

January thru January 2023 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

| | 2023 | 2022 | % Change |
|----------------------------|--------------|---------------|----------|
| Sold Dollar Volume | \$52,763,590 | \$110,853,838 | -52.40% |
| Avg Sold Price | \$1,635,263 | \$1,857,498 | -11.96% |
| Median Sold Price | \$1,198,750 | \$1,512,500 | -20.74% |
| Units Sold | 30 | 58 | -48.28% |
| Avg Days on Market | 52 | 76 | -31.58% |
| Avg List Price for Solds | \$1,758,786 | \$1,911,273 | -7.98% |
| Avg SP to OLP Ratio | 95.1% | 96.0% | -0.93% |
| Ratio of Avg SP to Avg OLP | 91.5% | 94.3% | -2.92% |
| Attached Avg Sold Price | \$703,312 | \$473,145 | 48.65% |
| Detached Avg Sold Price | \$2,700,350 | \$2,834,688 | -4.74% |
| Attached Units Sold | 16 | 24 | -33.33% |
| Detached Units Sold | 14 | 34 | -58.82% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 12 |
| Conventional | 14 |
| FHA | 0 |
| Other | 1 |
| Owner | 0 |
| VA | 1 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 1 |
| 1 to 10 | 6 |
| 11 to 20 | 2 |
| 21 to 30 | 2 |
| 31 to 60 | 5 |
| 61 to 90 | 6 |
| 91 to 120 | 4 |
| 121 to 180 | 2 |
| 181 to 360 | 2 |
| 361 to 720 | 0 |
| 721+ | 0 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|----------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 3 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 8 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| \$800K to \$999,999 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 2 | 1 | 4 |
| \$1M to \$2,499,999 | 1 | 0 | 0 | 0 | 8 | 1 | 3 | 18 | 3 | 18 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 53 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 16 | 0 | 0 |
| Total | 1 | 0 | 0 | 2 | 13 | 1 | 13 | 89 | 4 | 46 |
| Avg Sold Price | \$1,475,000 | \$0 | \$0 | \$967,500 | \$2,794,607 | \$1,525,000 | \$599,461 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$2,834,688 | \$835,000 | \$457,413 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | -1.41% | 82.63% | 31.05% | | | |
| Prev Year - # of Solds | 0 | 0 | 0 | 0 | 34 | 1 | 23 | | | |

