

# Monthly Indicators



## March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

- Single Family Closed Sales increased 4.0 percent to 103.
- Townhouse-Condo Closed Sales increased 59.1 percent to 35.
- There was 1 Adult Community Closed Sale for the current month.
  
- Single Family Median Sales Price was up 8.9 percent to \$452,000.
- Townhouse-Condo Median Sales Price was up 18.9 percent to \$315,000.
- The Adult Communities Median Sales Price was \$251,125 for the current period.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

## Monthly Snapshot

**+ 14.9%**      **- 9.3%**      **+ 5.4%**

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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		202	196	- 3.0%	479	432	- 9.8%
<b>Pending Sales</b>		132	125	- 5.3%	332	321	- 3.3%
<b>Closed Sales</b>		99	103	+ 4.0%	307	290	- 5.5%
<b>Median Sales Price</b>		\$415,000	\$452,000	+ 8.9%	\$425,000	\$449,999	+ 5.9%
<b>Avg. Sales Price</b>		\$484,556	\$503,872	+ 4.0%	\$472,020	\$489,468	+ 3.7%
<b>Pct. of List Price Received</b>		102.8%	102.0%	- 0.8%	103.0%	101.6%	- 1.4%
<b>Days on Market</b>		53	46	- 13.2%	48	50	+ 4.2%
<b>Affordability Index</b>		121	114	- 5.8%	118	114	- 3.4%
<b>Homes for Sale</b>		315	276	- 12.4%	--	--	--
<b>Months Supply</b>		2.4	2.0	- 16.7%	--	--	--

# 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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		41	44	+ 7.3%	110	129	+ 17.3%
<b>Pending Sales</b>		31	32	+ 3.2%	72	97	+ 34.7%
<b>Closed Sales</b>		22	35	+ 59.1%	70	97	+ 38.6%
<b>Median Sales Price</b>		\$264,950	\$315,000	+ 18.9%	\$267,450	\$285,000	+ 6.6%
<b>Avg. Sales Price</b>		\$298,184	\$310,940	+ 4.3%	\$295,276	\$292,930	- 0.8%
<b>Pct. of List Price Received</b>		101.3%	100.2%	- 1.1%	99.6%	99.0%	- 0.6%
<b>Days on Market</b>		44	52	+ 18.2%	49	51	+ 4.1%
<b>Affordability Index</b>		190	164	- 13.7%	188	181	- 3.7%
<b>Homes for Sale</b>		85	85	0.0%	--	--	--
<b>Months Supply</b>		2.8	2.6	- 7.1%	--	--	--

# 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.



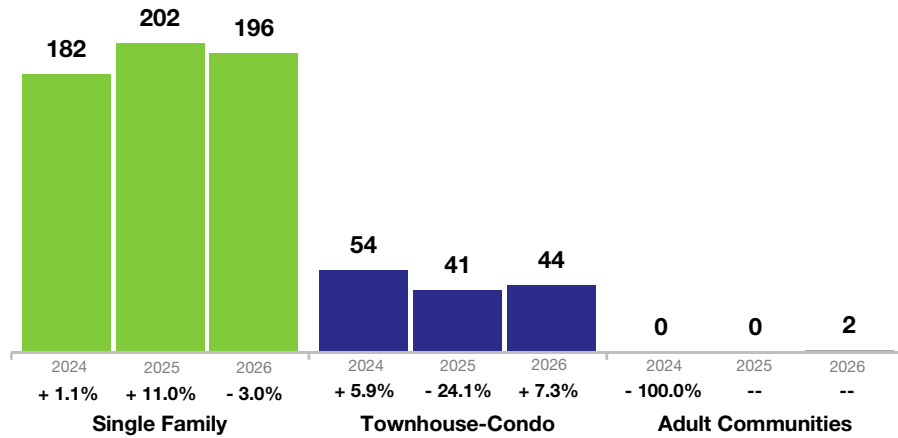
Key Metrics	Historical Sparklines	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		0	2	--	1	6	+ 500.0%
<b>Pending Sales</b>		1	1	0.0%	3	2	- 33.3%
<b>Closed Sales</b>		0	1	--	2	2	0.0%
<b>Median Sales Price</b>		\$0	\$251,125	--	\$438,250	\$350,563	+ 25.0%
<b>Avg. Sales Price</b>		\$0	\$251,125	--	\$438,250	\$350,563	+ 25.0%
<b>Pct. of List Price Received</b>		0.0%	102.5%	--	98.9%	99.4%	- 0.5%
<b>Days on Market</b>		0	33	--	57	52	+ 9.6%
<b>Affordability Index</b>		0	205	--	115	147	- 21.8%
<b>Homes for Sale</b>		0	2	--	--	--	--
<b>Months Supply</b>		0.0	1.8	--	--	--	--

# New Listings

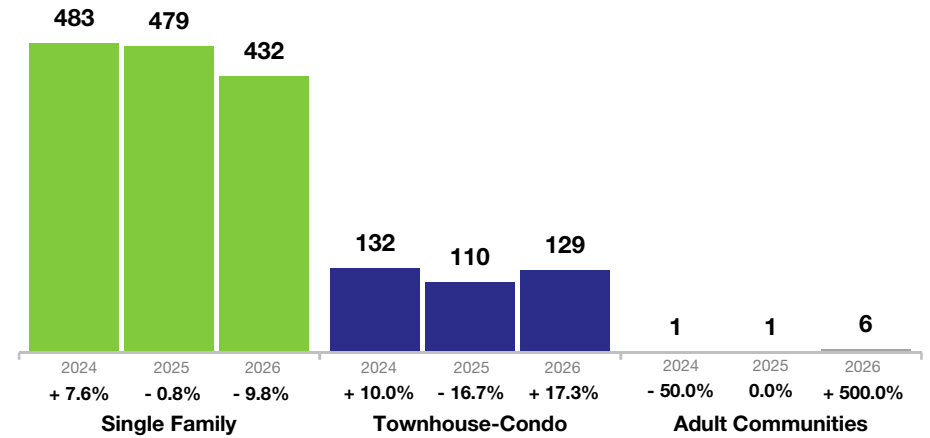
A count of the properties that have been newly listed on the market in a given month.



