

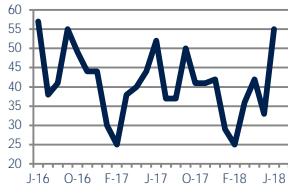


## Focus On: Cape May Housing Market

June 2018

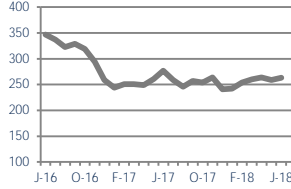
Zip Code(s): 08204 and 08212

**Units Sold**  
55



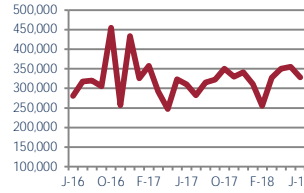
**Up 6%**  
Vs. Year Ago

**Active Inventory**  
263



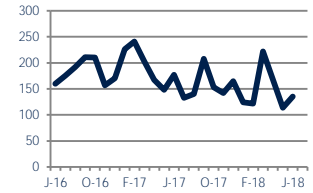
**Down -5%**  
Vs. Year Ago

**Median Sale Price**  
\$328,000



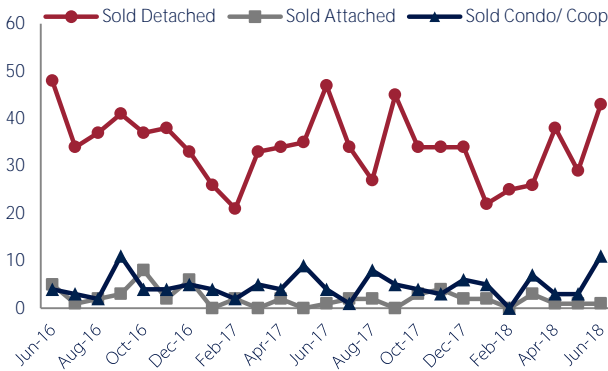
**Up 6%**  
Vs. Year Ago

**Days On Market**  
135



**Down -24%**  
Vs. Year Ago

### Units Sold\*



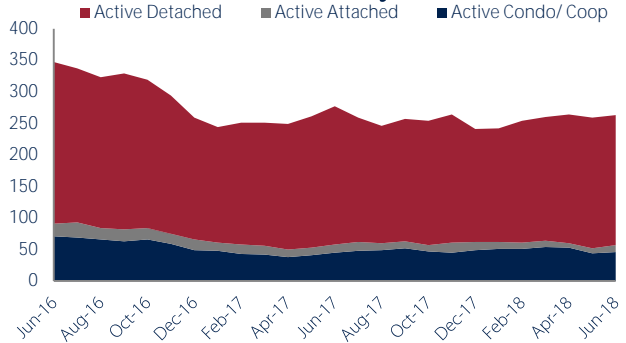
### Units Sold

There was an increase in total units sold in June, with 55 sold this month in Cape May. This month's total units sold was higher than at this time last year.

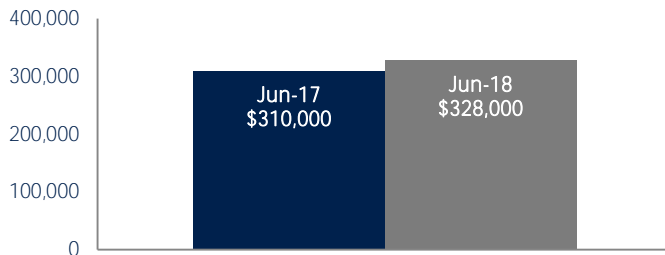
### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 5%. The total number of active inventory this June was 263 compared to 277 in June 2017. This month's total of 263 is higher than the previous month's total supply of available inventory of 259, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Cape May Homes was \$310,000. This June, the median sale price was \$328,000, an increase of 6% or \$18,000 compared to last year. The current median sold price is 8% lower than in May.

