



# The Long & Foster Market Minute™

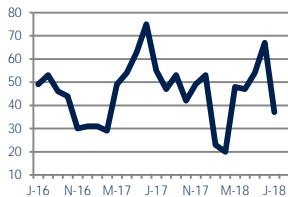
Focus On: Town of Herndon and North Herndon Housing Market

July 2018

Zip Code(s): 20170

## Units Sold

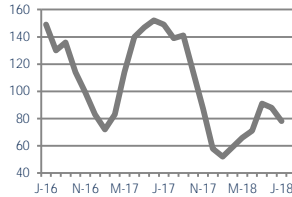
37



Down  
Vs. Year Ago

## Active Inventory

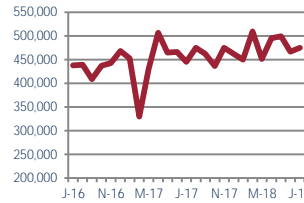
78



Down -48%  
Vs. Year Ago

## Median Sale Price

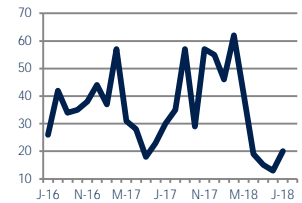
\$475,000



Up 7%  
Vs. Year Ago

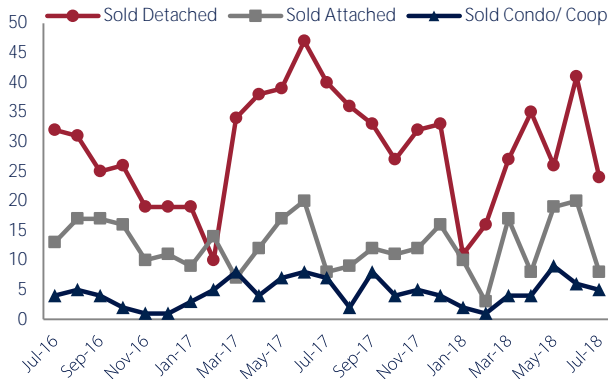
## Days On Market

20



Down -33%  
Vs. Year Ago

## Units Sold\*



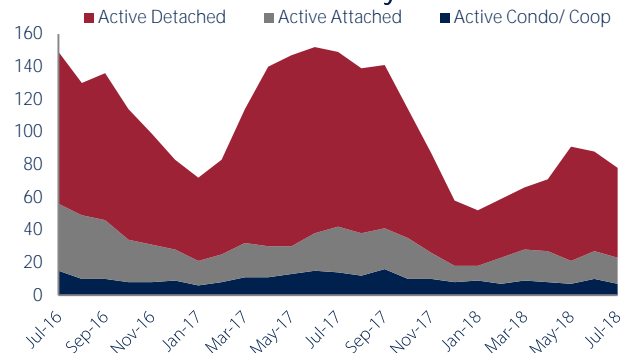
## Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 37 sold this month in Town of Herndon and North Herndon. This month's total units sold was lower than at this time last year, a decrease from July 2017.

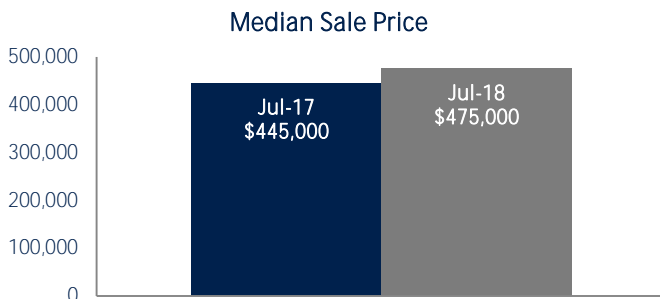
## Active Inventory

Versus last year, the total number of homes available this month is lower by 71 units or 48%. The total number of active inventory this July was 78 compared to 149 in July 2017. This month's total of 78 is lower than the previous month's total supply of available inventory of 88, a decrease of 11%.

