

SINGLE FAMILY HOUSING

Observatory Circle

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 | 1 | \$1,945,000 | \$1,700,000 | 102 | - | - | - | - |
| < \$1 MILLION | 0 | - | - | - | - | - | - | - |
| \$1 – 2 MILLION | 1 | \$1,945,000 | \$1,700,000 | 102 | - | - | - | - |
| > \$2 MILLION | 0 | - | - | - | - | - | - | - |

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.

© 2022 BRIGHT. Information is believed to be accurate, but should not be relied upon without verification. Accuracy of square footage, lot size, schools and other information is not guaranteed.



SINGLE FAMILY HOUSING

Observatory Circle

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 | 1 | \$1,945,000 | \$1,700,000 | 102 | 1 | \$1,900,000 | 229 | -11% |
| < \$1 MILLION | 0 | - | - | - | - | - | - | - |
| \$1 – 2 MILLION | 1 | \$1,945,000 | \$1,700,000 | 102 | 1 | \$1,900,000 | 229 | -11% |
| > \$2 MILLION | 0 | - | - | - | - | - | - | - |

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SINGLE FAMILY HOUSING

Observatory Circle

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 | 3 | \$ 2,698,333 | \$ 2,465,000 | 102 | 1 | \$ 1,900,000 | 229 | 30% |
| < \$1 MILLION | - | - | - | - | - | - | - | - |
| \$1 – 2 MILLION | 1 | \$1,945,000 | \$ 1,700,000 | 102 | 1 | \$ 1,900,000 | 229 | -11% |
| > \$2 MILLION | 2 | \$ 3,075,000 | \$ 2,847,500 | 102 | - | - | - | - |

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SINGLE FAMILY HOUSING

Observatory Circle

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 | 5 | \$ 2,657,000 | \$ 2,579,000 | 62 | 2 | \$ 1,550,000 | 115 | 66% |
| < \$1 MILLION | - | - | - | - | - | - | - | - |
| \$1 – 2 MILLION | 1 | \$1,945,000 | \$ 1,700,000 | 102 | 2 | \$ 1,550,000 | 115 | 10% |
| > \$2 MILLION | 4 | \$ 2,835,000 | \$ 2,798,750 | 52 | - | - | - | - |

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*Cumulative Days on Market.

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January thru May 2022 YTD

Observatory Circle, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$43,549,398 | \$17,355,690 | 150.92% |
| Avg Sold Price | \$787,193 | \$683,918 | 15.10% |
| Median Sold Price | \$463,750 | \$640,000 | -27.54% |
| Units Sold | 56 | 25 | 124.00% |
| Avg Days on Market | 40 | 41 | -2.44% |
| Avg List Price for Solds | \$777,667 | \$694,227 | 12.02% |
| Avg SP to OLP Ratio | 98.0% | 96.8% | 1.31% |
| Ratio of Avg SP to Avg OLP | 99.4% | 95.6% | 3.97% |
| Attached Avg Sold Price | \$493,476 | \$683,918 | -27.85% |
| Detached Avg Sold Price | \$2,549,500 | \$0 | 0% |
| Attached Units Sold | 48 | 25 | 92.00% |
| Detached Units Sold | 8 | 0 | 0% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 23 |
| Conventional | 30 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 15 |
| 11 to 20 | 9 |
| 21 to 30 | 2 |
| 31 to 60 | 10 |
| 61 to 90 | 7 |
| 91 to 120 | 3 |
| 121 to 180 | 5 |
| 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

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 3 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 2 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 8 | 1 | 47 | 3 | 0 | 11 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,549,500 | \$1,685,003 | \$468,124 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,550,000 | \$608,606 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 8.71% | -23.08% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 0 | 2 | 23 | | | |

Active Detail

May 2022

Observatory Circle, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****11**

↔ 0.0%

from Apr 2022:
11

↑ 37.5%

from May 2021:
8

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 59 | 51 | 15.7% |

5-year May average: **10****New Pending****9**

↓ -30.8%

from Apr 2022:
13

↓ -10.0%

from May 2021:
10

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 52 | 34 | 52.9% |

5-year May average: **8****Closed Sales****17**

↑ 30.8%

from Apr 2022:
13

↑ 142.9%

from May 2021:
7

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|--------|
| | 56 | 25 | 124.0% |

