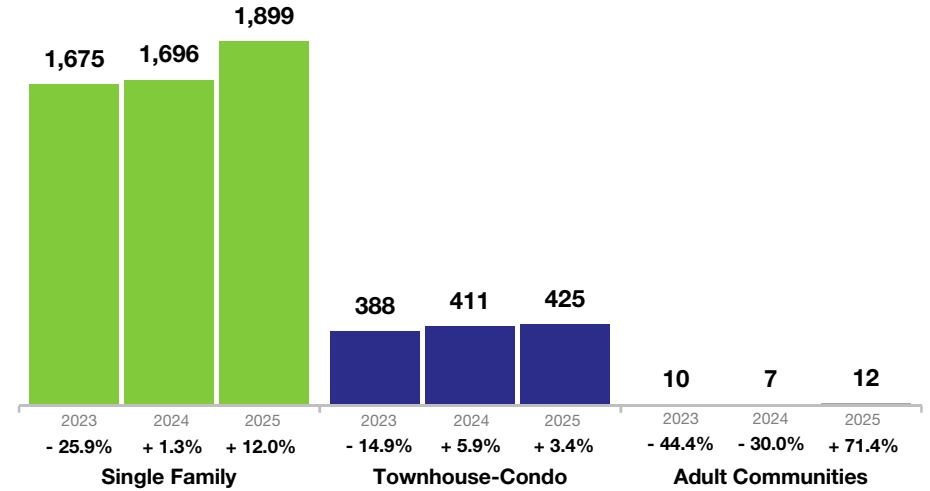
A count of the properties that have been newly listed on the market in a given month.



September

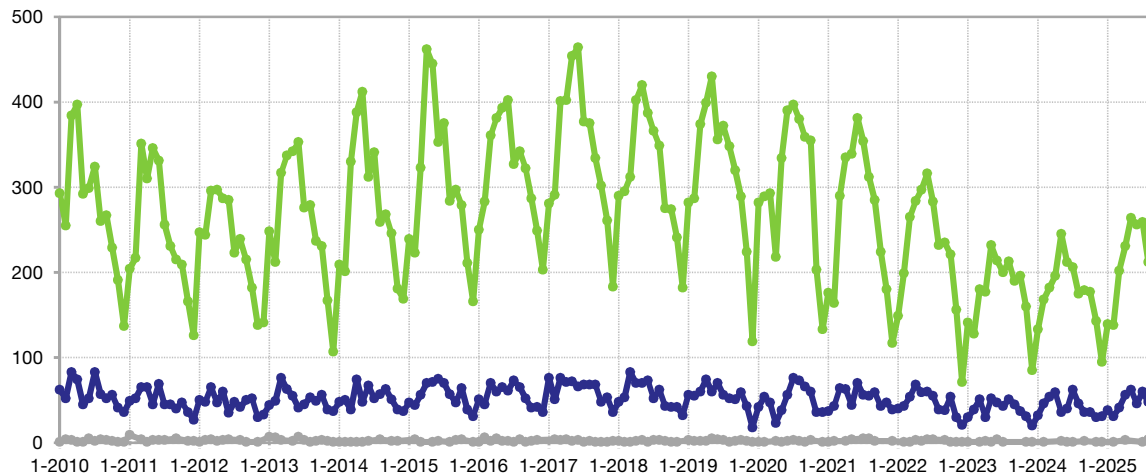


Year to Date



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.

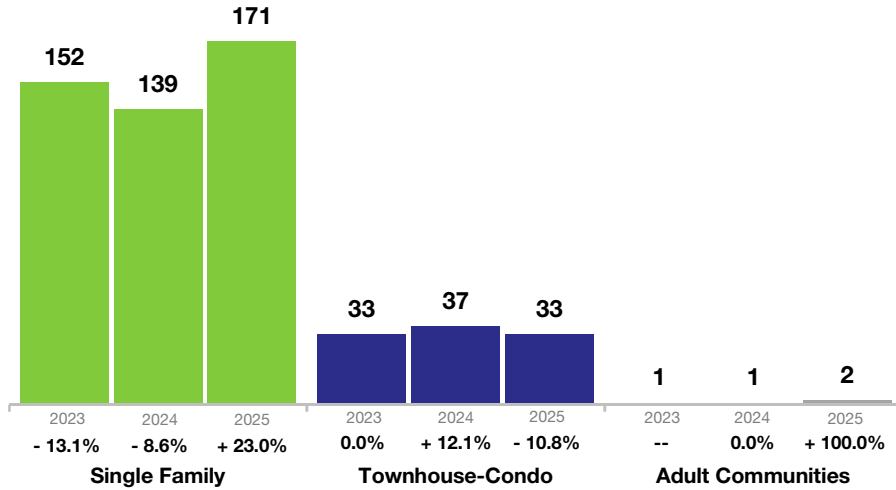
| | Single Family | Townhouse-Condo | Adult Communities |
|-----------------------|---------------|-----------------|-------------------|
| October 2024 | 177 | 36 | 0 |
| November 2024 | 143 | 30 | 1 |
| December 2024 | 95 | 31 | 1 |
| January 2025 | 139 | 38 | 0 |
| February 2025 | 138 | 31 | 1 |
| March 2025 | 202 | 41 | 0 |
| April 2025 | 231 | 56 | 3 |
| May 2025 | 264 | 62 | 0 |
| June 2025 | 256 | 46 | 0 |
| July 2025 | 259 | 60 | 1 |
| August 2025 | 212 | 48 | 4 |
| September 2025 | 198 | 43 | 3 |
| 12-Month Avg. | 193 | 44 | 1 |

Pending Sales

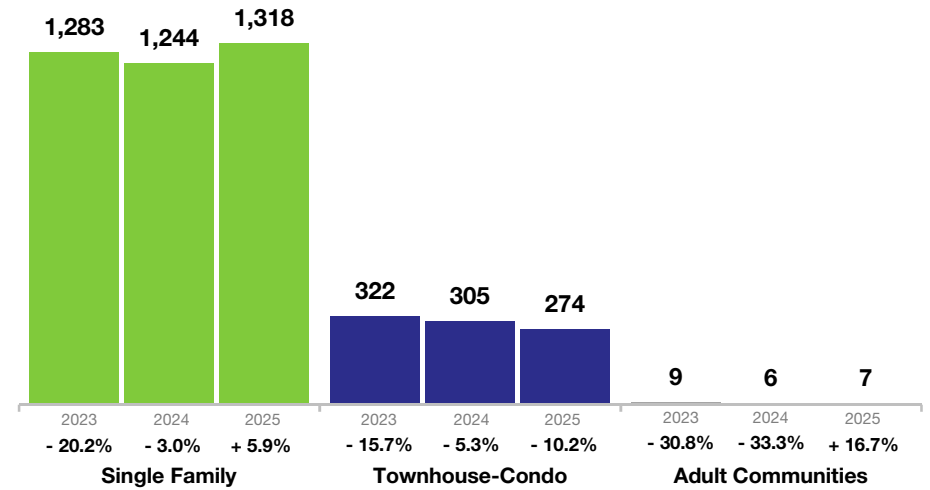
A count of the properties on which offers have been accepted in a given month.



