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LuxInsight

Sussex County

Delaware

Luxury Housing Market Update

September 2017



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Sussex County, Delaware - September 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

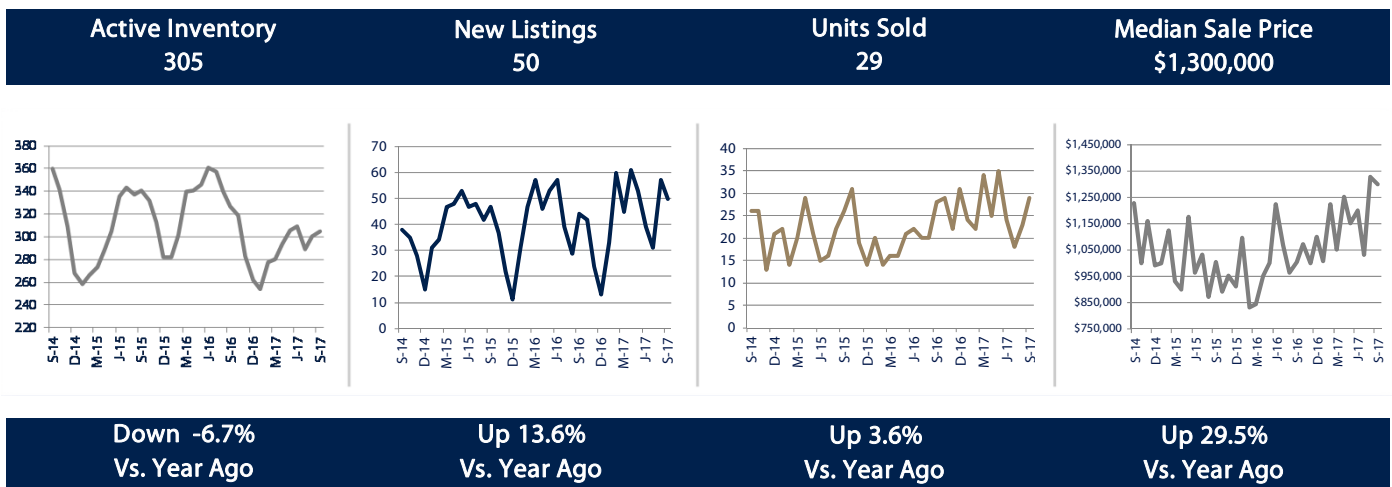
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.



If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

AT A GLANCE

Homes \$750,000+



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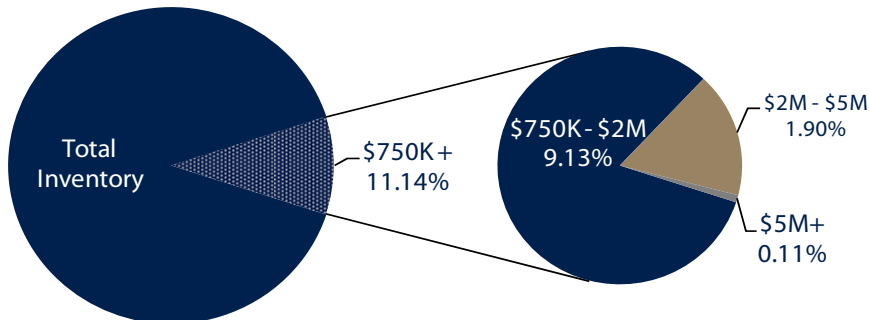
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Compared to last September, the total number of homes more than \$750,000 available this month was lower by 6.7% and lower by 10.6% compared to September 2015.

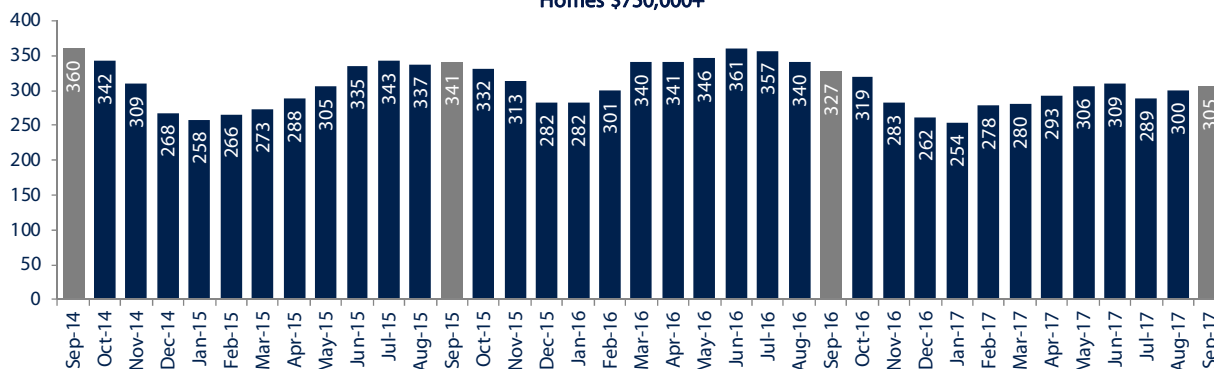
Active inventory this September was 1.7% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

