REALESTATE BUSINESS INTELLIGENCE

September 2012

Manassas City, VA

Sold Summary

	Sep 2012	Sep 2011	% Change	
Sold Dollar Volume	\$7,517,388	\$9,506,505	-20.92%	
Avg Sold Price	\$214,783	\$243,757	-11.89%	
Median Sold Price	\$200,000	\$236,000	-15.25%	
Units Sold	35	39	-10.26%	
Avg Days on Market	26	43	-39.53%	
Avg List Price for Solds	\$218,622	\$248,590	-12.06%	
Avg SP to OLP Ratio	97.1%	97.0%	0.10%	
Ratio of Avg SP to Avg OLP	96.6%	96.2%	0.50%	
Attached Avg Sold Price	\$155,674	\$158,332	-1.68%	
Detached Avg Sold Price	\$284,974	\$303,183	-6.01%	
Attached Units Sold	19	16	18.75%	
Detached Units Sold	16	23	-30.43%	

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 2012	Sep 2011	% Change	
Active Listings	63	79	-20.25%	
New Listings	56	45	24.44%	
New Under Contracts	16	10	60.00%	
New Contingents	36	25	44.00%	
New Pendings	52	35	48.57%	
All Pendings	103	105	-1.90%	

Financing (Sold)

Assumption	0
Cash	4
Conventional	6
FHA	22
Other	1
Owner	0
VA	2

Days on Market (Sold)

0	1
1 to 10	13
11 to 20	6
21 to 30	4
31 to 60	6
61 to 90	4
91 to 120	1
121 to 180	0
181 to 360	0
361 to 720	0
721+	0

Sold Detail Active Detail

	Residential				Condo/Coop Active Listings			S		
	2 or L	ess BR	3	BR	4 or N	Nore BR	All	Resi	dential	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	1	1	0
\$100K to \$149,999	0	0	0	6	0	0	4	0	3	2
\$150K to \$199,999	1	0	1	3	0	0	2	0	1	1
\$200K to \$299,999	1	0	2	2	4	1	1	10	5	9
\$300K to \$399,999	0	0	0	0	6	0	0	21	0	0
\$400K to \$499,999	0	0	1	0	0	0	0	7	0	0
\$500K to \$599,999	0	0	0	0	0	0	0	1	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	1	0	0
\$800K to \$999,999	0	0	0	0	0	0	0	0	0	0
\$1M to \$2,499,999	0	0	0	0	0	0	0	0	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	4	11	10	1	7	41	10	12
Avg Sold Price	\$192,500	\$0	\$268,000	\$161,036	\$310,259	\$215,000	\$138,771			
Prev Year - Avg Sold Price	\$0	\$67,778	\$258,786	\$182,306	\$322,606	\$182,333	\$105,000			
Avg Sold % Change	0.00%	0.00%	3.56%	-11.67%	-3.83%	17.92%	32.16%			

16

3

2

9



0

2

Prev Year - # of Solds