



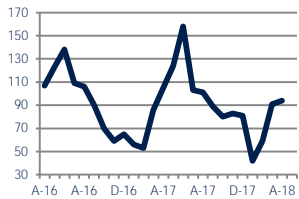
Focus On: Herndon Housing Market

April 2018

Zip Code(s): 20170 and 20171

Units Sold

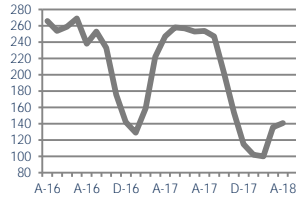
94



Down -10%
Vs. Year Ago

Active Inventory

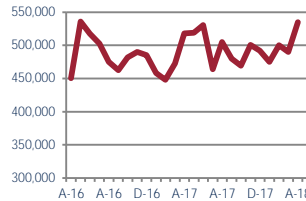
141



Down -43%
Vs. Year Ago

Median Sale Price

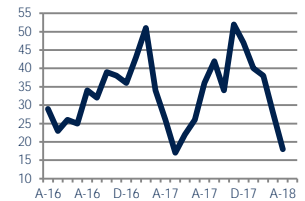
\$534,950



Up 3%
Vs. Year Ago

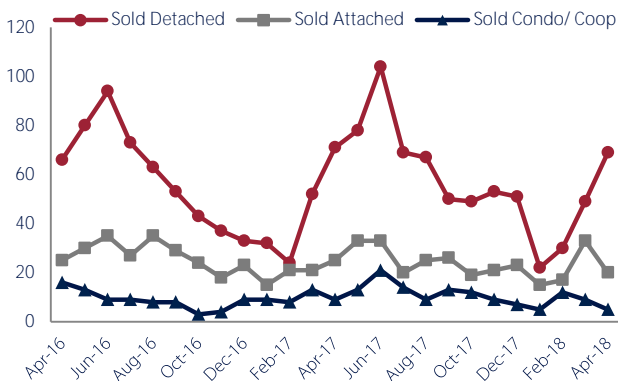
Days On Market

18



Down -31%
Vs. Year Ago

Units Sold*



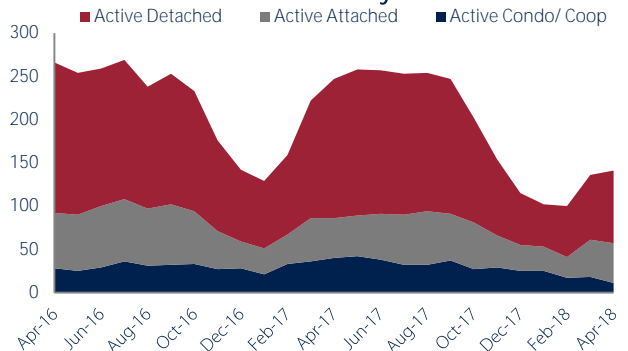
Units Sold

There was an increase in total units sold in April, with 94 sold this month in Herndon versus 91 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 10% versus April 2017.

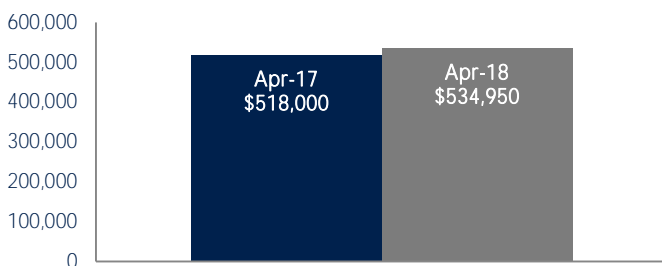
Active Inventory

Versus last year, the total number of homes available this month is lower by 106 units or 43%. The total number of active inventory this April was 141 compared to 247 in April 2017. This month's total of 141 is higher than the previous month's total supply of available inventory of 136, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Herndon Homes was \$518,000. This April, the median sale price was \$534,950, an increase of 3% or \$16,950 compared to last year. The current median sold price is 9% higher than in March.

