



The Long & Foster Market Minute™

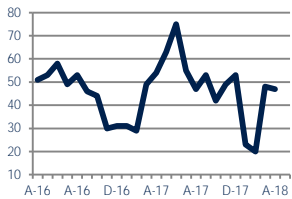
Focus On: Town of Herndon and North Herndon Housing Market

April 2018

Zip Code(s): 20170

Units Sold

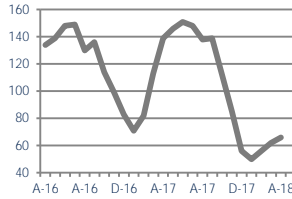
47



Down -13%
Vs. Year Ago

Active Inventory

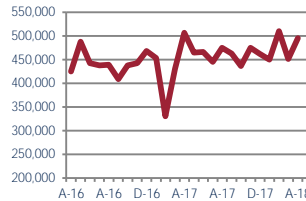
66



Down -53%
Vs. Year Ago

Median Sale Price

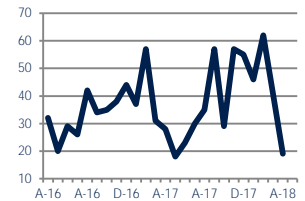
\$495,000



Down -2%
Vs. Year Ago

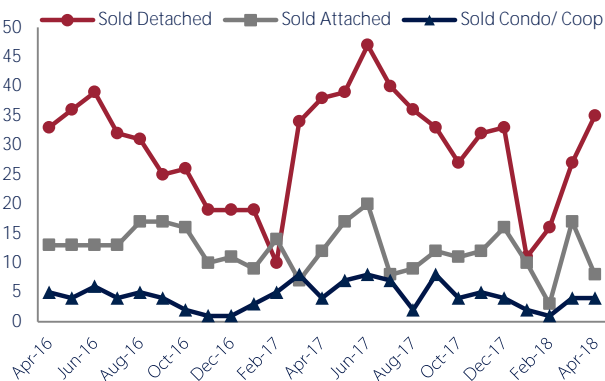
Days On Market

19



Down -32%
Vs. Year Ago

Units Sold*



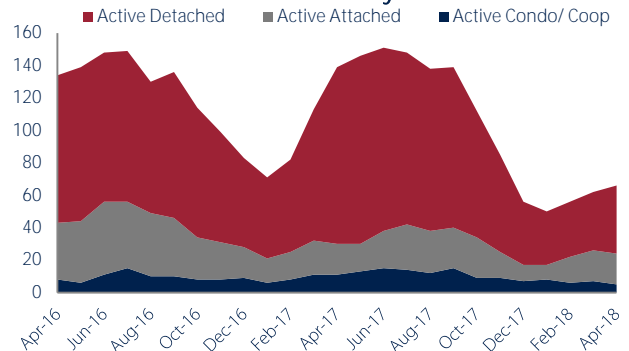
Units Sold

There was a decrease in total units sold in April, with 47 sold this month in Town of Herndon and North Herndon versus 48 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 13% versus April 2017.

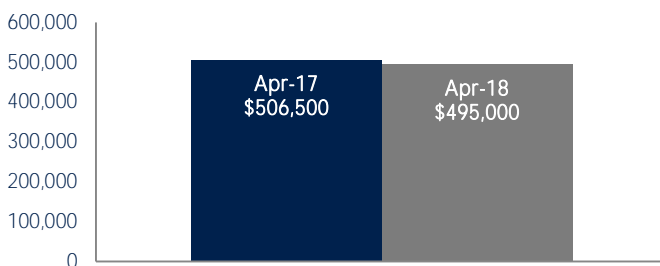
Active Inventory

Versus last year, the total number of homes available this month is lower by 73 units or 53%. The total number of active inventory this April was 66 compared to 139 in April 2017. This month's total of 66 is higher than the previous month's total supply of available inventory of 62, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Town of Herndon and North Herndon Homes was \$506,500. This April, the median sale price was \$495,000, a decrease of 2% or \$11,500 compared to last year. The current median sold price is 10% 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.

