



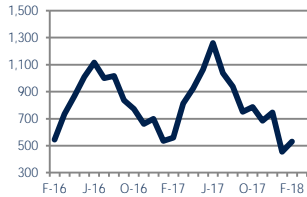
# The Long & Foster Market Minute™

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

February 2018

## Units Sold

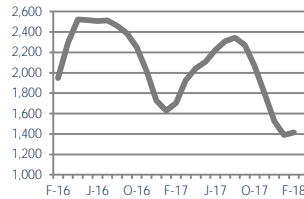
530



Down -5%  
Vs. Year Ago

## Active Inventory

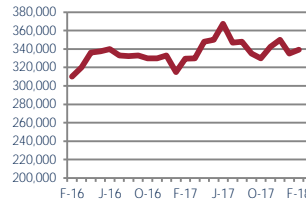
1,416



Down -17%  
Vs. Year Ago

## Median Sale Price

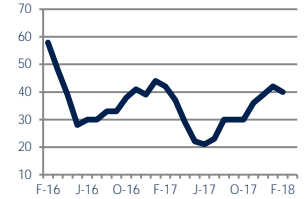
\$339,250



Up 3%  
Vs. Year Ago

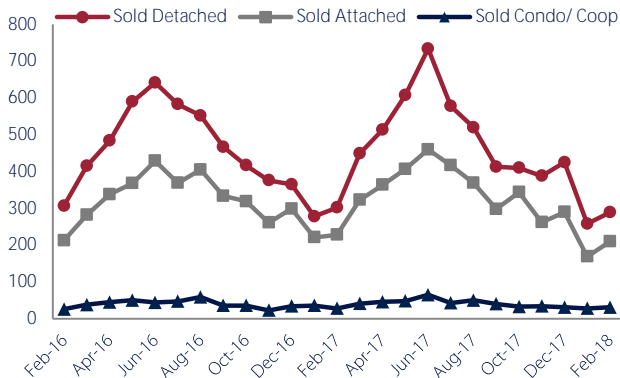
## Days On Market

40



Down -5%  
Vs. Year Ago

## Units Sold\*



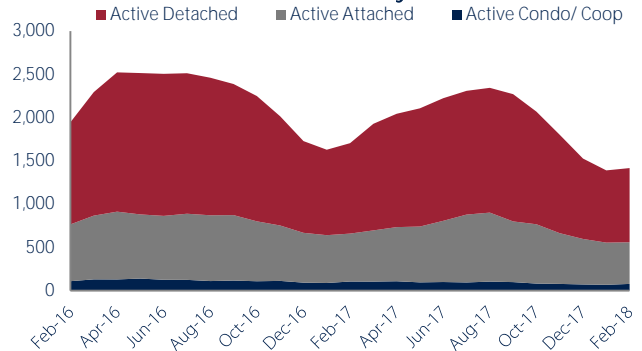
## Units Sold

There was an increase in total units sold in February, with 530 sold this month in Prince William County, Manassas and Manassas Park versus 455 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 February 2017.

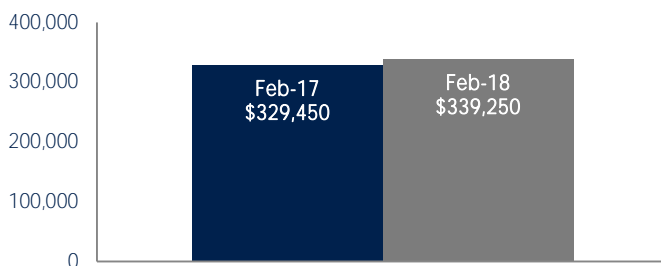
## Active Inventory

Versus last year, the total number of homes available this month is lower by 288 units or 17%. The total number of active inventory this February was 1,416 compared to 1,704 in February 2017. This month's total of 1,416 is higher than the previous month's total supply of available inventory of 1,389, an increase of 2%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last February, the median sale price for Prince William County, Manassas and Manassas Park Homes was \$329,450. This February, the median sale price was \$339,250, an increase of 3% or \$9,800 compared to last year. The current median sold price is 1% higher than in January.