5-year May average: **11****Median Sold Price****\$470,000**

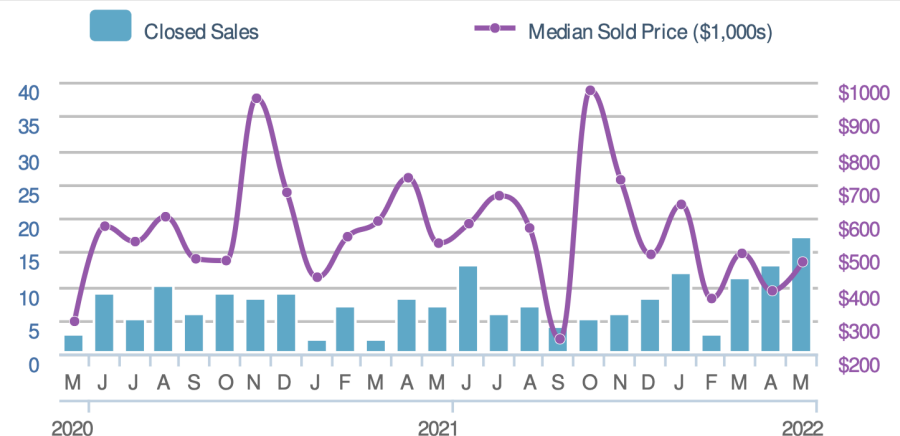
↑ 22.1%

from Apr 2022:
\$385,000

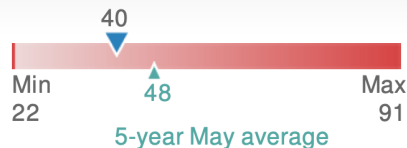
↓ -10.5%

from May 2021:
\$525,000

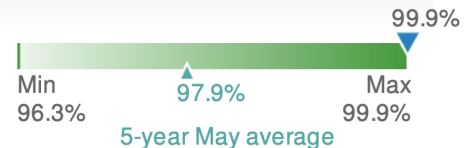
| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|--------|
| | \$463,750 | \$640,000 | -27.5% |

5-year May average: **\$488,000****Active Listings****14**

| Apr 2022 | May 2021 |
|-----------|-----------|
| 16 | 12 |

Avg DOM**40**

| Apr 2022 | May 2021 | YTD |
|-----------|-----------|-----------|
| 22 | 22 | 40 |

Avg Sold to OLP Ratio**99.9%**

| Apr 2022 | May 2021 | YTD |
|---------------|--------------|--------------|
| 100.0% | 97.9% | 98.0% |

January thru June 2022 YTD

Observatory Circle, Washington, DC (Advertised)

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

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$46,458,298 | \$28,056,590 | 65.59% |
| Avg Sold Price | \$770,602 | \$710,739 | 8.42% |
| Median Sold Price | \$495,000 | \$583,000 | -15.09% |
| Units Sold | 61 | 39 | 56.41% |
| Avg Days on Market | 39 | 44 | -11.36% |
| Avg List Price for Solds | \$761,611 | \$719,399 | 5.87% |
| Avg SP to OLP Ratio | 98.1% | 97.0% | 1.13% |
| Ratio of Avg SP to Avg OLP | 99.4% | 96.3% | 3.23% |
| Attached Avg Sold Price | \$502,089 | \$627,536 | -19.99% |
| Detached Avg Sold Price | \$2,549,500 | \$2,250,000 | 13.31% |
| Attached Units Sold | 53 | 37 | 43.24% |
| Detached Units Sold | 8 | 2 | 300.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 25 |
| Conventional | 32 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 19 |
| 11 to 20 | 9 |
| 21 to 30 | 2 |
| 31 to 60 | 10 |
| 61 to 90 | 8 |
| 91 to 120 | 3 |
| 121 to 180 | 5 |
| 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


| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 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 | 10 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 1 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 1 | 1 | 0 | 0 | 1 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 8 | 1 | 52 | 2 | 0 | 8 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,549,500 | \$1,685,003 | \$479,341 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,250,000 | \$1,550,000 | \$574,824 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 13.31% | 8.71% | -16.61% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 2 | 2 | 35 | | | |

Active Detail

June 2022

Observatory Circle, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****6**

 **-45.5%**
 from May 2022: **11**
 **-53.8%**
 from Jun 2021: **13**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|------|
| | 65 | 64 | 1.6% |

5-year Jun average: **12****New Pendings****6**

 **-33.3%**
 from May 2022: **9**
 **20.0%**
 from Jun 2021: **5**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 57 | 40 | 42.5% |

5-year Jun average: **7****Closed Sales****5**

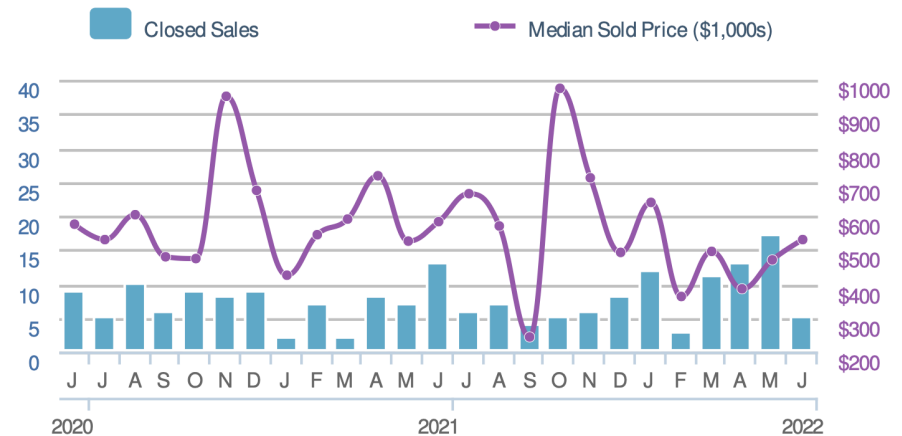
 **-70.6%**
 from May 2022: **17**
 **-61.5%**
 from Jun 2021: **13**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 61 | 39 | 56.4% |

