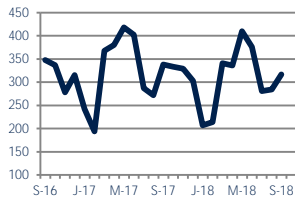


Units Sold

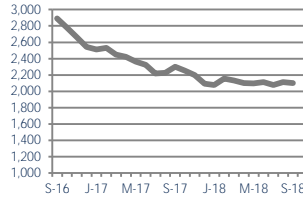
317



Down -6%
Vs. Year Ago

Active Inventory

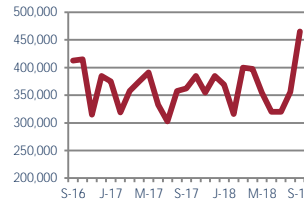
2,102



Down -9%
Vs. Year Ago

Median Sale Price

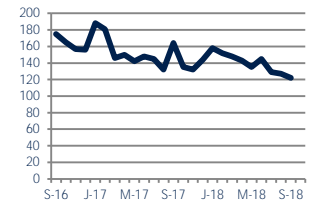
\$465,000



Up 28%
Vs. Year Ago

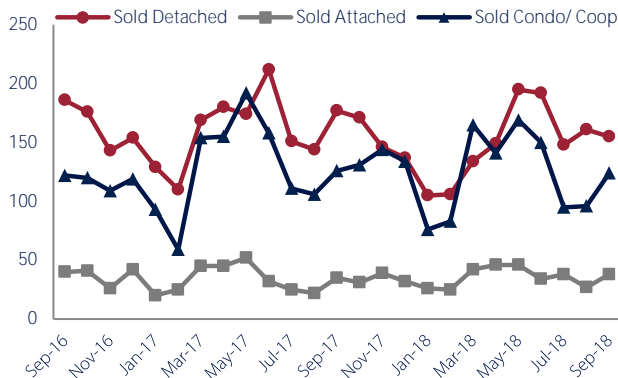
Days On Market

122



Down -26%
Vs. Year Ago

Units Sold*



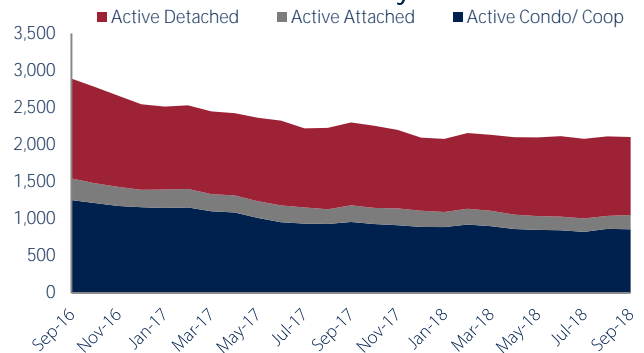
Units Sold

There was an increase in total units sold in September, with 317 sold this month in Cape May County versus 284 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 6% versus September 2017.

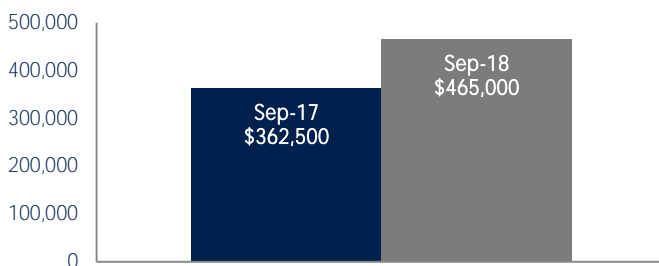
Active Inventory

Versus last year, the total number of homes available this month is lower by 197 units or 9%. The total number of active inventory this September was 2102 compared to 2,299 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Cape May County Homes was \$362,500. This September, the median sale price was \$465,000, an increase of \$102,500 compared to last year. The current median sold price is higher than in August.