January 2023

Mc Lean, VA

New Listings

78

↑ 200.0%

from Dec 2022:
26

↓ -6.0%

from Jan 2022:
83

| YTD | 2023 | 2022 | +/- |
|-----|------|------|-------|
| | 78 | 83 | -6.0% |

5-year Jan average: 95

New Pendings

47

↑ 62.1%

from Dec 2022:
29

↓ -25.4%

from Jan 2022:
63

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 47 | 63 | -25.4% |

5-year Jan average: 57

Closed Sales

30

↓ -31.8%

from Dec 2022:
44

↓ -48.3%

from Jan 2022:
58

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 30 | 58 | -48.3% |

5-year Jan average: 49

Median Sold Price

\$1,198,750

↓ -2.5%

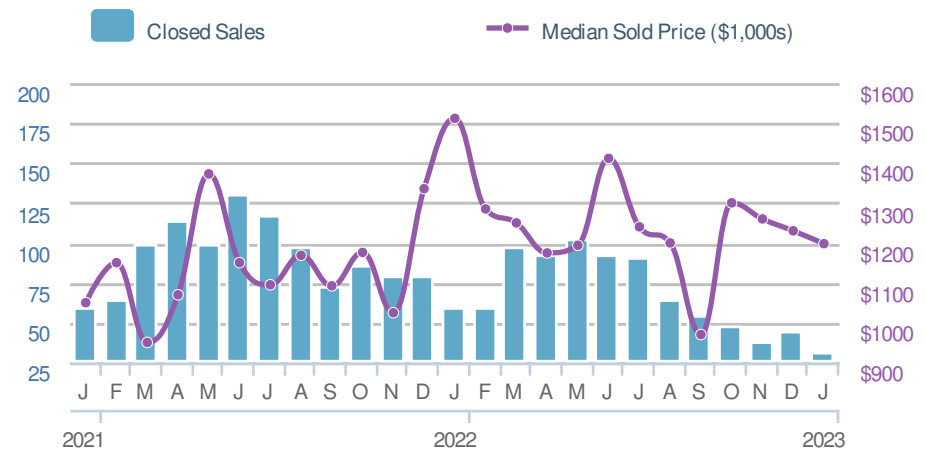
from Dec 2022:
\$1,230,000

↓ -20.7%

from Jan 2022:
\$1,512,500

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|--------|
| | \$1,198,750 | \$1,512,500 | -20.7% |

5-year Jan average: \$1,149,050



Active Listings

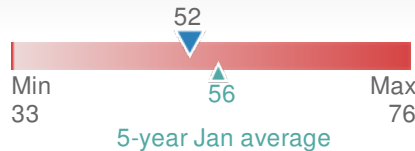
139



| Dec 2022 | Jan 2022 |
|----------|----------|
| 132 | 123 |

Avg DOM

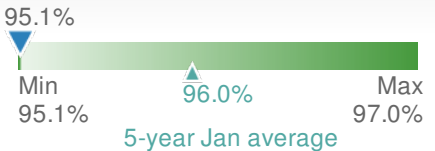
52



| Dec 2022 | Jan 2022 | YTD |
|----------|----------|-----|
| 29 | 76 | 52 |

Avg Sold to OLP Ratio

95.1%



| Dec 2022 | Jan 2022 | YTD |
|----------|----------|-------|
| 96.0% | 96.0% | 95.1% |

January thru February 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$106,942,187 | \$203,937,974 | -47.56% |
| Avg Sold Price | \$1,371,897 | \$1,708,787 | -19.72% |
| Median Sold Price | \$1,070,000 | \$1,325,000 | -19.25% |
| Units Sold | 75 | 117 | -35.90% |
| Avg Days on Market | 53 | 65 | -18.46% |
| Avg List Price for Solds | \$1,425,895 | \$1,743,059 | -18.20% |
| Avg SP to OLP Ratio | 96.7% | 97.7% | -1.01% |
| Ratio of Avg SP to Avg OLP | 94.3% | 96.1% | -1.79% |
| Attached Avg Sold Price | \$729,444 | \$545,578 | 33.70% |
| Detached Avg Sold Price | \$2,106,129 | \$2,409,900 | -12.61% |
| Attached Units Sold | 40 | 44 | -9.09% |
| Detached Units Sold | 35 | 73 | -52.05% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 20 |
| Conventional | 49 |
| FHA | 0 |
| Other | 1 |
| Owner | 0 |
| VA | 3 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 3 |
| 1 to 10 | 19 |
| 11 to 20 | 6 |
| 21 to 30 | 4 |
| 31 to 60 | 10 |
| 61 to 90 | 15 |
| 91 to 120 | 6 |
| 121 to 180 | 7 |
| 181 to 360 | 5 |
| 361 to 720 | 0 |
| 721+ | 0 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 1 | 5 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 7 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 6 |
| \$600K to \$799,999 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 6 |
| \$800K to \$999,999 | 0 | 0 | 0 | 6 | 1 | 0 | 3 | 3 | 1 | 3 |
| \$1M to \$2,499,999 | 1 | 0 | 1 | 2 | 24 | 1 | 7 | 21 | 3 | 18 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 47 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 21 | 0 | 0 |
| Total | 1 | 0 | 1 | 9 | 33 | 1 | 30 | 92 | 5 | 49 |
| Avg Sold Price | \$1,475,000 | \$0 | \$1,479,000 | \$964,888 | \$2,144,258 | \$1,525,000 | \$632,292 | | | |
| Prev Year - Avg Sold Price | \$1,075,000 | \$0 | \$0 | \$2,250,000 | \$2,428,440 | \$835,000 | \$498,105 | | | |
| Avg Sold % Change | 37.21% | 0.00% | 0.00% | -57.12% | -11.70% | 82.63% | 26.94% | | | |
| Prev Year - # of Solds | 1 | 0 | 0 | 1 | 72 | 1 | 42 | | | |

