



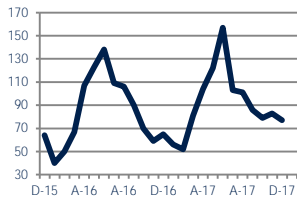
Focus On: Herndon Housing Market

December 2017

Zip Code(s): 20170 and 20171

Units Sold

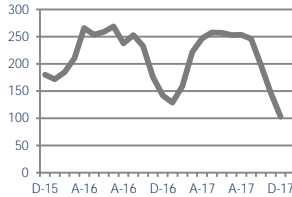
77



Up 18%
Vs. Year Ago

Active Inventory

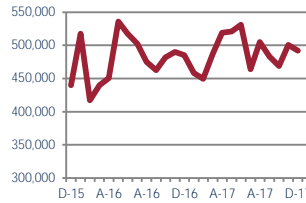
103



Down -27%
Vs. Year Ago

Median Sale Price

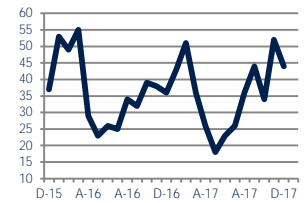
\$492,000



Up 1%
Vs. Year Ago

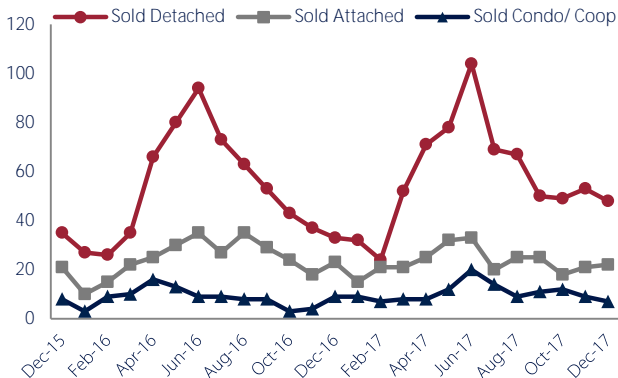
Days On Market

44



Up 22%
Vs. Year Ago

Units Sold*



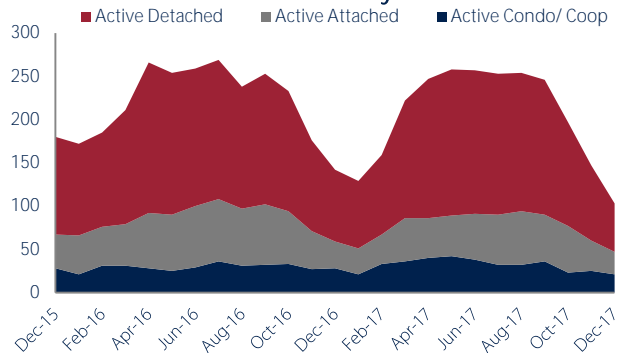
Units Sold

There was a decrease in total units sold in December, with 77 sold this month in Herndon versus 83 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 18% versus December 2016.

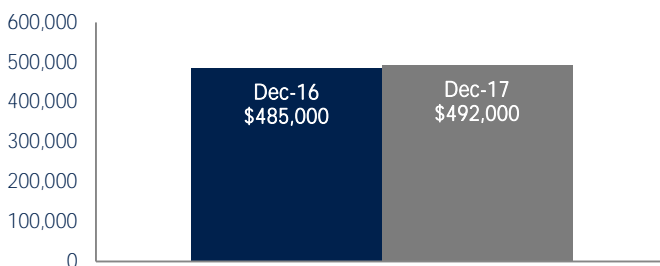
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 27%. The total number of active inventory this December was 103 compared to 142 in December 2016. This month's total of 103 is lower than the previous month's total supply of available inventory of 147, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Herndon Homes was \$485,000. This December, the median sale price was \$492,000, an increase of 1% or \$7,000 compared to last year. The current median sold price is 2% lower than in November.