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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INTERNATIONAL REAL ESTATE





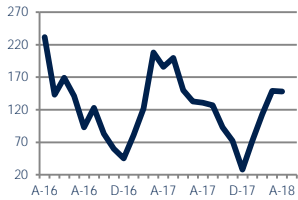
Focus On: Herndon Housing Market

April 2018

Zip Code(s): 20170 and 20171

New Listings

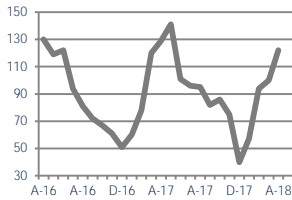
148



Down -20%
Vs. Year Ago

Current Contracts

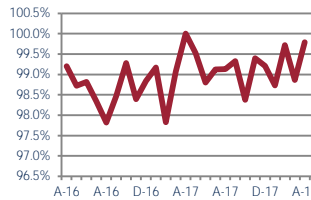
122



Down -5%
Vs. Year Ago

Sold Vs. List Price

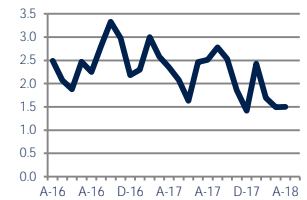
99.8%



No Change
Vs. Year Ago

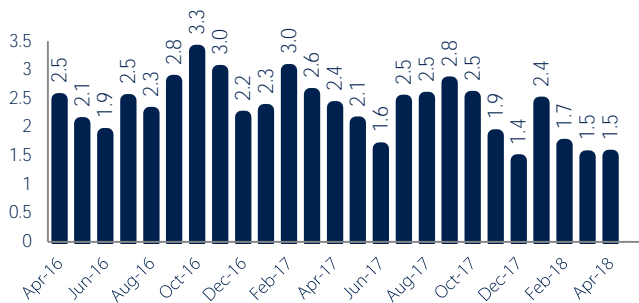
Months of Supply

1.5



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

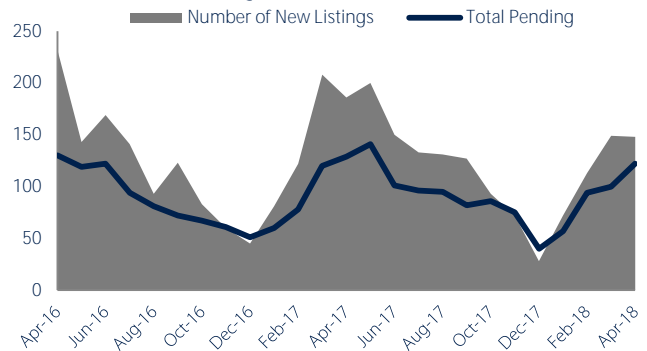
In April, there was 1.5 months of supply available in Herndon, compared to 2.4 in April 2017. That is a decrease of 36% versus a year ago.

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.

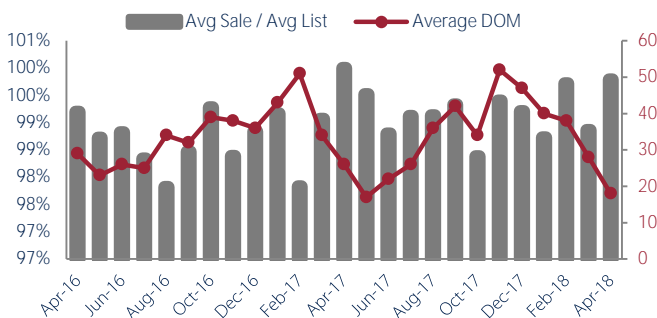
New Listings & Current Contracts

This month there were 148 homes newly listed for sale in Herndon compared to 186 in April 2017, a decrease of 20%. There were 122 current contracts pending sale this April compared to 129 a year ago. The number of current contracts is 5% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Herndon was 99.8% 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 18, lower than the average last year, which was 26, a decrease of 31%.



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