

# LuxInsight

LUXURY HOUSING MARKET REPORT

Cape May County, New Jersey

February 2024

Luxury Summary



**LONG & FOSTER**  
REAL ESTATE

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Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

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## Cape May County, New Jersey - February 2024

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with a broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



### AT A GLANCE

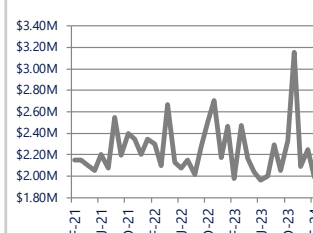
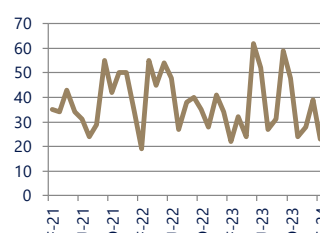
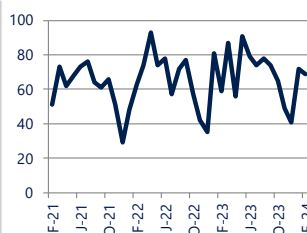
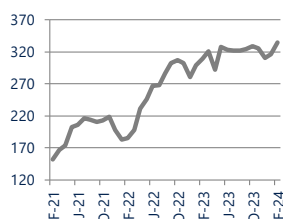
Homes \$1.5 Million+

**Active Inventory**  
335

**New Listings**  
69

**Units Sold**  
23

**Median Sale Price**  
\$1,990,000



**Up 8.4%**  
**Vs. Year Ago**

**Up 16.9%**  
**Vs. Year Ago**

**Up 4.5%**  
**Vs. Year Ago**

**Up 0.8%**  
**Vs. Year Ago**

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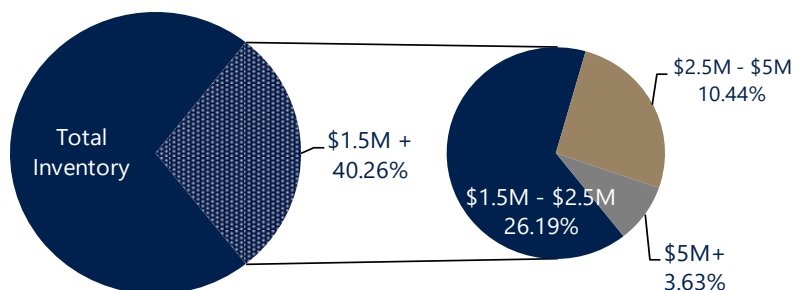
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## Cape May County, New Jersey - February 2024

Compared to last February, the total number of homes more than \$1.5 Million available this month was higher by 8.4% and higher by 81.1% compared to February 2022.

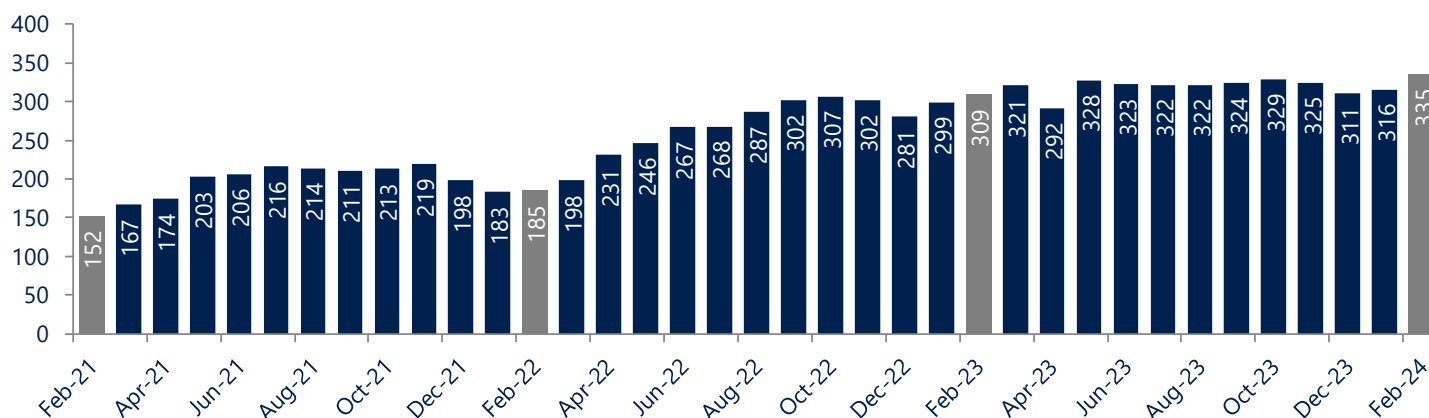
Active inventory this February was 6.0% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



