

**January thru December 2025 YTD**

Bethesda, MD

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lenorerubino.com**Sold Summary**

|                            | 2025            | 2024            | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume         | \$1,452,269,881 | \$1,273,837,403 | 14.01%   |
| Avg Sold Price             | \$1,404,702     | \$1,313,555     | 6.94%    |
| Median Sold Price          | \$1,294,995     | \$1,250,000     | 3.60%    |
| Units Sold                 | 1,024           | 980             | 4.49%    |
| Avg Days on Market         | 27              | 21              | 28.57%   |
| Avg List Price for Solds   | \$1,418,232     | \$1,301,519     | 8.97%    |
| Avg SP to OLP Ratio        | 97.9%           | 100.6%          | -2.72%   |
| Ratio of Avg SP to Avg OLP | 97.4%           | 99.6%           | -2.21%   |
| Attached Avg Sold Price    | \$666,133       | \$632,748       | 5.28%    |
| Detached Avg Sold Price    | \$1,770,213     | \$1,700,873     | 4.08%    |
| Attached Units Sold        | 339             | 355             | -4.51%   |
| Detached Units Sold        | 685             | 625             | 9.60%    |

**Financing (Sold)**

|              |     |
|--------------|-----|
| Assumption   | 3   |
| Cash         | 356 |
| Conventional | 601 |
| FHA          | 11  |
| Other        | 24  |
| Owner        | 0   |
| VA           | 18  |

**Days on Market (Sold)**

|            |     |
|------------|-----|
| 0          | 79  |
| 1 to 10    | 403 |
| 11 to 20   | 137 |
| 21 to 30   | 80  |
| 31 to 60   | 130 |
| 61 to 90   | 73  |
| 91 to 120  | 45  |
| 121 to 180 | 40  |
| 181 to 360 | 33  |
| 361 to 720 | 4   |
| 721+       | 0   |

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail****Active Detail**

| Price Ranges               | Residential  |             |             |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached    | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 1          |
| \$50K to \$99,999          | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| \$100K to \$149,999        | 0            | 0           | 0           | 0           | 0            | 0           | 4          | 0               | 0           | 4          |
| \$150K to \$199,999        | 0            | 0           | 0           | 0           | 0            | 0           | 21         | 0               | 0           | 5          |
| \$200K to \$299,999        | 0            | 2           | 0           | 0           | 0            | 0           | 68         | 1               | 0           | 17         |
| \$300K to \$399,999        | 0            | 3           | 0           | 1           | 1            | 0           | 61         | 0               | 0           | 15         |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 30         | 0               | 1           | 3          |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 18         | 0               | 0           | 3          |
| \$600K to \$799,999        | 1            | 1           | 6           | 4           | 2            | 3           | 34         | 1               | 0           | 1          |
| \$800K to \$999,999        | 4            | 0           | 26          | 10          | 35           | 2           | 8          | 4               | 1           | 3          |
| \$1M to \$2,499,999        | 7            | 0           | 65          | 17          | 439          | 23          | 23         | 35              | 10          | 1          |
| \$2.5M to \$4,999,999      | 1            | 0           | 0           | 0           | 86           | 0           | 6          | 14              | 0           | 1          |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 12           | 0           | 0          | 8               | 0           | 0          |
| <b>Total</b>               | <b>13</b>    | <b>6</b>    | <b>97</b>   | <b>32</b>   | <b>575</b>   | <b>28</b>   | <b>273</b> | <b>63</b>       | <b>12</b>   | <b>54</b>  |
| Avg Sold Price             | \$1,199,230  | \$358,083   | \$1,139,578 | \$1,149,861 | \$1,889,508  | \$1,386,641 | \$542,304  |                 |             |            |
| Prev Year - Avg Sold Price | \$961,071    | \$704,700   | \$1,170,026 | \$1,193,724 | \$1,800,161  | \$1,412,257 | \$492,022  |                 |             |            |
| Avg Sold % Change          | 24.78%       | -49.19%     | -2.60%      | -3.67%      | 4.96%        | -1.81%      | 10.22%     |                 |             |            |
| Prev Year - # of Solds     | 7            | 2           | 89          | 26          | 529          | 34          | 293        |                 |             |            |

