

JUNE
2022

PWAR PRINCE WILLIAM MARKET INDICATORS REPORT

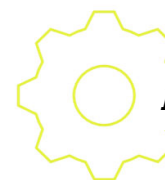
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

PWAR Indicators Report



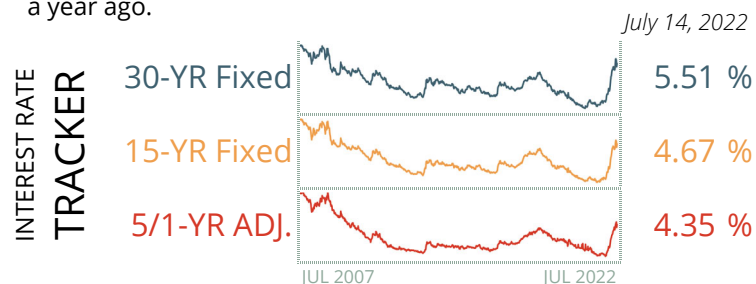
Key Market Trends: June 2022

- > **Housing market moderating across the entire PWAR footprint.** There were 832 sales throughout the PWAR footprint in June, 309 fewer sales than a year ago, which is a 27.1% decline. Prince William County had 290 fewer sales than last June, which is a 27.8% decrease. There were 15 fewer sales in the Manassas market (-22.4%), and four fewer sales in Manassas Park (-13.3%).
- > **Pending sales continue to cool down in the PWAR market.** There were 709 pending sales across the PWAR housing market in June, 355 fewer pending sales than a year ago, which is a 33.4% decrease. Pending sales activity has been moderating in the region for 12 straight months compared to the prior year. Pending sales activity in Prince William County declined by 33.9% from last June. There were 32 fewer pending sales in Manassas (-37.6%), and one additional pending sale in Manassas Park (+4.2%).
- > **Despite slowdown in sales activity, home prices continue to surge upward.** At \$520,000, the June median sales price in the PWAR footprint was \$49,522 higher than it was last year, representing a 10.5% price jump. The median sales price surged 12.2% in Prince William County, and the median price climbed 19.8% in Manassas. The median sales price in the Manassas Park housing market dipped 2.1% from last June.
- > **Inventory continues to grow in the PWAR housing market.** There were 707 active listings in the region at the end of June, 177 more listings than this time last year, which is a 33.4% increase. Prince William County had 157 more listings than last June, and both Manassas and Manassas Park had ten more listings each from a year ago.



PWAR Market Dashboard

YoY Chg	Jun-22	Indicator
▼ -27.1%	832	Sales
▼ -33.4%	709	Pending Sales
▼ -7.6%	1161	New Listings
▲ 14.4%	\$515,000	Median List Price
▲ 10.5%	\$520,000	Median Sales Price
▲ 10.1%	\$227	Median Price Per Square Foot
▼ -20.2%	\$468.5	Sold Dollar Volume (in millions)
▼ -1.1%	101.5%	Median Sold/Ask Price Ratio
▲ 13.7%	8	Average Days on Market
▲ 33.4%	707	Active Listings
▲ 45.6%	0.9	Months of Supply



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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

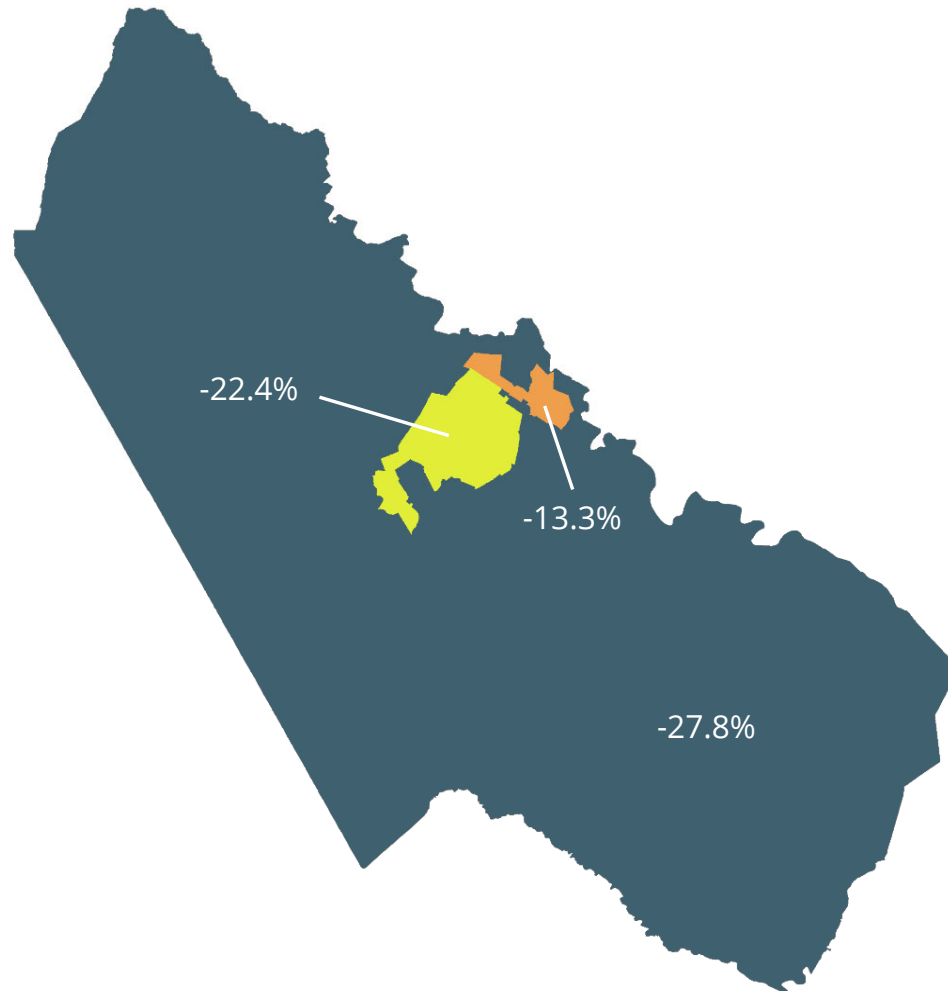
REALTORS® are well-informed about critical factors that affect your specific market area – such as change in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - PWAR



Jurisdiction	Total Sales		
	Jun-21	Jun-22	% Chg
Manassas	67	52	-22.4%
Manassas Park	30	26	-13.3%
Prince William County	1044	754	-27.8%
PWAR	1141	832	-27.1%

Total Market Overview



Key Metrics	2-year Trends		Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20	Jun-22						
Sales			1141	832	-27.1%	4,924	4,152	-15.7%
Pending Sales			1064	709	-33.4%	5,439	4,391	-19.3%
New Listings			1257	1161	-7.6%	6,076	5,599	-7.9%
Median List Price			\$450,000	\$515,000	14.4%	\$436,250	\$495,000	13.5%
Median Sales Price			\$470,478	\$520,000	10.5%	\$450,000	\$505,000	12.2%
Median Price Per Square Foot			\$207	\$227	10.1%	\$199	\$225	12.8%
Sold Dollar Volume (in millions)			\$587.2	\$468.5	-20.2%	\$2,412.4	\$2,257.1	-6.4%
Median Sold/Ask Price Ratio			102.6%	101.5%	-1.1%	102.3%	102.4%	0.1%
Average Days on Market			7	8	13.7%	8	10	17.0%
Active Listings			530	707	33.4%	n/a	n/a	n/a
Months of Supply			0.6	0.9	45.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed July 15, 2022

