

January thru January 2026 YTD

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2026	2025	% Change
Sold Dollar Volume	\$83,248,899	\$104,033,276	-19.98%
Avg Sold Price	\$2,322,961	\$2,573,459	-9.73%
Median Sold Price	\$1,450,000	\$1,800,000	-19.44%
Units Sold	36	38	-5.26%
Avg Days on Market	58	64	-9.38%
Avg List Price for Solds	\$2,312,469	\$2,737,717	-15.53%
Avg SP to OLP Ratio	96.5%	94.7%	1.84%
Ratio of Avg SP to Avg OLP	99.1%	90.4%	9.70%
Attached Avg Sold Price	\$803,281	\$764,454	5.08%
Detached Avg Sold Price	\$4,222,562	\$3,310,460	27.55%
Attached Units Sold	20	11	81.82%
Detached Units Sold	16	27	-40.74%

Financing (Sold)

Assumption	0
Cash	15
Conventional	18
FHA	0
Other	1
Owner	0
VA	2

Days on Market (Sold)

0	5
1 to 10	6
11 to 20	5
21 to 30	2
31 to 60	5
61 to 90	2
91 to 120	3
121 to 180	3
181 to 360	3
361 to 720	2
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	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	0	0	0	0	0	1	0	0	3
\$300K to \$399,999	0	0	0	0	0	0	7	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	7
\$500K to \$599,999	0	0	0	0	0	0	0	0	0	8
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	4
\$800K to \$999,999	0	0	0	0	0	1	0	1	3	3
\$1M to \$2,499,999	0	0	1	1	6	4	3	15	3	10
\$2.5M to \$4,999,999	0	0	0	0	5	0	0	36	0	5
\$5,000,000+	0	0	0	0	4	0	0	22	0	0
Total	0	0	1	1	15	5	14	74	6	49
Avg Sold Price	\$0	\$0	\$1,250,000	\$1,165,000	\$4,420,733	\$1,291,999	\$602,901			
Prev Year - Avg Sold Price	\$0	\$1,640,000	\$1,487,500	\$1,745,000	\$3,627,497	\$0	\$409,875			
Avg Sold % Change	0.00%	0.00%	-15.97%	-33.24%	21.87%	0.00%	47.09%			
Prev Year - # of Solds	0	1	4	2	23	0	8			

January 2026

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****62****↑ 113.8%**from Dec 2025:
29**↑ 40.9%**from Jan 2025:
44

YTD	2026	2025	+/-
	62	44	40.9%

5-year Jan average: **66****New Pendings****52****↑ 44.4%**from Dec 2025:
36**↑ 48.6%**from Jan 2025:
35

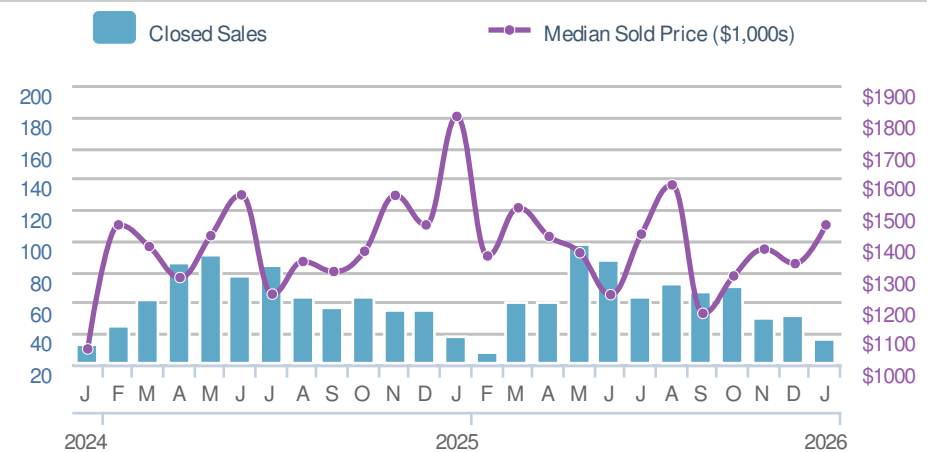
YTD	2026	2025	+/-
	52	35	48.6%

5-year Jan average: **48****Closed Sales****36****↓ -30.8%**from Dec 2025:
52**↓ -5.3%**from Jan 2025:
38

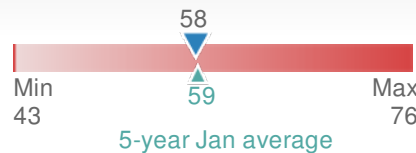
YTD	2026	2025	+/-
	36	38	-5.3%

5-year Jan average: **39****Median Sold Price****\$1,450,000****↑ 9.4%**from Dec 2025:
\$1,325,000**↓ -19.4%**from Jan 2025:
\$1,800,000

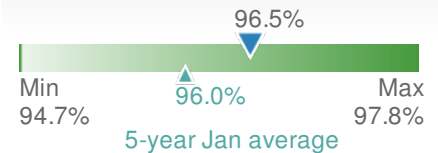
YTD	2026	2025	+/-
	\$1,450,000	\$1,800,000	-19.4%

5-year Jan average: **\$1,402,250****Active Listings****129**

Dec 2025	Jan 2025
123	134

Avg DOM**58**

Dec 2025	Jan 2025	YTD
43	64	58

Avg Sold to OLP Ratio**96.5%**

Dec 2025	Jan 2025	YTD
94.9%	94.7%	96.5%