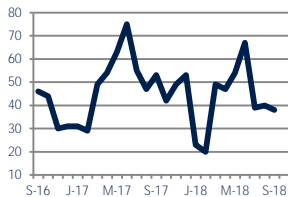


Zip Code(s): 20170

### Units Sold

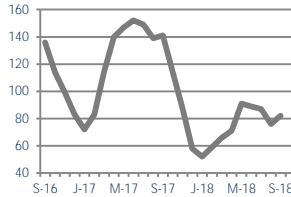
38



Down -28%  
Vs. Year Ago

### Active Inventory

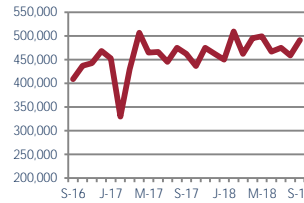
82



Down -42%  
Vs. Year Ago

### Median Sale Price

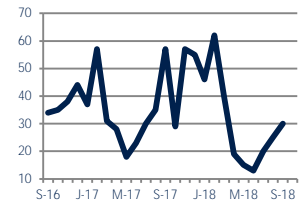
\$491,000



Up 6%  
Vs. Year Ago

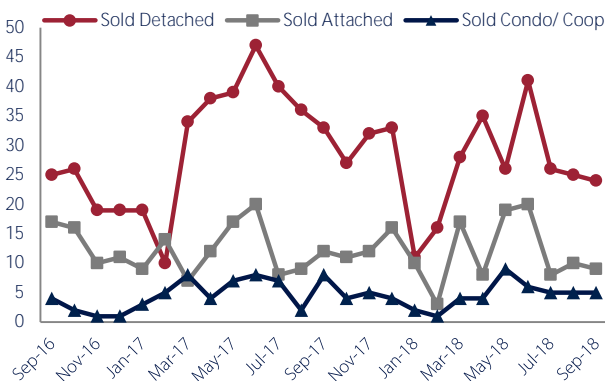
### Days On Market

30



Down -47%  
Vs. Year Ago

### Units Sold\*



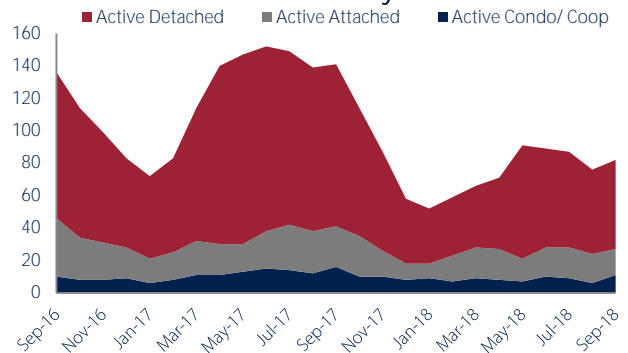
### Units Sold

There was a decrease in total units sold in September, with 38 sold this month in Town of Herndon and North Herndon versus 40 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 28% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 59 units or 42%. The total number of active inventory this September was 82 compared to 141 in September 2017. This month's total of 82 is higher than the previous month's total supply of available inventory of 76, an increase of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Town of Herndon and North Herndon Homes was \$462,500. This September, the median sale price was \$491,000, an increase of 6% or \$28,500 compared to last year. The current median sold price is 7% higher than in August.

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.

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CHRISTIE'S  
INTERNATIONAL REAL ESTATE

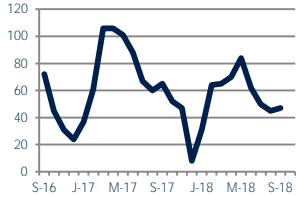




Zip Code(s): 20170

### New Listings

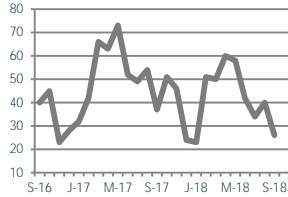
47



Down -28%  
Vs. Year Ago

### Current Contracts

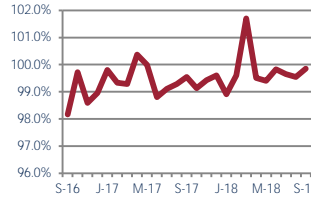
26



Down -30%  
Vs. Year Ago

### Sold Vs. List Price

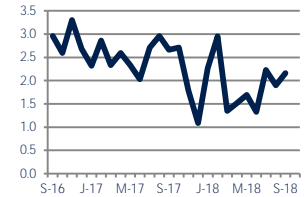
99.9%



No Change  
Vs. Year Ago

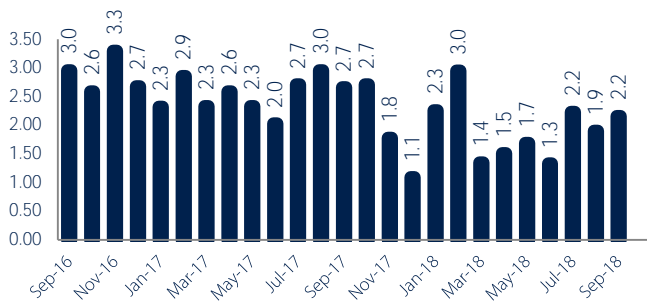
### Months of Supply

2.2



Down -19%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

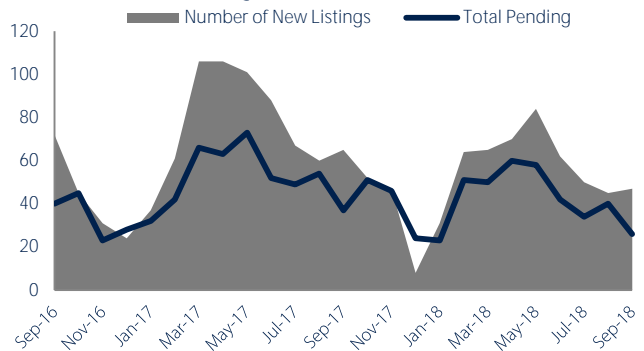
In September, there was 2.2 months of supply available in Town of Herndon and North Herndon, compared to 2.7 in September 2017. That is a decrease of 19% versus a year ago.

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.

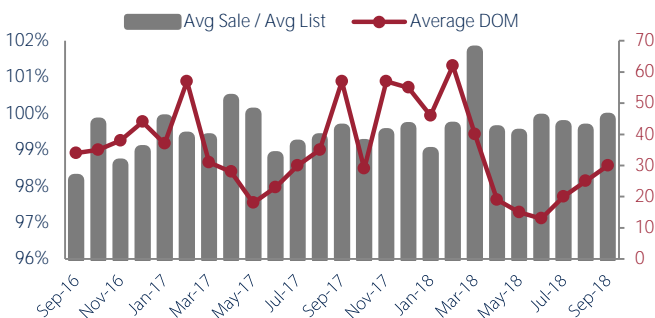
### New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Town of Herndon and North Herndon compared to 65 in September 2017, a decrease of 28%. There were 26 current contracts pending sale this September compared to 37 a year ago. The number of current contracts is 30% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Town of Herndon and North Herndon was 99.9% 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 30, lower than the average last year, which was 57, a decrease of 47%.



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