



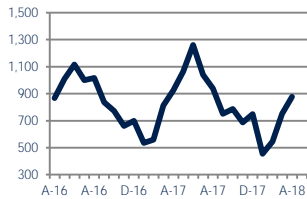
The Long & Foster Market Minute™

Focus On: Prince William County, Manassas and Manassas Park Housing Market

April 2018

Units Sold

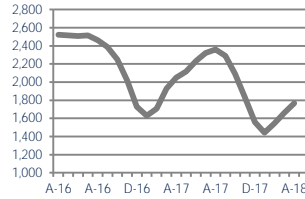
876



Down -5%
Vs. Year Ago

Active Inventory

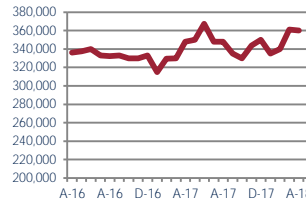
1,766



Down -14%
Vs. Year Ago

Median Sale Price

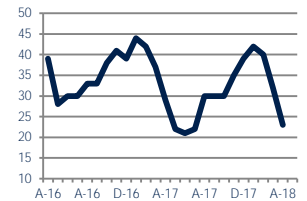
\$360,000



Up 3%
Vs. Year Ago

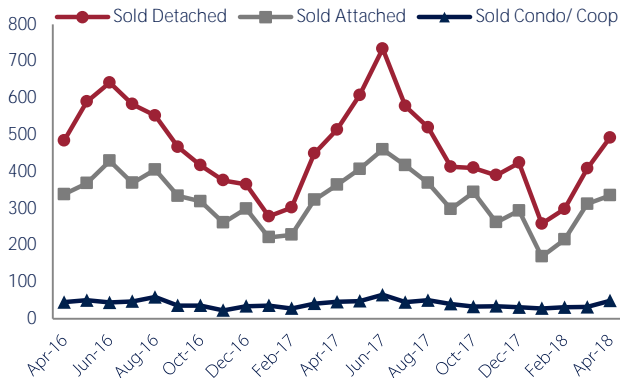
Days On Market

23



Down -21%
Vs. Year Ago

Units Sold*



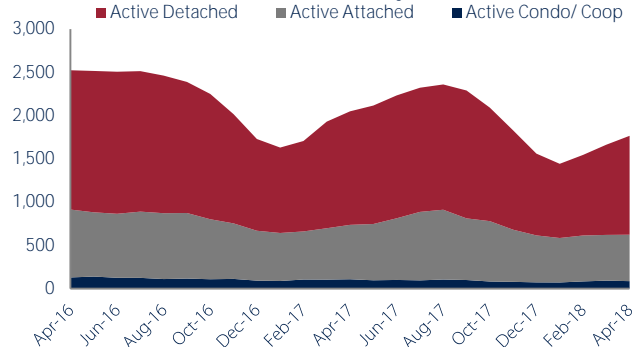
Units Sold

There was an increase in total units sold in April, with 876 sold this month in Prince William County, Manassas and Manassas Park versus 752 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 5% versus April 2017.

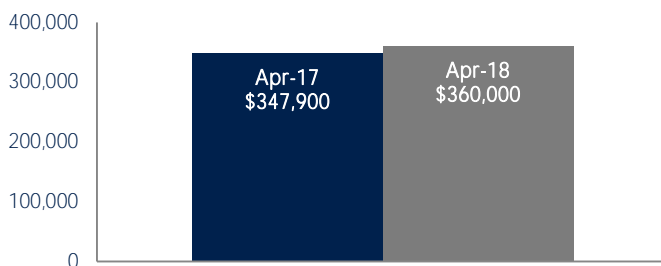
Active Inventory

Versus last year, the total number of homes available this month is lower by 283 units or 14%. The total number of active inventory this April was 1,766 compared to 2,049 in April 2017. This month's total of 1,766 is higher than the previous month's total supply of available inventory of 1,663, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Prince William County, Manassas and Manassas Park Homes was \$347,900. This April, the median sale price was \$360,000, an increase of 3% or \$12,100 compared to last year. The current median sold price is approximately the same as the median price in March.

