

2025

Q3 MARKET REPORT

DELAWARE

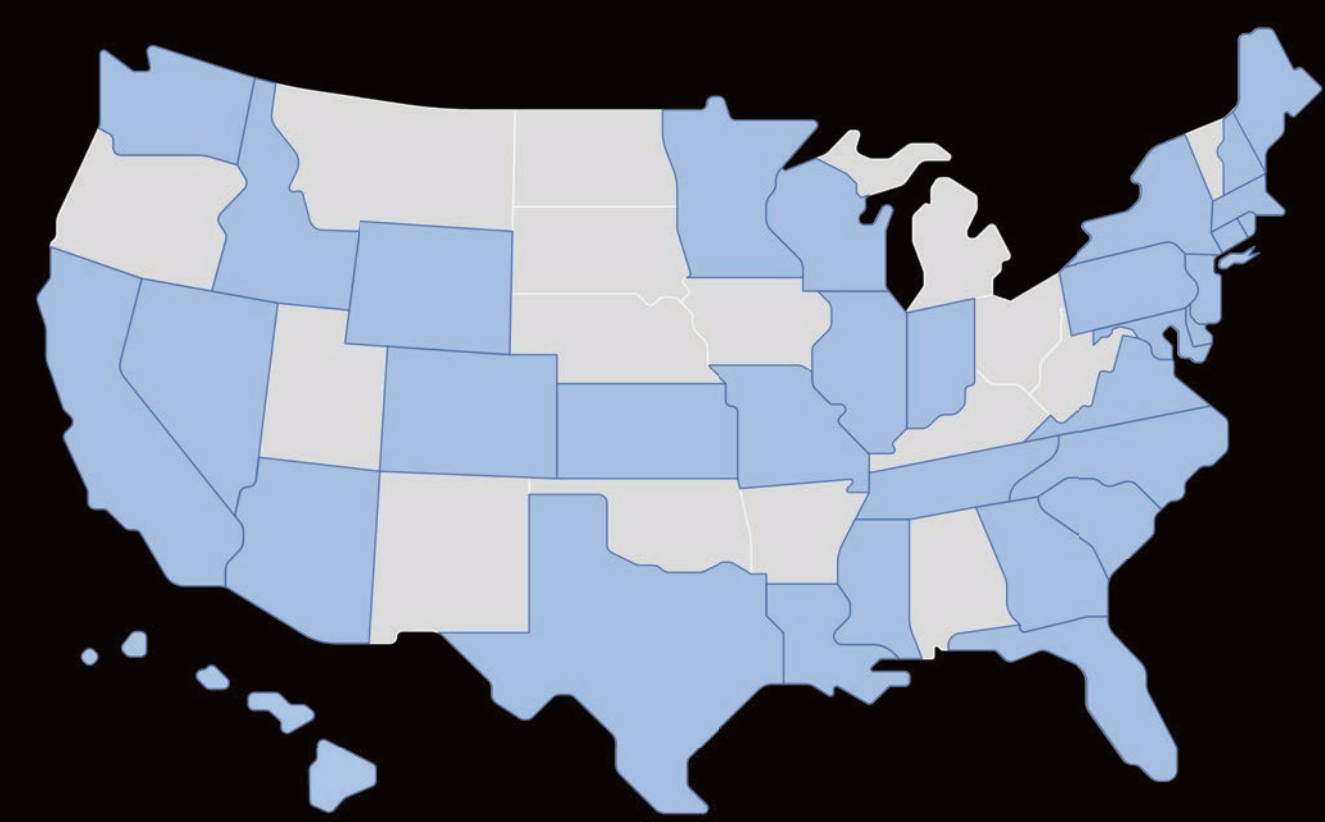


COMPASS RE



GET TO KNOW COMPASS

Compass operates over 400 offices across the US and is the #1 residential real estate brokerage in the US. Pairing a national network of top agents with the industry’s best technology, we’re delivering a seamless, flexible client experience. Pairing a national network of top agents with the industry’s best technology, we’re delivering a seamless, flexible client experience.



OUR PLATFORM

Developed entirely in-house, all of our technology is designed to sell your home faster and at a higher price point. We can track comparable properties, view your listing’s traffic, gauge marketing performance — all at a moment’s notice.

OUR MARKETING

Our in-house marketing and advertising agency ensures that every home we represent is portrayed in its finest light across every platform — from stunning billboards and installations to eye-catching print materials and digital campaigns.

OUR COMMUNITY

Locally, we are counted among the top five brokerages in every one of our core markets; meanwhile, our national presence and uniquely collaborative culture present agents with unlimited co-brokering and referral opportunities.

