



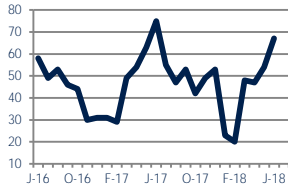
The Long & Foster Market Minute™

Focus On: Town of Herndon and North Herndon Housing Market

June 2018

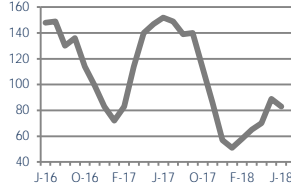
Zip Code(s): 20170

Units Sold
67



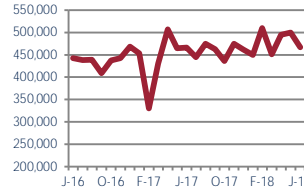
Down -11%
Vs. Year Ago

Active Inventory
83



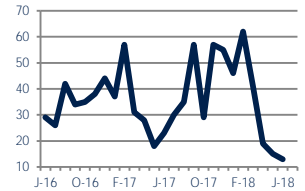
Down -45%
Vs. Year Ago

Median Sale Price
\$467,000



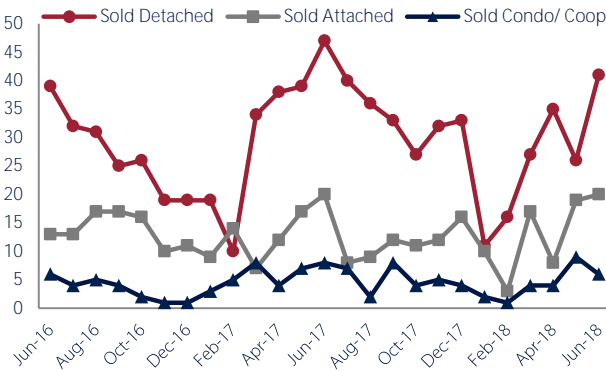
No Change
Vs. Year Ago

Days On Market
13



Down -43%
Vs. Year Ago

Units Sold*



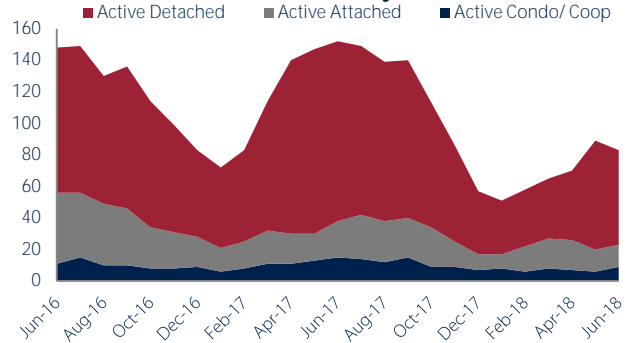
Units Sold

There was an increase in total units sold in June, with 67 sold this month in Town of Herndon and North Herndon versus 54 last month, an increase of 24%. This month's total units sold was lower than at this time last year, a decrease of 11% versus June 2017.

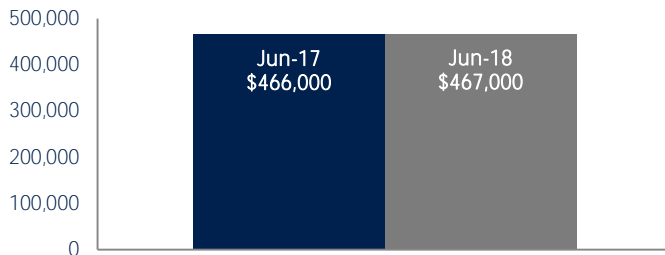
Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 45%. The total number of active inventory this June was 83 compared to 152 in June 2017. This month's total of 83 is lower than the previous month's total supply of available inventory of 89, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Town of Herndon and North Herndon Homes was \$466,000. This June, the median sale price was \$467,000, which is similar compared to a year ago. The current median sold price is 6% higher than in May.

