

Monthly Indicators



January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

- Single Family Closed Sales decreased 0.9 percent to 108.
- Townhouse-Condo Closed Sales increased 15.2 percent to 38.
- There was 1 Adult Community Closed Sale for the current month.
- Single Family Median Sales Price was up 1.8 percent to \$447,770.
- Townhouse-Condo Median Sales Price was up 3.9 percent to \$270,000.
- The Adult Communities Median Sales Price was \$450,000 for the current period.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Monthly Snapshot

+ 3.5%

- 4.5%

- 7.0%

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

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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		139	113	- 18.7%	139	113	- 18.7%
Pending Sales		107	105	- 1.9%	107	105	- 1.9%
Closed Sales		109	108	- 0.9%	109	108	- 0.9%
Median Sales Price		\$439,900	\$447,770	+ 1.8%	\$439,900	\$447,770	+ 1.8%
Avg. Sales Price		\$492,301	\$479,984	- 2.5%	\$492,301	\$479,984	- 2.5%
Pct. of List Price Received		104.0%	101.5%	- 2.4%	104.0%	101.5%	- 2.4%
Days on Market		41	54	+ 31.7%	41	54	+ 31.7%
Affordability Index		112	118	+ 5.4%	112	118	+ 5.4%
Homes for Sale		272	243	- 10.7%	--	--	--
Months Supply		2.0	1.8	- 10.0%	--	--	--

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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		38	51	+ 34.2%	38	51	+ 34.2%
Pending Sales		21	36	+ 71.4%	21	36	+ 71.4%
Closed Sales		33	38	+ 15.2%	33	38	+ 15.2%
Median Sales Price		\$259,900	\$270,000	+ 3.9%	\$259,900	\$270,000	+ 3.9%
Avg. Sales Price		\$288,100	\$275,589	- 4.3%	\$288,100	\$275,589	- 4.3%
Pct. of List Price Received		99.1%	98.3%	- 0.8%	99.1%	98.3%	- 0.8%
Days on Market		53	49	- 7.5%	53	49	- 7.5%
Affordability Index		189	196	+ 3.7%	189	196	+ 3.7%
Homes for Sale		80	90	+ 12.5%	--	--	--
Months Supply		2.6	2.9	+ 11.5%	--	--	--

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.



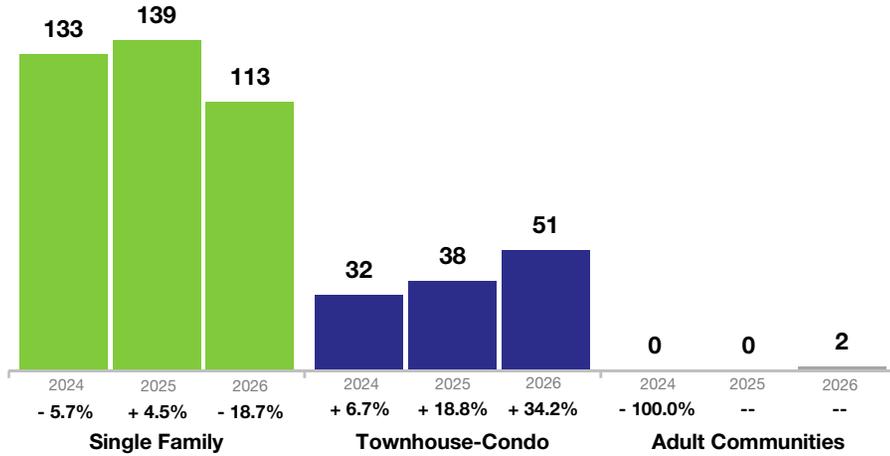
Key Metrics	Historical Sparklines	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		0	2	--	0	2	--
Pending Sales		2	1	- 50.0%	2	1	- 50.0%
Closed Sales		0	1	--	0	1	--
Median Sales Price		\$0	\$450,000	--	\$0	\$450,000	--
Avg. Sales Price		\$0	\$450,000	--	\$0	\$450,000	--
Pct. of List Price Received		0.0%	96.4%	--	0.0%	96.4%	--
Days on Market		0	71	--	0	71	--
Affordability Index		0	117	--	0	117	--
Homes for Sale		0	3	--	--	--	--
Months Supply		0.0	2.6	--	--	--	--

New Listings

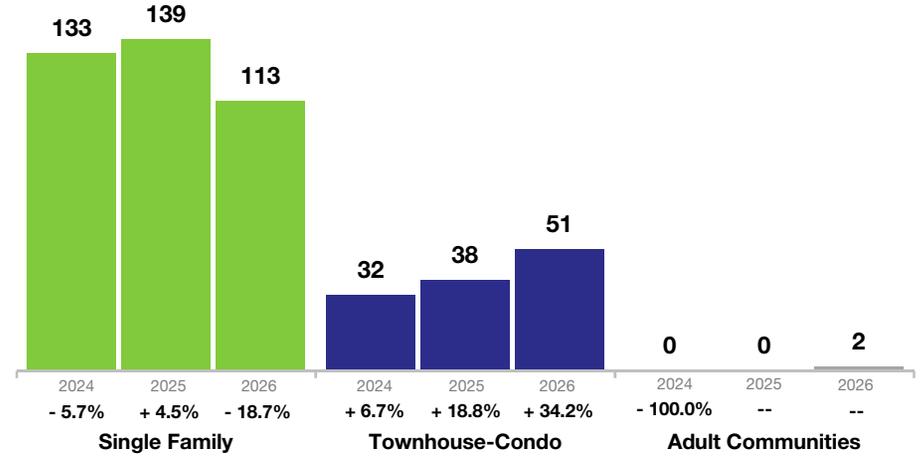
A count of the properties that have been newly listed on the market in a given month.