#1 residential real estate brokerage in the US¹
#1 Brokerage for Sales Volume. Source: RealTrends Closed Sales Volume 2021, 2022, 2023, 2024. T. Velt, “eXp retain No. 1 spots on RealTrends Verified,” HousingWire, Online, HW Media, 4/4/2025

#1

Residential real estate brokerage in the US¹

33K+

Agents nationwide

Fortune
500

Listed on the Fortune 500®

- | | | | | |
|-------------|-----------|---------------|----------------|------------|
| Arizona | Hawaii | Maryland | New Jersey | Texas |
| California | Idaho | Massachusetts | New York | Utah |
| Colorado | Illinois | Minnesota | North Carolina | Virginia |
| Connecticut | Indiana | Mississippi | Pennsylvania | Washington |
| Delaware | Kansas | Missouri | Rhode Island | Wisconsin |
| Florida | Louisiana | Nevada | South Carolina | Wyoming |
| Georgia | Maine | New Hampshire | Tennessee | |



A LETTER TO OUR CLIENTS

Greetings from Compass Delaware,

As we close the book on Q3 2025, we look back on a critical period defined less by runaway demand and more by measured readjustment. The summer months typically represent the high-water mark for sales volume, but this year, they also served as a proving ground for the “new normal” housing environment. Our local market, much like the national trend, experienced a welcome, albeit subtle, increase in active inventory. This uptick—a result of persistent, high home prices combined with mortgage rates holding firm in the mid-6% range—finally offered buyers a little more choice and precious negotiating room after years of intense scarcity.

The data presented in the following pages confirms that stability, not volatility, is the watchword. Home price appreciation has moderated to a sustainable pace, moving sideways rather than rocketing upward. This suggests that the fierce bidding wars of 2021 and 2022 are truly behind us, replaced by a need for strategic pricing and preparation on the seller’s side, and calculated patience on the buyer’s.

For sellers, Q4 is not a time to wait. Properties that are well-maintained, professionally staged, and priced accurately based on the new stable comps will continue to move quickly. For buyers, the coming months represent a golden window: an opportunity to secure a home before any potential rate-driven surge in competition arrives early next year.

This report provides the detailed metrics you need to turn market insights into successful real estate strategy. Let us help you confidently navigate this balanced, yet dynamic, closing chapter of 2025!

Warmly,
Your Friends at Compass Delaware

METHODOLOGY

All data included represents a review of July - September 2025. Data was pulled from each region’s local MLS between October 1-7, 2025 for all residential criteria unless otherwise noted.

TERMS DEFINED

Sales

The total number of closed sales.

Days on Market

The total number of days the listing is active on the market.

Median Sales Price

The median sale price measures the “middle” price of homes that sold, meaning that half of the homes sold for a higher price and half sold for less.

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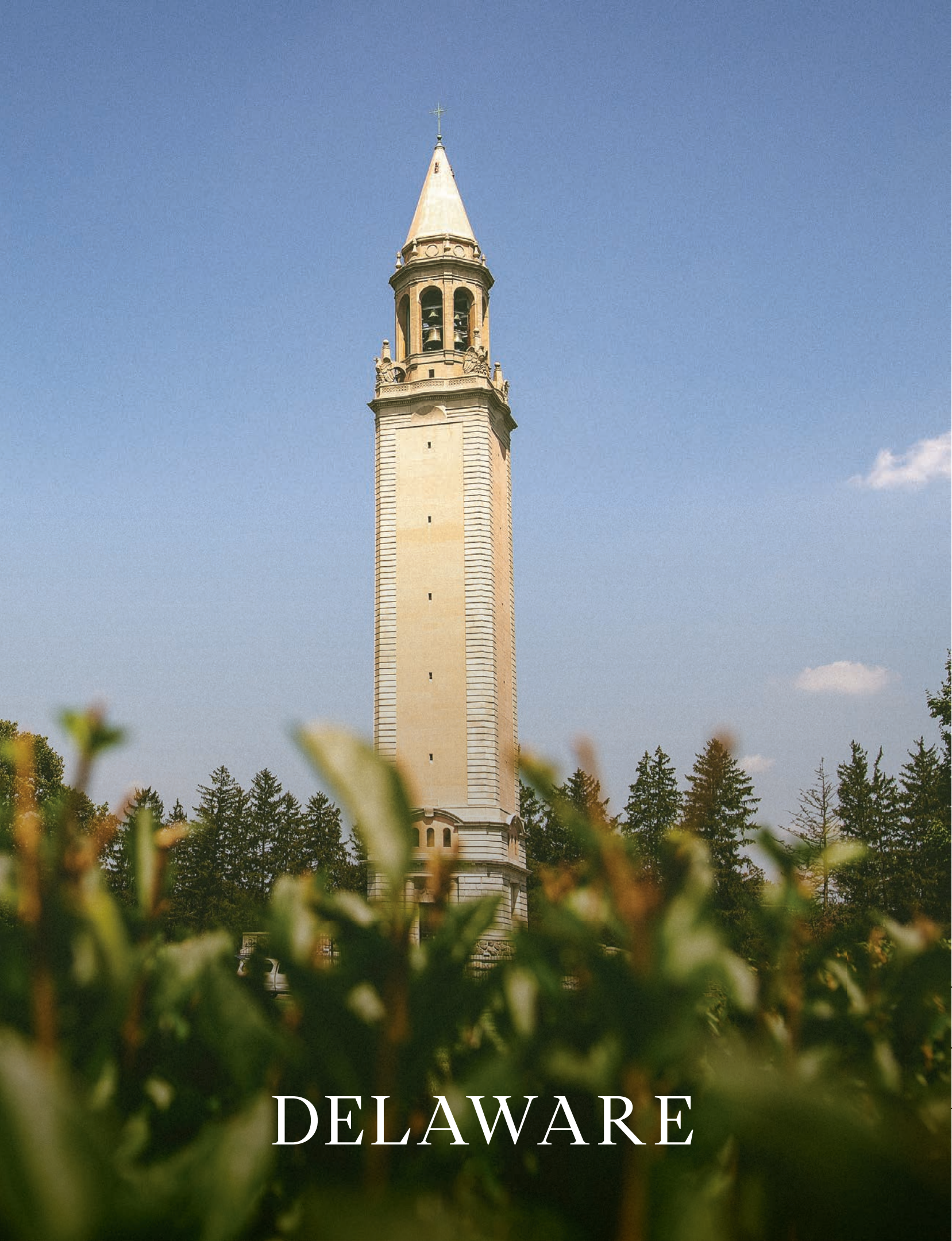
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DELAWARE