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20	Jun-22						
Sales			640	472	-26.3%	2,681	2,272	-15.3%
Pending Sales			601	394	-34.4%	3,039	2,389	-21.4%
New Listings			703	641	-8.8%	3,424	3,107	-9.3%
Median List Price			\$574,900	\$635,000	10.5%	\$550,000	\$600,000	9.1%
Median Sales Price			\$595,000	\$650,000	9.2%	\$573,500	\$630,000	9.9%
Median Price Per Square Foot			\$201	\$223	10.8%	\$194	\$221	14.0%
Sold Dollar Volume (in millions)			\$392.0	\$317.1	-19.1%	\$1,578.3	\$1,482.9	-6.0%
Median Sold/Ask Price Ratio			102.7%	101.4%	-1.3%	102.6%	102.4%	-0.2%
Average Days on Market			7	8	22.5%	8	10	30.6%
Active Listings			323	452	39.9%	n/a	n/a	n/a
Months of Supply			0.7	1.1	53.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed July 15, 2022

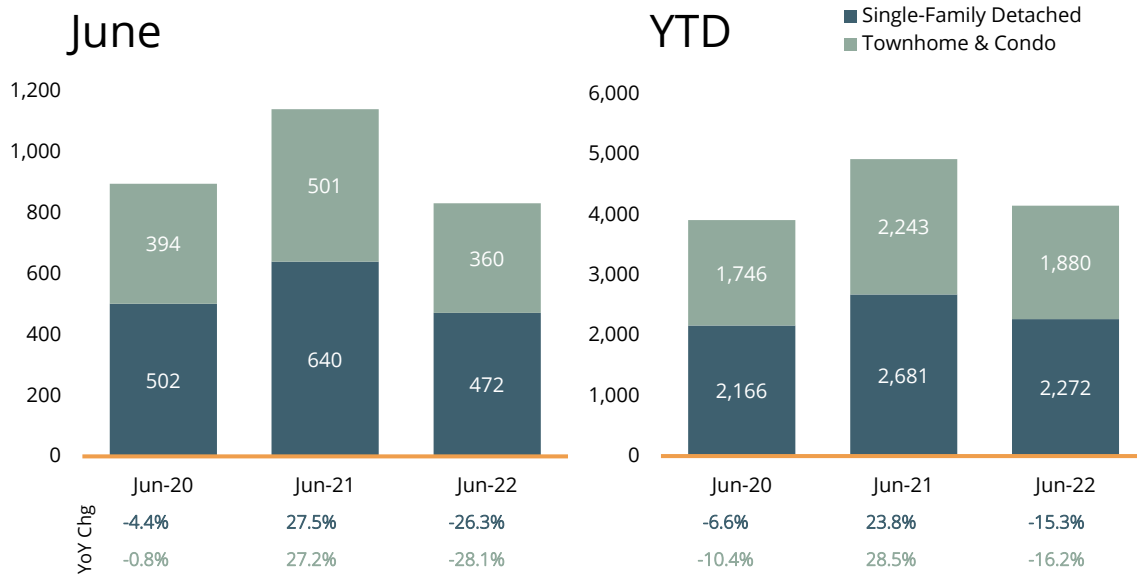
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20	Jun-22						
Sales			501	360	-28.1%	2,243	1,880	-16.2%
Pending Sales			463	315	-32.0%	2,400	2,002	-16.6%
New Listings			554	520	-6.1%	2,652	2,492	-6.0%
Median List Price			\$375,000	\$400,000	6.7%	\$355,000	\$389,000	9.6%
Median Sales Price			\$387,500	\$410,000	5.8%	\$365,000	\$400,000	9.6%
Median Price Per Square Foot			\$209	\$234	11.8%	\$204	\$227	11.4%
Sold Dollar Volume (in millions)			\$195.3	\$151.4	-22.5%	\$834.1	\$774.2	-7.2%
Median Sold/Ask Price Ratio			102.5%	101.5%	-0.9%	102.0%	102.5%	0.5%
Average Days on Market			8	8	3.8%	9	9	2.4%
Active Listings			207	255	23.2%	n/a	n/a	n/a
Months of Supply			0.5	0.4	-27.1%	n/a	n/a	n/a

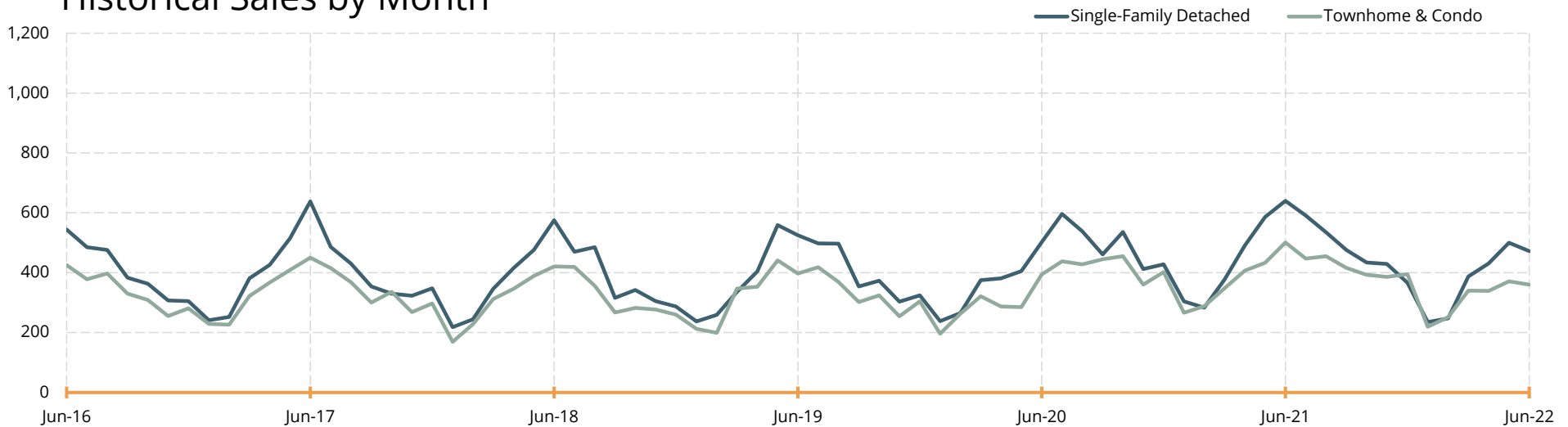
Source: Virginia REALTORS®, data accessed July 15, 2022

Sales



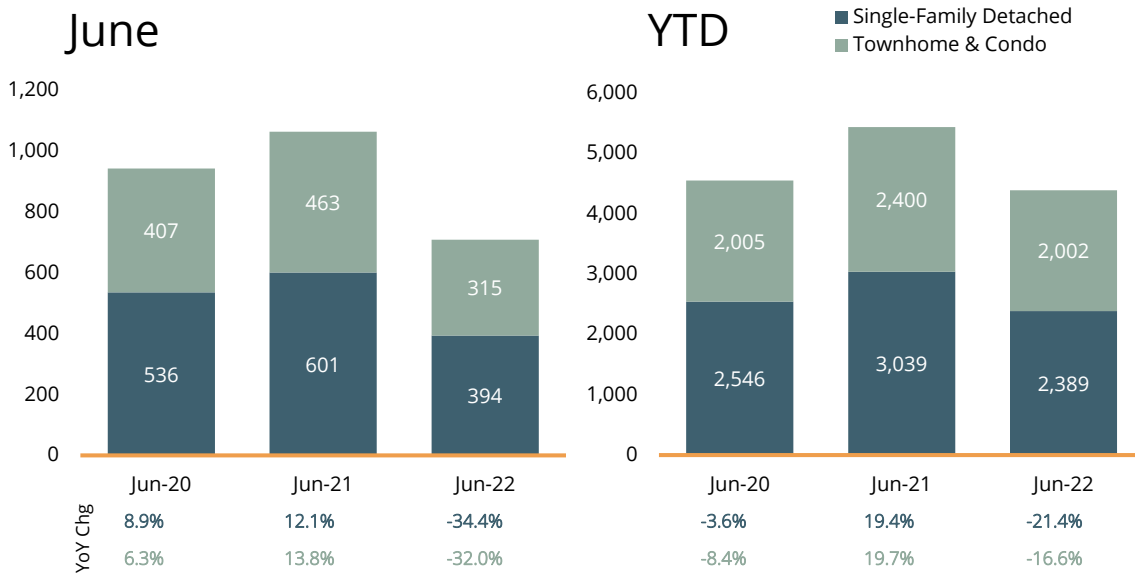
Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	591	-0.8%	447	2.1%
Aug-21	535	-0.6%	455	6.3%
Sep-21	476	3.3%	416	-6.5%
Oct-21	434	-19.0%	393	-13.6%
Nov-21	429	4.1%	386	7.2%
Dec-21	366	-14.5%	395	-1.7%
Jan-22	235	-22.7%	219	-17.7%
Feb-22	247	-12.7%	251	-12.8%
Mar-22	387	2.7%	340	-2.3%
Apr-22	431	-12.2%	339	-16.7%
May-22	500	-14.7%	371	-14.3%
Jun-22	472	-26.3%	360	-28.1%
12-month Avg	425	-9.7%	364	-8.4%

