

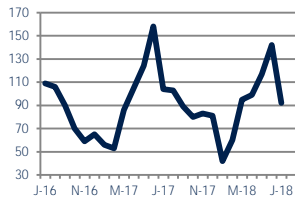
Focus On: Herndon Housing Market

July 2018

Zip Code(s): 20170 and 20171

Units Sold

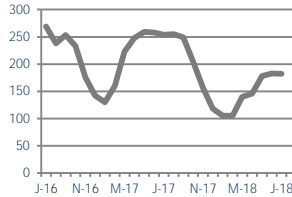
92



Down -12%
Vs. Year Ago

Active Inventory

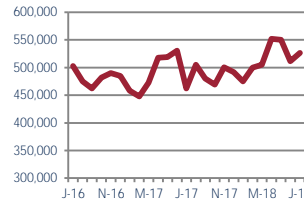
182



Down -28%
Vs. Year Ago

Median Sale Price

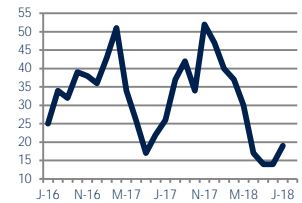
\$526,500



Up 14%
Vs. Year Ago

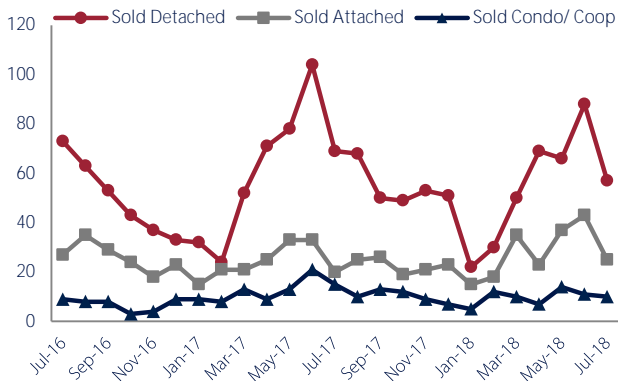
Days On Market

19



Down -27%
Vs. Year Ago

Units Sold*



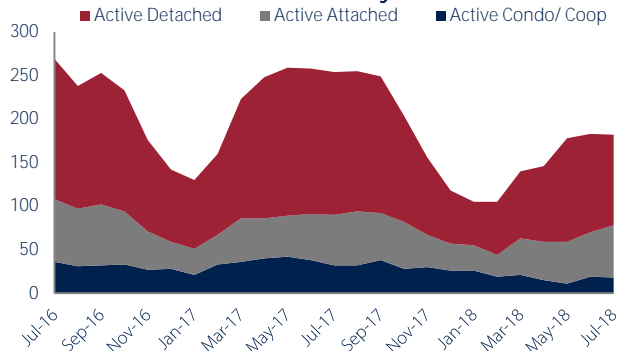
Units Sold

There was a decrease in total units sold in July, with 92 sold this month in Herndon. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 72 units or 28%. The total number of active inventory this July was 182 compared to 254 in July 2017. This month's total of 182 is lower than the previous month's total supply of available inventory of 183, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Herndon Homes was \$462,000. This July, the median sale price was \$526,500, an increase of 14% or \$64,500 compared to last year. The current median sold price is 3% higher than in June.

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.



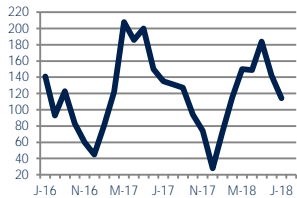
Focus On: Herndon Housing Market

July 2018

Zip Code(s): 20170 and 20171

New Listings

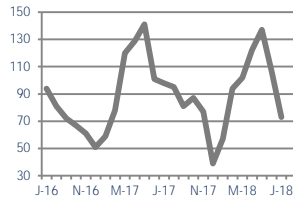
114



Down -16%
Vs. Year Ago

Current Contracts

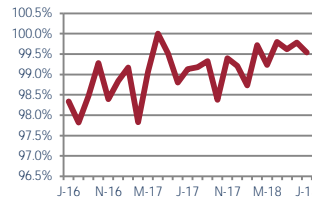
73



Down -26%
Vs. Year Ago

Sold Vs. List Price

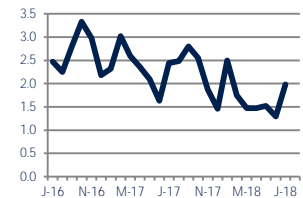
99.5%



No Change
Vs. Year Ago

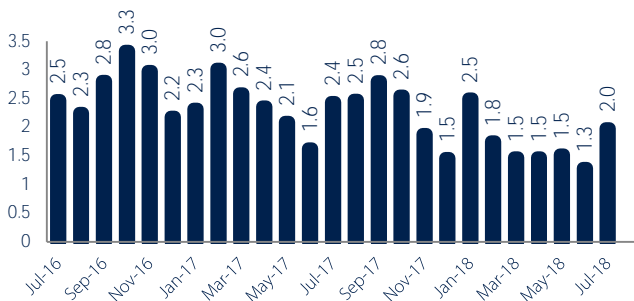
Months of Supply

2.0



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

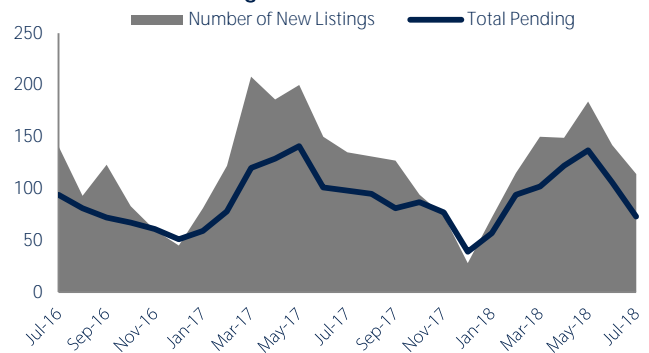
In July, there was 2.0 months of supply available in Herndon, compared to 2.4 in July 2017. That is a decrease of 19% versus a year ago.

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.

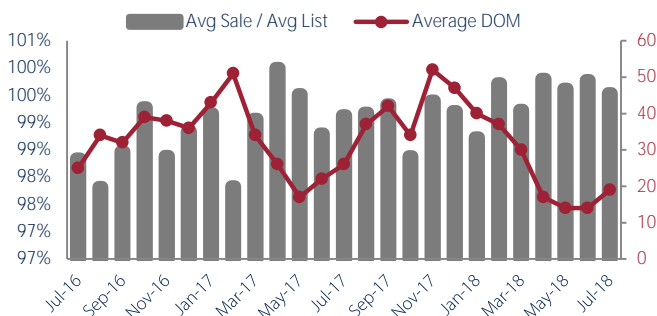
New Listings & Current Contracts

This month there were 114 homes newly listed for sale in Herndon compared to 135 in July 2017, a decrease of 16%. There were 73 current contracts pending sale this July compared to 98 a year ago. The number of current contracts is 26% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Herndon was 99.5% 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 19, lower than the average last year, which was 26, a decrease of 27%.



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