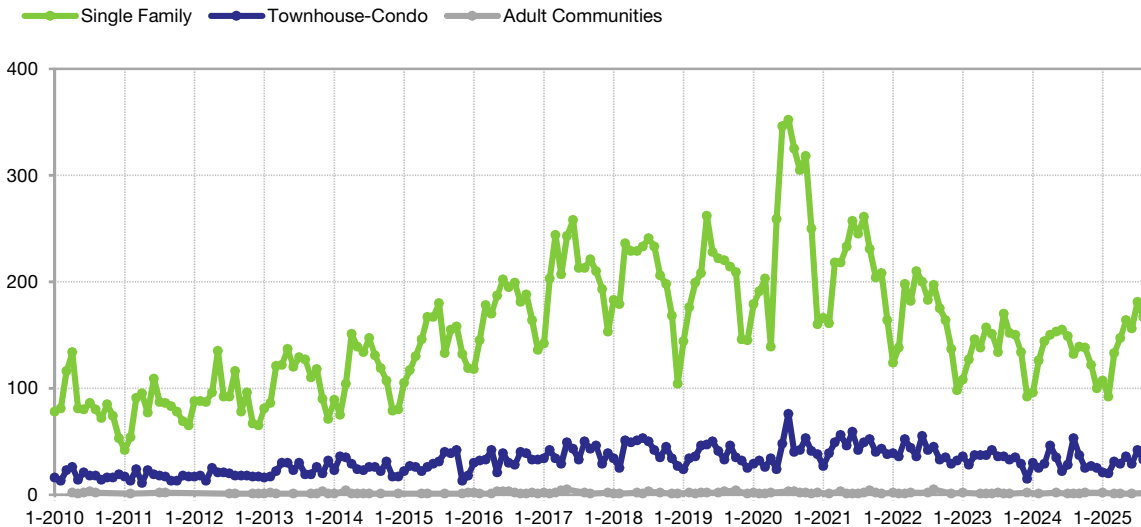
September



Year to Date



Historical Pending Sales 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.

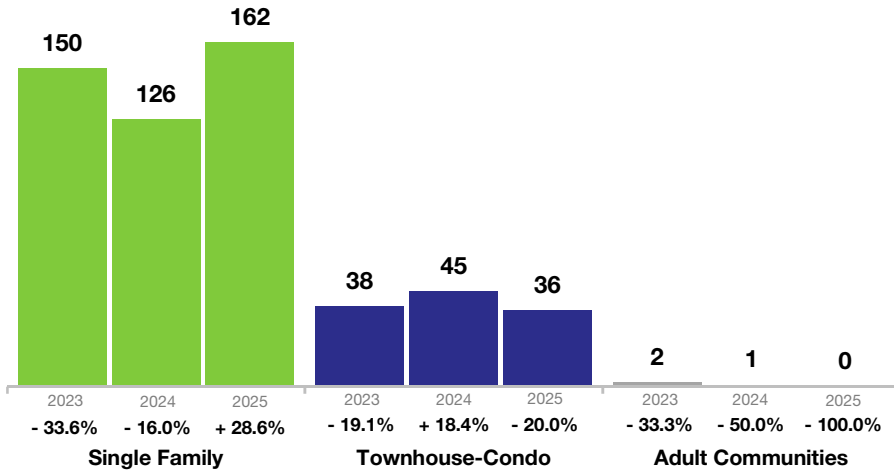
| | Single Family | Townhouse-Condo | Adult Communities |
|-----------------------|---------------|-----------------|-------------------|
| October 2024 | 138 | 25 | 2 |
| November 2024 | 122 | 27 | 0 |
| December 2024 | 100 | 25 | 0 |
| January 2025 | 107 | 21 | 2 |
| February 2025 | 92 | 20 | 0 |
| March 2025 | 133 | 31 | 1 |
| April 2025 | 147 | 29 | 1 |
| May 2025 | 164 | 36 | 0 |
| June 2025 | 156 | 29 | 1 |
| July 2025 | 181 | 42 | 0 |
| August 2025 | 167 | 33 | 0 |
| September 2025 | 171 | 33 | 2 |
| 12-Month Avg. | 140 | 29 | 1 |

Closed Sales

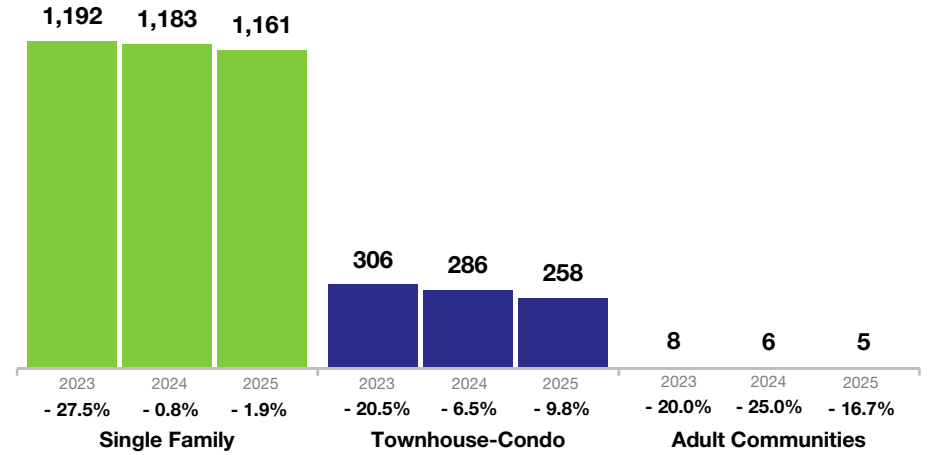
A count of the actual sales that closed in a given month.