## March

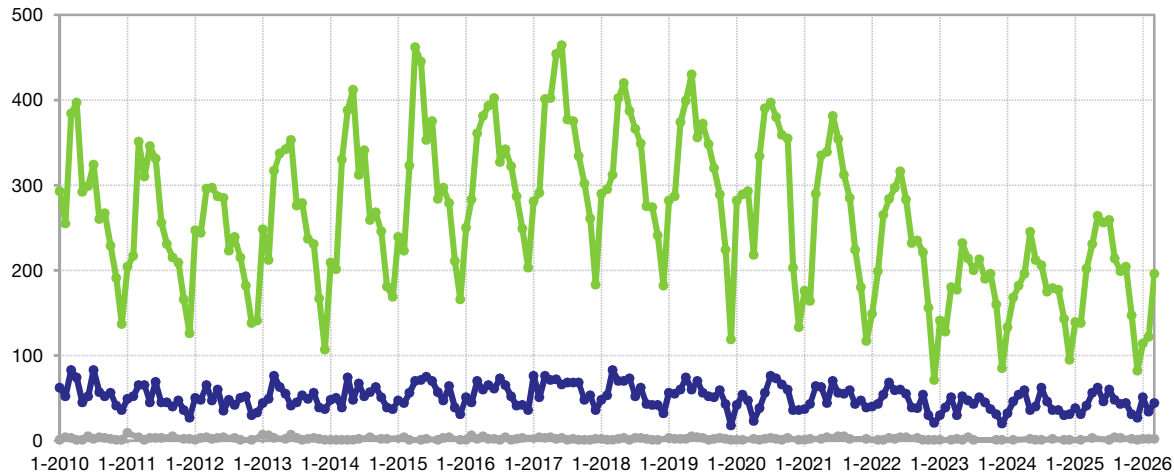


## Year to Date



## 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.

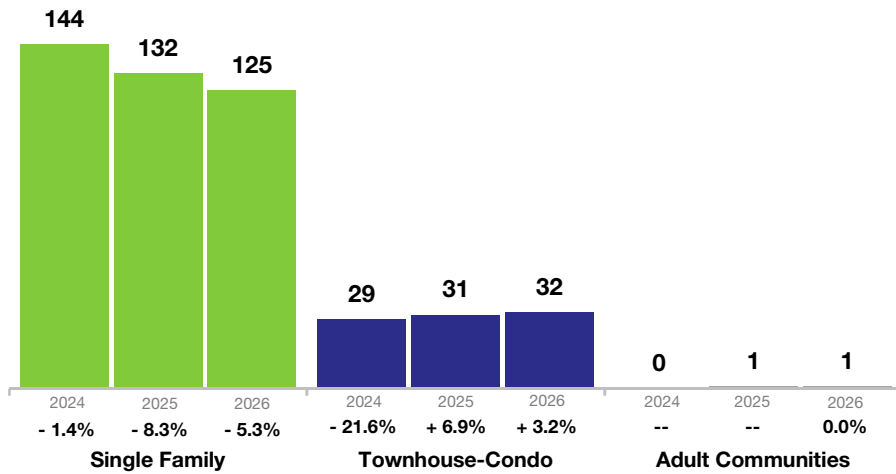
	Single Family	Townhouse-Condo	Adult Communities
April 2025	231	56	3
May 2025	264	62	0
June 2025	256	46	0
July 2025	259	60	1
August 2025	214	48	4
September 2025	199	43	3
October 2025	204	44	0
November 2025	147	31	2
December 2025	82	27	1
January 2026	114	51	2
February 2026	122	34	2
<b>March 2026</b>	<b>196</b>	<b>44</b>	<b>2</b>
12-Month Avg.	191	46	2

# Pending Sales

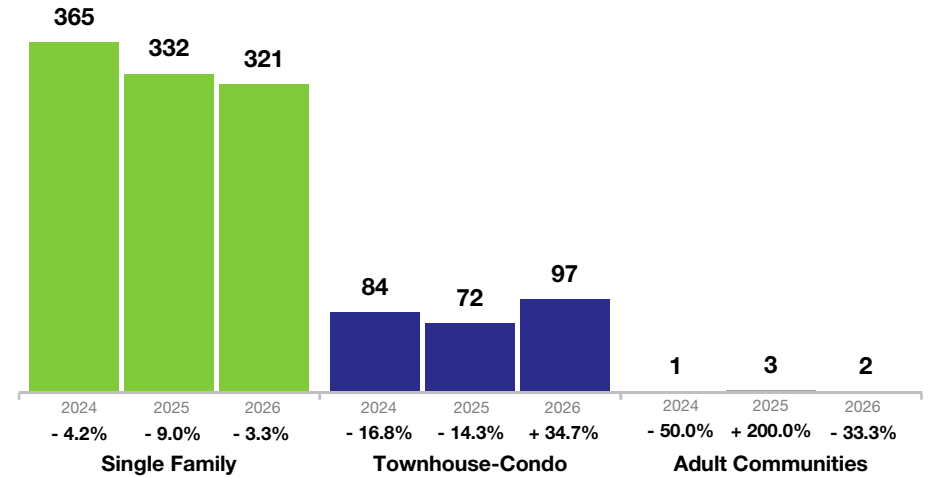
A count of the properties on which offers have been accepted in a given month.