January

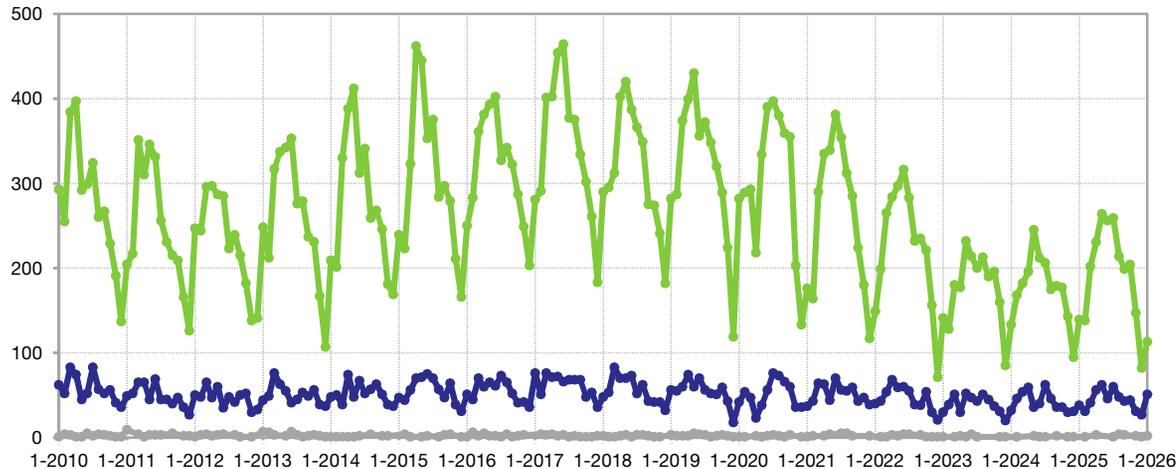


Year to Date



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.

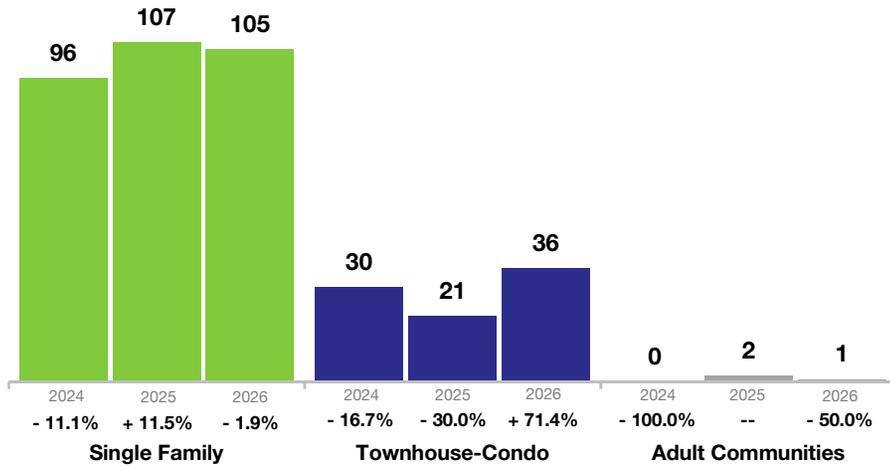
	Single Family	Townhouse-Condo	Adult Communities
February 2025	138	31	1
March 2025	202	41	0
April 2025	231	56	3
May 2025	264	62	0
June 2025	256	46	0
July 2025	259	60	1
August 2025	214	48	4
September 2025	199	43	3
October 2025	204	44	0
November 2025	147	31	2
December 2025	82	27	1
January 2026	113	51	2
12-Month Avg.	192	45	1

Pending Sales

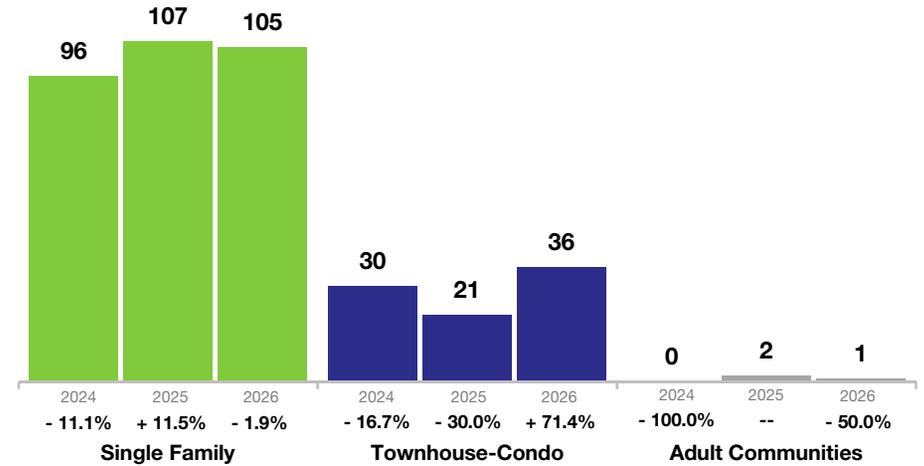
A count of the properties on which offers have been accepted in a given month.



January

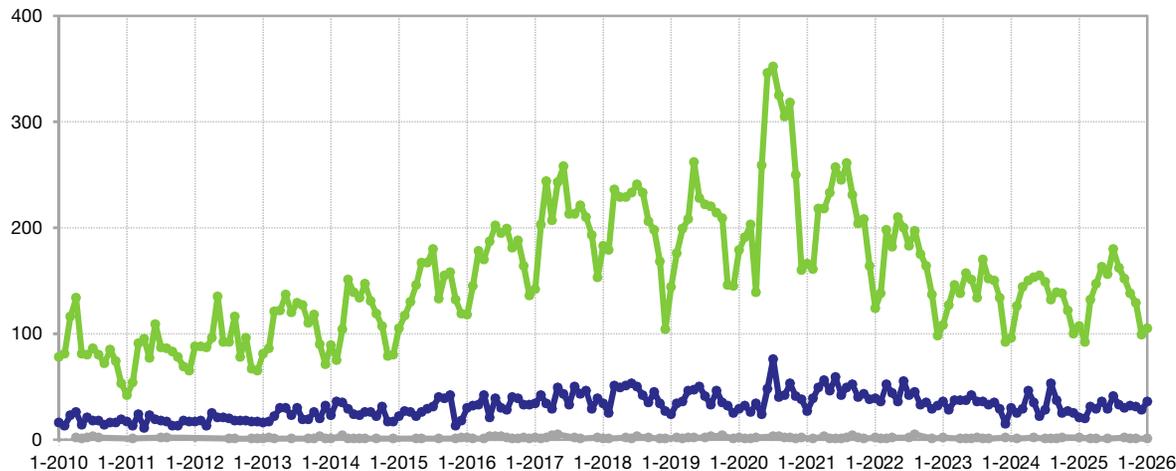


Year to Date



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.