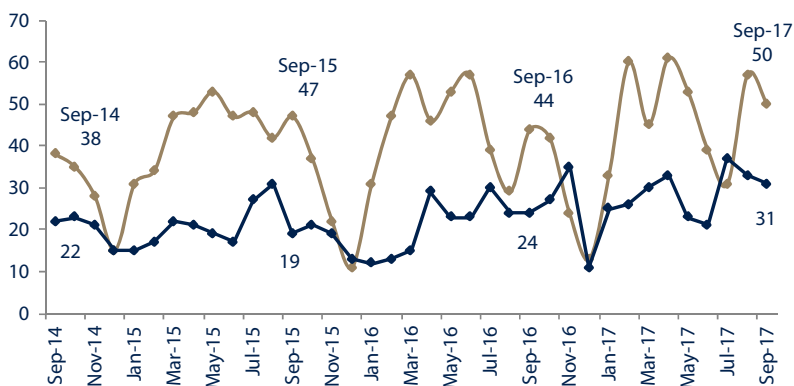
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

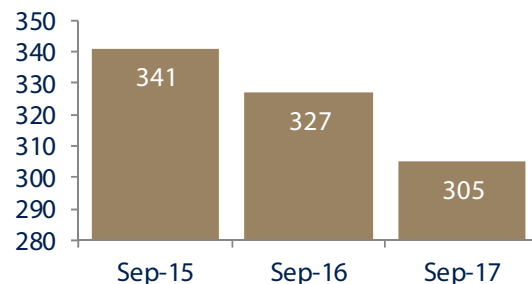
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

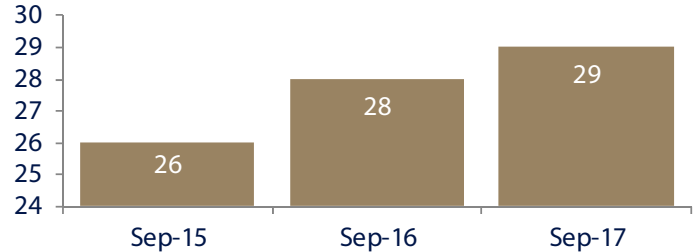


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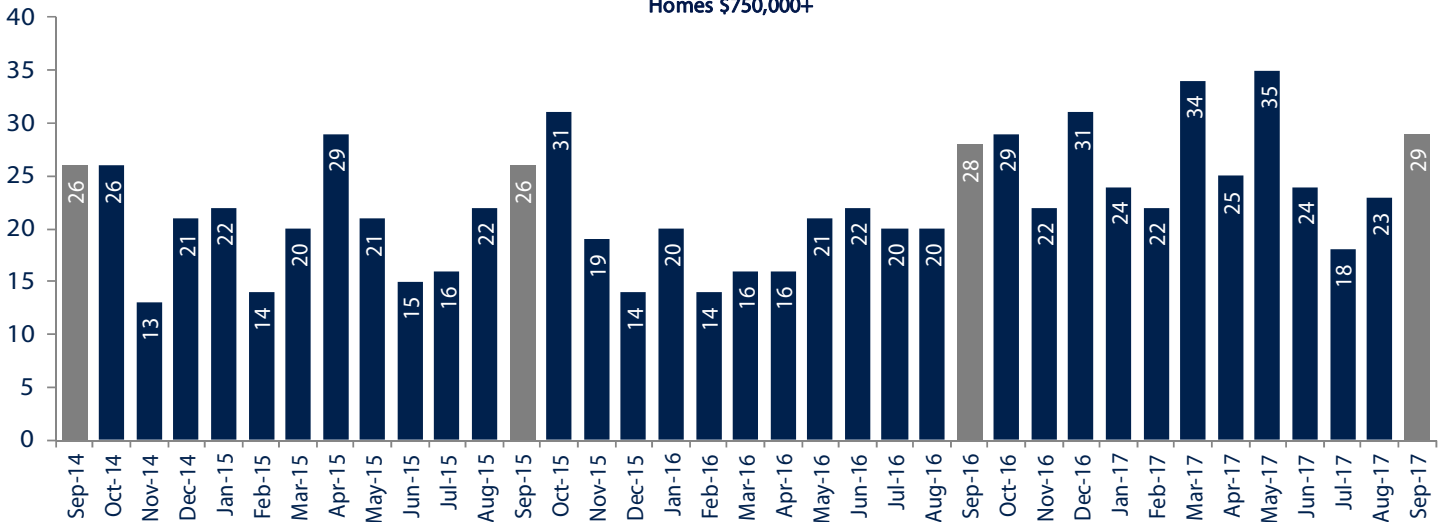
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 3.6% versus last September and an increase of 11.5% versus September of 2015.

