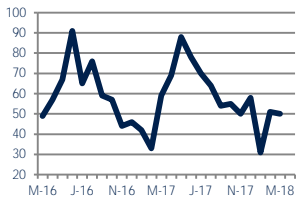




### Units Sold

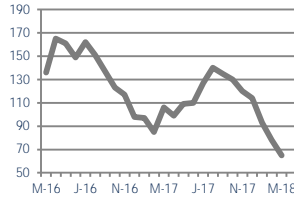
50



Down -15%  
Vs. Year Ago

### Active Inventory

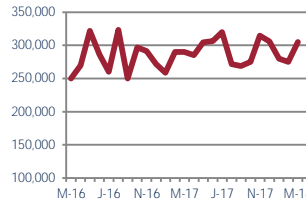
65



Down -39%  
Vs. Year Ago

### Median Sale Price

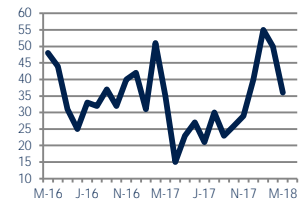
\$304,950



Up 5%  
Vs. Year Ago

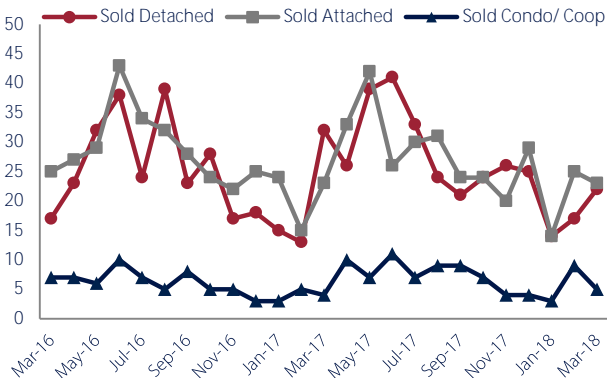
### Days On Market

36



Up 3%  
Vs. Year Ago

### Units Sold\*



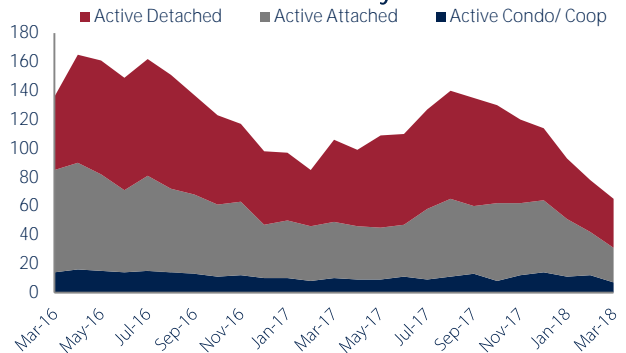
### Units Sold

There was a decrease in total units sold in March, with 50 sold this month in Manassas City versus 51 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 15% versus March 2017.

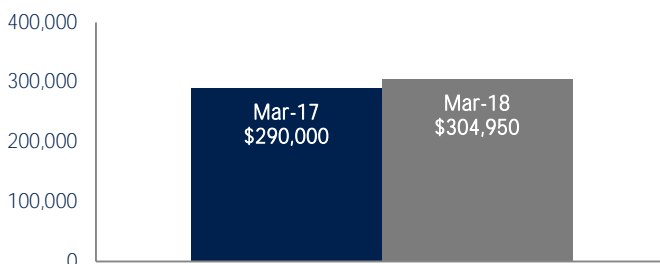
### Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 39%. The total number of active inventory this March was 65 compared to 106 in March 2017. This month's total of 65 is lower than the previous month's total supply of available inventory of 78, a decrease of 17%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Manassas City Homes was \$290,000. This March, the median sale price was \$304,950, an increase of 5% or \$14,950 compared to last year. The current median sold price is 11% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



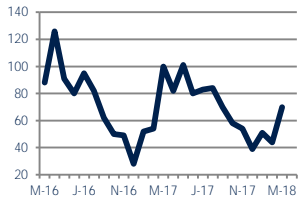
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





### New Listings

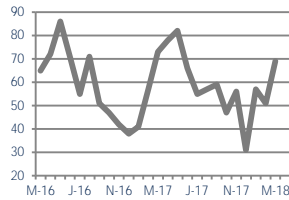
70



Down -30%  
Vs. Year Ago

### Current Contracts

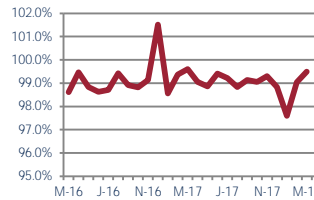
69



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

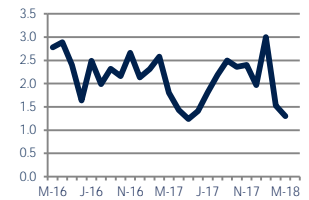
99.5%



No Change  
Vs. Year Ago

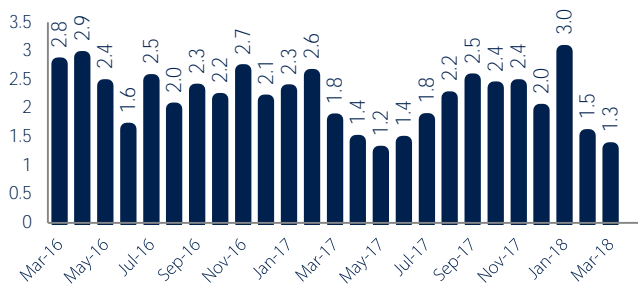
### Months of Supply

1.3



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

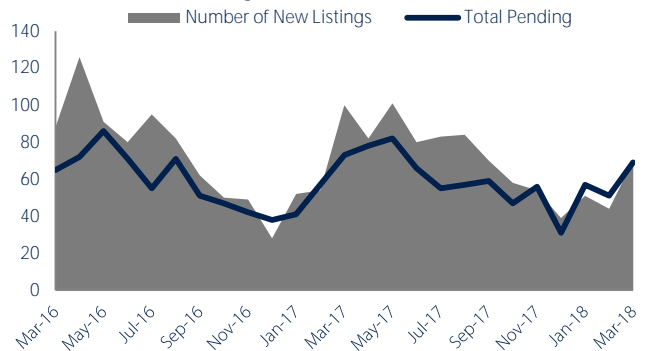
In March, there was 1.3 months of supply available in Manassas City, compared to 1.8 in March 2017. That is a decrease of 28% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

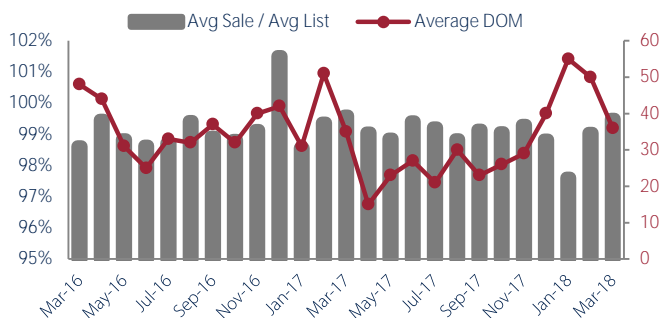
### New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Manassas City compared to 100 in March 2017, a decrease of 30%. There were 69 current contracts pending sale this March compared to 73 a year ago. The number of current contracts is 5% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Manassas City was 99.5% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 36, higher than the average last year, which was 35, an increase of 3%.



\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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