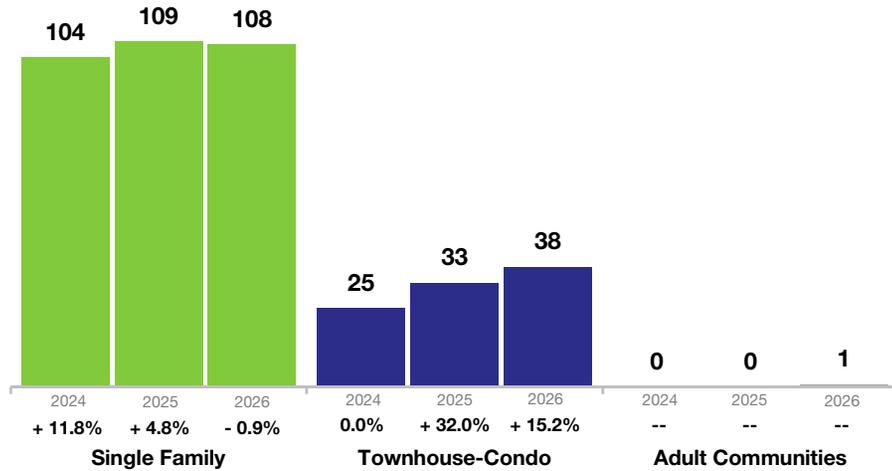
	Single Family	Townhouse-Condo	Adult Communities
February 2025	92	20	0
March 2025	132	31	1
April 2025	147	29	1
May 2025	163	36	0
June 2025	156	29	1
July 2025	180	41	0
August 2025	162	33	0
September 2025	152	30	2
October 2025	138	32	1
November 2025	129	31	1
December 2025	99	28	0
January 2026	105	36	1
12-Month Avg.	138	31	1

Closed Sales

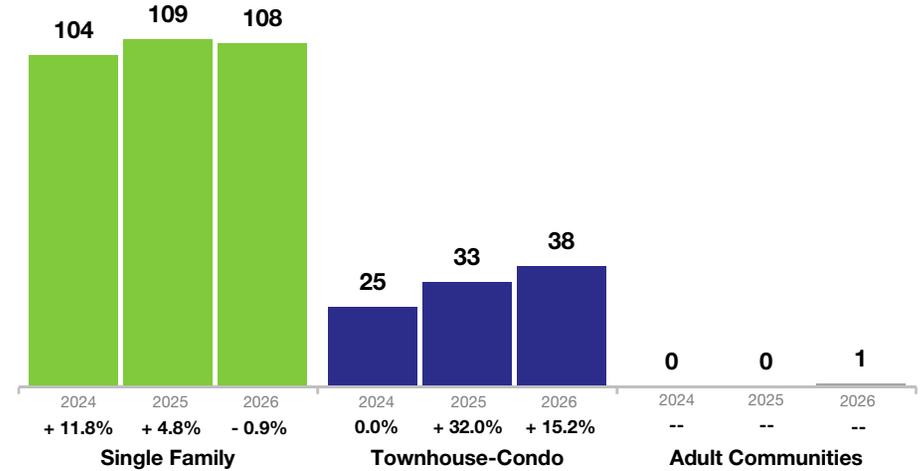
A count of the actual sales that closed in a given month.



January

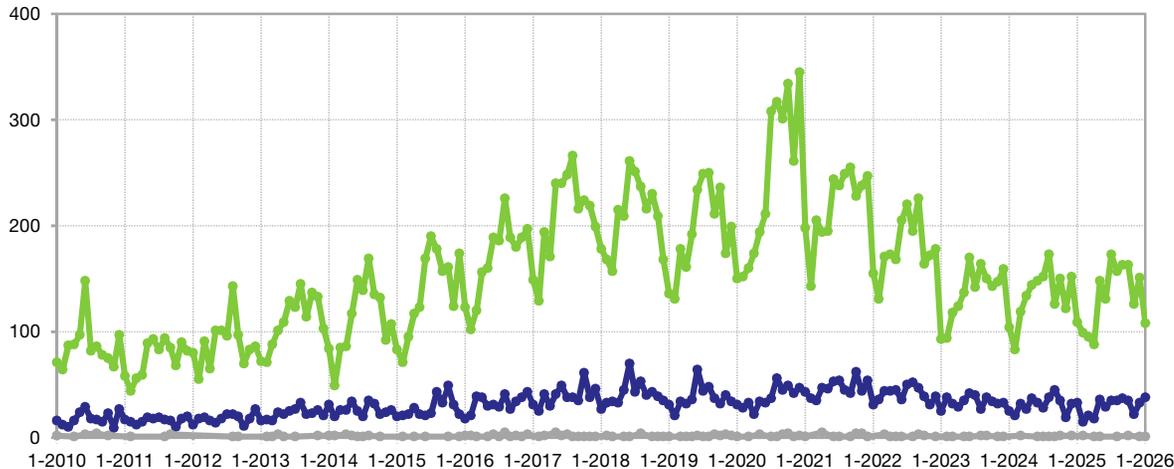


Year to Date



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.

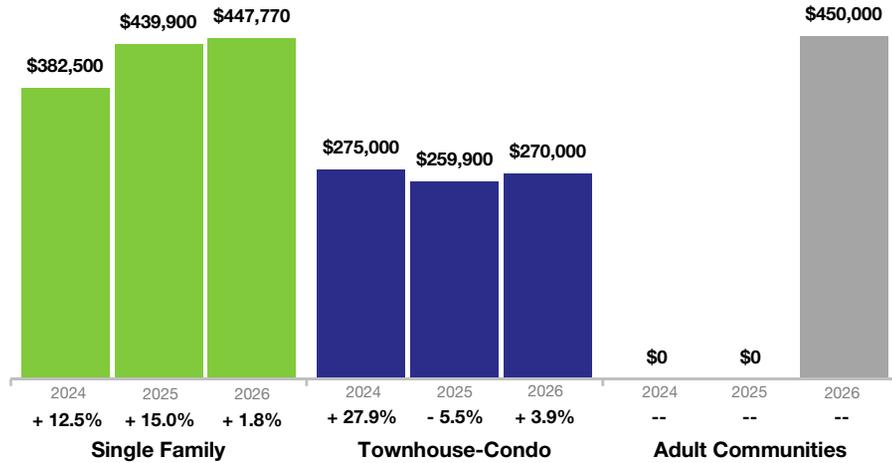
	Single Family	Townhouse-Condo	Adult Communities
February 2025	99	15	2
March 2025	95	21	0
April 2025	88	18	1
May 2025	148	36	1
June 2025	131	29	0
July 2025	173	35	0
August 2025	157	35	1
September 2025	163	37	0
October 2025	163	35	2
November 2025	126	22	0
December 2025	151	33	1
January 2026	108	38	1
12-Month Avg.	134	30	1