September

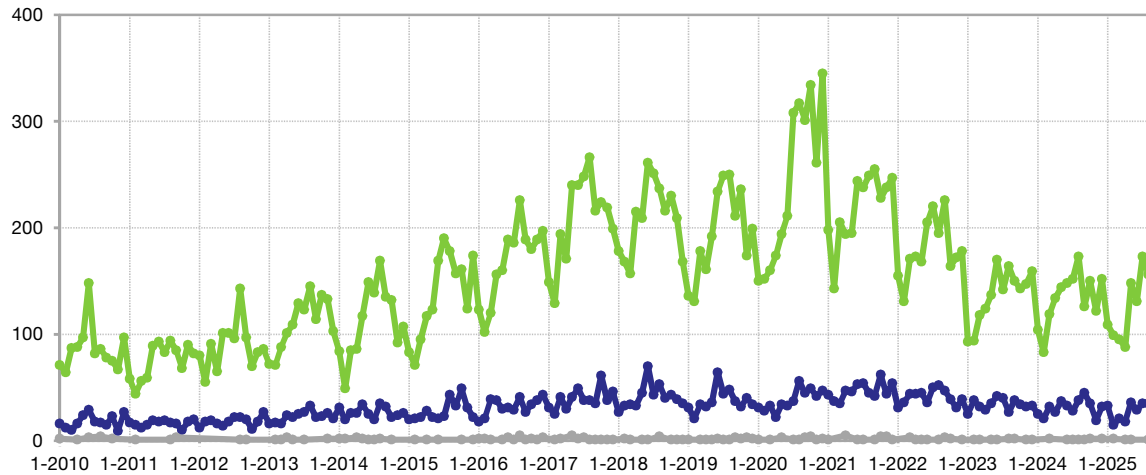


Year to Date



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.

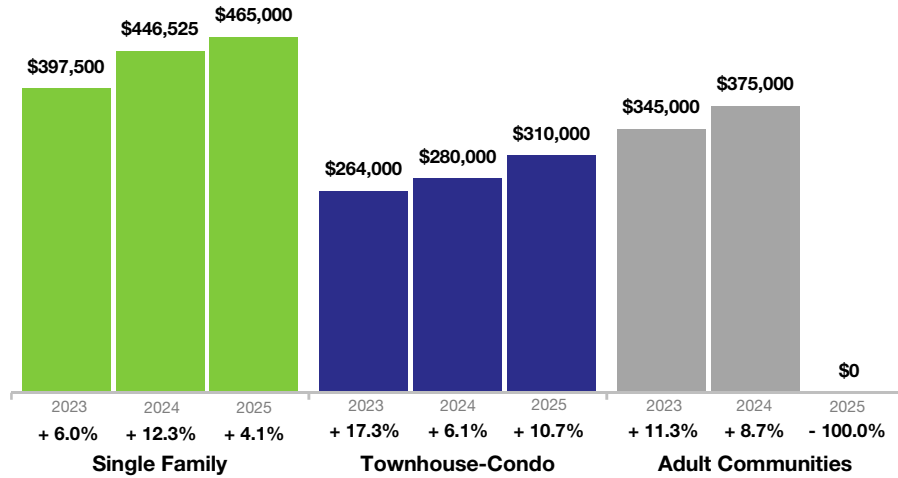
| | Single Family | Townhouse-Condo | Adult Communities |
|-----------------------|---------------|-----------------|-------------------|
| October 2024 | 150 | 35 | 2 |
| November 2024 | 122 | 19 | 0 |
| December 2024 | 152 | 32 | 2 |
| January 2025 | 109 | 33 | 0 |
| February 2025 | 99 | 15 | 2 |
| March 2025 | 95 | 21 | 0 |
| April 2025 | 88 | 18 | 1 |
| May 2025 | 148 | 36 | 1 |
| June 2025 | 131 | 29 | 0 |
| July 2025 | 173 | 35 | 0 |
| August 2025 | 156 | 35 | 1 |
| September 2025 | 162 | 36 | 0 |
| 12-Month Avg. | 132 | 29 | 1 |

Median Sales Price

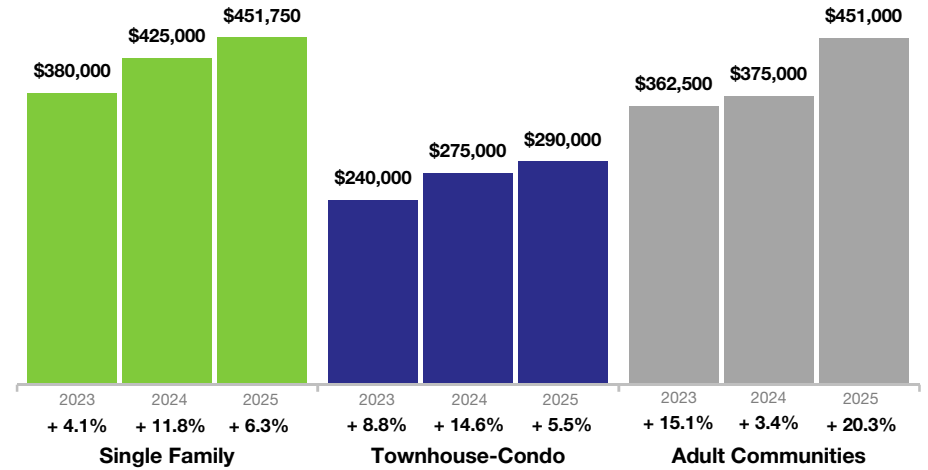
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