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

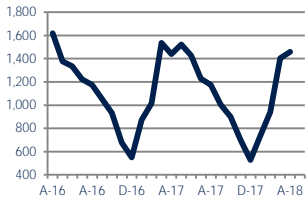


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

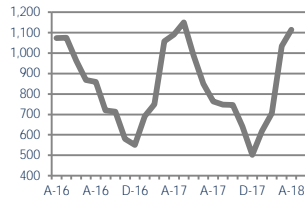
1,460



Up 1%
Vs. Year Ago

Current Contracts

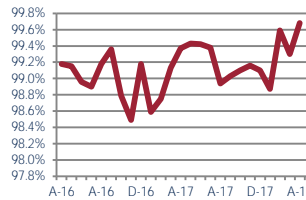
1,114



Up 2%
Vs. Year Ago

Sold Vs. List Price

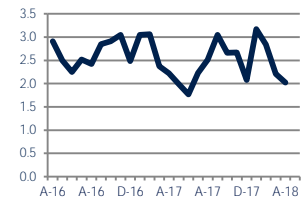
99.7%



No Change
Vs. Year Ago

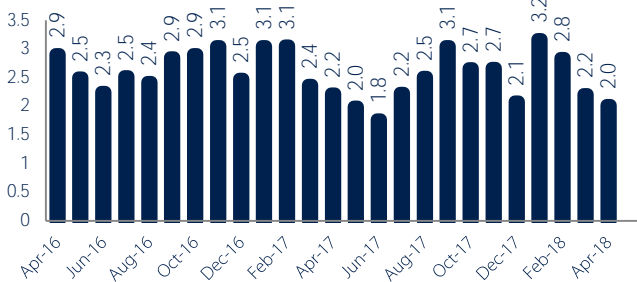
Months of Supply

2.0



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

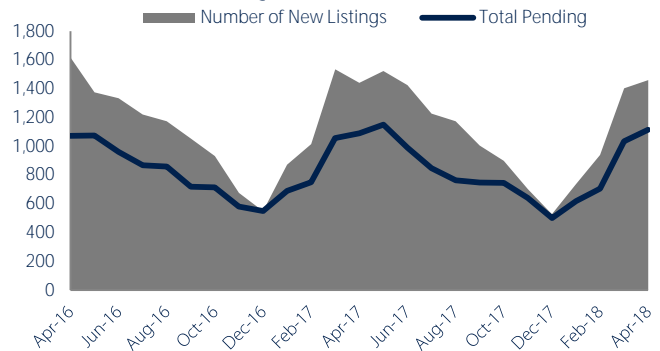
In April, there was 2.0 months of supply available in Prince William County, Manassas and Manassas Park, compared to 2.2 in April 2017. That is a decrease of 9% versus a year ago.

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.

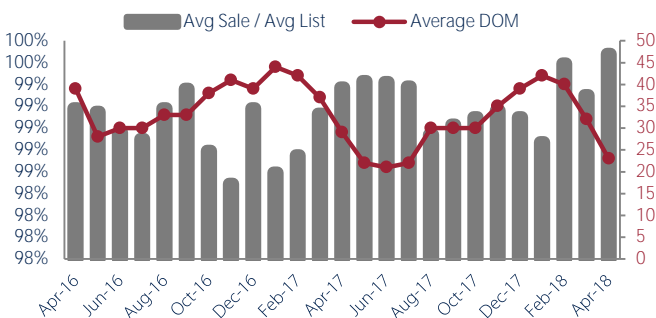
New Listings & Current Contracts

This month there were 1,460 homes newly listed for sale in Prince William County, Manassas and Manassas Park compared to 1,441 in April 2017, an increase of 1%. There were 1,114 current contracts pending sale this April compared to 1,091 a year ago. The number of current contracts is 2% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Prince William County, Manassas and Manassas Park was 99.7% 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 23, lower than the average last year, which was 29, a decrease of 21%.



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