## September 2020

20112, Manassas, VA

## Sold Summary

|  | Sep 2020 | Sep 2019 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 29,546,189$ | $\$ 21,242,090$ | $39.09 \%$ |
| Avg Sold Price | $\$ 570,538$ | $\$ 505,764$ | $12.81 \%$ |
| Median Sold Price | $\$ 560,000$ | $\$ 480,000$ | $16.67 \%$ |
| Units Sold | 52 | 42 | $23.81 \%$ |
| Avg Days on Market | 20 | 36 | $-44.44 \%$ |
| Avg List Price for Solds | $\$ 568,195$ | $\$ 511,283$ | $11.13 \%$ |
| Avg SP to OLP Ratio | $100.4 \%$ | $98.0 \%$ | $2.46 \%$ |
| Ratio of Avg SP to Avg OLP | $99.8 \%$ | $97.8 \%$ | $1.99 \%$ |
| Attached Avg Sold Price | $\$ 395,280$ | $\$ 435,993$ | $-9.34 \%$ |
| Detached Avg Sold Price | $\$ 589,182$ | $\$ 513,108$ | $14.83 \%$ |
| Attached Units Sold | 5 | 4 | $25.00 \%$ |
| Detached Units Sold | 47 | 38 | $23.68 \%$ |

## 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 2020 | Sep 2019 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 25 | 69 | $-63.77 \%$ |
| New Listings | 53 | 47 | $12.77 \%$ |
| New Under Contracts | 0 | 23 | $0 \%$ |
| New Contingents | 0 | 14 | $0 \%$ |
| New Pendings | 54 | 37 | $45.95 \%$ |
| All Pendings | 71 | 42 | $69.05 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 1 |
| Conventional | 30 |
| FHA | 5 |
| Other | 0 |
| Owner | 0 |
| VA | 15 |

Days on Market (Sold)

| 0 | 2 |
| :--- | :---: |
| 1 to 10 | 37 |
| 11 to 20 | 4 |
| 21 to 30 | 1 |
| 31 to 60 | 2 |
| 61 to 90 | 2 |
| 91 to 120 | 1 |
| 121 to 180 | 2 |
| 181 to 360 | 1 |
| 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 | 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 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 1 | 2 | 2 | 0 | 0 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 5 | 1 | 7 | 2 | 0 | 6 | 5 | 0 |
| \$500K to \$599,999 | 0 | 0 | 1 | 0 | 11 | 0 | 0 | 3 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 1 | 0 | 14 | 0 | 0 | 7 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 4 | 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 | 9 | 3 | 38 | 2 | 0 | 20 | 5 | 0 |
| Avg Sold Price | \$0 | \$0 | \$464,100 | \$360,866 | \$618,807 | \$446,900 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$339,500 | \$0 | \$392,000 | \$435,993 | \$560,111 | \$0 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 18.39\% | -17.23\% | 10.48\% | 0.00\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 2 | 0 | 8 | 4 | 28 | 0 | 0 |  |  |  |

