

LuxInsight

LUXURY HOUSING MARKET REPORT

Cape May County, New Jersey

JUNE 2025

Luxury Summary



LONG & FOSTER
REAL ESTATE

Long & Foster's All-Inclusive Services

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

Global Partnerships

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CAPE MAY COUNTY, NEW JERSEY - JUNE 2025

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.



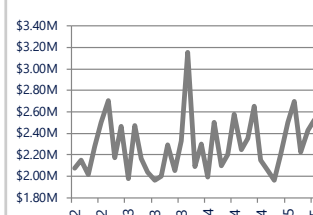
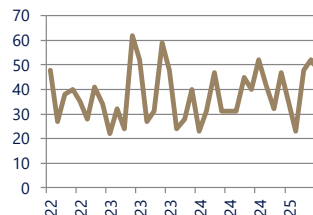
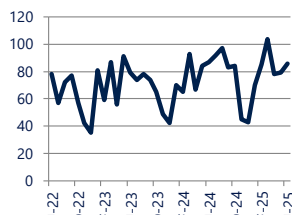
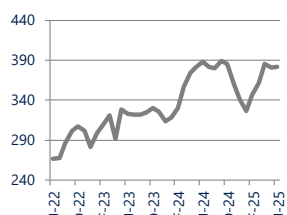
AT A GLANCE HOMES \$1.5 MILLION+

Active Inventory
382

New Listings
86

Units Sold
48

Median Sale Price
\$2,527,500



Down -1.5%
Vs. Year Ago

Down -1.1%
Vs. Year Ago

Up 54.8%
Vs. Year Ago

Down -1.8%
Vs. Year Ago

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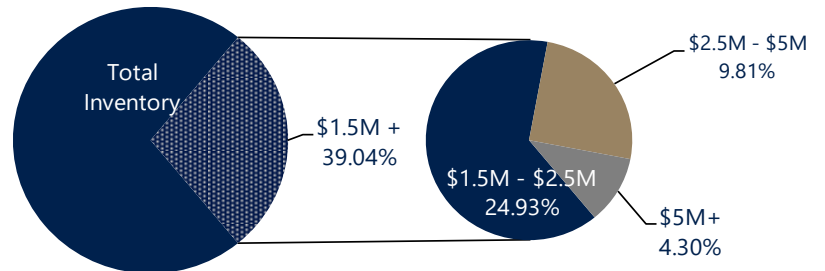
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Compared to last June, the total number of homes more than \$1.5 Million available this month was lower by 1.5% and higher by 18.3% compared to June 2023.

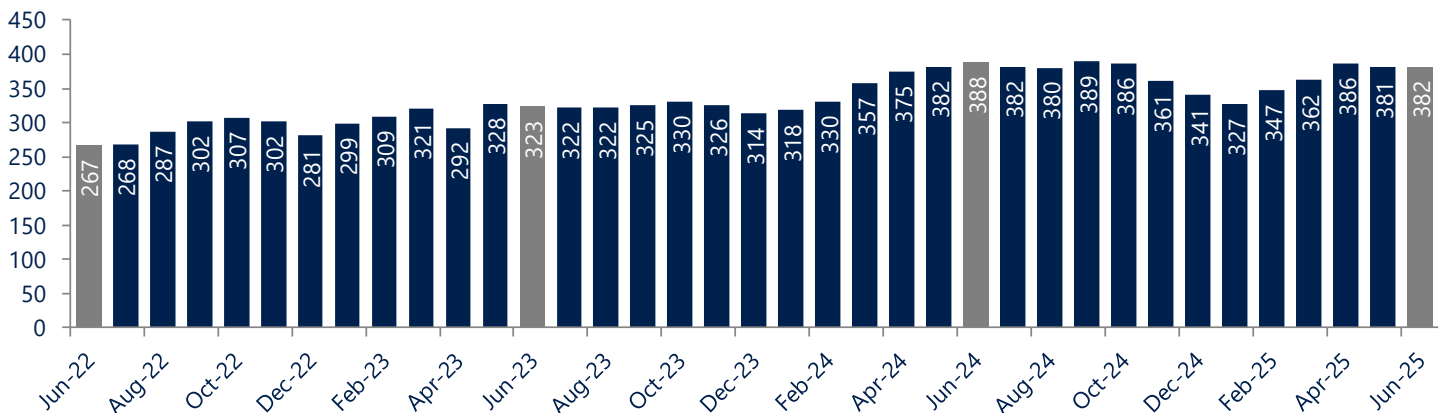
Active inventory this June was 0.3% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