County Perspectives

Q3 2025 MARKET REPORT

DOM DAYS ON MARKET
MSP MEDIAN SALES PRICE

COUNTY NAME	Q3 2024 SALES	Q3 2025 SALES	Q3 2024 MSP	Q3 2025 MSP	Q3 2024 DOM	Q3 2025 DOM
Kent County	777	727	\$327K	\$328K	42	56
New Castle County	1,868	1,820	\$346K	\$355K	36	38
Sussex County	1,932	1,853	\$414K	\$419K	85	87

NEW CASTLE





109

Q3 2024 SALES

\$427K

Q3 2024 MEDIAN SALES PRICE

23

Q3 2024 DOM

97

Q3 2025 SALES

\$417K

Q3 2025 MEDIAN SALES PRICE

30

Q3 2025 DOM

BEAR



CLAYMONT

51

Q3 2024 SALES

\$327K

Q3 2024 MEDIAN SALES PRICE

24

Q3 2024 DOM

49

Q3 2025 SALES

\$347K

Q3 2025 MEDIAN SALES PRICE

15

Q3 2025 DOM



28

Q3 2024 SALES

\$953K

Q3 2024 MEDIAN SALES PRICE

43

Q3 2024 DOM

GREENVILLE & CENTREVILLE

30

Q3 2025 SALES

\$956K

Q3 2025 MEDIAN SALES PRICE

72

Q3 2025 DOM



HOCKESSIN

52

Q3 2024 SALES

\$579K

Q3 2024 MEDIAN SALES PRICE

26

Q3 2024 DOM

50

Q3 2025 SALES

\$497K

Q3 2025 MEDIAN SALES PRICE

28

Q3 2025 DOM

MIDDLETOWN, ODESSA, TOWNSEND

247

Q3 2024 SALES

\$487K

Q3 2024 MEDIAN SALES PRICE

78

Q3 2024 DOM

245

Q3 2025 SALES

\$482K

Q3 2025 MEDIAN SALES PRICE

59

Q3 2025 DOM





NEWARK

376

Q3 2024 SALES

\$342K

Q3 2024 MEDIAN SALES PRICE

22

Q3 2024 DOM

373

Q3 2025 SALES

\$366K

Q3 2025 MEDIAN SALES PRICE

35

Q3 2025 DOM

NEW CASTLE

159

Q3 2024 SALES

\$314K

Q3 2024 MEDIAN SALES PRICE

52

Q3 2024 DOM

187

Q3 2025 SALES

\$295K

Q3 2025 MEDIAN SALES PRICE

50

Q3 2025 DOM





NORTH WILMINGTON

148

Q3 2024 SALES

\$451K

Q3 2024 MEDIAN SALES PRICE

22

Q3 2024 DOM

158

Q3 2025 SALES

\$488K

Q3 2025 MEDIAN SALES PRICE

19

Q3 2025 DOM

PIKE CREEK

177

Q3 2024 SALES

\$344K

Q3 2024 MEDIAN SALES PRICE

18

Q3 2024 DOM

134

Q3 2025 SALES

\$351K

Q3 2025 MEDIAN SALES PRICE

24

Q3 2025 DOM





TROLLEY SQUARE & THE HIGHLANDS

47

Q3 2024 SALES

\$370K

Q3 2024 MEDIAN SALES PRICE

23

Q3 2024 DOM

35

Q3 2025 SALES

\$340K

Q3 2025 MEDIAN SALES PRICE

35

Q3 2025 DOM





DOVER

257

Q3 2024 SALES

\$293K

Q3 2024 MEDIAN SALES PRICE

32

Q3 2024 DOM

283

Q3 2025 SALES

\$305K

Q3 2025 MEDIAN SALES PRICE

65

Q3 2025 DOM

MILFORD

103

Q3 2024 SALES

\$345K

Q3 2024 MEDIAN SALES PRICE

72

Q3 2024 DOM

94

Q3 2025 SALES

\$338K

Q3 2025 MEDIAN SALES PRICE

69

Q3 2025 DOM





SMYRNA

110

Q3 2024 SALES

\$330K

Q3 2024 MEDIAN SALES PRICE

37

Q3 2024 DOM

101

Q3 2025 SALES

\$334K

Q3 2025 MEDIAN SALES PRICE

44

