

# SINGLE FAMILY HOUSING

## Georgetown

### Closed sales, averages Jan 2022

### Closed sales, averages Jan 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	11	\$3,004,818	\$2,719,455	73	8	\$2,158,125	44	26%
< \$1 MILLION	-	-	-	-	1	\$915,000	76	-
\$1 – 2 MILLION	4	\$1,317,000	\$1,328,500	51	5	\$1,693,000	55	-22%
> \$2 MILLION	7	\$3,969,286	\$3,514,286	85	2	\$3,942,500	1	-11%

*I am proud to say that 60 percent of my business comes from previous clients and client referrals. Give me a call today to discuss how I can help you best position yourself for a successful purchase or sale. Talk to me about the Eastern Shore and the Virginia countryside if you are considering a second home.*

**Lenore G. Rubino**

202.262.1261 - lenore.rubino@wfp.com  
lenorerubino.com

*'Virtually' ready and always client first*

Washington Fine Properties, LLC – 3201 New Mexico Ave NW #220, Washington, DC 20016 - 202.944.5000

\*Cumulative Days on Market.

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# SINGLE FAMILY HOUSING

## Georgetown

Closed sales, averages from Jan – Feb, 2022

Closed sales, averages from Jan – Feb, 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	15	\$2,803,200	\$2,658,933	65	24	\$2,550,412	80	4%
< \$1 MILLION	-	-	-	-	2	\$920,750	41	-
\$1 – 2 MILLION	6	\$1,419,667	\$1,522,333	36	12	\$1,632,032	62	-7%
> \$2 MILLION	9	\$3,725,556	\$3,416,667	85	10	\$3,978,400	110	-14%

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# SINGLE FAMILY HOUSING

## Georgetown

Closed sales, averages from Jan. – Mar., 2022

Closed sales, averages from Jan. – Mar., 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	37	\$ 2,974,703	\$ 2,774,135	85	47	\$ 2,217,031	93	25%
< \$1 MILLION	-	-	-	-	5	\$ 927,700	35	-
\$1 – 2 MILLION	15	\$ 1,440,933	\$ 1,506,667	29	26	\$ 1,622,998	78	- 7%
> \$2 MILLION	22	\$ 4,020,455	\$ 3,638,318	123	16	\$ 3,585,250	136	1%

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# SINGLE FAMILY HOUSING

## Georgetown

Closed sales, averages from Jan. – Apr., 2022

Closed sales, averages from Jan. – Apr., 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	49	\$ 2,814,163	\$ 2,660,878	68	68	\$ 2,186,114	84	22%
< \$1 MILLION	-	-	-	-	5	\$ 927,700	35	-
\$1 – 2 MILLION	21	\$ 1,503,048	\$ 1,540,238	26	39	\$ 1,596,751	70	- 3%
> \$2 MILLION	28	\$ 3,797,500	\$ 3,501,357	100	24	\$ 3,406,000	118	3%

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**January thru May 2022 YTD**  
Georgetown, Washington, DC (Advertised)202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$253,070,589	\$227,006,816	11.48%
Avg Sold Price	\$2,062,395	\$1,770,491	16.49%
Median Sold Price	\$1,637,500	\$1,580,000	3.64%
Units Sold	118	128	-7.81%
Avg Days on Market	43	51	-15.69%
Avg List Price for Solds	\$2,144,666	\$1,777,826	20.63%
Avg SP to OLP Ratio	97.6%	98.5%	-0.86%
Ratio of Avg SP to Avg OLP	92.9%	97.0%	-4.25%
Attached Avg Sold Price	\$1,912,550	\$1,603,372	19.28%
Detached Avg Sold Price	\$4,859,500	\$4,150,000	17.10%
Attached Units Sold	112	118	-5.08%
Detached Units Sold	6	9	-33.33%

**Financing (Sold)**

Assumption	0
Cash	44
Conventional	67
FHA	2
Other	2
Owner	0
VA	2

**Days on Market (Sold)**

0	16
1 to 10	39
11 to 20	9
21 to 30	7
31 to 60	11
61 to 90	14
91 to 120	8
121 to 180	9
181 to 360	2
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	1	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	5	0	0	0
\$300K to \$399,999	0	0	0	0	0	0	8	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	4	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	4	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	13	0	0	3
\$800K to \$999,999	0	0	0	0	0	0	5	0	1	4
\$1M to \$2,499,999	1	6	1	19	0	12	6	1	6	5
\$2.5M to \$4,999,999	0	0	0	6	2	13	4	3	9	2
\$5,000,000+	0	1	0	0	2	3	2	2	3	2
<b>Total</b>	<b>1</b>	<b>7</b>	<b>1</b>	<b>25</b>	<b>4</b>	<b>28</b>	<b>52</b>	<b>7</b>	<b>19</b>	<b>18</b>
Avg Sold Price	\$1,099,000	\$2,055,842	\$1,550,000	\$2,131,900	\$6,627,000	\$3,086,035	\$1,155,928			
Prev Year - Avg Sold Price	\$0	\$1,162,458	\$0	\$1,875,714	\$4,150,000	\$2,567,370	\$944,649			
Avg Sold % Change	0.00%	76.85%	0.00%	13.66%	59.69%	20.20%	22.37%			
Prev Year - # of Solds	0	21	0	35	9	25	37			

**Active Detail**

**May 2022**

Georgetown, Washington, DC

202.262.1261

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**New Listings****39** **39.3%**from Apr 2022:  
28 **5.4%**from May 2021:  
37

YTD	2022	2021	+/-
	<b>164</b>	<b>161</b>	1.9%

5-year May average: **35****New Pendings****23** **4.5%**from Apr 2022:  
22 **-20.7%**from May 2021:  
29

