



The Long & Foster Market Minute™

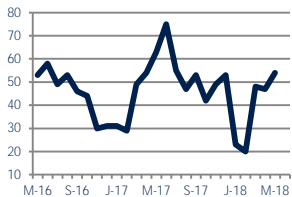
Focus On: Town of Herndon and North Herndon Housing Market

May 2018

Zip Code(s): 20170

Units Sold

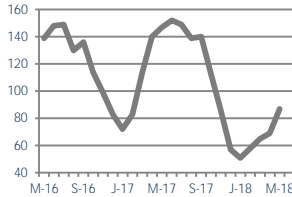
54



Down -14%
Vs. Year Ago

Active Inventory

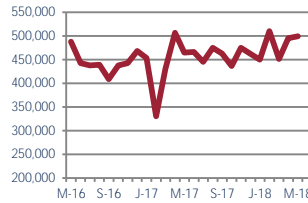
87



Down -41%
Vs. Year Ago

Median Sale Price

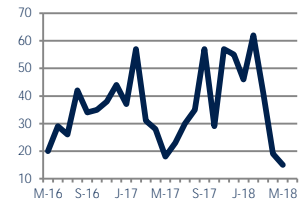
\$499,450



Up 7%
Vs. Year Ago

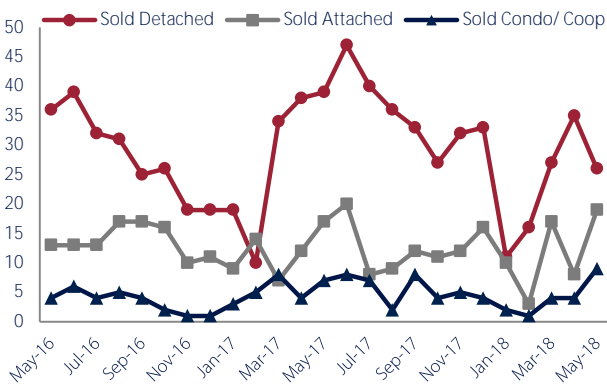
Days On Market

15



Down -17%
Vs. Year Ago

Units Sold*



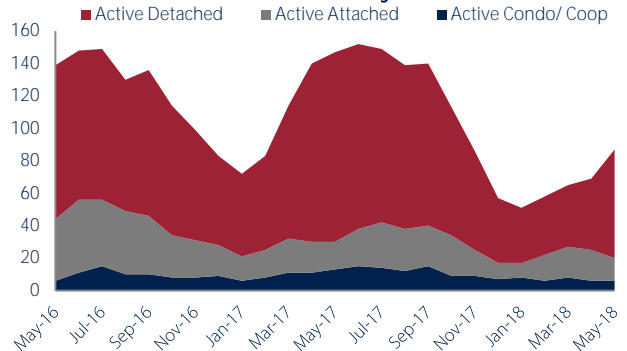
Units Sold

There was an increase in total units sold in May, with 54 sold this month in Town of Herndon and North Herndon versus 47 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 14% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 60 units or 41%. The total number of active inventory this May was 87 compared to 147 in May 2017. This month's total of 87 is higher than the previous month's total supply of available inventory of 69, an increase of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Town of Herndon and North Herndon Homes was \$464,900. This May, the median sale price was \$499,450, an increase of 7% or \$34,550 compared to last year. The current median sold price is 1% higher than in April.

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.



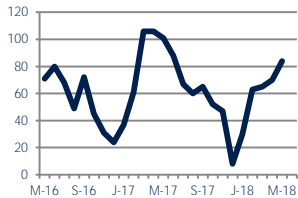
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20170

New Listings

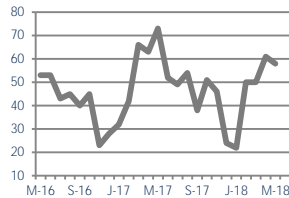
84



Down -17%
Vs. Year Ago

Current Contracts

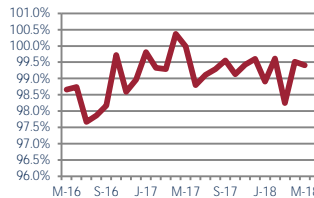
58



Down -21%
Vs. Year Ago

Sold Vs. List Price

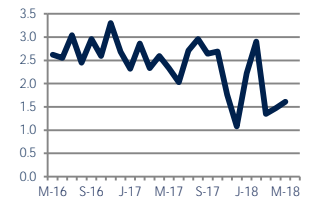
99.4%



Down -0.6%
Vs. Year Ago

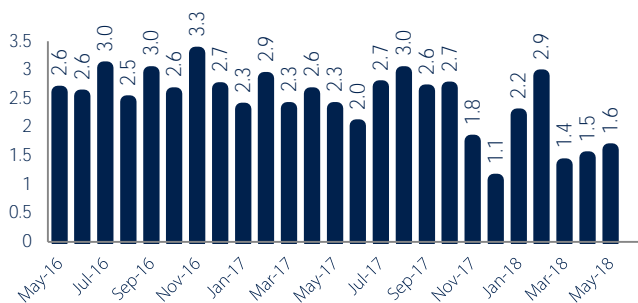
Months of Supply

1.6



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

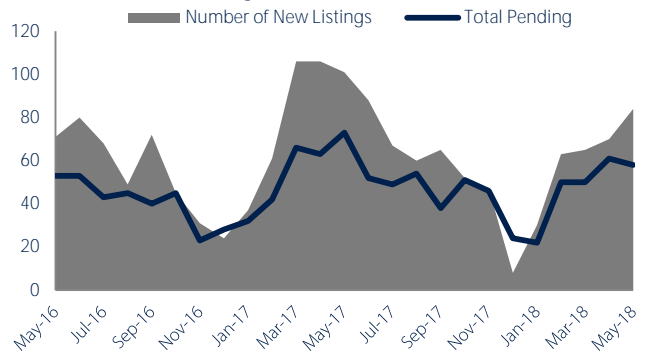
In May, there was 1.6 months of supply available in Town of Herndon and North Herndon, compared to 2.3 in May 2017. That is a decrease of 31% versus a year ago.

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.

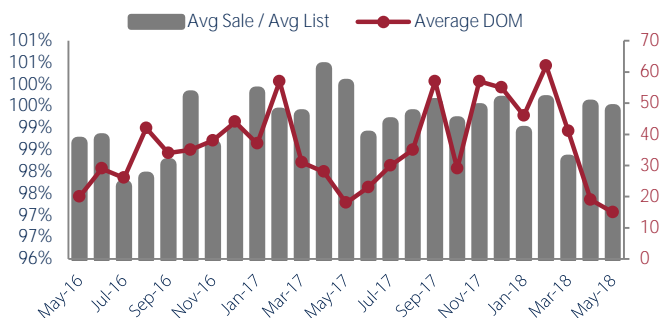
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Town of Herndon and North Herndon compared to 101 in May 2017, a decrease of 17%. There were 58 current contracts pending sale this May compared to 73 a year ago. The number of current contracts is 21% 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 Town of Herndon and North Herndon was 99.4% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 18, a decrease of 17%.



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