Historical Sales by Month



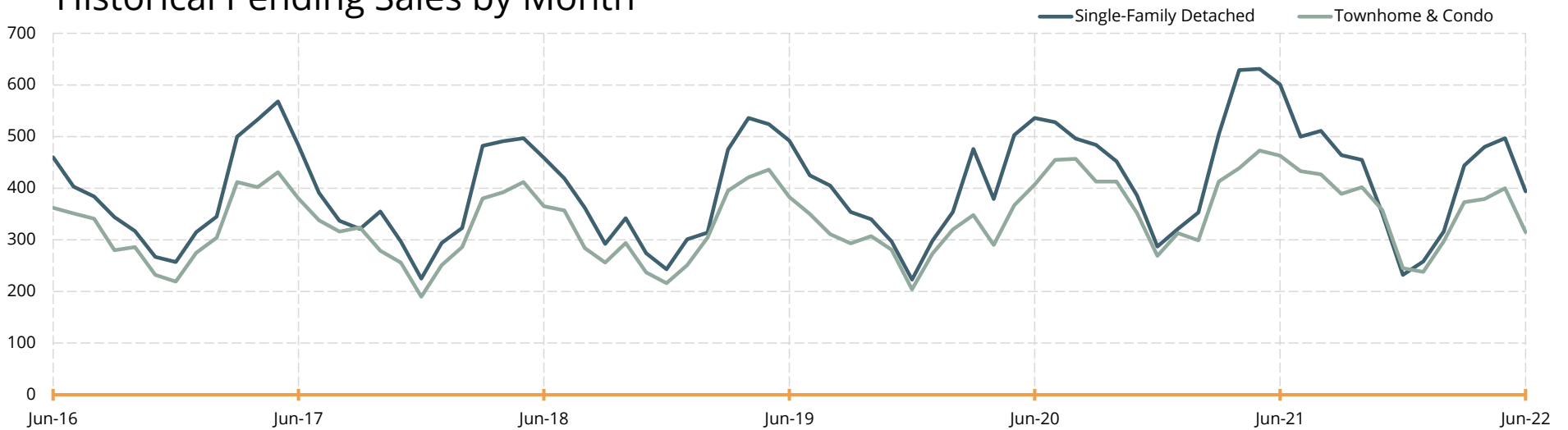
Source: Virginia REALTORS®, data accessed July 15, 2022

Pending Sales



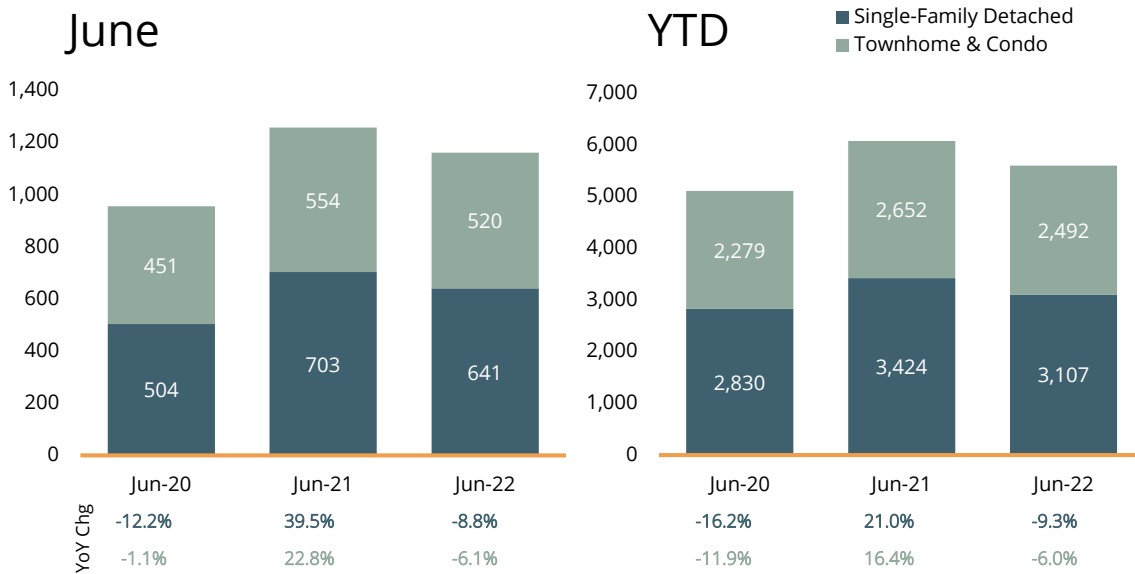
Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	500	-5.3%	433	-4.8%
Aug-21	511	3.0%	427	-6.6%
Sep-21	464	-4.1%	389	-5.8%
Oct-21	455	0.7%	402	-2.7%
Nov-21	351	-9.1%	358	1.7%
Dec-21	232	-19.2%	245	-8.9%
Jan-22	258	-19.6%	238	-24.0%
Feb-22	316	-10.5%	297	-0.7%
Mar-22	444	-11.9%	373	-9.7%
Apr-22	480	-23.7%	379	-13.7%
May-22	497	-21.2%	400	-15.4%
Jun-22	394	-34.4%	315	-32.0%
12-month Avg	409	-13.6%	355	-10.6%

Historical Pending Sales by Month



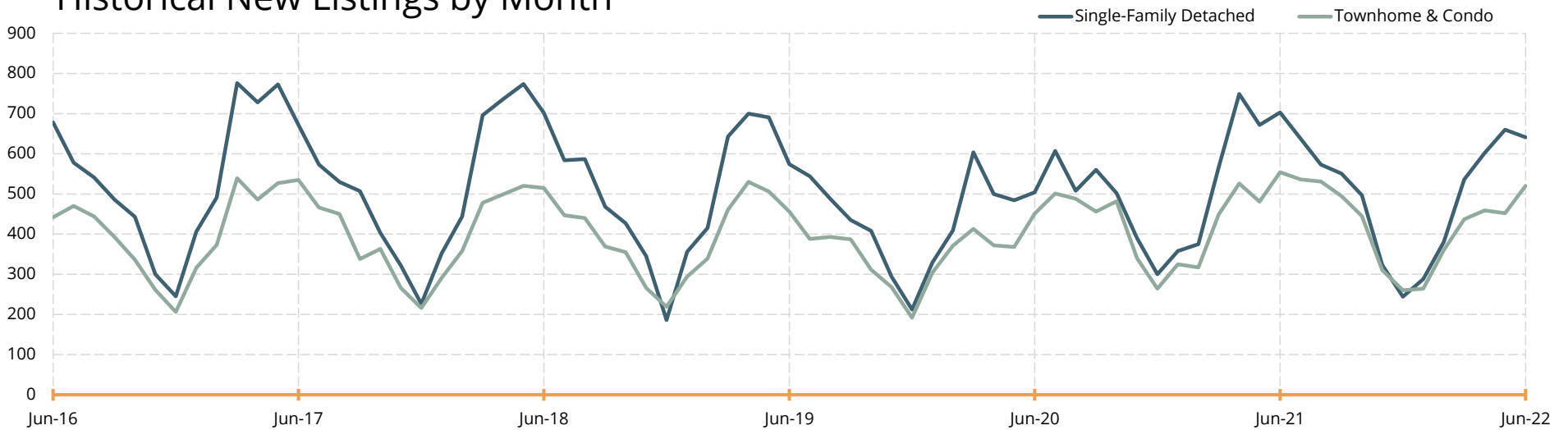
Source: Virginia REALTORS®, data accessed July 15, 2022

