

**January thru January 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025        | 2024        | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume         | \$6,713,000 | \$1,849,000 | 263.06%  |
| Avg Sold Price             | \$1,289,000 | \$1,890,000 | -31.80%  |
| Median Sold Price          | \$760,000   | \$1,890,000 | -59.79%  |
| Units Sold                 | 6           | 1           | 500.00%  |
| Avg Days on Market         | 26          | 7           | 271.43%  |
| Avg List Price for Solds   | \$1,342,600 | \$1,849,000 | -27.39%  |
| Avg SP to OLP Ratio        | 94.8%       | 102.2%      | -7.28%   |
| Ratio of Avg SP to Avg OLP | 95.9%       | 102.2%      | -6.22%   |
| Attached Avg Sold Price    | \$531,666   | \$0         | 0%       |
| Detached Avg Sold Price    | \$2,425,000 | \$1,890,000 | 28.31%   |
| Attached Units Sold        | 4           | 0           | 0%       |
| Detached Units Sold        | 2           | 1           | 100.00%  |

**Financing (Sold)**

|              |   |
|--------------|---|
| Assumption   | 0 |
| Cash         | 4 |
| Conventional | 1 |
| FHA          | 0 |
| Other        | 1 |
| Owner        | 0 |
| VA           | 0 |

**Days on Market (Sold)**

|            |   |
|------------|---|
| 0          | 0 |
| 1 to 10    | 1 |
| 11 to 20   | 1 |
| 21 to 30   | 1 |
| 31 to 60   | 1 |
| 61 to 90   | 0 |
| 91 to 120  | 1 |
| 121 to 180 | 0 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| 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**

| Price Ranges               | Residential  |             |             |             |              |             | All       | Active Listings |             |             |  |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|-----------|-----------------|-------------|-------------|--|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             |           | Attached        | Residential |             |  |
|                            | Detached     | Attached/TH | Detached    | Attached/TH | Detached     | Attached/TH |           |                 | Detached    | Attached/TH |  |
| < \$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           | 4           |  |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 1           |  |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 0           |  |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 0           |  |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 3         | 0               | 0           | 1           |  |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 2           |  |
| \$1M to \$2,499,999        | 0            | 0           | 0           | 0           | 2            | 0           | 0         | 0               | 1           | 0           |  |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 0           |  |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0         | 0               | 0           | 0           |  |
| Total                      | 0            | 0           | 0           | 0           | 2            | 0           | 4         | 0               | 1           | 8           |  |
| Avg Sold Price             | \$0          | \$0         | \$0         | \$0         | \$2,425,000  | \$0         | \$531,666 |                 |             |             |  |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$0          | \$0         | \$0       |                 |             |             |  |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%       | 0.00%       | 0.00%        | 0.00%       | 0.00%     |                 |             |             |  |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 0            | 0           | 0         |                 |             |             |  |

## January 2025

Observatory Circle, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

| New Listings          |                  | 5     |
|-----------------------|------------------|-------|
| ↔ 0.0%                | ↑ 25.0%          |       |
| from Dec 2024: 5      | from Jan 2024: 4 |       |
| YTD 2025 2024 +/-     |                  |       |
| 5                     | 4                | 25.0% |
| 5-year Jan average: 6 |                  |       |

| New Pending           |                  | 7      |
|-----------------------|------------------|--------|
| ↑ 40.0%               | ↑ 133.3%         |        |
| from Dec 2024: 5      | from Jan 2024: 3 |        |
| YTD 2025 2024 +/-     |                  |        |
| 7                     | 3                | 133.3% |
| 5-year Jan average: 5 |                  |        |

| Closed Sales          |                  | 6      |
|-----------------------|------------------|--------|
| ↑ 50.0%               | ↑ 500.0%         |        |
| from Dec 2024: 4      | from Jan 2024: 1 |        |
| YTD 2025 2024 +/-     |                  |        |
| 6                     | 1                | 500.0% |
| 5-year Jan average: 4 |                  |        |

| Median Sold Price             |                            | \$760,000 |
|-------------------------------|----------------------------|-----------|
| ↑ 151.2%                      | ↓ -59.8%                   |           |
| from Dec 2024: \$302,500      | from Jan 2024: \$1,890,000 |           |
| YTD 2025 2024 +/-             |                            |           |
| \$760,000                     | \$1,890,000                | -59.8%    |
| 5-year Jan average: \$858,850 |                            |           |



| Active Listings    |             | 9      |
|--------------------|-------------|--------|
| 9                  | ↓           |        |
| Min 6              | 11          | Max 15 |
| 5-year Jan average |             |        |
| Dec 2024 11        | Jan 2024 14 |        |

| Avg DOM            |            | 26     |
|--------------------|------------|--------|
| 26                 | ↓          |        |
| Min 7              | 41         | Max 68 |
| 5-year Jan average |            |        |
| Dec 2024 126       | Jan 2024 7 | YTD 26 |

| Avg Sold to OLP Ratio |                 | 94.8%      |
|-----------------------|-----------------|------------|
| 94.8%                 | ↓               |            |
| Min 94.8%             | 97.3%           | Max 102.2% |
| 5-year Jan average    |                 |            |
| Dec 2024 101.0%       | Jan 2024 102.2% | YTD 94.8%  |

**January thru February 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

**Sold Summary**

|                            | 2025         | 2024        | % Change |
|----------------------------|--------------|-------------|----------|
| Sold Dollar Volume         | \$17,037,000 | \$4,719,000 | 261.03%  |
| Avg Sold Price             | \$1,095,733  | \$943,200   | 16.17%   |
| Median Sold Price          | \$760,000    | \$930,000   | -18.28%  |
| Units Sold                 | 16           | 5           | 220.00%  |
| Avg Days on Market         | 26           | 32          | -18.75%  |
| Avg List Price for Solds   | \$1,135,800  | \$943,800   | 20.34%   |
| Avg SP to OLP Ratio        | 96.4%        | 99.2%       | -2.81%   |
| Ratio of Avg SP to Avg OLP | 96.4%        | 99.5%       | -3.11%   |
| Attached Avg Sold Price    | \$623,833    | \$706,500   | -11.70%  |
| Detached Avg Sold Price    | \$2,983,333  | \$1,890,000 | 57.85%   |
| Attached Units Sold        | 13           | 4           | 225.00%  |
| Detached Units Sold        | 3            | 1           | 200.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 12 |
| Conventional | 3  |
| FHA          | 0  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |   |
|------------|---|
| 0          | 1 |
| 1 to 10    | 5 |
| 11 to 20   | 4 |
| 21 to 30   | 2 |
| 31 to 60   | 1 |
| 61 to 90   | 0 |
| 91 to 120  | 1 |
| 121 to 180 | 1 |
| 181 to 360 | 1 |
| 361 to 720 | 0 |
| 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**

| Price Ranges               | Residential  |             |             |             |              |             | Condo/Coop | Active Listings |             |             |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|-------------|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             |            | All             | Residential |             |
|                            | Detached     | Attached/TH | Detached    | Attached/TH | Detached     | Attached/TH | Attached   |                 | Detached    | Attached/TH |
| < \$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           | 1           |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 6           |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 1           |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 0           |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 1           |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 4          | 0               | 0           | 0           |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 3          | 0               | 0           | 2           |
| \$1M to \$2,499,999        | 0            | 0           | 0           | 0           | 2            | 0           | 1          | 0               | 1           | 0           |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 1            | 0           | 0          | 0               | 0           | 0           |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0           |
| Total                      | 0            | 0           | 0           | 0           | 3            | 0           | 13         | 0               | 1           | 11          |
| Avg Sold Price             | \$0          | \$0         | \$0         | \$0         | \$2,983,333  | \$0         | \$623,833  |                 |             |             |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$0          | \$1,450,000 | \$458,666  |                 |             |             |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%       | 0.00%       | 0.00%        | 0.00%       | 36.01%     |                 |             |             |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 0            | 1           | 3          |                 |             |             |