## March

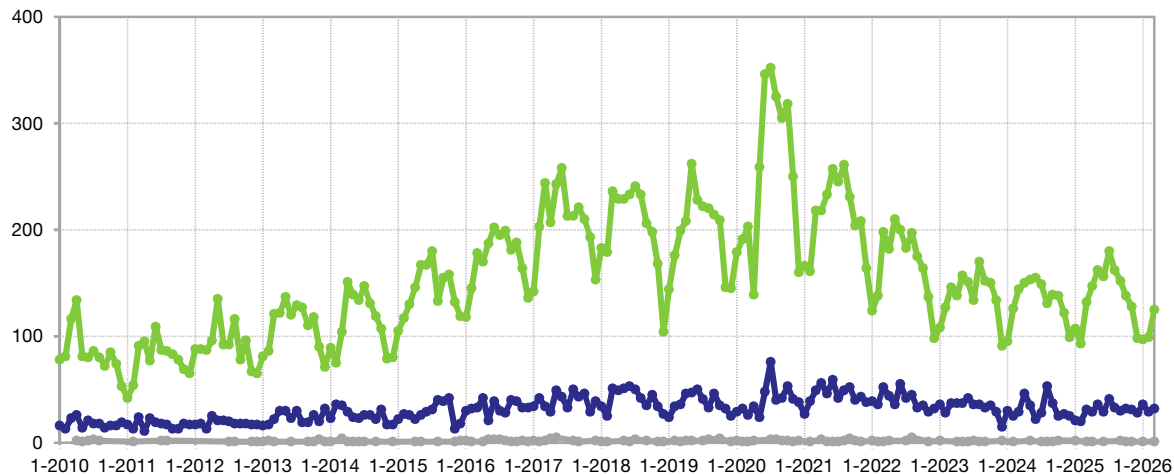


## Year to Date



## Historical Pending 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.

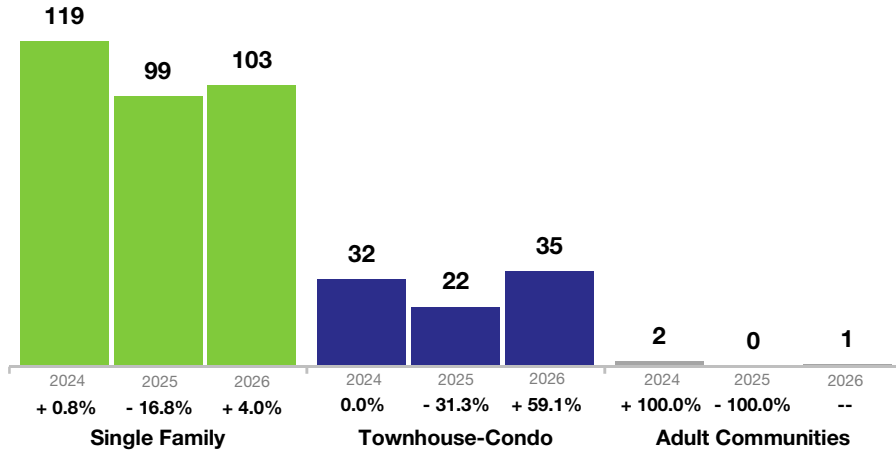
	Single Family	Townhouse-Condo	Adult Communities
April 2025	147	29	1
May 2025	162	36	0
June 2025	156	29	1
July 2025	180	41	0
August 2025	162	33	0
September 2025	152	30	2
October 2025	138	32	1
November 2025	128	31	1
December 2025	98	28	0
January 2026	97	36	1
February 2026	99	29	0
<b>March 2026</b>	<b>125</b>	<b>32</b>	<b>1</b>
12-Month Avg.	137	32	1

# Closed Sales

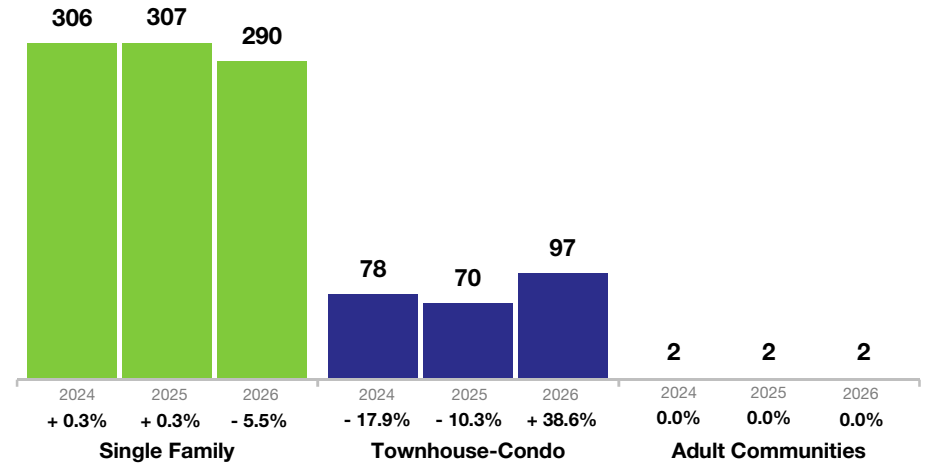
A count of the actual sales that closed in a given month.



## March

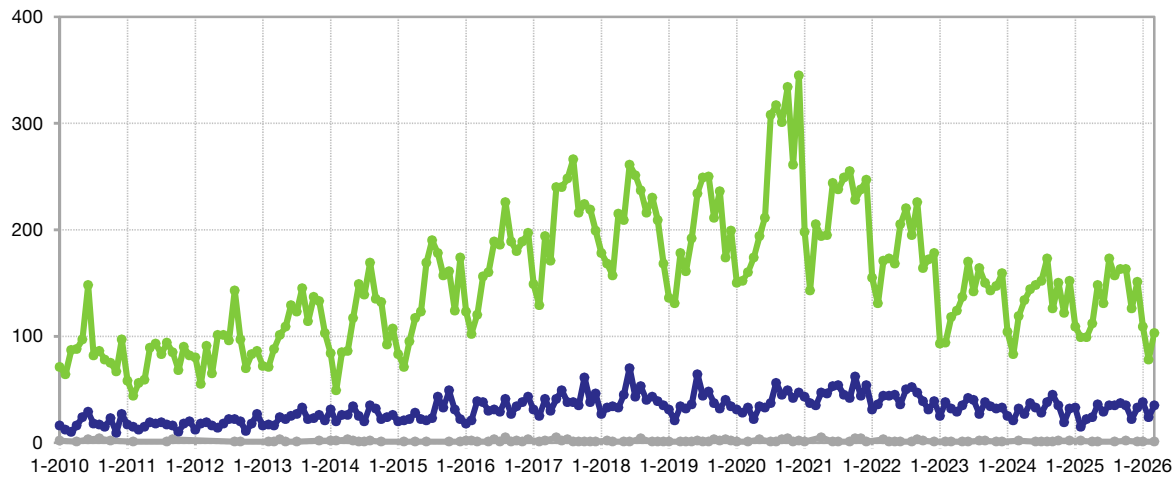


## Year to Date



## 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.

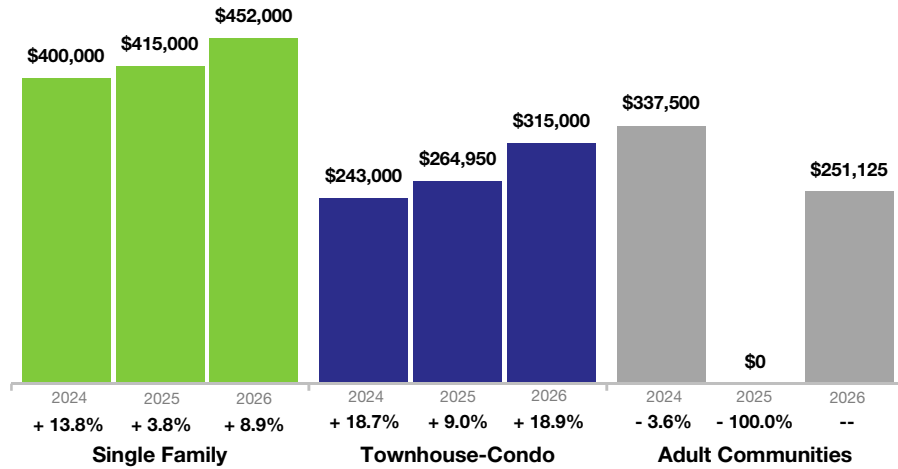
	Single Family	Townhouse-Condo	Adult Communities
April 2025	112	24	1
May 2025	148	36	1
June 2025	131	29	0
July 2025	173	35	0
August 2025	157	35	1
September 2025	163	37	0
October 2025	163	35	2
November 2025	126	22	0
December 2025	151	33	1
January 2026	109	38	1
February 2026	78	24	0
<b>March 2026</b>	<b>103</b>	<b>35</b>	<b>1</b>
12-Month Avg.	135	32	1