There was an increase of 26.1% in luxury units sold in September compared to August of this year.

UNITS SOLD
Versus Previous Years
Homes \$750,000+



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 21, 2017	North Bethany	19930	\$3,950,000	\$3,600,000	91.1%	646	✓	
September 29, 2017	Rehoboth Beach	19971	\$2,299,000	\$2,250,000	97.9%	15		✓
September 23, 2017	North Bethany	19930	\$2,295,000	\$2,050,000	89.3%	1		✓
September 1, 2017	South Bethany	19930	\$1,950,000	\$1,715,000	87.9%	116	✓	✓
September 8, 2017	Dewey Beach	19971	\$1,199,000	\$1,130,000	94.2%	170	✓	
September 29, 2017	Rehoboth Beach	19971	\$1,100,000	\$1,010,000	91.8%	397		✓
September 15, 2017	Bethany Beach	19930	\$949,000	\$920,000	96.9%	857	✓	
September 1, 2017	North Bethany	19930	\$895,000	\$880,000	98.3%	119	✓	✓
September 11, 2017	South Bethany	19930	\$769,000	\$769,000	100.0%	4	✓	✓
August 28, 2017	Bethany Beach	19930	\$1,950,000	\$1,750,000	89.7%	98		✓

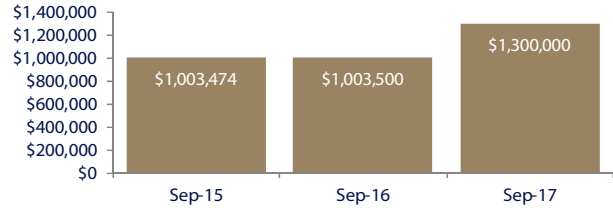
Sussex County, Delaware - September 2017

In September, the median sales price for homes more than \$750,000 was \$1,300,000, an increase of 29.5% compared to last year.

The current median sales price was lower by 1.9% than in August.

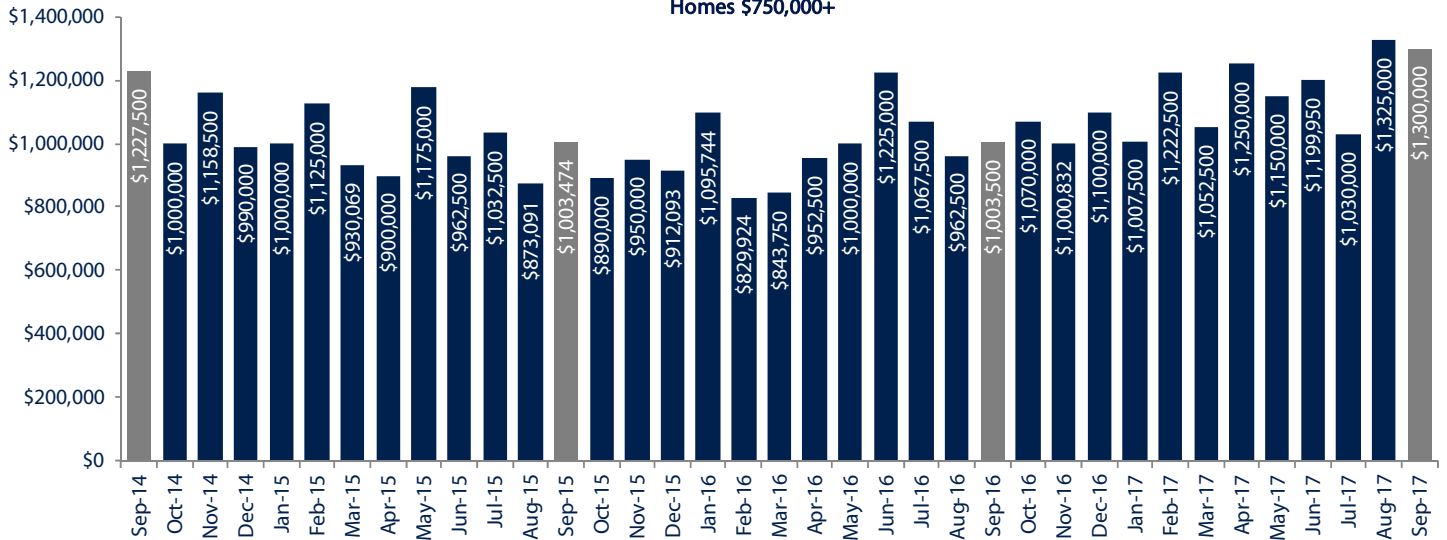
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



