

## January thru December 2025 YTD

Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
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

|                            | Residential  |             |             |             |              |             | Condo/Coop | Active Listings |             |          |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|----------|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             |            | All             | Residential |          |
| Price Ranges               | 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        |
| Total                      | 13           | 6           | 97          | 32          | 575          | 28          | 273        | 63              | 12          | 54       |
| 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

Bethesda, MD

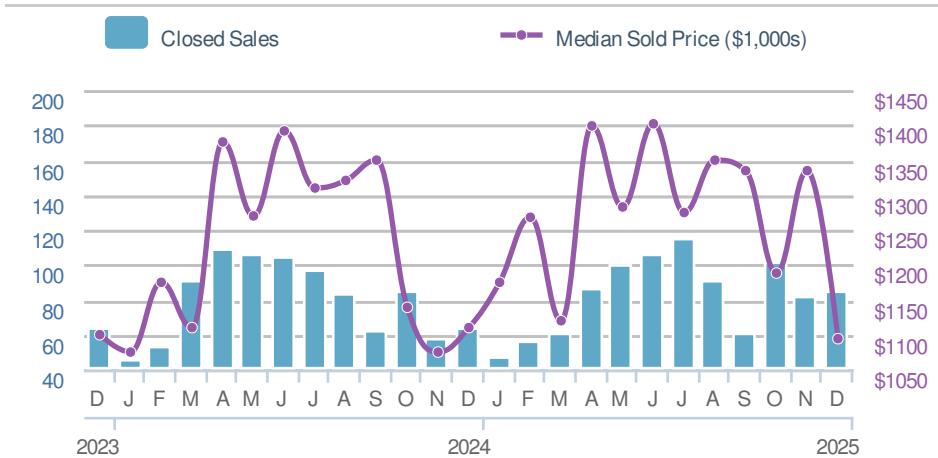
202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

|                        |                   |       |
|------------------------|-------------------|-------|
| New Listings           | 39                |       |
| ↔ 0.0%                 | ↑ 69.6%           |       |
| from Nov 2025: 39      | from Dec 2024: 23 |       |
| YTD 2025 2024 +/-      |                   |       |
| 1,447                  | 1,173             | 23.4% |
| 5-year Dec average: 37 |                   |       |

|                        |                   |      |
|------------------------|-------------------|------|
| New Pendlings          | 56                |      |
| ↓ -28.2%               | ↑ 93.1%           |      |
| from Nov 2025: 78      | from Dec 2024: 29 |      |
| YTD 2025 2024 +/-      |                   |      |
| 1,038                  | 967               | 7.3% |
| 5-year Dec average: 47 |                   |      |

|                        |                   |      |
|------------------------|-------------------|------|
| Closed Sales           | 84                |      |
| ↑ 2.4%                 | ↑ 33.3%           |      |
| from Nov 2025: 82      | from Dec 2024: 63 |      |
| YTD 2025 2024 +/-      |                   |      |
| 1,024                  | 980               | 4.5% |
| 5-year Dec average: 76 |                   |      |

|                                 |                            |      |
|---------------------------------|----------------------------|------|
| Median Sold Price               | \$1,094,950                |      |
| ↓ -18.0%                        | ↓ -1.4%                    |      |
| from Nov 2025: \$1,335,000      | from Dec 2024: \$1,110,000 |      |
| YTD 2025 2024 +/-               |                            |      |
| \$1,294,995                     | \$1,250,000                | 3.6% |
| 5-year Dec average: \$1,085,190 |                            |      |



|                    |             |         |
|--------------------|-------------|---------|
| Active Listings    | 129         |         |
| Min 71             | 90          | Max 129 |
| 5-year Dec average |             |         |
| Nov 2025 179       | Dec 2024 73 |         |

|                    |             |        |
|--------------------|-------------|--------|
| Avg DOM            | 35          |        |
| Min 22             | 31          | Max 39 |
| 5-year Dec average |             |        |
| Nov 2025 40        | Dec 2024 31 | YTD 27 |

|                       |                |           |
|-----------------------|----------------|-----------|
| Avg Sold to OLP Ratio | 96.1%          |           |
| Min 96.1%             | 97.6%          | Max 99.3% |
| 5-year Dec average    |                |           |
| Nov 2025 95.4%        | Dec 2024 98.0% | YTD 97.9% |