Median Sales Price

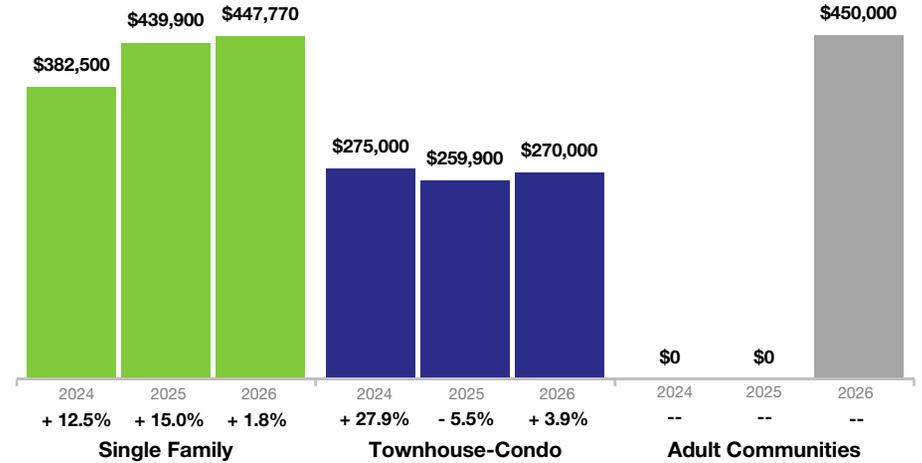
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

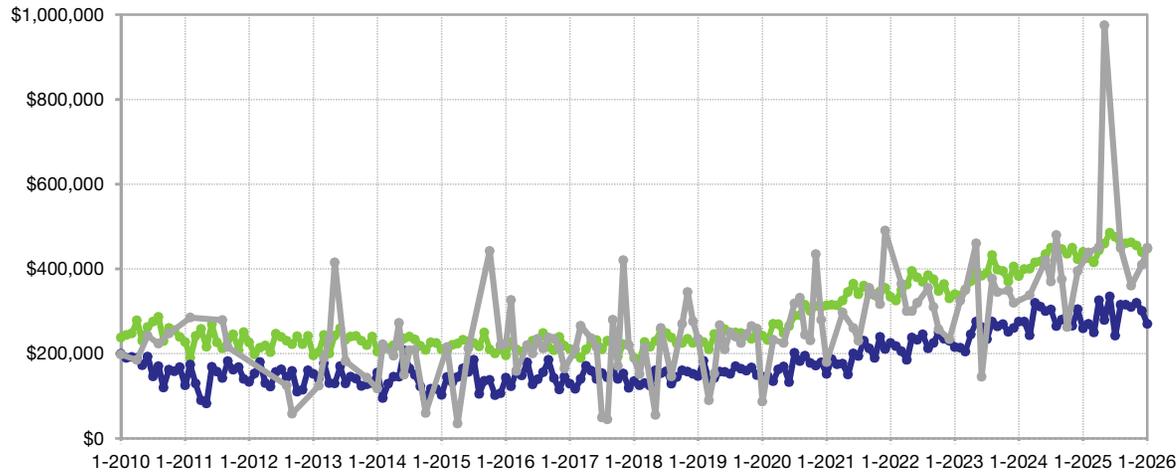


Year to Date



Historical Median Sales Price 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
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	\$460,000	\$315,000	\$450,000
September 2025	\$460,000	\$315,000	\$0
October 2025	\$462,500	\$310,000	\$360,000
November 2025	\$455,000	\$320,000	\$0
December 2025	\$439,000	\$301,000	\$410,000
January 2026	\$447,770	\$270,000	\$450,000
12-Month Med.*	\$450,758	\$296,500	\$450,000

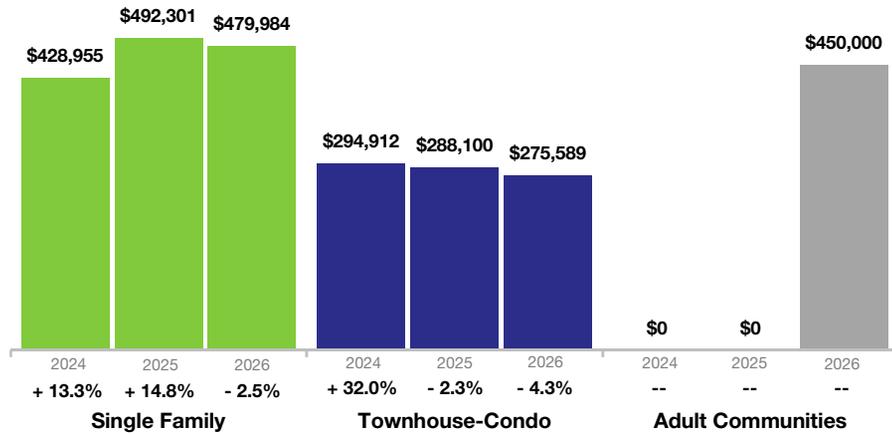
* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Average Sales Price

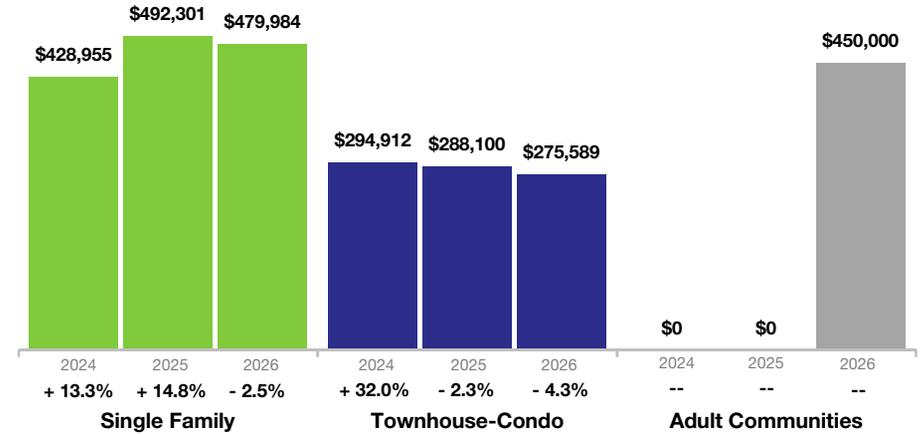
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

