



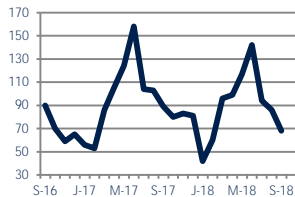
Focus On: Herndon Housing Market

September 2018

Zip Code(s): 20170 and 20171

Units Sold

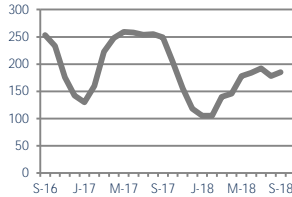
68



Down -24%
Vs. Year Ago

Active Inventory

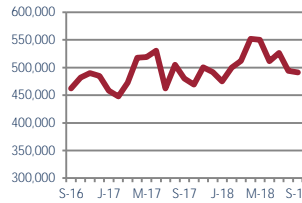
185



Down -26%
Vs. Year Ago

Median Sale Price

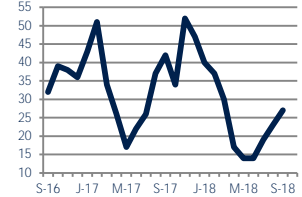
\$491,000



Up 2%
Vs. Year Ago

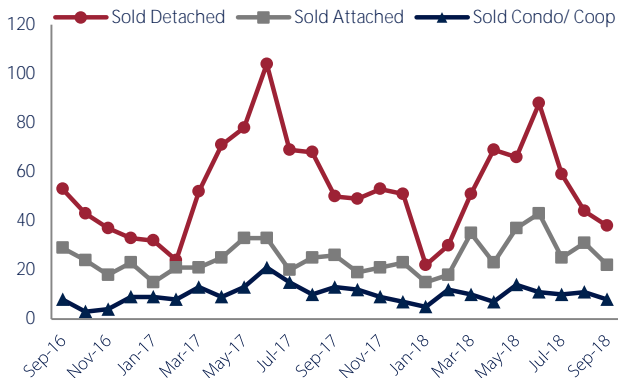
Days On Market

27



Down -36%
Vs. Year Ago

Units Sold*



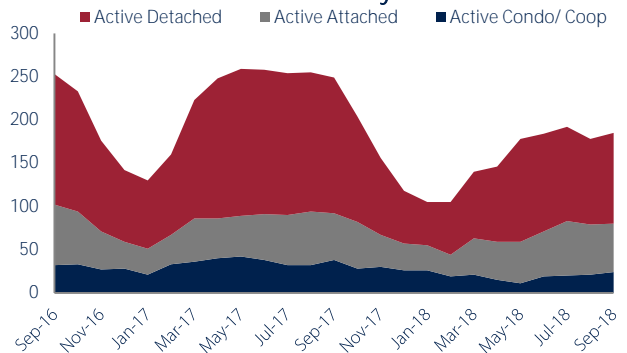
Units Sold

There was a decrease in total units sold in September, with 68 sold this month in Herndon versus 86 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 24% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 64 units or 26%. The total number of active inventory this September was 185 compared to 249 in September 2017. This month's total of 185 is higher than the previous month's total supply of available inventory of 178, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Herndon Homes was \$480,000. This September, the median sale price was \$491,000, an increase of 2% or \$11,000 compared to last year. The current median sold price is 1% lower than in August.

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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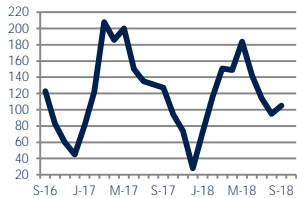
Focus On: Herndon Housing Market

September 2018

Zip Code(s): 20170 and 20171

New Listings

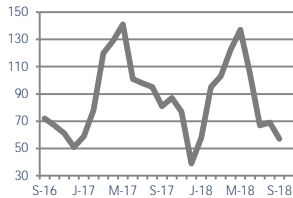
105



Down -17%
Vs. Year Ago

Current Contracts

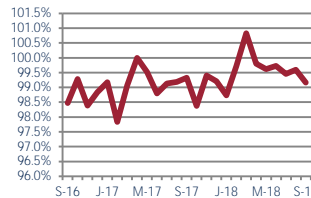
57



Down -30%
Vs. Year Ago

Sold Vs. List Price

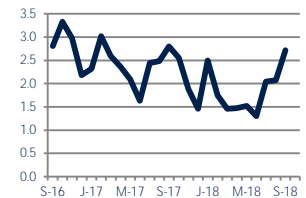
99.2%



No Change
Vs. Year Ago

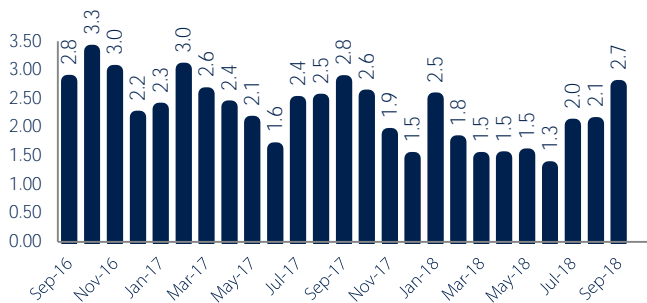
Months of Supply

2.7



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

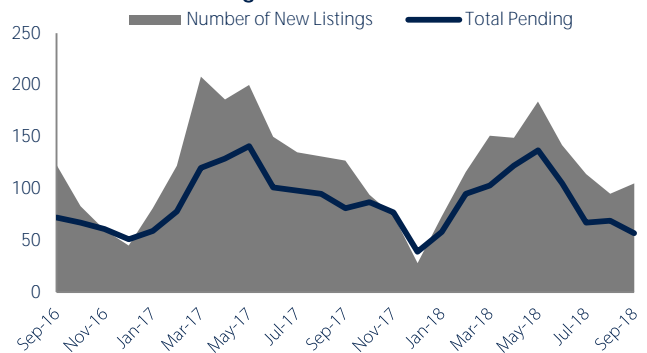
In September, there was 2.7 months of supply available in Herndon. The amount of supply is similar compared to a year ago.

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.

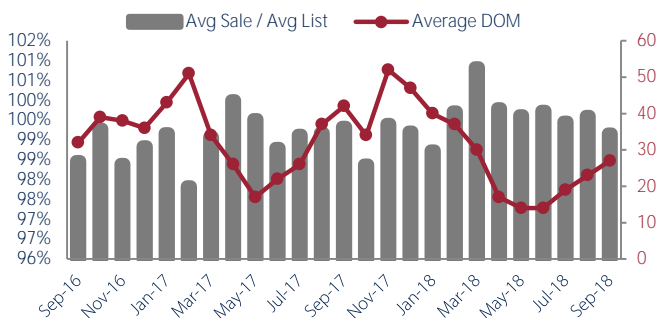
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Herndon compared to 127 in September 2017, a decrease of 17%. There were 57 current contracts pending sale this September compared to 81 a year ago. The number of current contracts is 30% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Herndon was 99.2% 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 27, lower than the average last year, which was 42, a decrease of 36%.



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