

January thru January 2023 YTD
Bethesda, MD202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$38,585,202	\$56,119,733	-31.24%
Avg Sold Price	\$867,105	\$992,330	-12.62%
Median Sold Price	\$812,500	\$950,000	-14.47%
Units Sold	44	57	-22.81%
Avg Days on Market	44	39	12.82%
Avg List Price for Solds	\$876,936	\$984,556	-10.93%
Avg SP to OLP Ratio	95.2%	99.4%	-4.19%
Ratio of Avg SP to Avg OLP	94.8%	99.6%	-4.83%
Attached Avg Sold Price	\$406,420	\$496,373	-18.12%
Detached Avg Sold Price	\$1,287,730	\$1,327,830	-3.02%
Attached Units Sold	21	23	-8.70%
Detached Units Sold	23	34	-32.35%

Financing (Sold)

Assumption	0
Cash	17
Conventional	26
FHA	0
Other	0
Owner	0
VA	1

Days on Market (Sold)

0	4
1 to 10	10
11 to 20	3
21 to 30	3
31 to 60	12
61 to 90	3
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

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	1	0	0	0	0	1	0	0	1
\$200K to \$299,999	0	0	0	0	0	0	8	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	5	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	4
\$500K to \$599,999	0	0	0	0	0	0	1	0	0	1
\$600K to \$799,999	0	0	0	0	1	0	2	2	2	1
\$800K to \$999,999	0	0	2	0	8	0	0	2	2	0
\$1M to \$2,499,999	0	0	1	0	10	1	0	28	3	2
\$2.5M to \$4,999,999	0	0	0	0	1	0	0	13	0	3
\$5,000,000+	0	0	0	0	0	0	0	3	0	0
Total	0	1	3	0	20	1	19	48	7	17
Avg Sold Price	\$0	\$195,000	\$1,025,000	\$0	\$1,327,139	\$1,615,318	\$353,921			
Prev Year - Avg Sold Price	\$1,075,000	\$662,000	\$948,333	\$0	\$1,421,527	\$1,407,500	\$383,031			
Avg Sold % Change	0.00%	-70.54%	8.08%	0.00%	-6.64%	14.77%	-7.60%			
Prev Year - # of Solds	1	2	6	0	27	2	19			

Active Detail

January 2023

Bethesda, MD

202.262.1261
lenore.rubino@wfp.com
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 **50.0%**
 from Dec 2022: **42**
 **-11.3%**
 from Jan 2022: **71**


YTD	2023	2022	+/-
	63	71	-11.3%

5-year Jan average: **101****New Pendings 63**

 **37.0%**
 from Dec 2022: **46**
 **-4.5%**
 from Jan 2022: **66**



YTD	2023	2022	+/-
	63	66	-4.5%

5-year Jan average: **76****Closed Sales 44**

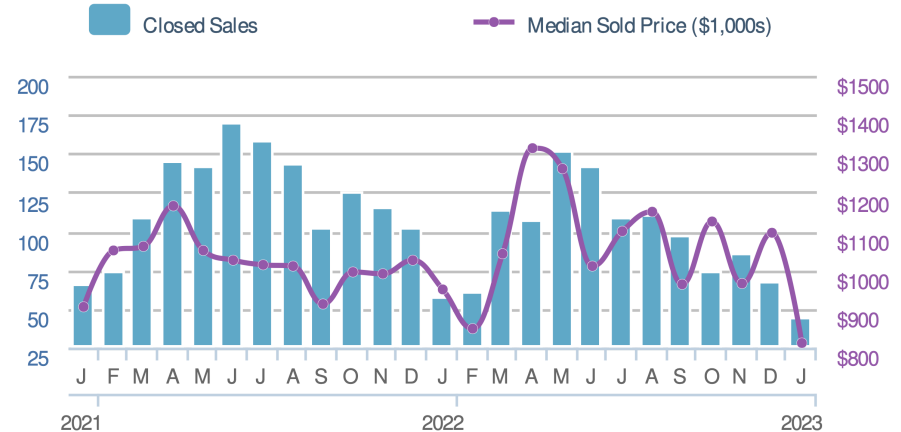
 **-34.3%**
 from Dec 2022: **67**
 **-22.8%**
 from Jan 2022: **57**

YTD	2023	2022	+/-
	44	57	-22.8%

5-year Jan average: **56****Median Sold Price \$812,500**

 **-25.9%**
 from Dec 2022: **\$1,096,000**
 **-14.5%**
 from Jan 2022: **\$950,000**

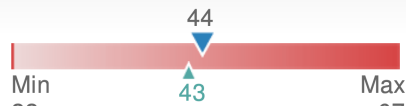
YTD	2023	2022	+/-
	\$812,500	\$950,000	-14.5%

5-year Jan average: **\$880,000****Active Listings 72**

72

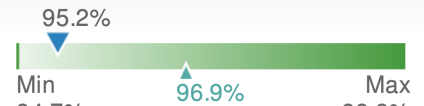

Dec 2022	Jan 2022
96	79

Avg DOM 44

44


Dec 2022	Jan 2022	YTD
27	39	44

Avg Sold to OLP Ratio 95.2%

95.2%


Dec 2022	Jan 2022	YTD
97.6%	99.4%	95.2%

January thru February 2023 YTD
Bethesda, MD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$112,219,283	\$124,053,690	-9.54%
Avg Sold Price	\$1,046,471	\$1,013,217	3.28%
Median Sold Price	\$975,000	\$903,000	7.97%
Units Sold	106	123	-13.82%
Avg Days on Market	37	39	-5.13%
Avg List Price for Solds	\$1,058,672	\$1,008,566	4.97%
Avg SP to OLP Ratio	97.3%	98.9%	-1.56%
Ratio of Avg SP to Avg OLP	96.4%	98.6%	-2.23%
Attached Avg Sold Price	\$520,378	\$469,274	10.89%
Detached Avg Sold Price	\$1,405,550	\$1,514,664	-7.20%
Attached Units Sold	43	59	-27.12%
Detached Units Sold	63	64	-1.56%

Financing (Sold)

Assumption	0
Cash	38
Conventional	62
FHA	0
Other	3
Owner	0
VA	2

Days on Market (Sold)

0	8
1 to 10	34
11 to 20	12
21 to 30	6
31 to 60	17
61 to 90	8
91 to 120	7
121 to 180	5
181 to 360	8
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	1	0	0	0	0	3	0	0	3
\$200K to \$299,999	0	0	0	0	0	0	13	0	0	1
\$300K to \$399,999	0	1	0	0	0	0	10	0	0	7
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	4
\$500K to \$599,999	0	0	0	0	1	0	3	0	0	2
\$600K to \$799,999	1	0	1	0	1	0	3	0	1	1
\$800K to \$999,999	0	0	4	1	10	0	0	7	1	1
\$1M to \$2,499,999	1	0	5	2	36	2	2	30	4	1
\$2.5M to \$4,999,999	0	0	0	0	3	0	0	13	0	3
\$5,000,000+	0	0	0	0	0	0	0	3	0	0
Total	2	2	10	3	51	2	36	53	6	23
Avg Sold Price	\$923,000	\$287,500	\$1,015,700	\$1,587,177	\$1,500,915	\$1,440,159	\$393,317			
Prev Year - Avg Sold Price	\$1,075,000	\$658,800	\$970,690	\$0	\$1,625,597	\$1,241,833	\$352,962			
Avg Sold % Change	-14.14%	-56.36%	4.64%	0.00%	-7.67%	15.97%	11.43%			
Prev Year - # of Solds	1	5	10	0	53	6	48			