**February 2025**

Observatory Circle, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

| New Listings  |                | 6    |
|---|----------------|------|
|  20.0% | from Jan 2025: | 5    |
|  20.0% | from Feb 2024: | 5    |
| YTD 2025 2024 +/-   |                |      |
| 12  | 12             | 0.0% |
| 5-year Feb average: 8   |                |      |

| New Pending  |                | 3    |
|--|----------------|------|
|  -57.1% | from Jan 2025: | 7    |
|  -62.5% | from Feb 2024: | 8    |
| YTD 2025 2024 +/-  |                |      |
| 11   | 11             | 0.0% |
| 5-year Feb average: 6  |                |      |

| Closed Sales   |                | 10     |
|--|----------------|--------|
|  66.7%  | from Jan 2025: | 6      |
|  150.0% | from Feb 2024: | 4      |
| YTD 2025 2024 +/-  |                |        |
| 16   | 5              | 220.0% |
| 5-year Feb average: 6  |                |        |

| Median Sold Price   |                | \$788,000 |
|---|----------------|-----------|
|  3.7%  | from Jan 2025: | \$760,000 |
|  36.5% | from Feb 2024: | \$577,500 |
| YTD 2025 2024 +/-   |                |           |
| \$760,000   | \$930,000      | -18.3%    |
| 5-year Feb average: \$540,400   |                |           |



| Active Listings    |             | 12     |
|--------------------|-------------|--------|
| Min 5              | 12          | Max 19 |
| 5-year Feb average |             |        |
| Jan 2025 9         | Feb 2024 12 |        |

| Avg DOM            |             | 26     |
|--------------------|-------------|--------|
| Min 11             | 26          | Max 64 |
| 5-year Feb average |             |        |
| Jan 2025 26        | Feb 2024 38 | YTD 26 |

| Avg Sold to OLP Ratio |                | 97.3%     |
|-----------------------|----------------|-----------|
| Min 93.0%             | 97.3%          | Max 98.9% |
| 5-year Feb average    |                |           |
| Jan 2025 94.8%        | Feb 2024 98.5% | YTD 96.4% |

**January thru March 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

**Sold Summary**

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$21,720,500 | \$11,615,500 | 87.00%   |
| Avg Sold Price             | \$1,056,300  | \$1,051,318  | 0.47%    |
| Median Sold Price          | \$755,500    | \$930,000    | -18.76%  |
| Units Sold                 | 21           | 11           | 90.91%   |
| Avg Days on Market         | 24           | 39           | -38.46%  |
| Avg List Price for Solds   | \$1,086,025  | \$1,055,954  | 2.85%    |
| Avg SP to OLP Ratio        | 97.0%        | 97.6%        | -0.62%   |
| Ratio of Avg SP to Avg OLP | 97.2%        | 98.4%        | -1.21%   |
| Attached Avg Sold Price    | \$642,250    | \$967,450    | -33.61%  |
| Detached Avg Sold Price    | \$2,712,500  | \$1,890,000  | 43.52%   |
| Attached Units Sold        | 17           | 10           | 70.00%   |
| Detached Units Sold        | 4            | 1            | 300.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 16 |
| Conventional | 3  |
| FHA          | 1  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |   |
|------------|---|
| 0          | 1 |
| 1 to 10    | 7 |
| 11 to 20   | 4 |
| 21 to 30   | 2 |
| 31 to 60   | 1 |
| 61 to 90   | 0 |
| 91 to 120  | 2 |
| 121 to 180 | 1 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| 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**

|                            | 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           | 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           | 2        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 3          | 0               | 0           | 8        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 4        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 0        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 1        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 1        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 3          | 0               | 0           | 1        |
| \$1M to \$2,499,999        | 0            | 0           | 0           | 0           | 3            | 0           | 2          | 1               | 1           | 1        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 1            | 0           | 0          | 2               | 0           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 0           | 0           | 4            | 0           | 17         | 3               | 1           | 18       |
| Avg Sold Price             | \$0          | \$0         | \$0         | \$0         | \$2,712,500  | \$0         | \$642,250  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$0          | \$2,074,833 | \$492,857  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%       | 0.00%       | 0.00%        | 0.00%       | 30.31%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 0            | 3           | 7          |                 |             |          |

## March 2025

Observatory Circle, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

|                                 |                                 |
|---------------------------------|---------------------------------|
| New Listings                    | 13                              |
| ▲ 116.7%<br>from Feb 2025:<br>6 | ▲ 160.0%<br>from Mar 2024:<br>5 |
| YTD 2025 29                     | 2024 17 +/- 70.6%               |
| 5-year Mar average: 11          |                                 |

|                                 |                                |
|---------------------------------|--------------------------------|
| New Pensions                    | 7                              |
| ▲ 133.3%<br>from Feb 2025:<br>3 | ▲ 16.7%<br>from Mar 2024:<br>6 |
| YTD 2025 18                     | 2024 18 +/- 0.0%               |
| 5-year Mar average: 7           |                                |

|                                  |                                 |
|----------------------------------|---------------------------------|
| Closed Sales                     | 5                               |
| ▼ -50.0%<br>from Feb 2025:<br>10 | ▼ -16.7%<br>from Mar 2024:<br>6 |
| YTD 2025 21                      | 2024 11 +/- 90.9%               |
| 5-year Mar average: 6            |                                 |

|  |                                       |
|--|---------------------------------------|
| Median Sold Price                      | \$750,000                             |
| ▼ -4.8%<br>from Feb 2025:<br>\$788,000 | ▲ 5.8%<br>from Mar 2024:<br>\$709,000 |
| YTD 2025 \$755,500                     | 2024 \$930,000 +/- -18.8%             |
| 5-year Mar average: \$649,800          |                                       |



|                    |            |
|--------------------|------------|
| Active Listings    | 22         |
| Min 8              | 16         |
| 5-year Mar average |            |
| Feb 2025 12        | Mar 2024 8 |

|                    |             |
|--------------------|-------------|
| Avg DOM            | 16          |
| 16                 | ▼           |
| Min 14             | 36          |
| 5-year Mar average |             |
| Feb 2025 26        | Mar 2024 45 |
| YTD 24             |             |

|                       |                |
|-----------------------|----------------|
| Avg Sold to OLP Ratio | 98.7%          |
| 98.7%                 | ▼              |
| Min 95.2%             | 97.2%          |
| 5-year Mar average    |                |
| Feb 2025 97.3%        | Mar 2024 96.3% |
| YTD 97.0%             |                |

**January thru April 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$24,519,500 | \$15,624,400 | 56.93%   |
| Avg Sold Price             | \$951,080    | \$859,416    | 10.67%   |
| Median Sold Price          | \$751,000    | \$454,500    | 65.24%   |
| Units Sold                 | 26           | 18           | 44.44%   |
| Avg Days on Market         | 28           | 39           | -28.21%  |
| Avg List Price for Solds   | \$980,780    | \$868,022    | 12.99%   |
| Avg SP to OLP Ratio        | 96.6%        | 97.6%        | -1.01%   |
| Ratio of Avg SP to Avg OLP | 96.9%        | 98.1%        | -1.22%   |
| Attached Avg Sold Price    | \$615,571    | \$798,794    | -22.94%  |
| Detached Avg Sold Price    | \$2,712,500  | \$1,890,000  | 43.52%   |
| Attached Units Sold        | 22           | 17           | 29.41%   |
| Detached Units Sold        | 4            | 1            | 300.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 21 |
| Conventional | 3  |
| FHA          | 1  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |   |
|------------|---|
| 0          | 1 |
| 1 to 10    | 7 |
| 11 to 20   | 7 |
| 21 to 30   | 3 |
| 31 to 60   | 1 |
| 61 to 90   | 0 |
| 91 to 120  | 2 |
| 121 to 180 | 2 |
| 181 to 360 | 3 |
| 361 to 720 | 0 |
| 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**

|                            | Residential  |             |             |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR        |             | 4 or More BR |             |            | Residential     |             | Condo/Coop |
| 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           | 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           | 1          | 0               | 0           | 1          |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 4          | 0               | 0           | 5          |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 4          |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2          |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 2          |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2          |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 5          | 0               | 0           | 1          |
| \$1M to \$2,499,999        | 0            | 0           | 0           | 0           | 3            | 0           | 2          | 2               | 0           | 2          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 1            | 0           | 0          | 1               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| Total                      | 0            | 0           | 0           | 0           | 4            | 0           | 22         | 3               | 0           | 19         |
| Avg Sold Price             | \$0          | \$0         | \$0         | \$0         | \$2,712,500  | \$0         | \$615,571  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$0          | \$2,074,833 | \$525,357  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%       | 0.00%       | 0.00%        | 0.00%       | 17.17%     |                 |             |            |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 0            | 3           | 14         |                 |             |            |

