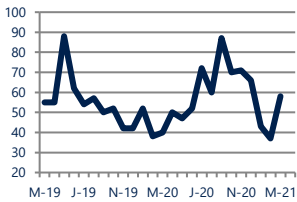




Zip Code(s): 08251, 08210, 08242, 08245, 08219 and 08252

Units Sold

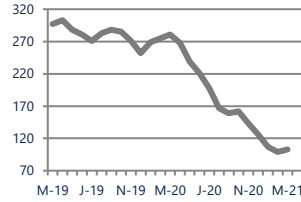
58



Up
Vs. Year Ago

Active Inventory

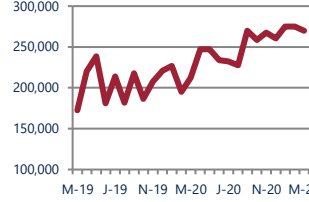
103



Down -63%
Vs. Year Ago

Median Sale Price

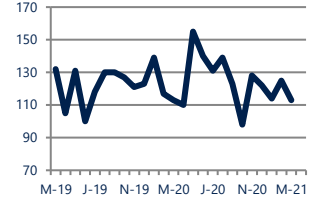
\$270,000



Up 27%
Vs. Year Ago

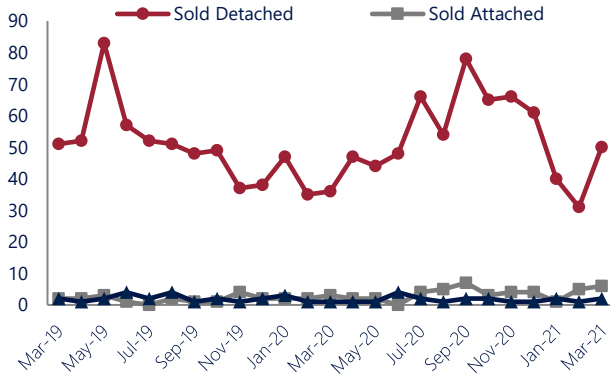
Days On Market

113



No Change
Vs. Year Ago

Units Sold*



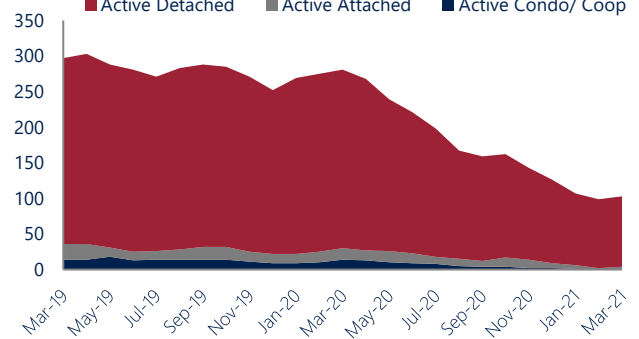
Units Sold

There was an increase in total units sold in March, with 58 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.

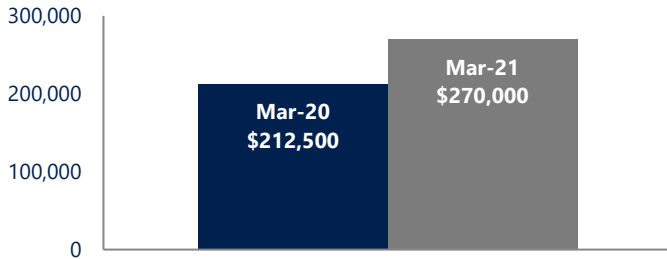
Active Inventory

Versus last year, the total number of homes available this month is lower by 178 units or 63%. The total number of active inventory this March was 103 compared to 281 in March 2020. This month's total of 103 is higher than the previous month's total supply of available inventory of 99, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Villas, Cape May Court House, and Rio Grande Homes was \$212,500. This March, the median sale price was \$270,000, an increase of \$57,500 compared to last year. The current median sold price is lower 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.

