

January thru May 2025 YTD

Mc Lean, VA

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

	2025	2024	% Change
Sold Dollar Volume	\$544,636,996	\$528,817,425	2.99%
Avg Sold Price	\$1,866,039	\$1,603,330	16.39%
Median Sold Price	\$1,415,000	\$1,300,000	8.85%
Units Sold	284	328	-13.41%
Avg Days on Market	40	36	11.11%
Avg List Price for Solds	\$1,924,512	\$1,612,248	19.37%
Avg SP to OLP Ratio	97.3%	100.0%	-2.63%
Ratio of Avg SP to Avg OLP	94.6%	99.0%	-4.45%
Attached Avg Sold Price	\$718,312	\$668,931	7.38%
Detached Avg Sold Price	\$2,686,837	\$2,440,508	10.09%
Attached Units Sold	119	155	-23.23%
Detached Units Sold	165	173	-4.62%

Financing (Sold)

Assumption	0
Cash	115
Conventional	150
FHA	1
Other	5
Owner	1
VA	9

Days on Market (Sold)

0	24
1 to 10	116
11 to 20	31
21 to 30	13
31 to 60	25
61 to 90	16
91 to 120	15
121 to 180	19
181 to 360	19
361 to 720	5
721+	1

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

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	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	9	0	0	9
\$300K to \$399,999	0	0	0	0	0	0	23	0	0	12
\$400K to \$499,999	0	1	0	0	0	0	17	0	1	10
\$500K to \$599,999	0	1	0	0	0	0	15	0	0	12
\$600K to \$799,999	0	0	0	0	0	0	11	0	1	5
\$800K to \$999,999	1	0	0	7	0	0	4	0	1	5
\$1M to \$2,499,999	1	2	10	9	92	8	9	56	7	15
\$2.5M to \$4,999,999	0	0	1	1	47	0	0	71	1	4
\$5,000,000+	0	0	0	0	13	0	0	27	0	0
Total	2	5	11	17	152	8	89	154	11	72
Avg Sold Price	\$1,036,767	\$828,800	\$1,513,341	\$1,220,814	\$2,793,473	\$1,326,875	\$559,636			
Prev Year - Avg Sold Price	\$0	\$1,187,646	\$1,248,333	\$1,102,806	\$2,483,341	\$1,011,057	\$588,476			
Avg Sold % Change	0.00%	-30.21%	21.23%	10.70%	12.49%	31.24%	-4.90%			
Prev Year - # of Solds	0	3	6	15	167	7	130			

Active Detail

May 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****122** **2.5%**from Apr 2025:
119 **8.0%**from May 2024:
113

YTD	2025	2024	+/-
	570	549	3.8%

5-year May average: **128****New Pendings****88** **6.0%**from Apr 2025:
83 **6.0%**from May 2024:
83

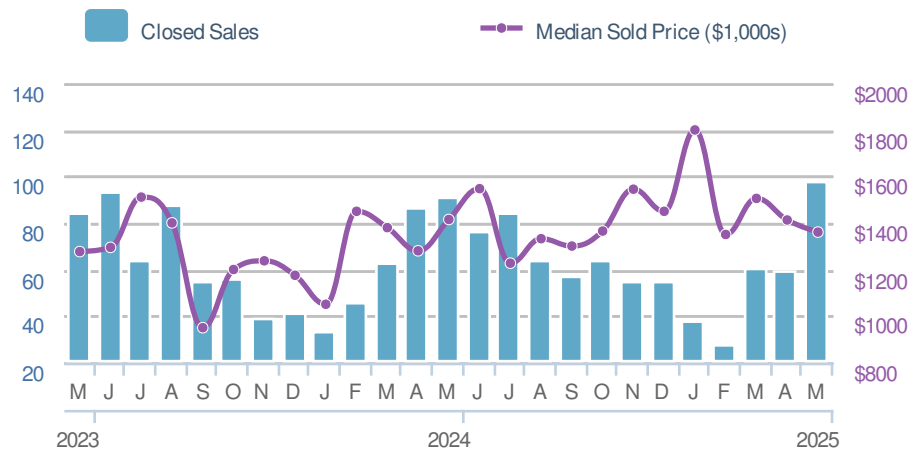
YTD	2025	2024	+/-
	321	380	-15.5%

5-year May average: **88****Closed Sales****97** **64.4%**from Apr 2025:
59 **6.6%**from May 2024:
91

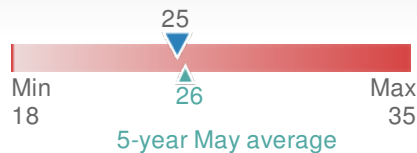
YTD	2025	2024	+/-
	284	328	-13.4%

5-year May average: **94****Median Sold Price****\$1,360,000** **-3.8%**from Apr 2025:
\$1,413,612 **-3.9%**from May 2024:
\$1,415,000

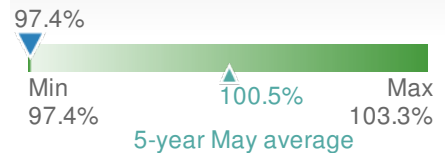
YTD	2025	2024	+/-
	\$1,415,000	\$1,300,000	8.8%

5-year May average: **\$1,323,900****Active Listings****237**

Apr 2025	May 2024
238	207

Avg DOM**25**

Apr 2025	May 2024	YTD
45	35	40

Avg Sold to OLP Ratio**97.4%**

Apr 2025	May 2024	YTD
98.5%	100.4%	97.3%