5-year Jun average: **9****Median Sold Price****\$530,000**

 **12.8%**
 from May 2022: **\$470,000**
 **-9.1%**
 from Jun 2021: **\$583,000**

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|--------|
| | \$495,000 | \$583,000 | -15.1% |


5-year Jun average: **\$626,600****Active Listings****10**

10

 Min 10 20 Max 39
 5-year Jun average


| May 2022 | Jun 2021 |
|-----------|-----------|
| 14 | 17 |

Avg DOM**20**

20

 Min 20 38 Max 71
 5-year Jun average

| May 2022 | Jun 2021 | YTD |
|-----------|-----------|-----------|
| 40 | 52 | 39 |

Avg Sold to OLP Ratio**99.0%**


 Min 96.3% 97.4% Max 99.0%
 5-year Jun average

| May 2022 | Jun 2021 | YTD |
|--------------|--------------|--------------|
| 99.9% | 97.3% | 98.1% |

January thru July 2022 YTD

Observatory Circle, Washington, DC (Advertised)

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

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$55,772,797 | \$32,170,590 | 73.37% |
| Avg Sold Price | \$831,632 | \$705,152 | 17.94% |
| Median Sold Price | \$495,000 | \$590,000 | -16.10% |
| Units Sold | 68 | 45 | 51.11% |
| Avg Days on Market | 45 | 45 | 0.00% |
| Avg List Price for Solds | \$820,188 | \$714,902 | 14.73% |
| Avg SP to OLP Ratio | 98.1% | 96.9% | 1.21% |
| Ratio of Avg SP to Avg OLP | 99.9% | 96.4% | 3.56% |
| Attached Avg Sold Price | \$505,689 | \$633,298 | -20.15% |
| Detached Avg Sold Price | \$2,722,100 | \$2,250,000 | 20.98% |
| Attached Units Sold | 58 | 43 | 34.88% |
| Detached Units Sold | 10 | 2 | 400.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 26 |
| Conventional | 37 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 22 |
| 11 to 20 | 9 |
| 21 to 30 | 3 |
| 31 to 60 | 11 |
| 61 to 90 | 8 |
| 91 to 120 | 3 |
| 121 to 180 | 6 |
| 181 to 360 | 3 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 2 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 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 | 10 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 0 | 0 | 1 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 10 | 2 | 56 | 2 | 0 | 9 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,722,100 | \$1,617,501 | \$465,982 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,250,000 | \$1,550,000 | \$588,581 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 20.98% | 4.35% | -20.83% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 2 | 2 | 41 | | | |

Active Detail

July 2022

Observatory Circle, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****7** **16.7%**from Jun 2022:
6 **-30.0%**from Jul 2021:
10

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 72 | 74 | -2.7% |

5-year Jul average: **10****New Pendings****4** **-33.3%**from Jun 2022:
6 **-33.3%**from Jul 2021:
6

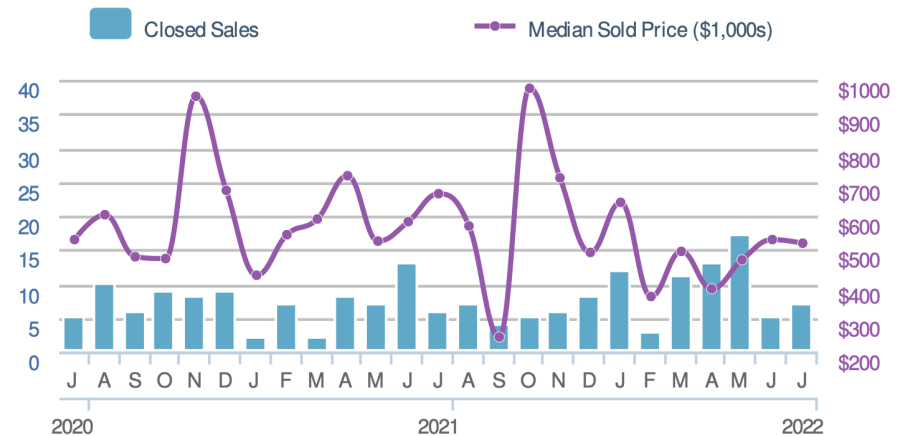
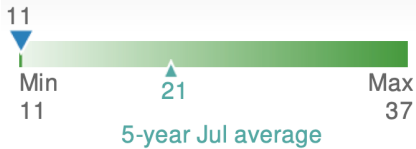
| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 61 | 46 | 32.6% |

5-year Jul average: **6****Closed Sales****7** **40.0%**from Jun 2022:
5 **16.7%**from Jul 2021:
6

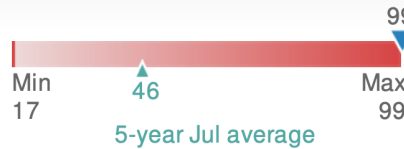
| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 68 | 45 | 51.1% |