February 2023

Mc Lean, VA

New Listings

84

↑ 7.7%

from Jan 2023:
78

↓ -27.0%

from Feb 2022:
115

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 172 | 198 | -13.1% |

5-year Feb average: 117

New Pendings

68

↑ 44.7%

from Jan 2023:
47

↓ -22.7%

from Feb 2022:
88

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 114 | 150 | -24.0% |

5-year Feb average: 75

Closed Sales

44

↑ 46.7%

from Jan 2023:
30

↓ -24.1%

from Feb 2022:
58

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 75 | 117 | -35.9% |

5-year Feb average: 53

Median Sold Price

\$1,060,000

↓ -11.6%

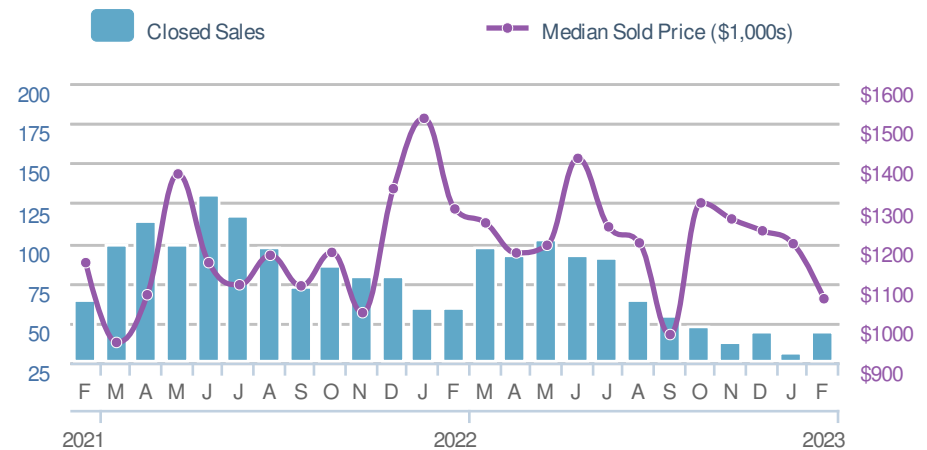
from Jan 2023:
\$1,198,750

↓ -17.6%

from Feb 2022:
\$1,285,974

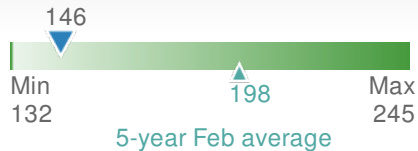
| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|--------|
| | \$1,070,000 | \$1,325,000 | -19.2% |

5-year Feb average: \$1,085,195



Active Listings

146



| Jan 2023 | Feb 2022 |
|----------|----------|
| 139 | 132 |

Avg DOM

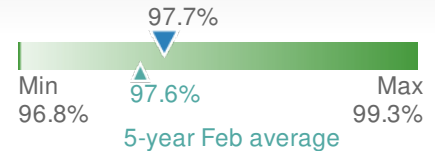
54



| Jan 2023 | Feb 2022 | YTD |
|----------|----------|-----|
| 52 | 54 | 53 |

Avg Sold to OLP Ratio

97.7%



| Jan 2023 | Feb 2022 | YTD |
|----------|----------|-------|
| 95.1% | 99.3% | 96.7% |