Active Detail

February 2023

Bethesda, MD

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New Listings

73

↑ 15.9%

from Jan 2023:
63

↓ -37.1%

from Feb 2022:
116

YTD	2023	2022	+/-
	150	187	-19.8%

5-year Feb average: 113

New Pendings

63

↔ 0.0%

from Jan 2023:
63

↓ -41.7%

from Feb 2022:
108

YTD	2023	2022	+/-
	126	174	-27.6%

5-year Feb average: 94

Closed Sales

60

↑ 36.4%

from Jan 2023:
44

↓ -1.6%

from Feb 2022:
61

YTD	2023	2022	+/-
	106	123	-13.8%

5-year Feb average: 66

Median Sold Price

\$1,200,000

↑ 47.7%

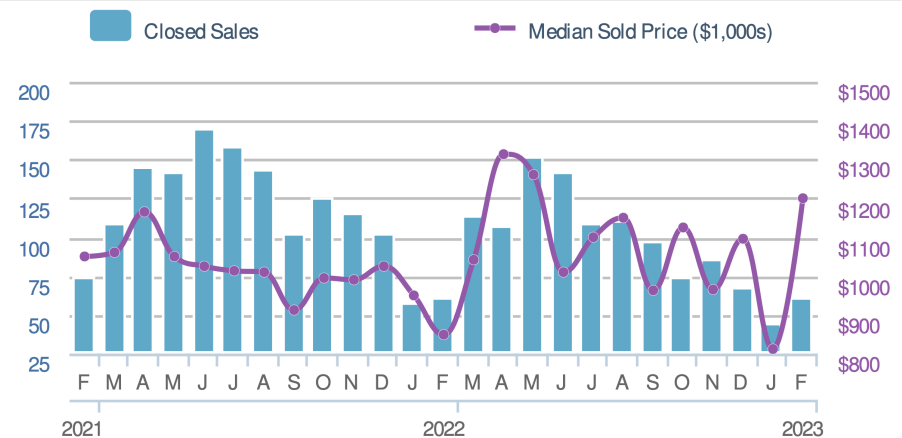
from Jan 2023:
\$812,500

↑ 41.2%

from Feb 2022:
\$849,900

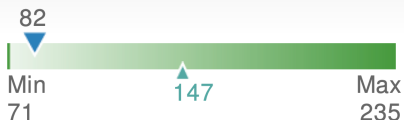
YTD	2023	2022	+/-
	\$975,000	\$903,000	8.0%

5-year Feb average: \$956,480



Active Listings

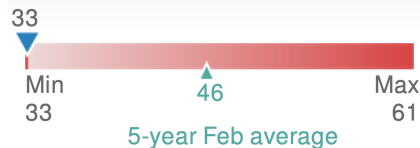
82



Jan 2023	Feb 2022
72	71

Avg DOM

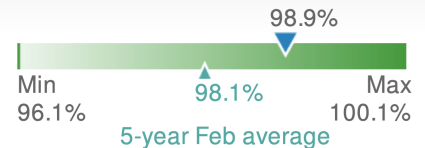
33



Jan 2023	Feb 2022	YTD
44	43	37

Avg Sold to OLP Ratio

98.9%



Jan 2023	Feb 2022	YTD
95.2%	98.4%	97.3%

January thru March 2023 YTD
Bethesda, MD202.262.1261
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lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$206,665,793	\$244,534,688	-15.49%
Avg Sold Price	\$1,135,903	\$1,052,562	7.92%
Median Sold Price	\$1,050,000	\$962,500	9.09%
Units Sold	183	240	-23.75%
Avg Days on Market	33	32	3.13%
Avg List Price for Solds	\$1,129,321	\$1,023,157	10.38%
Avg SP to OLP Ratio	99.0%	101.4%	-2.33%
Ratio of Avg SP to Avg OLP	98.8%	101.6%	-2.82%
Attached Avg Sold Price	\$669,679	\$460,697	45.36%
Detached Avg Sold Price	\$1,445,306	\$1,548,819	-6.68%
Attached Units Sold	73	109	-33.03%
Detached Units Sold	110	131	-16.03%

Financing (Sold)

Assumption	0
Cash	61
Conventional	107
FHA	0
Other	8
Owner	0
VA	3

Days on Market (Sold)

0	19
1 to 10	72
11 to 20	16
21 to 30	6
31 to 60	25
61 to 90	13
91 to 120	12
121 to 180	8
181 to 360	11
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	1	0	0	0	0	4	0	0	4
\$200K to \$299,999	0	1	0	0	0	0	16	0	0	5
\$300K to \$399,999	0	1	0	0	0	0	12	0	0	7
\$400K to \$499,999	0	0	0	0	0	0	5	0	0	1
\$500K to \$599,999	0	0	0	0	1	0	5	0	0	4
\$600K to \$799,999	2	0	3	1	4	1	5	2	0	2
\$800K to \$999,999	1	0	4	3	16	0	1	6	0	1
\$1M to \$2,499,999	1	0	9	5	63	5	7	35	3	1
\$2.5M to \$4,999,999	0	0	0	0	4	0	0	14	0	2
\$5,000,000+	0	0	0	0	2	0	0	4	0	0
Total	4	3	16	9	90	6	55	61	3	27
Avg Sold Price	\$870,250	\$284,667	\$1,043,757	\$1,386,201	\$1,542,251	\$1,268,425	\$508,113			
Prev Year - Avg Sold Price	\$1,075,000	\$658,800	\$1,071,595	\$984,000	\$1,640,730	\$1,265,714	\$379,936			
Avg Sold % Change	-19.05%	-56.79%	-2.60%	40.87%	-6.00%	0.21%	33.74%			
Prev Year - # of Solds	1	5	20	2	110	7	95			

Active Detail

March 2023

Bethesda, MD

202.262.1261

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New Listings**109** **49.3%**from Feb 2023:
73 **-27.8%**from Mar 2022:
151

YTD	2023	2022	+/-
	272	338	-19.5%

5-year Mar average: **152****New Pendings****98** **55.6%**from Feb 2023:
63 **-16.2%**from Mar 2022:
117

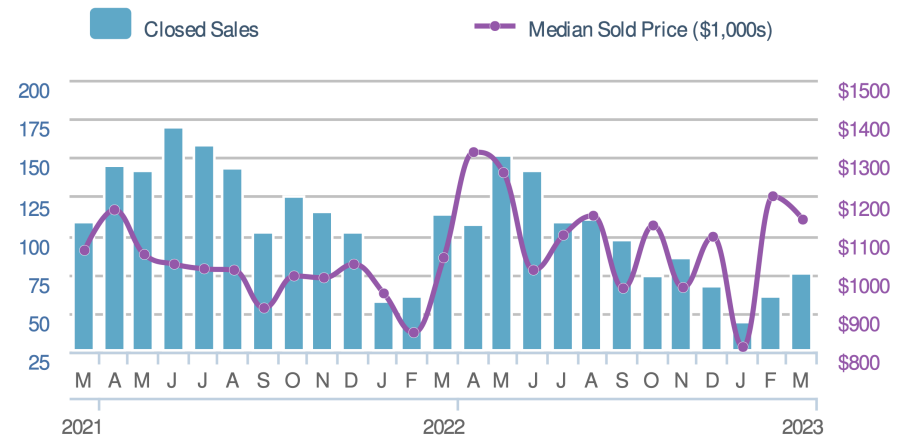
YTD	2023	2022	+/-
	230	290	-20.7%

5-year Mar average: **116****Closed Sales****75** **25.0%**from Feb 2023:
60 **-34.2%**from Mar 2022:
114

YTD	2023	2022	+/-
	183	240	-23.8%

5-year Mar average: **91****Median Sold Price****\$1,140,000** **-5.0%**from Feb 2023:
\$1,200,000 **9.4%**from Mar 2022:
\$1,042,440

YTD	2023	2022	+/-
	\$1,050,000	\$962,500	9.1%

5-year Mar average: **\$991,188****Active Listings****91**

91

Min	Max
82	262

5-year Mar average

Feb 2023	Mar 2022
82	82

Avg DOM**28**

28

Min	Max
23	45

5-year Mar average

Feb 2023	Mar 2022	YTD
33	23	33

Avg Sold to OLP Ratio**101.4%**

101.4%

Min	Max
96.6%	104.2%

5-year Mar average

Feb 2023	Mar 2022	YTD
98.9%	104.2%	99.0%

January thru April 2023 YTD
Bethesda, MD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$326,700,819	\$364,593,570	-10.39%
Avg Sold Price	\$1,226,444	\$1,101,730	11.32%
Median Sold Price	\$1,101,000	\$1,000,000	10.10%
Units Sold	269	347	-22.48%
Avg Days on Market	27	28	-3.57%
Avg List Price for Solds	\$1,214,501	\$1,053,738	15.26%
Avg SP to OLP Ratio	100.0%	102.9%	-2.75%
Ratio of Avg SP to Avg OLP	99.4%	103.5%	-3.93%
Attached Avg Sold Price	\$650,651	\$454,192	43.25%
Detached Avg Sold Price	\$1,572,606	\$1,557,878	0.95%
Attached Units Sold	101	143	-29.37%
Detached Units Sold	168	204	-17.65%