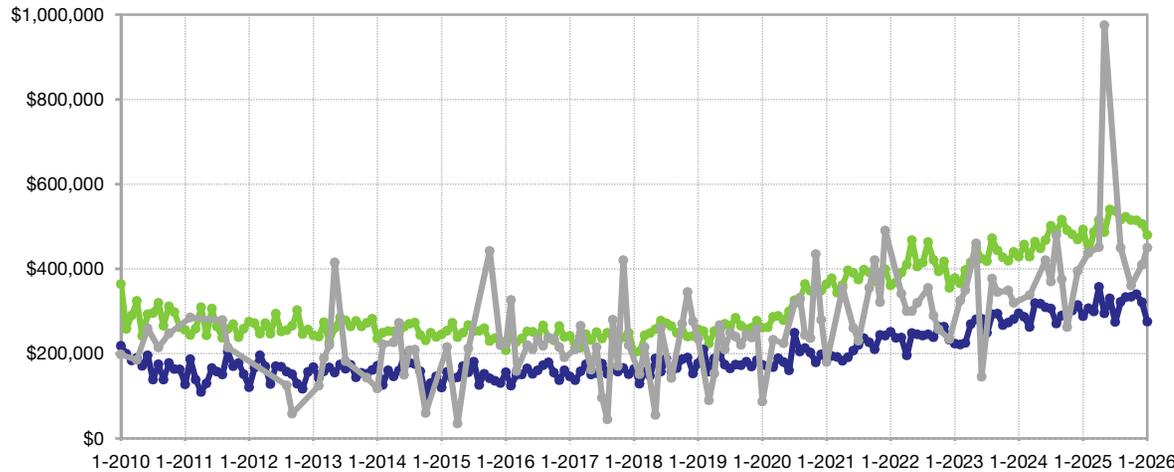


Year to Date



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
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	\$515,855	\$322,145	\$450,000
September 2025	\$522,752	\$333,277	\$0
October 2025	\$515,273	\$333,700	\$360,000
November 2025	\$514,380	\$340,114	\$0
December 2025	\$506,175	\$321,361	\$410,000
January 2026	\$479,984	\$275,589	\$450,000
12-Month Avg.*	\$507,890	\$313,374	\$481,389

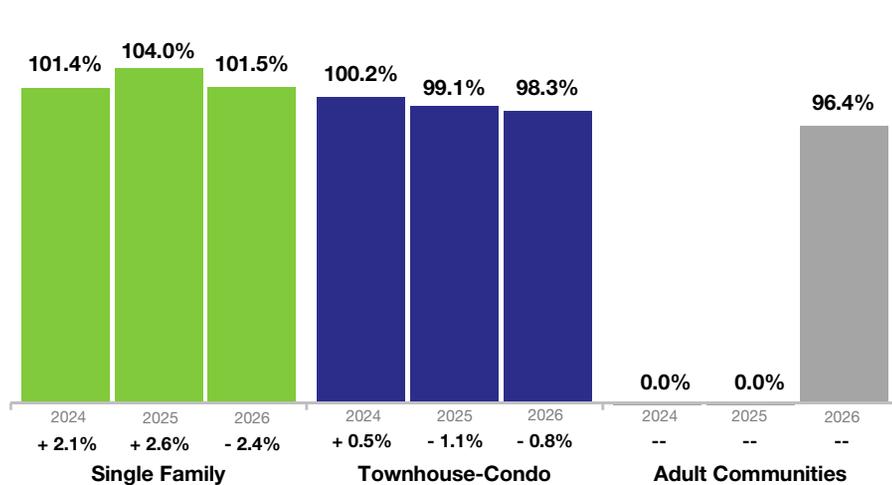
* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Percent of List Price Received

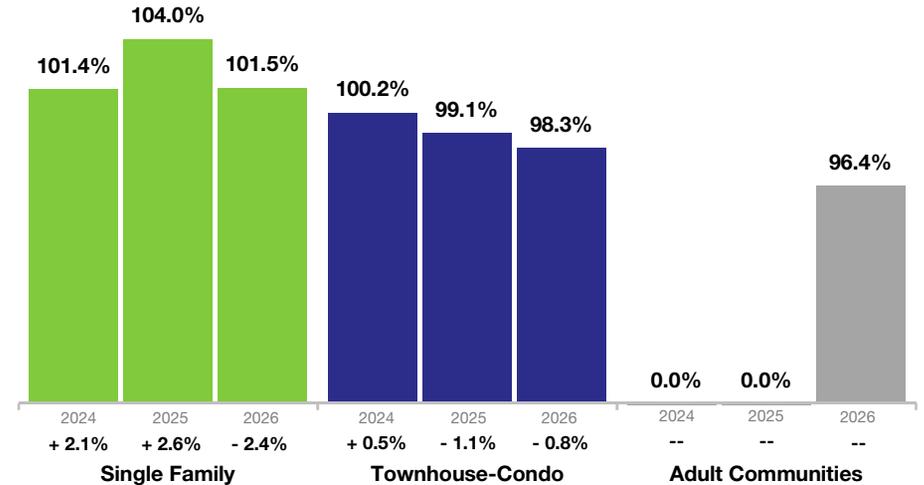


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

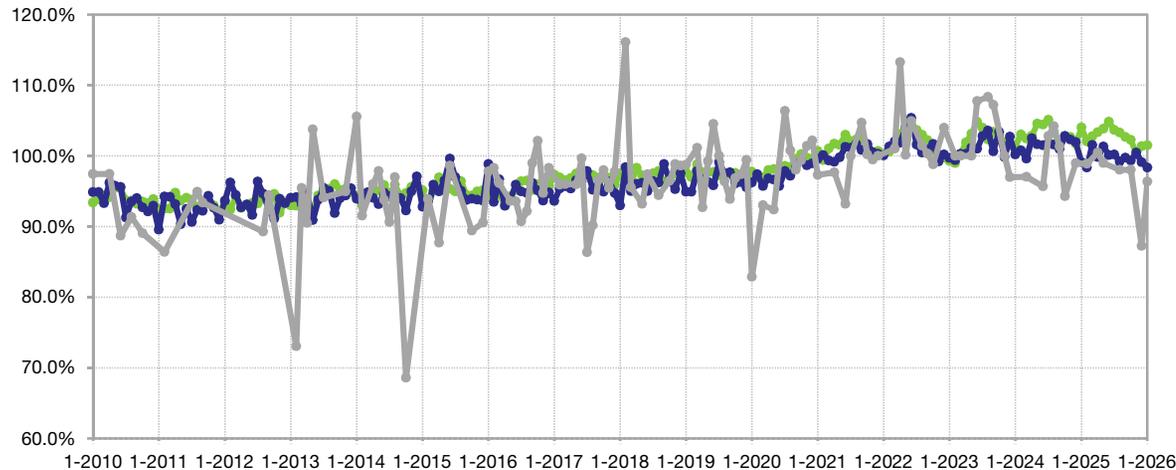


Year to Date



Historical Percent of List Price Received 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
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	103.3%	99.2%	98.0%
September 2025	102.7%	99.7%	0.0%
October 2025	102.3%	99.3%	98.0%
November 2025	100.3%	100.5%	0.0%
December 2025	101.4%	99.1%	87.3%
January 2026	101.5%	98.3%	96.4%
12-Month Avg.*	102.7%	99.8%	97.2%