January thru March 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$218,260,381 | \$370,719,377 | -41.13% |
| Avg Sold Price | \$1,445,421 | \$1,691,174 | -14.53% |
| Median Sold Price | \$1,175,000 | \$1,300,000 | -9.62% |
| Units Sold | 149 | 216 | -31.02% |
| Avg Days on Market | 40 | 54 | -25.93% |
| Avg List Price for Solds | \$1,464,834 | \$1,716,293 | -14.65% |
| Avg SP to OLP Ratio | 98.7% | 99.2% | -0.41% |
| Ratio of Avg SP to Avg OLP | 97.4% | 97.2% | 0.21% |
| Attached Avg Sold Price | \$737,337 | \$580,363 | 27.05% |
| Detached Avg Sold Price | \$2,056,144 | \$2,384,387 | -13.77% |
| Attached Units Sold | 69 | 83 | -16.87% |
| Detached Units Sold | 80 | 133 | -39.85% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 45 |
| Conventional | 95 |
| FHA | 0 |
| Other | 4 |
| Owner | 0 |
| VA | 3 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 8 |
| 1 to 10 | 54 |
| 11 to 20 | 13 |
| 21 to 30 | 8 |
| 31 to 60 | 14 |
| 61 to 90 | 16 |
| 91 to 120 | 10 |
| 121 to 180 | 14 |
| 181 to 360 | 10 |
| 361 to 720 | 2 |
| 721+ | 0 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 6 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0 | 0 | 11 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 9 |
| \$600K to \$799,999 | 0 | 0 | 1 | 1 | 0 | 1 | 5 | 0 | 0 | 7 |
| \$800K to \$999,999 | 0 | 0 | 1 | 8 | 4 | 1 | 5 | 2 | 2 | 2 |
| \$1M to \$2,499,999 | 1 | 0 | 4 | 3 | 48 | 3 | 10 | 27 | 3 | 14 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 20 | 0 | 0 | 56 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 25 | 0 | 0 |
| Total | 1 | 0 | 6 | 12 | 73 | 5 | 52 | 110 | 5 | 53 |
| Avg Sold Price | \$1,475,000 | \$0 | \$1,435,000 | \$963,666 | \$2,115,158 | \$1,161,140 | \$644,357 | | | |
| Prev Year - Avg Sold Price | \$895,000 | \$0 | \$2,149,666 | \$1,226,250 | \$2,413,160 | \$1,075,000 | \$526,844 | | | |
| Avg Sold % Change | 64.80% | 0.00% | -33.25% | -21.41% | -12.35% | 8.01% | 22.31% | | | |
| Prev Year - # of Solds | 2 | 0 | 3 | 4 | 128 | 3 | 76 | | | |

March 2023

Mc Lean, VA

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 Web: lenorerubino.com

New Listings

119

41.7%
 from Feb 2023:
84

-12.5%
 from Mar 2022:
136

| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|-------|
| | 303 | 334 | -9.3% |