Financing (Sold)

Assumption	0
Cash	90
Conventional	158
FHA	1
Other	13
Owner	0
VA	3

Days on Market (Sold)

0	25
1 to 10	129
11 to 20	21
21 to 30	11
31 to 60	29
61 to 90	17
91 to 120	14
121 to 180	10
181 to 360	12
361 to 720	1
721+	0

Notes:

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- 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	1	0	0	1
\$150K to \$199,999	0	1	0	0	0	0	4	0	0	1
\$200K to \$299,999	0	1	0	0	0	0	19	0	0	6
\$300K to \$399,999	0	2	0	0	0	0	21	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	8	0	0	2
\$500K to \$599,999	0	0	0	0	1	0	6	0	0	4
\$600K to \$799,999	2	0	4	1	5	1	9	1	0	3
\$800K to \$999,999	2	0	6	5	19	0	2	9	0	1
\$1M to \$2,499,999	2	0	17	7	95	6	7	36	5	1
\$2.5M to \$4,999,999	0	0	0	0	12	0	0	15	0	2
\$5,000,000+	0	0	0	0	3	0	0	4	0	0
Total	6	4	27	13	135	7	77	65	5	30
Avg Sold Price	\$918,916	\$307,250	\$1,078,134	\$1,352,492	\$1,700,553	\$1,375,013	\$484,146			
Prev Year - Avg Sold Price	\$912,500	\$658,800	\$1,105,400	\$873,666	\$1,644,808	\$1,184,444	\$383,924			
Avg Sold % Change	0.70%	-53.36%	-2.47%	54.81%	3.39%	16.09%	26.10%			
Prev Year - # of Solds	2	5	30	3	172	9	126			

Active Detail

April 2023



Bethesda, MD

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 **3.7%**
 from Mar 2023: **109**
 **-42.6%**
 from Apr 2022: **197**

YTD	2023	2022	+/-
	404	535	-24.5%

5-year Apr average: **167****New Pending 107**

 **9.2%**
 from Mar 2023: **98**
 **-27.2%**
 from Apr 2022: **147**

YTD	2023	2022	+/-
	341	439	-22.3%

5-year Apr average: **127****Closed Sales 83**

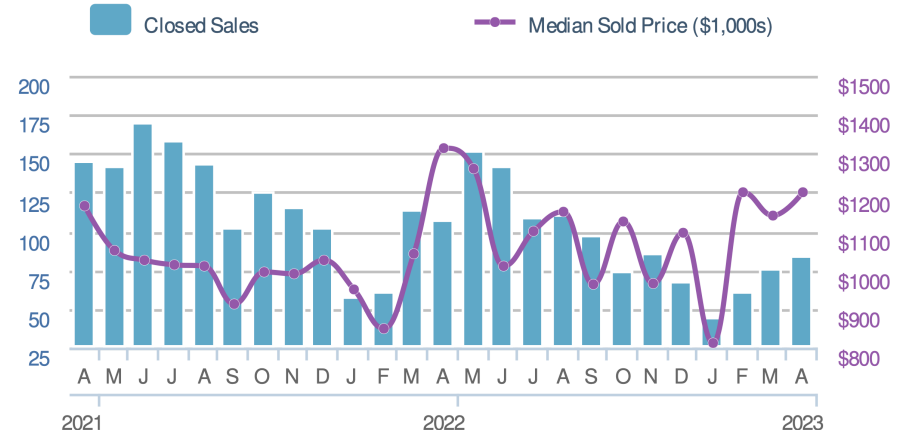
 **10.7%**
 from Mar 2023: **75**
 **-22.4%**
 from Apr 2022: **107**

YTD	2023	2022	+/-
	269	347	-22.5%

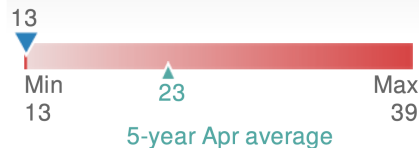
5-year Apr average: **109****Median Sold Price \$1,200,000**

 **5.3%**
 from Mar 2023: **\$1,140,000**
 **-8.7%**
 from Apr 2022: **\$1,314,500**

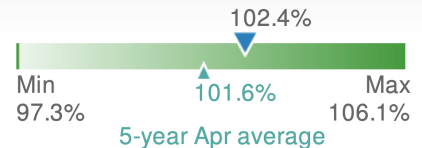
YTD	2023	2022	+/-
	\$1,101,000	\$1,000,000	10.1%

5-year Apr average: **\$1,071,750****Active Listings 100**

Mar 2023	Apr 2022
91	108

Avg DOM 13

Mar 2023	Apr 2022	YTD
28	18	27

Avg Sold to OLP Ratio 102.4%

Mar 2023	Apr 2022	YTD
101.4%	106.1%	100.0%

January thru May 2023 YTD
Bethesda, MD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$459,738,144	\$563,108,033	-18.36%
Avg Sold Price	\$1,227,873	\$1,181,190	3.95%
Median Sold Price	\$1,125,000	\$1,075,000	4.65%
Units Sold	379	503	-24.65%
Avg Days on Market	24	24	0.00%
Avg List Price for Solds	\$1,213,029	\$1,121,729	8.14%
Avg SP to OLP Ratio	100.6%	104.1%	-3.37%
Ratio of Avg SP to Avg OLP	99.9%	104.5%	-4.44%
Attached Avg Sold Price	\$624,901	\$480,532	30.04%
Detached Avg Sold Price	\$1,577,095	\$1,572,862	0.27%
Attached Units Sold	139	180	-22.78%
Detached Units Sold	240	323	-25.70%

Financing (Sold)

Assumption	0
Cash	127
Conventional	221
FHA	2
Other	16
Owner	0
VA	9

Days on Market (Sold)

0	35
1 to 10	200
11 to 20	32
21 to 30	15
31 to 60	35
61 to 90	17
91 to 120	15
121 to 180	16
181 to 360	13
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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	8	0	0	3
\$200K to \$299,999	0	1	0	0	0	0	31	0	0	3
\$300K to \$399,999	0	2	0	0	0	0	26	0	0	6
\$400K to \$499,999	0	0	0	0	0	0	11	0	0	5
\$500K to \$599,999	0	0	0	0	1	0	11	0	0	3
\$600K to \$799,999	4	1	4	2	6	1	10	0	0	1
\$800K to \$999,999	4	0	12	5	23	0	2	6	0	0
\$1M to \$2,499,999	3	0	24	9	139	8	10	32	5	1
\$2.5M to \$4,999,999	0	0	0	0	17	0	0	19	0	0
\$5,000,000+	0	0	0	0	3	0	0	4	0	0
Total	11	4	40	16	189	9	110	61	5	22
Avg Sold Price	\$947,904	\$421,000	\$1,110,940	\$1,339,831	\$1,712,372	\$1,427,323	\$462,673			
Prev Year - Avg Sold Price	\$921,250	\$657,333	\$1,069,711	\$877,115	\$1,678,732	\$1,194,545	\$389,976			
Avg Sold % Change	2.89%	-35.95%	3.85%	52.75%	2.00%	19.49%	18.64%			
Prev Year - # of Solds	4	6	51	12	268	11	151			

