



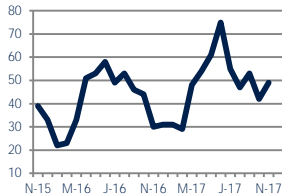
Focus On: Town of Herndon and North Herndon Housing Market

November 2017

Zip Code(s): 20170

Units Sold

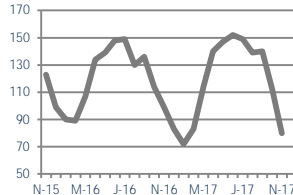
49



Up
Vs. Year Ago

Active Inventory

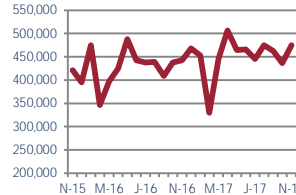
80



Down -19%
Vs. Year Ago

Median Sale Price

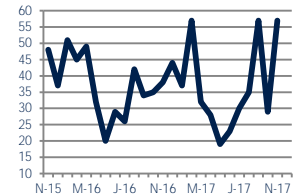
\$475,000



Up 7%
Vs. Year Ago

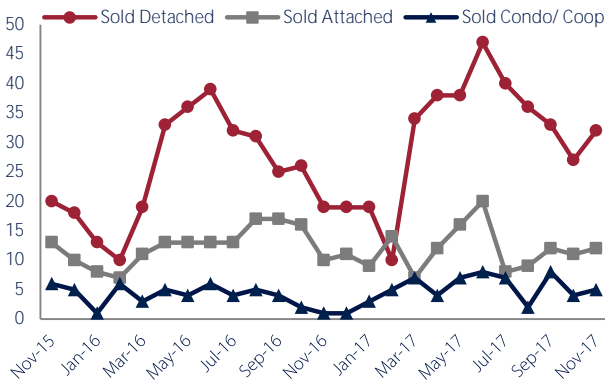
Days On Market

57



Up 50%
Vs. Year Ago

Units Sold*



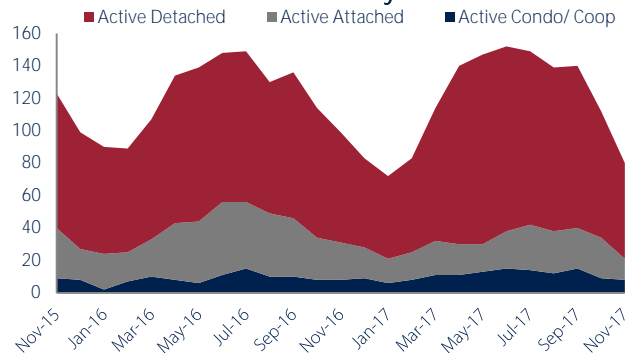
Units Sold

There was an increase in total units sold in November, with 49 sold this month in Town of Herndon and North Herndon. This month's total units sold was higher than at this time last year.

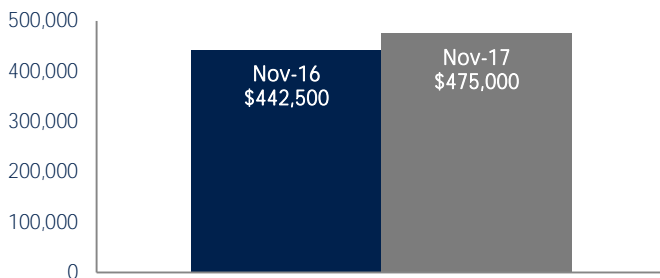
Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 19%. The total number of active inventory this November was 80 compared to 99 in November 2016. This month's total of 80 is lower than the previous month's total supply of available inventory of 112, a decrease of 29%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Town of Herndon and North Herndon Homes was \$442,500. This November, the median sale price was \$475,000, an increase of 7% or \$32,500 compared to last year. The current median sold price is 9% higher than in October.