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

Town of Herndon and North Herndon are defined as properties listed in zip code/s 20170.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

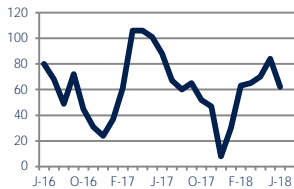




Zip Code(s): 20170

New Listings

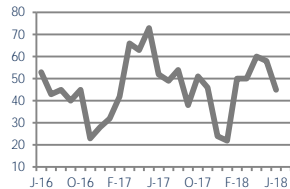
62



Down -30%
Vs. Year Ago

Current Contracts

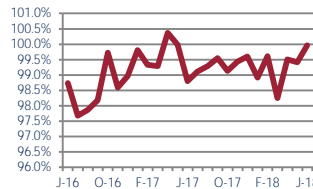
45



Down -13%
Vs. Year Ago

Sold Vs. List Price

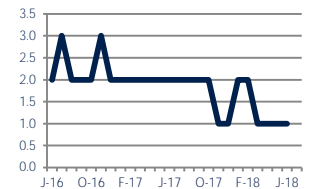
100.0%



Up 1.2%
Vs. Year Ago

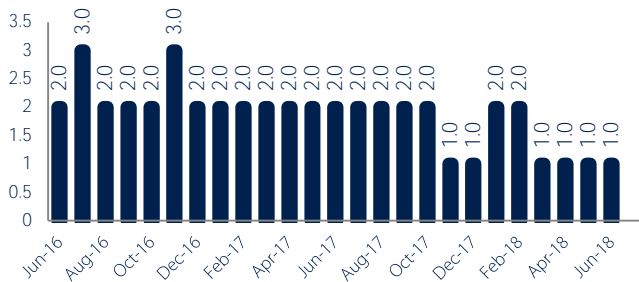
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

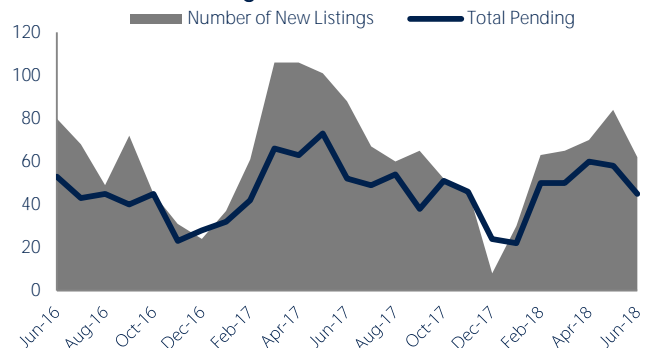
In June, there was 1.2 months of supply available in Town of Herndon and North Herndon, compared to 2.0 in June 2017. That is a decrease of 39% versus a year ago.

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.

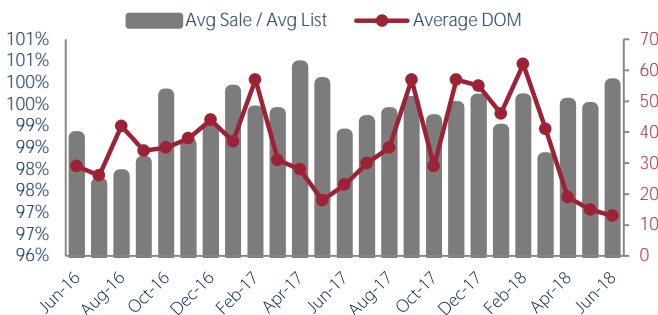
New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Town of Herndon and North Herndon compared to 88 in June 2017, a decrease of 30%. There were 45 current contracts pending sale this June compared to 52 a year ago. The number of current contracts is 13% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Town of Herndon and North Herndon was 100.0% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 13, lower than the average last year, which was 23, a decrease of 43%.



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