New Listings



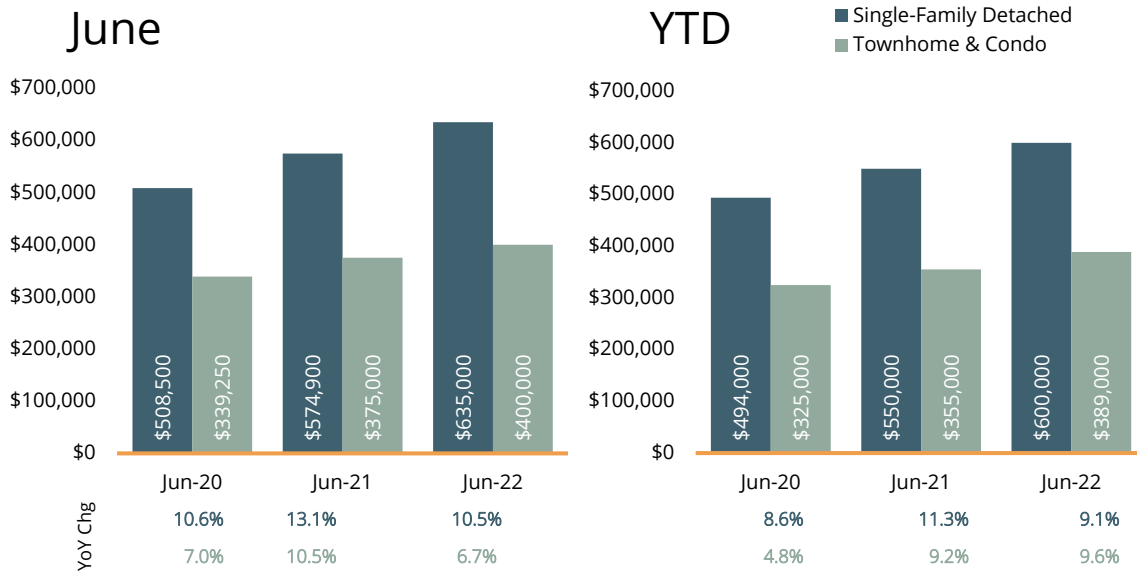
Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	638	5.1%	536	7.0%
Aug-21	573	12.8%	531	8.8%
Sep-21	551	-1.6%	495	8.6%
Oct-21	497	-1.0%	445	-7.7%
Nov-21	323	-17.2%	310	-8.8%
Dec-21	244	-18.7%	260	-1.5%
Jan-22	288	-19.6%	264	-18.8%
Feb-22	380	1.3%	360	13.6%
Mar-22	536	-5.5%	437	-2.7%
Apr-22	602	-19.6%	459	-12.7%
May-22	660	-1.8%	452	-6.0%
Jun-22	641	-8.8%	520	-6.1%
12-month Avg	494	-5.7%	422	-2.2%

Historical New Listings by Month



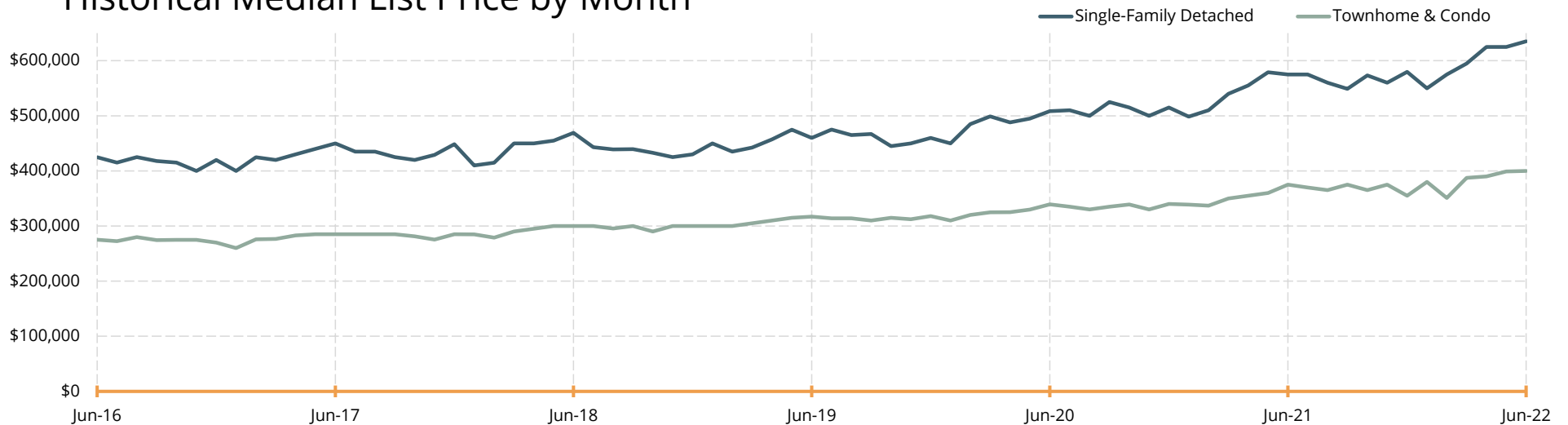
Source: Virginia REALTORS®, data accessed July 15, 2022