# Median Sales Price

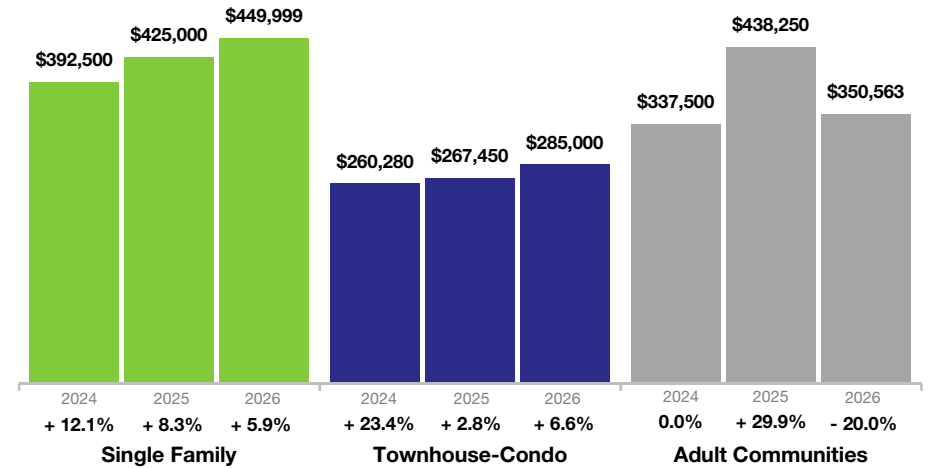
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



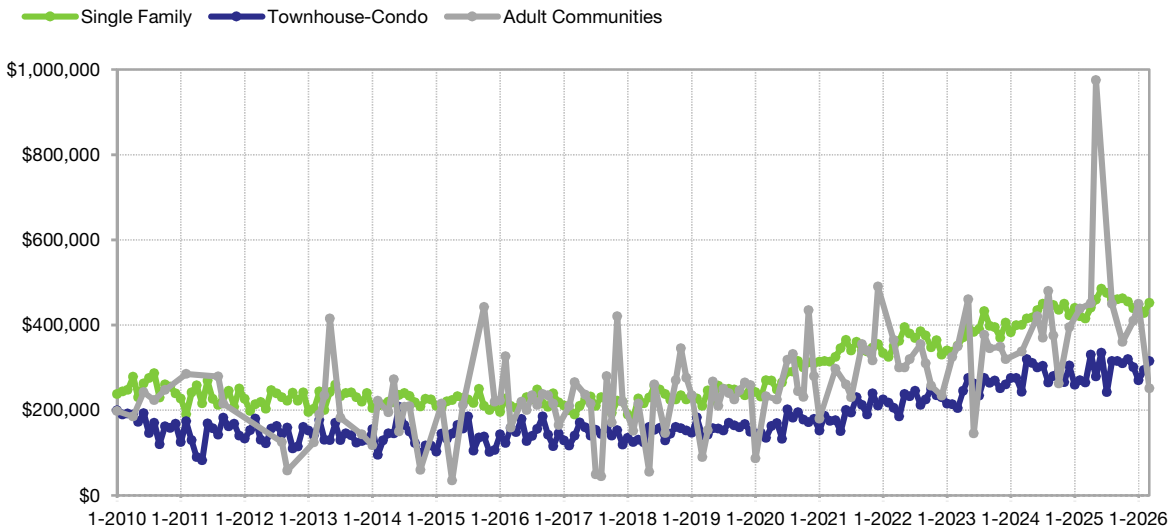
## March



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	\$440,500	\$330,000	\$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
February 2026	\$427,509	\$293,950	\$0
<b>March 2026</b>	<b>\$452,000</b>	<b>\$315,000</b>	<b>\$251,125</b>
12-Month Med.*	\$455,500	\$300,000	\$430,000

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

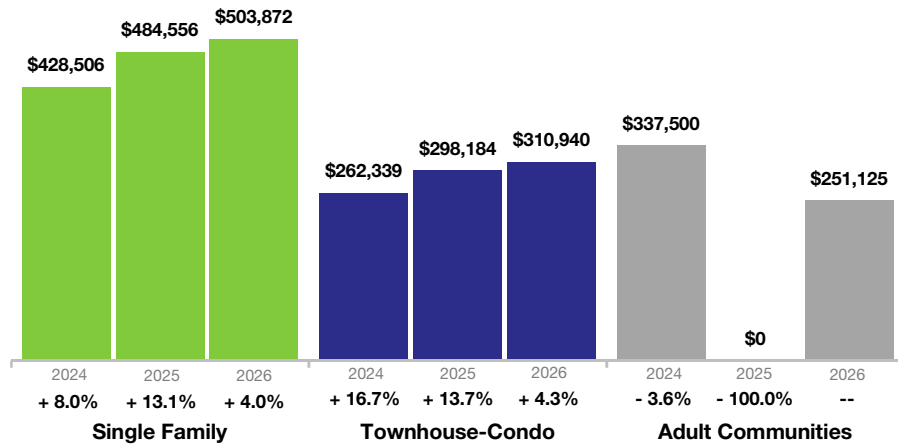
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Average Sales Price

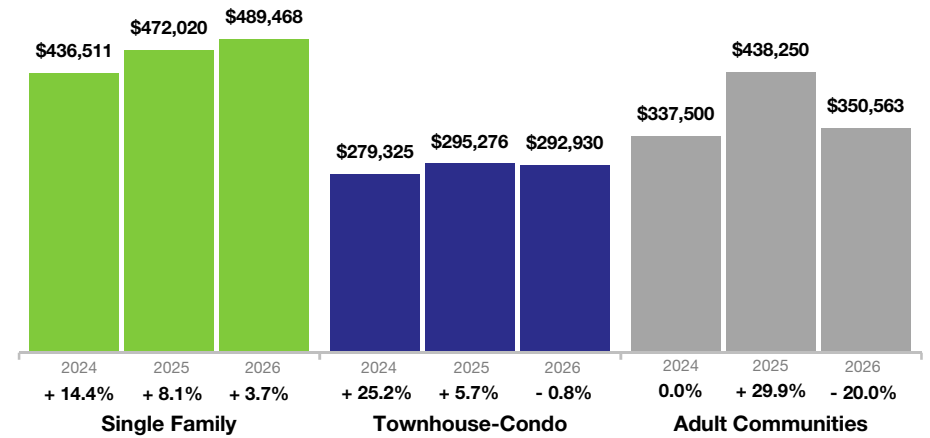
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