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



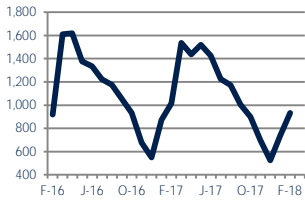
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

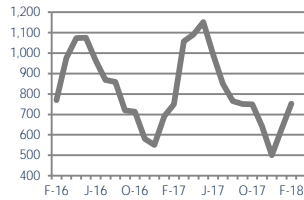
933



Down -8%  
Vs. Year Ago

### Current Contracts

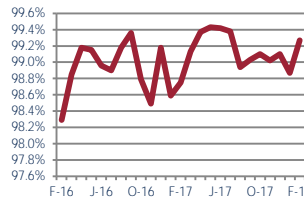
753



No Change  
Vs. Year Ago

### Sold Vs. List Price

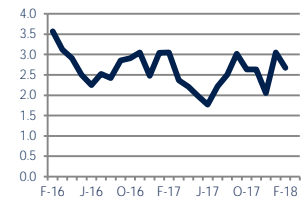
99.3%



Up 0.5%  
Vs. Year Ago

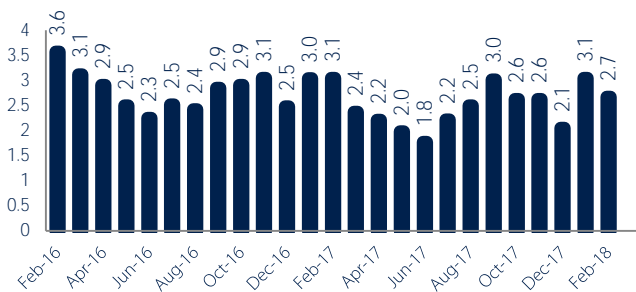
### Months of Supply

2.7



Down -12%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

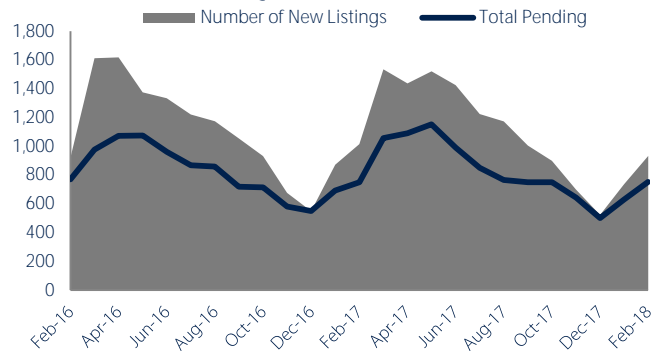
In February, there was 2.7 months of supply available in Prince William County, Manassas and Manassas Park, compared to 3.1 in February 2017. That is a decrease of 13% versus a year ago.

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.

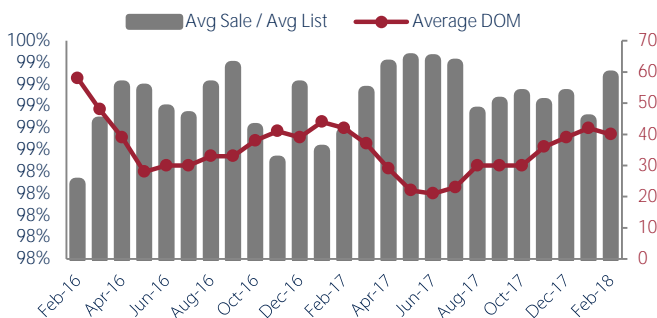
### New Listings & Current Contracts

This month there were 933 homes newly listed for sale in Prince William County, Manassas and Manassas Park compared to 1,015 in February 2017, a decrease of 8%. There were 753 current contracts pending sale this February, consistent with the volume a year ago. The number of current contracts is 19% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Prince William County, Manassas and Manassas Park was 99.3% of the average list price, which is 0.5% higher 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%.



\*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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