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

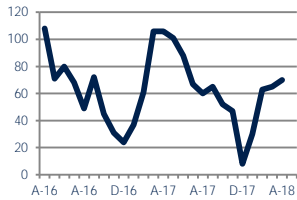




Zip Code(s): 20170

New Listings

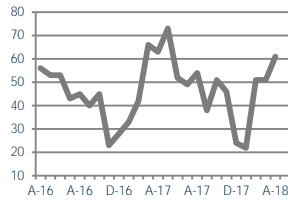
70



Down -34%
Vs. Year Ago

Current Contracts

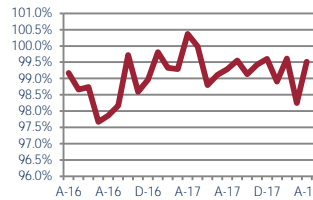
61



Down -3%
Vs. Year Ago

Sold Vs. List Price

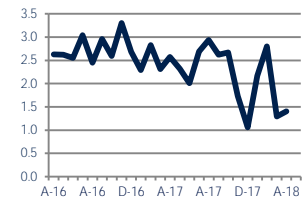
99.5%



Down -0.9%
Vs. Year Ago

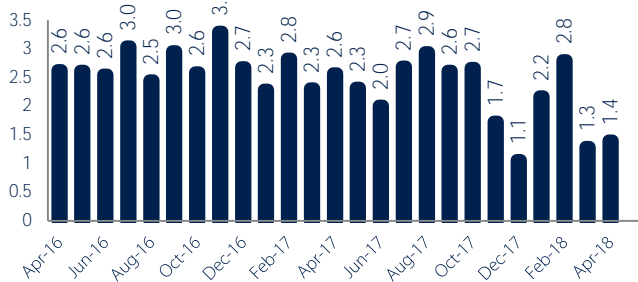
Months of Supply

1.4



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

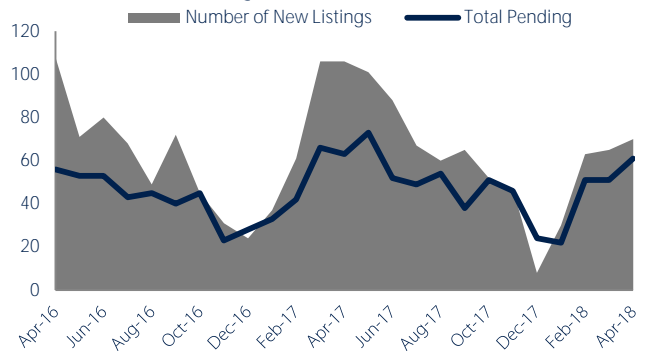
In April, there was 1.4 months of supply available in Town of Herndon and North Herndon, compared to 2.6 in April 2017. That is a decrease of 45% versus a year ago.

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.

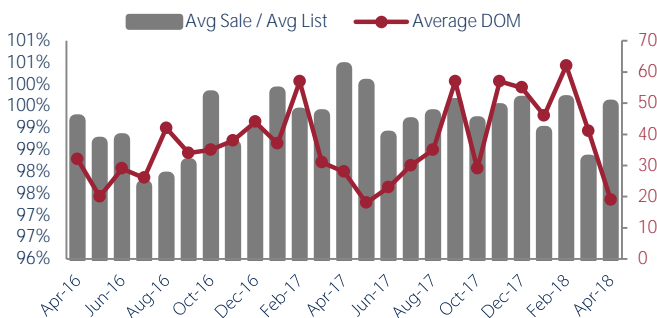
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Town of Herndon and North Herndon compared to 106 in April 2017, a decrease of 34%. There were 61 current contracts pending sale this April compared to 63 a year ago. The number of current contracts is 3% 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 Town of Herndon and North Herndon was 99.5% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 28, a decrease of 32%.



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