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

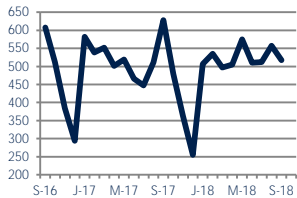


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by SJSMLS/CMCAOR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

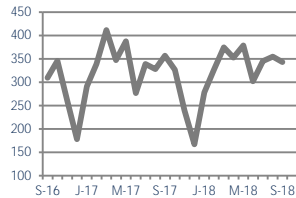
517



Down -18%
Vs. Year Ago

Current Contracts

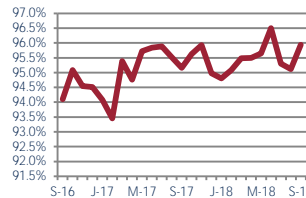
343



Down -4%
Vs. Year Ago

Sold Vs. List Price

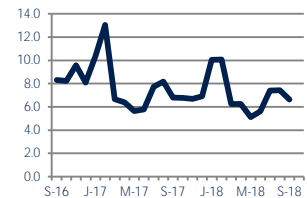
95.9%



Up 0.8%
Vs. Year Ago

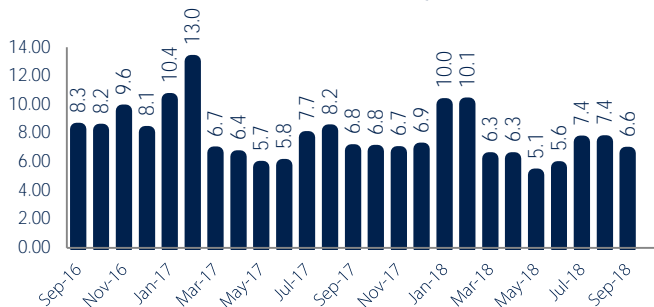
Months of Supply

6.6



Down -3%
Vs. Year Ago

Months Of Supply



Months of Supply

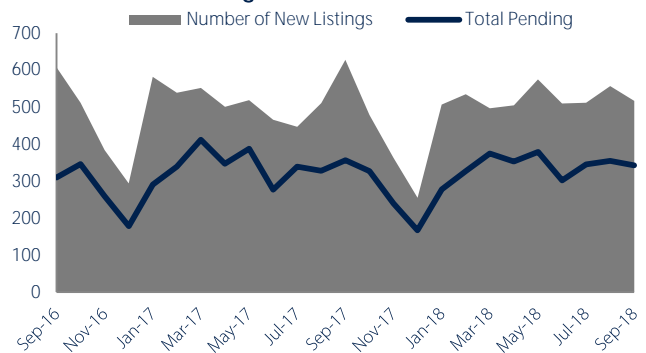
In September, there was 6.6 months of supply available in Cape May County, compared to 6.8 in September 2017. That is a decrease of 3% versus a year ago.

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.

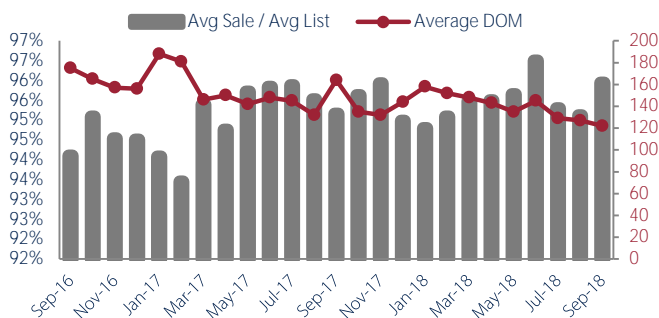
New Listings & Current Contracts

This month there were 517 homes newly listed for sale in Cape May County compared to 628 in September 2017, a decrease of 18%. There were 343 current contracts pending sale this September compared to 357 a year ago. The number of current contracts is 4% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Cape May County was 95.9% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 122, lower than the average last year, which was 164, a decrease of 26%.



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