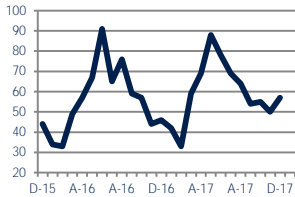


Units Sold

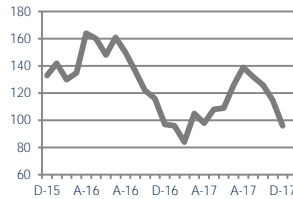
57



Up 24%
Vs. Year Ago

Active Inventory

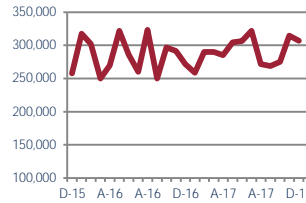
96



Down -1%
Vs. Year Ago

Median Sale Price

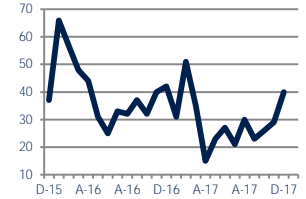
\$307,000



Up 13%
Vs. Year Ago

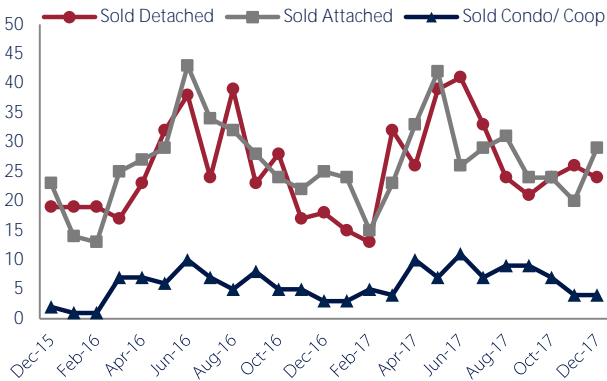
Days On Market

40



Down -5%
Vs. Year Ago

Units Sold*



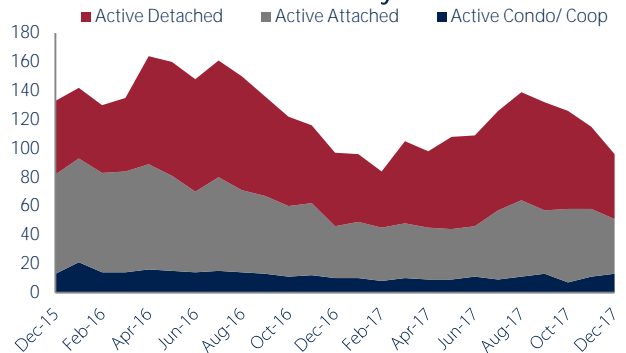
Units Sold

There was an increase in total units sold in December, with 57 sold this month in Manassas City versus 50 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 24% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 1%. The total number of active inventory this December was 96 compared to 97 in December 2016. This month's total of 96 is lower than the previous month's total supply of available inventory of 115, a decrease of 17%.

Active Inventory*

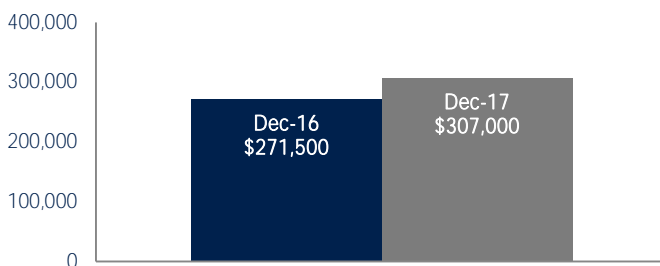


Median Sale Price

Last December, the median sale price for Manassas City Homes was \$271,500. This December, the median sale price was \$307,000, an increase of 13% or \$35,500 compared to last year. The current median sold price is 2% lower than in November.

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

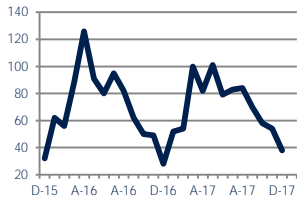
Median Sale Price



*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

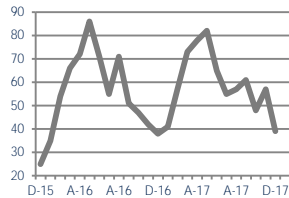
38



Up 36%
Vs. Year Ago

Current Contracts

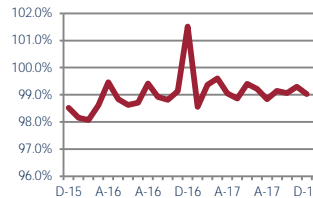
39



Up 3%
Vs. Year Ago

Sold Vs. List Price

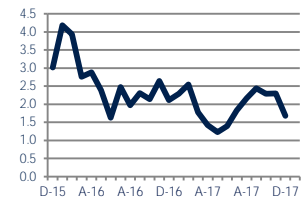
99.0%



Down -2.4%
Vs. Year Ago

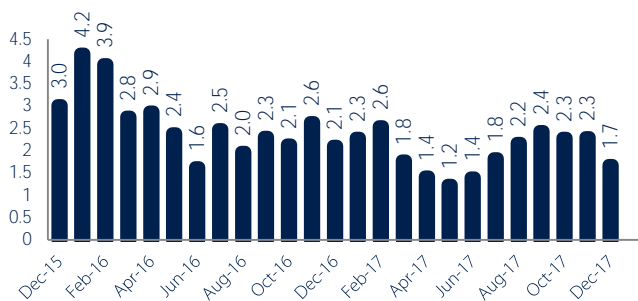
Months of Supply

1.7



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

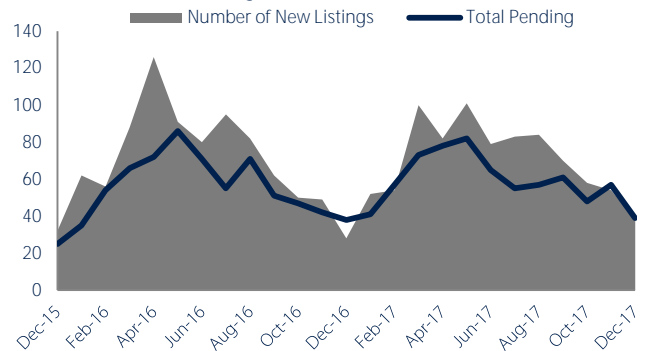
In December, there was 1.7 months of supply available in Manassas City, compared to 2.1 in December 2016. That is a decrease of 20% versus a year ago.

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.

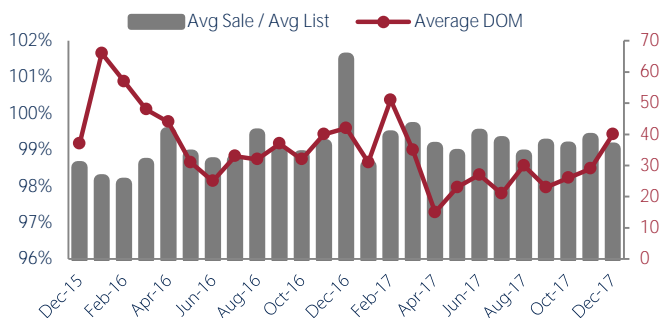
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Manassas City compared to 28 in December 2016, an increase of 36%. There were 39 current contracts pending sale this December compared to 38 a year ago. The number of current contracts is 3% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Manassas City was 99.0% of the average list price, which is 2.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 42, a decrease of 5%.



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