



The Long & Foster Market Minute™

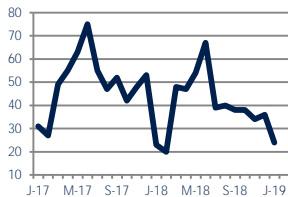
Focus On: Town of Herndon and North Herndon Housing Market

January 2019

Zip Code(s): 20170

Units Sold

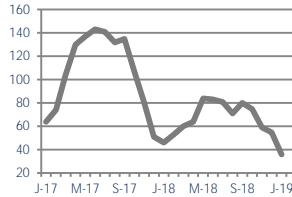
24



Up 4%
Vs. Year Ago

Active Inventory

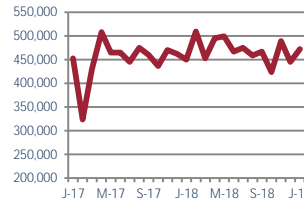
36



Down -22%
Vs. Year Ago

Median Sale Price

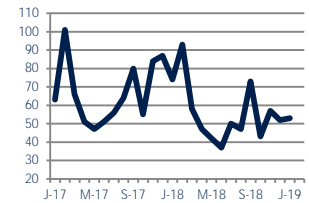
\$472,000



Up 5%
Vs. Year Ago

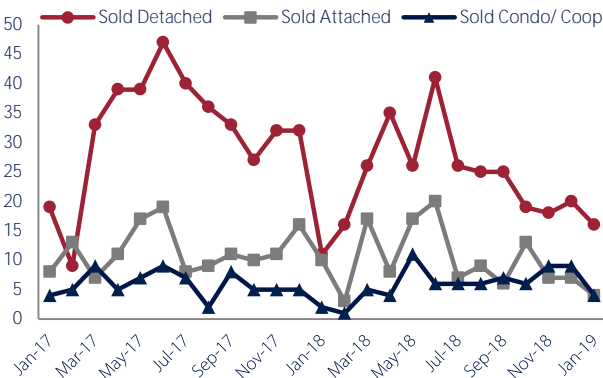
Days On Market

53



Down -28%
Vs. Year Ago

Units Sold*



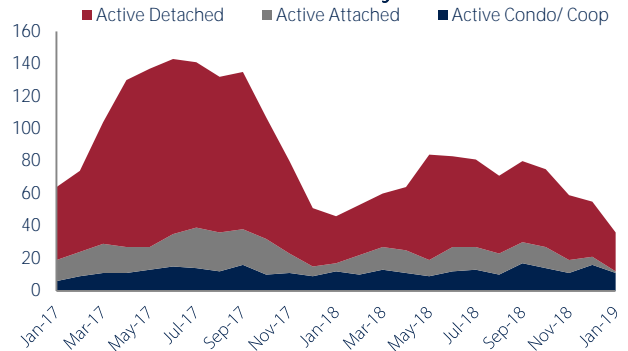
Units Sold

There was a decrease in total units sold in January, with 24 sold this month in Town of Herndon and North Herndon versus 36 last month, a decrease of 33%. This month's total units sold was higher than at this time last year, an increase of 4% versus January 2018.

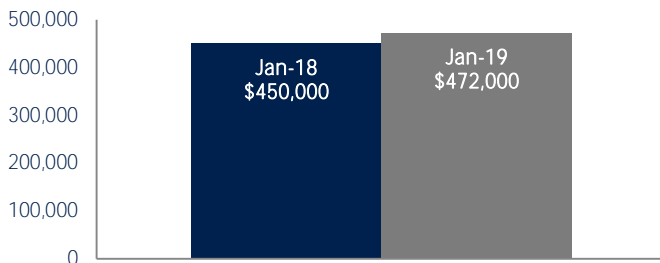
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 22%. The total number of active inventory this January was 36 compared to 46 in January 2018. This month's total of 36 is lower than the previous month's total supply of available inventory of 55, a decrease of 35%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Town of Herndon and North Herndon Homes was \$450,000. This January, the median sale price was \$472,000, an increase of 5% or \$22,000 compared to last year. The current median sold price is 6% higher than in December.