Active Detail

May 2023

Bethesda, MD

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 108**

 **-4.4%**
 from Apr 2023: **113**
 **-40.0%**
 from May 2022: **180**

YTD	2023	2022	+/-
	521	714	-27.0%

5-year May average: **168****New Pending 110**

 **2.8%**
 from Apr 2023: **107**
 **-22.5%**
 from May 2022: **142**



YTD	2023	2022	+/-
	456	591	-22.8%

5-year May average: **135****Closed Sales 106**

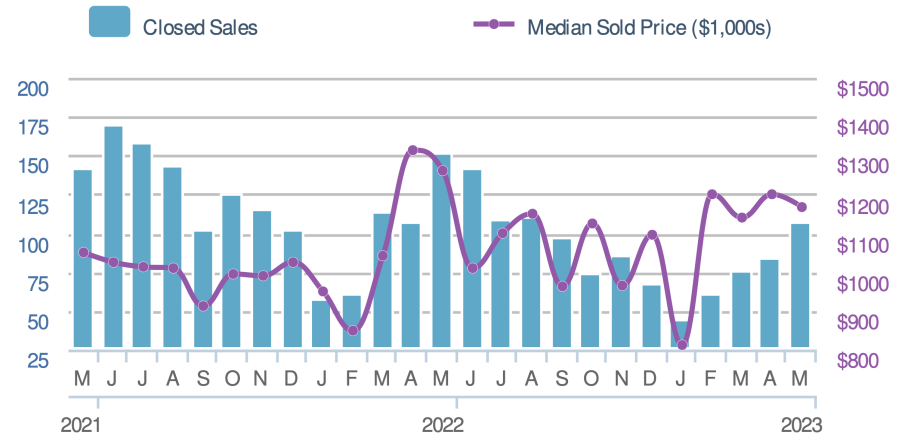
 **27.7%**
 from Apr 2023: **83**
 **-30.3%**
 from May 2022: **152**

YTD	2023	2022	+/-
	379	503	-24.7%

5-year May average: **122****Median Sold Price \$1,167,500**

 **-2.7%**
 from Apr 2023: **\$1,200,000**
 **-7.5%**
 from May 2022: **\$1,261,500**

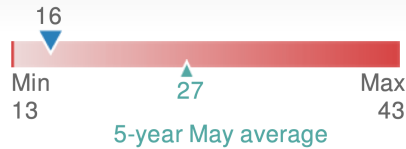
YTD	2023	2022	+/-
	\$1,125,000	\$1,075,000	4.7%

5-year May average: **\$1,059,200****Active Listings 88**

88


Apr 2023	May 2022
100	117

Avg DOM 16

16


Apr 2023	May 2022	YTD
13	13	24

Avg Sold to OLP Ratio 101.9%

101.9%


Apr 2023	May 2022	YTD
102.4%	107.1%	100.6%

January thru June 2023 YTD

Bethesda, MD

Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$621,642,858	\$723,442,361	-14.07%
Avg Sold Price	\$1,256,999	\$1,165,653	7.84%
Median Sold Price	\$1,167,500	\$1,073,200	8.79%
Units Sold	500	652	-23.31%
Avg Days on Market	23	23	0.00%
Avg List Price for Solds	\$1,243,285	\$1,111,278	11.88%
Avg SP to OLP Ratio	100.6%	103.8%	-3.10%
Ratio of Avg SP to Avg OLP	99.7%	104.1%	-4.14%
Attached Avg Sold Price	\$617,243	\$469,197	31.55%
Detached Avg Sold Price	\$1,592,480	\$1,559,084	2.14%
Attached Units Sold	172	235	-26.81%
Detached Units Sold	328	417	-21.34%

Financing (Sold)

Assumption	0
Cash	156
Conventional	300
FHA	4
Other	20
Owner	0
VA	16

Days on Market (Sold)

0	44
1 to 10	255
11 to 20	55
21 to 30	29
31 to 60	42
61 to 90	21
91 to 120	17
121 to 180	19
181 to 360	16
361 to 720	2
721+	0

Notes:

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

Sold Detail

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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	12	0	0	1
\$200K to \$299,999	0	1	0	0	0	0	40	0	0	2
\$300K to \$399,999	0	2	0	0	0	0	33	0	0	8
\$400K to \$499,999	0	0	0	0	0	0	11	0	0	4
\$500K to \$599,999	0	0	0	0	1	0	13	0	0	2
\$600K to \$799,999	4	1	6	2	6	1	15	0	1	4
\$800K to \$999,999	4	0	18	5	28	0	4	6	0	1
\$1M to \$2,499,999	3	0	35	9	194	11	10	42	3	5
\$2.5M to \$4,999,999	0	0	0	0	26	0	1	18	0	0
\$5,000,000+	0	0	0	0	3	0	0	3	0	0
Total	11	4	59	16	258	12	140	69	4	27
Avg Sold Price	\$947,904	\$421,000	\$1,100,924	\$1,339,831	\$1,732,372	\$1,446,497	\$469,190			
Prev Year - Avg Sold Price	\$876,900	\$657,333	\$1,084,117	\$874,692	\$1,669,626	\$1,148,660	\$381,744			
Avg Sold % Change	8.10%	-35.95%	1.55%	53.18%	3.76%	25.93%	22.91%			
Prev Year - # of Solds	10	6	65	15	342	15	199			

Active Detail

June 2023


Bethesda, MD


202.262.1261

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New Listings**101**


 **-6.5%**
 from May 2023:
108

 **-37.7%**
 from Jun 2022:
162

YTD	2023	2022	+/-
	638	875	-27.1%

5-year Jun average: **161****New Pendings****87**

 **-20.9%**
 from May 2023:
110

 **-9.4%**
 from Jun 2022:
96

YTD	2023	2022	+/-
	545	691	-21.1%


5-year Jun average: **122****Closed Sales****116**


 **9.4%**
 from May 2023:
106

 **-18.3%**
 from Jun 2022:
142

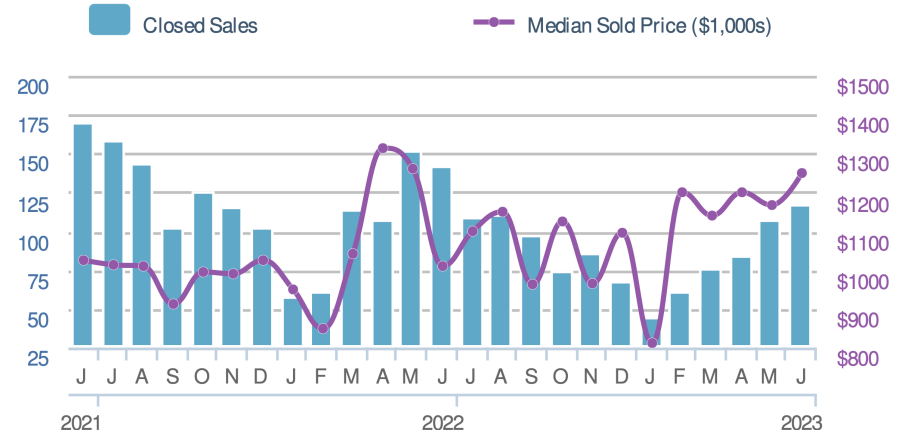
YTD	2023	2022	+/-
	500	652	-23.3%

5-year Jun average: **134****Median Sold Price****\$1,250,000**

 **7.1%**
 from May 2023:
\$1,167,500

 **23.7%**
 from Jun 2022:
\$1,010,625

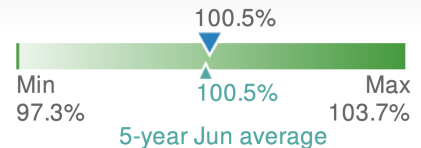
YTD	2023	2022	+/-
	\$1,167,500	\$1,073,200	8.8%

5-year Jun average: **\$1,035,625****Active Listings****100**

May 2023	Jun 2022
88	149

Avg DOM**20**

May 2023	Jun 2022	YTD
16	19	23

Avg Sold to OLP Ratio**100.5%**

May 2023	Jun 2022	YTD
101.9%	102.9%	100.6%

January thru July 2023 YTD
Bethesda, MD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$740,299,948	\$854,888,706	-13.40%
Avg Sold Price	\$1,274,759	\$1,171,034	8.86%
Median Sold Price	\$1,175,000	\$1,080,000	8.80%
Units Sold	587	764	-23.17%
Avg Days on Market	23	22	4.55%
Avg List Price for Solds	\$1,261,158	\$1,120,430	12.56%
Avg SP to OLP Ratio	100.6%	103.4%	-2.64%
Ratio of Avg SP to Avg OLP	99.8%	103.6%	-3.68%
Attached Avg Sold Price	\$615,527	\$476,694	29.12%
Detached Avg Sold Price	\$1,615,447	\$1,571,283	2.81%
Attached Units Sold	200	279	-28.32%
Detached Units Sold	387	485	-20.21%