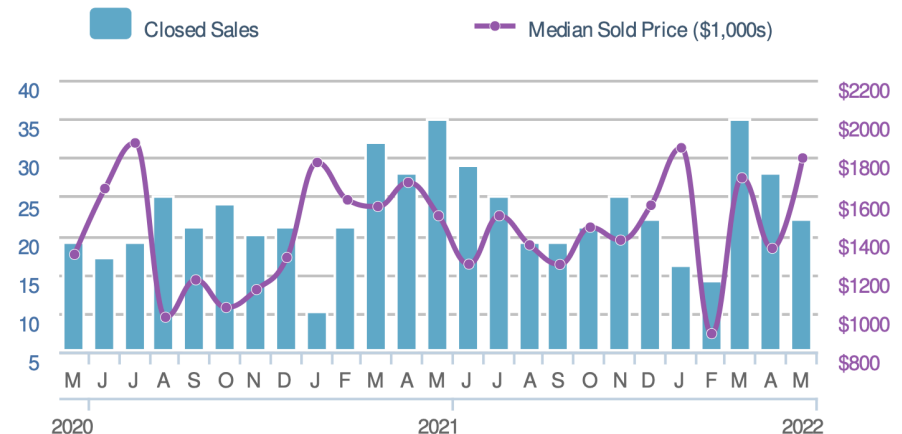
YTD	2022	2021	+/-
	<b>131</b>	<b>157</b>	-16.6%

5-year May average: **24****Closed Sales****22** **-21.4%**from Apr 2022:  
28 **-37.1%**from May 2021:  
35

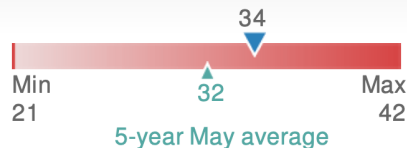
YTD	2022	2021	+/-
	<b>118</b>	<b>128</b>	-7.8%

5-year May average: **24****Median Sold Price****\$1,797,500** **34.9%**from Apr 2022:  
**\$1,332,500** **19.8%**from May 2021:  
**\$1,500,000**

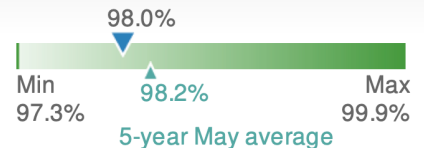
YTD	2022	2021	+/-
	<b>\$1,637,500</b>	<b>\$1,580,000</b>	3.6%

5-year May average: **\$1,478,600****Active Listings****44**

Apr 2022	May 2021
<b>43</b>	<b>42</b>

**Avg DOM****34**

Apr 2022	May 2021	YTD
<b>25</b>	<b>26</b>	<b>43</b>

**Avg Sold to OLP Ratio****98.0%**

Apr 2022	May 2021	YTD
<b>98.3%</b>	<b>99.9%</b>	<b>97.6%</b>

**January thru June 2022 YTD**  
Georgetown, Washington, DC (Advertised)

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$313,939,004	\$277,909,616	12.96%
Avg Sold Price	\$2,077,916	\$1,752,224	18.59%
Median Sold Price	\$1,550,000	\$1,570,000	-1.27%
Units Sold	146	158	-7.59%
Avg Days on Market	39	50	-22.00%
Avg List Price for Solds	\$2,150,267	\$1,762,434	22.01%
Avg SP to OLP Ratio	97.8%	98.3%	-0.49%
Ratio of Avg SP to Avg OLP	92.6%	97.2%	-4.72%
Attached Avg Sold Price	\$1,853,079	\$1,591,940	16.40%
Detached Avg Sold Price	\$5,135,700	\$4,170,454	23.14%
Attached Units Sold	136	145	-6.21%
Detached Units Sold	10	11	-9.09%

**Financing (Sold)**

Assumption	0
Cash	54
Conventional	84
FHA	2
Other	3
Owner	0
VA	2

**Days on Market (Sold)**

0	17
1 to 10	55
11 to 20	9
21 to 30	11
31 to 60	14
61 to 90	15
91 to 120	8
121 to 180	11
181 to 360	3
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	1	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	5	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	10	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	4	0	0	2
\$500K to \$599,999	0	0	0	0	0	0	5	0	0	3
\$600K to \$799,999	0	0	0	0	0	0	16	0	0	7
\$800K to \$999,999	0	3	0	0	0	0	7	0	1	3
\$1M to \$2,499,999	1	8	1	21	0	14	8	1	14	5
\$2.5M to \$4,999,999	0	0	0	6	4	18	4	3	6	2
\$5,000,000+	0	1	0	0	4	3	2	2	3	1
<b>Total</b>	<b>1</b>	<b>12</b>	<b>1</b>	<b>27</b>	<b>8</b>	<b>35</b>	<b>62</b>	<b>7</b>	<b>24</b>	<b>27</b>
Avg Sold Price	\$1,099,000	\$1,658,075	\$1,550,000	\$2,101,759	\$6,088,500	\$3,081,288	\$1,089,182			
Prev Year - Avg Sold Price	\$0	\$1,146,690	\$0	\$1,861,585	\$4,170,454	\$2,549,977	\$895,375			
Avg Sold % Change	0.00%	44.60%	0.00%	12.90%	45.99%	20.84%	21.65%			
Prev Year - # of Solds	0	27	0	41	11	33	44			

**Active Detail**

**June 2022**

Georgetown, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 41**

**5.1%**  
 from May 2022: **39**  
**10.8%**  
 from Jun 2021: **37**

YTD	2022	2021	+/-
	<b>206</b>	<b>198</b>	4.0%

5-year Jun average: **32****New Pendings 15**

**-34.8%**  
 from May 2022: **23**  
**-16.7%**  
 from Jun 2021: **18**

YTD	2022	2021	+/-
	<b>147</b>	<b>175</b>	-16.0%

5-year Jun average: **18****Closed Sales 26**

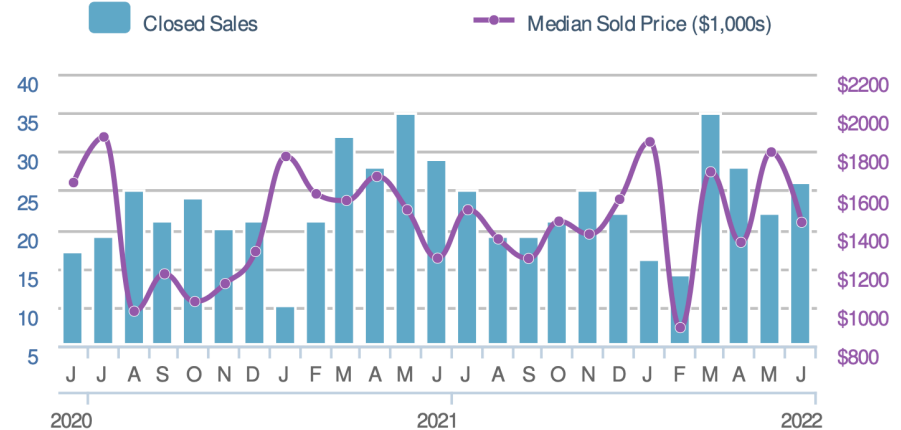
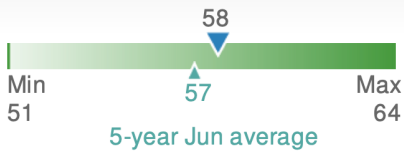
**18.2%**  
 from May 2022: **22**  
**-10.3%**  
 from Jun 2021: **29**