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 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.



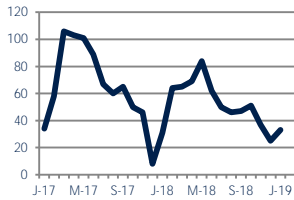
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20170

New Listings

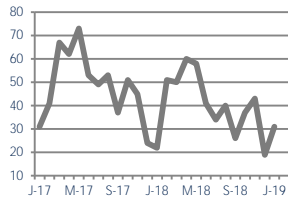
33



Up 6%
Vs. Year Ago

Current Contracts

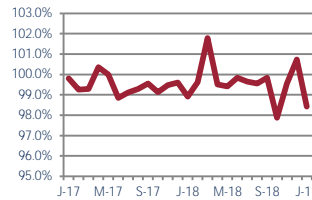
31



Up 41%
Vs. Year Ago

Sold Vs. List Price

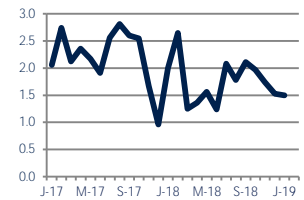
98.4%



No Change
Vs. Year Ago

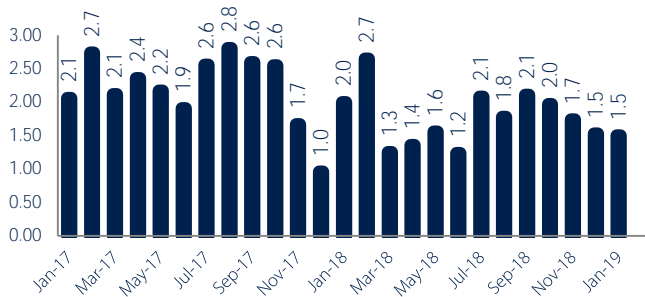
Months of Supply

1.5



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

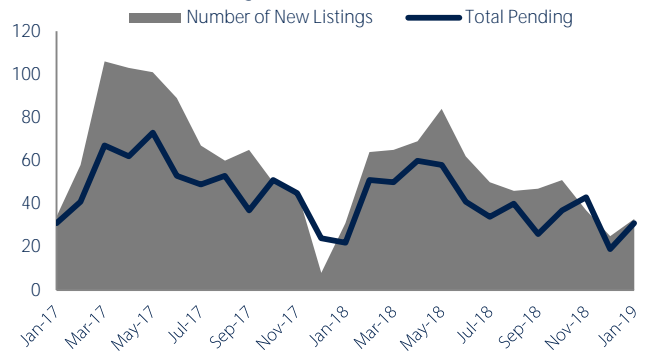
In January, there was 1.5 months of supply available in Town of Herndon and North Herndon, compared to 2.0 in January 2018. That is a decrease of 25% versus a year ago.

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.

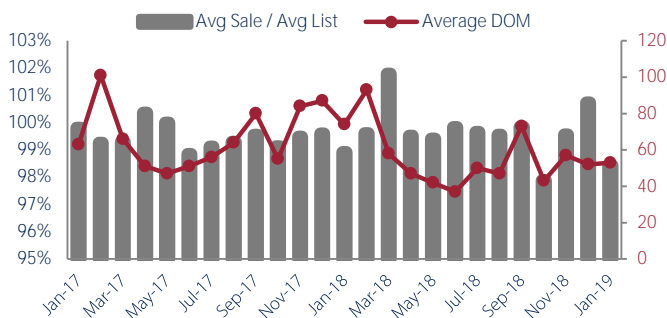
New Listings & Current Contracts

This month there were 33 homes newly listed for sale in Town of Herndon and North Herndon compared to 31 in January 2018, an increase of 6%. There were 31 current contracts pending sale this January compared to 22 a year ago. The number of current contracts is 41% 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 Town of Herndon and North Herndon was 98.4% 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 53, lower than the average last year, which was 74, a decrease of 28%.



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