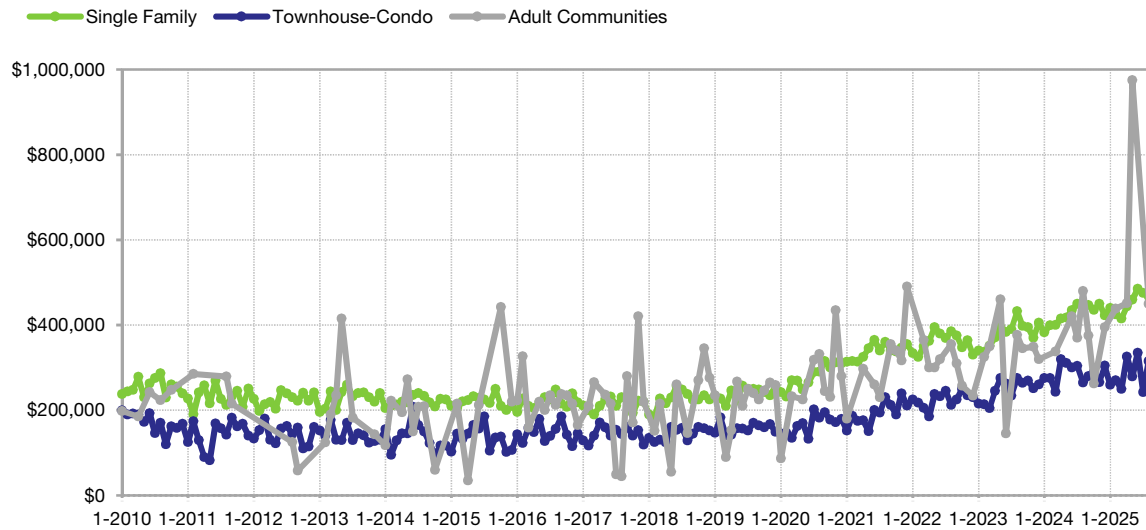
September



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 |
|-----------------------|------------------|------------------|-------------------|
| 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 |
| June 2025 | \$485,000 | \$335,000 | \$0 |
| July 2025 | \$475,000 | \$242,500 | \$0 |
| August 2025 | \$467,500 | \$315,000 | \$450,000 |
| September 2025 | \$465,000 | \$310,000 | \$0 |
| 12-Month Med.* | \$450,000 | \$290,000 | \$425,000 |

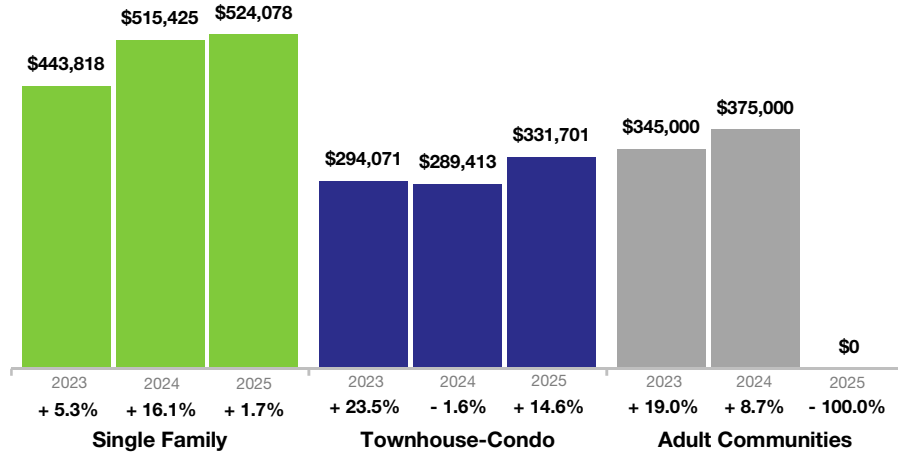
* Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Average Sales Price

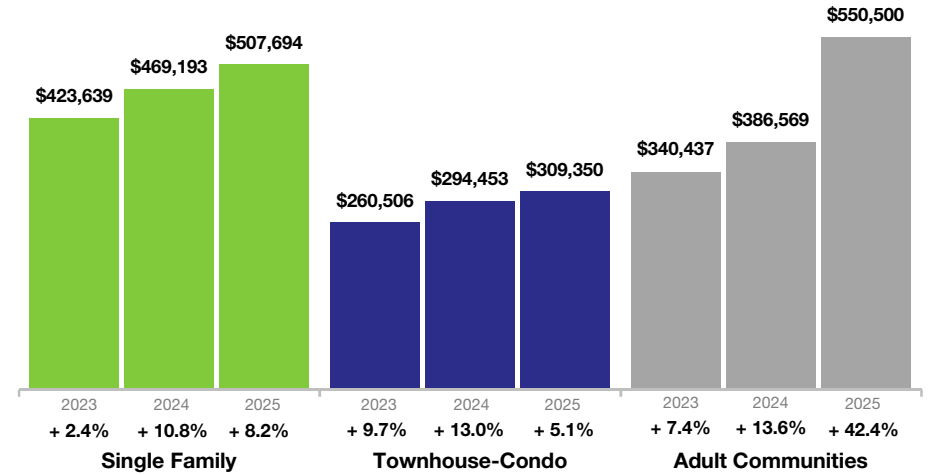
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



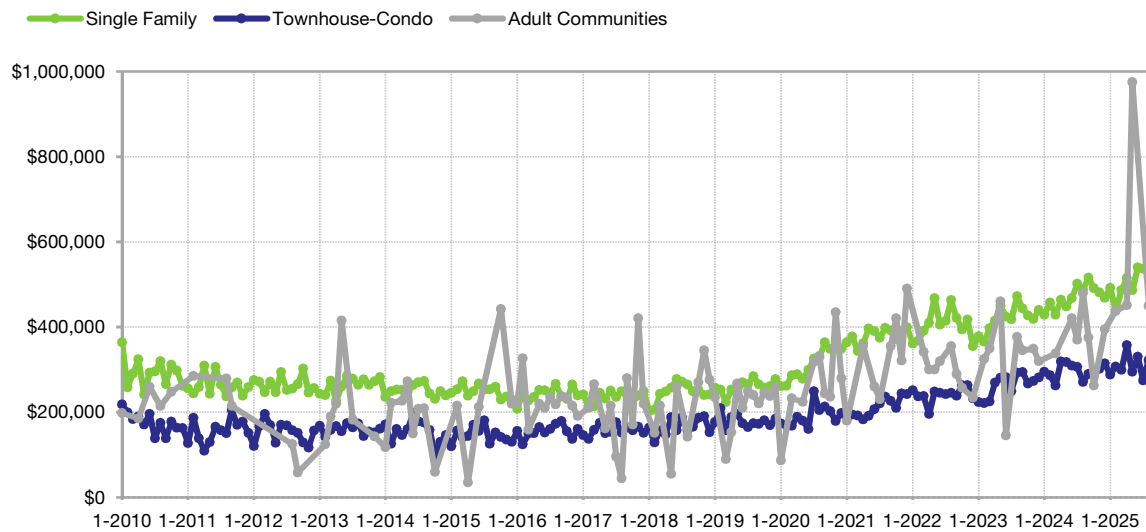
September



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 |
|-----------------------|------------------|------------------|-------------------|
| 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 | \$486,203 | \$294,623 | \$975,000 |
| June 2025 | \$539,565 | \$329,966 | \$0 |
| July 2025 | \$536,484 | \$274,400 | \$0 |
| August 2025 | \$516,726 | \$322,145 | \$450,000 |
| September 2025 | \$524,078 | \$331,701 | \$0 |
| 12-Month Avg.* | \$500,315 | \$307,881 | \$451,833 |

