



The Long & Foster Market Minute™

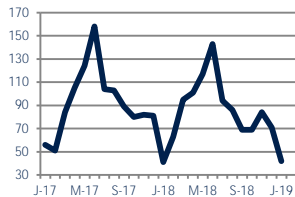
Focus On: Herndon Housing Market

January 2019

Zip Code(s): 20170 and 20171

Units Sold

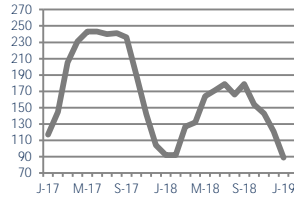
42



Up 2%
Vs. Year Ago

Active Inventory

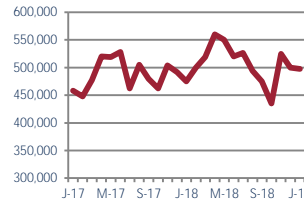
89



Down -3%
Vs. Year Ago

Median Sale Price

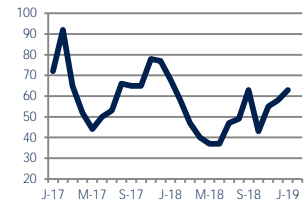
\$497,500



Up 5%
Vs. Year Ago

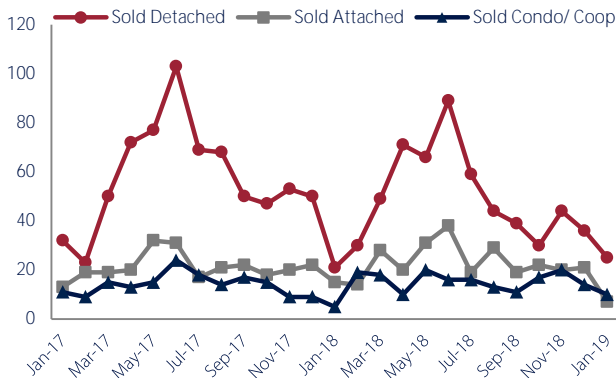
Days On Market

63



Down -7%
Vs. Year Ago

Units Sold*



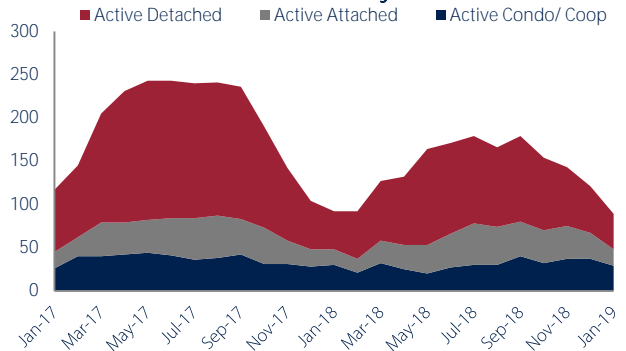
Units Sold

There was a decrease in total units sold in January, with 42 sold this month in Herndon. This month's total units sold was higher than at this time last year.

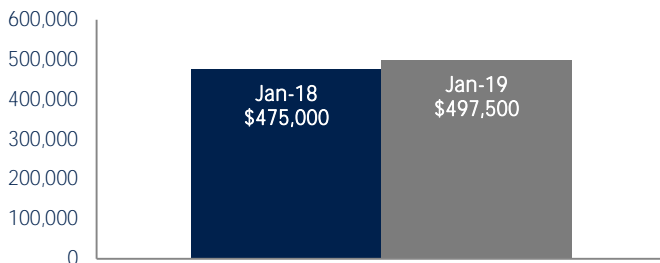
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this January was 89 compared to 92 in January 2018. This month's total of 89 is lower than the previous month's total supply of available inventory of 121, a decrease of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Herndon Homes was \$475,000. This January, the median sale price was \$497,500, an increase of 5% or \$22,500 compared to last year. The current median sold price is approximately the same as the median price in December.