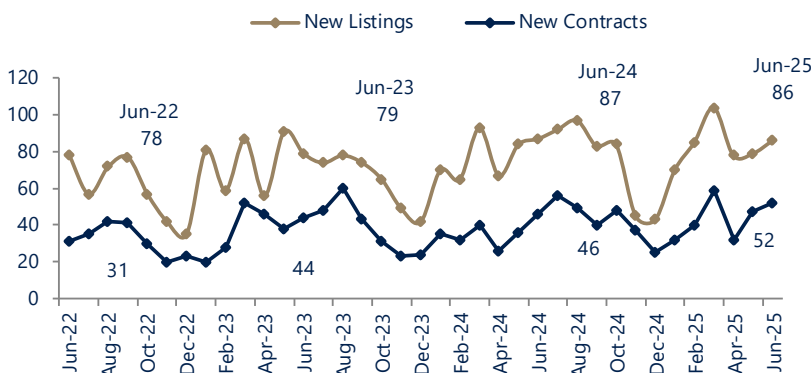
ACTIVE INVENTORY

HOMES \$1.5 MILLION+



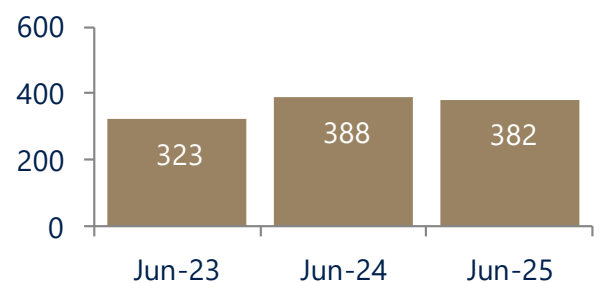
NEW LISTINGS & NEW CONTRACTS

HOMES \$1.5 MILLION+



ACTIVE INVENTORY

VERSUS PREVIOUS YEARS
HOMES \$1.5 MILLION+

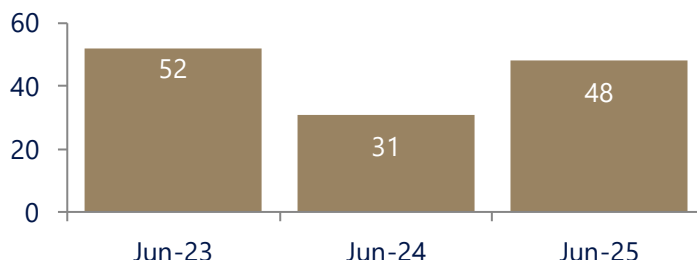


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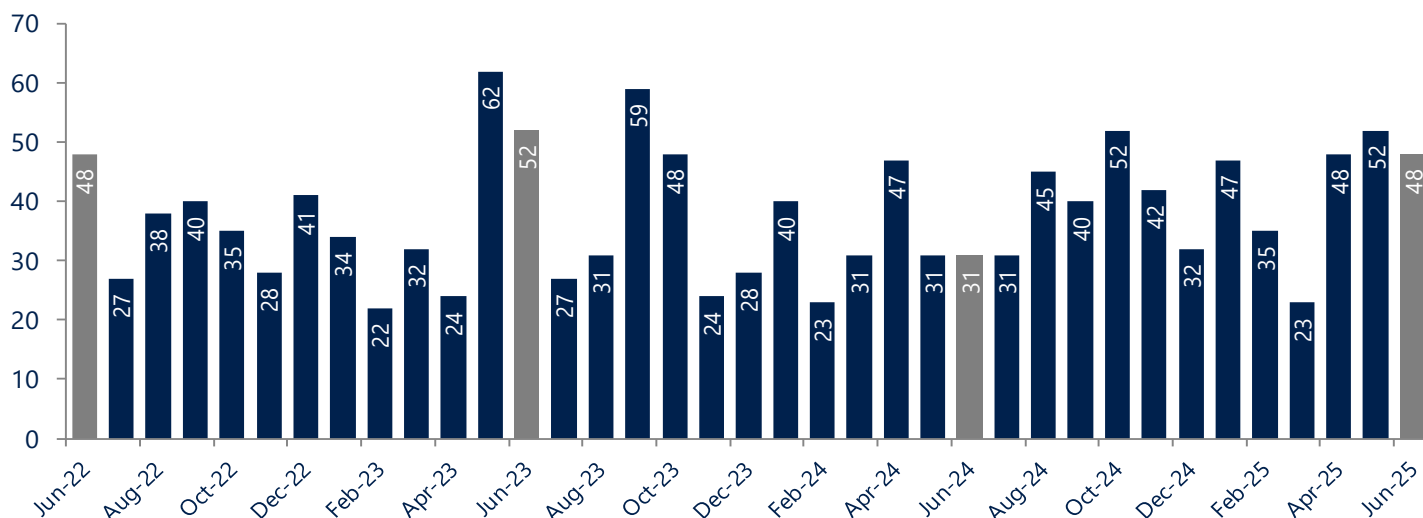
This month's units sold for homes more than \$1.5 Million was higher than at this time last year, an increase of 54.8% versus last June and a decrease of 7.7% versus June of 2023.

