

SUSSEX COUNTY

Housing Growth: Meeting Demand & Managing Supply

An Analysis of Current Trends, Gaps, and Opportunities

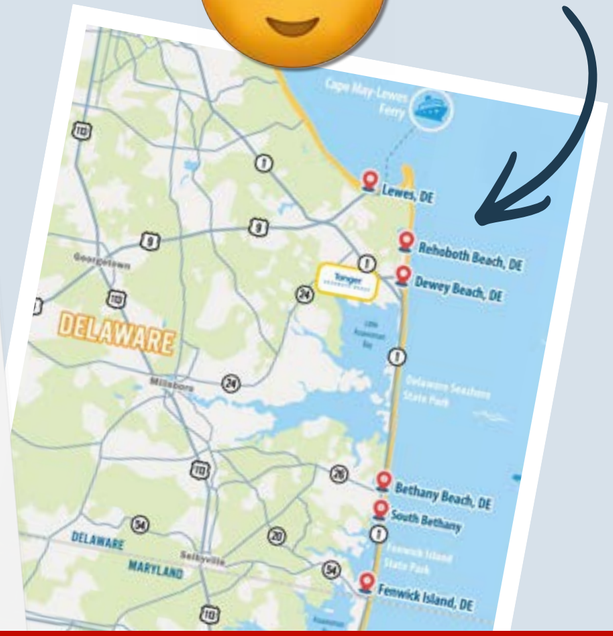
Dr. Kate Gemma
Carl M. Freeman Companies

October 8, 2026





"Rehoboth Beach, MD"