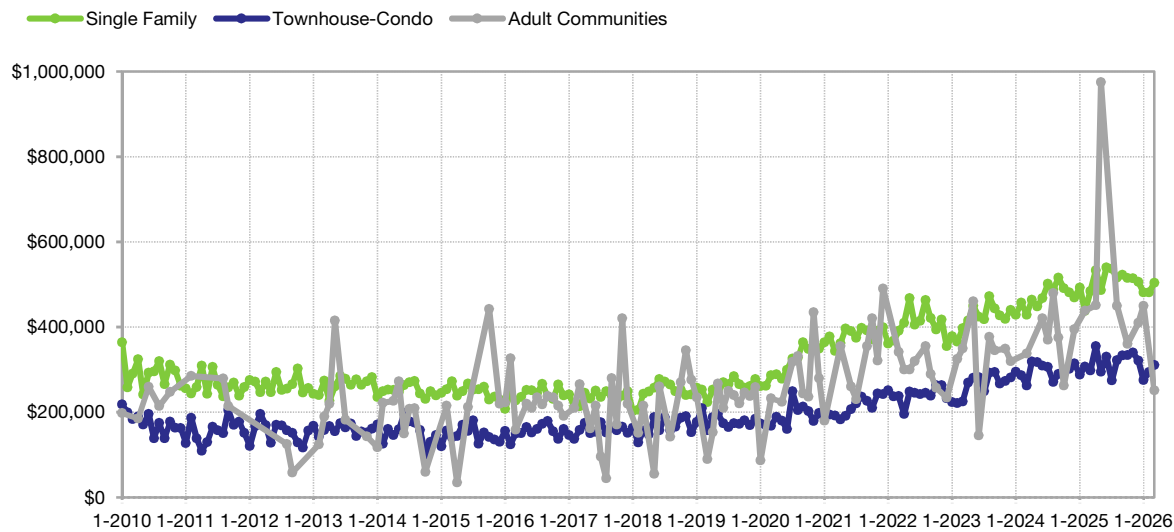
## March



## 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.

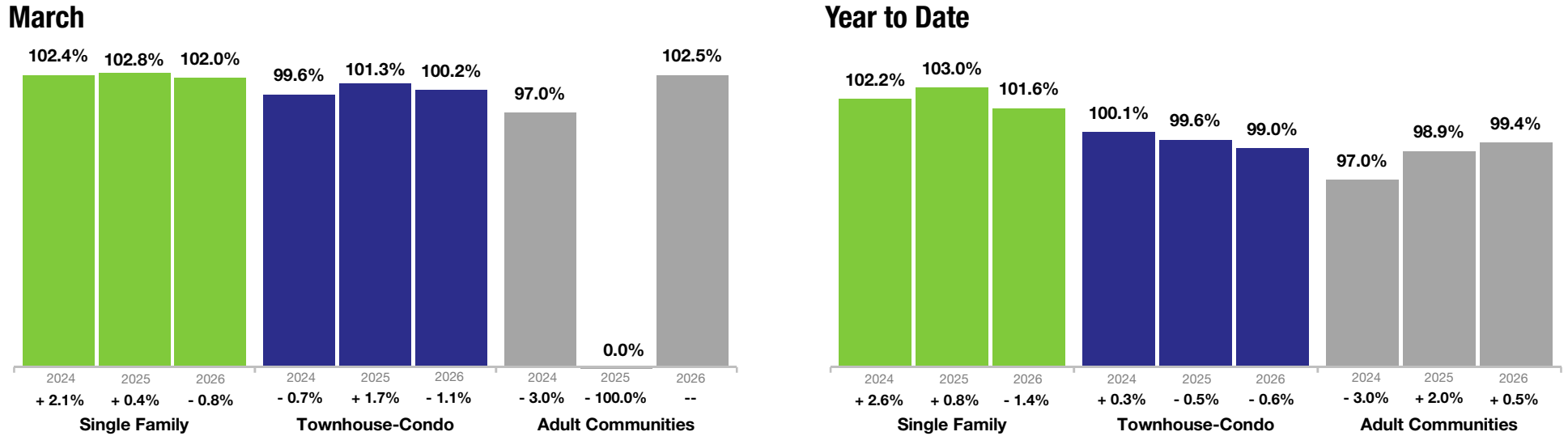
	Single Family	Townhouse-Condo	Adult Communities
April 2025	\$533,325	\$354,906	\$451,000
May 2025	\$486,203	\$294,623	\$975,000
June 2025	\$539,565	\$329,966	\$0
July 2025	\$536,484	\$274,400	\$0
August 2025	\$515,855	\$322,145	\$450,000
September 2025	\$522,752	\$333,277	\$0
October 2025	\$515,273	\$333,700	\$360,000
November 2025	\$514,380	\$340,114	\$0
December 2025	\$506,175	\$321,361	\$410,000
January 2026	\$481,526	\$275,589	\$450,000
February 2026	\$481,548	\$294,121	\$0
<b>March 2026</b>	<b>\$503,872</b>	<b>\$310,940</b>	<b>\$251,125</b>
12-Month Avg.*	\$513,360	\$313,537	\$463,391

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

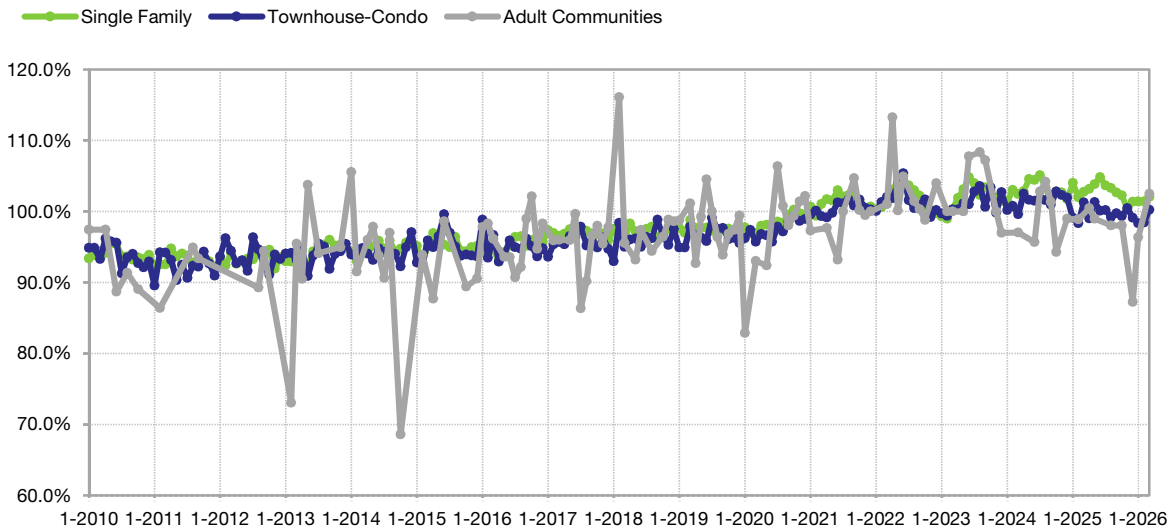
# Percent of List Price Received



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.