There was a decrease of 7.7% in luxury units sold in June compared to May 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
June 12, 2025	Stone Harbor	08247	\$5,995,000	\$5,500,000	91.7%	357	✓	
June 27, 2025	Stone Harbor	08247	\$5,000,000	\$5,000,000	100.0%	149		✓
June 20, 2025	Avalon	08202	\$4,799,000	\$4,725,000	98.5%	316		✓
June 27, 2025	Cape May Point	08212	\$2,895,000	\$2,255,000	77.9%	125	✓	✓
June 2, 2025	Ocean City	08226	\$1,549,000	\$1,549,000	100.0%	40	✓	
May 15, 2025	Avalon	08202	\$7,595,000	\$7,500,000	98.7%	41	✓	
May 23, 2025	Avalon	08202	\$6,995,000	\$6,000,000	85.8%	112	✓	✓
May 30, 2025	Del Haven	08251	\$3,199,000	\$3,050,000	95.3%	65		✓
May 30, 2025	Ocean City	08226	\$2,994,900	\$2,700,000	90.2%	89		✓
May 9, 2025	Sea Isle City	08243	\$2,425,000	\$2,450,000	101.0%	37		✓

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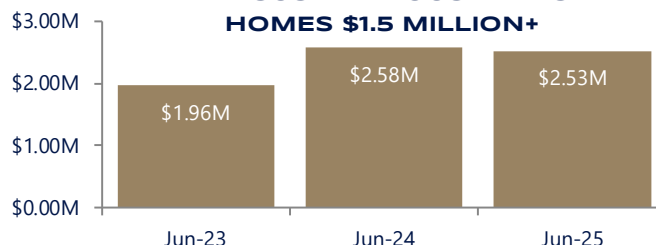
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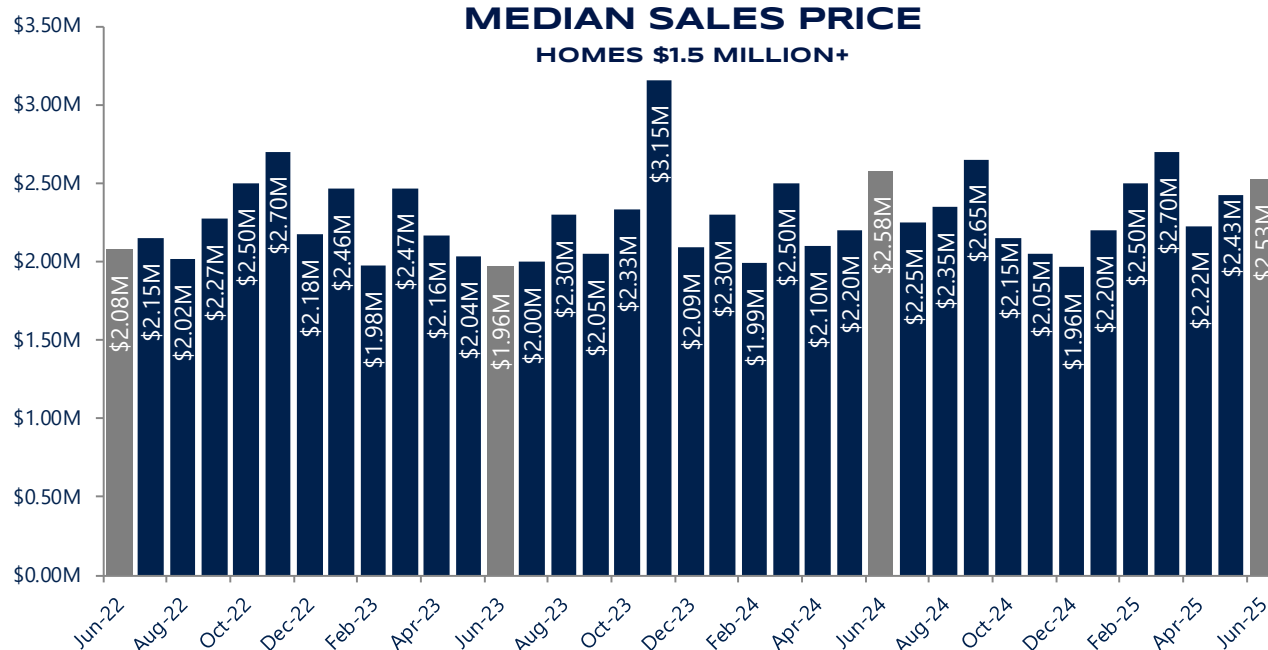
In June, the median sales price for homes more than \$1.5 Million was \$2,527,500, a decrease of 1.8% compared to last year.

