

# THE LONG & FOSTER MARKET MINUTE™

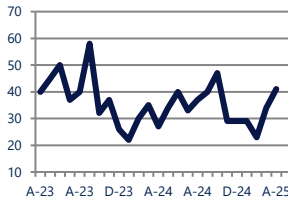
FOCUS ON: **VILLAS, CAPE MAY COURT HOUSE, AND RIO GRANDE HOUSING MARKET**

APRIL 2025

Zip Code(s): 08251, 08210, 08242, 08245, 08219 and 08252

## Units Sold

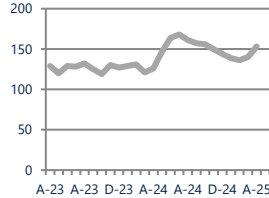
41



**Up**  
Vs. Year Ago

## Active Inventory

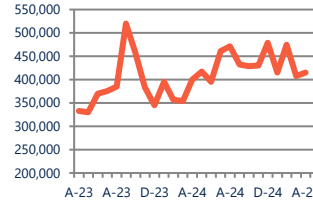
153



**Up 21%**  
Vs. Year Ago

## Median Sale Price

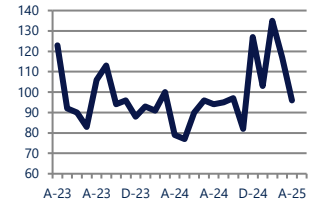
\$415,000



**Up 4%**  
Vs. Year Ago

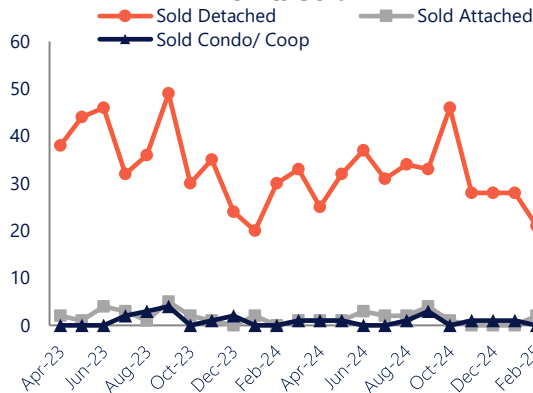
## Days On Market

96



**Up 22%**  
Vs. Year Ago

### Units Sold\*



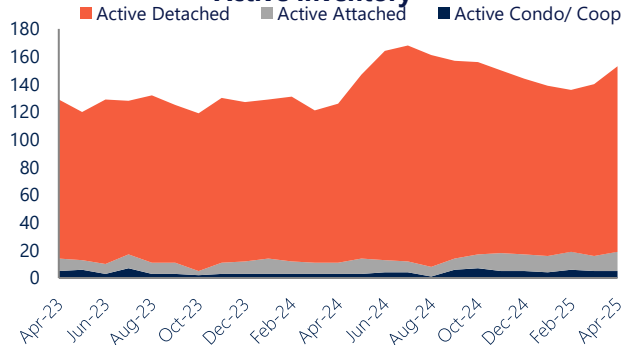
## Units Sold

There was an increase in total units sold in April, with 41 sold this month in Villas, Cape May Court House, and Rio Grande. 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 higher by 27 units or 21%. The total number of active inventory this April was 153 compared to 126 in April 2024. This month's total of 153 is higher than the previous month's total supply of available inventory of 140, an increase of 9%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Villas, Cape May Court House, and Rio Grande Homes was \$400,000. This April, the median sale price was \$415,000, an increase of 4% or \$15,000 compared to last year. The current median sold price is 2% higher than in March.

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

Villas, Cape May Court House, and Rio Grande are defined as properties listed in zip code/s 08251, 08210, 08242, 08245, 08219 and 08252.

\*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.

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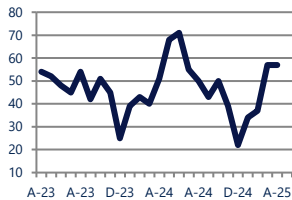
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## New Listings

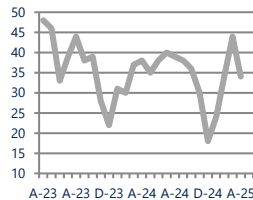
57



Up 12%  
Vs. Year Ago

## Current Contracts

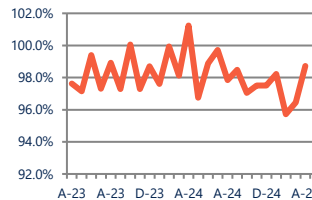
34



Down -11%  
Vs. Year Ago

## Sold Vs. List Price

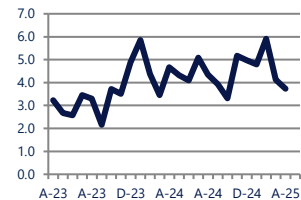
98.7%



Down -2.5%  
Vs. Year Ago

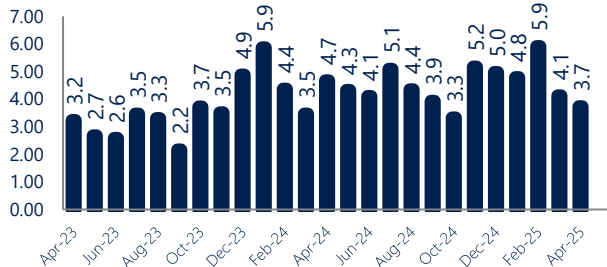
## Months of Supply

3.7



Down -20%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

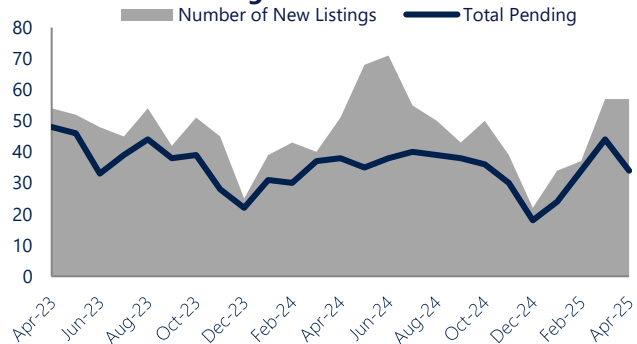
In April, there was 3.7 months of supply available in Villas, Cape May Court House, and Rio Grande, compared to 4.7 in April 2024. That is a decrease of 20% versus a year ago.

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.

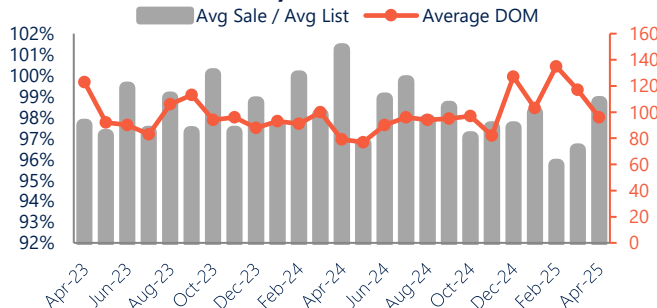
## New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Villas, Cape May Court House, and Rio Grande compared to 51 in April 2024, an increase of 12%. There were 34 current contracts pending sale this April compared to 38 a year ago. The number of current contracts is 11% lower than last April.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In April, the average sale price in Villas, Cape May Court House, and Rio Grande was 98.7% of the average list price, which is 2.5% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 96, higher than the average last year, which was 79, an increase of 22%.

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