5-year Jul average: **7****Median Sold Price****\$519,999** **-1.9%**from Jun 2022:
\$530,000 **-21.8%**from Jul 2021:
\$665,000

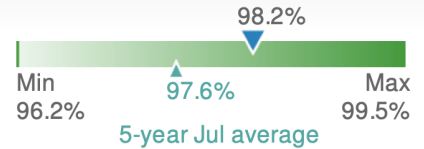
| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|--------|
| | \$495,000 | \$590,000 | -16.1% |

5-year Jul average: **\$505,400****Active Listings****11**

| Jun 2022 | Jul 2021 |
|-----------|-----------|
| 10 | 19 |

Avg DOM**99**

| Jun 2022 | Jul 2021 | YTD |
|-----------|-----------|-----------|
| 20 | 52 | 45 |

Avg Sold to OLP Ratio**98.2%**

| Jun 2022 | Jul 2021 | YTD |
|--------------|--------------|--------------|
| 99.0% | 96.5% | 98.1% |

January thru August 2022 YTD

Observatory Circle, Washington, DC (Advertised)

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

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$62,265,797 | \$37,579,890 | 65.69% |
| Avg Sold Price | \$880,986 | \$714,131 | 23.36% |
| Median Sold Price | \$499,000 | \$586,500 | -14.92% |
| Units Sold | 71 | 52 | 36.54% |
| Avg Days on Market | 46 | 45 | 2.22% |
| Avg List Price for Solds | \$876,983 | \$722,690 | 21.35% |
| Avg SP to OLP Ratio | 98.0% | 97.0% | 1.04% |
| Ratio of Avg SP to Avg OLP | 99.1% | 96.8% | 2.31% |
| Attached Avg Sold Price | \$513,816 | \$652,697 | -21.28% |
| Detached Avg Sold Price | \$2,883,727 | \$2,250,000 | 28.17% |
| Attached Units Sold | 60 | 50 | 20.00% |
| Detached Units Sold | 11 | 2 | 450.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 29 |
| Conventional | 37 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 2 |
| 1 to 10 | 22 |
| 11 to 20 | 10 |
| 21 to 30 | 3 |
| 31 to 60 | 11 |
| 61 to 90 | 9 |
| 91 to 120 | 4 |
| 121 to 180 | 6 |
| 181 to 360 | 3 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 0 | 0 | 1 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 11 | 2 | 58 | 1 | 0 | 5 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,883,727 | \$1,617,501 | \$475,758 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,250,000 | \$1,583,333 | \$593,294 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 28.17% | 2.16% | -19.81% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 2 | 3 | 47 | | | |

Active Detail

August 2022

Observatory Circle, Washington, DC

202.262.1261

lenore.rubino@wfp.com
lenorerubino.com**New Listings****4**

-42.9%
 from Jul 2022:
 7

-42.9%
 from Aug 2021:
 7

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 76 | 81 | -6.2% |

5-year Aug average: **8****New Pendings****4**

0.0%
 from Jul 2022:
 4

0.0%
 from Aug 2021:
 4

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 65 | 50 | 30.0% |

5-year Aug average: **7****Closed Sales****3**

-57.1%
 from Jul 2022:
 7

-57.1%
 from Aug 2021:
 7

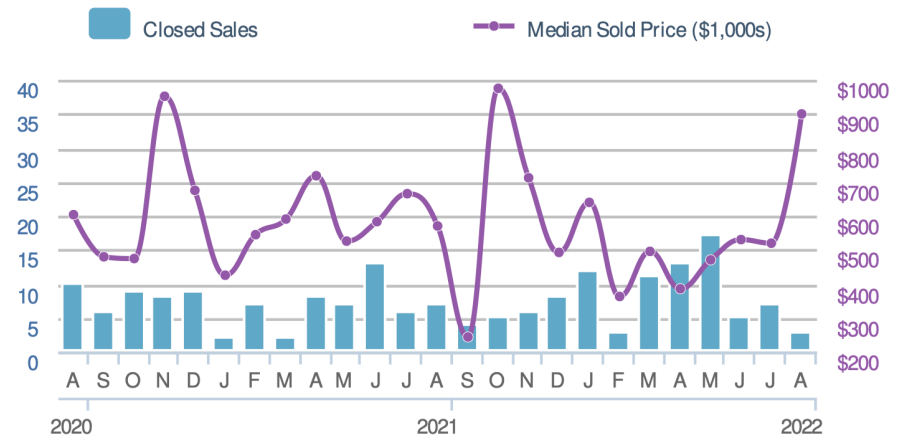
| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 71 | 52 | 36.5% |

5-year Aug average: **7****Median Sold Price****\$900,000**

73.1%
 from Jul 2022:
\$519,999

57.9%
 from Aug 2021:
\$570,000

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|--------|
| | \$499,000 | \$586,500 | -14.9% |