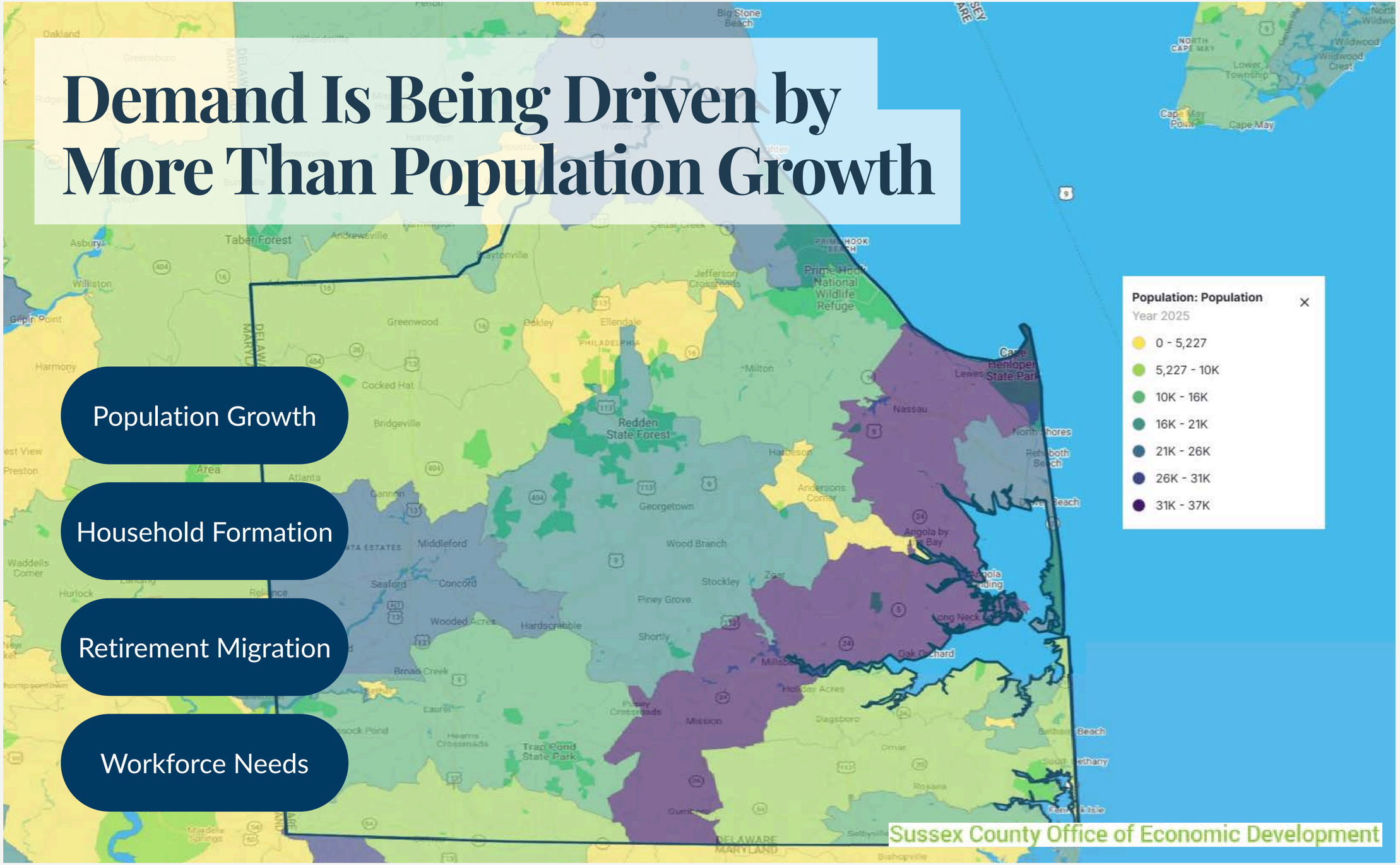
NEW YORK POST

REAL ESTATE EXCLUSIVE

Baby Boomers are pouring into Eastern seaboard state — rejecting cities' unaffordable taxation

Demand Is Being Driven by More Than Population Growth

- Population Growth
- Household Formation
- Retirement Migration
- Workforce Needs