5-year Mar average: **152**

New Pendings

78

14.7%
 from Feb 2023:
68

-27.1%
 from Mar 2022:
107

| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 196 | 253 | -22.5% |

5-year Mar average: **102**

Closed Sales

74

68.2%
 from Feb 2023:
44

-23.7%
 from Mar 2022:
97

| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 149 | 216 | -31.0% |

5-year Mar average: **80**

Median Sold Price

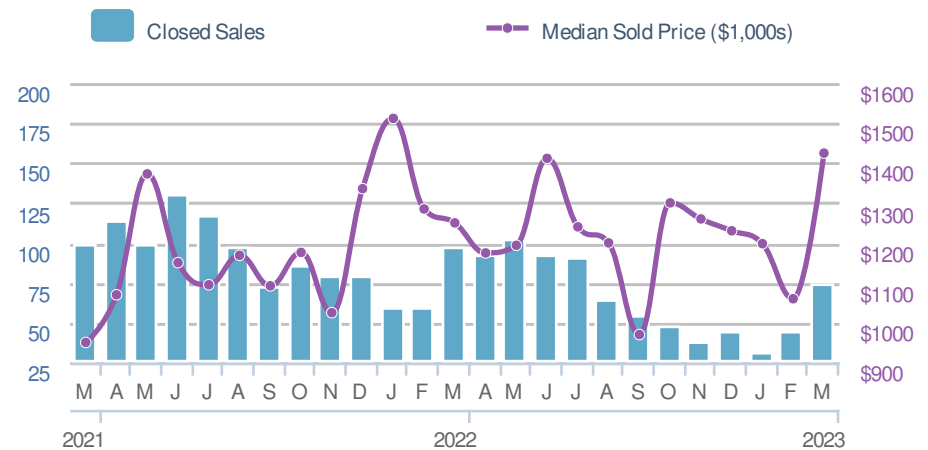
\$1,425,750

34.5%
 from Feb 2023:
\$1,060,000

14.1%
 from Mar 2022:
\$1,250,000

| YTD | 2023 | 2022 | +/- |
|-----|--------------------|--------------------|-------|
| | \$1,175,000 | \$1,300,000 | -9.6% |

5-year Mar average: **\$1,089,150**



Active Listings

168

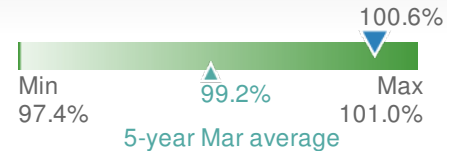

| Feb 2023 | Mar 2022 |
|------------|------------|
| 146 | 140 |

Avg DOM

32


| Feb 2023 | Mar 2022 | YTD |
|-----------|-----------|-----------|
| 54 | 39 | 40 |

Avg Sold to OLP Ratio

100.6%


| Feb 2023 | Mar 2022 | YTD |
|--------------|---------------|--------------|
| 97.7% | 101.0% | 98.7% |

January thru April 2023 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$315,120,954 | \$494,786,900 | -36.31% |
| Avg Sold Price | \$1,440,004 | \$1,585,904 | -9.20% |
| Median Sold Price | \$1,187,500 | \$1,267,950 | -6.34% |
| Units Sold | 217 | 311 | -30.23% |
| Avg Days on Market | 36 | 46 | -21.74% |
| Avg List Price for Solds | \$1,452,170 | \$1,590,954 | -8.72% |
| Avg SP to OLP Ratio | 99.0% | 100.4% | -1.41% |
| Ratio of Avg SP to Avg OLP | 98.1% | 98.7% | -0.56% |
| Attached Avg Sold Price | \$694,408 | \$604,779 | 14.82% |
| Detached Avg Sold Price | \$2,065,547 | \$2,348,378 | -12.04% |
| Attached Units Sold | 99 | 136 | -27.21% |
| Detached Units Sold | 118 | 175 | -32.57% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 70 |
| Conventional | 133 |
| FHA | 0 |
| Other | 4 |
| Owner | 0 |
| VA | 6 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 11 |
| 1 to 10 | 91 |
| 11 to 20 | 20 |
| 21 to 30 | 10 |
| 31 to 60 | 21 |
| 61 to 90 | 18 |
| 91 to 120 | 11 |
| 121 to 180 | 16 |
| 181 to 360 | 15 |
| 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**Active Detail**


| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0 | 0 | 2 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 19 | 0 | 0 | 8 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 4 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 9 | 0 | 0 | 8 |
| \$800K to \$999,999 | 0 | 0 | 1 | 11 | 4 | 1 | 5 | 0 | 2 | 5 |
| \$1M to \$2,499,999 | 1 | 0 | 5 | 6 | 71 | 4 | 11 | 25 | 2 | 17 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 33 | 0 | 0 | 62 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 28 | 0 | 0 |
| Total | 1 | 0 | 7 | 19 | 110 | 6 | 74 | 115 | 4 | 48 |
| Avg Sold Price | \$1,475,000 | \$0 | \$1,430,000 | \$968,542 | \$2,111,360 | \$1,159,283 | \$586,329 | | | |
| Prev Year - Avg Sold Price | \$895,000 | \$0 | \$1,951,750 | \$1,146,722 | \$2,374,965 | \$1,068,000 | \$545,815 | | | |
| Avg Sold % Change | 64.80% | 0.00% | -26.73% | -15.54% | -11.10% | 8.55% | 7.42% | | | |
| Prev Year - # of Solds | 2 | 0 | 4 | 9 | 169 | 5 | 122 | | | |


