

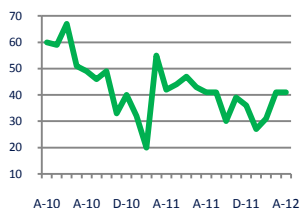


Focus On: Manassas City Housing Market

April 2012

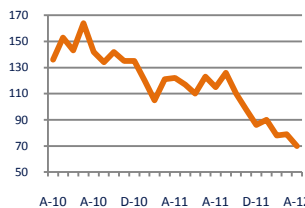
Units Sold

41



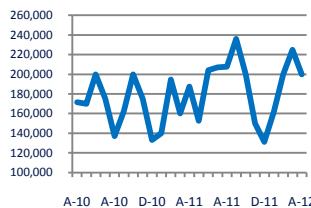
Active Inventory

70



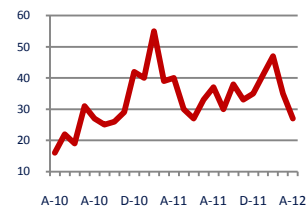
Median Sale Price

\$200,000



Days On Market

27



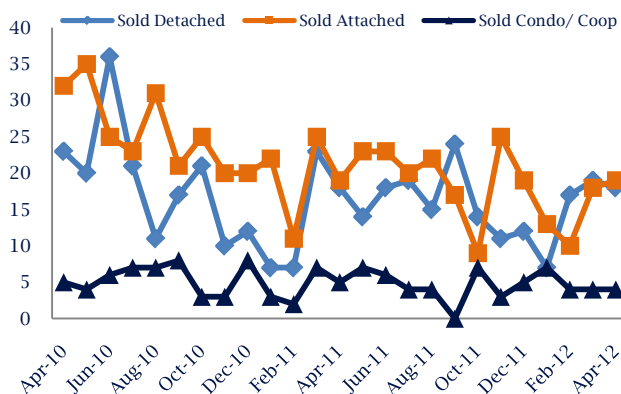
Down - 2%
Vs. Year Ago

Down - 43%
Vs. Year Ago

Up 7%
Vs. Year Ago

Down - 32%
Vs. Year Ago

Units Sold*



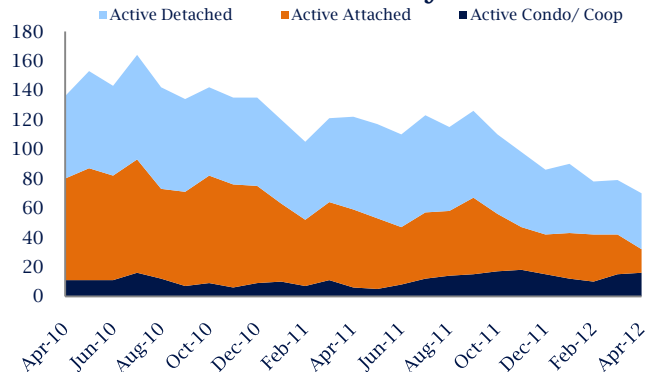
Units Sold

The number of units sold remained stable in April, with 41 sold this month in Manassas City. This month's total units sold was lower than at this time last year, a decrease of 2% versus April 2011.

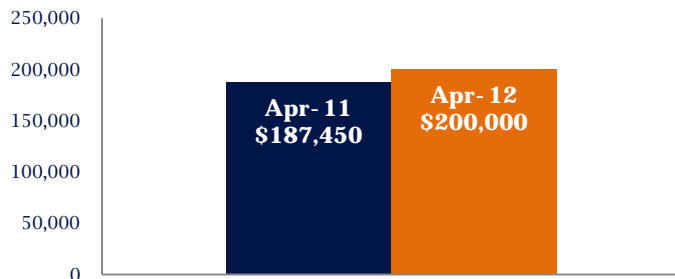
Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 43%. The total number of active inventory this April was 70 compared to 122 in April 2011. This month's total of 70 is lower than the previous month's total supply of available inventory of 79, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Manassas City Homes was \$187,450. This April, the median sale price was \$200,000, an increase of 7% or \$12,550 compared to last year. The current median sold price is 11% lower than 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.