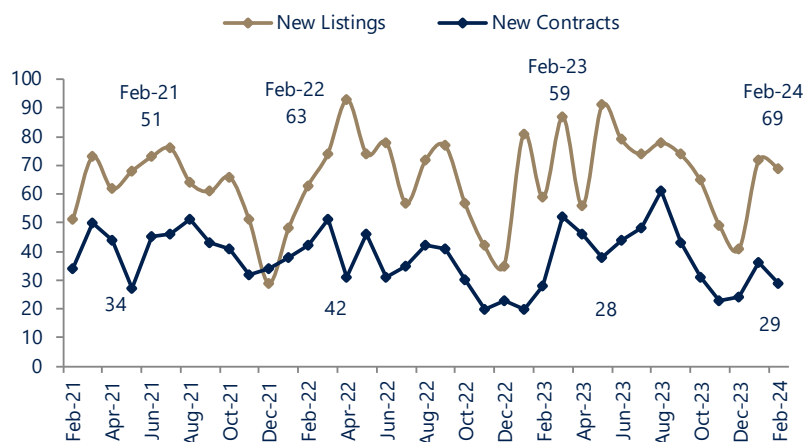
### ACTIVE INVENTORY

Homes \$1.5 Million+



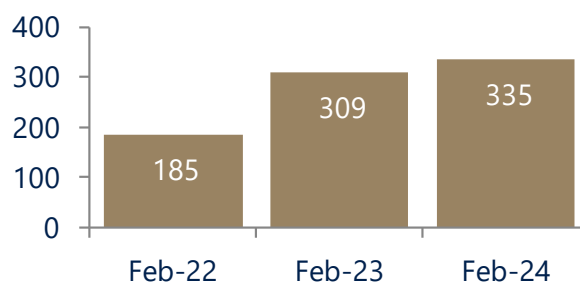
### NEW LISTINGS & NEW CONTRACTS

Homes \$1.5 Million+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$1.5 Million+



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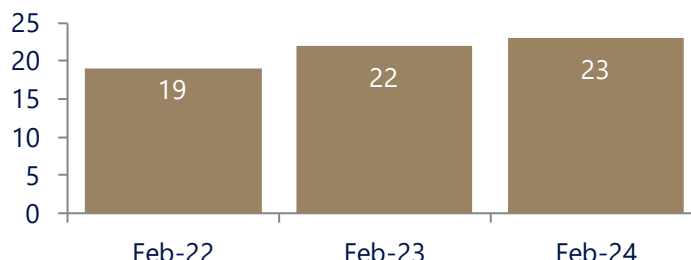
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## Cape May County, New Jersey - February 2024

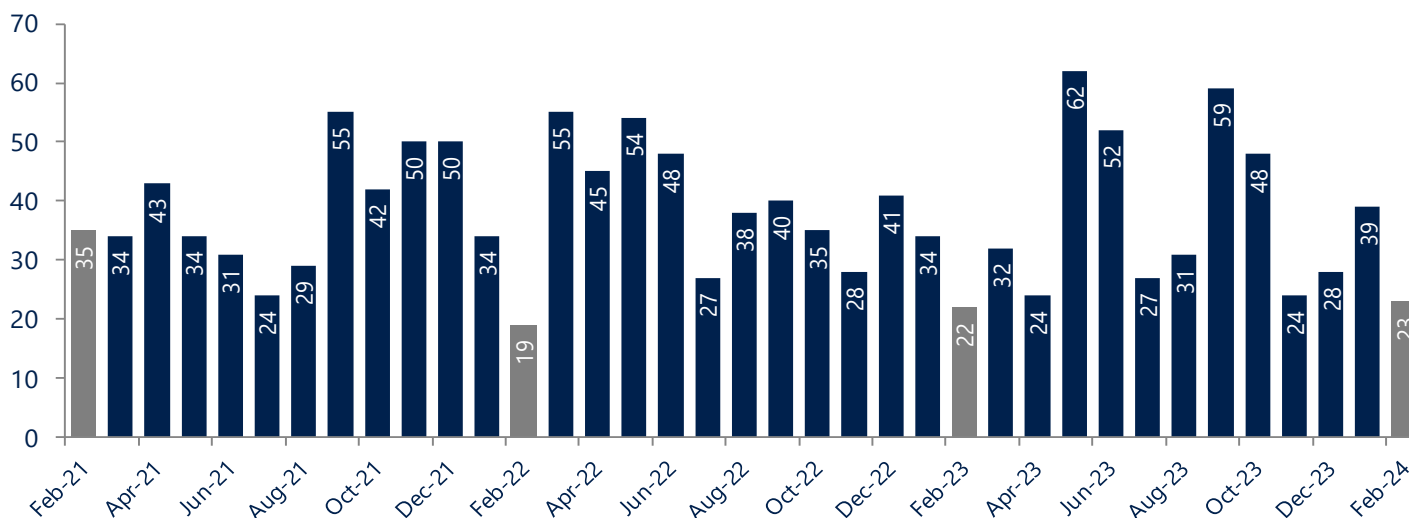
This month's units sold for homes more than \$1.5 Million was higher than at this time last year, an increase of 4.5% versus last February and an increase of 21.1% versus February of 2022.