Sussex County Submarkets

WEST ⟶



⟵ EAST

Are we producing housing fast enough to meet the **NEED?**



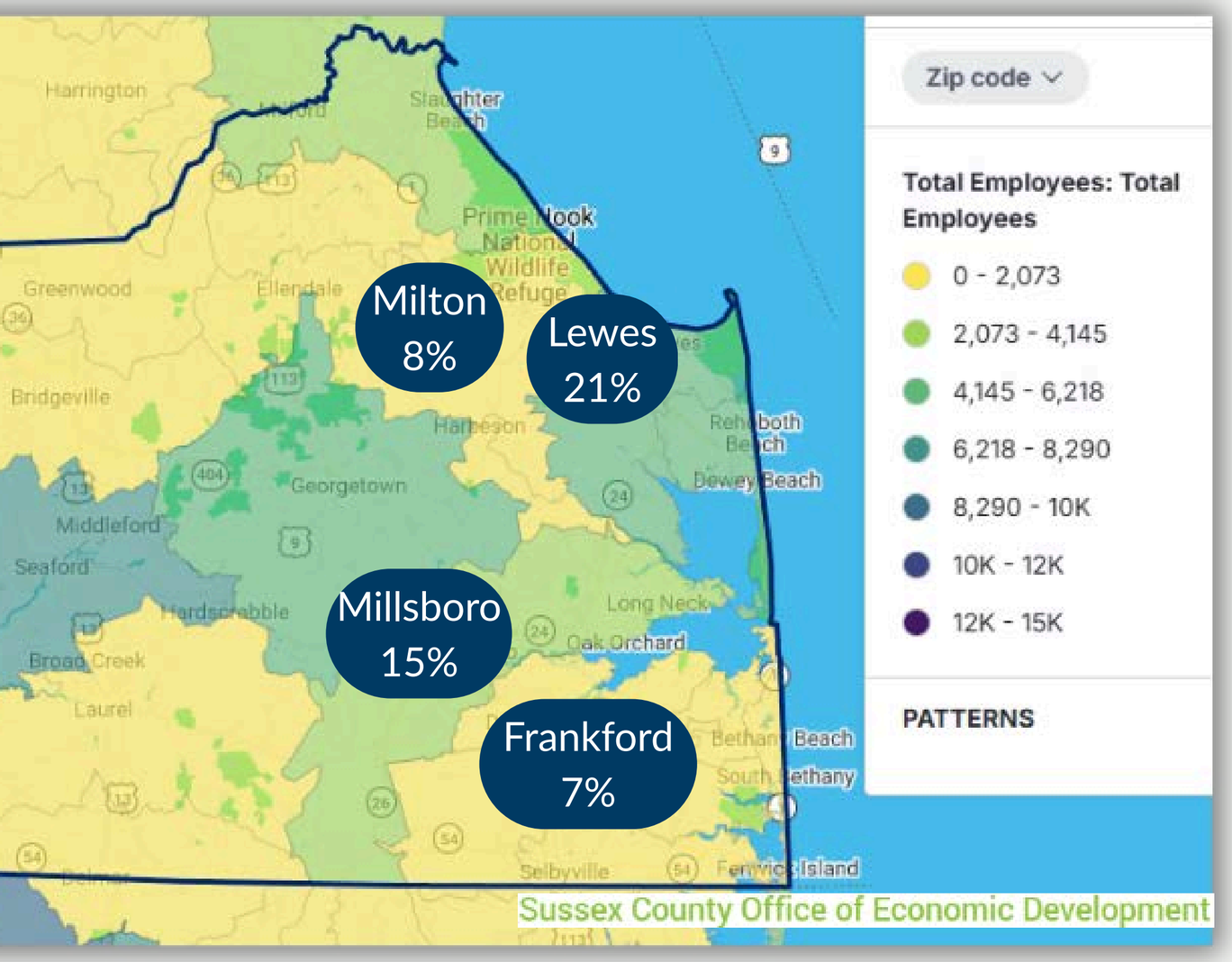
77%

DSHA 2023 Housing Needs Assessment
19,180 Units Needed by 2030

16%
Sussex Multifamily Permits

30%
National Multifamily Permits

THE GAP:
Multifamily



Where Have Housing Units Been Placed?

THE GAP: Employment Centers

Production
Vs PRICE

Median New Detached:
$570,000

Median New Attached:
$395,000



At **$395,000**
20% down **≈ $2,100 per month**
Interest rate: **7%**

Household Income of
≈ $84,000

Households in Sussex County earn a median yearly income of $80,949

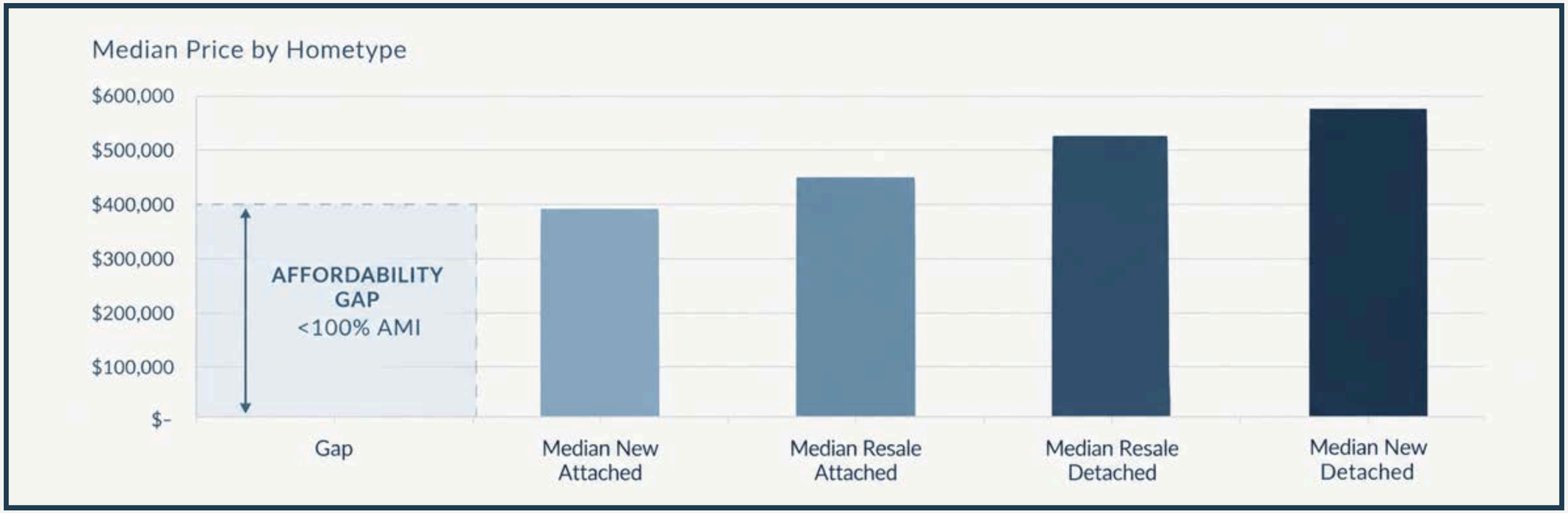
Do resales fill the Gap?

