## September 2019

20112, Manassas, VA

## Sold Summary

|  | Sep 2019 | Sep 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 21,242,090$ | $\$ 11,628,045$ | $82.68 \%$ |
| Avg Sold Price | $\$ 505,764$ | $\$ 484,502$ | $4.39 \%$ |
| Median Sold Price | $\$ 480,000$ | $\$ 492,000$ | $-2.44 \%$ |
| Units Sold | 42 | 24 | $75.00 \%$ |
| Avg Days on Market | 36 | 70 | $-48.57 \%$ |
| Avg List Price for Solds | $\$ 511,283$ | $\$ 489,608$ | $4.43 \%$ |
| Avg SP to OLP Ratio | $98.0 \%$ | $95.7 \%$ | $2.41 \%$ |
| Ratio of Avg SP to Avg OLP | $97.8 \%$ | $95.6 \%$ | $2.27 \%$ |
| Attached Avg Sold Price | $\$ 435,993$ | $\$ 0$ | $0 \%$ |
| Detached Avg Sold Price | $\$ 513,108$ | $\$ 484,502$ | $5.90 \%$ |
| Attached Units Sold | 4 | 0 | $0 \%$ |
| Detached Units Sold | 38 | 24 | $58.33 \%$ |

## 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

|  | Sep 2019 | Sep 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 69 | 118 | $-41.53 \%$ |
| New Listings | 47 | 57 | $-17.54 \%$ |
| New Under Contracts | 23 | 18 | $27.78 \%$ |
| New Contingents | 14 | 21 | $-33.33 \%$ |
| New Pendings | 37 | 39 | $-5.13 \%$ |
| All Pendings | 42 | 47 | $-10.64 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 3 |
| Conventional | 20 |
| FHA | 7 |
| Other | 2 |
| Owner | 0 |
| VA | 10 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :--- |
| 1 to 10 | 8 |
| 11 to 20 | 8 |
| 21 to 30 | 5 |
| 31 to 60 | 10 |
| 61 to 90 | 7 |
| 91 to 120 | 0 |
| 121 to 180 | 2 |
| 181 to 360 | 0 |
| 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 <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 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 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$300K to \$399,999 | 2 | 0 | 4 | 0 | 3 | 0 | 0 | 12 | 1 | 0 |
| \$400K to \$499,999 | 0 | 0 | 3 | 4 | 4 | 0 | 0 | 12 | 6 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 16 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 17 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 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 | 0 | 8 | 4 | 28 | 0 | 0 | 62 | 7 | 0 |
| Avg Sold Price | \$339,500 | \$0 | \$392,000 | \$435,993 | \$560,111 | \$0 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$397,000 | \$0 | \$507,529 | \$0 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | -1.26\% | 0.00\% | 10.36\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 5 | 0 | 19 | 0 | 0 |  |  |  |