5-year Aug average: **\$562,900****Active Listings****6**

Min 6, Max 31, 5-year Aug average: **18**

| Jul 2022 | Aug 2021 |
|-----------|-----------|
| 11 | 17 |

Avg DOM**63**

Min 32, Max 70, 5-year Aug average: **50**

| Jul 2022 | Aug 2021 | YTD |
|-----------|-----------|-----------|
| 99 | 48 | 46 |

Avg Sold to OLP Ratio**95.6%**

Min 94.5%, Max 98.3%, 5-year Aug average: **96.4%**

| Jul 2022 | Aug 2021 | YTD |
|--------------|--------------|--------------|
| 98.2% | 97.3% | 98.0% |

January thru September 2022 YTD

Observatory Circle, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$68,034,697 | \$38,795,790 | 75.37% |
| Avg Sold Price | \$899,065 | \$684,697 | 31.31% |
| Median Sold Price | \$524,999 | \$557,000 | -5.75% |
| Units Sold | 76 | 56 | 35.71% |
| Avg Days on Market | 44 | 45 | -2.22% |
| Avg List Price for Solds | \$895,193 | \$692,781 | 29.22% |
| Avg SP to OLP Ratio | 98.1% | 97.1% | 1.00% |
| Ratio of Avg SP to Avg OLP | 99.1% | 96.9% | 2.29% |
| Attached Avg Sold Price | \$529,890 | \$626,723 | -15.45% |
| Detached Avg Sold Price | \$2,868,000 | \$2,250,000 | 27.47% |
| Attached Units Sold | 64 | 54 | 18.52% |
| Detached Units Sold | 12 | 2 | 500.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 31 |
| Conventional | 40 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 3 |
| 1 to 10 | 25 |
| 11 to 20 | 10 |
| 21 to 30 | 3 |
| 31 to 60 | 12 |
| 61 to 90 | 9 |
| 91 to 120 | 4 |
| 121 to 180 | 6 |
| 181 to 360 | 3 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 5 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 3 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 0 | 1 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 12 | 2 | 62 | 2 | 1 | 10 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,868,000 | \$1,617,501 | \$494,806 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,250,000 | \$1,583,333 | \$570,452 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 27.47% | 2.16% | -13.26% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 2 | 3 | 51 | | | |

Active Detail

September 2022Observatory Circle, Washington, DC
202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 18**

350.0%
 from Aug 2022: **4**
38.5%
 from Sep 2021: **13**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|------|
| | 94 | 93 | 1.1% |

5-year Sep average: 13

New Pendings 6

50.0%
 from Aug 2022: **4**
-33.3%
 from Sep 2021: **9**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 72 | 58 | 24.1% |

5-year Sep average: 9

Closed Sales 5

66.7%
 from Aug 2022: **3**
25.0%
 from Sep 2021: **4**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 76 | 56 | 35.7% |

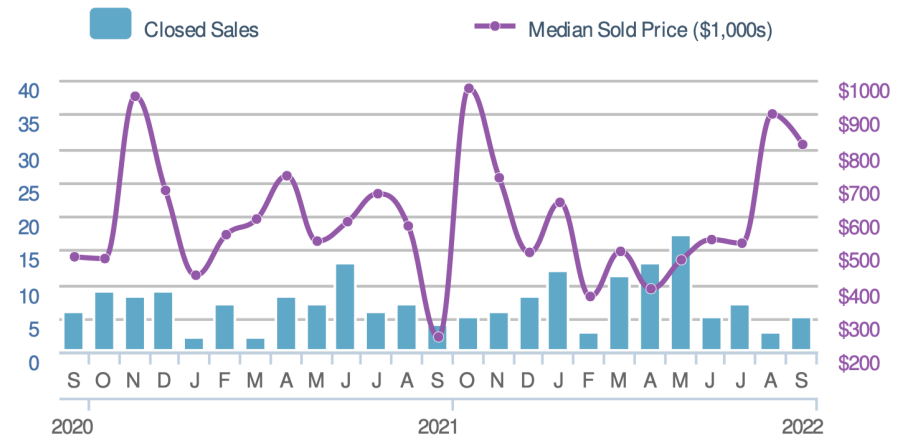
5-year Sep average: 5

Median Sold Price \$810,000

-10.0%
 from Aug 2022: **\$900,000**
233.3%
 from Sep 2021: **\$243,000**

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|-------|
| | \$524,999 | \$557,000 | -5.7% |

5-year Sep average: \$465,700

**Active Listings 13**

13

| Aug 2022 | Sep 2021 |
|----------|-----------|
| 6 | 22 |

Avg DOM 14

14

| Aug 2022 | Sep 2021 | YTD |
|-----------|-----------|-----------|
| 63 | 44 | 44 |

Avg Sold to OLP Ratio 99.3%

99.3%

| Aug 2022 | Sep 2021 | YTD |
|--------------|--------------|--------------|
| 95.6% | 98.8% | 98.1% |

January thru October 2022 YTD

Observatory Circle, Washington, DC (Advertised)

