

February 2017

20112, Manassas, VA

Sold Summary

|                            | Feb 2017     | Feb 2016     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$11,091,130 | \$13,259,315 | -16.35%  |
| Avg Sold Price             | \$426,582    | \$441,977    | -3.48%   |
| Median Sold Price          | \$434,500    | \$452,500    | -3.98%   |
| Units Sold                 | 26           | 30           | -13.33%  |
| Avg Days on Market         | 74           | 109          | -32.11%  |
| Avg List Price for Solds   | \$433,544    | \$449,959    | -3.65%   |
| Avg SP to OLP Ratio        | 97.5%        | 93.9%        | 3.84%    |
| Ratio of Avg SP to Avg OLP | 97.1%        | 93.8%        | 3.48%    |
| Attached Avg Sold Price    | \$0          | \$356,990    | 0%       |
| Detached Avg Sold Price    | \$426,582    | \$444,908    | -4.12%   |
| Attached Units Sold        | 0            | 1            | 0%       |
| Detached Units Sold        | 26           | 29           | -10.34%  |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|                     | Feb 2017 | Feb 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 96       | 93       | 3.23%    |
| New Listings        | 56       | 37       | 51.35%   |
| New Under Contracts | 10       | 11       | -9.09%   |
| New Contingents     | 23       | 28       | -17.86%  |
| New Pendings        | 33       | 39       | -15.38%  |
| All Pendings        | 60       | 56       | 7.14%    |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 1  |
| Conventional | 10 |
| FHA          | 5  |
| Other        | 3  |
| Owner        | 1  |
| VA           | 6  |

Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 1 |
| 1 to 10    | 4 |
| 11 to 20   | 2 |
| 21 to 30   | 1 |
| 31 to 60   | 7 |
| 61 to 90   | 4 |
| 91 to 120  | 1 |
| 121 to 180 | 3 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| 721+       | 0 |

Sold Detail

| Price Ranges               | Residential  |             |           |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached  | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$50K to \$99,999          | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$150K to \$199,999        | 1            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$200K to \$299,999        | 1            | 0           | 1         | 0           | 0            | 0           | 0          | 2               | 0           | 0          |
| \$300K to \$399,999        | 0            | 0           | 5         | 0           | 1            | 0           | 0          | 8               | 13          | 0          |
| \$400K to \$499,999        | 0            | 0           | 1         | 0           | 10           | 0           | 0          | 12              | 7           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 5            | 0           | 0          | 29              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 21              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 2               | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | <b>2</b>     | <b>0</b>    | <b>7</b>  | <b>0</b>    | <b>17</b>    | <b>0</b>    | <b>0</b>   | <b>76</b>       | <b>20</b>   | <b>0</b>   |
| Avg Sold Price             | \$215,000    | \$0         | \$350,257 | \$0         | \$482,902    | \$0         | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$245,000    | \$0         | \$383,667 | \$356,990   | \$460,253    | \$0         | \$0        |                 |             |            |
| Avg Sold % Change          | -12.24%      | 0.00%       | -8.71%    | 0.00%       | 4.92%        | 0.00%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 1            | 0           | 3         | 1           | 25           | 0           | 0          |                 |             |            |

Active Detail