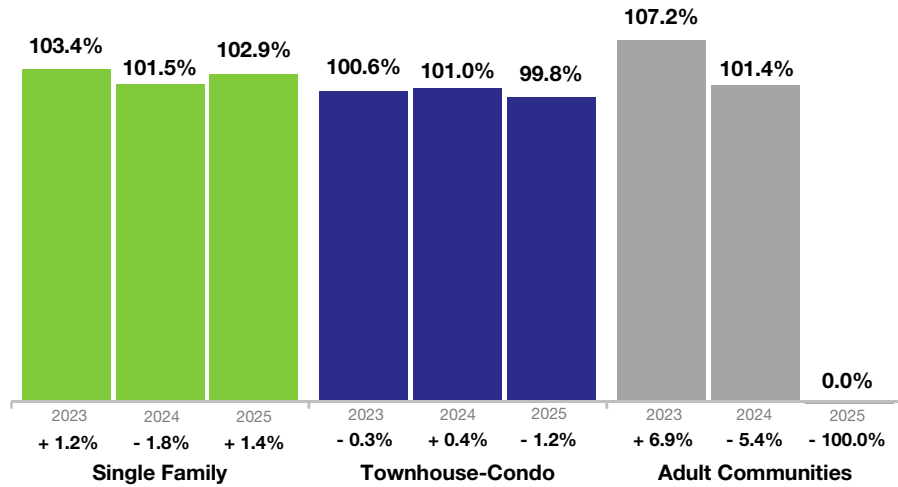
* Avg. Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Percent of List Price Received

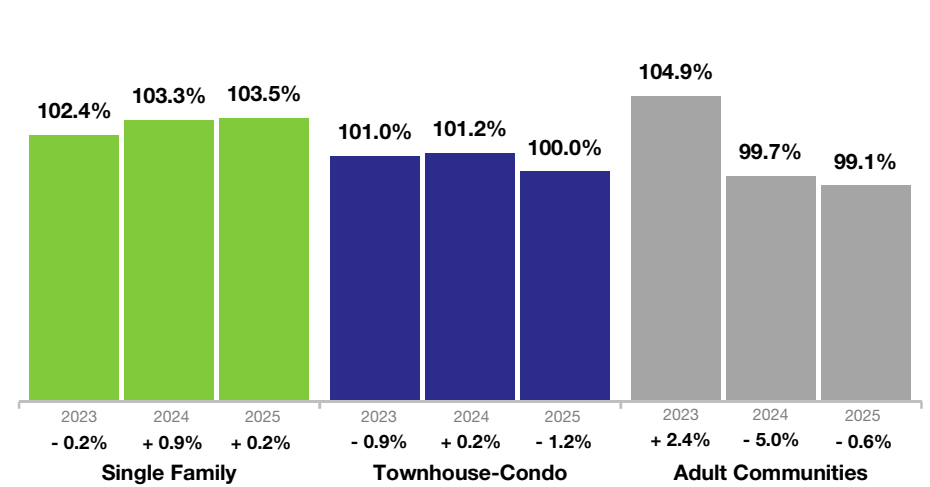


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

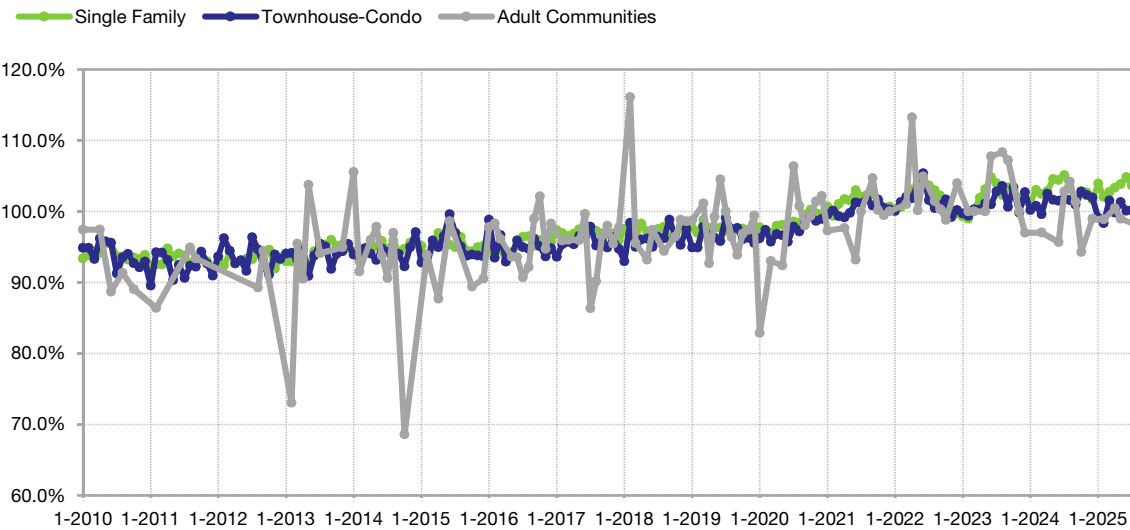
September



Year to Date



Historical Percent of List Price Received by Month



| | Single Family | Townhouse-Condo | Adult Communities |
|-----------------------|---------------|-----------------|-------------------|
| 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 | 103.9% | 101.3% | 99.0% |
| June 2025 | 104.8% | 100.1% | 0.0% |
| July 2025 | 103.7% | 100.2% | 0.0% |
| August 2025 | 103.4% | 99.2% | 98.0% |
| September 2025 | 102.9% | 99.8% | 0.0% |
| 12-Month Avg.* | 103.2% | 100.6% | 98.0% |

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

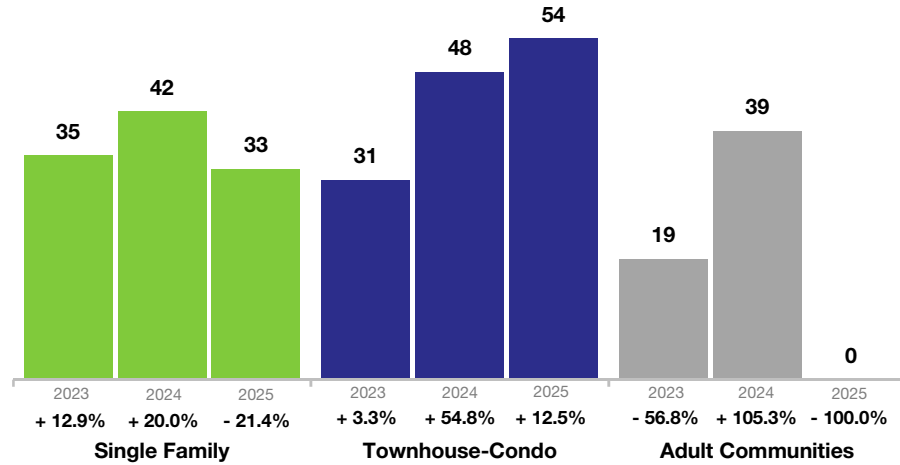
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Days on Market Until Sale