YTD	2022	2021	+/-
	<b>146</b>	<b>158</b>	-7.6%

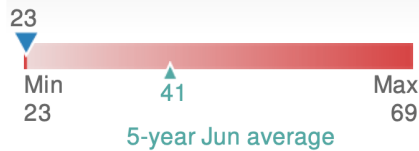
5-year Jun average: **23****Median Sold Price \$1,435,550**

**-20.1%**  
 from May 2022: **\$1,797,500**  
**14.8%**  
 from Jun 2021: **\$1,250,000**

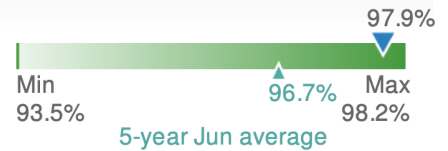
YTD	2022	2021	+/-
	<b>\$1,550,000</b>	<b>\$1,570,000</b>	-1.3%

5-year Jun average: **\$1,347,010****Active Listings 58**

May 2022	Jun 2021
<b>44</b>	<b>51</b>

**Avg DOM 23**

May 2022	Jun 2021	YTD
<b>34</b>	<b>49</b>	<b>39</b>

**Avg Sold to OLP Ratio 97.9%**

May 2022	Jun 2021	YTD
<b>98.0%</b>	<b>97.6%</b>	<b>97.8%</b>

**January thru July 2022 YTD**

Georgetown, Washington, DC (Advertised)

202.262.1261  
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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$347,753,004	\$330,704,915	5.16%
Avg Sold Price	\$2,071,057	\$1,791,321	15.62%
Median Sold Price	\$1,572,500	\$1,557,125	0.99%
Units Sold	162	183	-11.48%
Avg Days on Market	39	48	-18.75%
Avg List Price for Solds	\$2,146,623	\$1,810,163	18.59%
Avg SP to OLP Ratio	97.5%	98.2%	-0.65%
Ratio of Avg SP to Avg OLP	91.9%	96.9%	-5.14%
Attached Avg Sold Price	\$1,862,895	\$1,639,244	13.64%
Detached Avg Sold Price	\$4,673,083	\$3,850,928	21.35%
Attached Units Sold	150	167	-10.18%
Detached Units Sold	12	14	-14.29%

**Financing (Sold)**

Assumption	0
Cash	57
Conventional	95
FHA	2
Other	4
Owner	0
VA	2

**Days on Market (Sold)**

0	17
1 to 10	63
11 to 20	10
21 to 30	12
31 to 60	17
61 to 90	17
91 to 120	8
121 to 180	11
181 to 360	4
361 to 720	2
721+	1

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- LP = List Price (at time of sale)
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**Sold Detail**

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	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	1	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	5	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	10	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	4	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	5	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	17	0	0	7
\$800K to \$999,999	0	4	0	0	0	0	9	0	1	6
\$1M to \$2,499,999	1	10	2	24	0	16	9	0	16	8
\$2.5M to \$4,999,999	0	0	0	6	5	19	4	3	6	3
\$5,000,000+	0	1	0	0	4	4	2	2	3	1
<b>Total</b>	<b>1</b>	<b>15</b>	<b>2</b>	<b>30</b>	<b>9</b>	<b>39</b>	<b>66</b>	<b>6</b>	<b>26</b>	<b>30</b>
Avg Sold Price	\$1,099,000	\$1,545,360	\$1,845,000	\$2,053,550	\$5,698,666	\$3,152,951	\$1,086,095			
Prev Year - Avg Sold Price	\$0	\$1,160,711	\$1,750,000	\$1,884,767	\$4,012,538	\$2,770,445	\$841,852			
Avg Sold % Change	0.00%	33.14%	5.43%	8.96%	42.02%	13.81%	29.01%			
Prev Year - # of Solds	0	29	1	43	13	41	54			

**Active Detail**

**July 2022**

Georgetown, Washington, DC


202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 30**

 **-26.8%**      **30.4%**  
 from Jun 2022: 41     from Jul 2021: 23

YTD	2022	2021	+/-
	<b>236</b>	<b>221</b>	6.8%

5-year Jul average: 29

**New Pendings 15**

 **0.0%**      **-25.0%**  
 from Jun 2022: 15     from Jul 2021: 20

YTD	2022	2021	+/-
	<b>161</b>	<b>195</b>	-17.4%

5-year Jul average: 18


**Closed Sales 16**

 **-38.5%**      **-36.0%**  
 from Jun 2022: 26     from Jul 2021: 25

YTD	2022	2021	+/-
	<b>162</b>	<b>183</b>	-11.5%

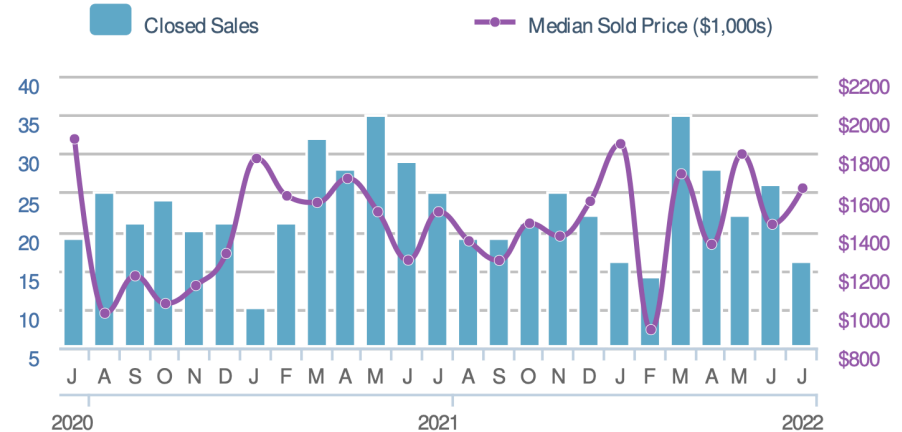
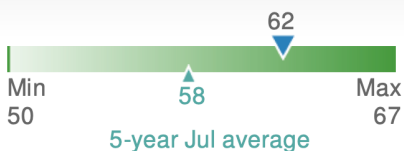
5-year Jul average: 20