The current median sales price was higher by 4.2% than in May.

MEDIAN SALES PRICE VERSUS PREVIOUS YEARS HOMES \$1.5 MILLION+

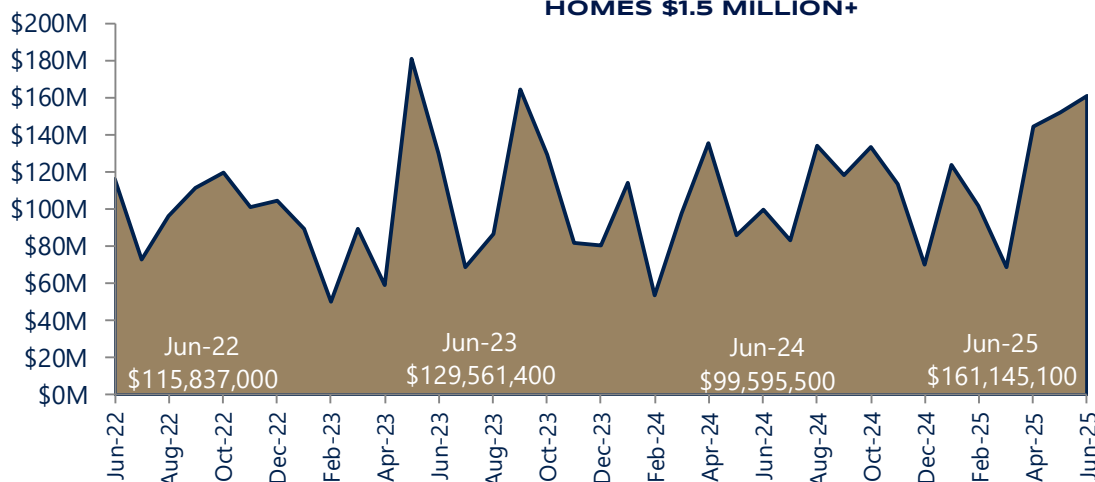


MEDIAN SALES PRICE HOMES \$1.5 MILLION+



TOTAL DOLLAR VOLUME SOLD

HOMES \$1.5 MILLION+



Total volume sold this June was 61.8% higher than the same month one year ago.