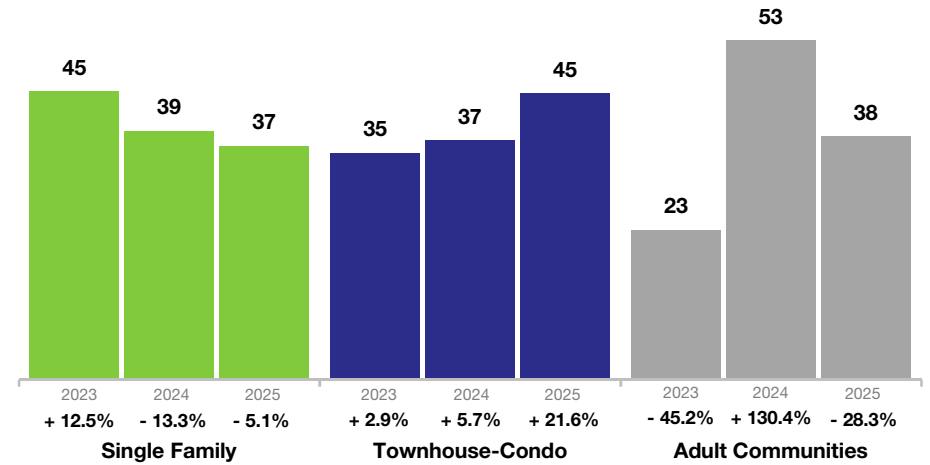
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

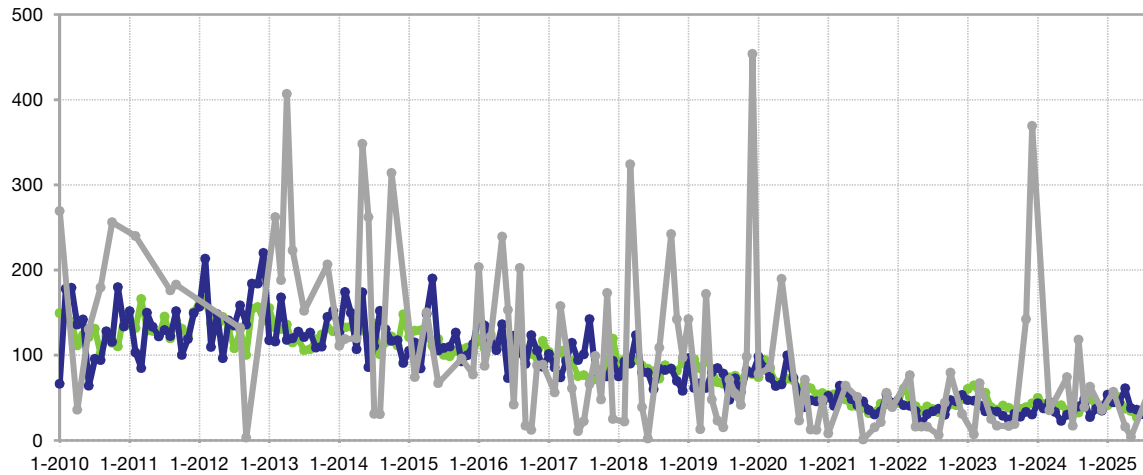


Year to Date



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 |
|-----------------------|---------------|-----------------|-------------------|
| 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 |
| August 2025 | 32 | 48 | 56 |
| September 2025 | 33 | 54 | 0 |
| 12-Month Avg.* | 38 | 42 | 43 |

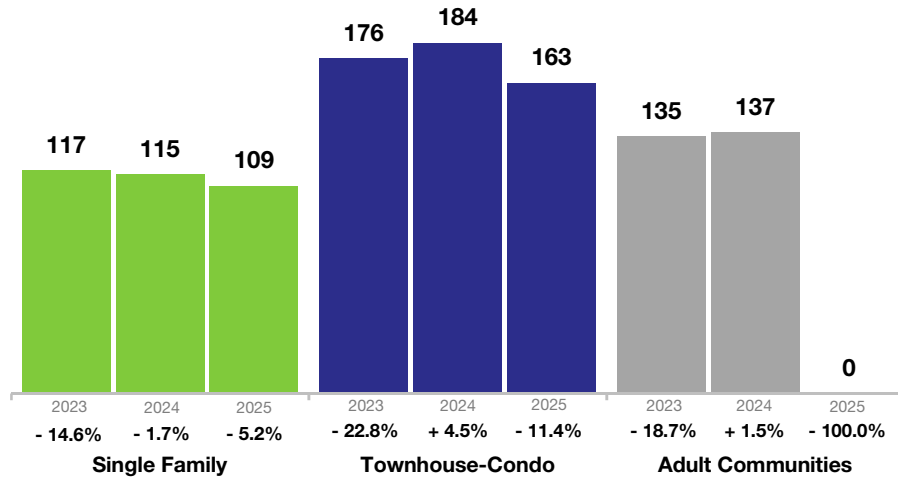
* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Housing Affordability Index