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*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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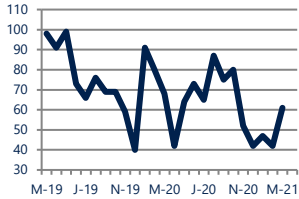




Zip Code(s): 08251, 08210, 08242, 08245, 08219 and 08252

New Listings

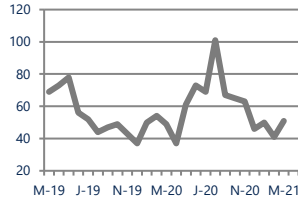
61



Down -10%
Vs. Year Ago

Current Contracts

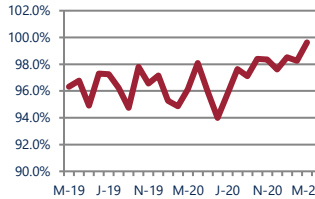
51



Up 4%
Vs. Year Ago

Sold Vs. List Price

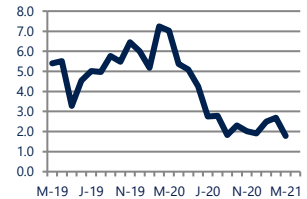
99.6%



Up 3.6%
Vs. Year Ago

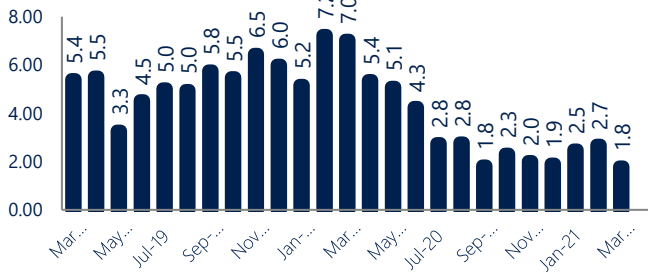
Months of Supply

1.8



Down -75%
Vs. Year Ago

Months Of Supply



Months of Supply

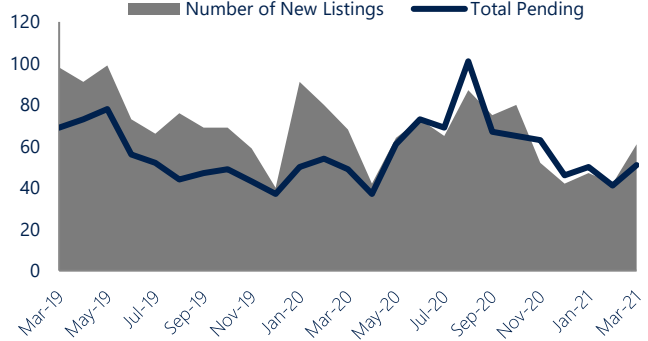
In March, there was 1.8 months of supply available in Villas, Cape May Court House, and Rio Grande, compared to 7.0 in March 2020. That is a decrease of 75% versus a year ago.

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.

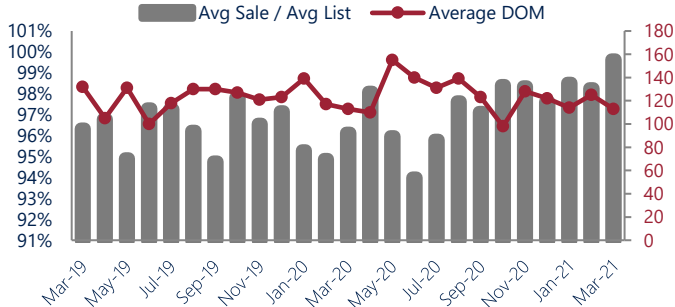
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Villas, Cape May Court House, and Rio Grande compared to 68 in March 2020, a decrease of 10%. There were 51 current contracts pending sale this March compared to 49 a year ago. The number of current contracts is 4% higher 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 Villas, Cape May Court House, and Rio Grande was 99.6% of the average list price, which is 3.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 113, which is similar compared to a year ago.



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