June 2017 20112, Manassas, VA

Sold Summary

| | Jun 2017 | Jun 2016 | % Change | | |
|----------------------------|--------------|--------------|----------|--|--|
| Sold Dollar Volume | \$27,323,959 | \$23,304,059 | 17.25% | | |
| Avg Sold Price | \$515,546 | \$456,942 | 12.83% | | |
| Median Sold Price | \$515,000 | \$432,000 | 19.21% | | |
| Units Sold | 53 | 51 | 3.92% | | |
| Avg Days on Market | 27 | 54 | -50.00% | | |
| Avg List Price for Solds | \$531,238 | \$462,872 | 14.77% | | |
| Avg SP to OLP Ratio | 97.6% | 97.2% | 0.42% | | |
| Ratio of Avg SP to Avg OLP | 98.9% | 96.9% | 2.07% | | |
| Attached Avg Sold Price | \$404,468 | \$367,650 | 10.01% | | |
| Detached Avg Sold Price | \$519,902 | \$464,542 | 11.92% | | |
| Attached Units Sold | 2 | 4 | -50.00% | | |
| Detached Units Sold | 51 | 47 | 8.51% | | |

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

| | Jun 2017 | Jun 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 117 | 139 | -15.83% |
| New Listings | 73 | 59 | 23.73% |
| New Under Contracts | 7 | 18 | -61.11% |
| New Contingents | 33 | 31 | 6.45% |
| New Pendings | 40 | 49 | -18.37% |
| All Pendings | 65 | 68 | -4.41% |

Financing (Sold)

| 3 (0 0 0 0) | |
|--------------|----|
| Assumption | 0 |
| Cash | 3 |
| Conventional | 35 |
| FHA | 7 |
| Other | 2 |
| Owner | 0 |
| VA | 14 |

Days on Market (Sold)

| 0 | 4 |
|------------|----|
| 1 to 10 | 21 |
| 11 to 20 | 10 |
| 21 to 30 | 8 |
| 31 to 60 | 8 |
| 61 to 90 | 8 |
| 91 to 120 | 1 |
| 121 to 180 | 0 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| 721+ | 0 |

Active Detail

Sold Detail

| | Sold Betail Active Betail | | | | | | | | | |
|----------------------------|---------------------------|-------------|-----------|-------------|------------|-----------------|----------|-------------|-------------|------------|
| | | Residential | | | Condo/Coop | Active Listings | | | | |
| | 2 or | Less BR | 3 | BR | 4 or l | More BR | All | Residential | | Condo/Coop |
| Price Ranges | 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 | 1 | 0 |
| \$300K to \$399,999 | 0 | 0 | 2 | 0 | 2 | 0 | 0 | 10 | 5 | 0 |
| \$400K to \$499,999 | 0 | 0 | 1 | 2 | 16 | 0 | 0 | 24 | 2 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 20 | 0 | 0 | 37 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 31 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 3 | 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 | 0 | 0 | 4 | 2 | 47 | 0 | 0 | 109 | 8 | 0 |
| Avg Sold Price | \$0 | \$0 | \$436,431 | \$404,468 | \$527,006 | \$0 | \$0 | | | |
| Prev Year - Avg Sold Price | \$295,000 | \$0 | \$377,286 | \$374,997 | \$484,550 | \$345,609 | \$0 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 15.68% | 7.86% | 8.76% | 0.00% | 0.00% | | | |
| Prev Year - # of Solds | 1 | 0 | 7 | 3 | 39 | 1 | 0 | | | |
| | | | | | | | | | | |