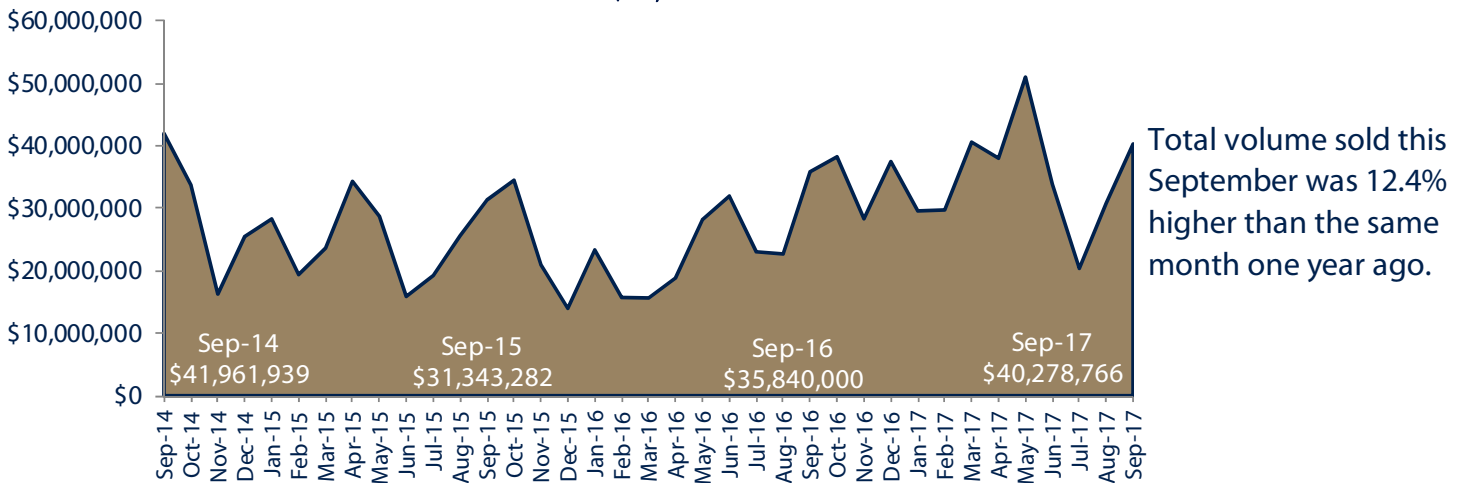
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



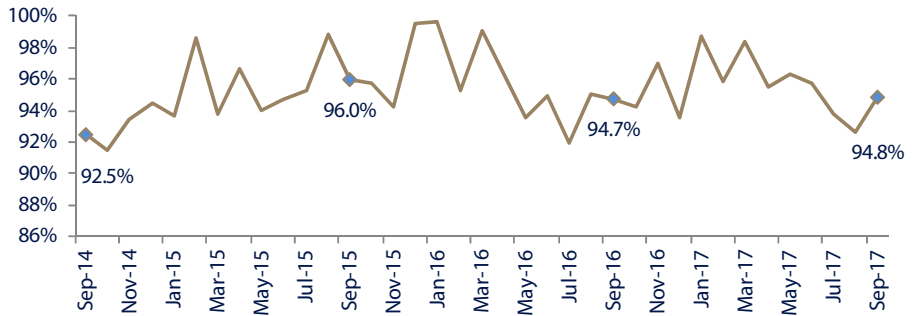
Sussex County, Delaware - September 2017

In September, the average sale price for homes more than \$750,000 was 94.8% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 163, higher than the average last year, which was 122, an increase of 33.6%.