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

Herndon are defined as properties listed in zip code/s 20170 and 20171.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



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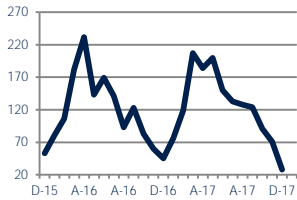
Focus On: Herndon Housing Market

December 2017

Zip Code(s): 20170 and 20171

New Listings

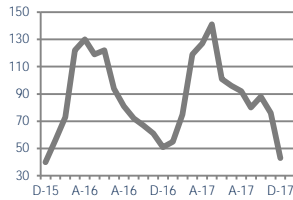
28



Down -38%
Vs. Year Ago

Current Contracts

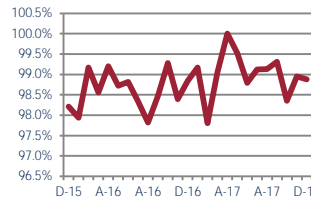
43



Down -16%
Vs. Year Ago

Sold Vs. List Price

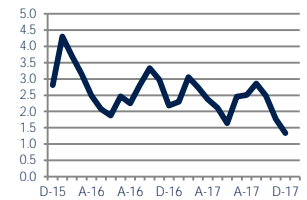
98.9%



No Change
Vs. Year Ago

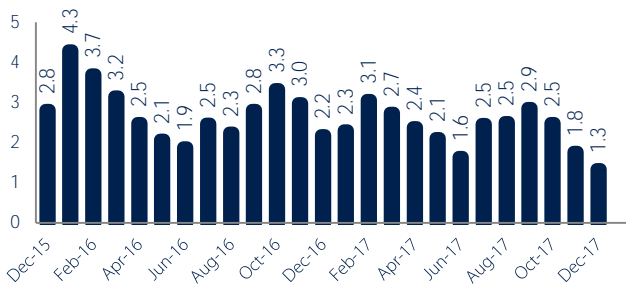
Months of Supply

1.3



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

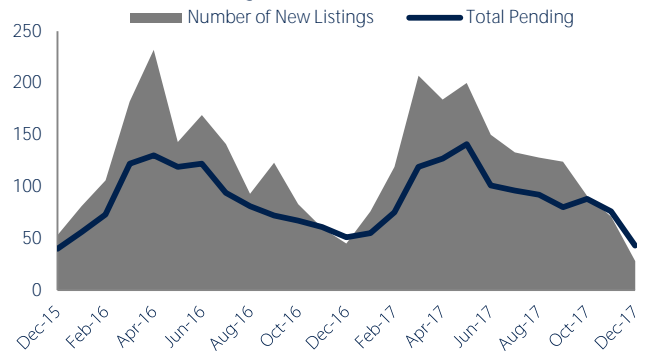
In December, there was 1.3 months of supply available in Herndon, compared to 2.2 in December 2016. That is a decrease of 39% versus a year ago.

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.

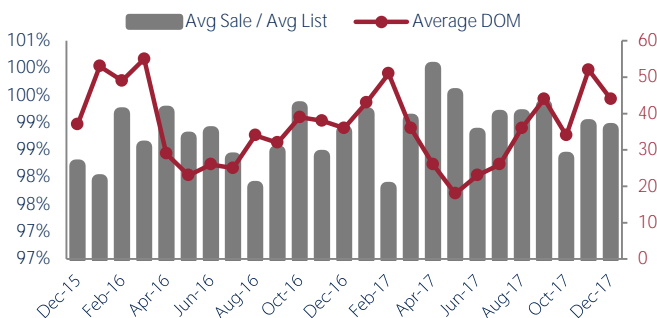
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Herndon compared to 45 in December 2016, a decrease of 38%. There were 43 current contracts pending sale this December compared to 51 a year ago. The number of current contracts is 16% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Herndon was 98.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 44, higher than the average last year, which was 36, an increase of 22%.



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