**Median Sold Price \$1,622,000**

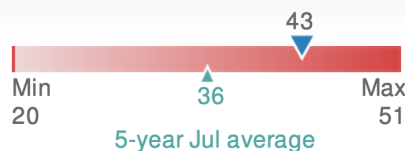
 **13.0%**      **8.1%**  
 from Jun 2022: \$1,435,550     from Jul 2021: \$1,500,000

YTD	2022	2021	+/-
	<b>\$1,572,500</b>	<b>\$1,557,125</b>	1.0%

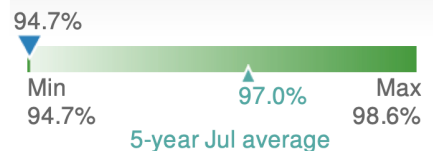
5-year Jul average: \$1,459,400

**Active Listings 62**

Jun 2022	Jul 2021
<b>58</b>	<b>51</b>

**Avg DOM 43**

Jun 2022	Jul 2021	YTD
<b>23</b>	<b>36</b>	<b>39</b>

**Avg Sold to OLP Ratio 94.7%**

Jun 2022	Jul 2021	YTD
<b>97.9%</b>	<b>97.2%</b>	<b>97.5%</b>

**January thru August 2022 YTD**  
Georgetown, Washington, DC (Advertised)202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$372,950,803	\$368,205,815	1.29%
Avg Sold Price	\$2,004,754	\$1,787,631	12.15%
Median Sold Price	\$1,487,500	\$1,540,000	-3.41%
Units Sold	180	204	-11.76%
Avg Days on Market	37	46	-19.57%
Avg List Price for Solds	\$2,071,948	\$1,807,651	14.62%
Avg SP to OLP Ratio	97.8%	98.3%	-0.51%
Ratio of Avg SP to Avg OLP	92.4%	97.0%	-4.70%
Attached Avg Sold Price	\$1,814,159	\$1,634,145	11.02%
Detached Avg Sold Price	\$4,673,083	\$3,659,705	27.69%
Attached Units Sold	168	185	-9.19%
Detached Units Sold	12	17	-29.41%

**Financing (Sold)**

Assumption	0
Cash	60
Conventional	109
FHA	2
Other	4
Owner	0
VA	2

**Days on Market (Sold)**

0	18
1 to 10	70
11 to 20	14
21 to 30	14
31 to 60	20
61 to 90	18
91 to 120	8
121 to 180	11
181 to 360	4
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	13	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	4	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	6	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	20	0	0	6
\$800K to \$999,999	0	7	0	0	0	0	9	0	1	6
\$1M to \$2,499,999	1	10	2	28	0	17	10	0	13	8
\$2.5M to \$4,999,999	0	0	0	6	5	20	4	1	5	3
\$5,000,000+	0	2	0	0	4	4	2	1	2	1
<b>Total</b>	<b>1</b>	<b>19</b>	<b>2</b>	<b>34</b>	<b>9</b>	<b>41</b>	<b>74</b>	<b>2</b>	<b>21</b>	<b>28</b>
Avg Sold Price	\$1,099,000	\$1,725,021	\$1,845,000	\$1,969,161	\$5,698,666	\$3,116,709	\$1,044,145			
Prev Year - Avg Sold Price	\$1,127,000	\$1,164,021	\$1,612,500	\$1,931,568	\$4,133,071	\$2,722,573	\$818,217			
Avg Sold % Change	-2.48%	48.20%	14.42%	1.95%	37.88%	14.48%	27.61%			
Prev Year - # of Solds	1	30	2	51	14	44	60			

**Active Detail**



**August 2022**

Georgetown, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 18**

**-40.0%**  
 from Jul 2022: **30**  
**0.0%**  
 from Aug 2021: **18**

YTD	2022	2021	+/-
	<b>254</b>	<b>242</b>	5.0%

5-year Aug average: 19

**New Pendings 13**

**-13.3%**  
 from Jul 2022: **15**  
**-18.8%**  
 from Aug 2021: **16**

YTD	2022	2021	+/-
	<b>175</b>	<b>212</b>	-17.5%

5-year Aug average: 15

**Closed Sales 17**

**6.3%**  
 from Jul 2022: **16**  
**-10.5%**  
 from Aug 2021: **19**

YTD	2022	2021	+/-
	<b>180</b>	<b>204</b>	-11.8%

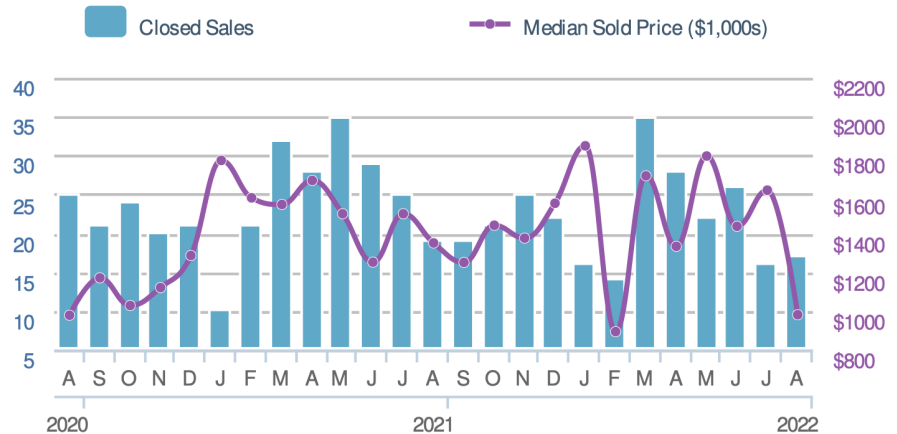
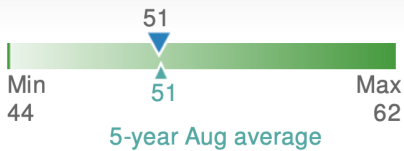
5-year Aug average: 18