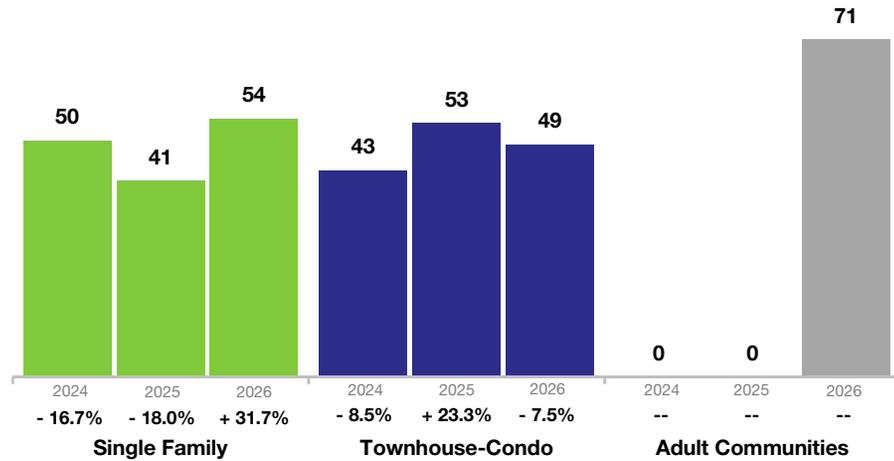
* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Days on Market Until Sale

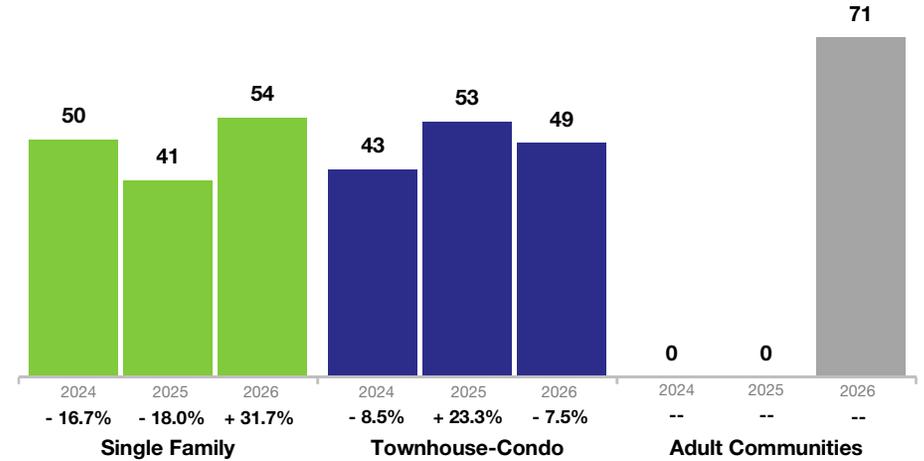
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

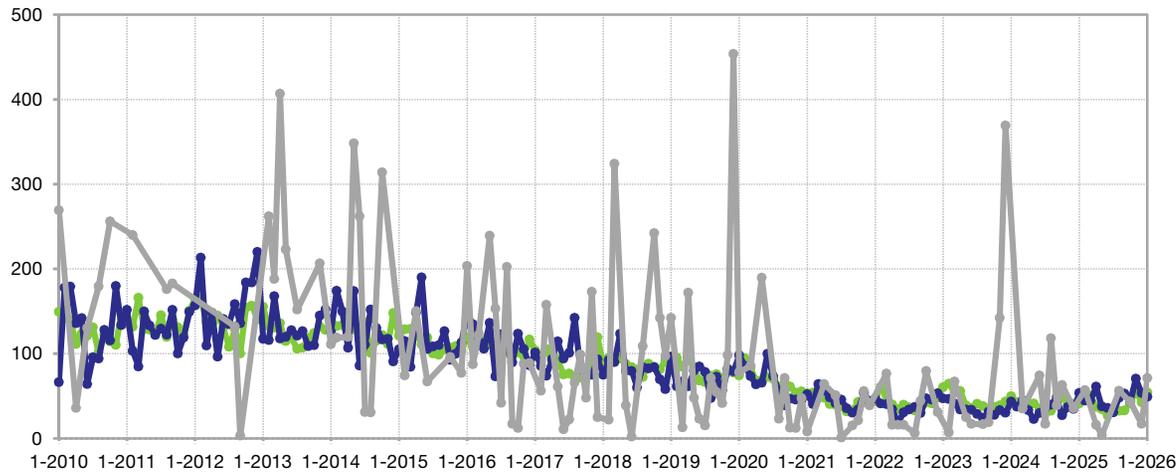


Year to Date



Historical Days on Market Until Sale 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
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	33	48	56
September 2025	33	53	0
October 2025	42	43	44
November 2025	56	70	0
December 2025	43	54	17
January 2026	54	49	71
12-Month Avg.*	40	47	41

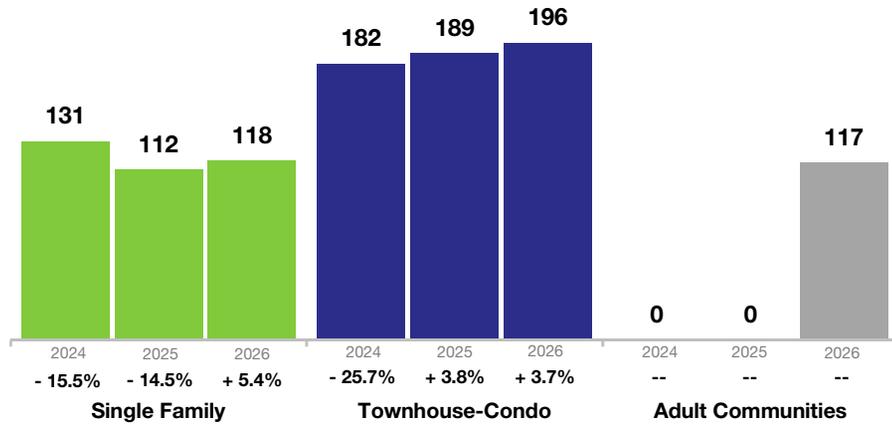
* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Housing Affordability Index