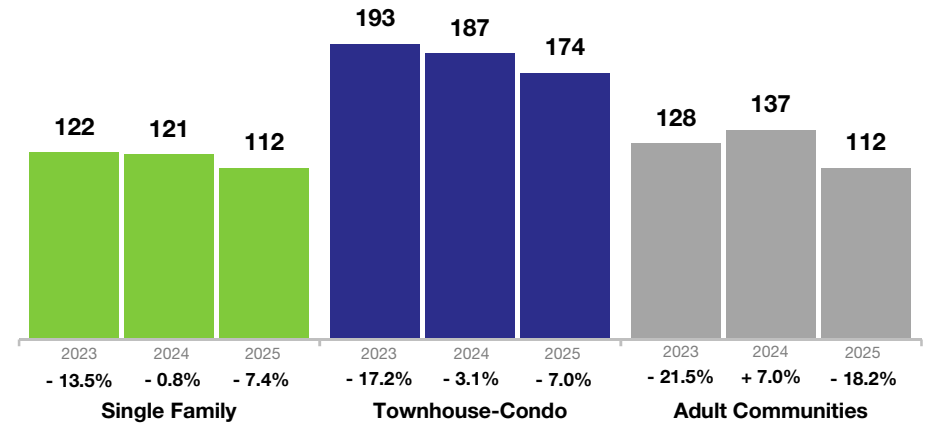


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

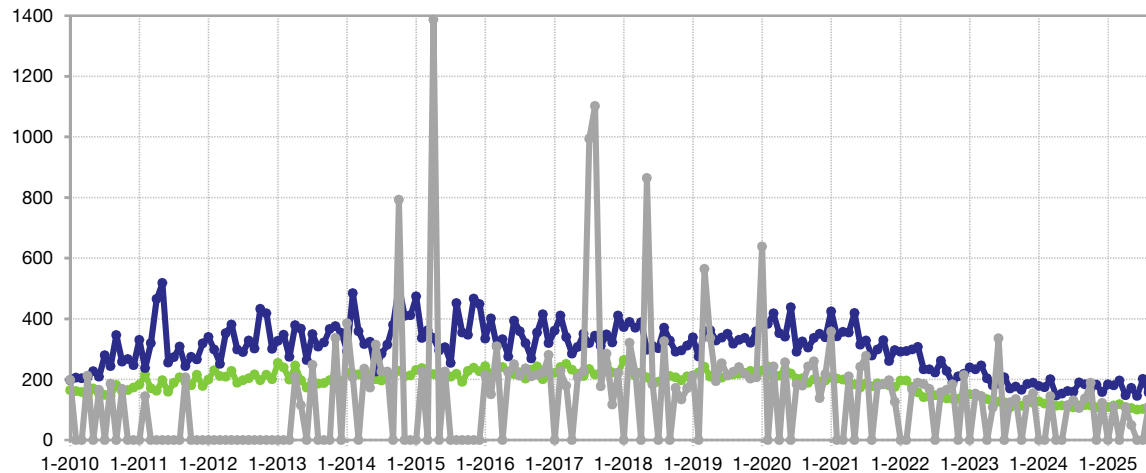


Year to Date



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 |
|-----------------------|---------------|-----------------|-------------------|
| 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 |
| August 2025 | 106 | 157 | 110 |
| September 2025 | 109 | 163 | 0 |
| 12-Month Avg.* | 109 | 171 | 57 |

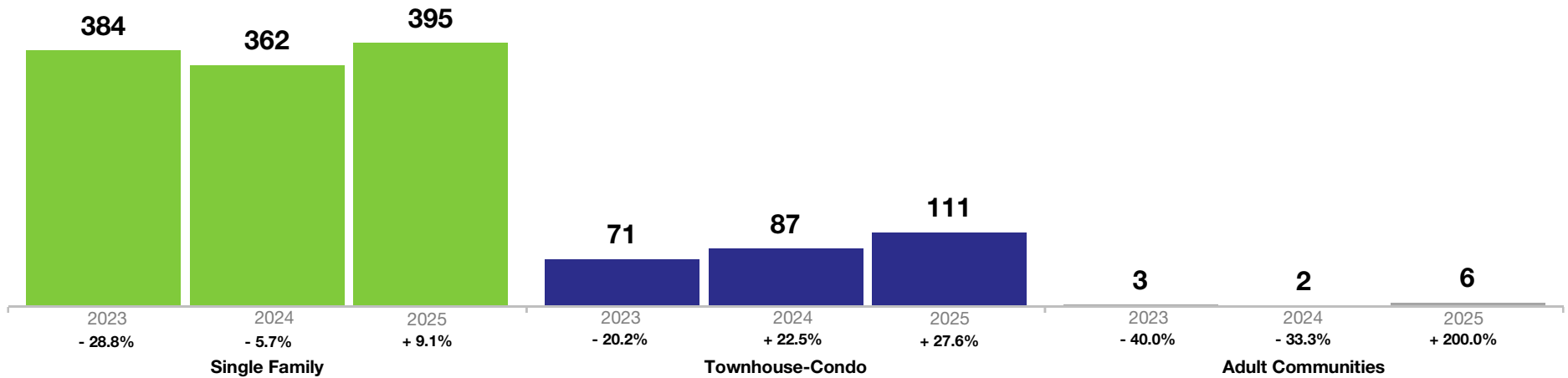
* Affordability Index for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

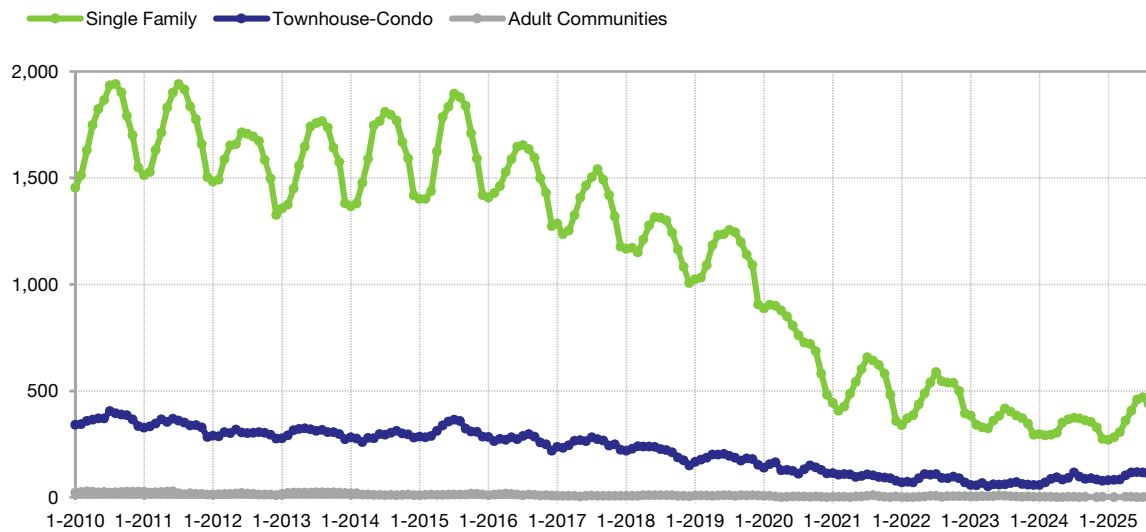
The number of properties available for sale in active status at the end of a given month.



September



Historical Inventory of Homes for Sale 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.