There was a decrease of 41.0% in luxury units sold in February compared to January of this year.

**UNITS SOLD**  
Versus Previous Years  
Homes \$1.5 Million+



**UNITS SOLD**  
Homes \$1.5 Million+



## RECENT SELECTED LUXURY SALES

Homes \$1.5 Million+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
February 26, 2024	Ocean City	08226	\$2,094,000	\$1,990,000	95.0%	267		✓
February 29, 2024	Sea Isle City	08243	\$2,100,000	\$1,800,000	85.7%	145	✓	
February 29, 2024	Sea Isle City	08243	\$1,999,000	\$1,750,000	87.5%	145	✓	
February 9, 2024	Sea Isle City	08243	\$1,625,000	\$1,625,000	100.0%	192	✓	✓
January 3, 2024	Avalon	08202	\$5,750,000	\$4,900,000	85.2%	463	✓	✓
January 31, 2024	Ocean City	08226	\$4,495,000	\$3,950,000	87.9%	38		✓
January 26, 2024	Sea Isle City	08243	\$4,500,000	\$3,800,000	84.4%	239		✓
January 25, 2024	Avalon	08202	\$2,199,990	\$2,161,735	98.3%	245	✓	✓
January 17, 2024	Ocean City	08226	\$1,944,000	\$1,855,000	95.4%	248		✓
December 1, 2023	Avalon	08202	\$5,199,000	\$4,900,000	94.2%	428	✓	

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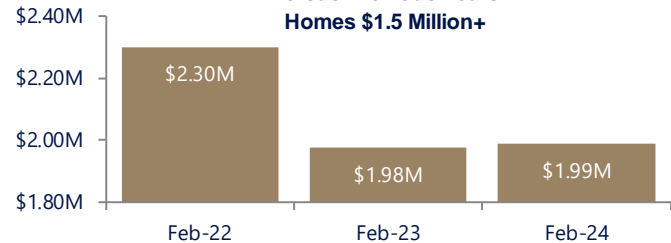
## Cape May County, New Jersey - February 2024

In February, the median sales price for homes more than \$1.5 Million was \$1,990,000, an increase of 0.8% compared to last year.

The current median sales price was lower by 11.6% than in January.