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

Cape May are defined as properties listed in zip code/s 08204 and 08212.

\*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 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 CMCAOR or Long & Foster Real Estate, Inc.



**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE





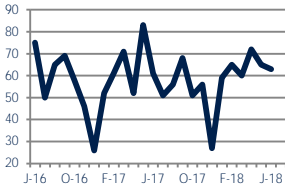
## Focus On: Cape May Housing Market

June 2018

Zip Code(s): 08204 and 08212

### New Listings

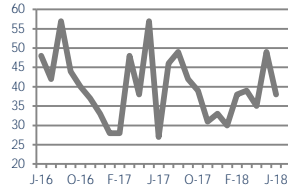
63



Up 3%  
Vs. Year Ago

### Current Contracts

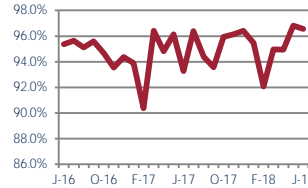
38



Up 41%  
Vs. Year Ago

### Sold Vs. List Price

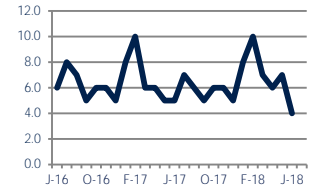
96.6%



Up 3.5%  
Vs. Year Ago

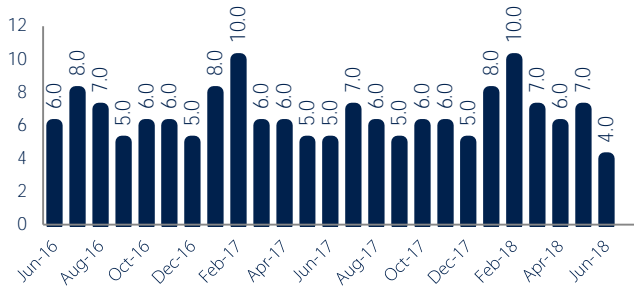
### Months of Supply

4.0



Down -20%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

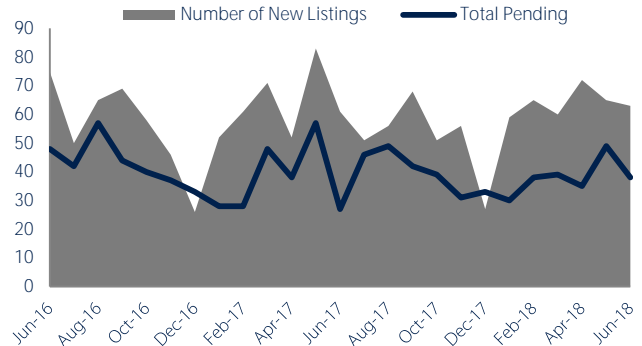
In June, there was 4.8 months of supply available in Cape May, compared to 5.3 in June 2017. That is a decrease of 10% versus a year ago.

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.

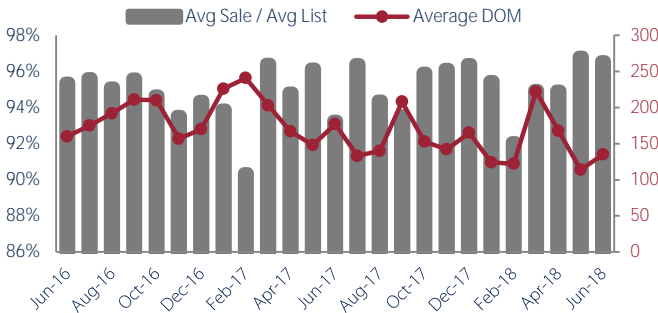
### New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Cape May compared to 61 in June 2017, an increase of 3%. There were 38 current contracts pending sale this June compared to 27 a year ago. The number of current contracts is 41% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Cape May was 96.6% of the average list price, which is 3.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 135, lower than the average last year, which was 177, a decrease of 24%.



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