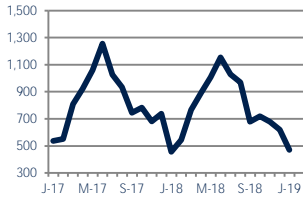
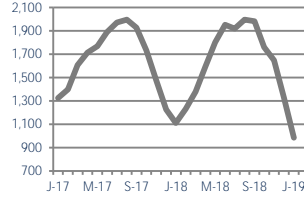


### Units Sold 471



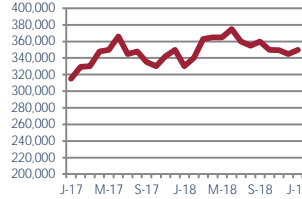
Up 3%  
Vs. Year Ago

### Active Inventory 987



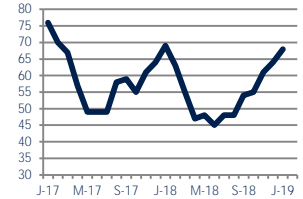
Down -11%  
Vs. Year Ago

### Median Sale Price \$350,000



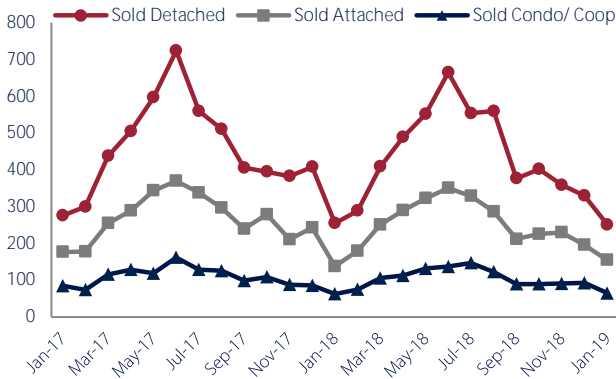
Up 6%  
Vs. Year Ago

### Days On Market 68



Down -1%  
Vs. Year Ago

### Units Sold\*



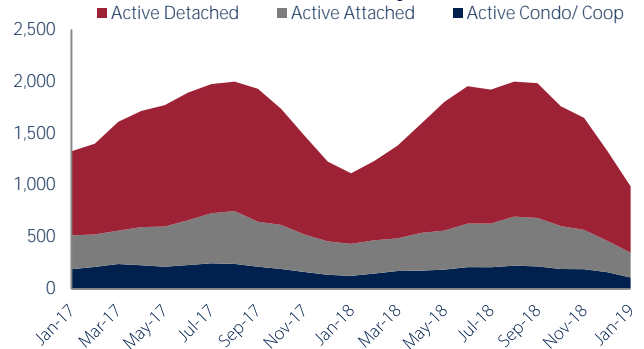
### Units Sold

There was a decrease in total units sold in January, with 471 sold this month in Prince William County, Manassas and Manassas Park versus 619 last month, a decrease of 24%. This month's total units sold was higher than at this time last year, an increase of 3% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 126 units or 11%. The total number of active inventory this January was 987 compared to 1,113 in January 2018. This month's total of 987 is lower than the previous month's total supply of available inventory of 1,329, a decrease of 26%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Prince William County, Manassas and Manassas Park Homes was \$330,000. This January, the median sale price was \$350,000, an increase of 6% or \$20,000 compared to last year. The current median sold price is 1% higher than in December.

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

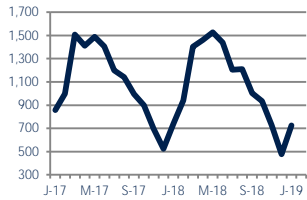


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



## New Listings

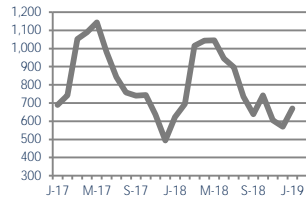
726



Down -2%  
Vs. Year Ago

## Current Contracts

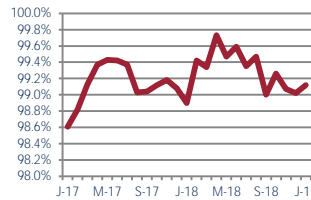
670



Up 8%  
Vs. Year Ago

## Sold Vs. List Price

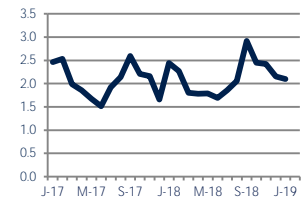
99.1%



No Change  
Vs. Year Ago

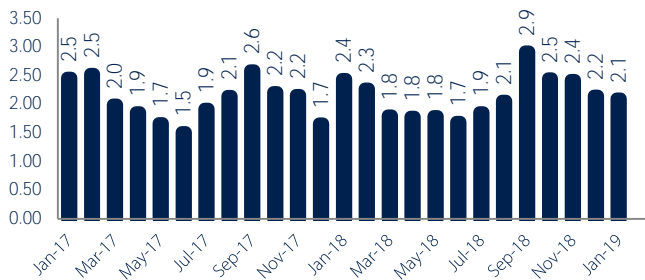
## Months of Supply

2.1



Down -14%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

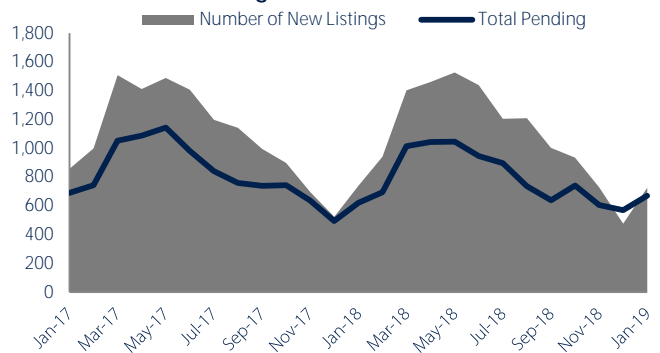
In January, there was 2.1 months of supply available in Prince William County, Manassas and Manassas Park, compared to 2.4 in January 2018. That is a decrease of 14% versus a year ago.

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.

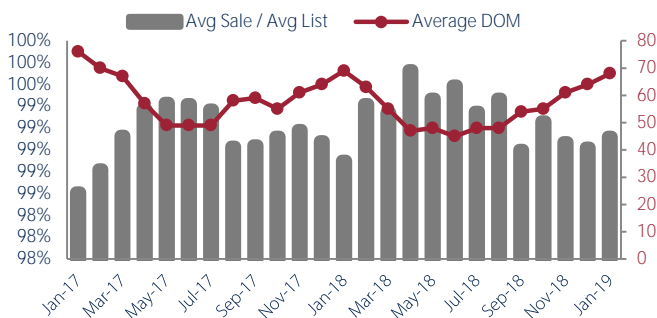
## New Listings & Current Contracts

This month there were 726 homes newly listed for sale in Prince William County, Manassas and Manassas Park compared to 739 in January 2018, a decrease of 2%. There were 670 current contracts pending sale this January compared to 622 a year ago. The number of current contracts is 8% higher than last January.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In January, the average sale price in Prince William County, Manassas and Manassas Park was 99.1% 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 68, lower than the average last year, which was 69, a decrease of 1%.



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