Q3 2025 DOM

SUSSEX



BETHANY BEACH



50

Q3 2024 SALES

\$871K

Q3 2024 MEDIAN SALES PRICE

68

Q3 2024 DOM

59

Q3 2025 SALES

\$923K

Q3 2025 MEDIAN SALES PRICE

49

Q3 2025 DOM



DEWEY BEACH

11

Q3 2024 SALES

\$942K

Q3 2024 MEDIAN SALES PRICE

22

Q3 2024 DOM

9

Q3 2025 SALES

\$950K

Q3 2025 MEDIAN SALES PRICE

75

Q3 2025 DOM

FENWICK ISLAND

14

Q3 2024 SALES

\$1.1M

Q3 2024 MEDIAN SALES PRICE

63

Q3 2024 DOM

15

Q3 2025 SALES

\$1.3M

Q3 2025 MEDIAN SALES PRICE

81

Q3 2025 DOM





LEWES

379

Q3 2024 SALES

\$557K

Q3 2024 MEDIAN SALES PRICE

89

Q3 2024 DOM

318

Q3 2025 SALES

\$560K

Q3 2025 MEDIAN SALES PRICE

97

Q3 2025 DOM

MILLSBORO

297

Q3 2024 SALES

\$345K

Q3 2024 MEDIAN SALES PRICE

88

Q3 2024 DOM

299

Q3 2025 SALES

\$325K

Q3 2025 MEDIAN SALES PRICE

89

Q3 2025 DOM





116

Q3 2024 SALES

\$472K

Q3 2024 MEDIAN SALES PRICE

62

Q3 2024 DOM

120

Q3 2025 SALES

\$478K

Q3 2025 MEDIAN SALES PRICE

95

Q3 2025 DOM

MILTON



OCEAN VIEW

75

Q3 2024 SALES

\$538K

Q3 2024 MEDIAN SALES PRICE

62

Q3 2024 DOM

101

Q3 2025 SALES

\$479K

Q3 2025 MEDIAN SALES PRICE

76

Q3 2025 DOM



REHOBOTH BEACH

173

Q3 2024 SALES

\$655K

Q3 2024 MEDIAN SALES PRICE

54

Q3 2024 DOM

160

Q3 2025 SALES

\$543K

Q3 2025 MEDIAN SALES PRICE

76

Q3 2025 DOM



SELBYVILLE

130

Q3 2024 SALES

\$438K

Q3 2024 MEDIAN SALES PRICE

68

Q3 2024 DOM

153

Q3 2025 SALES

\$487K

Q3 2025 MEDIAN SALES PRICE

90

Q3 2025 DOM

COMPASS ONE

ONE PLACE FOR HOME

The only platform designed to connect you and your agent
through every phase of your real estate journey.

STEP INSIDE COMPASS ONE



COMPASS

Your home. Your choice.
OWN THE NARRATIVE

INTRODUCING

THE COMPASS 3-PHASED MARKETING STRATEGY

DEVELOP YOUR STRATEGY WITH COMPASS



Maximize the value of your home.

Compass Concierge helps you sell your home faster and for a higher price. From painting to flooring, Concierge can help transform your home.

•
COSMETIC RENOVATIONS

•
FRESH PAINT

•
STRATEGIC STAGING

And more. Get started at
compass.com/concierge

COMPASS
CONCIERGE

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COMPASS RE

Compass Delaware

O: 302.202.9855

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Source: All quarterly neighborhood stats are pulled for all residential criteria through BrightMLS and denoted on each page how the data was pulled.

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