Financing (Sold)

Assumption	0
Cash	189
Conventional	347
FHA	4
Other	23
Owner	0
VA	18

Days on Market (Sold)

0	54
1 to 10	299
11 to 20	65
21 to 30	35
31 to 60	51
61 to 90	27
91 to 120	17
121 to 180	20
181 to 360	16
361 to 720	3
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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	14	0	0	1
\$200K to \$299,999	0	1	0	0	0	0	46	0	0	7
\$300K to \$399,999	0	3	0	0	0	0	36	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	15	0	0	3
\$500K to \$599,999	0	0	0	0	1	0	15	0	0	1
\$600K to \$799,999	4	1	7	2	6	1	17	1	2	4
\$800K to \$999,999	4	0	21	5	33	1	5	6	0	2
\$1M to \$2,499,999	3	0	42	9	228	15	12	30	5	1
\$2.5M to \$4,999,999	0	0	0	0	35	0	1	12	0	0
\$5,000,000+	0	0	0	0	3	0	0	2	0	0
Total	11	5	70	16	306	17	162	51	7	21
Avg Sold Price	\$947,904	\$412,200	\$1,098,708	\$1,339,831	\$1,757,652	\$1,365,237	\$471,593			
Prev Year - Avg Sold Price	\$870,818	\$604,250	\$1,094,683	\$898,423	\$1,687,907	\$1,200,582	\$388,060			
Avg Sold % Change	8.85%	-31.78%	0.37%	49.13%	4.13%	13.71%	21.53%			
Prev Year - # of Solds	11	8	80	18	394	17	236			

Active Detail

July 2023

Bethesda, MD

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**76**

-24.8%
 from Jun 2023:
101

-47.2%
 from Jul 2022:
144

YTD	2023	2022	+/-
	725	1,018	-28.8%

5-year Jul average: **134****New Pendings****81**

-6.9%
 from Jun 2023:
87

-23.6%
 from Jul 2022:
106

YTD	2023	2022	+/-
	627	796	-21.2%

5-year Jul average: **109****Closed Sales****86**

-25.9%
 from Jun 2023:
116

-21.1%
 from Jul 2022:
109

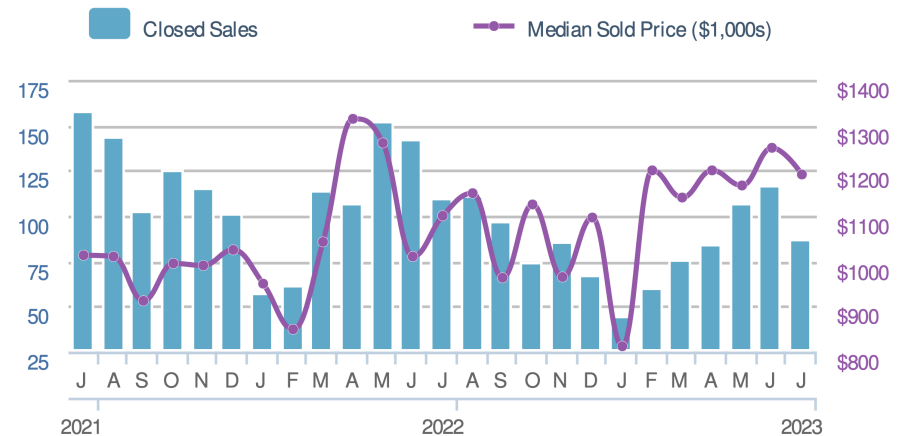
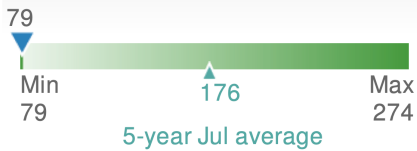
YTD	2023	2022	+/-
	587	764	-23.2%

5-year Jul average: **122****Median Sold Price****\$1,191,500**

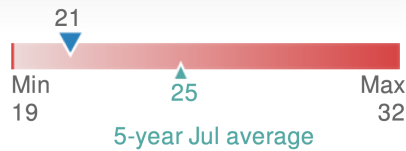
-4.7%
 from Jun 2023:
\$1,250,000

8.3%
 from Jul 2022:
\$1,100,000

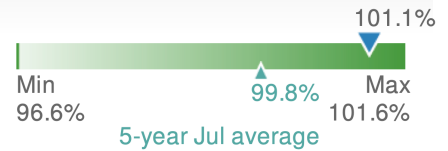
YTD	2023	2022	+/-
	\$1,175,000	\$1,080,000	8.8%

5-year Jul average: **\$1,003,550****Active Listings****79**

Jun 2023	Jul 2022
100	152

Avg DOM**21**

Jun 2023	Jul 2022	YTD 23
20	19	23

Avg Sold to OLP Ratio**101.1%**

Jun 2023	Jul 2022	YTD
100.5%	100.9%	100.6%

January thru August 2023 YTD
Bethesda, MD

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$860,931,035	\$999,534,925	-13.87%
Avg Sold Price	\$1,265,488	\$1,188,323	6.49%
Median Sold Price	\$1,175,000	\$1,097,500	7.06%
Units Sold	688	876	-21.46%
Avg Days on Market	22	21	4.76%
Avg List Price for Solds	\$1,251,353	\$1,143,582	9.42%
Avg SP to OLP Ratio	100.7%	102.9%	-2.13%
Ratio of Avg SP to Avg OLP	100.0%	103.1%	-3.01%
Attached Avg Sold Price	\$617,117	\$482,954	27.78%
Detached Avg Sold Price	\$1,619,542	\$1,579,219	2.55%
Attached Units Sold	243	312	-22.12%
Detached Units Sold	445	564	-21.10%

Financing (Sold)

Assumption	0
Cash	225
Conventional	409
FHA	5
Other	24
Owner	0
VA	19

Days on Market (Sold)

0	58
1 to 10	357
11 to 20	80
21 to 30	41
31 to 60	57
61 to 90	33
91 to 120	19
121 to 180	21
181 to 360	18
361 to 720	4
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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	15	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	58	0	0	6
\$300K to \$399,999	0	3	0	0	0	0	43	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	21	0	0	3
\$500K to \$599,999	0	0	0	0	1	0	17	0	0	1
\$600K to \$799,999	4	1	7	2	7	1	22	1	1	2
\$800K to \$999,999	5	0	23	7	37	2	6	6	1	0
\$1M to \$2,499,999	4	0	45	12	271	17	13	27	4	2
\$2.5M to \$4,999,999	0	0	0	0	38	0	1	15	0	0
\$5,000,000+	0	0	0	0	3	0	0	4	0	0
Total	13	5	75	21	357	20	197	53	6	17
Avg Sold Price	\$1,029,565	\$412,200	\$1,120,580	\$1,403,013	\$1,745,850	\$1,364,411	\$462,675			
Prev Year - Avg Sold Price	\$879,500	\$604,250	\$1,094,808	\$979,602	\$1,698,552	\$1,200,582	\$394,234			
Avg Sold % Change	17.06%	-31.78%	2.35%	43.22%	2.78%	13.65%	17.36%			
Prev Year - # of Solds	12	8	95	21	457	17	266			

