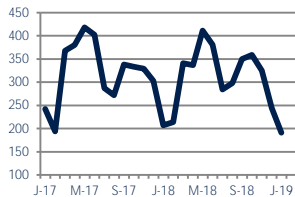
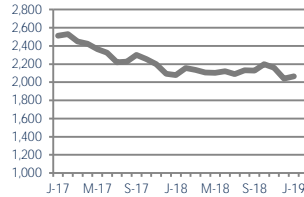


Units Sold 191



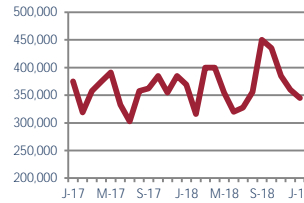
Down -8%
Vs. Year Ago

Active Inventory 2,064



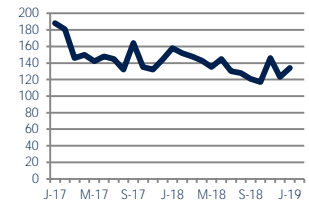
Down -1%
Vs. Year Ago

Median Sale Price \$345,000



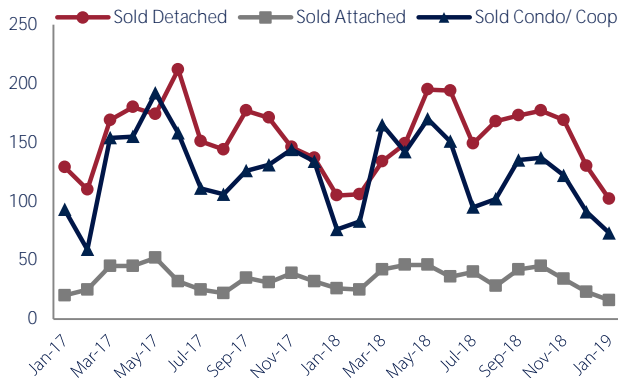
Down -7%
Vs. Year Ago

Days On Market 134



Down -15%
Vs. Year Ago

Units Sold*



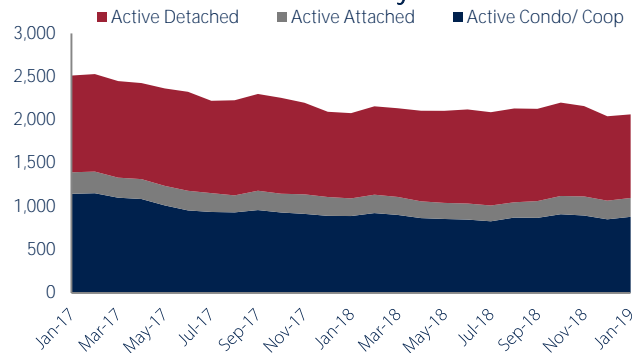
Units Sold

There was a decrease in total units sold in January, with 191 sold this month in Cape May County versus 244 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 8% versus January 2018.

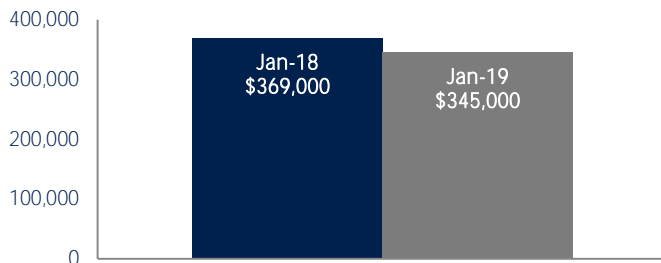
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 1%. The total number of active inventory this January was 2,064 compared to 2,078 in January 2018. This month's total of 2,064 is higher than the previous month's total supply of available inventory of 2,042, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Cape May County Homes was \$369,000. This January, the median sale price was \$345,000, a decrease of 7% or \$24,000 compared to last year. The current median sold price is 4% lower than in December.

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



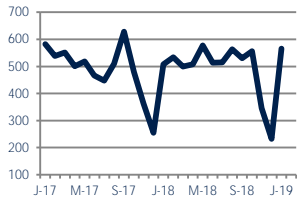
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS/CMCAOR 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

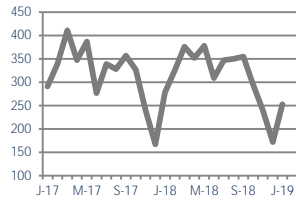
566



Up 11%
Vs. Year Ago

Current Contracts

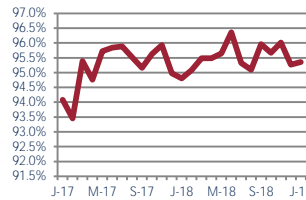
253



Down -9%
Vs. Year Ago

Sold Vs. List Price

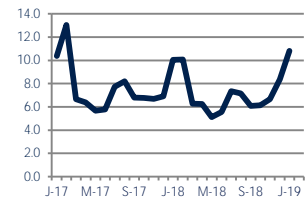
95.4%



Up 0.6%
Vs. Year Ago

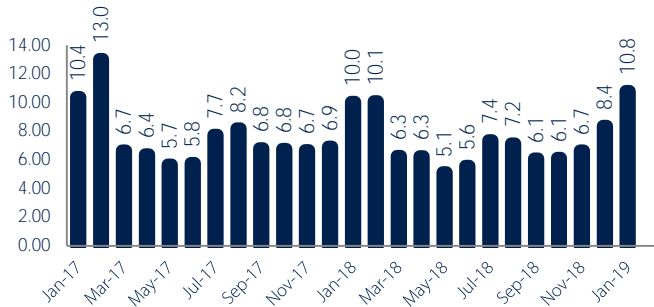
Months of Supply

10.8



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

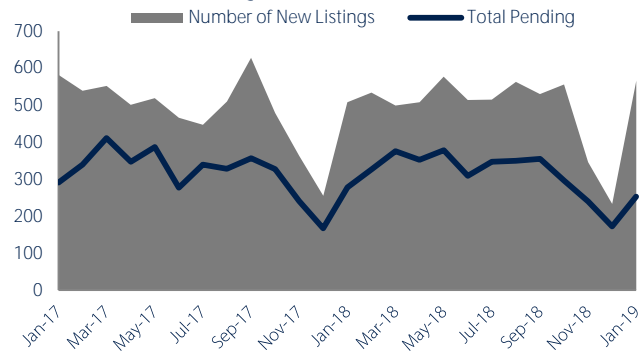
In January, there was 10.8 months of supply available in Cape May County, compared to 10.0 in January 2018. That is an increase of 8% versus a year ago.

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.

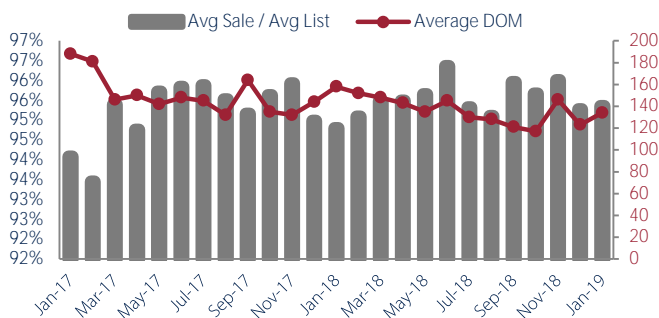
New Listings & Current Contracts

This month there were 566 homes newly listed for sale in Cape May County compared to 508 in January 2018, an increase of 11%. There were 253 current contracts pending sale this January compared to 278 a year ago. The number of current contracts is 9% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Cape May County was 95.4% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 134, lower than the average last year, which was 158, a decrease of 15%.



*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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