

January thru August 2025 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

	2025	2024	% Change
Sold Dollar Volume	\$940,426,020	\$898,846,710	4.63%
Avg Sold Price	\$1,778,180	\$1,607,903	10.59%
Median Sold Price	\$1,400,000	\$1,337,500	4.67%
Units Sold	514	554	-7.22%
Avg Days on Market	36	33	9.09%
Avg List Price for Solds	\$1,833,189	\$1,622,466	12.99%
Avg SP to OLP Ratio	97.1%	99.4%	-2.30%
Ratio of Avg SP to Avg OLP	95.1%	98.4%	-3.38%
Attached Avg Sold Price	\$744,985	\$658,359	13.16%
Detached Avg Sold Price	\$2,566,391	\$2,478,592	3.54%
Attached Units Sold	223	265	-15.85%
Detached Units Sold	291	289	0.69%

Financing (Sold)

Assumption	0
Cash	207
Conventional	275
FHA	2
Other	6
Owner	1
VA	20

Days on Market (Sold)

0	33
1 to 10	201
11 to 20	51
21 to 30	38
31 to 60	69
61 to 90	30
91 to 120	26
121 to 180	33
181 to 360	23
361 to 720	8
721+	2

- 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	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	18	0	0	5
\$300K to \$399,999	0	0	0	0	0	0	46	0	0	16
\$400K to \$499,999	0	2	0	0	0	0	27	0	1	12
\$500K to \$599,999	0	1	0	0	0	0	27	0	0	12
\$600K to \$799,999	0	0	0	0	0	0	20	0	0	5
\$800K to \$999,999	1	0	1	9	0	0	11	0	1	5
\$1M to \$2,499,999	1	2	15	17	171	18	22	42	5	18
\$2.5M to \$4,999,999	1	0	1	1	84	0	0	62	0	1
\$5,000,000+	0	0	0	0	16	0	0	29	0	0
Total	3	6	17	27	271	18	172	133	7	74
Avg Sold Price	\$1,957,845	\$765,583	\$1,392,689	\$1,218,290	\$2,646,754	\$1,291,250	\$612,029			
Prev Year - Avg Sold Price	\$2,400,000	\$967,735	\$1,365,555	\$1,118,462	\$2,514,778	\$1,217,127	\$576,826			
Avg Sold % Change	-18.42%	-20.89%	1.99%	8.93%	5.25%	6.09%	6.10%			
Prev Year - # of Solds	1	4	9	24	279	11	226			

August 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****70** **4.5%**from Jul 2025:
67 **-10.3%**from Aug 2024:
78

YTD	2025	2024	+/-
	861	849	1.4%

5-year Aug average: **87****New Pendings****64** **-20.0%**from Jul 2025:
80 **4.9%**from Aug 2024:
61

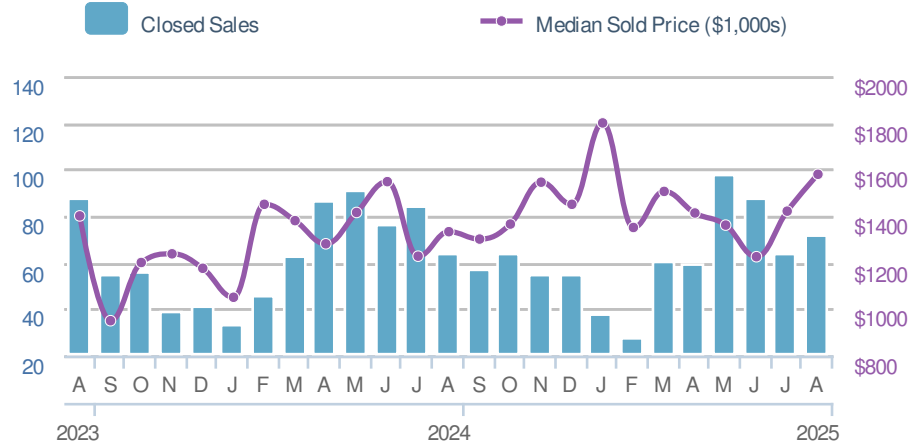
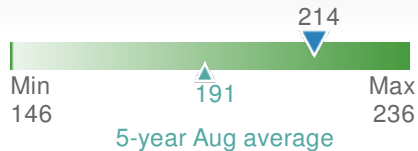
YTD	2025	2024	+/-
	538	580	-7.2%

5-year Aug average: **67****Closed Sales****72** **14.3%**from Jul 2025:
63 **12.5%**from Aug 2024:
64

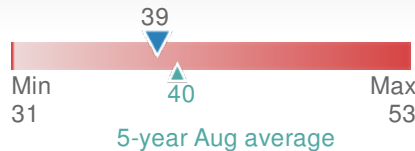
YTD	2025	2024	+/-
	514	554	-7.2%

5-year Aug average: **76****Median Sold Price****\$1,579,487** **11.2%**from Jul 2025:
\$1,420,000 **18.5%**from Aug 2024:
\$1,332,500

YTD	2025	2024	+/-
	\$1,400,000	\$1,337,500	4.7%

5-year Aug average: **\$1,336,297****Active Listings****214**

Jul 2025	Aug 2024
215	194

Avg DOM**39**

Jul 2025	Aug 2024	YTD
27	31	36

Avg Sold to OLP Ratio**95.9%**

Jul 2025	Aug 2024	YTD
97.1%	98.6%	97.1%