## April 2025

Observatory Circle, Washington, DC

|                       |                  |       |
|-----------------------|------------------|-------|
| New Listings          | 9                |       |
| ⬇️ -30.8%             | ⬆️ 125.0%        |       |
| from Mar 2025: 13     | from Apr 2024: 4 |       |
| YTD 2025 2024 +/-     |                  |       |
| 41                    | 25               | 64.0% |
| 5-year Apr average: 8 |                  |       |

|                       |                  |       |
|-----------------------|------------------|-------|
| New Pendlings         | 6                |       |
| ⬇️ -14.3%             | ⬆️ 50.0%         |       |
| from Mar 2025: 7      | from Apr 2024: 4 |       |
| YTD 2025 2024 +/-     |                  |       |
| 24                    | 21               | 14.3% |
| 5-year Apr average: 7 |                  |       |

|                       |                  |       |
|-----------------------|------------------|-------|
| Closed Sales          | 5                |       |
| ↔ 0.0%                | ⬇️ -16.7%        |       |
| from Mar 2025: 5      | from Apr 2024: 6 |       |
| YTD 2025 2024 +/-     |                  |       |
| 26                    | 18               | 44.4% |
| 5-year Apr average: 7 |                  |       |

|                               |                          |       |
|-------------------------------|--------------------------|-------|
| Median Sold Price             | \$486,000                |       |
| ⬇️ -35.2%                     | ⬆️ 25.4%                 |       |
| from Mar 2025: \$750,000      | from Apr 2024: \$387,500 |       |
| YTD 2025 2024 +/-             |                          |       |
| \$751,000                     | \$454,500                | 65.2% |
| 5-year Apr average: \$747,916 |                          |       |



|                    |             |        |
|--------------------|-------------|--------|
| Active Listings    | 22          |        |
| Min 12             | 16          | 22     |
| 5-year Apr average |             |        |
| Mar 2025 22        | Apr 2024 12 | YTD 28 |

|                    |             |        |
|--------------------|-------------|--------|
| Avg DOM            | 45          |        |
| Min 11             | 30          | 45     |
| 5-year Apr average |             |        |
| Mar 2025 16        | Apr 2024 38 | YTD 28 |

|                       |                |            |
|-----------------------|----------------|------------|
| Avg Sold to OLP Ratio | 94.8%          |            |
| Min 94.8%             | 97.7%          | Max 100.0% |
| 5-year Apr average    |                |            |
| Mar 2025 98.7%        | Apr 2024 97.0% | YTD 96.6%  |

## January thru May 2025 YTD

Observatory Circle, Washington, DC (Advertised)

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

## Sold Summary

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$28,873,000 | \$25,888,400 | 11.53%   |
| Avg Sold Price             | \$906,890    | \$1,152,363  | -21.30%  |
| Median Sold Price          | \$750,000    | \$495,000    | 51.52%   |
| Units Sold                 | 32           | 22           | 45.45%   |
| Avg Days on Market         | 34           | 39           | -12.82%  |
| Avg List Price for Solds   | \$931,387    | \$1,176,745  | -20.85%  |
| Avg SP to OLP Ratio        | 96.2%        | 97.6%        | -1.47%   |
| Ratio of Avg SP to Avg OLP | 97.1%        | 97.4%        | -0.26%   |
| Attached Avg Sold Price    | \$567,830    | \$760,236    | -25.31%  |
| Detached Avg Sold Price    | \$2,670,000  | \$3,635,833  | -26.56%  |
| Attached Units Sold        | 27           | 19           | 42.11%   |
| Detached Units Sold        | 5            | 3            | 66.67%   |

## Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 24 |
| Conventional | 5  |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

## Days on Market (Sold)

|            |   |
|------------|---|
| 0          | 2 |
| 1 to 10    | 9 |
| 11 to 20   | 7 |
| 21 to 30   | 3 |
| 31 to 60   | 2 |
| 61 to 90   | 0 |
| 91 to 120  | 2 |
| 121 to 180 | 3 |
| 181 to 360 | 4 |
| 361 to 720 | 0 |
| 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 |             |            | Residential     |             | Condo/Coop |
| 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           | 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           | 2          | 0               | 0           | 2          |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 6          |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 7          |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2          |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 2          |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2          |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2          |
| \$1M to \$2,499,999        | 0            | 0           | 0           | 0           | 3            | 0           | 2          | 0               | 0           | 3          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 2            | 0           | 0          | 1               | 2           | 0          |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| Total                      | 0            | 0           | 0           | 0           | 5            | 0           | 27         | 1               | 2           | 26         |
| Avg Sold Price             | \$0          | \$0         | \$0         | \$0         | \$2,670,000  | \$0         | \$567,830  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,508,750  | \$2,074,833 | \$513,750  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | 0.00%       | 0.00%       | -40.78%      | 0.00%       | 10.53%     |                 |             |            |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 2            | 3           | 16         |                 |             |            |

**May 2025**

Observatory Circle, Washington, DC

|                                |                                 |
|--------------------------------|---------------------------------|
| <b>New Listings</b>            | <b>13</b>                       |
| ▲ 44.4%<br>from Apr 2025:<br>9 | ▲ 225.0%<br>from May 2024:<br>4 |
| YTD 2025 <b>55</b>             | 2024 <b>28</b> +/- 96.4%        |
| 5-year May average: 9          |                                 |

|                               |                                |
|-------------------------------|--------------------------------|
| <b>New Pensions</b>           | <b>6</b>                       |
| ↔ 0.0%<br>from Apr 2025:<br>6 | ▲ 50.0%<br>from May 2024:<br>4 |
| YTD 2025 <b>29</b>            |                                |
| 5-year May average: 8         |                                |

|                                |                                |
|--------------------------------|--------------------------------|
| <b>Closed Sales</b>            | <b>6</b>                       |
| ▲ 20.0%<br>from Apr 2025:<br>5 | ▲ 50.0%<br>from May 2024:<br>4 |
| YTD 2025 <b>32</b>             |                                |
| 5-year May average: 7          |                                |

|   |   |
|---|---|
| <b>Median Sold Price</b>                | <b>\$312,500</b>                          |
| ▼ -35.7%<br>from Apr 2025:<br>\$486,000 | ▼ -85.9%<br>from May 2024:<br>\$2,223,750 |
| YTD 2025 <b>\$750,000</b>               |   |
| 5-year May average: \$914,550           |   |



|                        |                    |
|------------------------|--------------------|
| <b>Active Listings</b> | <b>29</b>          |
| Min 10                 | ▲ 16               |
| 5-year May average     |                    |
| Apr 2025 <b>22</b>     | May 2024 <b>10</b> |

|                    |                    |
|--------------------|--------------------|
| <b>Avg DOM</b>     | <b>58</b>          |
| Min 22             | ▲ 36               |
| 5-year May average |                    |
| Apr 2025 <b>45</b> | May 2024 <b>37</b> |
| YTD 34             |                    |

|                              |                       |
|------------------------------|-----------------------|
| <b>Avg Sold to OLP Ratio</b> | <b>94.4%</b>          |
| Min 94.4%                    | ▲ 97.5%               |
| 5-year May average           |                       |
| Apr 2025 <b>94.8%</b>        | May 2024 <b>97.8%</b> |
| YTD <b>96.2%</b>             |                       |