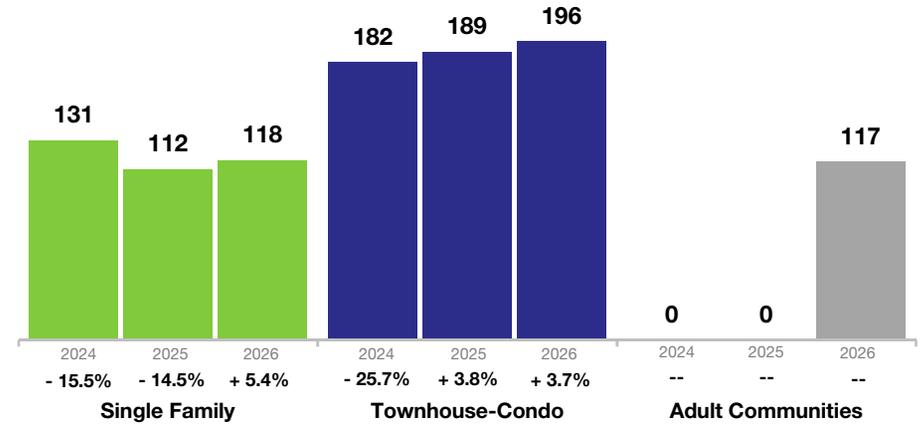


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

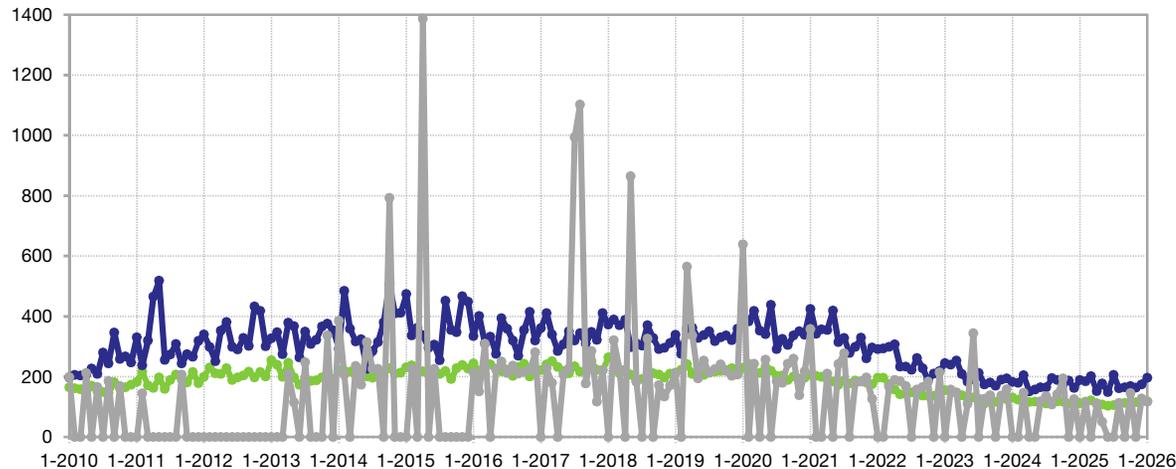


Year to Date



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
February 2025	117	185	114
March 2025	121	201	0
April 2025	112	152	110
May 2025	107	177	51
June 2025	103	149	0
July 2025	105	206	0
August 2025	110	161	113
September 2025	113	165	0
October 2025	113	169	146
November 2025	115	163	0
December 2025	119	174	128
January 2026	118	196	117
12-Month Avg.*	113	175	65

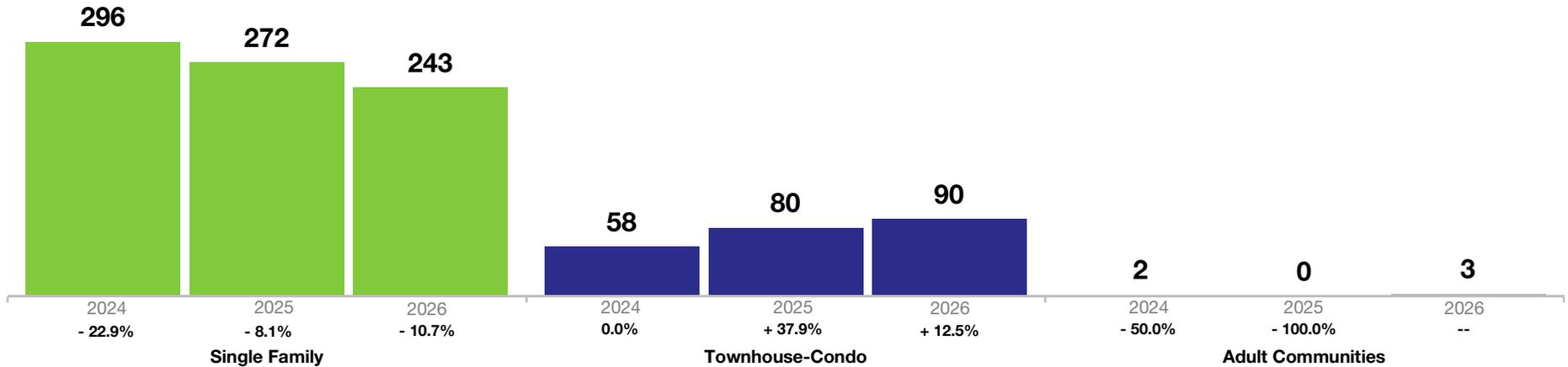
* Affordability Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Inventory of Homes for Sale

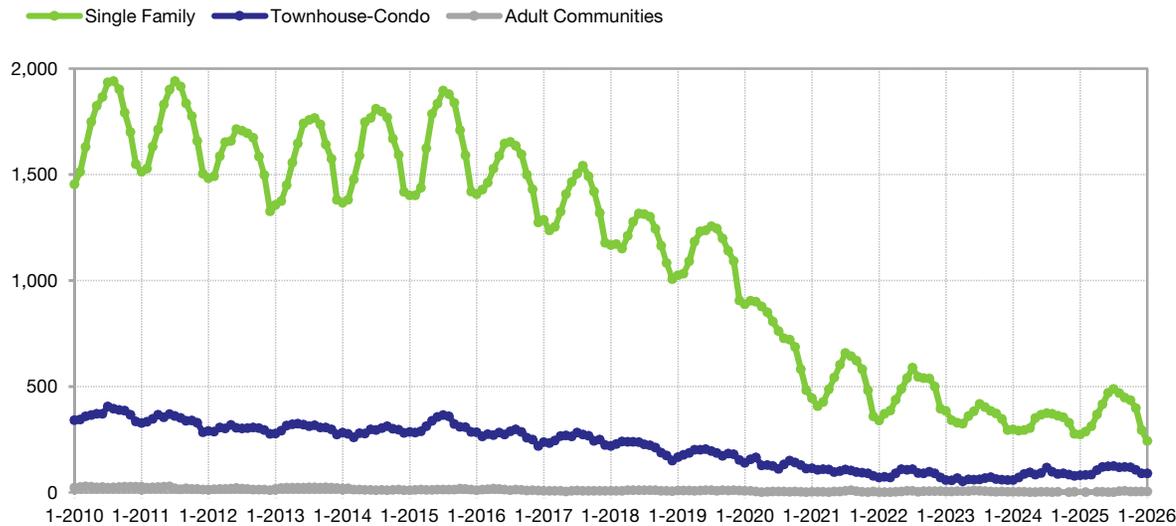
The number of properties available for sale in active status at the end of a given month.