## 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
April 2025	103.2%	99.0%	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	101.4%	98.3%	96.4%
February 2026	101.4%	98.4%	0.0%
<b>March 2026</b>	<b>102.0%</b>	<b>100.2%</b>	<b>102.5%</b>
12-Month Avg.*	102.6%	99.6%	97.5%

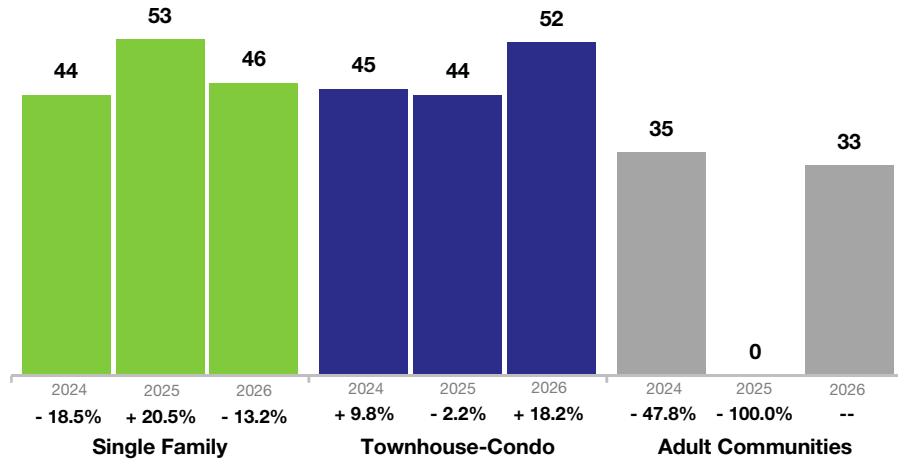
\* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Days on Market Until Sale

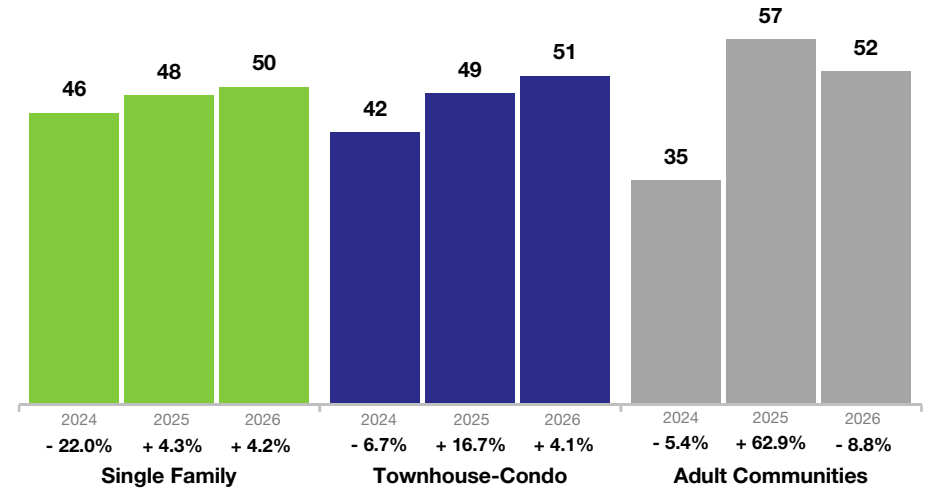
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

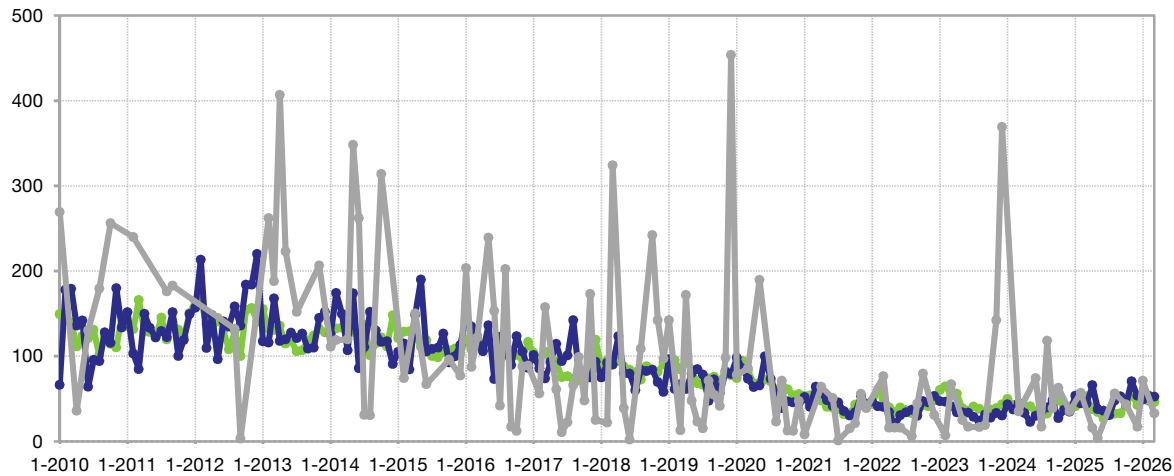


## Year to Date



## 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
April 2025	38	66	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	55	49	71
February 2026	48	53	0
<b>March 2026</b>	<b>46</b>	<b>52</b>	<b>33</b>
12-Month Avg.*	40	48	36

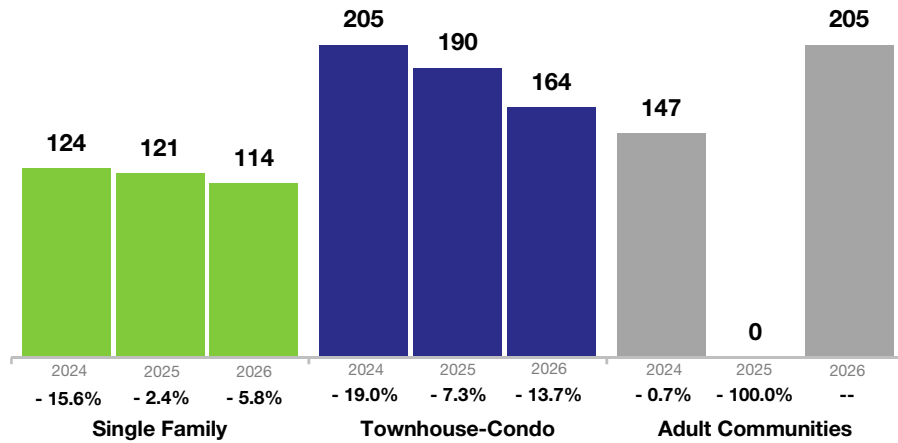
\* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Housing Affordability Index