**January thru June 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$38,508,000 | \$31,070,300 | 23.94%   |
| Avg Sold Price             | \$1,066,817  | \$1,120,851  | -4.82%   |
| Median Sold Price          | \$760,000    | \$460,000    | 65.22%   |
| Units Sold                 | 36           | 27           | 33.33%   |
| Avg Days on Market         | 32           | 35           | -8.57%   |
| Avg List Price for Solds   | \$1,100,228  | \$1,150,751  | -4.39%   |
| Avg SP to OLP Ratio        | 95.8%        | 97.7%        | -2.02%   |
| Ratio of Avg SP to Avg OLP | 95.6%        | 96.9%        | -1.33%   |
| Attached Avg Sold Price    | \$626,429    | \$702,413    | -10.82%  |
| Detached Avg Sold Price    | \$2,553,125  | \$3,526,875  | -27.61%  |
| Attached Units Sold        | 28           | 23           | 21.74%   |
| Detached Units Sold        | 8            | 4            | 100.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 25 |
| Conventional | 8  |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |   |
|------------|---|
| 0          | 3 |
| 1 to 10    | 9 |
| 11 to 20   | 7 |
| 21 to 30   | 4 |
| 31 to 60   | 3 |
| 61 to 90   | 1 |
| 91 to 120  | 2 |
| 121 to 180 | 3 |
| 181 to 360 | 4 |
| 361 to 720 | 0 |
| 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**

|                            | 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           | 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           | 2          | 0               | 0           | 2        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 7        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 6        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 1        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 3        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 4            | 1           | 2          | 0               | 3           | 2        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 3            | 0           | 0          | 2               | 2           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 7            | 1           | 27         | 2               | 5           | 25       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,696,428  | \$2,150,000 | \$567,830  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,072,500  | \$2,074,833 | \$496,550  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -33.79%      | 3.62%       | 14.36%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 3            | 3           | 20         |                 |             |          |

## June 2025

Observatory Circle, Washington, DC

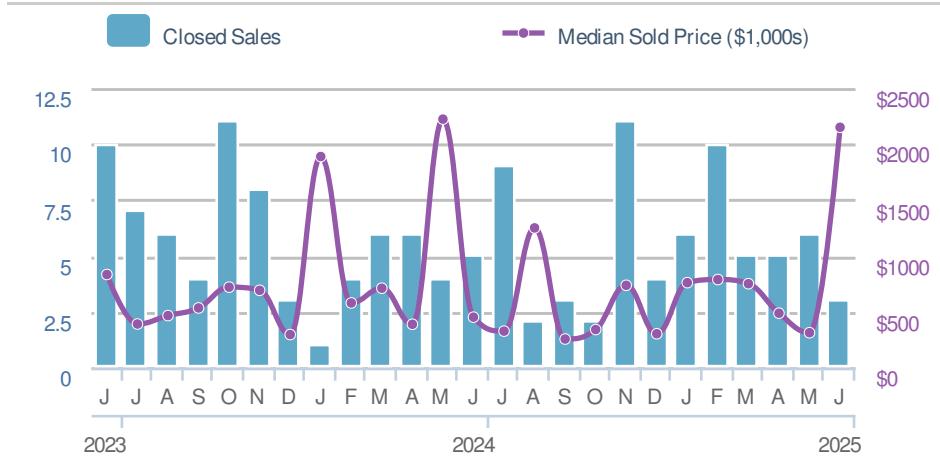
202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

|                       |                          |
|-----------------------|--------------------------|
| <b>New Listings</b>   | <b>8</b>                 |
| ⬇️ -38.5%             | ↔ 0.0%                   |
| from May 2025: 13     | from Jun 2024: 8         |
| YTD 2025 <b>67</b>    | 2024 <b>37</b> +/- 81.1% |
| 5-year Jun average: 9 |                          |

|                       |                          |
|-----------------------|--------------------------|
| <b>New Pendlings</b>  | <b>3</b>                 |
| ⬇️ -50.0%             | ⬇️ -70.0%                |
| from May 2025: 6      | from Jun 2024: 10        |
| YTD 2025 <b>32</b>    | 2024 <b>35</b> +/- -8.6% |
| 5-year Jun average: 6 |                          |

|                       |                          |
|-----------------------|--------------------------|
| <b>Closed Sales</b>   | <b>3</b>                 |
| ⬇️ -50.0%             | ⬇️ -40.0%                |
| from May 2025: 6      | from Jun 2024: 5         |
| YTD 2025 <b>36</b>    | 2024 <b>27</b> +/- 33.3% |
| 5-year Jun average: 7 |                          |

|                               |                                 |
|-------------------------------|---------------------------------|
| <b>Median Sold Price</b>      | <b>\$2,150,000</b>              |
| ⬆️ 588.0%                     | ⬆️ 377.8%                       |
| from May 2025: \$312,500      | from Jun 2024: \$450,000        |
| YTD 2025 <b>\$760,000</b>     | 2024 <b>\$460,000</b> +/- 65.2% |
| 5-year Jun average: \$909,100 |                                 |



|                        |            |
|------------------------|------------|
| <b>Active Listings</b> | <b>32</b>  |
| Min 8                  | Max 32     |
| 16                     | 32         |
| 5-year Jun average     |            |
| May 2025 29            | Jun 2024 8 |

|                |                    |
|----------------|--------------------|
| <b>Avg DOM</b> | <b>13</b>          |
| 13             | Max 52             |
| Min 10         | Max 52             |
| 22             | 5-year Jun average |
| May 2025 58    | Jun 2024 17        |
| YTD 32         |                    |

|                              |                    |
|------------------------------|--------------------|
| <b>Avg Sold to OLP Ratio</b> | <b>95.5%</b>       |
| 95.5%                        | Max 100.6%         |
| Min 95.5%                    | Max 100.6%         |
| 98.1%                        | 5-year Jun average |
| May 2025 94.4%               | Jun 2024 98.3%     |
| YTD 95.8%                    |                    |

**January thru July 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$46,836,000 | \$34,612,150 | 35.32%   |
| Avg Sold Price             | \$1,124,715  | \$936,413    | 20.11%   |
| Median Sold Price          | \$792,500    | \$439,500    | 80.32%   |
| Units Sold                 | 41           | 36           | 13.89%   |
| Avg Days on Market         | 34           | 46           | -26.09%  |
| Avg List Price for Solds   | \$1,170,900  | \$961,448    | 21.79%   |
| Avg SP to OLP Ratio        | 95.2%        | 96.8%        | -1.68%   |
| Ratio of Avg SP to Avg OLP | 93.7%        | 96.7%        | -3.12%   |
| Attached Avg Sold Price    | \$660,453    | \$612,606    | 7.81%    |
| Detached Avg Sold Price    | \$2,517,500  | \$3,526,875  | -28.62%  |
| Attached Units Sold        | 31           | 32           | -3.13%   |
| Detached Units Sold        | 10           | 4            | 150.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 28 |
| Conventional | 10 |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 10 |
| 11 to 20   | 7  |
| 21 to 30   | 4  |
| 31 to 60   | 4  |
| 61 to 90   | 2  |
| 91 to 120  | 3  |
| 121 to 180 | 3  |
| 181 to 360 | 4  |
| 361 to 720 | 0  |
| 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**

|                            | 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           | 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           | 2          | 0               | 0           | 0        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 8        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 3          | 0               | 0           | 8        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 3        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 5        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 1        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 2        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 5            | 1           | 3          | 0               | 1           | 2        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 0           | 0          | 1               | 2           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 9            | 1           | 30         | 1               | 3           | 29       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,625,000  | \$2,150,000 | \$609,089  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,072,500  | \$2,074,833 | \$461,341  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -35.54%      | 3.62%       | 32.03%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 3            | 3           | 29         |                 |             |          |