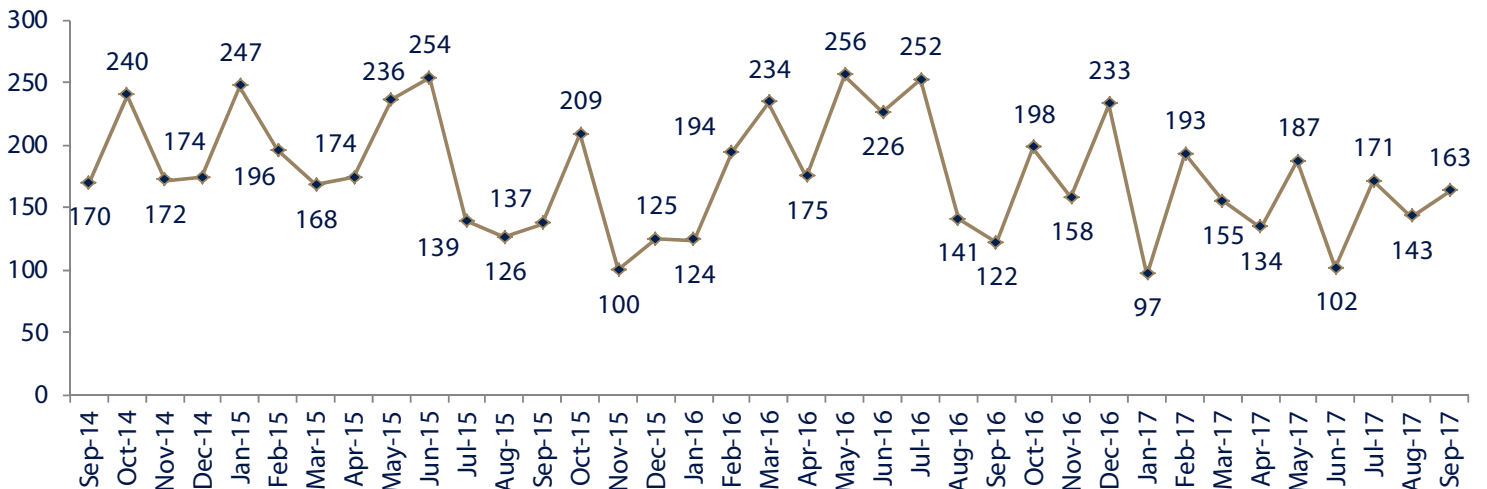
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

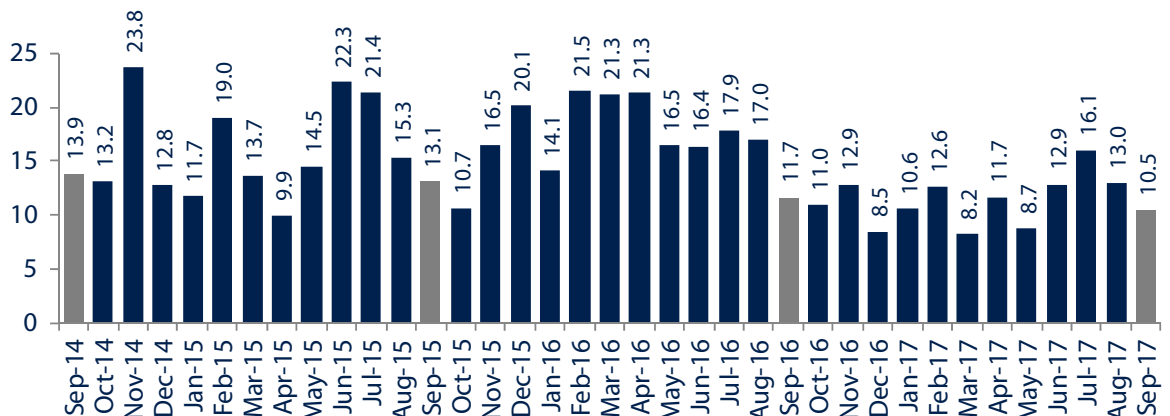
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In September, there were 10.5 months of supply available, compared to 11.7 in September of 2016. That is a decrease of 10.3% versus a year ago.



Sussex County, Delaware - September 2017

References & Definitions

SUSSEX COUNTY, DE: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the SCAOR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. This report includes coverage for the county of Sussex, Delaware only.

Analysis dates for all regions are September 1, 2014 through September 30, 2017.

Contacts & Disclaimers

MEDIA CONTACT

Vicki Bendure, Bendure Communications

Email: Vicki@bendurepr.com

Phone: (540) 687-3360

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.

Senior Market Research Analyst

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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