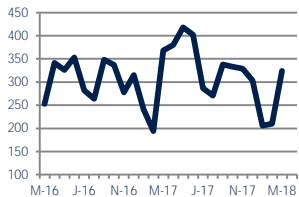




**Units Sold**

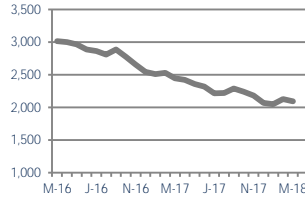
324



Down -12%  
Vs. Year Ago

**Active Inventory**

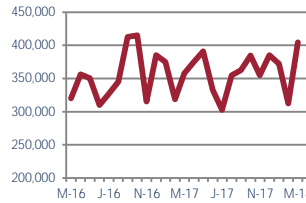
2,094



Down -14%  
Vs. Year Ago

**Median Sale Price**

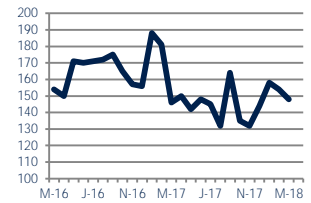
\$404,500



Up 13%  
Vs. Year Ago

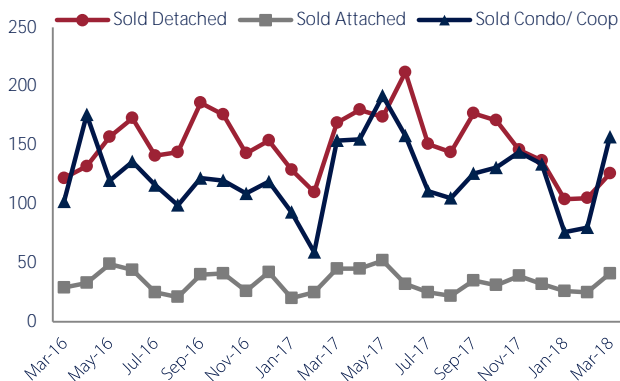
**Days On Market**

148



Up 1%  
Vs. Year Ago

**Units Sold\***



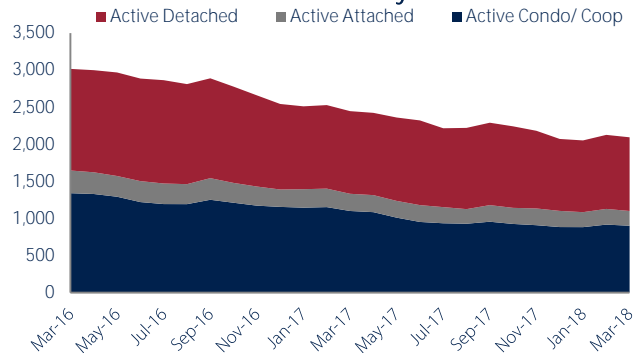
**Units Sold**

There was an increase in total units sold in March, with 324 sold this month in Cape May County. This month's total units sold was lower than at this time last year.

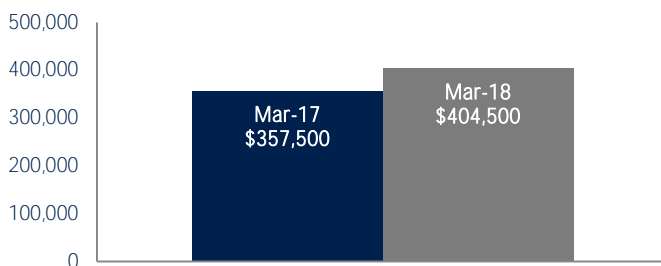
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 353 units or 14%. The total number of active inventory this March was 2,094 compared to 2,447 in March 2017. This month's total of 2,094 is lower than the previous month's total supply of available inventory of 2,127, a decrease of 2%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Cape May County Homes was \$357,500. This March, the median sale price was \$404,500, an increase of \$47,000 compared to last year. The current median sold price is higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



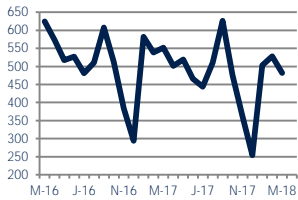
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS/CMCAOR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of SJSMLS/CMCAOR or Long & Foster Real Estate, Inc.





