



# The Long & Foster Market Minute™

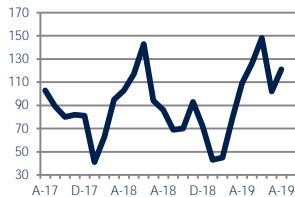
## Focus On: Herndon Housing Market

August 2019

Zip Code(s): 20170 and 20171

### Units Sold

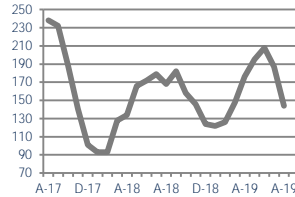
121



Up  
Vs. Year Ago

### Active Inventory

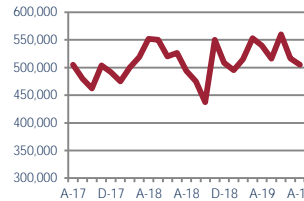
144



Down -14%  
Vs. Year Ago

### Median Sale Price

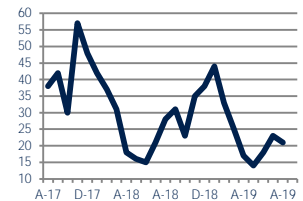
\$505,000



Up 2%  
Vs. Year Ago

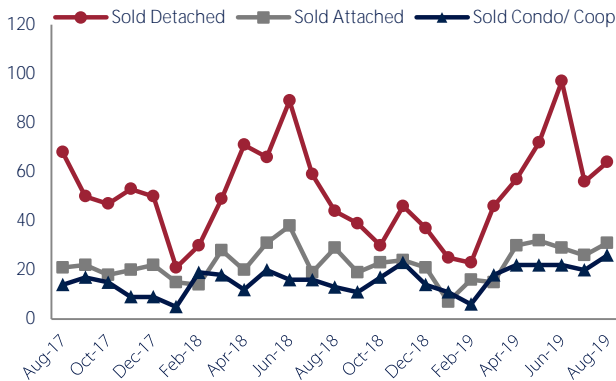
### Days On Market

21



Down -25%  
Vs. Year Ago

### Units Sold\*



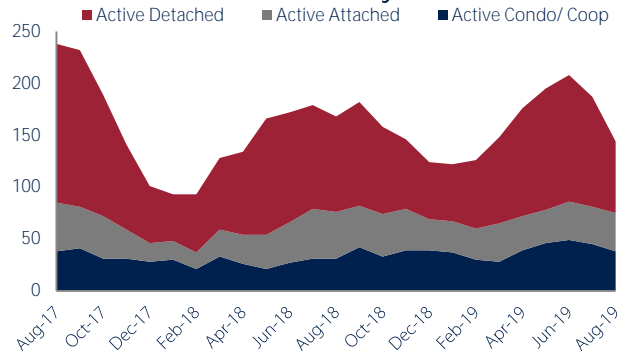
### Units Sold

There was an increase in total units sold in August, with 121 sold this month in 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 24 units or 14%. The total number of active inventory this August was 144 compared to 168 in August 2018. This month's total of 144 is lower than the previous month's total supply of available inventory of 187, a decrease of 23%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last August, the median sale price for Herndon Homes was \$494,000. This August, the median sale price was \$505,000, an increase of 2% or \$11,000 compared to last year. The current median sold price is 2% lower than in July.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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INTERNATIONAL REAL ESTATE





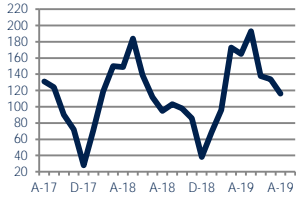
## Focus On: Herndon Housing Market

August 2019

Zip Code(s): 20170 and 20171

### New Listings

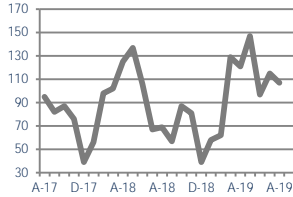
116



Up 22%  
Vs. Year Ago

### Current Contracts

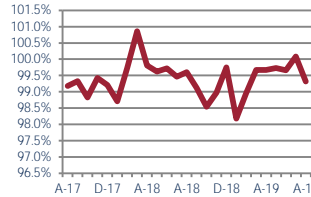
107



Up 55%  
Vs. Year Ago

### Sold Vs. List Price

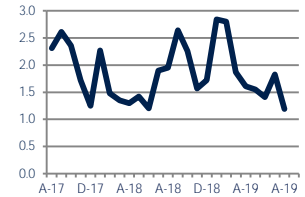
99.3%



No Change  
Vs. Year Ago

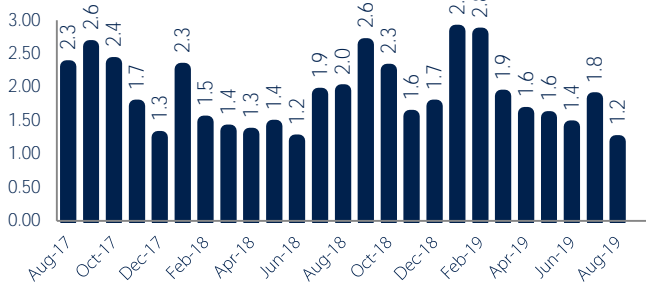
### Months of Supply

1.2



Down -39%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

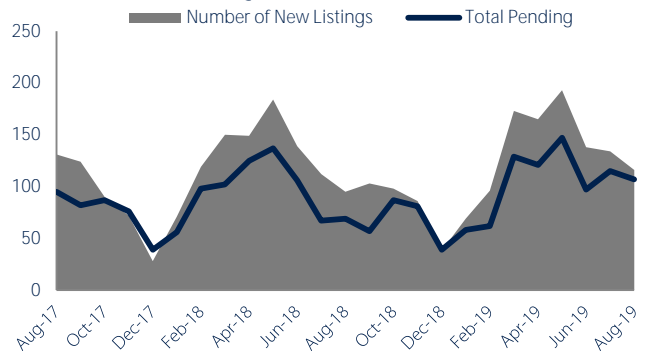
In August, there was 1.2 months of supply available in Herndon, compared to 2.0 in August 2018. That is a decrease of 39% versus a year ago.

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.

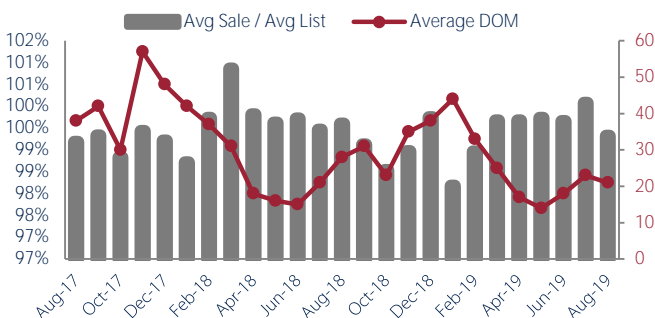
### New Listings & Current Contracts

This month there were 116 homes newly listed for sale in Herndon compared to 95 in August 2018, an increase of 22%. There were 107 current contracts pending sale this August compared to 69 a year ago. The number of current contracts is 55% higher than last August.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In August, the average sale price in Herndon was 99.3% 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 21, lower than the average last year, which was 28, a decrease of 25%.



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