Median List Price

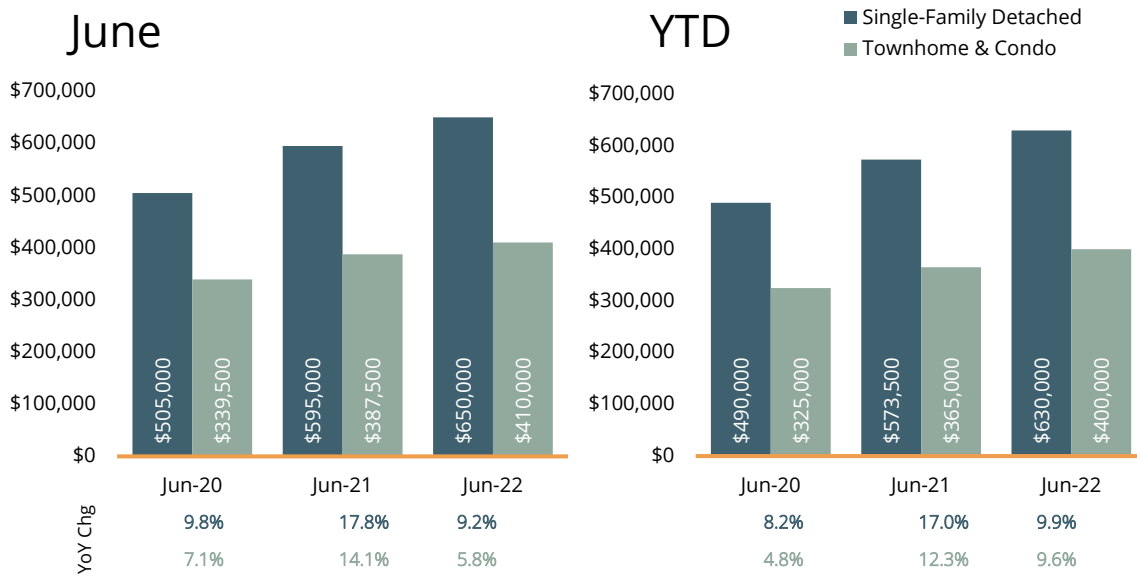


Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	\$575,000	12.7%	\$369,900	10.4%
Aug-21	\$560,000	12.0%	\$365,000	10.6%
Sep-21	\$548,995	4.6%	\$375,000	11.9%
Oct-21	\$573,450	11.3%	\$365,000	7.7%
Nov-21	\$559,999	12.0%	\$374,950	13.6%
Dec-21	\$579,700	12.6%	\$355,000	4.4%
Jan-22	\$549,999	10.3%	\$379,990	12.2%
Feb-22	\$575,000	12.7%	\$351,000	4.2%
Mar-22	\$595,000	10.2%	\$387,500	10.7%
Apr-22	\$625,000	12.6%	\$390,000	9.9%
May-22	\$624,950	7.9%	\$399,000	10.8%
Jun-22	\$635,000	10.5%	\$400,000	6.7%
12-month Avg	\$583,508	10.8%	\$376,028	9.4%

Historical Median List Price by Month

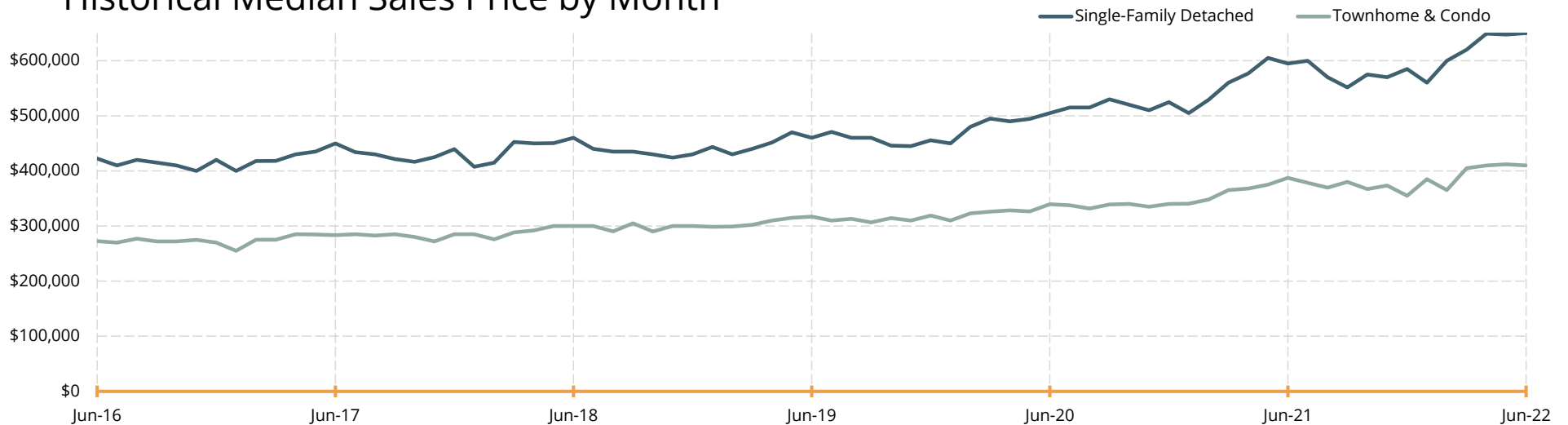


Median Sales Price

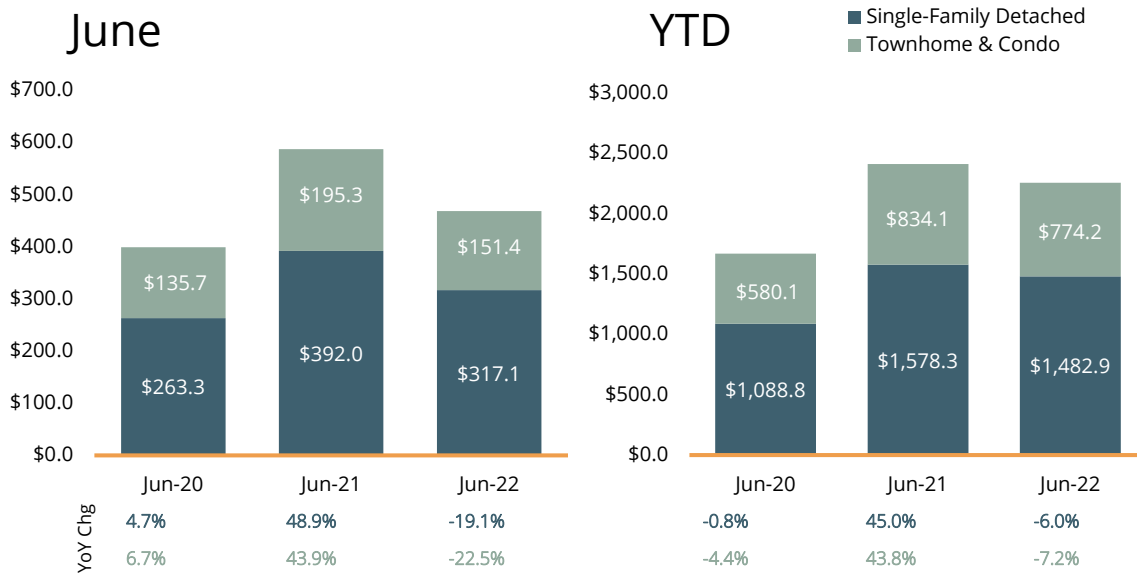


Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	\$600,000	16.5%	\$378,402	12.0%
Aug-21	\$570,000	10.7%	\$369,700	11.4%
Sep-21	\$551,500	4.1%	\$380,000	12.1%
Oct-21	\$575,000	10.6%	\$367,000	7.9%
Nov-21	\$570,000	11.8%	\$373,499	11.5%
Dec-21	\$585,000	11.5%	\$355,000	4.4%
Jan-22	\$560,000	10.9%	\$385,000	13.1%
Feb-22	\$600,000	13.4%	\$365,000	4.9%
Mar-22	\$620,000	10.7%	\$405,000	11.0%
Apr-22	\$649,000	12.5%	\$410,000	11.4%
May-22	\$647,322	7.0%	\$412,000	9.9%
Jun-22	\$650,000	9.2%	\$410,000	5.8%
12-month Avg	\$598,152	10.7%	\$384,217	9.6%