## July 2025

Observatory Circle, Washington, DC

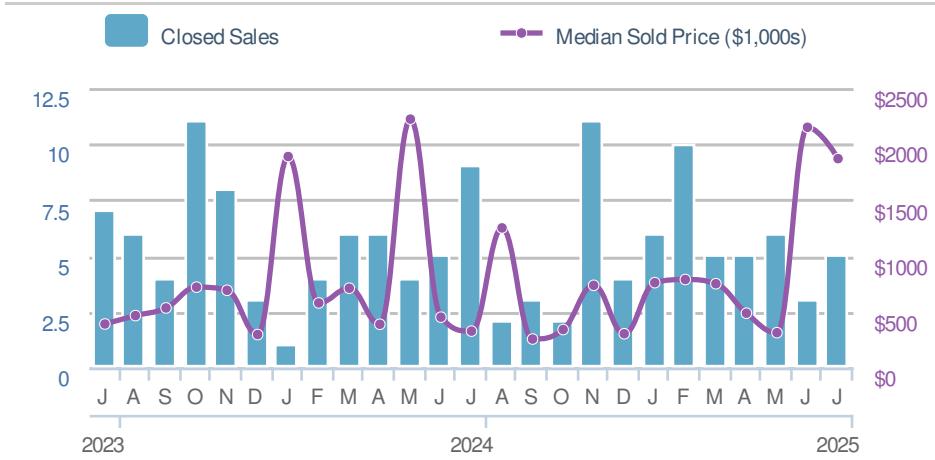
202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

| New Listings          |                  | 9          |
|-----------------------|------------------|------------|
| ▲ 12.5%               | ▲ 350.0%         |            |
| from Jun 2025: 8      | from Jul 2024: 2 |            |
| YTD 2025 84           | 2024 39          | +/- 115.4% |
| 5-year Jul average: 7 |                  |            |

| New Pensions          |                  | 8         |
|-----------------------|------------------|-----------|
| ▲ 166.7%              | ▲ 166.7%         |           |
| from Jun 2025: 3      | from Jul 2024: 3 |           |
| YTD 2025 42           | 2024 38          | +/- 10.5% |
| 5-year Jul average: 5 |                  |           |

| Closed Sales          |                  | 5         |
|-----------------------|------------------|-----------|
| ▲ 66.7%               | ▲ 66.7%          |           |
| from Jun 2025: 3      | from Jul 2024: 9 |           |
| YTD 2025 41           | 2024 36          | +/- 13.9% |
| 5-year Jul average: 7 |                  |           |

| Median Sold Price                          |                          | \$1,871,000 |
|--|--------------------------|-------------|
| ▲ 475.7%                                   | ▲ 475.7%                 |             |
| from Jun 2025: \$2,150,000                 | from Jul 2024: \$325,000 |             |
| YTD 2025 \$792,500 2024 \$439,500 +/ 80.3% |                          |             |
| 5-year Jul average: \$754,000              |                          |             |



| Active Listings    |            | 33     |
|--------------------|------------|--------|
| Min 7              | ▲ 17       | Max 33 |
| 5-year Jul average |            |        |
| Jun 2025 32        | Jul 2024 7 |        |

| Avg DOM            |             | 43     |
|--------------------|-------------|--------|
| Min 43             | ▲ 64        | Max 99 |
| 5-year Jul average |             |        |
| Jun 2025 13        | Jul 2024 79 | YTD 34 |

| Avg Sold to OLP Ratio |                | 90.9%     |
|-----------------------|----------------|-----------|
| Min 90.9%             | ▲ 95.1%        | Max 98.2% |
| 5-year Jul average    |                |           |
| Jun 2025 95.5%        | Jul 2024 94.0% | YTD 95.2% |

**January thru August 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$53,202,000 | \$37,211,050 | 42.97%   |
| Avg Sold Price             | \$1,041,910  | \$952,918    | 9.34%    |
| Median Sold Price          | \$751,000    | \$449,500    | 67.07%   |
| Units Sold                 | 50           | 38           | 31.58%   |
| Avg Days on Market         | 36           | 44           | -18.18%  |
| Avg List Price for Solds   | \$1,085,755  | \$979,238    | 10.88%   |
| Avg SP to OLP Ratio        | 94.1%        | 96.8%        | -2.84%   |
| Ratio of Avg SP to Avg OLP | 93.4%        | 96.7%        | -3.43%   |
| Attached Avg Sold Price    | \$663,553    | \$650,100    | 2.07%    |
| Detached Avg Sold Price    | \$2,517,500  | \$3,526,875  | -28.62%  |
| Attached Units Sold        | 40           | 34           | 17.65%   |
| Detached Units Sold        | 10           | 4            | 150.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 33 |
| Conventional | 14 |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 11 |
| 11 to 20   | 9  |
| 21 to 30   | 6  |
| 31 to 60   | 5  |
| 61 to 90   | 2  |
| 91 to 120  | 4  |
| 121 to 180 | 4  |
| 181 to 360 | 5  |
| 361 to 720 | 0  |
| 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**

|                            | 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           | 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           | 3          | 0               | 0           | 1        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 9        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 7        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 1          | 0               | 0           | 4        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 8          | 0               | 0           | 1        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 2        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 5            | 3           | 3          | 0               | 0           | 1        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 0           | 0          | 1               | 1           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 9            | 3           | 37         | 1               | 1           | 27       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,625,000  | \$1,736,666 | \$574,127  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,072,500  | \$2,074,833 | \$512,222  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -35.54%      | -16.30%     | 12.09%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 3            | 3           | 31         |                 |             |          |

## August 2025

Observatory Circle, Washington, DC

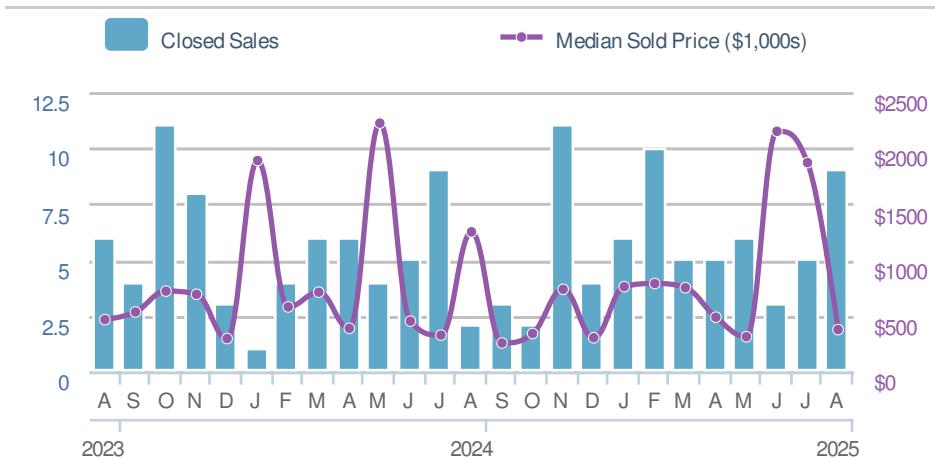
202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

|                                  |                                 |
|----------------------------------|---------------------------------|
| New Listings                     | 4                               |
| ⬇️ -55.6%<br>from Jul 2025:<br>9 | ⬆️ 33.3%<br>from Aug 2024:<br>3 |
| YTD 2025 89                      | 2024 43 +/- 107.0%              |
| 5-year Aug average: 5            |                                 |

|                                  |                                  |
|----------------------------------|----------------------------------|
| New Pensions                     | 4                                |
| ⬇️ -50.0%<br>from Jul 2025:<br>8 | ⬆️ 100.0%<br>from Aug 2024:<br>2 |
| YTD 2025 46                      | 2024 40 +/- 15.0%                |
| 5-year Aug average: 3            |                                  |

