## 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

| 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 | 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\% |  |  |  |
| Prev Year - \# of Solds | 0 | 2 | 7 | 9 | 16 | 3 | 2 |  |  |  |