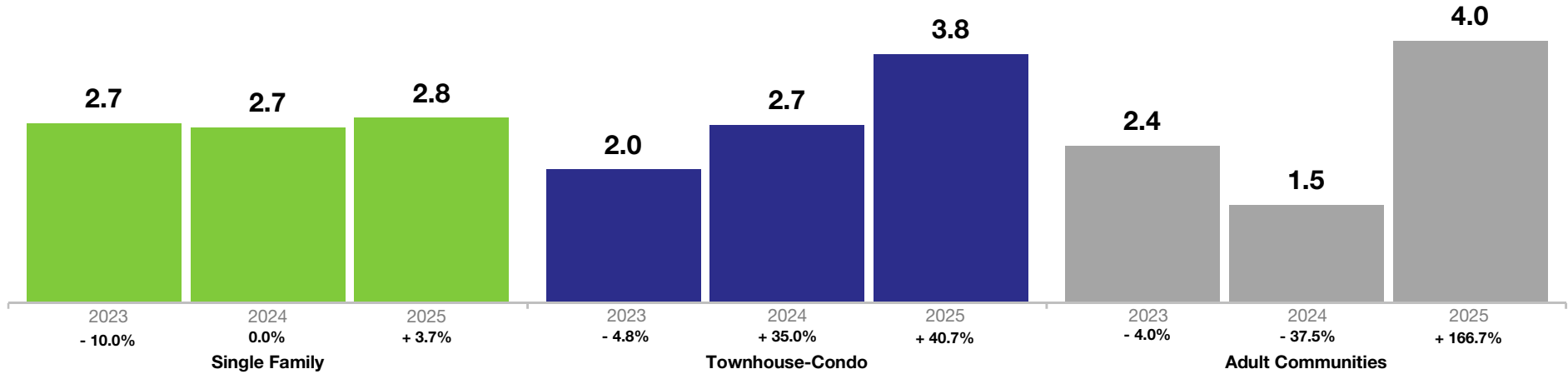
| | Single Family | Townhouse-Condo | Adult Communities |
|-----------------------|---------------|-----------------|-------------------|
| October 2024 | 354 | 89 | 0 |
| November 2024 | 328 | 83 | 1 |
| December 2024 | 274 | 78 | 2 |
| January 2025 | 269 | 80 | 0 |
| February 2025 | 281 | 82 | 1 |
| March 2025 | 306 | 83 | 0 |
| April 2025 | 360 | 103 | 2 |
| May 2025 | 407 | 117 | 2 |
| June 2025 | 459 | 118 | 1 |
| July 2025 | 469 | 117 | 1 |
| August 2025 | 440 | 111 | 5 |
| September 2025 | 395 | 111 | 6 |
| 12-Month Avg. | 362 | 98 | 2 |

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.

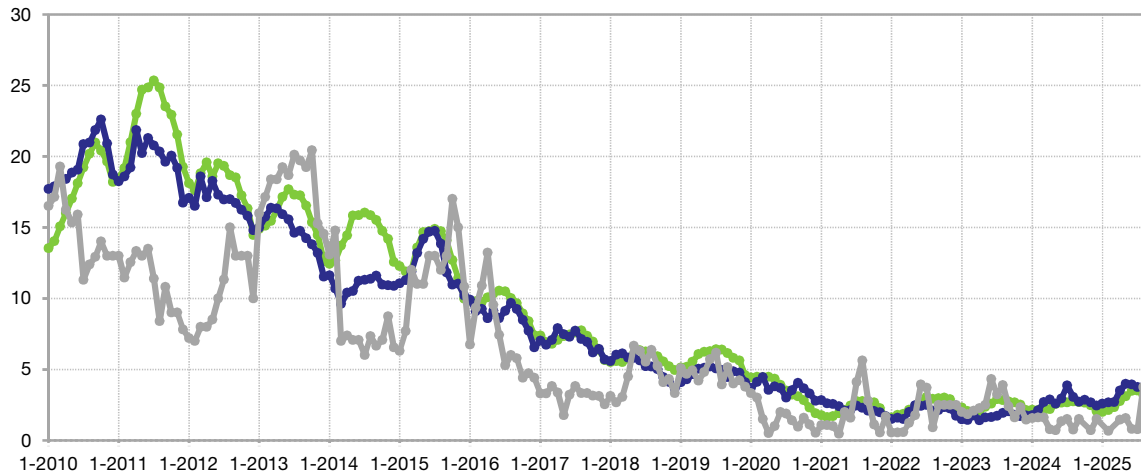


September



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 |
|-----------------------|---------------|-----------------|-------------------|
| October 2024 | 2.6 | 2.9 | 0 |
| November 2024 | 2.5 | 2.7 | 0.7 |
| December 2024 | 2.0 | 2.5 | 1.5 |
| January 2025 | 2.0 | 2.6 | 0 |
| February 2025 | 2.1 | 2.7 | 0.7 |
| March 2025 | 2.3 | 2.7 | 0 |
| April 2025 | 2.8 | 3.5 | 1.5 |
| May 2025 | 3.1 | 4.0 | 1.6 |
| June 2025 | 3.5 | 3.9 | 0.8 |
| July 2025 | 3.5 | 3.7 | 0.8 |
| August 2025 | 3.2 | 3.8 | 3.8 |
| September 2025 | 2.8 | 3.8 | 4.0 |
| 12-Month Avg.* | 2.7 | 3.2 | 1.3 |

* Months Supply for all properties from October 2024 through September 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 | 9-2024 | 9-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|------------------------------------|-----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 217 | 244 | + 12.4% | 2,114 | 2,336 | + 10.5% |
| Pending Sales | | 177 | 206 | + 16.4% | 1,555 | 1,599 | + 2.8% |
| Closed Sales | | 172 | 198 | + 15.1% | 1,475 | 1,424 | - 3.5% |
| Median Sales Price | | \$396,000 | \$435,000 | + 9.8% | \$400,000 | \$425,000 | + 6.3% |
| Avg. Sales Price | | \$455,478 | \$489,100 | + 7.4% | \$434,975 | \$471,883 | + 8.5% |
| Pct. of List Price Received | | 101.3% | 102.3% | + 1.0% | 102.9% | 102.8% | - 0.1% |
| Days on Market | | 44 | 37 | - 15.9% | 39 | 38 | - 2.6% |
| Affordability Index | | 130 | 116 | - 10.8% | 129 | 119 | - 7.8% |
| Homes for Sale | | 451 | 512 | + 13.5% | -- | -- | -- |
| Months Supply | | 2.7 | 3.0 | + 11.1% | -- | -- | -- |