|                                 |                                  |
|---------------------------------|----------------------------------|
| Closed Sales                    | 9                                |
| ⬆️ 80.0%<br>from Jul 2025:<br>5 | ⬆️ 350.0%<br>from Aug 2024:<br>2 |
| YTD 2025 50                     | 2024 38 +/- 31.6%                |
| 5-year Aug average: 5           |                                  |

|  |  |
|--|--|
| Median Sold Price                          | \$375,000                                  |
| ⬇️ -80.0%<br>from Jul 2025:<br>\$1,871,000 | ⬇️ -70.0%<br>from Aug 2024:<br>\$1,250,000 |
| YTD 2025 \$751,000                         | 2024 \$449,500 +/- 67.1%                   |
| 5-year Aug average: \$712,000              |  |



|                    |            |
|--------------------|------------|
| Active Listings    | 29         |
| Min 6              | 15         |
| Max 29             | 29         |
| 5-year Aug average |            |
| Jul 2025 33        | Aug 2024 9 |

|                    |             |
|--------------------|-------------|
| Avg DOM            | 46          |
| Min 13             | 42          |
| Max 63             | 46          |
| 5-year Aug average |             |
| Jul 2025 43        | Aug 2024 13 |
| YTD 36             |             |

|                       |                |
|-----------------------|----------------|
| Avg Sold to OLP Ratio | 89.2%          |
| Min 89.2%             | 95.5%          |
| Max 98.2%             | Max 98.2%      |
| 5-year Aug average    |                |
| Jul 2025 90.9%        | Aug 2024 97.3% |
| YTD 94.1%             |                |

**January thru September 2025 YTD**  
Observatory Circle, Washington, DC (Advertised)202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$58,197,000 | \$38,041,550 | 52.98%   |
| Avg Sold Price             | \$1,034,566  | \$903,326    | 14.53%   |
| Median Sold Price          | \$750,500    | \$430,000    | 74.53%   |
| Units Sold                 | 55           | 41           | 34.15%   |
| Avg Days on Market         | 38           | 43           | -11.63%  |
| Avg List Price for Solds   | \$1,077,722  | \$927,842    | 16.15%   |
| Avg SP to OLP Ratio        | 94.1%        | 96.9%        | -2.85%   |
| Ratio of Avg SP to Avg OLP | 93.5%        | 96.7%        | -3.36%   |
| Attached Avg Sold Price    | \$697,536    | \$619,700    | 12.56%   |
| Detached Avg Sold Price    | \$2,517,500  | \$3,526,875  | -28.62%  |
| Attached Units Sold        | 45           | 37           | 21.62%   |
| Detached Units Sold        | 10           | 4            | 150.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 36 |
| Conventional | 16 |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 11 |
| 11 to 20   | 10 |
| 21 to 30   | 6  |
| 31 to 60   | 8  |
| 61 to 90   | 2  |
| 91 to 120  | 4  |
| 121 to 180 | 5  |
| 181 to 360 | 5  |
| 361 to 720 | 0  |
| 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**

|                            | 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           | 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           | 3          | 0               | 0           | 3        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 8          | 0               | 0           | 8        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 6        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 5        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 9          | 0               | 0           | 4        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 2        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 5            | 4           | 4          | 0               | 0           | 1        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 0           | 0          | 1               | 3           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 9            | 4           | 41         | 1               | 3           | 31       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,625,000  | \$1,833,750 | \$583,915  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,072,500  | \$2,074,833 | \$491,305  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -35.54%      | -11.62%     | 18.85%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 3            | 3           | 34         |                 |             |          |

## September 2025

Observatory Circle, Washington, DC

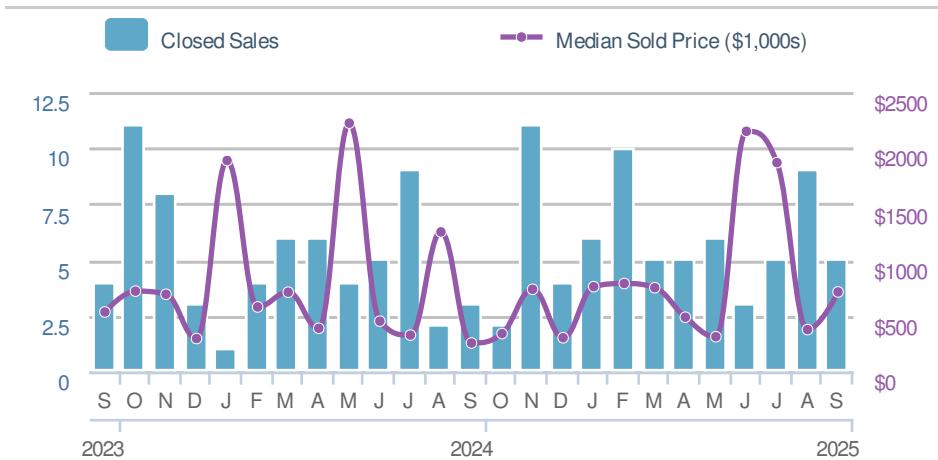
202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

| New Listings           |                  | 11    |
|------------------------|------------------|-------|
| ▲ 175.0%               | ▲ 37.5%          |       |
| from Aug 2025: 4       | from Sep 2024: 8 |       |
| YTD 2025 2024 +/-      |                  |       |
| 102                    | 56               | 82.1% |
| 5-year Sep average: 13 |                  |       |

| New Pending           |                  | 1    |
|-----------------------|------------------|------|
| ▼ -75.0%              | ▼ -75.0%         |      |
| from Aug 2025: 4      | from Sep 2024: 4 |      |
| YTD 2025 2024 +/-     |                  |      |
| 47                    | 44               | 6.8% |
| 5-year Sep average: 6 |                  |      |

| Closed Sales          |                  | 5     |
|-----------------------|------------------|-------|
| ▼ -44.4%              | ▲ 66.7%          |       |
| from Aug 2025: 9      | from Sep 2024: 3 |       |
| YTD 2025 2024 +/-     |                  |       |
| 55                    | 41               | 34.1% |
| 5-year Sep average: 4 |                  |       |

| Median Sold Price             |                          | \$713,000 |
|-------------------------------|--------------------------|-----------|
| ▲ 90.1%                       | ▲ 179.6%                 |           |
| from Aug 2025: \$375,000      | from Sep 2024: \$255,000 |           |
| YTD 2025 2024 +/-             |                          |           |
| 750,500                       | 430,000                  | 74.5%     |
| 5-year Sep average: \$510,600 |                          |           |



| Active Listings    |             | 35     |
|--------------------|-------------|--------|
| Min 13             | 21          | Max 35 |
| 5-year Sep average |             |        |
| Aug 2025 29        | Sep 2024 17 |        |

| Avg DOM            |             | 65     |
|--------------------|-------------|--------|
| Min 14             | 38          | Max 65 |
| 5-year Sep average |             |        |
| Aug 2025 46        | Sep 2024 29 | YTD 38 |

| Avg Sold to OLP Ratio |                | 94.7%     |
|-----------------------|----------------|-----------|
| Min 94.7%             | 97.6%          | Max 99.3% |
| 5-year Sep average    |                |           |
| Aug 2025 89.2%        | Sep 2024 97.7% | YTD 94.1% |