January



Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	286	82	1
March 2025	312	84	0
April 2025	367	104	2
May 2025	415	119	2
June 2025	469	122	1
July 2025	487	124	1
August 2025	468	118	5
September 2025	447	120	6
October 2025	435	118	4
November 2025	397	106	3
December 2025	293	89	3
January 2026	243	90	3
12-Month Avg.	385	106	3

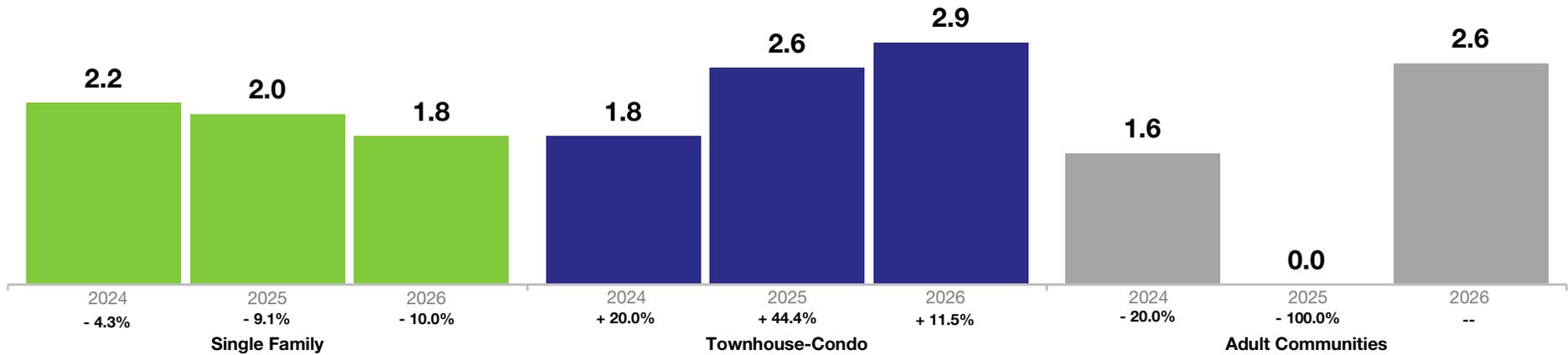
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Months Supply of Inventory

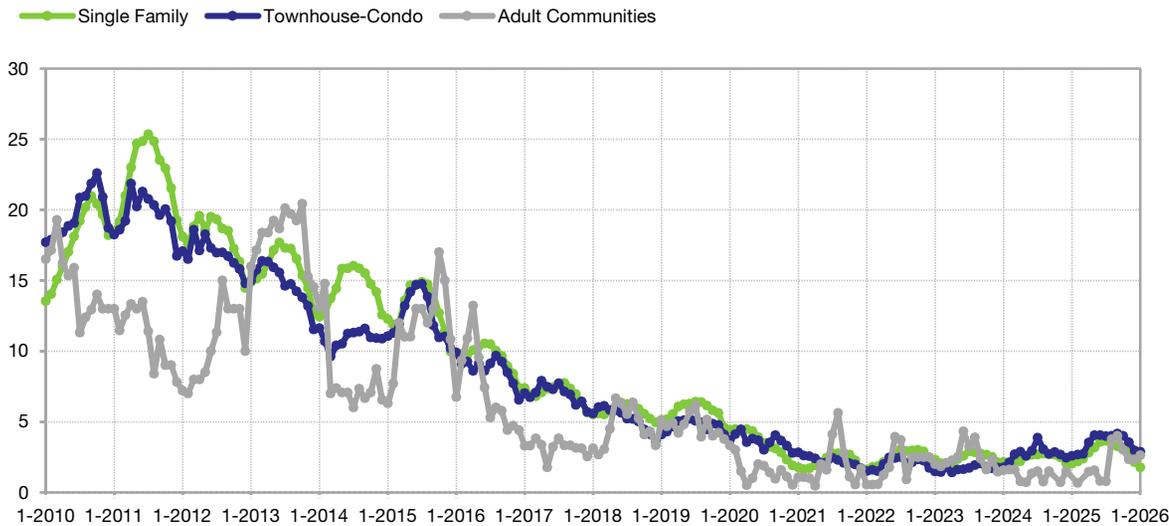
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



January



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
February 2025	2.2	2.7	0.7
March 2025	2.4	2.7	0
April 2025	2.8	3.5	1.5
May 2025	3.2	4.0	1.6
June 2025	3.6	4.1	0.8
July 2025	3.6	4.0	0.8
August 2025	3.4	4.0	3.8
September 2025	3.2	4.1	4.0
October 2025	3.2	4.0	3.0
November 2025	2.9	3.6	2.3
December 2025	2.1	3.0	2.3
January 2026	1.8	2.9	2.6
12-Month Avg.*	2.9	3.5	1.9

* Months Supply for all properties from February 2025 through January 2026. 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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		177	166	- 6.2%	177	166	- 6.2%
Pending Sales		130	142	+ 9.2%	130	142	+ 9.2%
Closed Sales		142	147	+ 3.5%	142	147	+ 3.5%
Median Sales Price		\$416,413	\$387,250	- 7.0%	\$416,413	\$387,250	- 7.0%
Avg. Sales Price		\$444,846	\$426,580	- 4.1%	\$444,846	\$426,580	- 4.1%
Pct. of List Price Received		102.9%	100.6%	- 2.2%	102.9%	100.6%	- 2.2%
Days on Market		44	53	+ 20.5%	44	53	+ 20.5%
Affordability Index		118	136	+ 15.3%	118	136	+ 15.3%
Homes for Sale		352	336	- 4.5%	--	--	--
Months Supply		2.1	2.0	- 4.8%	--	--	--