**Median Sold Price \$980,000**

**-39.6%**  
 from Jul 2022: **\$1,622,000**  
**-27.4%**  
 from Aug 2021: **\$1,350,000**

YTD	2022	2021	+/-
	<b>\$1,487,500</b>	<b>\$1,540,000</b>	-3.4%

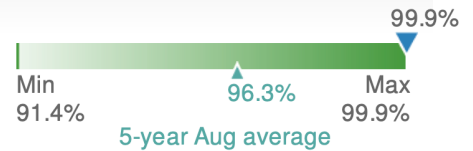
5-year Aug average: \$1,603,400

**Active Listings 51**

Jul 2022	Aug 2021
<b>62</b>	<b>48</b>

**Avg DOM 21**

Jul 2022	Aug 2021	YTD
<b>43</b>	<b>27</b>	<b>37</b>

**Avg Sold to OLP Ratio 99.9%**

Jul 2022	Aug 2021	YTD
<b>94.7%</b>	<b>99.0%</b>	<b>97.8%</b>



**January thru September 2022 YTD**  
Georgetown, Washington, DC (Advertised)

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$393,614,803	\$401,297,715	-1.91%
Avg Sold Price	\$1,974,375	\$1,790,579	10.26%
Median Sold Price	\$1,425,000	\$1,525,000	-6.56%
Units Sold	193	222	-13.06%
Avg Days on Market	37	46	-19.57%
Avg List Price for Solds	\$2,039,454	\$1,810,147	12.67%
Avg SP to OLP Ratio	97.7%	97.9%	-0.22%
Ratio of Avg SP to Avg OLP	92.7%	96.4%	-3.86%
Attached Avg Sold Price	\$1,765,237	\$1,667,688	5.85%
Detached Avg Sold Price	\$4,648,357	\$3,460,170	34.34%
Attached Units Sold	179	203	-11.82%
Detached Units Sold	14	17	-17.65%

**Financing (Sold)**

Assumption	0
Cash	62
Conventional	120
FHA	2
Other	4
Owner	0
VA	2

**Days on Market (Sold)**

0	18
1 to 10	77
11 to 20	14
21 to 30	14
31 to 60	23
61 to 90	20
91 to 120	8
121 to 180	12
181 to 360	4
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	3	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	5	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	15	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	4	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	8	0	0	2
\$600K to \$799,999	0	0	0	0	0	0	20	0	0	3
\$800K to \$999,999	0	7	0	0	0	0	10	0	3	5
\$1M to \$2,499,999	1	12	2	29	0	18	12	0	15	9
\$2.5M to \$4,999,999	0	0	0	6	7	20	4	1	10	3
\$5,000,000+	0	1	0	0	4	4	3	1	3	1
<b>Total</b>	<b>1</b>	<b>20</b>	<b>2</b>	<b>35</b>	<b>11</b>	<b>42</b>	<b>82</b>	<b>5</b>	<b>31</b>	<b>28</b>
Avg Sold Price	\$1,099,000	\$1,430,270	\$1,845,000	\$1,969,328	\$5,480,727	\$3,077,328	\$1,087,778			
Prev Year - Avg Sold Price	\$1,127,000	\$1,157,675	\$1,612,500	\$1,899,373	\$3,890,778	\$2,899,651	\$835,030			
Avg Sold % Change	-2.48%	23.55%	14.42%	3.68%	40.86%	6.13%	30.27%			
Prev Year - # of Solds	1	32	2	56	14	48	67			