### New Listings

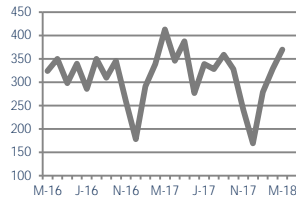
482



Down -13%  
Vs. Year Ago

### Current Contracts

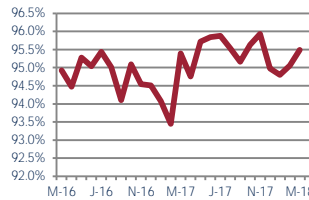
370



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

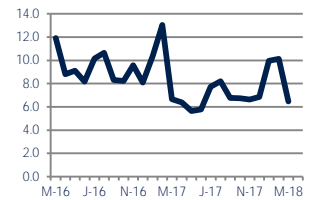
95.5%



No Change  
Vs. Year Ago

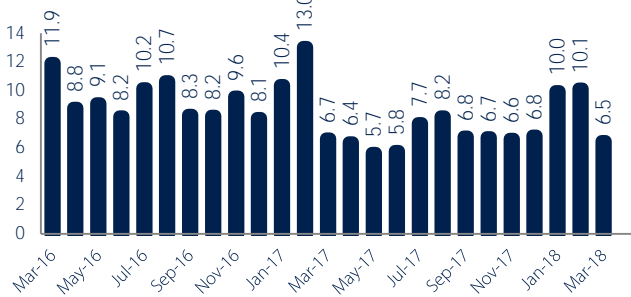
### Months of Supply

6.5



Down -3%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

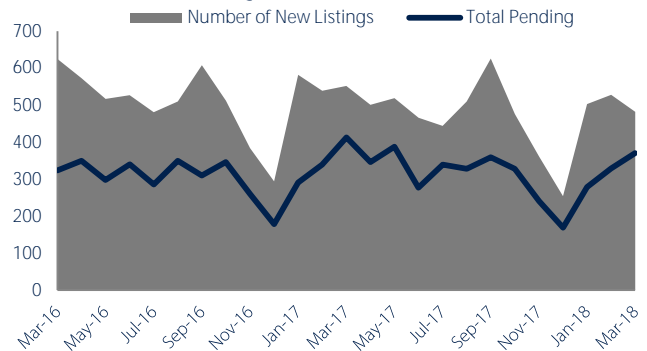
In March, there was 6.5 months of supply available in Cape May County, compared to 6.6 in March 2017. That is a decrease of 3% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

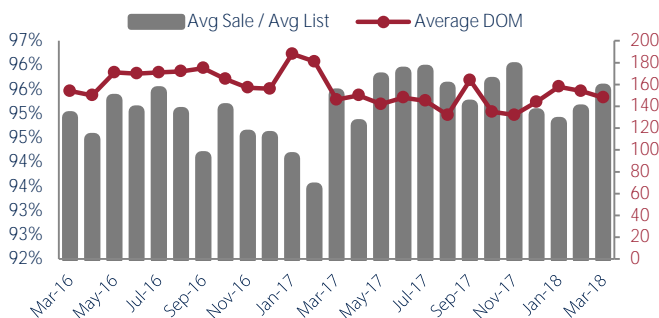
### New Listings & Current Contracts

This month there were 482 homes newly listed for sale in Cape May County compared to 552 in March 2017, a decrease of 13%. There were 370 current contracts pending sale this March compared to 413 a year ago. The number of current contracts is 10% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Cape May County was 95.5% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 148, higher than the average last year, which was 146, an increase of 1%.



\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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