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.



CHRISTIE'S INTERNATIONAL REAL ESTATE





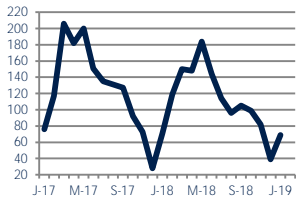
Focus On: Herndon Housing Market

January 2019

Zip Code(s): 20170 and 20171

New Listings

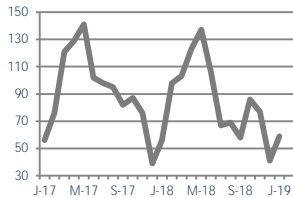
69



Down -3%
Vs. Year Ago

Current Contracts

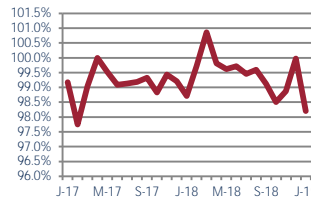
59



Up 5%
Vs. Year Ago

Sold Vs. List Price

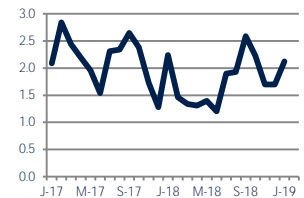
98.2%



Down -0.5%
Vs. Year Ago

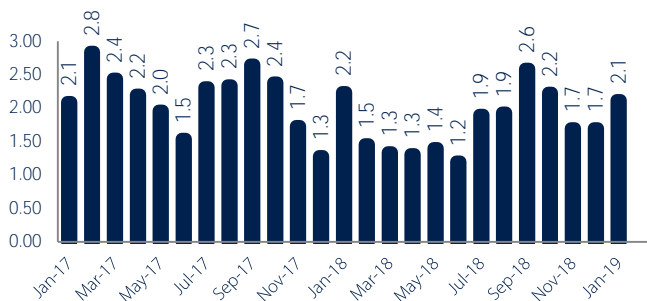
Months of Supply

2.1



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

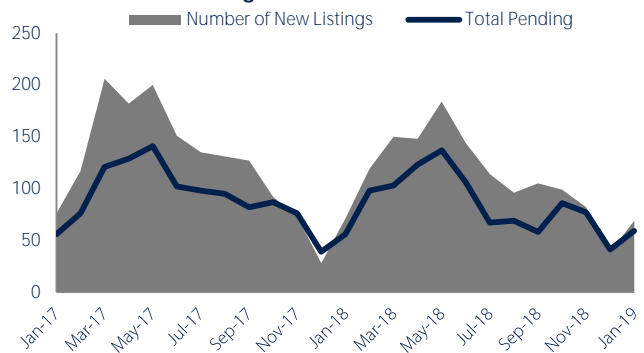
In January, there was 2.1 months of supply available in Herndon, compared to 2.2 in January 2018. That is a decrease of 6% versus a year ago.

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.

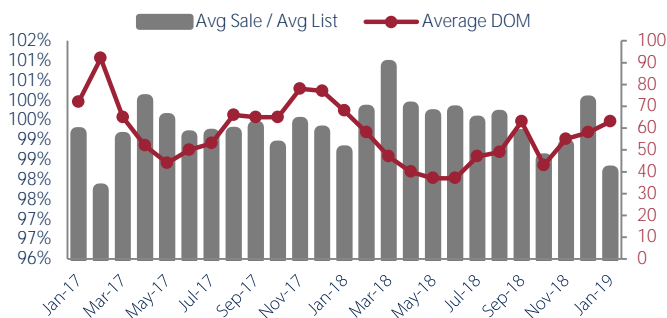
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Herndon compared to 71 in January 2018, a decrease of 3%. There were 59 current contracts pending sale this January compared to 56 a year ago. The number of current contracts is 5% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Herndon was 98.2% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, lower than the average last year, which was 68, a decrease of 7%.



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