Active Detail

August 2023

Bethesda, MD

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****73**

↓ -3.9%

from Jul 2023:
76

↓ -31.1%

from Aug 2022:
106

YTD	2023	2022	+/-
	812	1,123	-27.7%

5-year Aug average: **110****New Pendings****78**

↓ -3.7%

from Jul 2023:
81

↓ -26.4%

from Aug 2022:
106

YTD	2023	2022	+/-
	704	901	-21.9%

5-year Aug average: **99****Closed Sales****99**

↑ 15.1%

from Jul 2023:
86

↓ -10.0%

from Aug 2022:
110

YTD	2023	2022	+/-
	688	876	-21.5%

5-year Aug average: **119****Median Sold Price****\$1,091,500**

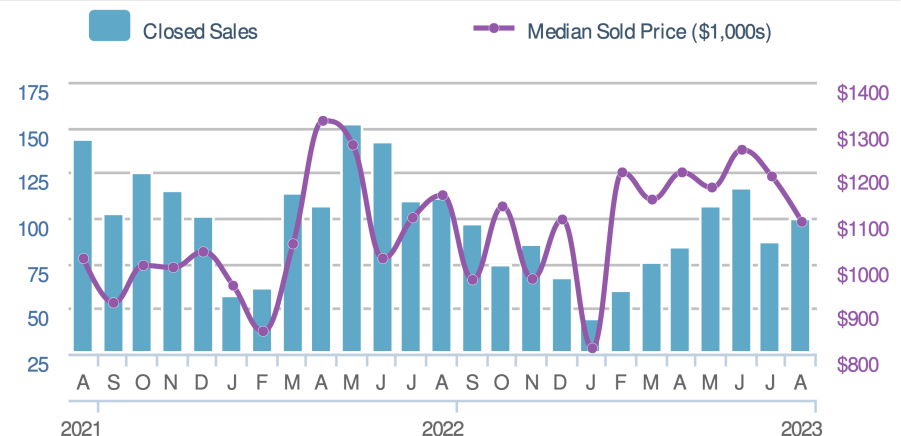
↓ -8.4%

from Jul 2023:
\$1,191,500

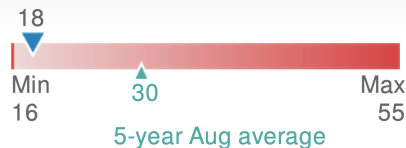
↓ -5.1%

from Aug 2022:
\$1,150,000

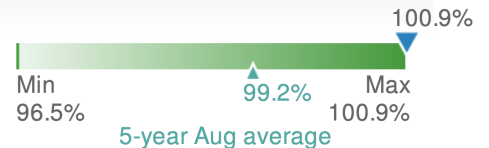
YTD	2023	2022	+/-
	\$1,175,000	\$1,097,500	7.1%

5-year Aug average: **\$1,016,290****Active Listings****76**

Jul 2023	Aug 2022
79	125

Avg DOM**18**

Jul 2023	Aug 2022	YTD
21	16	22

Avg Sold to OLP Ratio**100.9%**

Jul 2023	Aug 2022	YTD
101.1%	99.5%	100.7%

January thru September 2023 YTD
Bethesda, MD202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$952,237,878	\$1,113,466,453	-14.48%
Avg Sold Price	\$1,255,154	\$1,183,937	6.02%
Median Sold Price	\$1,167,500	\$1,080,000	8.10%
Units Sold	766	974	-21.36%
Avg Days on Market	22	22	0.00%
Avg List Price for Solds	\$1,243,130	\$1,145,494	8.52%
Avg SP to OLP Ratio	100.5%	102.3%	-1.74%
Ratio of Avg SP to Avg OLP	99.7%	102.4%	-2.64%
Attached Avg Sold Price	\$616,796	\$479,544	28.62%
Detached Avg Sold Price	\$1,614,719	\$1,576,143	2.45%
Attached Units Sold	276	348	-20.69%
Detached Units Sold	490	626	-21.73%

Financing (Sold)

Assumption	0
Cash	255
Conventional	453
FHA	5
Other	27
Owner	0
VA	19

Days on Market (Sold)

0	62
1 to 10	401
11 to 20	90
21 to 30	47
31 to 60	61
61 to 90	38
91 to 120	20
121 to 180	24
181 to 360	19
361 to 720	4
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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	18	0	0	1
\$200K to \$299,999	0	1	0	0	0	0	66	0	0	5
\$300K to \$399,999	0	4	0	0	0	0	48	0	0	6
\$400K to \$499,999	0	0	0	0	0	0	22	0	0	1
\$500K to \$599,999	0	0	0	0	1	0	17	0	0	1
\$600K to \$799,999	4	1	7	3	7	2	29	0	0	1
\$800K to \$999,999	6	0	28	7	41	2	6	4	2	1
\$1M to \$2,499,999	4	0	47	12	299	19	17	37	6	3
\$2.5M to \$4,999,999	0	0	0	0	43	0	1	18	0	0
\$5,000,000+	0	0	0	0	3	0	0	6	0	0
Total	14	6	82	22	394	23	225	65	8	19
Avg Sold Price	\$1,013,882	\$395,333	\$1,111,896	\$1,371,967	\$1,740,717	\$1,390,140	\$469,810			
Prev Year - Avg Sold Price	\$842,933	\$576,000	\$1,069,897	\$990,746	\$1,706,965	\$1,217,161	\$388,580			
Avg Sold % Change	20.28%	-31.37%	3.93%	38.48%	1.98%	14.21%	20.90%			
Prev Year - # of Solds	15	9	108	25	503	18	296			

Active Detail

September 2023



Bethesda, MD

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lenorerubino.com**New Listings 96**

 **31.5%**
 from Aug 2023: **73**
 **-25.0%**
 from Sep 2022: **128**



YTD	2023	2022	+/-
	926	1,251	-26.0%

5-year Sep average: **150****New Pending 81**

 **3.8%**
 from Aug 2023: **78**
 **1.3%**
 from Sep 2022: **80**

YTD	2023	2022	+/-
	783	982	-20.3%

5-year Sep average: **107****Closed Sales 77**

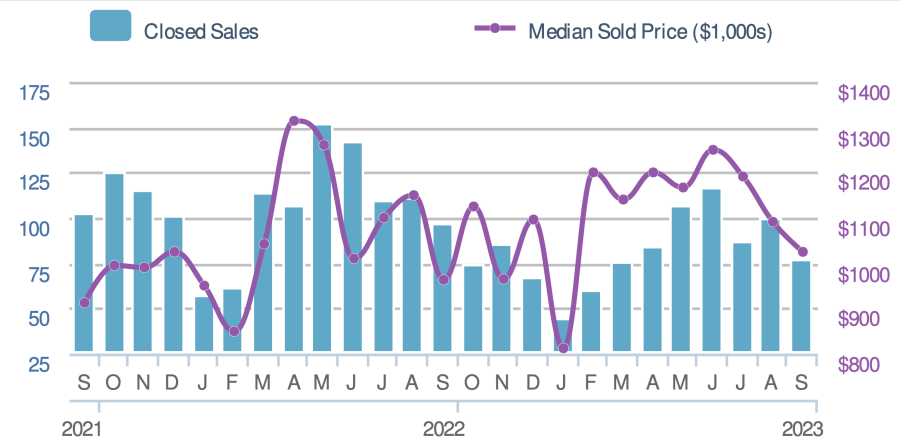
 **-22.2%**
 from Aug 2023: **99**
 **-19.8%**
 from Sep 2022: **96**

YTD	2023	2022	+/-
	766	974	-21.4%

5-year Sep average: **94****Median Sold Price \$1,025,000**

 **-6.1%**
 from Aug 2023: **\$1,091,500**
 **6.4%**
 from Sep 2022: **\$963,000**

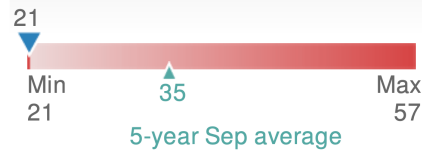
YTD	2023	2022	+/-
	\$1,167,500	\$1,080,000	8.1%

5-year Sep average: **\$941,600****Active Listings 92**

92

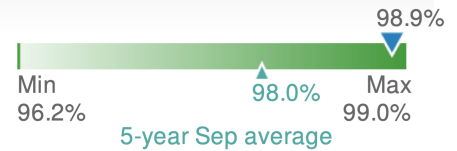

Aug 2023	Sep 2022
76	152

Avg DOM 21

21


Aug 2023	Sep 2022	YTD
18	28	22

Avg Sold to OLP Ratio 98.9%

98.9%


Aug 2023	Sep 2022	YTD
100.9%	97.4%	100.5%

January thru October 2023 YTD
Bethesda, MD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$1,030,379,767	\$1,203,834,411	-14.41%
Avg Sold Price	\$1,252,096	\$1,182,485	5.89%
Median Sold Price	\$1,170,000	\$1,083,500	7.98%
Units Sold	831	1,052	-21.01%
Avg Days on Market	22	23	-4.35%
Avg List Price for Solds	\$1,240,926	\$1,146,464	8.24%
Avg SP to OLP Ratio	100.4%	102.0%	-1.58%
Ratio of Avg SP to Avg OLP	99.6%	102.2%	-2.59%
Attached Avg Sold Price	\$607,035	\$485,432	25.05%
Detached Avg Sold Price	\$1,608,989	\$1,572,380	2.33%
Attached Units Sold	296	377	-21.49%
Detached Units Sold	535	675	-20.74%

