



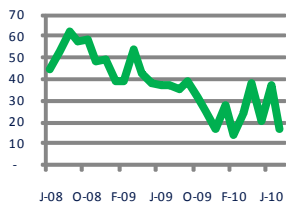
# The Long & Foster<sup>®</sup> Market Minute<sup>™</sup>



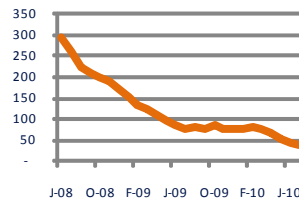
## Focus On: Manassas Park, Virginia

July, 2010

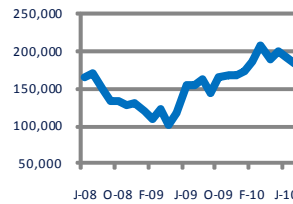
**Units Sold**  
17



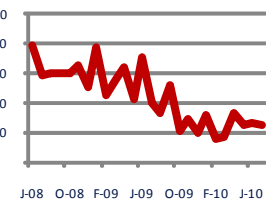
**Active Inventory**  
39



**Median Sale Price**  
\$184,885



**Days On Market**  
26



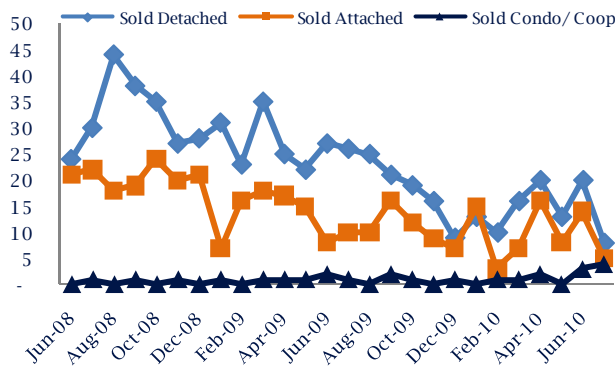
**Down - 54%**  
Vs. Year Ago

**Down - 49%**  
Vs. Year Ago

**Up 19%**  
Vs. Year Ago

**Down - 35%**  
Vs. Year Ago

### Units Sold\*



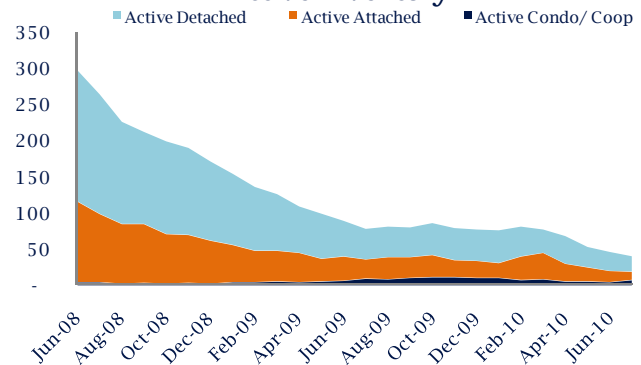
### Units Sold

There was a decrease in total units sold in July, with 17 sold this month in Manassas Park versus 37 last month, a decrease of 54%. This month's total units sold was lower than at this time last year, a decrease of 54% versus July, 2009. The current month's total is lower than the twelve month average of 27.

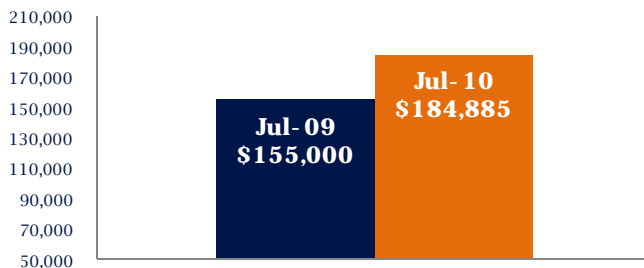
### Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 49%. The total number of active inventory this July was 39 compared to 77 in July, 2009. This month's total of 39 is lower than the previous month's total supply of available inventory of 45, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price in Manassas Park was \$155,000. This July, the median sale price was \$184,885, an increase of 19% or \$29,885 compared to last year. The current median sold price is 4% lower than in June.

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."





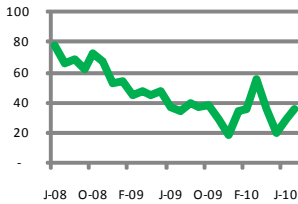
# The Long & Foster<sup>®</sup> Market Minute<sup>™</sup>



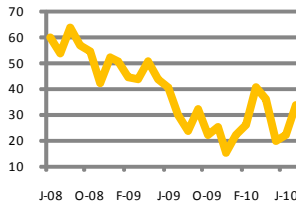
**Focus On: Manassas Park, Virginia**

**July, 2010**

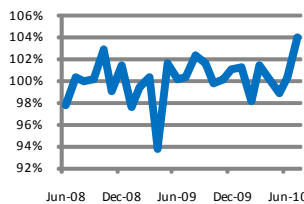
**New Listings**  
**36**



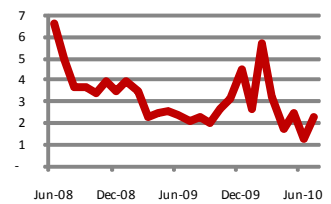
**Current Contracts**  
**34**



**Sold Vs. List Price**  
**103.9%**



**Months of Supply**  
**2.3**



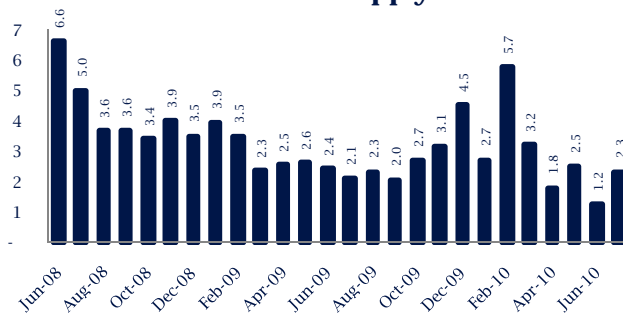
**Up 6%**  
Vs. Year Ago

**Up 13%**  
Vs. Year Ago

**Up 3.6%**  
Vs. Year Ago

**Up 10%**  
Vs. Year Ago

## Months Of Supply



## Months Of Supply

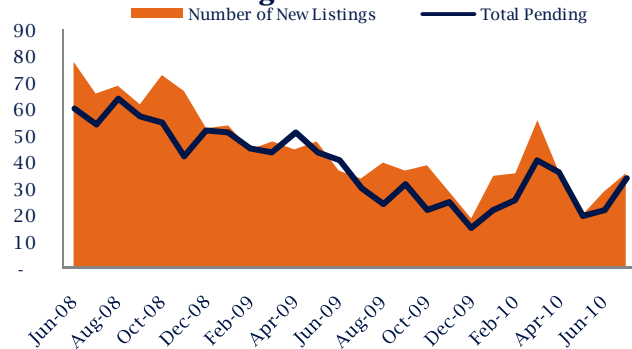
In July, there was 2.3 months of supply available in Manassas Park, compared to 2.1 in July, 2009. That is an increase of 10% versus a year ago.

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 36 homes newly listed for sale in Manassas Park compared to 34 in July, 2009, an increase of 6%. There were 34 current contracts pending sale this July compared to 30 a year ago. The number of current contracts is 55% higher than last month.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In July, the average sale price in Manassas Park was 103.9% percent of the average list price, which is 3.6% higher than at this time last year.

## Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 40, a decrease of 35%.

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