## April 2017

20112, Manassas, VA

## Sold Summary

|  | Apr 2017 | Apr 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 21,571,549$ | $\$ 21,850,726$ | $-1.28 \%$ |
| Avg Sold Price | $\$ 458,969$ | $\$ 437,015$ | $5.02 \%$ |
| Median Sold Price | $\$ 455,000$ | $\$ 430,000$ | $5.81 \%$ |
| Units Sold | 47 | 50 | $-6.00 \%$ |
| Avg Days on Market | 41 | 56 | $-26.79 \%$ |
| Avg List Price for Solds | $\$ 461,924$ | $\$ 443,378$ | $4.18 \%$ |
| Avg SP to OLP Ratio | $98.6 \%$ | $96.3 \%$ | $2.42 \%$ |
| Ratio of Avg SP to Avg OLP | $98.7 \%$ | $97.2 \%$ | $1.49 \%$ |
| Attached Avg Sold Price | $\$ 340,933$ | $\$ 364,587$ | $-6.49 \%$ |
| Detached Avg Sold Price | $\$ 467,017$ | $\$ 445,062$ | $4.93 \%$ |
| Attached Units Sold | 3 | 5 | $-40.00 \%$ |
| Detached Units Sold | 44 | 45 | $-2.22 \%$ |

## 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

|  | Apr 2017 | Apr 2016 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 101 | 122 | $-17.21 \%$ |
| New Listings | 65 | 100 | $-35.00 \%$ |
| New Under Contracts | 14 | 23 | $-39.13 \%$ |
| New Contingents | 38 | 38 | $0.00 \%$ |
| New Pendings | 52 | 61 | $-14.75 \%$ |
| All Pendings | 76 | 92 | $-17.39 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 5 |
| Conventional | 20 |
| FHA | 9 |
| Other | 1 |
| Owner | 0 |
| VA | 12 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :---: |
| 1 to 10 | 19 |
| 11 to 20 | 7 |
| 21 to 30 | 4 |
| 31 to 60 | 9 |
| 61 to 90 | 1 |
| 91 to 120 | 0 |
| 121 to 180 | 2 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| $721+$ | 0 |

## Sold Detail

|  | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
| Price Ranges | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$100K to \$149,999 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 1 | 1 | 3 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |
| \$300K to \$399,999 | 0 | 0 | 5 | 1 | 4 | 0 | 0 | 3 | 13 | 0 |
| \$400K to \$499,999 | 0 | 0 | 2 | 1 | 9 | 0 | 0 | 17 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 31 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 28 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 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 |
| Total | 2 | 1 | 10 | 2 | 32 | 0 | 0 | 85 | 16 | 0 |
| Avg Sold Price | \$204,894 | \$249,900 | \$335,686 | \$386,450 | \$524,441 | \$0 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$128,317 | \$0 | \$375,413 | \$368,458 | \$486,141 | \$358,782 | \$0 |  |  |  |
| Avg Sold \% Change | 59.68\% | 0.00\% | -10.58\% | 4.88\% | 7.88\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 3 | 0 | 7 | 3 | 35 | 2 | 0 |  |  |  |