Financing (Sold)

Assumption	0
Cash	266
Conventional	500
FHA	6
Other	29
Owner	0
VA	22

Days on Market (Sold)

0	65
1 to 10	438
11 to 20	96
21 to 30	53
31 to 60	66
61 to 90	41
91 to 120	24
121 to 180	24
181 to 360	20
361 to 720	4
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	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	20	0	0	3
\$200K to \$299,999	0	1	0	0	0	0	72	0	0	8
\$300K to \$399,999	0	4	0	0	0	0	51	0	0	10
\$400K to \$499,999	0	0	0	0	0	0	24	0	0	2
\$500K to \$599,999	0	0	0	0	1	0	18	0	0	2
\$600K to \$799,999	4	2	7	4	8	2	29	0	0	2
\$800K to \$999,999	7	0	30	9	46	3	6	8	2	0
\$1M to \$2,499,999	4	0	51	13	326	19	17	48	6	2
\$2.5M to \$4,999,999	0	0	0	0	48	0	1	20	0	0
\$5,000,000+	0	0	0	0	3	0	0	5	0	0
Total	15	7	88	26	432	24	239	81	8	29
Avg Sold Price	\$1,002,290	\$431,714	\$1,111,466	\$1,305,905	\$1,731,402	\$1,366,176	\$459,910			
Prev Year - Avg Sold Price	\$842,933	\$553,954	\$1,057,494	\$1,085,062	\$1,701,338	\$1,221,521	\$386,595			
Avg Sold % Change	18.91%	-22.07%	5.10%	20.35%	1.77%	11.84%	18.96%			
Prev Year - # of Solds	15	11	115	28	545	19	319			

Active Detail

October 2023

Bethesda, MD

202.262.1261

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New Listings**81**

 **-15.6%**
 from Sep 2023:
 96

 **-9.0%**
 from Oct 2022:
 89

YTD	2023	2022	+/-
	1,020	1,340	-23.9%


5-year Oct average: **126****New Pendings****61**


 **-24.7%**
 from Sep 2023:
 81

 **-30.7%**
 from Oct 2022:
 88

YTD	2023	2022	+/-
	843	1,073	-21.4%


5-year Oct average: **105****Closed Sales****63**


 **-18.2%**
 from Sep 2023:
 77

 **-14.9%**
 from Oct 2022:
 74

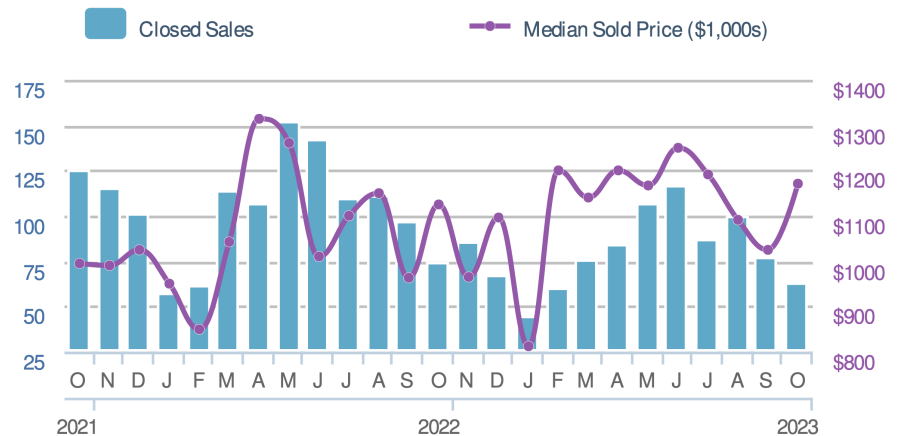
YTD	2023	2022	+/-
	831	1,052	-21.0%

5-year Oct average: **100****Median Sold Price****\$1,171,500**

 **14.3%**
 from Sep 2023:
 \$1,025,000

 **4.1%**
 from Oct 2022:
 \$1,125,000


YTD	2023	2022	+/-
	\$1,170,000	\$1,083,500	8.0%

5-year Oct average: **\$1,039,790****Active Listings****118**

118

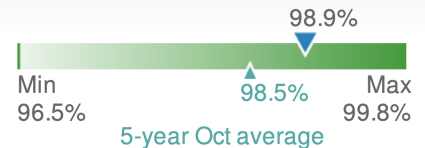

Sep 2023	Oct 2022
92	129

Avg DOM**20**

20


Sep 2023	Oct 2022	YTD
21	30	22

Avg Sold to OLP Ratio**98.9%**

98.9%


Sep 2023	Oct 2022	YTD
98.9%	98.4%	100.4%

January thru November 2023 YTD

Bethesda, MD

202.262.1261
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lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$1,113,702,897	\$1,309,145,190	-14.93%
Avg Sold Price	\$1,250,667	\$1,178,587	6.12%
Median Sold Price	\$1,162,500	\$1,070,000	8.64%
Units Sold	898	1,143	-21.43%
Avg Days on Market	22	23	-4.35%
Avg List Price for Solds	\$1,241,127	\$1,147,325	8.18%
Avg SP to OLP Ratio	100.3%	101.5%	-1.27%
Ratio of Avg SP to Avg OLP	99.4%	101.7%	-2.26%
Attached Avg Sold Price	\$599,334	\$496,277	20.77%
Detached Avg Sold Price	\$1,613,021	\$1,569,552	2.77%
Attached Units Sold	321	416	-22.84%
Detached Units Sold	577	727	-20.63%

Financing (Sold)

Assumption	0
Cash	290
Conventional	537
FHA	7
Other	29
Owner	0
VA	24

Days on Market (Sold)

0	69
1 to 10	477
11 to 20	101
21 to 30	57
31 to 60	73
61 to 90	43
91 to 120	25
121 to 180	27
181 to 360	21
361 to 720	5
721+	0

Notes:

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



Sold Detail**Active Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	22	0	0	2
\$200K to \$299,999	0	1	0	0	0	0	76	0	0	10
\$300K to \$399,999	0	4	0	0	0	0	60	0	0	6
\$400K to \$499,999	0	0	0	0	0	0	26	0	0	2
\$500K to \$599,999	0	0	0	0	1	0	21	0	0	5
\$600K to \$799,999	4	2	8	5	8	2	30	1	0	5
\$800K to \$999,999	8	0	32	9	50	3	6	4	3	0
\$1M to \$2,499,999	4	0	54	13	355	19	20	37	5	2
\$2.5M to \$4,999,999	0	0	0	0	49	0	1	18	0	0
\$5,000,000+	0	0	0	0	4	0	0	4	0	0
Total	16	7	94	27	467	24	263	64	8	32
Avg Sold Price	\$999,022	\$431,714	\$1,103,457	\$1,284,352	\$1,736,625	\$1,366,176	\$463,492			
Prev Year - Avg Sold Price	\$843,470	\$516,415	\$1,049,275	\$1,098,120	\$1,700,933	\$1,222,336	\$396,585			
Avg Sold % Change	18.44%	-16.40%	5.16%	16.96%	2.10%	11.77%	16.87%			
Prev Year - # of Solds	17	13	124	31	586	22	350			

November 2023



Bethesda, MD

202.262.1261
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 **-23.5%**  **-17.3%**
 from Oct 2023: **81** from Nov 2022: **75**