**December 2025**

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↔ 0.0%

from Nov 2025:  
**39**

↑ 69.6%

from Dec 2024:  
**23**

| YTD | 2025         | 2024         | +/-   |
|-----|--------------|--------------|-------|
|     | <b>1,447</b> | <b>1,173</b> | 23.4% |

5-year Dec average: **37****New Pendings****56**

↓ -28.2%

from Nov 2025:  
**78**

↑ 93.1%

from Dec 2024:  
**29**

| YTD | 2025         | 2024       | +/-  |
|-----|--------------|------------|------|
|     | <b>1,038</b> | <b>967</b> | 7.3% |

5-year Dec average: **47****Closed Sales****84**

↑ 2.4%

from Nov 2025:  
**82**

↑ 33.3%

from Dec 2024:  
**63**

| YTD | 2025         | 2024       | +/-  |
|-----|--------------|------------|------|
|     | <b>1,024</b> | <b>980</b> | 4.5% |

5-year Dec average: **76****Median Sold Price****\$1,094,950**

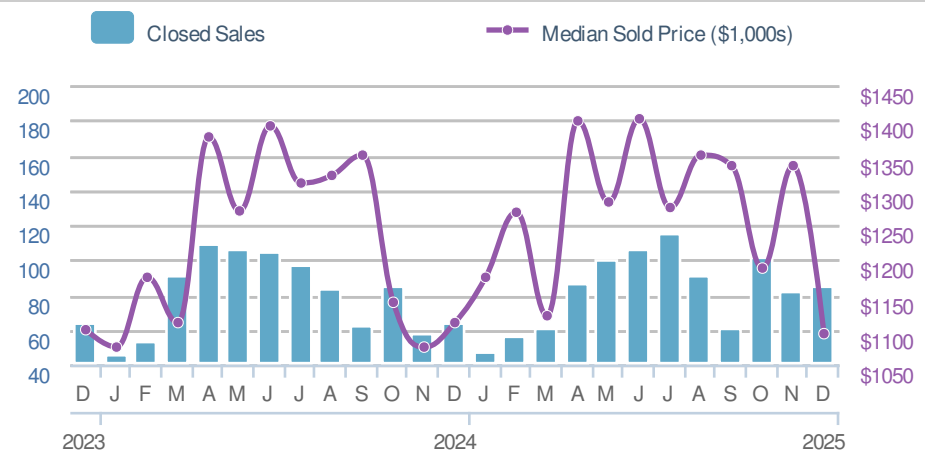
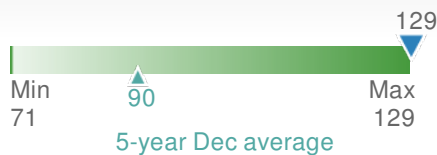
↓ -18.0%

from Nov 2025:  
**\$1,335,000**

↓ -1.4%

from Dec 2024:  
**\$1,110,000**

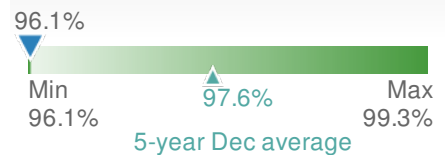
| YTD | 2025               | 2024               | +/-  |
|-----|--------------------|--------------------|------|
|     | <b>\$1,294,995</b> | <b>\$1,250,000</b> | 3.6% |

5-year Dec average: **\$1,085,190****Active Listings****129**

| Nov 2025   | Dec 2024  |
|------------|-----------|
| <b>179</b> | <b>73</b> |

**Avg DOM****35**

| Nov 2025  | Dec 2024  | YTD       |
|-----------|-----------|-----------|
| <b>40</b> | <b>31</b> | <b>27</b> |

**Avg Sold to OLP Ratio****96.1%**

| Nov 2025     | Dec 2024     | YTD          |
|--------------|--------------|--------------|
| <b>95.4%</b> | <b>98.0%</b> | <b>97.9%</b> |