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

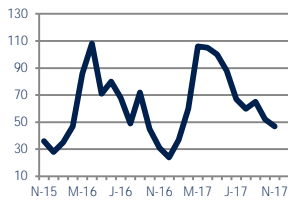
Focus On: Town of Herndon and North Herndon Housing Market

November 2017

Zip Code(s): 20170

New Listings

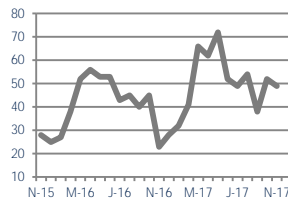
47



Up 52%
Vs. Year Ago

Current Contracts

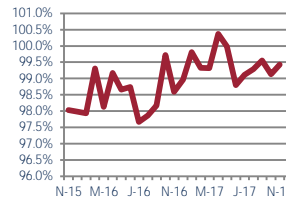
49



Up 113%
Vs. Year Ago

Sold Vs. List Price

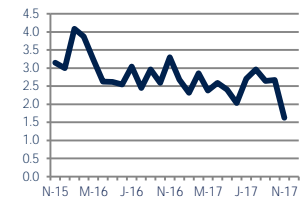
99.4%



Up 0.9%
Vs. Year Ago

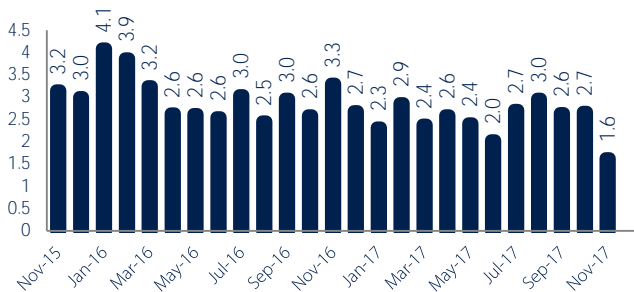
Months of Supply

1.6



Down -51%
Vs. Year Ago

Months Of Supply



Months of Supply

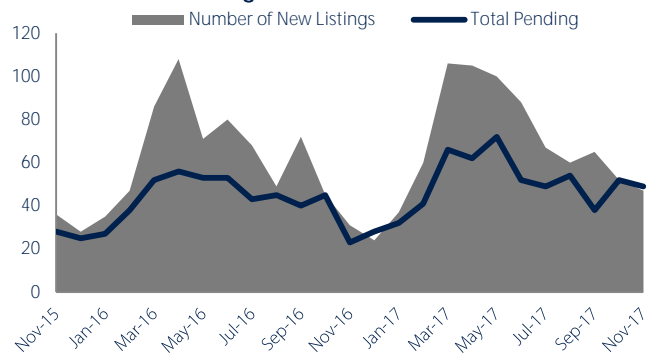
In November, there was 1.6 months of supply available in Town of Herndon and North Herndon, compared to 3.3 in November 2016. That is a decrease of 51% versus a year ago.

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.

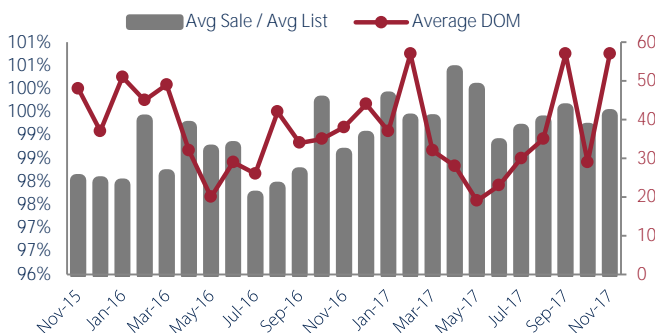
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Town of Herndon and North Herndon compared to 31 in November 2016, an increase of 52%. There were 49 current contracts pending sale this November compared to 23 a year ago. The number of current contracts is 113% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Town of Herndon and North Herndon was 99.4% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 57, higher than the average last year, which was 38, an increase of 50%.