**Active Detail**

**September 2022**

Georgetown, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com



**New Listings 48**

 **166.7%**     **29.7%**  
 from Aug 2022: 18    from Sep 2021: 37

YTD	2022	2021	+/-
	<b>301</b>	<b>278</b>	8.3%

5-year Sep average: 43


**New Pendings 19**

 **46.2%**     **35.7%**  
 from Aug 2022: 13    from Sep 2021: 14

YTD	2022	2021	+/-
	<b>194</b>	<b>225</b>	-13.8%

5-year Sep average: 21

**Closed Sales 13**

 **-23.5%**     **-31.6%**  
 from Aug 2022: 17    from Sep 2021: 19

YTD	2022	2021	+/-
	<b>193</b>	<b>222</b>	-13.1%

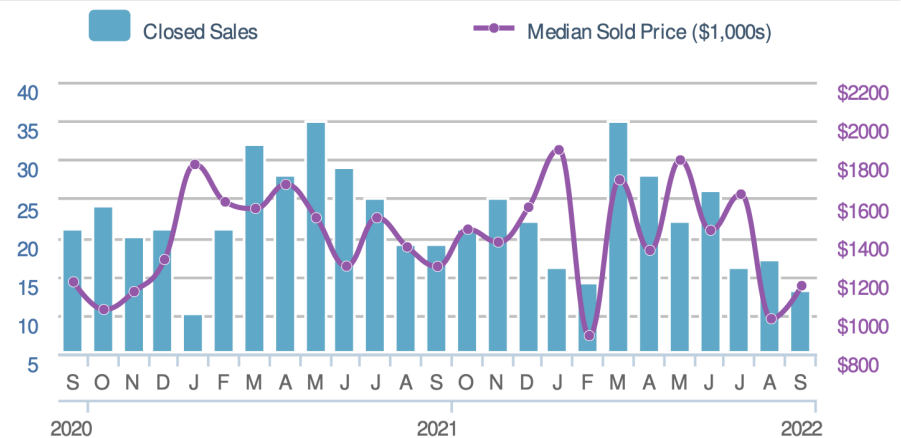
5-year Sep average: 15

**Median Sold Price \$1,150,000**

 **17.3%**     **-8.0%**  
 from Aug 2022: \$980,000    from Sep 2021: \$1,249,900

YTD	2022	2021	+/-
	<b>\$1,425,000</b>	<b>\$1,525,000</b>	-6.6%

5-year Sep average: \$1,116,980

**Active Listings 64**

64  
 Min 57    66    Max 76  
 5-year Sep average

Aug 2022	Sep 2021
<b>51</b>	<b>72</b>

**Avg DOM 34**

34  
 Min 29    44    Max 68  
 5-year Sep average

Aug 2022	Sep 2021	YTD
<b>21</b>	<b>47</b>	<b>37</b>

**Avg Sold to OLP Ratio 96.9%**

96.9%  
 Min 93.1%    94.9%    Max 96.9%  
 5-year Sep average

Aug 2022	Sep 2021	YTD
<b>99.9%</b>	<b>94.3%</b>	<b>97.7%</b>

**January thru October 2022 YTD**  
Georgetown, Washington, DC (Advertised)202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$429,034,603	\$443,887,758	-3.35%
Avg Sold Price	\$1,938,165	\$1,808,959	7.14%
Median Sold Price	\$1,412,500	\$1,500,000	-5.83%
Units Sold	214	243	-11.93%
Avg Days on Market	36	45	-20.00%
Avg List Price for Solds	\$2,004,834	\$1,828,982	9.61%
Avg SP to OLP Ratio	97.7%	97.9%	-0.26%
Ratio of Avg SP to Avg OLP	92.8%	96.5%	-3.86%
Attached Avg Sold Price	\$1,708,243	\$1,701,274	0.41%
Detached Avg Sold Price	\$4,988,466	\$3,335,994	49.53%
Attached Units Sold	199	223	-10.76%
Detached Units Sold	15	18	-16.67%

**Financing (Sold)**

Assumption	0
Cash	70
Conventional	131
FHA	2
Other	4
Owner	0
VA	3

**Days on Market (Sold)**

0	21
1 to 10	88
11 to 20	16
21 to 30	15
31 to 60	24
61 to 90	20
91 to 120	10
121 to 180	12
181 to 360	5
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	16	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	7	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	9	0	0	3
\$600K to \$799,999	0	0	0	0	0	0	22	0	0	4
\$800K to \$999,999	0	8	0	0	0	0	11	0	3	4
\$1M to \$2,499,999	1	14	2	31	0	22	13	0	14	9
\$2.5M to \$4,999,999	0	0	0	8	7	20	4	1	15	4
\$5,000,000+	0	1	0	0	5	4	3	1	3	3
<b>Total</b>	<b>1</b>	<b>23</b>	<b>2</b>	<b>39</b>	<b>12</b>	<b>46</b>	<b>91</b>	<b>2</b>	<b>35</b>	<b>32</b>
Avg Sold Price	\$1,099,000	\$1,378,669	\$1,845,000	\$1,984,576	\$5,836,500	\$2,962,669	\$1,039,007			
Prev Year - Avg Sold Price	\$1,176,000	\$1,181,569	\$1,612,500	\$1,881,528	\$3,890,778	\$2,946,165	\$966,047			
Avg Sold % Change	-6.55%	16.68%	14.42%	5.48%	50.01%	0.56%	7.55%			
Prev Year - # of Solds	2	38	2	62	14	50	73			

**Active Detail**

**October 2022**



Georgetown, Washington, DC

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 36**

 **-25.0%**      **16.1%**  
 from Sep 2022: 48     from Oct 2021: 31

YTD	2022	2021	+/-
	<b>337</b>	<b>310</b>	8.7%

5-year Oct average: **34****New Pendings 20**

 **5.3%**      **-35.5%**  
 from Sep 2022: 19     from Oct 2021: 31



YTD	2022	2021	+/-
	<b>217</b>	<b>259</b>	-16.2%

5-year Oct average: **22****Closed Sales 20**

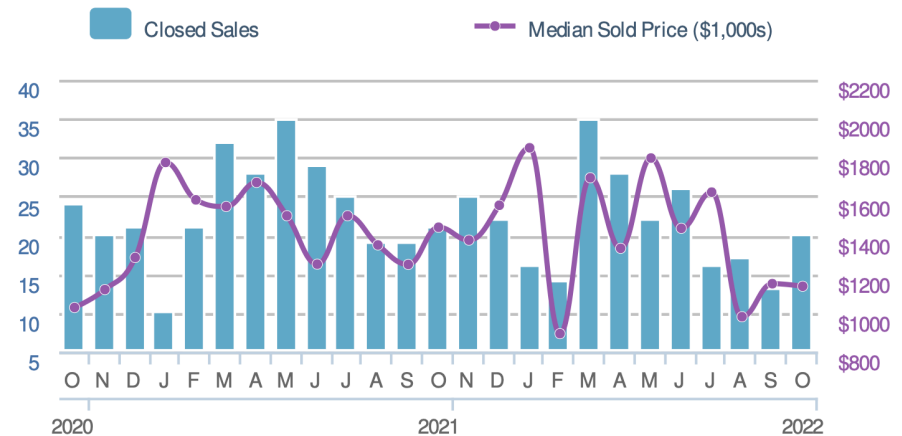
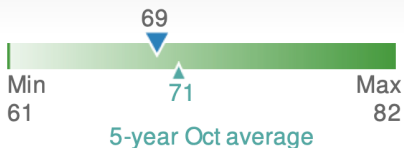
 **53.8%**      **-4.8%**  
 from Sep 2022: 13     from Oct 2021: 21

YTD	2022	2021	+/-
	<b>214</b>	<b>243</b>	-11.9%

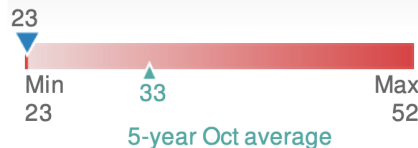
5-year Oct average: **19****Median Sold Price \$1,137,500**