**January thru October 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$58,416,900 | \$38,745,550 | 50.77%   |
| Avg Sold Price             | \$1,019,665  | \$877,169    | 16.24%   |
| Median Sold Price          | \$750,000    | \$430,000    | 74.42%   |
| Units Sold                 | 56           | 43           | 30.23%   |
| Avg Days on Market         | 39           | 42           | -7.14%   |
| Avg List Price for Solds   | \$1,062,125  | \$901,059    | 17.88%   |
| Avg SP to OLP Ratio        | 94.1%        | 96.9%        | -2.88%   |
| Ratio of Avg SP to Avg OLP | 93.5%        | 96.7%        | -3.36%   |
| Attached Avg Sold Price    | \$686,813    | \$605,405    | 13.45%   |
| Detached Avg Sold Price    | \$2,517,500  | \$3,526,875  | -28.62%  |
| Attached Units Sold        | 46           | 39           | 17.95%   |
| Detached Units Sold        | 10           | 4            | 150.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 36 |
| Conventional | 17 |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 11 |
| 11 to 20   | 10 |
| 21 to 30   | 6  |
| 31 to 60   | 8  |
| 61 to 90   | 3  |
| 91 to 120  | 4  |
| 121 to 180 | 5  |
| 181 to 360 | 5  |
| 361 to 720 | 0  |
| 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           | 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           | 3          | 0               | 0           | 2        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 9          | 0               | 0           | 9        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 7        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 3        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 3        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 9          | 0               | 0           | 6        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 2        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 5            | 4           | 4          | 0               | 0           | 0        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 0           | 0          | 2               | 3           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 9            | 4           | 42         | 2               | 3           | 32       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,625,000  | \$1,833,750 | \$574,917  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$4,072,500  | \$2,074,833 | \$482,952  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -35.54%      | -11.62%     | 19.04%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 3            | 3           | 36         |                 |             |          |

## October 2025

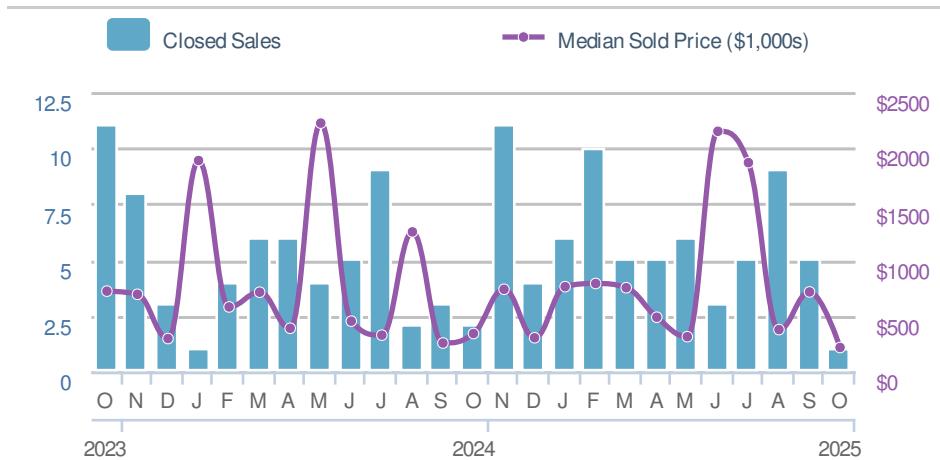
Observatory Circle, Washington, DC

|                           |                            |       |
|---------------------------|----------------------------|-------|
| New Listings              | 16                         |       |
| ▲ 45.5%<br>from Sep 2025: | ▲ 100.0%<br>from Oct 2024: |       |
| 11                        | 8                          |       |
| YTD 2025 2024 +/-         |                            |       |
| 119                       | 67                         | 77.6% |
| 5-year Oct average: 10    |                            |       |

|                            |                            |      |
|----------------------------|----------------------------|------|
| New Pensions               | 9                          |      |
| ▲ 800.0%<br>from Sep 2025: | ▼ -25.0%<br>from Oct 2024: |      |
| 1                          | 12                         |      |
| YTD 2025 2024 +/-          |                            |      |
| 56                         | 56                         | 0.0% |
| 5-year Oct average: 8      |                            |      |

|                            |                            |       |
|----------------------------|----------------------------|-------|
| Closed Sales               | 1                          |       |
| ▼ -80.0%<br>from Sep 2025: | ▼ -50.0%<br>from Oct 2024: |       |
| 5                          | 2                          |       |
| YTD 2025 2024 +/-          |                            |       |
| 56                         | 43                         | 30.2% |
| 5-year Oct average: 5      |                            |       |

|                               |                            |       |
|-------------------------------|----------------------------|-------|
| Median Sold Price             | \$215,000                  |       |
| ▼ -69.8%<br>from Sep 2025:    | ▼ -36.9%<br>from Oct 2024: |       |
| \$713,000                     |                            |       |
| YTD 2025 2024 +/-             |                            |       |
| \$750,000                     | \$430,000                  | 74.4% |
| 5-year Oct average: \$550,381 |                            |       |



|                    |             |
|--------------------|-------------|
| Active Listings    | 37          |
| Min 13             | 21          |
| 5-year Oct average |             |
| 37                 | 37          |
| Sep 2025 35        | Oct 2024 14 |

|                    |             |
|--------------------|-------------|
| Avg DOM            | 63          |
| Min 12             | 35          |
| 5-year Oct average |             |
| 63                 | 63          |
| Sep 2025 65        | Oct 2024 12 |
| YTD 39             |             |

|                       |                |
|-----------------------|----------------|
| Avg Sold to OLP Ratio | 93.5%          |
| Min 93.5%             | 96.3%          |
| 5-year Oct average    |                |
| 99.0%                 | 99.0%          |
| Sep 2025 94.7%        | Oct 2024 97.4% |
| YTD 94.1%             |                |

**January thru November 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$64,636,900 | \$48,781,450 | 32.50%   |
| Avg Sold Price             | \$1,036,318  | \$886,218    | 16.94%   |
| Median Sold Price          | \$750,500    | \$444,500    | 68.84%   |
| Units Sold                 | 61           | 54           | 12.96%   |
| Avg Days on Market         | 37           | 36           | 2.78%    |
| Avg List Price for Solds   | \$1,077,281  | \$903,360    | 19.25%   |
| Avg SP to OLP Ratio        | 94.5%        | 97.5%        | -3.11%   |
| Ratio of Avg SP to Avg OLP | 93.9%        | 97.6%        | -3.81%   |
| Attached Avg Sold Price    | \$720,797    | \$650,353    | 10.83%   |
| Detached Avg Sold Price    | \$2,441,818  | \$3,197,700  | -23.64%  |
| Attached Units Sold        | 50           | 49           | 2.04%    |
| Detached Units Sold        | 11           | 5            | 120.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 39 |
| Conventional | 19 |
| FHA          | 2  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 15 |
| 11 to 20   | 10 |
| 21 to 30   | 6  |
| 31 to 60   | 8  |
| 61 to 90   | 3  |
| 91 to 120  | 4  |
| 121 to 180 | 6  |
| 181 to 360 | 5  |
| 361 to 720 | 0  |
| 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           | 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           | 3          | 0               | 0           | 1        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 10         | 0               | 0           | 8        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 6          | 0               | 0           | 5        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 10         | 0               | 0           | 5        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 1        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 6            | 4           | 5          | 1               | 0           | 0        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 1           | 0          | 1               | 2           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 10           | 5           | 45         | 2               | 2           | 24       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,531,000  | \$1,967,000 | \$579,184  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$3,524,625  | \$2,047,900 | \$491,540  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -28.19%      | -3.95%      | 17.83%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 4            | 5           | 44         |                 |             |          |