Historical Median Sales Price by Month

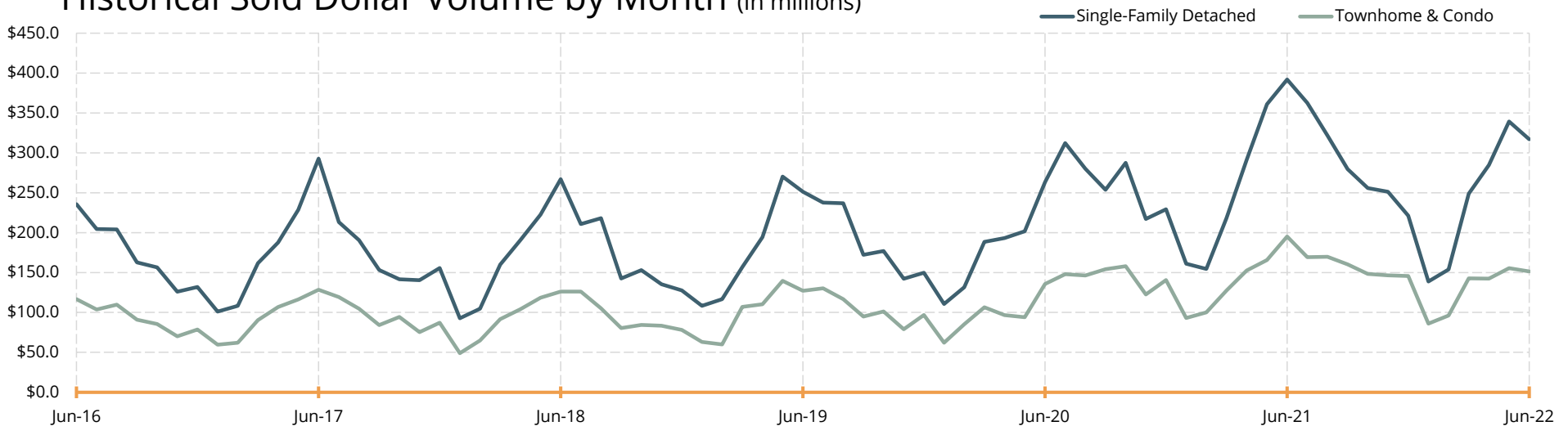


Sold Dollar Volume (in millions)



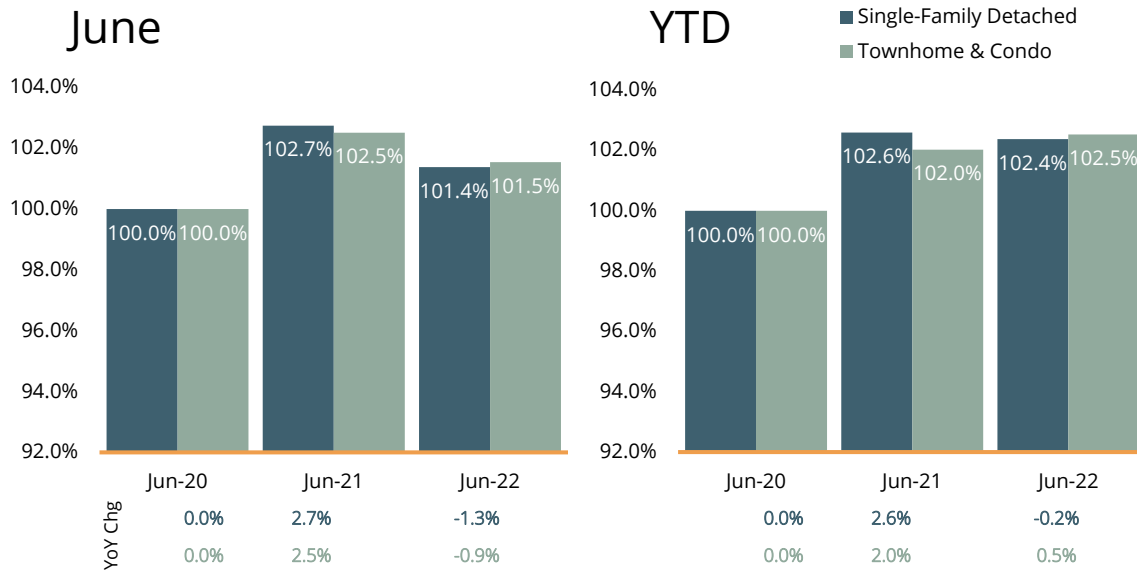
Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	\$362.7	16.1%	\$169.2	14.3%
Aug-21	\$321.8	14.9%	\$169.7	16.0%
Sep-21	\$279.6	10.2%	\$160.2	3.9%
Oct-21	\$255.9	-11.0%	\$148.2	-6.2%
Nov-21	\$251.3	15.7%	\$146.4	19.5%
Dec-21	\$221.3	-3.5%	\$145.7	3.6%
Jan-22	\$138.8	-13.8%	\$85.9	-7.6%
Feb-22	\$153.9	-0.4%	\$96.1	-4.0%
Mar-22	\$248.9	14.0%	\$142.8	12.0%
Apr-22	\$284.8	-2.2%	\$142.4	-6.6%
May-22	\$339.4	-6.0%	\$155.6	-6.1%
Jun-22	\$317.1	-19.1%	\$151.4	-22.5%
12-month Avg	\$264.6	0.5%	\$142.8	0.6%

Historical Sold Dollar Volume by Month (in millions)



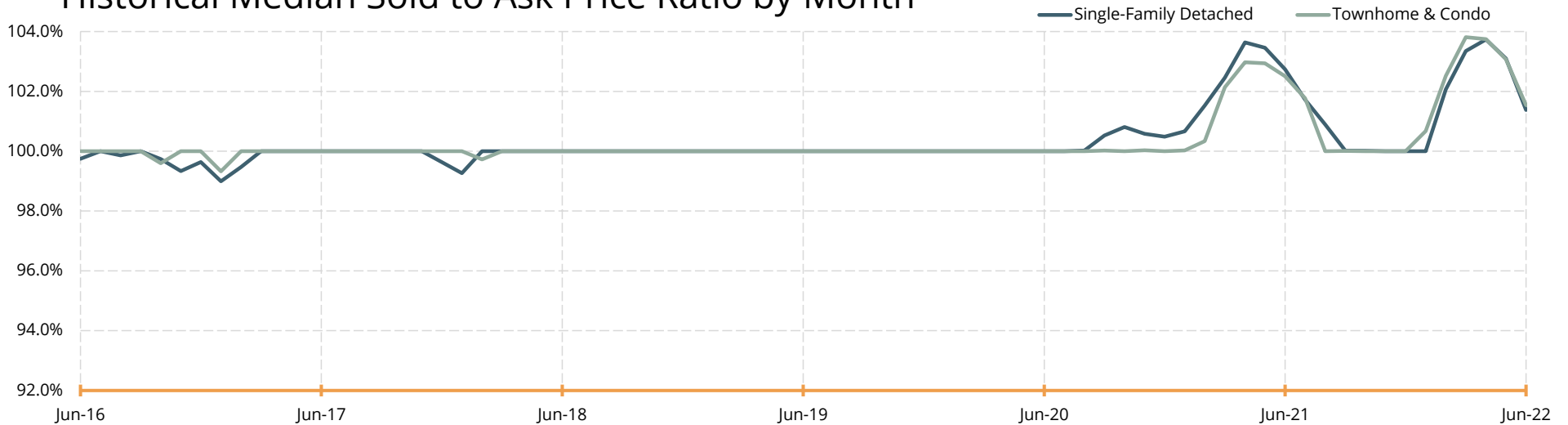
Source: Virginia REALTORS®, data accessed July 15, 2022