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

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$72,220,697 | \$43,795,790 | 64.90% |
| Avg Sold Price | \$873,385 | \$708,886 | 23.21% |
| Median Sold Price | \$519,999 | \$583,000 | -10.81% |
| Units Sold | 83 | 61 | 36.07% |
| Avg Days on Market | 42 | 43 | -2.33% |
| Avg List Price for Solds | \$870,128 | \$717,963 | 21.19% |
| Avg SP to OLP Ratio | 97.9% | 97.3% | 0.68% |
| Ratio of Avg SP to Avg OLP | 99.0% | 97.0% | 2.04% |
| Attached Avg Sold Price | \$536,267 | \$634,777 | -15.52% |
| Detached Avg Sold Price | \$2,868,000 | \$2,141,666 | 33.91% |
| Attached Units Sold | 71 | 58 | 22.41% |
| Detached Units Sold | 12 | 3 | 300.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 34 |
| Conventional | 44 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 3 |
| 1 to 10 | 28 |
| 11 to 20 | 11 |
| 21 to 30 | 4 |
| 31 to 60 | 12 |
| 61 to 90 | 9 |
| 91 to 120 | 5 |
| 121 to 180 | 6 |
| 181 to 360 | 4 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 2 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 3 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 1 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 1 | 2 | 2 | 1 | 1 | 1 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 1 | 12 | 2 | 68 | 1 | 1 | 11 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$1,258,000 | \$2,868,000 | \$1,617,501 | \$493,853 | | | |
| Prev Year - Avg Sold Price | \$0 | \$725,000 | \$0 | \$0 | \$2,141,666 | \$1,583,333 | \$580,408 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | 33.91% | 2.16% | -14.91% | | | |
| Prev Year - # of Solds | 0 | 1 | 0 | 0 | 3 | 3 | 54 | | | |

Active Detail

October 2022

Observatory Circle, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****7**

-61.1% **-30.0%**
 from Sep 2022: **18** from Oct 2021: **10**

| YTD | 2022 | 2021 | +/- |
|-----|------------|------------|-------|
| | 101 | 103 | -1.9% |

5-year Oct average: **10****New Pendings****4**

-33.3% **-33.3%**
 from Sep 2022: **6** from Oct 2021: **6**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 75 | 64 | 17.2% |

5-year Oct average: **5****Closed Sales****7**

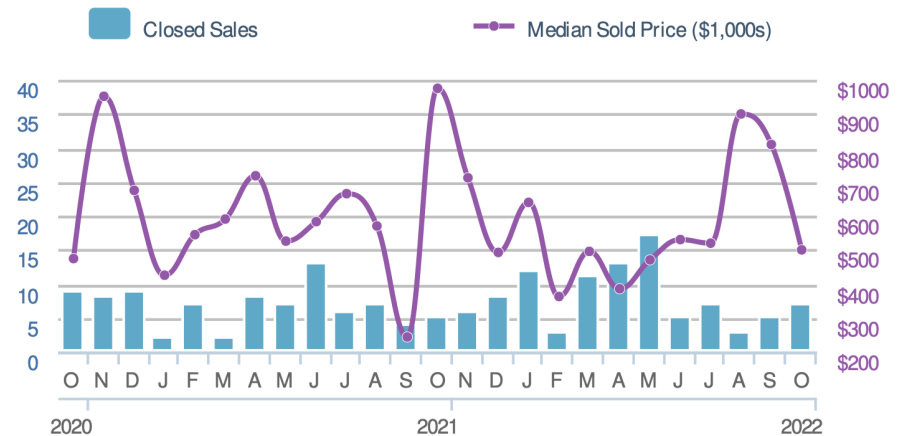
40.0% **40.0%**
 from Sep 2022: **5** from Oct 2021: **5**

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 83 | 61 | 36.1% |

5-year Oct average: **7****Median Sold Price****\$500,000**

-38.3% **-48.7%**
 from Sep 2022: **\$810,000** from Oct 2021: **\$975,000**

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|--------|
| | \$519,999 | \$583,000 | -10.8% |

5-year Oct average: **\$642,520****Active Listings****13**

13

 Min 13 23 Max 39
 5-year Oct average

| Sep 2022 | Oct 2021 |
|-----------|-----------|
| 13 | 23 |

Avg DOM**23**

23

 Min 23 44 Max 70
 5-year Oct average

| Sep 2022 | Oct 2021 | YTD |
|-----------|-----------|-----------|
| 14 | 25 | 42 |

Avg Sold to OLP Ratio**96.2%**

96.2%

 Min 93.6% 96.1% Max 99.0%
 5-year Oct average

| Sep 2022 | Oct 2021 | YTD |
|--------------|--------------|--------------|
| 99.3% | 99.0% | 97.9% |