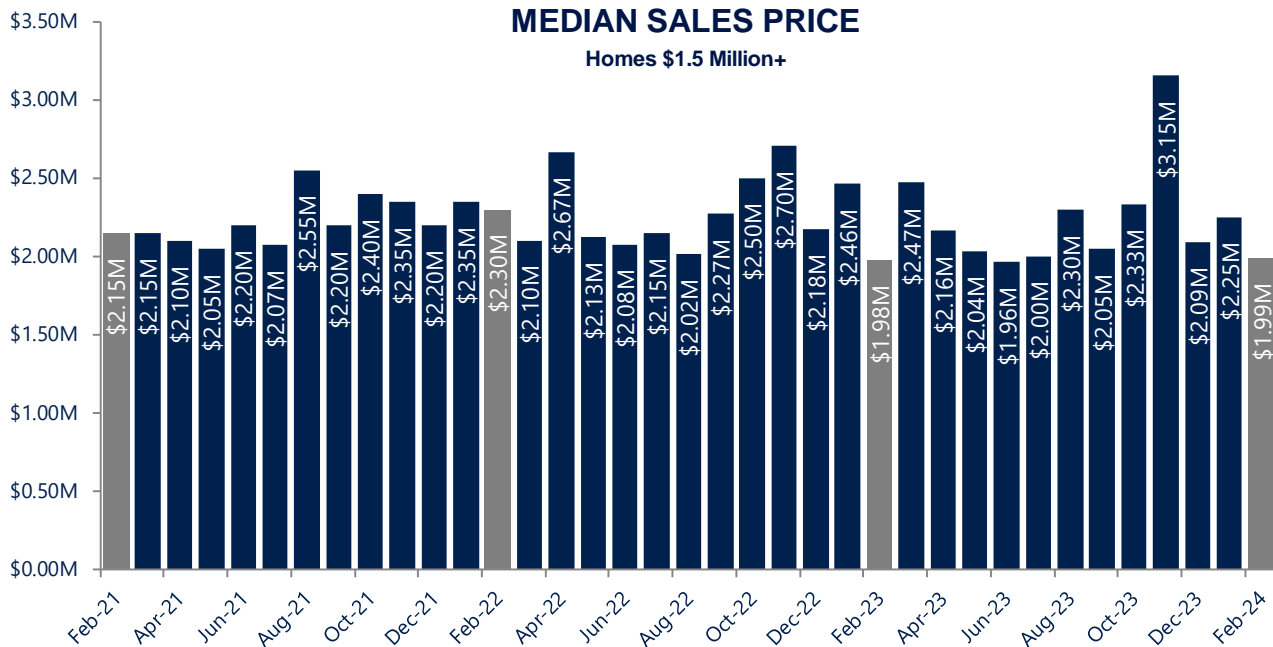
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$1.5 Million+



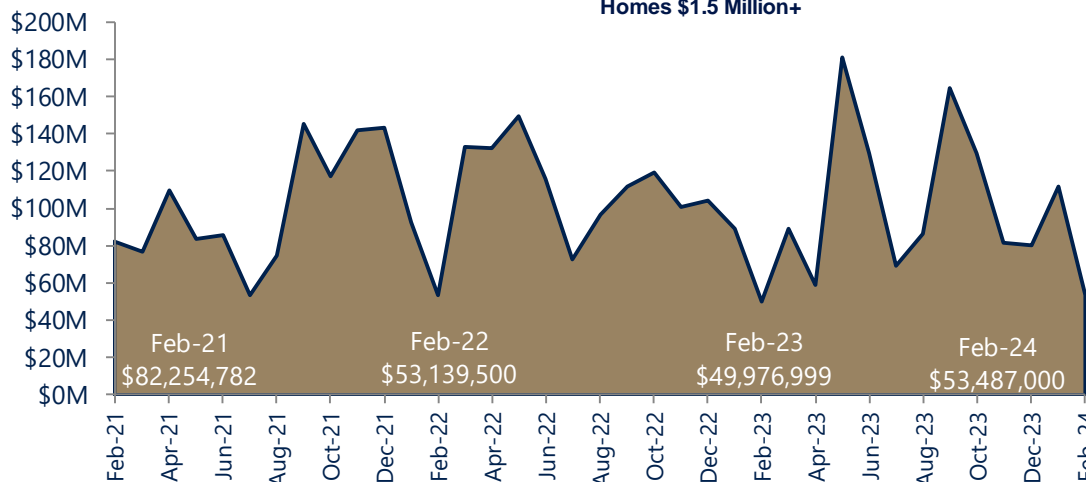
### MEDIAN SALES PRICE

Homes \$1.5 Million+



### TOTAL DOLLAR VOLUME SOLD

Homes \$1.5 Million+



Total volume sold this February was 7.0% higher than the same month one year ago.

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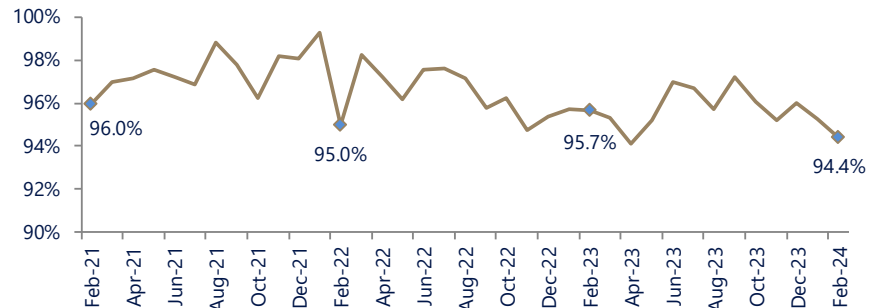
## Cape May County, New Jersey - February 2024

In February, the average sale price for homes more than \$1.5 Million was 94.4% of the average list price, which is 1.3% lower than at this time last year.