Median Sold to Ask Price Ratio

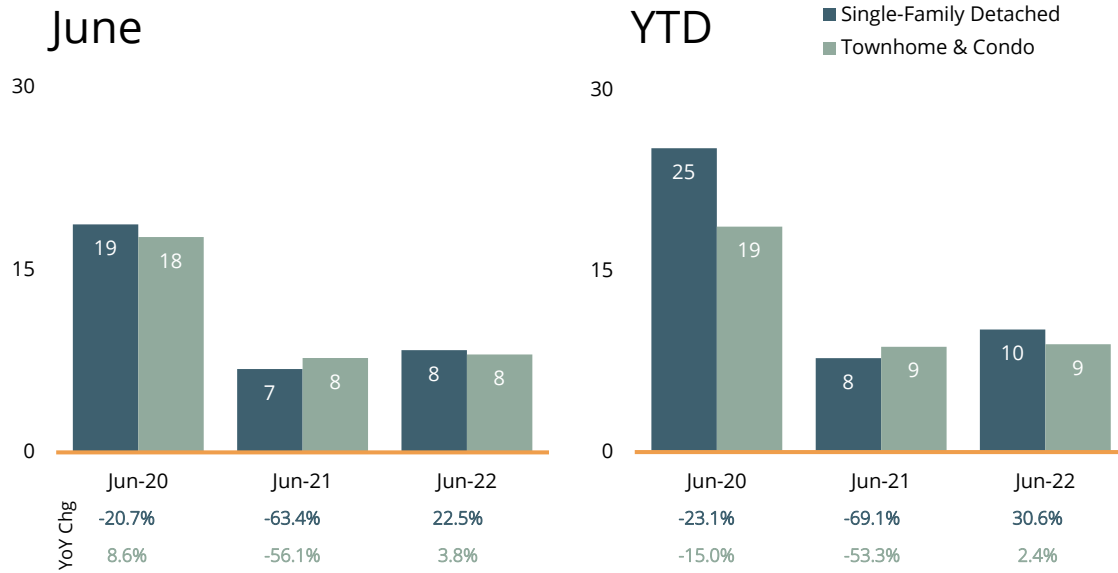


Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	101.7%	1.7%	101.8%	1.8%
Aug-21	100.9%	0.9%	100.0%	0.0%
Sep-21	100.0%	-0.5%	100.0%	0.0%
Oct-21	100.0%	-0.8%	100.0%	0.0%
Nov-21	100.0%	-0.6%	100.0%	0.0%
Dec-21	100.0%	-0.5%	100.0%	0.0%
Jan-22	100.0%	-0.7%	100.7%	0.6%
Feb-22	102.1%	0.5%	102.5%	2.2%
Mar-22	103.4%	0.9%	103.8%	1.6%
Apr-22	103.7%	0.1%	103.7%	0.7%
May-22	103.1%	-0.3%	103.1%	0.1%
Jun-22	101.4%	-1.3%	101.5%	-0.9%
12-month Avg	101.4%	-0.1%	101.4%	0.5%

Historical Median Sold to Ask Price Ratio by Month

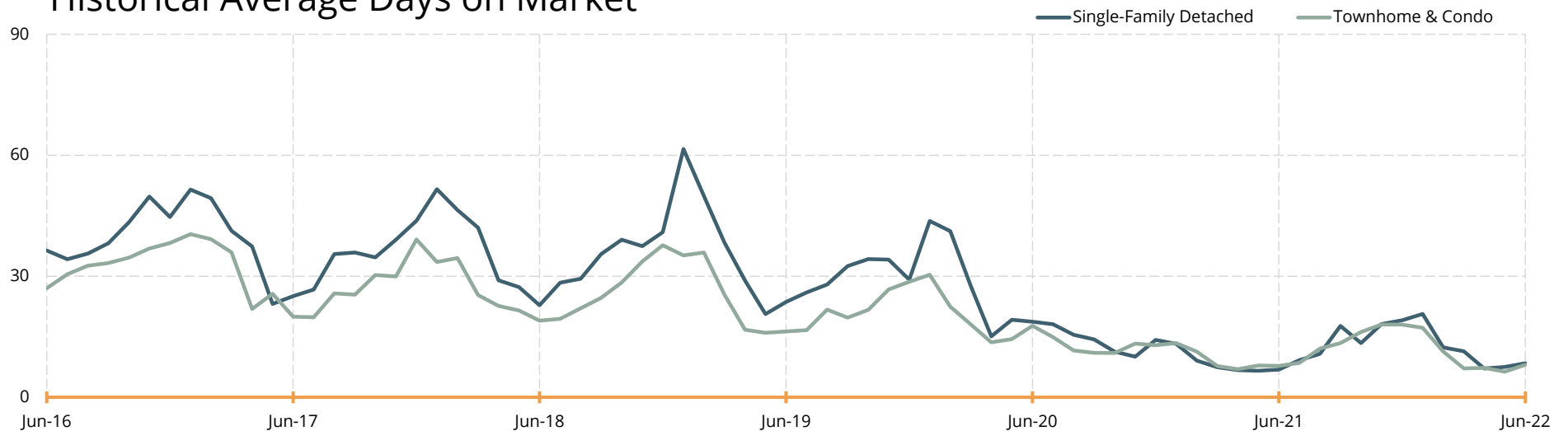


Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	9	-49.2%	9	-42.7%
Aug-21	11	-30.7%	12	3.9%
Sep-21	18	23.3%	13	22.0%
Oct-21	13	18.7%	16	47.3%
Nov-21	18	80.7%	18	35.9%
Dec-21	19	34.3%	18	39.6%
Jan-22	21	56.3%	17	28.4%
Feb-22	12	35.9%	11	0.3%
Mar-22	11	53.4%	7	-7.9%
Apr-22	7	5.6%	7	4.5%
May-22	8	14.3%	6	-19.4%
Jun-22	8	22.5%	8	3.8%
12-month Avg	13	16.7%	12	10.7%

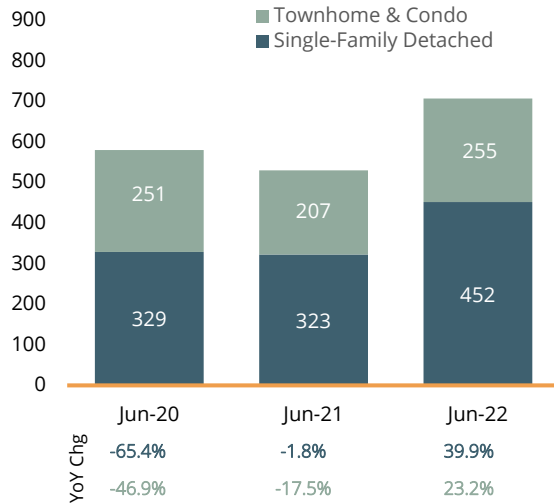
Historical Average Days on Market



Active Listings

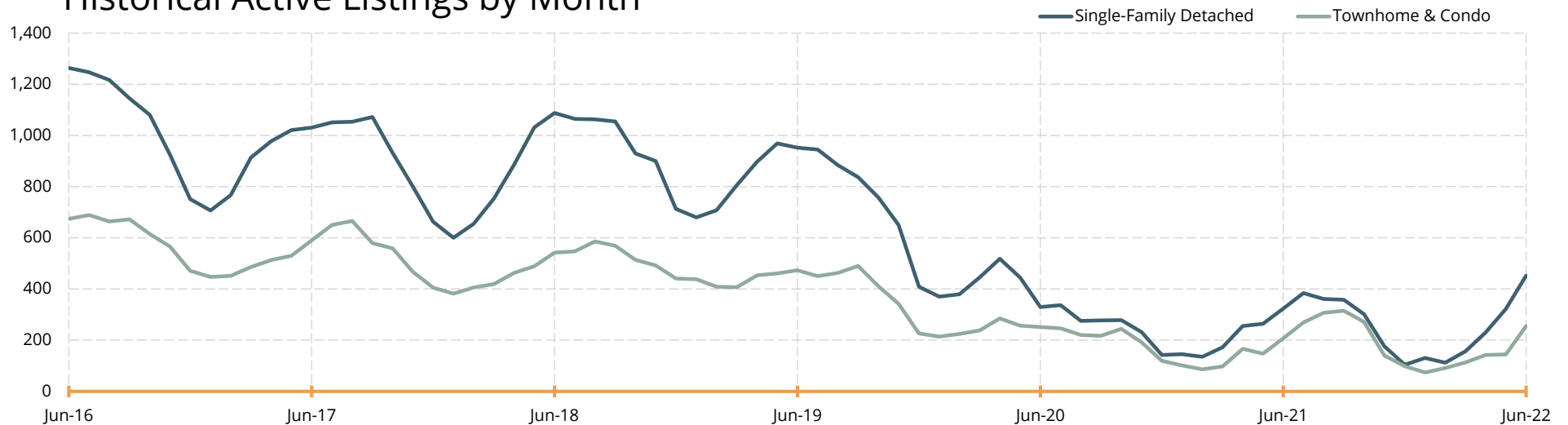


June



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jul-21	384	13.9%	269	9.3%
Aug-21	361	31.3%	307	39.5%
Sep-21	358	29.2%	315	45.2%
Oct-21	301	8.3%	271	11.1%
Nov-21	176	-24.1%	140	-27.1%
Dec-21	104	-26.8%	98	-17.6%
Jan-22	130	-10.3%	74	-26.7%
Feb-22	112	-17.0%	91	5.8%
Mar-22	156	-9.3%	113	16.5%
Apr-22	230	-9.8%	142	-14.5%
May-22	322	22.0%	144	-2.0%
Jun-22	452	39.9%	255	23.2%
12-month Avg	257	8.9%	185	8.7%