$517,500

Median Resale Detached

$445,000

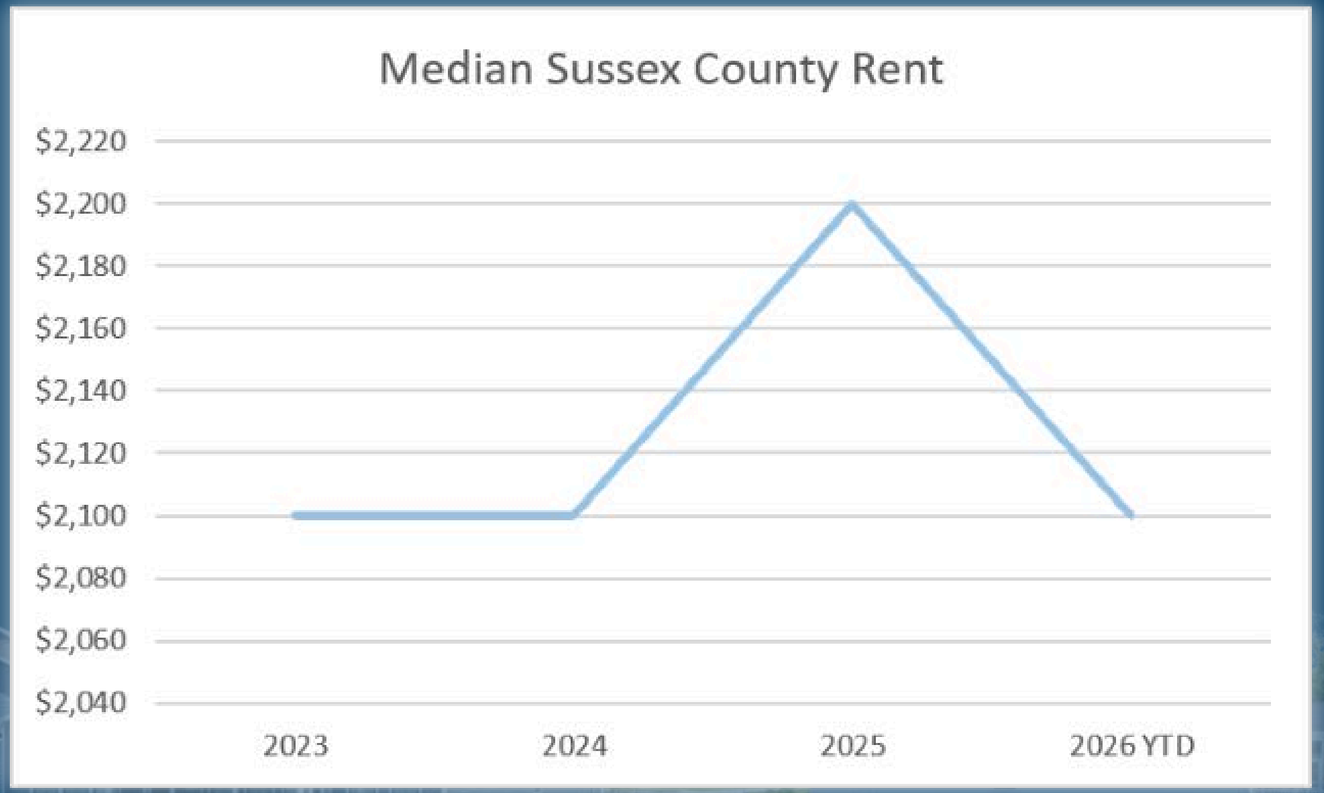
Median Resale Attached



Do rentals fill the **GAP**?