 **-1.1%**      **-21.0%**  
 from Sep 2022: \$1,150,000     from Oct 2021: \$1,440,000

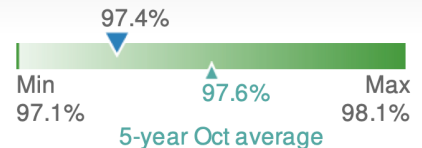
YTD	2022	2021	+/-
	<b>\$1,412,500</b>	<b>\$1,500,000</b>	-5.8%

5-year Oct average: **\$1,132,650****Active Listings 69**

Sep 2022	Oct 2021
<b>64</b>	<b>64</b>

**Avg DOM 23**

Sep 2022	Oct 2021	YTD
<b>34</b>	<b>35</b>	<b>36</b>

**Avg Sold to OLP Ratio 97.4%**

Sep 2022	Oct 2021	YTD
<b>96.9%</b>	<b>98.1%</b>	<b>97.7%</b>

**January thru November 2022 YTD**  
Georgetown, Washington, DC (Advertised)

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$461,629,503	\$483,281,258	-4.48%
Avg Sold Price	\$1,909,544	\$1,794,125	6.43%
Median Sold Price	\$1,375,000	\$1,500,000	-8.33%
Units Sold	233	268	-13.06%
Avg Days on Market	36	46	-21.74%
Avg List Price for Solds	\$1,981,242	\$1,819,146	8.91%
Avg SP to OLP Ratio	97.4%	97.8%	-0.34%
Ratio of Avg SP to Avg OLP	92.6%	96.7%	-4.29%
Attached Avg Sold Price	\$1,671,414	\$1,686,974	-0.92%
Detached Avg Sold Price	\$5,139,187	\$3,368,310	52.57%
Attached Units Sold	217	247	-12.15%
Detached Units Sold	16	19	-15.79%

**Financing (Sold)**

Assumption	0
Cash	80
Conventional	140
FHA	2
Other	4
Owner	0
VA	3

**Days on Market (Sold)**

0	23
1 to 10	95
11 to 20	17
21 to 30	16
31 to 60	26
61 to 90	21
91 to 120	12
121 to 180	12
181 to 360	8
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**


Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	6	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	17	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	8	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	11	0	0	2
\$600K to \$799,999	0	0	0	0	0	0	23	0	0	3
\$800K to \$999,999	0	8	0	0	0	0	11	0	1	3
\$1M to \$2,499,999	1	17	2	34	0	24	16	0	18	9
\$2.5M to \$4,999,999	0	0	0	9	7	20	4	1	14	5
\$5,000,000+	0	1	0	0	6	4	3	0	2	3
<b>Total</b>	<b>1</b>	<b>26</b>	<b>2</b>	<b>43</b>	<b>13</b>	<b>48</b>	<b>100</b>	<b>1</b>	<b>35</b>	<b>29</b>
Avg Sold Price	\$1,099,000	\$1,372,476	\$1,845,000	\$1,968,395	\$5,956,769	\$2,906,412	\$1,028,636			
Prev Year - Avg Sold Price	\$1,176,000	\$1,214,078	\$1,612,500	\$1,871,360	\$3,894,726	\$2,875,695	\$989,524			
Avg Sold % Change	-6.55%	13.05%	14.42%	5.19%	52.94%	1.07%	3.95%			
Prev Year - # of Solds	2	46	2	66	15	55	80			

