

July 2017

20112, Manassas, VA

Sold Summary

|                            | Jul 2017     | Jul 2016     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$20,084,171 | \$19,825,650 | 1.30%    |
| Avg Sold Price             | \$427,323    | \$461,062    | -7.32%   |
| Median Sold Price          | \$410,000    | \$461,300    | -11.12%  |
| Units Sold                 | 47           | 43           | 9.30%    |
| Avg Days on Market         | 36           | 46           | -21.74%  |
| Avg List Price for Solds   | \$430,967    | \$466,293    | -7.58%   |
| Avg SP to OLP Ratio        | 98.4%        | 97.3%        | 1.15%    |
| Ratio of Avg SP to Avg OLP | 98.4%        | 97.1%        | 1.31%    |
| Attached Avg Sold Price    | \$323,245    | \$0          | 0%       |
| Detached Avg Sold Price    | \$434,419    | \$461,062    | -5.78%   |
| Attached Units Sold        | 3            | 0            | 0%       |
| Detached Units Sold        | 44           | 43           | 2.33%    |

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

|                     | Jul 2017 | Jul 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 121      | 134      | -9.70%   |
| New Listings        | 71       | 44       | 61.36%   |
| New Under Contracts | 14       | 15       | -6.67%   |
| New Contingents     | 34       | 24       | 41.67%   |
| New Pendings        | 48       | 39       | 23.08%   |
| All Pendings        | 60       | 57       | 5.26%    |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 1  |
| Conventional | 23 |
| FHA          | 11 |
| Other        | 0  |
| Owner        | 0  |
| VA           | 12 |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 2  |
| 1 to 10    | 25 |
| 11 to 20   | 3  |
| 21 to 30   | 3  |
| 31 to 60   | 4  |
| 61 to 90   | 4  |
| 91 to 120  | 2  |
| 121 to 180 | 3  |
| 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 |             | 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        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 1               | 0           | 0          |
| \$200K to \$299,999        | 2            | 0           | 2         | 1           | 0            | 0           | 0          | 2               | 3           | 0          |
| \$300K to \$399,999        | 1            | 0           | 7         | 0           | 5            | 1           | 0          | 13              | 6           | 0          |
| \$400K to \$499,999        | 0            | 0           | 2         | 1           | 12           | 0           | 0          | 32              | 5           | 0          |
| \$500K to \$599,999        | 0            | 0           | 0         | 0           | 12           | 0           | 0          | 28              | 0           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 26              | 0           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 0            | 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          |
| <b>Total</b>               | <b>3</b>     | <b>0</b>    | <b>11</b> | <b>2</b>    | <b>30</b>    | <b>1</b>    | <b>0</b>   | <b>107</b>      | <b>14</b>   | <b>0</b>   |
| Avg Sold Price             | \$269,880    | \$0         | \$351,945 | \$329,868   | \$481,113    | \$310,000   | \$0        |                 |             |            |
| Prev Year - Avg Sold Price | \$275,000    | \$0         | \$374,780 | \$0         | \$477,750    | \$0         | \$0        |                 |             |            |
| Avg Sold % Change          | -1.86%       | 0.00%       | -6.09%    | 0.00%       | 0.70%        | 0.00%       | 0.00%      |                 |             |            |
| Prev Year - # of Solds     | 1            | 0           | 5         | 0           | 37           | 0           | 0          |                 |             |            |

Active Detail