## 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)

| 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 |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | AII <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | 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 | 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 |  |  |  |