This month, the average number of days on market was 164, higher than the average last year, which was 110, an increase of 49.1%.

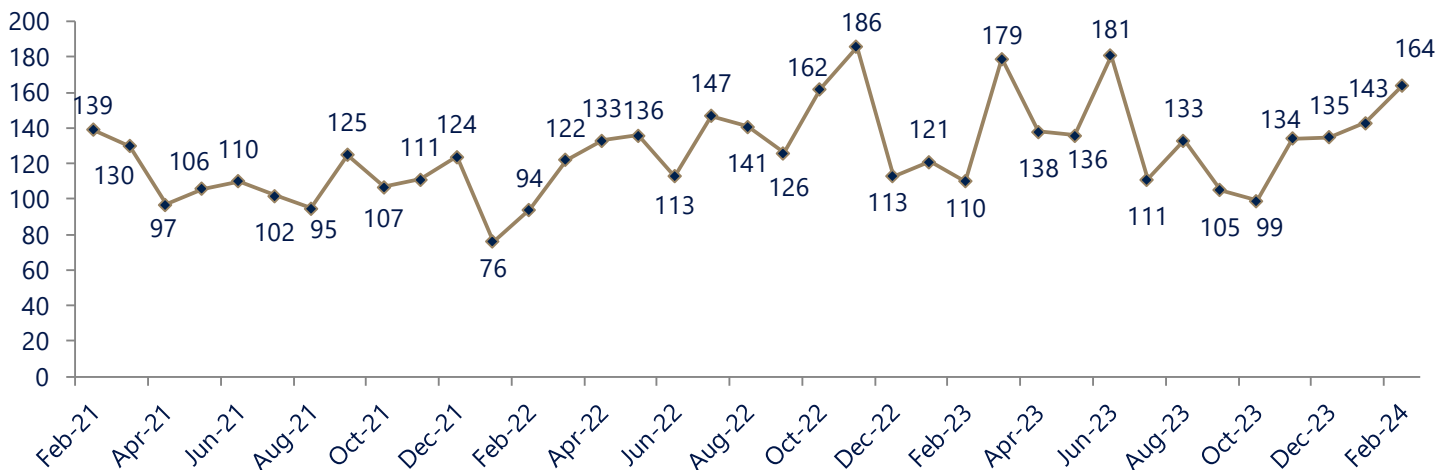
### SALE PRICE AS % OF LIST PRICE

Homes \$1.5 Million+



### DAYS ON MARKET

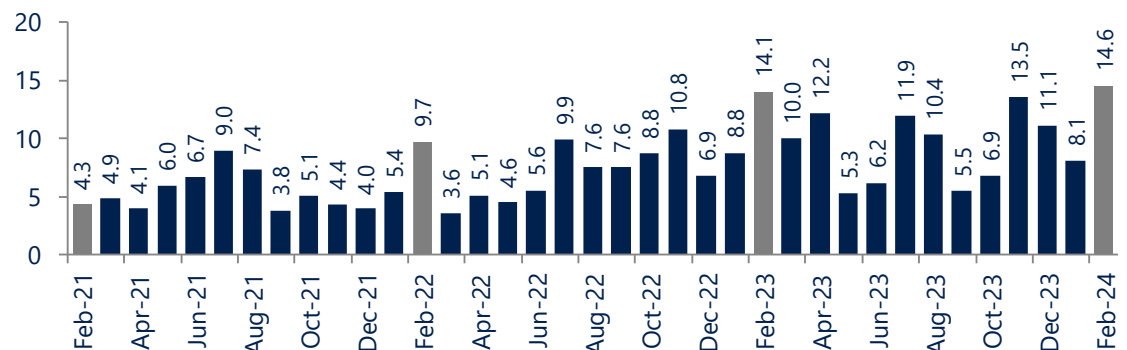
Homes \$1.5 Million+



### MONTHS OF SUPPLY

Homes \$1.5 Million+

In February, there were 14.6 months of supply available, compared to 14.1 in February of 2023. That is an increase of 3.5% versus a year ago.



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## Cape May County, New Jersey - February 2024

### References & Definitions

#### CAPE MAY, NJ: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the CMCAOR MLS, SJS Regional MLS, and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the county of Cape May, New Jersey only.

Analysis dates for all regions are February 1, 2021 through February 29, 2024.

### Contacts & Disclaimers

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