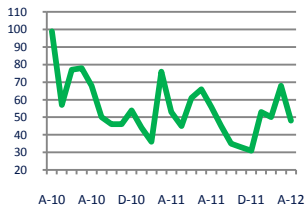


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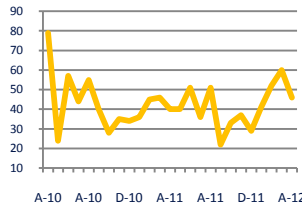
New Listings

48



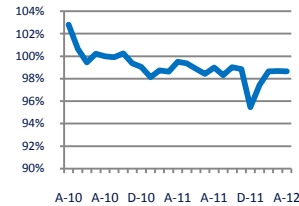
Current Contracts

46



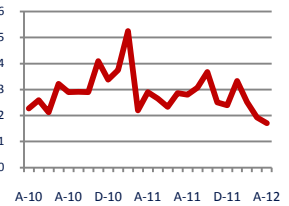
Sold Vs. List Price

98.7%



Months of Supply

1.7



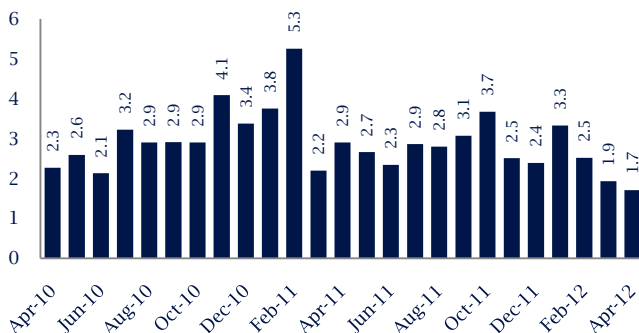
Down - 9%
Vs. Year Ago

Up 15%
Vs. Year Ago

Down - 0.9%
Vs. Year Ago

Down - 41%
Vs. Year Ago

Months Of Supply



Months of Supply

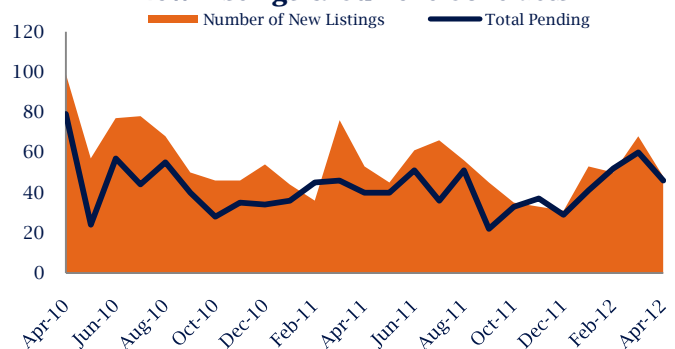
In April, there was 1.7 months of supply available in Manassas City, compared to 2.9 in April 2011. That is a decrease of 41% versus a year ago.

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.

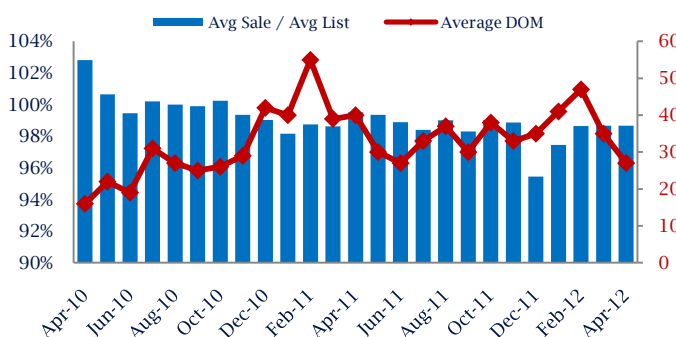
New Listings & Current Contracts

This month there were 48 homes newly listed for sale in Manassas City compared to 53 in April 2011, a decrease of 9%. There were 46 current contracts pending sale this April compared to 40 a year ago. The number of current contracts is 15% 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 Manassas City was 98.7% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 40, a decrease of 33%.

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