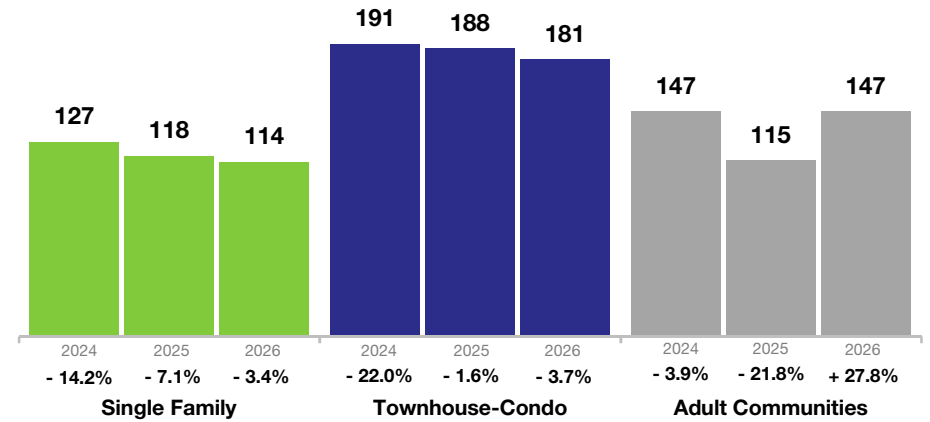


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March

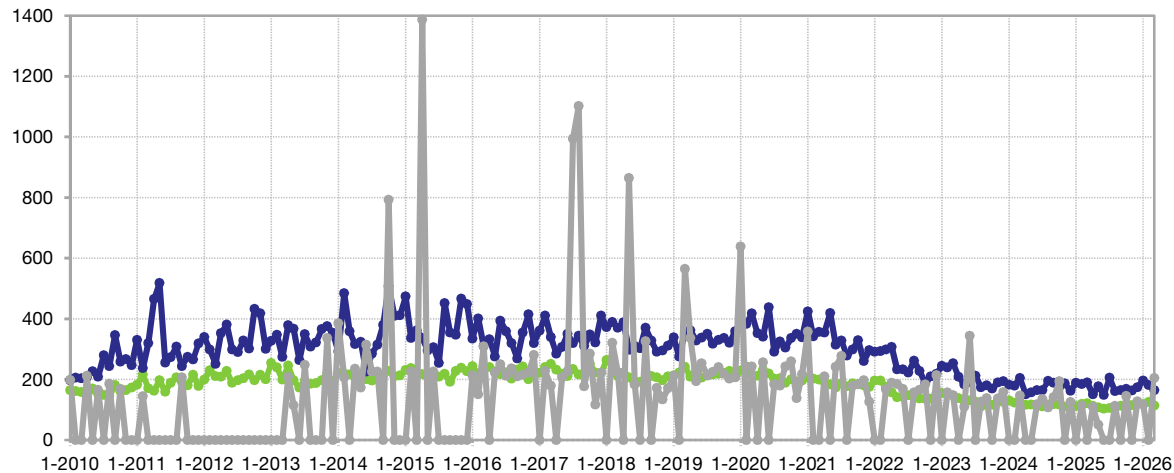


## Year to Date



## 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
April 2025	113	151	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
February 2026	125	181	0
<b>March 2026</b>	<b>114</b>	<b>164</b>	<b>205</b>
12-Month Avg.*	113	171	73

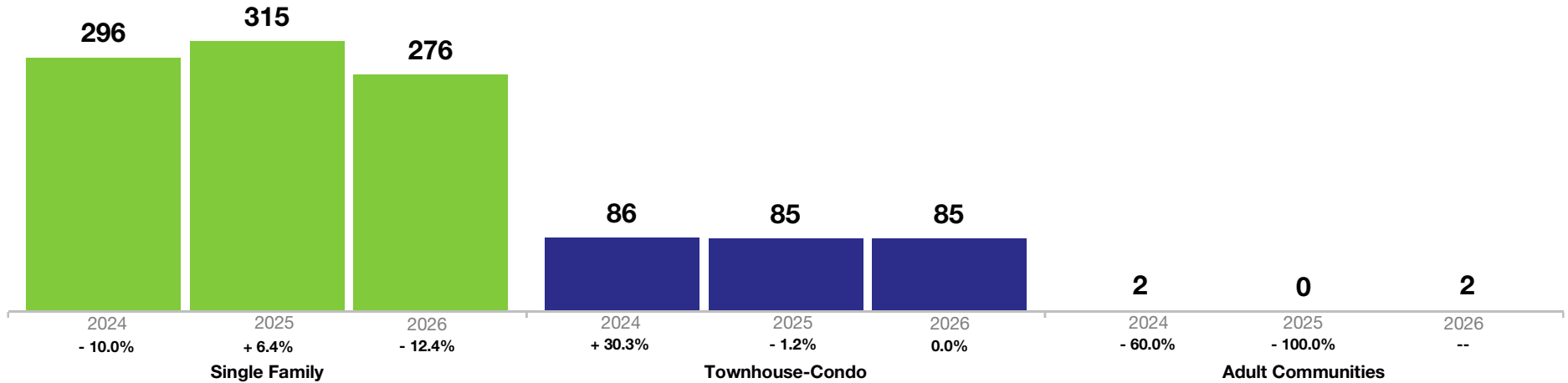
\* Affordability Index for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Inventory of Homes for Sale

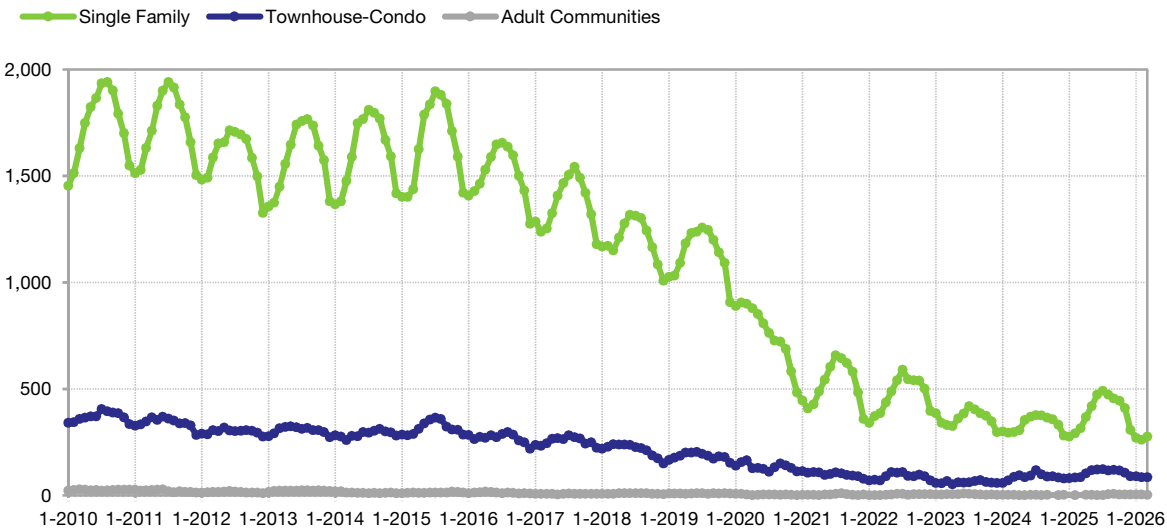
The number of properties available for sale in active status at the end of a given month.



