

January thru September 2025 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

	2025	2024	% Change
Sold Dollar Volume	\$1,081,606,017	\$1,002,217,556	7.92%
Avg Sold Price	\$1,804,761	\$1,620,552	11.37%
Median Sold Price	\$1,388,000	\$1,320,000	5.15%
Units Sold	581	612	-5.07%
Avg Days on Market	37	33	12.12%
Avg List Price for Solds	\$1,861,628	\$1,637,610	13.68%
Avg SP to OLP Ratio	97.0%	99.3%	-2.28%
Ratio of Avg SP to Avg OLP	95.2%	98.2%	-3.10%
Attached Avg Sold Price	\$749,508	\$669,653	11.92%
Detached Avg Sold Price	\$2,677,502	\$2,505,457	6.87%
Attached Units Sold	263	295	-10.85%
Detached Units Sold	318	317	0.32%

Financing (Sold)

Assumption	0
Cash	239
Conventional	304
FHA	5
Other	6
Owner	1
VA	21

Days on Market (Sold)

0	34
1 to 10	218
11 to 20	58
21 to 30	48
31 to 60	78
61 to 90	39
91 to 120	32
121 to 180	40
181 to 360	24
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	0	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	24	0	0	4
\$300K to \$399,999	0	0	0	0	0	0	55	0	0	11
\$400K to \$499,999	0	2	0	0	0	0	33	0	0	17
\$500K to \$599,999	0	1	0	0	0	0	31	0	0	9
\$600K to \$799,999	0	0	0	0	0	0	22	0	0	4
\$800K to \$999,999	1	0	1	9	0	1	13	0	1	3
\$1M to \$2,499,999	1	3	17	20	181	19	27	36	7	22
\$2.5M to \$4,999,999	1	0	1	1	97	0	1	66	0	1
\$5,000,000+	0	0	0	0	18	0	0	31	0	0
Total	3	7	19	30	296	20	206	133	8	71
Avg Sold Price	\$1,957,845	\$864,071	\$1,367,143	\$1,266,128	\$2,768,907	\$1,259,375	\$620,878			
Prev Year - Avg Sold Price	\$2,400,000	\$967,735	\$1,369,000	\$1,165,300	\$2,542,941	\$1,202,569	\$583,985			
Avg Sold % Change	-18.42%	-10.71%	-0.14%	8.65%	8.89%	4.72%	6.32%			
Prev Year - # of Solds	1	4	10	27	306	13	251			

September 2025

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↑ **20.0%**
from Aug 2025:
70

↑ **50.0%**
from Sep 2024:
56

YTD	2025	2024	+/-
	973	929	4.7%

5-year Sep average: **94****New Pendings****69**

↑ **7.8%**
from Aug 2025:
64

↑ **6.2%**
from Sep 2024:
65

YTD	2025	2024	+/-
	607	646	-6.0%

5-year Sep average: **67****Closed Sales****67**

↓ **-6.9%**
from Aug 2025:
72

↑ **17.5%**
from Sep 2024:
57

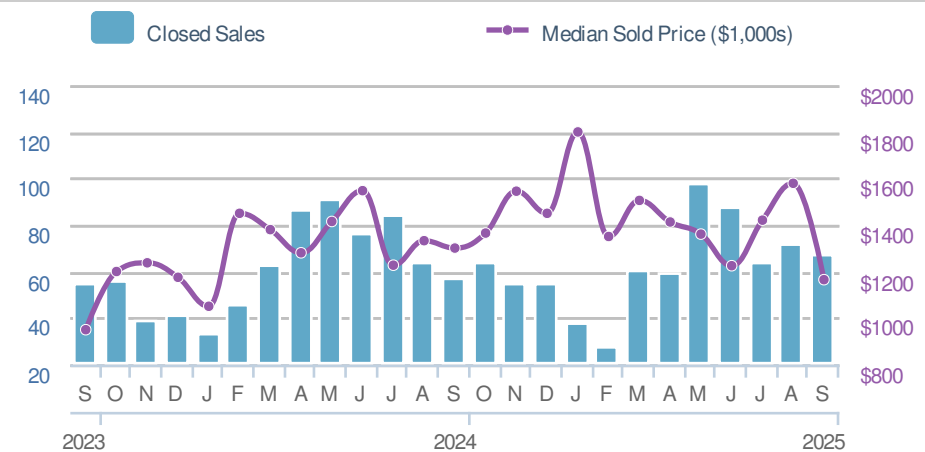
YTD	2025	2024	+/-
	581	612	-5.1%

5-year Sep average: **61****Median Sold Price****\$1,165,000**

↓ **-26.2%**
from Aug 2025:
\$1,579,487

↓ **-10.4%**
from Sep 2024:
\$1,300,000

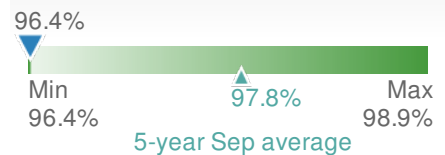
YTD	2025	2024	+/-
	\$1,388,000	\$1,320,000	5.2%

5-year Sep average: **\$1,095,500****Active Listings****212**

Aug 2025	Sep 2024
214	184

Avg DOM**40**

Aug 2025	Sep 2024	YTD
39	30	37

Avg Sold to OLP Ratio**96.4%**

Aug 2025	Sep 2024	YTD
95.9%	98.5%	97.0%