Same Household Income Needed of

≈$84,000



TOP MARKETS FOR RENTALS:

Lewes
Millsboro
Rehoboth
Milford

Sussex's lot pipeline STRONG

121

ACTIVE NEW COMMUNITIES

8,773

REMAINING LOTS

Of those: 4,796 are Vacant Developed Lots (ready for a home)

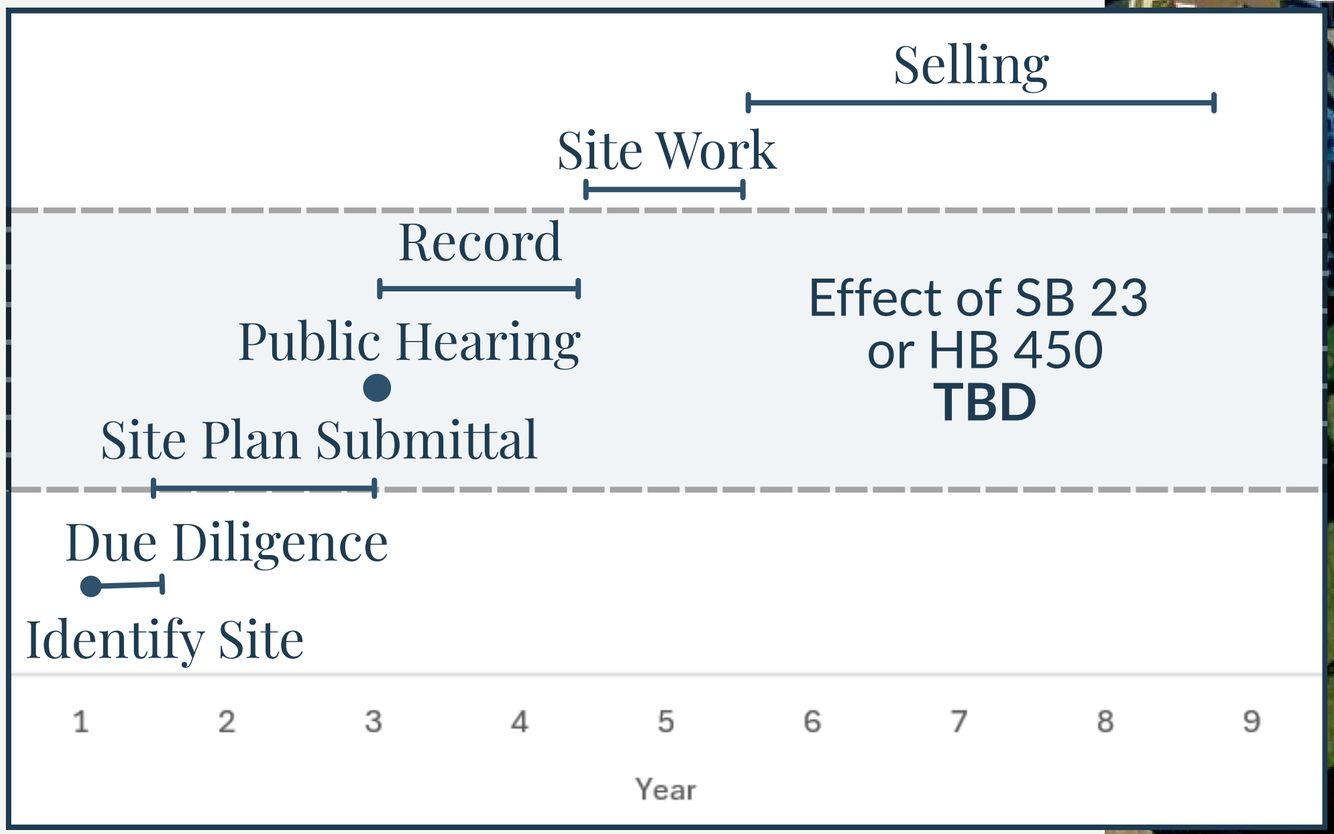
20,000+

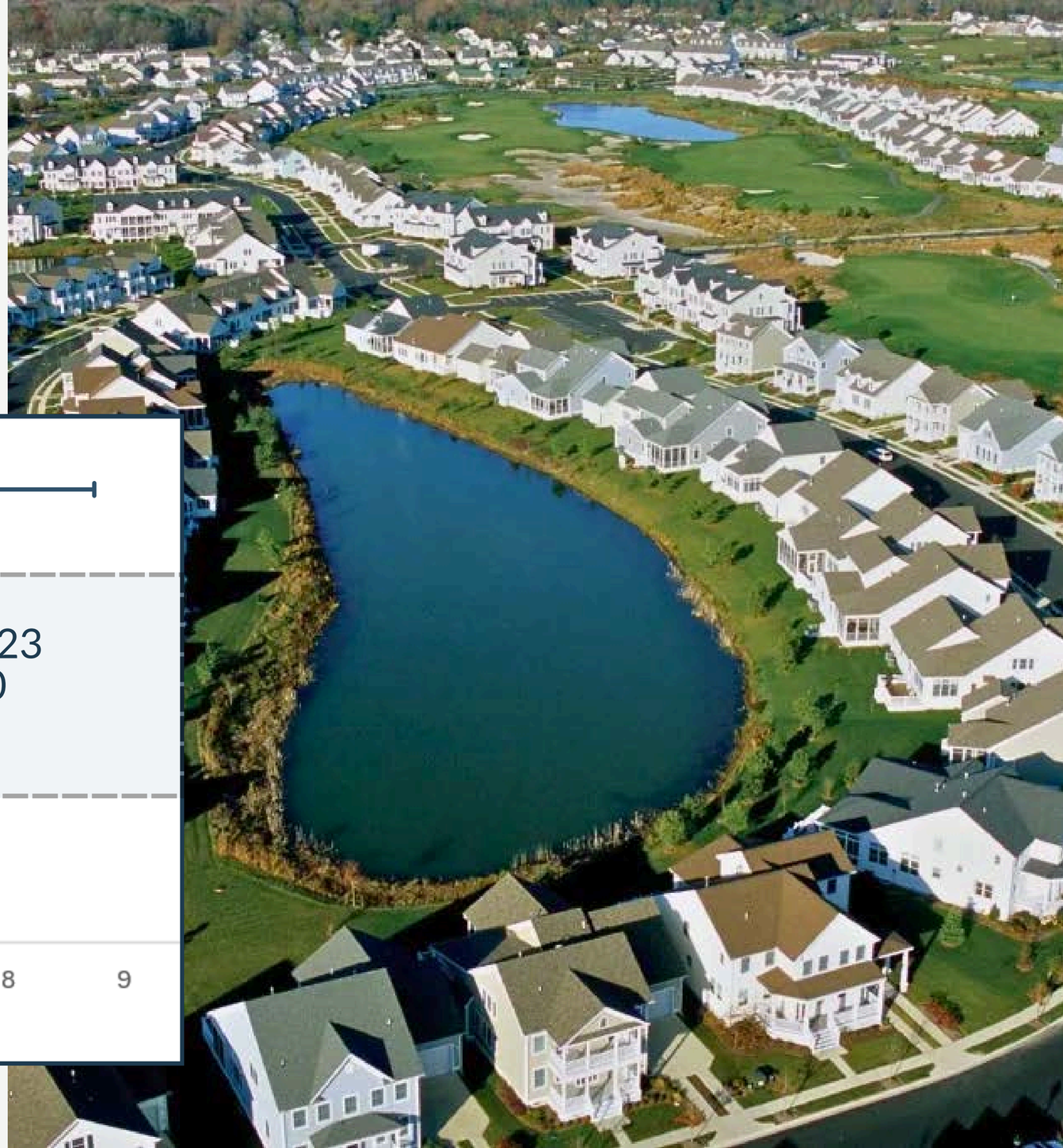
FUTURE LOTS



OPPORTUNITY

Before and during entitlement





Opportunities **for Better Alignment**

DIVERSE HOUSING INCENTIVES

COMMUNITY ENGAGEMENT

FASTER PERMITTING

INFRASTRUCTURE INVESTMENT