**Active Detail**

**November 2022**

Georgetown, Washington, DC


202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 23**

 **-36.1%**      **15.0%**  
 from Oct 2022: 36     from Nov 2021: 20

YTD	2022	2021	+/-
	<b>360</b>	<b>330</b>	9.1%

5-year Nov average: 19



**New Pendings 13**

 **-35.0%**      **-27.8%**  
 from Oct 2022: 20     from Nov 2021: 18

YTD	2022	2021	+/-
	<b>231</b>	<b>277</b>	-16.6%

5-year Nov average: 19



**Closed Sales 19**

 **-5.0%**      **-24.0%**  
 from Oct 2022: 20     from Nov 2021: 25

YTD	2022	2021	+/-
	<b>233</b>	<b>268</b>	-13.1%

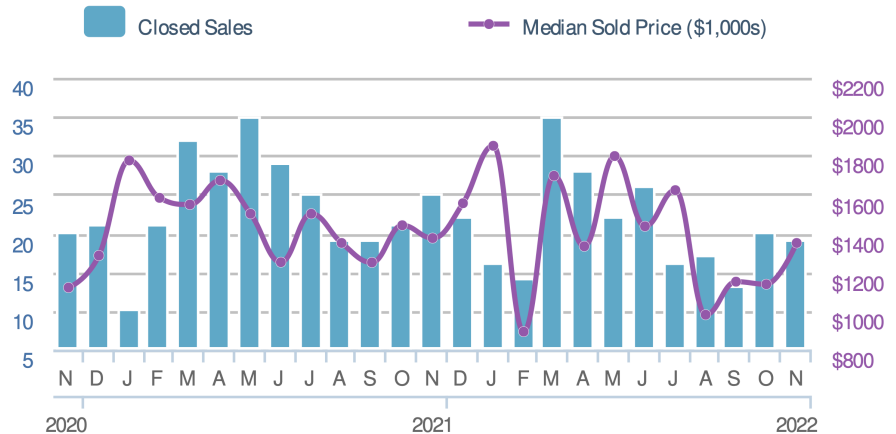
5-year Nov average: 20

**Median Sold Price \$1,350,000**

 **18.7%**      **-1.8%**  
 from Oct 2022: \$1,137,500     from Nov 2021: \$1,375,000

YTD	2022	2021	+/-
	<b>\$1,375,000</b>	<b>\$1,500,000</b>	-8.3%

5-year Nov average: \$1,361,500

**Active Listings 65**

65  
 Min 48     61     Max 68  
 5-year Nov average

Oct 2022	Nov 2021
<b>69</b>	<b>61</b>

**Avg DOM 43**

43  
 Min 27     48     Max 81  
 5-year Nov average

Oct 2022	Nov 2021	YTD
<b>23</b>	<b>52</b>	<b>36</b>

**Avg Sold to OLP Ratio 94.8%**

94.8%  
 Min 93.9%     95.9%     Max 97.8%  
 5-year Nov average

Oct 2022	Nov 2021	YTD
<b>97.4%</b>	<b>96.2%</b>	<b>97.4%</b>

**January thru December 2022 YTD**  
Georgetown, Washington, DC (Advertised)

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

	2022	2021	% Change
Sold Dollar Volume	\$493,721,502	\$530,367,258	-6.91%
Avg Sold Price	\$1,942,444	\$1,807,860	7.44%
Median Sold Price	\$1,425,000	\$1,500,000	-5.00%
Units Sold	245	291	-15.81%
Avg Days on Market	36	45	-20.00%
Avg List Price for Solds	\$2,015,189	\$1,837,172	9.69%
Avg SP to OLP Ratio	97.3%	97.5%	-0.15%
Ratio of Avg SP to Avg OLP	92.7%	96.4%	-3.80%
Attached Avg Sold Price	\$1,719,091	\$1,710,905	0.48%
Detached Avg Sold Price	\$5,139,187	\$3,368,310	52.57%
Attached Units Sold	229	270	-15.19%
Detached Units Sold	16	19	-15.79%

**Financing (Sold)**

Assumption	0
Cash	87
Conventional	145
FHA	2
Other	4
Owner	0
VA	3

**Days on Market (Sold)**

0	23
1 to 10	97
11 to 20	20
21 to 30	17
31 to 60	27
61 to 90	24
91 to 120	12
121 to 180	14
181 to 360	8
361 to 720	2
721+	1

**Notes:**

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	6	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	17	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	8	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	12	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	23	0	0	3
\$800K to \$999,999	0	8	0	0	0	0	11	0	1	4
\$1M to \$2,499,999	1	18	2	35	0	27	17	0	12	6
\$2.5M to \$4,999,999	0	0	0	9	7	23	5	1	11	5
\$5,000,000+	0	0	0	0	6	5	4	0	1	2
<b>Total</b>	<b>1</b>	<b>26</b>	<b>2</b>	<b>44</b>	<b>13</b>	<b>55</b>	<b>104</b>	<b>1</b>	<b>25</b>	<b>27</b>
Avg Sold Price	\$1,099,000	\$1,185,938	\$1,845,000	\$1,956,613	\$5,956,769	\$2,952,778	\$1,099,458			
Prev Year - Avg Sold Price	\$1,176,000	\$1,205,694	\$1,612,500	\$1,871,354	\$3,894,726	\$2,876,577	\$1,074,029			
Avg Sold % Change	-6.55%	-1.64%	14.42%	4.56%	52.94%	2.65%	2.37%			
Prev Year - # of Solds	2	47	2	70	15	61	92			

**Active Detail**



**December 2022**

Georgetown, Washington, DC

202.262.1261

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**New Listings****9**

 **-60.9%**     **-10.0%**  
 from Nov 2022: **23**    from Dec 2021: **10**

YTD	2022	2021	+/-
	<b>369</b>	<b>340</b>	8.5%

5-year Dec average: **10****New Pendings****11**

 **-15.4%**     **-38.9%**  
 from Nov 2022: **13**    from Dec 2021: **18**



YTD	2022	2021	+/-
	<b>241</b>	<b>296</b>	-18.6%

5-year Dec average: **13****Closed Sales****12**

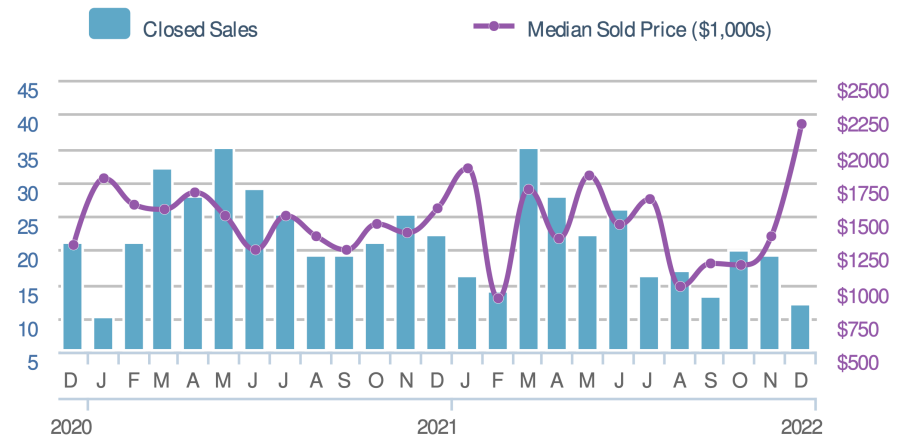
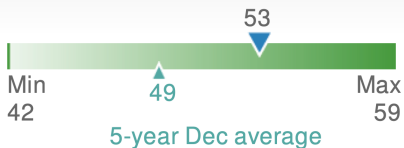
 **-36.8%**     **-45.5%**  
 from Nov 2022: **19**    from Dec 2021: **22**

YTD	2022	2021	+/-
	<b>245</b>	<b>291</b>	-15.8%

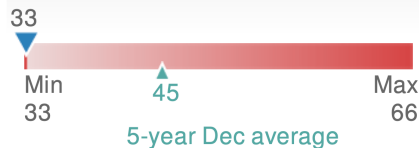
5-year Dec average: **19****Median Sold Price****\$2,175,000**

 **61.1%**     **40.0%**  
 from Nov 2022: **\$1,350,000**    from Dec 2021: **\$1,554,000**

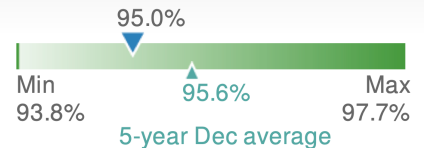
YTD	2022	2021	+/-
	<b>\$1,425,000</b>	<b>\$1,500,000</b>	-5.0%

5-year Dec average: **\$1,483,800****Active Listings****53**

Nov 2022	Dec 2021
<b>65</b>	<b>42</b>

**Avg DOM****33**

Nov 2022	Dec 2021	YTD
<b>43</b>	<b>45</b>	<b>36</b>

**Avg Sold to OLP Ratio****95.0%**

Nov 2022	Dec 2021	YTD
<b>94.8%</b>	<b>93.8%</b>	<b>97.3%</b>