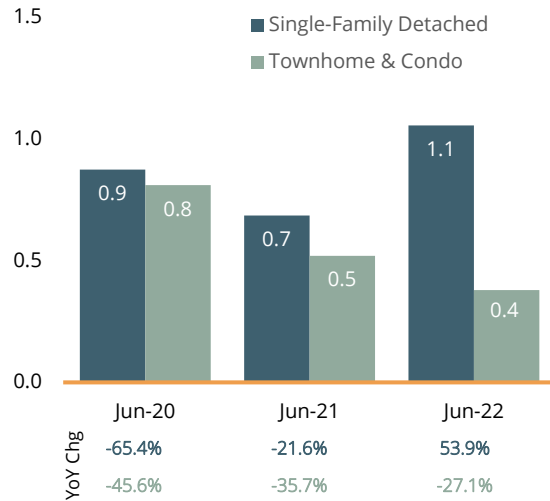
Historical Active Listings by Month



Months of Supply

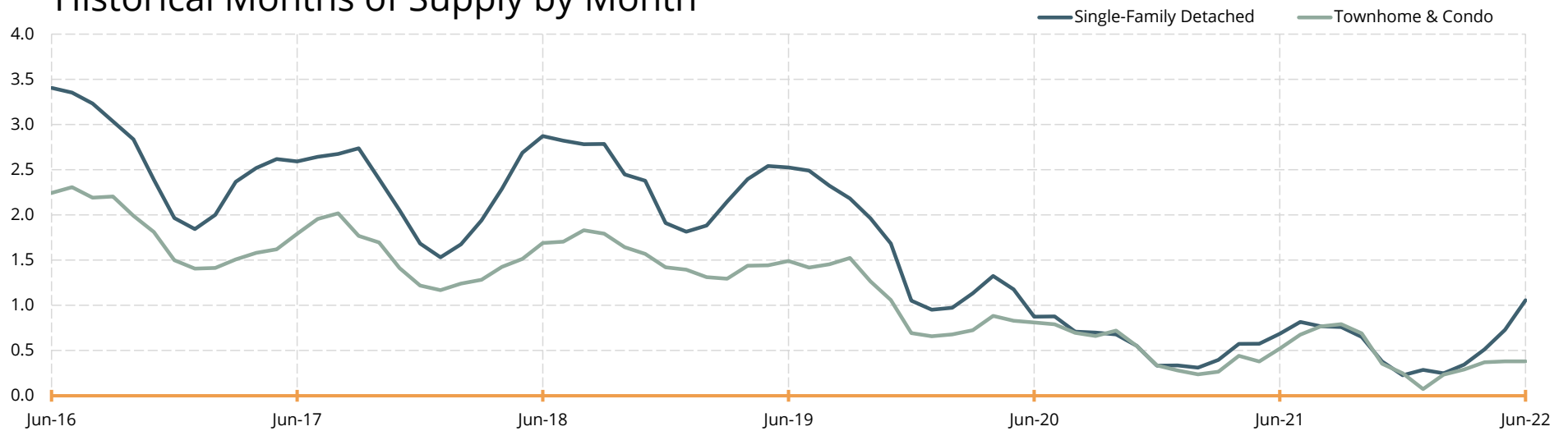


June



Month	Single-Family Detached		Townhome & Condo	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Jul-21	0.8	-6.9%	0.7	-14.5%
Aug-21	0.8	8.2%	0.8	10.2%
Sep-21	0.8	8.7%	0.8	19.7%
Oct-21	0.6	-4.1%	0.7	-4.1%
Nov-21	0.4	-31.5%	0.4	-35.8%
Dec-21	0.2	-31.9%	0.2	-25.9%
Jan-22	0.3	-14.6%	0.1	-73.5%
Feb-22	0.2	-20.3%	0.2	-1.2%
Mar-22	0.3	-13.0%	0.3	9.6%
Apr-22	0.5	-10.7%	0.4	-16.2%
May-22	0.7	26.8%	0.4	0.4%
Jun-22	1.1	53.9%	0.4	-27.1%
12-month Avg	0.6	0.7%	0.4	-10.6%

Historical Months of Supply by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	103	90	-12.6%	67	52	-22.4%	\$407,000	\$487,500	19.8%	43	53	23.3%	0.7	0.9	32.2%
Manassas Park	29	37	27.6%	30	26	-13.3%	\$365,000	\$357,500	-2.1%	13	23	76.9%	0.6	1.1	90.5%
Prince William County	1125	1034	-8.1%	1044	754	-27.8%	\$483,450	\$542,500	12.2%	474	631	33.1%	0.6	0.9	45.5%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	418	421	0.7%	337	295	-12.5%	\$370,000	\$435,000	17.6%	43	53	23.3%
Manassas Park	145	161	11.0%	122	109	-10.7%	\$372,500	\$362,000	-2.8%	13	23	76.9%
Prince William County	5,513	5,017	-9.0%	4,465	3,748	-16.1%	\$456,000	\$515,000	12.9%	474	631	33.1%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	40	36	-10.0%	27	25	-7.4%	\$515,000	\$600,000	16.5%	15	27	80.0%	0.6	1.2	90.3%
Manassas Park	12	21	75.0%	15	10	-33.3%	\$390,000	\$447,450	14.7%	7	17	142.9%	0.6	1.7	190.2%
Prince William County	651	584	-10.3%	598	437	-26.9%	\$608,000	\$660,000	8.6%	301	408	35.5%	0.7	1.0	49.1%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	163	181	11.0%	127	125	-1.6%	\$496,500	\$555,000	11.8%	15	27	80.0%
Manassas Park	80	85	6.3%	68	52	-23.5%	\$447,500	\$397,500	-11.2%	7	17	142.9%
Prince William County	3,181	2,841	-10.7%	2,486	2,095	-15.7%	\$580,000	\$645,000	11.2%	301	408	35.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	63	54	-14.3%	40	27	-32.5%	\$308,000	\$355,000	15.3%	28	26	-7.1%	0.7	0.4	-43.6%
Manassas Park	17	16	-5.9%	15	16	6.7%	\$315,000	\$342,500	8.7%	6	6	0.0%	0.6	0.2	-67.4%
Prince William County	474	450	-5.1%	446	317	-28.9%	\$390,500	\$420,000	7.6%	173	223	28.9%	0.5	0.4	-22.9%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Manassas	255	240	-5.9%	210	170	-19.0%	\$315,000	\$342,500	8.7%	28	26	-7.1%
Manassas Park	65	76	16.9%	54	57	5.6%	\$294,500	\$315,000	7.0%	6	6	0.0%
Prince William County	2,332	2,176	-6.7%	1,979	1,653	-16.5%	\$370,500	\$410,000	10.7%	173	223	28.9%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.