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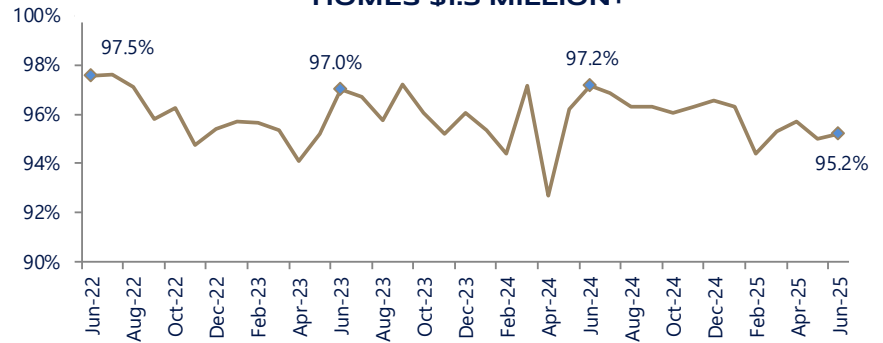
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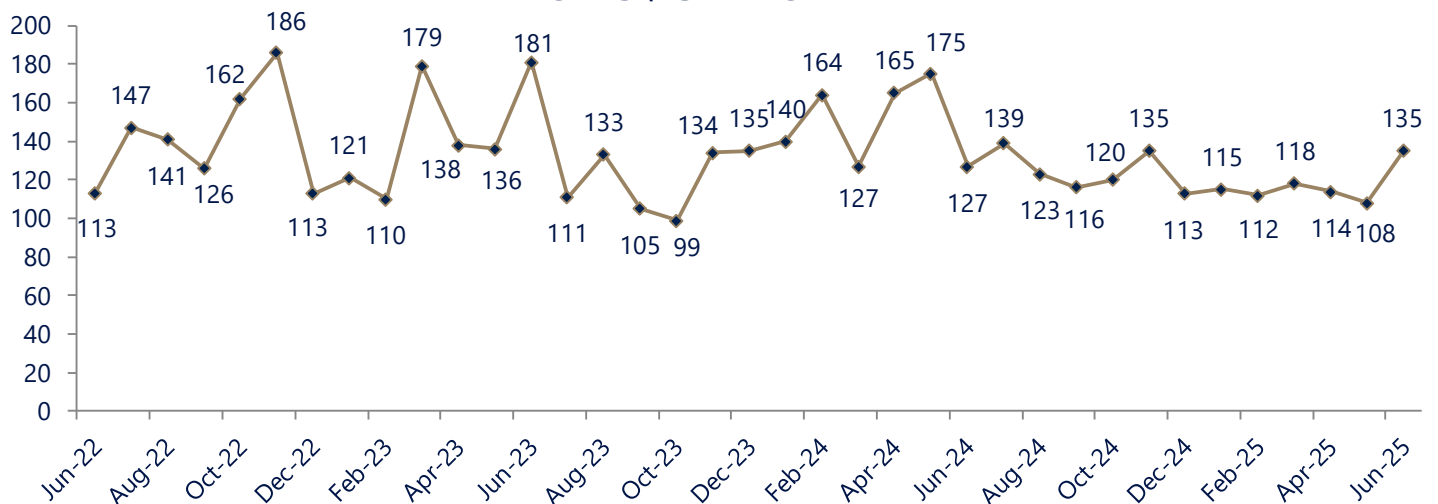
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In June, the average sale price for homes more than \$1.5 Million was 95.2% of the average list price, which is 2.0% lower than at this time. This month, the average number of days on market was 135, higher than the average last year, which was 127, an increase of 6.3%.

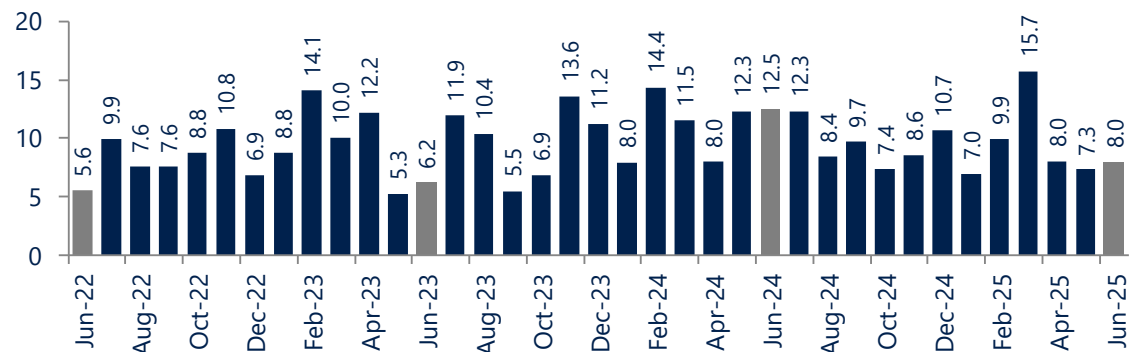
SALE PRICE AS % OF LIST PRICE HOMES \$1.5 MILLION+



DAYS ON MARKET HOMES \$1.5 MILLION+



MONTHS OF SUPPLY HOMES \$1.5 MILLION+



In June, there were 8.0 months of supply available, compared to 12.5 in June of 2024. That is a decrease of 36.0% versus a year ago.

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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 June 1, 2022 through June 30, 2025.

Contacts & Disclaimers

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