January thru November 2022 YTD

Observatory Circle, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$77,715,697 | \$48,609,790 | 59.88% |
| Avg Sold Price | \$922,511 | \$715,956 | 28.85% |
| Median Sold Price | \$524,999 | \$583,000 | -9.95% |
| Units Sold | 84 | 67 | 25.37% |
| Avg Days on Market | 42 | 42 | 0.00% |
| Avg List Price for Solds | \$925,186 | \$725,519 | 27.52% |
| Avg SP to OLP Ratio | 97.8% | 97.2% | 0.66% |
| Ratio of Avg SP to Avg OLP | 98.4% | 97.1% | 1.43% |
| Attached Avg Sold Price | \$536,267 | \$649,126 | -17.39% |
| Detached Avg Sold Price | \$3,032,000 | \$2,141,666 | 41.57% |
| Attached Units Sold | 71 | 64 | 10.94% |
| Detached Units Sold | 13 | 3 | 333.33% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 35 |
| Conventional | 44 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 3 |
| 1 to 10 | 28 |
| 11 to 20 | 11 |
| 21 to 30 | 5 |
| 31 to 60 | 12 |
| 61 to 90 | 9 |
| 91 to 120 | 5 |
| 121 to 180 | 6 |
| 181 to 360 | 4 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 1 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 4 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 1 | 2 | 2 | 1 | 1 | 1 | 2 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 1 | 13 | 2 | 68 | 1 | 1 | 11 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$1,258,000 | \$3,032,000 | \$1,617,501 | \$493,853 | | | |
| Prev Year - Avg Sold Price | \$0 | \$725,000 | \$0 | \$1,500,000 | \$2,141,666 | \$1,583,333 | \$585,916 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | -16.13% | 41.57% | 2.16% | -15.71% | | | |
| Prev Year - # of Solds | 0 | 1 | 0 | 1 | 3 | 3 | 59 | | | |

Active Detail

November 2022

Observatory Circle, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**2**

-71.4%
 from Oct 2022:
 7

-84.6%
 from Nov 2021:
 13

| YTD | 2022 | 2021 | +/- |
|-----|------------|------------|--------|
| | 103 | 117 | -12.0% |

5-year Nov average: 7

New Pendings**4**

0.0%
 from Oct 2022:
 4

-50.0%
 from Nov 2021:
 8

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|------|
| | 77 | 73 | 5.5% |

5-year Nov average: 8

Closed Sales**1**

-85.7%
 from Oct 2022:
 7

-83.3%
 from Nov 2021:
 6

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 84 | 67 | 25.4% |

5-year Nov average: 5

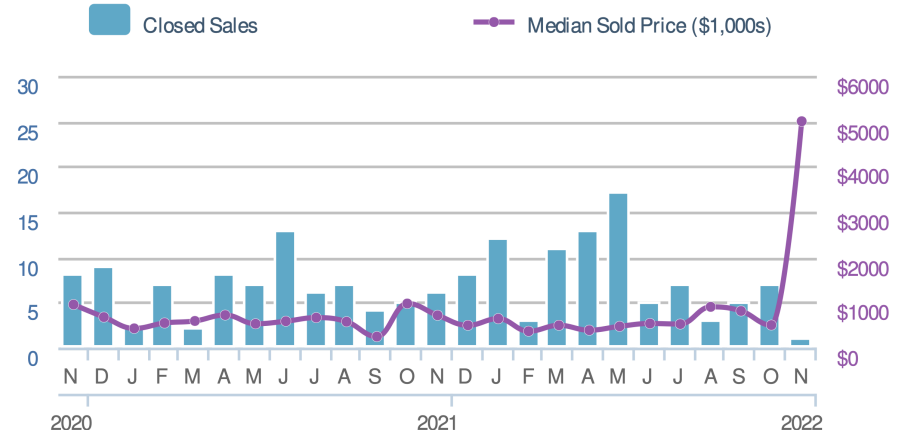
Median Sold Price**\$5,000,000**

900.0%
 from Oct 2022:
 \$500,000

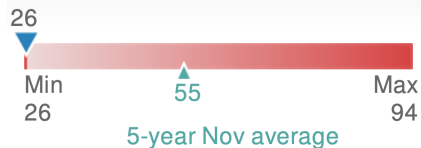
601.8%
 from Nov 2021:
 \$712,500

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|-------|
| | \$524,999 | \$583,000 | -9.9% |

5-year Nov average: \$1,518,200

**Active Listings****13**

| Oct 2022 | Nov 2021 |
|-----------|-----------|
| 13 | 23 |

Avg DOM**26**

| Oct 2022 | Nov 2021 | YTD |
|-----------|-----------|-----------|
| 23 | 30 | 42 |

Avg Sold to OLP Ratio**91.0%**

| Oct 2022 | Nov 2021 | YTD |
|--------------|--------------|--------------|
| 96.2% | 96.5% | 97.8% |

January thru December 2022 YTD

Observatory Circle, Washington, DC (Advertised)