## November 2025

Observatory Circle, Washington, DC

|                       |                          |
|-----------------------|--------------------------|
| <b>New Listings</b>   | <b>4</b>                 |
| ↓ -75.0%              | ↓ -20.0%                 |
| from Oct 2025: 16     | from Nov 2024: 5         |
| YTD 2025 <b>124</b>   | 2024 <b>72</b> +/- 72.2% |
| 5-year Nov average: 6 |                          |

|                       |                          |
|-----------------------|--------------------------|
| <b>New Pending</b>    | <b>3</b>                 |
| ↓ -66.7%              | ↓ -50.0%                 |
| from Oct 2025: 9      | from Nov 2024: 6         |
| YTD 2025 <b>59</b>    | 2024 <b>62</b> +/- -4.8% |
| 5-year Nov average: 5 |                          |

|                       |                          |
|-----------------------|--------------------------|
| <b>Closed Sales</b>   | <b>5</b>                 |
| ↑ 400.0%              | ↓ -54.5%                 |
| from Oct 2025: 1      | from Nov 2024: 11        |
| YTD 2025 <b>61</b>    | 2024 <b>54</b> +/- 13.0% |
| 5-year Nov average: 6 |                          |

|                                 |                                 |
|---------------------------------|---------------------------------|
| <b>Median Sold Price</b>        | <b>\$1,075,000</b>              |
| ↑ 400.0%                        | ↑ 46.0%                         |
| from Oct 2025: \$215,000        | from Nov 2024: \$736,500        |
| YTD 2025 <b>\$750,500</b>       | 2024 <b>\$444,500</b> +/- 68.8% |
| 5-year Nov average: \$1,642,800 |                                 |



|                        |                    |
|------------------------|--------------------|
| <b>Active Listings</b> | <b>28</b>          |
| Min 13                 | 19                 |
| Max 28                 | 28                 |
| 5-year Nov average     |                    |
| Oct 2025 <b>37</b>     | Nov 2024 <b>13</b> |

|                    |                    |
|--------------------|--------------------|
| <b>Avg DOM</b>     | <b>11</b>          |
| Min 11             | 21                 |
| Max 30             | 30                 |
| 5-year Nov average |                    |
| Oct 2025 <b>63</b> | Nov 2024 <b>13</b> |
| YTD <b>37</b>      |                    |

|                              |                       |
|------------------------------|-----------------------|
| <b>Avg Sold to OLP Ratio</b> | <b>98.6%</b>          |
| Min 91.0%                    | 96.6%                 |
| Max 99.9%                    | 98.6%                 |
| 5-year Nov average           |                       |
| Oct 2025 <b>93.5%</b>        | Nov 2024 <b>99.9%</b> |
| YTD <b>94.5%</b>             |                       |

**January thru December 2025 YTD**

Observatory Circle, Washington, DC (Advertised)

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

|                            | 2025         | 2024         | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$69,194,300 | \$50,326,449 | 37.49%   |
| Avg Sold Price             | \$983,632    | \$851,910    | 15.46%   |
| Median Sold Price          | \$740,000    | \$435,000    | 70.11%   |
| Units Sold                 | 69           | 58           | 18.97%   |
| Avg Days on Market         | 38           | 42           | -9.52%   |
| Avg List Price for Solds   | \$1,017,563  | \$867,697    | 17.27%   |
| Avg SP to OLP Ratio        | 95.0%        | 97.8%        | -2.78%   |
| Ratio of Avg SP to Avg OLP | 94.4%        | 97.7%        | -3.40%   |
| Attached Avg Sold Price    | \$680,912    | \$630,609    | 7.98%    |
| Detached Avg Sold Price    | \$2,396,328  | \$3,197,700  | -25.06%  |
| Attached Units Sold        | 57           | 53           | 7.55%    |
| Detached Units Sold        | 12           | 5            | 140.00%  |

**Financing (Sold)**

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 43 |
| Conventional | 22 |
| FHA          | 3  |
| Other        | 1  |
| Owner        | 0  |
| VA           | 0  |

**Days on Market (Sold)**

|            |    |
|------------|----|
| 0          | 4  |
| 1 to 10    | 18 |
| 11 to 20   | 10 |
| 21 to 30   | 6  |
| 31 to 60   | 8  |
| 61 to 90   | 4  |
| 91 to 120  | 7  |
| 121 to 180 | 7  |
| 181 to 360 | 5  |
| 361 to 720 | 0  |
| 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           | 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           | 5          | 0               | 0           | 2        |
| \$200K to \$299,999        | 0            | 0           | 0           | 0           | 0            | 0           | 12         | 0               | 0           | 6        |
| \$300K to \$399,999        | 0            | 0           | 0           | 0           | 0            | 0           | 7          | 0               | 0           | 1        |
| \$400K to \$499,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 2        |
| \$500K to \$599,999        | 0            | 0           | 0           | 0           | 0            | 0           | 2          | 0               | 0           | 0        |
| \$600K to \$799,999        | 0            | 0           | 0           | 0           | 0            | 0           | 11         | 0               | 0           | 4        |
| \$800K to \$999,999        | 0            | 0           | 0           | 0           | 0            | 0           | 8          | 0               | 0           | 1        |
| \$1M to \$2,499,999        | 0            | 0           | 1           | 0           | 7            | 4           | 5          | 0               | 0           | 0        |
| \$2.5M to \$4,999,999      | 0            | 0           | 0           | 0           | 4            | 1           | 0          | 2               | 1           | 0        |
| \$5,000,000+               | 0            | 0           | 0           | 0           | 0            | 0           | 0          | 0               | 0           | 0        |
| Total                      | 0            | 0           | 1           | 0           | 11           | 5           | 52         | 2               | 1           | 16       |
| Avg Sold Price             | \$0          | \$0         | \$1,550,000 | \$0         | \$2,473,267  | \$1,967,000 | \$554,825  |                 |             |          |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$1,890,000 | \$0         | \$3,524,625  | \$2,047,900 | \$482,974  |                 |             |          |
| Avg Sold % Change          | 0.00%        | 0.00%       | -17.99%     | 0.00%       | -29.83%      | -3.95%      | 14.88%     |                 |             |          |
| Prev Year - # of Solds     | 0            | 0           | 1           | 0           | 4            | 5           | 48         |                 |             |          |

## December 2025

Observatory Circle, Washington, DC

|                       |                   |
|-----------------------|-------------------|
| New Listings          | 3                 |
| ⬇️ -25.0%             | ⬇️ -40.0%         |
| from Nov 2025: 4      | from Dec 2024: 5  |
| YTD 2025 124          | 2024 79 +/- 57.0% |
| 5-year Dec average: 4 |                   |

|                       |                   |
|-----------------------|-------------------|
| New Pensions          | 2                 |
| ⬇️ -33.3%             | ⬇️ -60.0%         |
| from Nov 2025: 3      | from Dec 2024: 5  |
| YTD 2025 62           | 2024 66 +/- -6.1% |
| 5-year Dec average: 4 |                   |

|                       |                   |
|-----------------------|-------------------|
| Closed Sales          | 8                 |
| ⬆️ 60.0%              | ⬆️ 100.0%         |
| from Nov 2025: 5      | from Dec 2024: 4  |
| YTD 2025 69           | 2024 58 +/- 19.0% |
| 5-year Dec average: 5 |                   |

|   |                          |
|---|--------------------------|
| Median Sold Price                           | \$342,000                |
| ⬇️ -68.2%                                   | ⬆️ 13.1%                 |
| from Nov 2025: \$1,075,000                  | from Dec 2024: \$302,500 |
| YTD 2025 \$740,000 2024 \$435,000 +/- 70.1% |                          |
| 5-year Dec average: \$375,700               |                          |



|                    |             |
|--------------------|-------------|
| Active Listings    | 19          |
| Min 11             | 14          |
| Max 19             | 19          |
| 5-year Dec average |             |
| Nov 2025 28        | Dec 2024 11 |

|                    |              |
|--------------------|--------------|
| Avg DOM            | 51           |
| Min 13             | 53           |
| Max 126            | 51           |
| 5-year Dec average |              |
| Nov 2025 11        | Dec 2024 126 |
| YTD 38             |              |

|                       |                 |
|-----------------------|-----------------|
| Avg Sold to OLP Ratio | 99.1%           |
| Min 97.3%             | 99.1%           |
| Max 101.0%            | 99.0%           |
| 5-year Dec average    |                 |
| Nov 2025 98.6%        | Dec 2024 101.0% |
| YTD 95.0%             |                 |