YTD	2023	2022	+/-
	1,093	1,416	-22.8%

5-year Nov average: **78****New Pendings****65**

 **6.6%**  **16.1%**
 from Oct 2023: **61** from Nov 2022: **56**



YTD	2023	2022	+/-
	911	1,134	-19.7%

5-year Nov average: **79****Closed Sales****63**

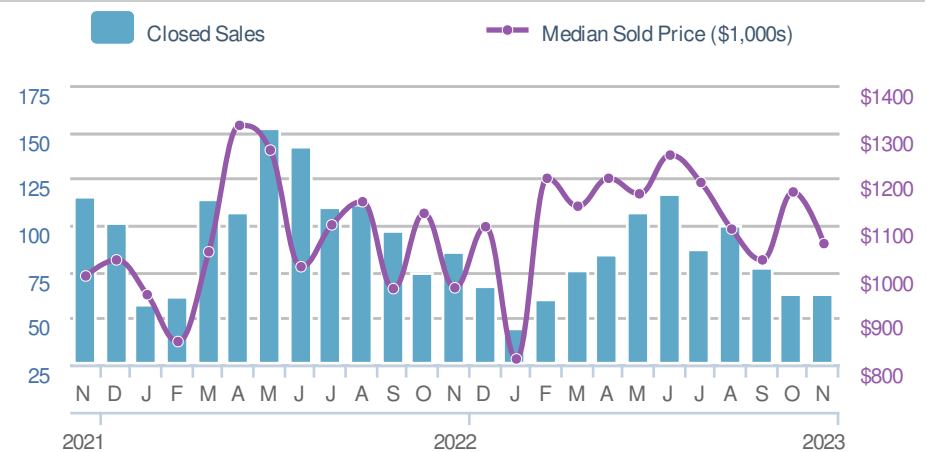
 **0.0%**  **-25.9%**
 from Oct 2023: **63** from Nov 2022: **85**

YTD	2023	2022	+/-
	898	1,143	-21.4%

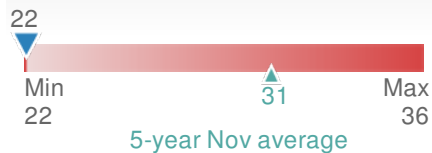
5-year Nov average: **93****Median Sold Price****\$1,060,000**

 **-9.5%**  **9.8%**
 from Oct 2023: **\$1,171,500** from Nov 2022: **\$965,000**

YTD	2023	2022	+/-
	\$1,162,500	\$1,070,000	8.6%

5-year Nov average: **\$967,900****Active Listings****104**

Oct 2023	Nov 2022
118	123

Avg DOM**22**

Oct 2023	Nov 2022	YTD
20	36	22

Avg Sold to OLP Ratio**98.6%**

Oct 2023	Nov 2022	YTD
98.9%	96.2%	100.3%

January thru December 2023 YTD

Bethesda, MD

202.262.1261
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lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$1,202,164,720	\$1,398,426,130	-14.03%
Avg Sold Price	\$1,251,078	\$1,179,206	6.09%
Median Sold Price	\$1,161,250	\$1,075,000	8.02%
Units Sold	967	1,217	-20.54%
Avg Days on Market	21	24	-12.50%
Avg List Price for Solds	\$1,244,048	\$1,150,926	8.09%
Avg SP to OLP Ratio	100.1%	101.3%	-1.23%
Ratio of Avg SP to Avg OLP	99.3%	101.4%	-2.14%
Attached Avg Sold Price	\$597,651	\$492,087	21.45%
Detached Avg Sold Price	\$1,611,879	\$1,568,809	2.75%
Attached Units Sold	344	440	-21.82%
Detached Units Sold	623	777	-19.82%

Financing (Sold)

Assumption	0
Cash	315
Conventional	578
FHA	7
Other	31
Owner	0
VA	24

Days on Market (Sold)

0	80
1 to 10	499
11 to 20	111
21 to 30	68
31 to 60	81
61 to 90	45
91 to 120	28
121 to 180	29
181 to 360	21
361 to 720	5
721+	0

Notes:

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


Sold Detail**Active Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	1	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	24	0	0	1
\$200K to \$299,999	0	2	0	0	0	0	82	0	0	8
\$300K to \$399,999	0	4	0	0	0	0	65	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	28	0	0	1
\$500K to \$599,999	0	0	0	0	1	0	22	0	0	2
\$600K to \$799,999	4	2	12	5	8	2	31	0	0	1
\$800K to \$999,999	9	0	35	9	52	3	6	5	2	1
\$1M to \$2,499,999	5	0	58	16	381	21	20	22	6	2
\$2.5M to \$4,999,999	0	0	0	0	54	0	1	14	0	0
\$5,000,000+	0	0	0	0	4	0	0	3	0	0
Total	18	8	105	30	500	26	280	44	8	19
Avg Sold Price	\$1,000,534	\$413,375	\$1,090,057	\$1,288,247	\$1,743,470	\$1,383,569	\$455,945			
Prev Year - Avg Sold Price	\$843,470	\$527,226	\$1,051,790	\$1,098,054	\$1,693,229	\$1,206,147	\$393,867			
Avg Sold % Change	18.62%	-21.59%	3.64%	17.32%	2.97%	14.71%	15.76%			
Prev Year - # of Solds	17	15	128	32	632	23	370			

December 2023



Bethesda, MD

202.262.1261
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lenorerubino.com**New Listings****30**

 **-51.6%**  **-28.6%**
 from Nov 2023: **62** from Dec 2022: **42**



YTD	2023	2022	+/-
	1,133	1,458	-22.3%

5-year Dec average: **47****New Pendings****47**

 **-27.7%**  **2.2%**
 from Nov 2023: **65** from Dec 2022: **46**



YTD	2023	2022	+/-
	964	1,184	-18.6%

5-year Dec average: **55****Closed Sales****63**

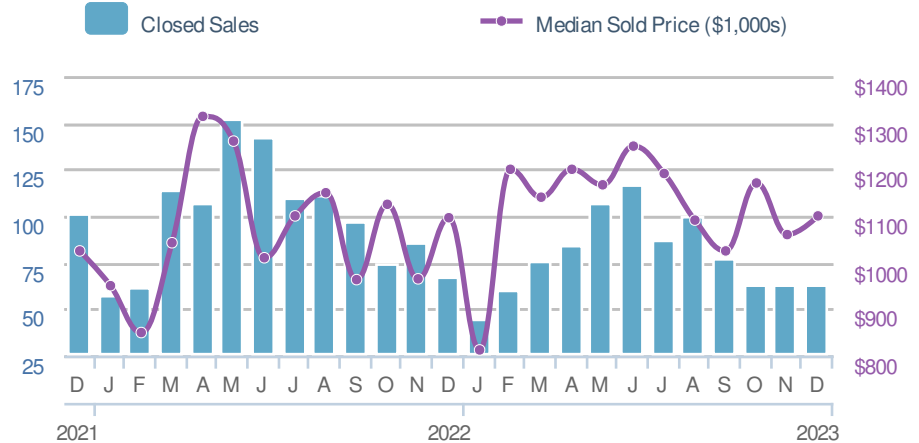
 **0.0%**  **-6.0%**
 from Nov 2023: **63** from Dec 2022: **67**

YTD	2023	2022	+/-
	967	1,217	-20.5%

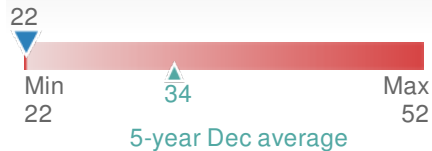
5-year Dec average: **89****Median Sold Price****\$1,100,000**

 **3.8%**  **0.4%**
 from Nov 2023: **\$1,060,000** from Dec 2022: **\$1,096,000**

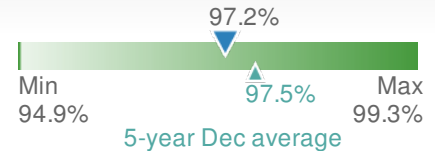
YTD	2023	2022	+/-
	\$1,161,250	\$1,075,000	8.0%

5-year Dec average: **\$1,007,000****Active Listings****71**

Nov 2023	Dec 2022
104	96

Avg DOM**22**

Nov 2023	Dec 2022	YTD
22	27	21

Avg Sold to OLP Ratio**97.2%**

Nov 2023	Dec 2022	YTD
98.6%	97.6%	100.1%