



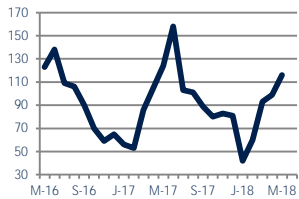
## Focus On: Herndon Housing Market

May 2018

Zip Code(s): 20170 and 20171

### Units Sold

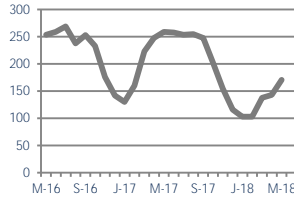
116



Down -6%  
Vs. Year Ago

### Active Inventory

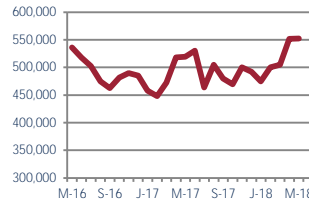
171



Down -34%  
Vs. Year Ago

### Median Sale Price

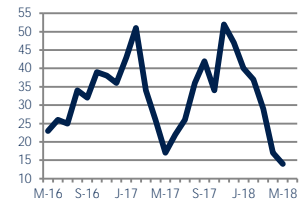
\$552,500



Up 6%  
Vs. Year Ago

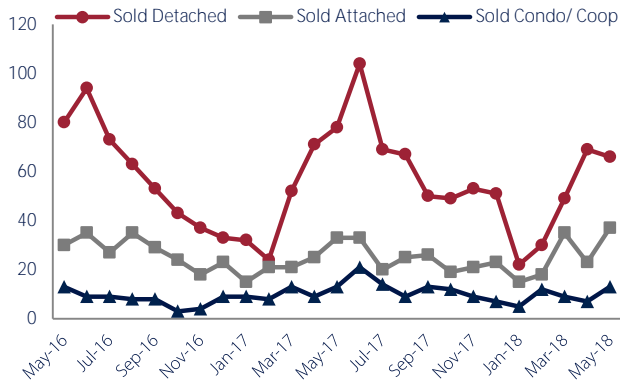
### Days On Market

14



Down -18%  
Vs. Year Ago

### Units Sold\*



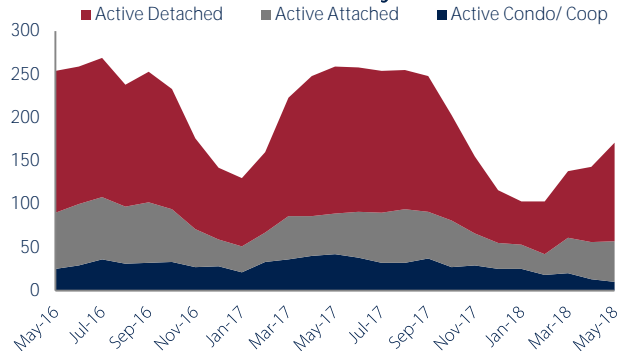
### Units Sold

There was an increase in total units sold in May, with 116 sold this month in Herndon versus 99 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 88 units or 34%. The total number of active inventory this May was 171 compared to 259 in May 2017. This month's total of 171 is higher than the previous month's total supply of available inventory of 143, an increase of 20%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last May, the median sale price for Herndon Homes was \$519,250. This May, the median sale price was \$552,500, an increase of 6% or \$33,250 compared to last year. The current median sold price is approximately the same as the median price in April.

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 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.





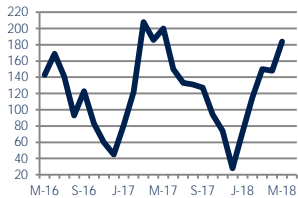
## Focus On: Herndon Housing Market

May 2018

Zip Code(s): 20170 and 20171

### New Listings

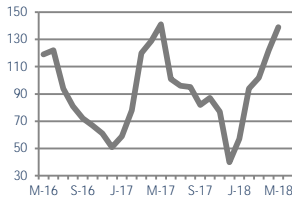
184



Down -8%  
Vs. Year Ago

### Current Contracts

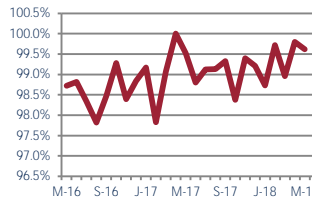
139



Down -1%  
Vs. Year Ago

### Sold Vs. List Price

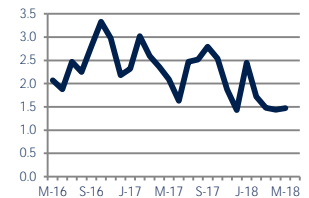
99.6%



No Change  
Vs. Year Ago

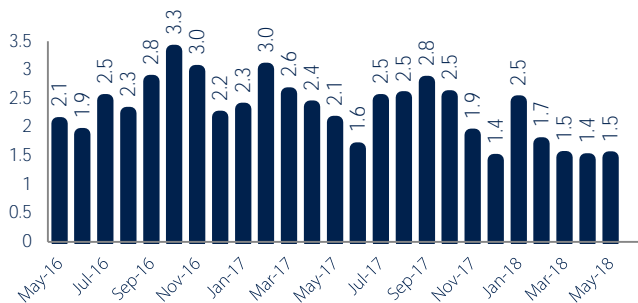
### Months of Supply

1.5



Down -30%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

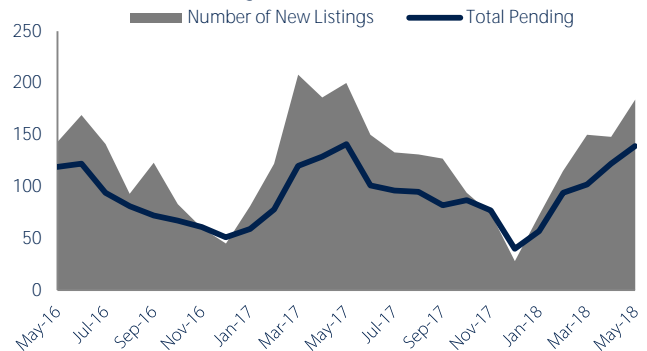
In May, there was 1.5 months of supply available in Herndon, compared to 2.1 in May 2017. That is a decrease of 29% versus a year ago.

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.

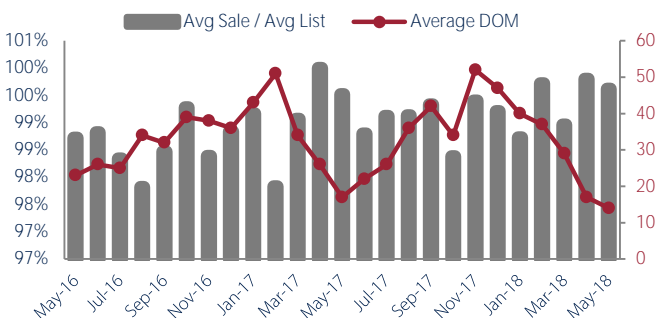
### New Listings & Current Contracts

This month there were 184 homes newly listed for sale in Herndon compared to 200 in May 2017, a decrease of 8%. There were 139 current contracts pending sale this May compared to 141 a year ago. The number of current contracts is 1% lower than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Herndon was 99.6% 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 14, lower than the average last year, which was 17, a decrease of 18%.



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