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

| | 2022 | 2021 | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume | \$80,532,697 | \$54,635,740 | 47.40% |
| Avg Sold Price | \$902,078 | \$710,408 | 26.98% |
| Median Sold Price | \$530,000 | \$576,500 | -8.07% |
| Units Sold | 89 | 76 | 17.11% |
| Avg Days on Market | 40 | 40 | 0.00% |
| Avg List Price for Solds | \$904,861 | \$718,891 | 25.87% |
| Avg SP to OLP Ratio | 98.0% | 97.2% | 0.74% |
| Ratio of Avg SP to Avg OLP | 98.5% | 97.2% | 1.34% |
| Attached Avg Sold Price | \$537,750 | \$651,589 | -17.47% |
| Detached Avg Sold Price | \$3,032,000 | \$2,141,666 | 41.57% |
| Attached Units Sold | 76 | 73 | 4.11% |
| Detached Units Sold | 13 | 3 | 333.33% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 38 |
| Conventional | 46 |
| FHA | 0 |
| Other | 0 |
| Owner | 0 |
| VA | 2 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 4 |
| 1 to 10 | 30 |
| 11 to 20 | 11 |
| 21 to 30 | 5 |
| 31 to 60 | 14 |
| 61 to 90 | 9 |
| 91 to 120 | 5 |
| 121 to 180 | 6 |
| 181 to 360 | 4 |
| 361 to 720 | 1 |
| 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 | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 17 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 2 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 2 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 1 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 1 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 1 | 2 | 2 | 1 | 1 | 0 | 1 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 1 | 13 | 2 | 73 | 1 | 0 | 10 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$1,258,000 | \$3,032,000 | \$1,617,501 | \$498,301 | | | |
| Prev Year - Avg Sold Price | \$0 | \$725,000 | \$0 | \$1,500,000 | \$2,141,666 | \$1,587,250 | \$581,971 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | -16.13% | 41.57% | 1.91% | -14.38% | | | |
| Prev Year - # of Solds | 0 | 1 | 0 | 1 | 3 | 4 | 67 | | | |

Active Detail

December 2022

Observatory Circle, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**2**

↔ 0.0%

from Nov 2022:
2

↓ -66.7%

from Dec 2021:
6

| YTD | 2022 | 2021 | +/- |
|-----|------------|------------|--------|
| | 105 | 123 | -14.6% |

5-year Dec average: 5

New Pendings**4**

↔ 0.0%

from Nov 2022:
4

↓ -50.0%

from Dec 2021:
8

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 81 | 82 | -1.2% |

5-year Dec average: 5

Closed Sales**4**

↑ 300.0%

from Nov 2022:
1

↓ -50.0%

from Dec 2021:
8

| YTD | 2022 | 2021 | +/- |
|-----|-----------|-----------|-------|
| | 89 | 76 | 17.1% |

5-year Dec average: 7

Median Sold Price**\$447,000**

↓ -91.1%

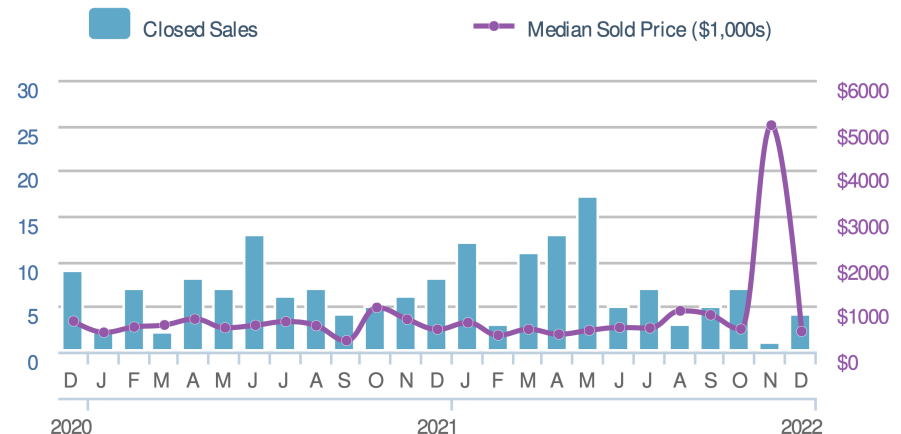
from Nov 2022:
\$5,000,000

↓ -9.1%

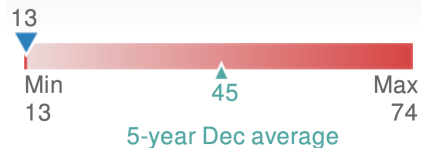
from Dec 2021:
\$492,000

| YTD | 2022 | 2021 | +/- |
|-----|------------------|------------------|-------|
| | \$530,000 | \$576,500 | -8.1% |

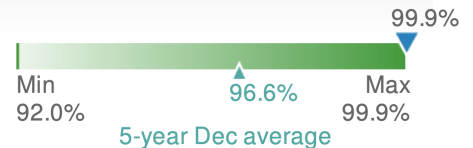
5-year Dec average: \$621,900

**Active Listings****11**

| Nov 2022 | Dec 2021 |
|-----------|-----------|
| 13 | 14 |

Avg DOM**13**

| Nov 2022 | Dec 2021 | YTD |
|-----------|-----------|-----------|
| 26 | 30 | 40 |

Avg Sold to OLP Ratio**99.9%**

| Nov 2022 | Dec 2021 | YTD |
|--------------|--------------|--------------|
| 91.0% | 97.3% | 98.0% |