## Active Inventory\*



## Median Sale Price



Last July, the median sale price for Town of Herndon and North Herndon Homes was \$445,000. This July, the median sale price was \$475,000, an increase of 7% or \$30,000 compared to last year. The current median sold price is 2% 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.

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.



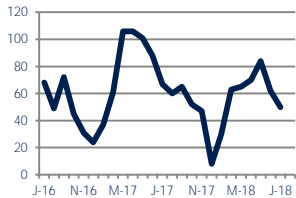
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 20170

### New Listings

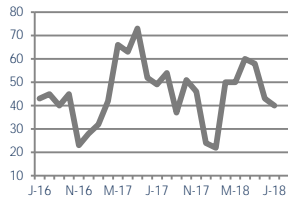
50



Down -25%  
Vs. Year Ago

### Current Contracts

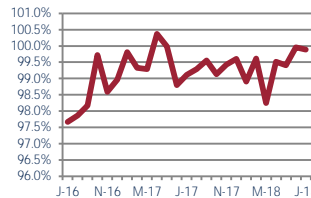
40



Down -18%  
Vs. Year Ago

### Sold Vs. List Price

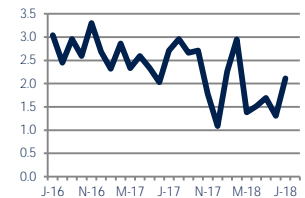
99.9%



Up 0.8%  
Vs. Year Ago

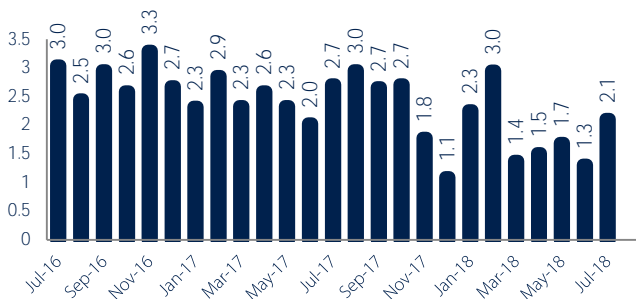
### Months of Supply

2.1



Down -22%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

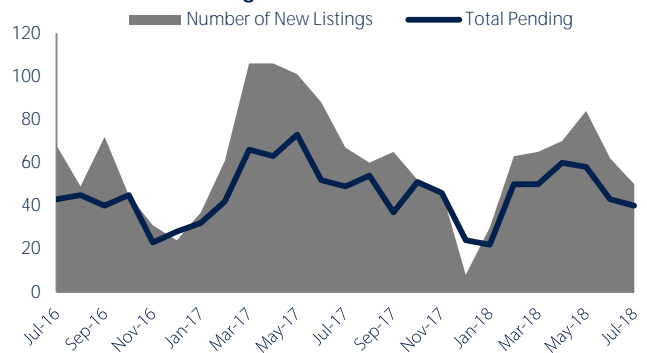
In July, there was 2.1 months of supply available in Town of Herndon and North Herndon, compared to 2.7 in July 2017. That is a decrease of 22% versus a year ago.

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.

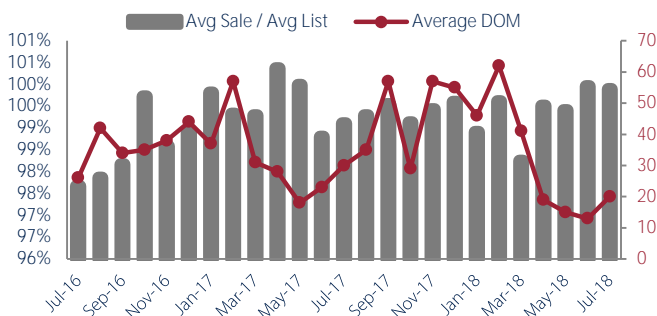
### New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Town of Herndon and North Herndon compared to 67 in July 2017, a decrease of 25%. There were 40 current contracts pending sale this July compared to 49 a year ago. The number of current contracts is 18% 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 Town of Herndon and North Herndon was 99.9% of the average list price, which is 0.8% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 30, a decrease of 33%.



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