## March



## Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	368	103	2
May 2025	419	118	2
June 2025	473	121	1
July 2025	491	123	1
August 2025	472	117	5
September 2025	455	119	6
October 2025	444	117	4
November 2025	409	106	3
December 2025	307	89	3
January 2026	270	90	3
February 2026	261	85	3
<b>March 2026</b>	<b>276</b>	<b>85</b>	<b>2</b>
12-Month Avg.	387	106	3

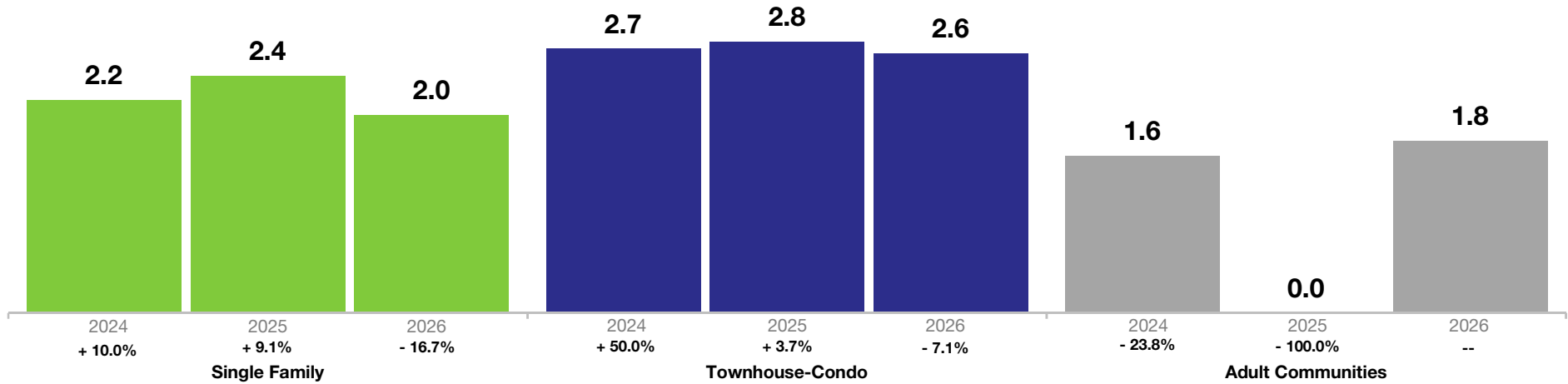
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Months Supply of Inventory

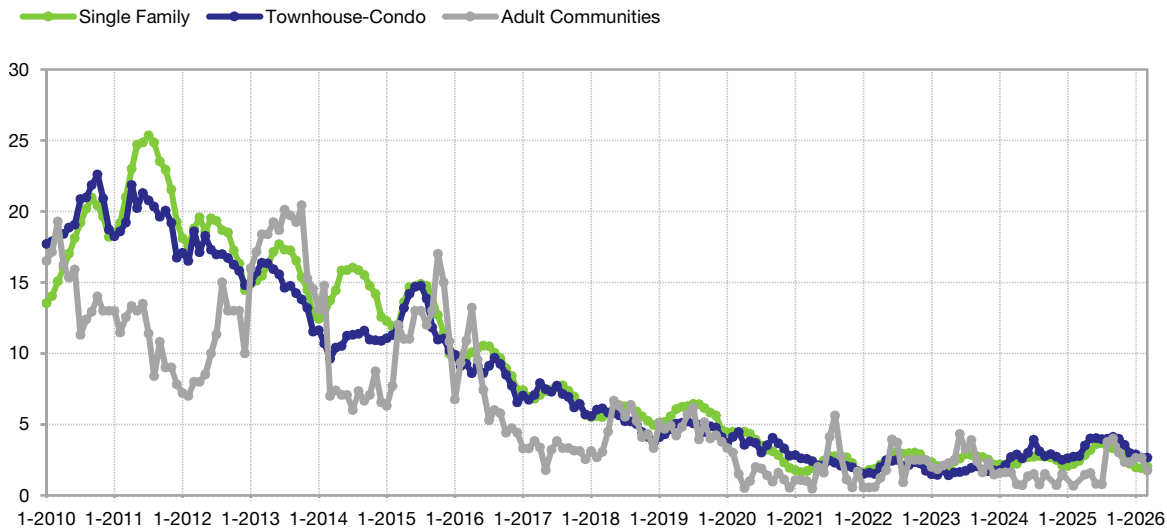
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## March



## 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
April 2025	2.8	3.5	1.5
May 2025	3.2	4.0	1.6
June 2025	3.6	4.0	0.8
July 2025	3.7	3.9	0.8
August 2025	3.5	4.0	3.8
September 2025	3.3	4.1	4.0
October 2025	3.2	4.0	3.0
November 2025	3.0	3.6	2.3
December 2025	2.2	3.0	2.3
January 2026	2.0	2.9	2.6
February 2026	1.9	2.6	2.6
<b>March 2026</b>	<b>2.0</b>	<b>2.6</b>	<b>1.8</b>
12-Month Avg.*	2.9	3.5	2.3

\* Months Supply for all properties from April 2025 through March 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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		243	<b>242</b>	- 0.4%	590	<b>567</b>	- 3.9%
<b>Pending Sales</b>		164	<b>158</b>	- 3.7%	407	<b>420</b>	+ 3.2%
<b>Closed Sales</b>		121	<b>139</b>	+ 14.9%	379	<b>389</b>	+ 2.6%
<b>Median Sales Price</b>		\$400,000	<b>\$421,500</b>	+ 5.4%	\$410,000	<b>\$402,000</b>	- 2.0%
<b>Avg. Sales Price</b>		\$450,388	<b>\$453,473</b>	+ 0.7%	\$439,111	<b>\$439,746</b>	+ 0.1%
<b>Pct. of List Price Received</b>		102.5%	<b>101.6%</b>	- 0.9%	102.3%	<b>101.0%</b>	- 1.3%
<b>Days on Market</b>		51	<b>47</b>	- 7.8%	48	<b>50</b>	+ 4.2%
<b>Affordability Index</b>		126	<b>122</b>	- 3.2%	123	<b>128</b>	+ 4.1%
<b>Homes for Sale</b>		400	<b>363</b>	- 9.3%	--	--	--
<b>Months Supply</b>		2.5	<b>2.1</b>	- 16.0%	--	--	--