April 2023

Mc Lean, VA

New Listings

92

 **-22.7%**
 from Mar 2023: **119**


 **-43.2%**
 from Apr 2022: **162**


| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|---------------|
| | 406 | 496 | -18.1% |

5-year Apr average: 152

New Pendings

81

 **3.8%**
 from Mar 2023: **78**


 **-19.0%**
 from Apr 2022: **100**


| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|---------------|
| | 275 | 353 | -22.1% |

5-year Apr average: 92

Closed Sales

66

 **-10.8%**
 from Mar 2023: **74**


 **-27.5%**
 from Apr 2022: **91**


| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|---------------|
| | 217 | 311 | -30.2% |

5-year Apr average: 82

Median Sold Price

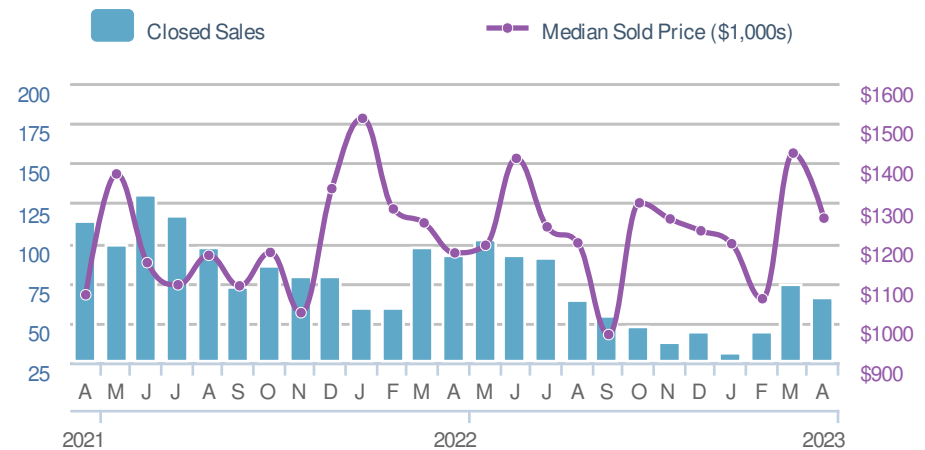
\$1,262,500

 **-11.5%**
 from Mar 2023: **\$1,425,750**

 **7.4%**
 from Apr 2022: **\$1,175,000**

| YTD | 2023 | 2022 | +/- |
|-----|--------------------|--------------------|--------------|
| | \$1,187,500 | \$1,267,950 | -6.3% |

5-year Apr average: \$1,075,400



Active Listings

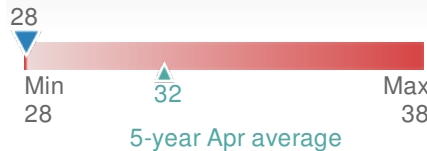
167



| Mar 2023 | Apr 2022 |
|------------|------------|
| 168 | 177 |

Avg DOM

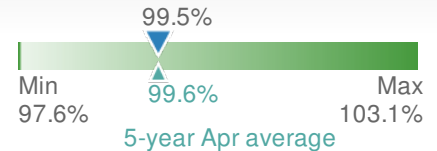
28



| Mar 2023 | Apr 2022 | YTD |
|-----------|-----------|-----------|
| 32 | 30 | 36 |

Avg Sold to OLP Ratio

99.5%



| Mar 2023 | Apr 2022 | YTD |
|---------------|---------------|--------------|
| 100.6% | 103.1% | 99.0% |

January thru May 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$440,662,145 | \$628,347,282 | -29.87% |
| Avg Sold Price | \$1,446,713 | \$1,532,351 | -5.59% |
| Median Sold Price | \$1,247,000 | \$1,237,500 | 0.77% |
| Units Sold | 303 | 413 | -26.63% |
| Avg Days on Market | 33 | 39 | -15.38% |
| Avg List Price for Solds | \$1,454,330 | \$1,524,194 | -4.58% |
| Avg SP to OLP Ratio | 99.4% | 101.1% | -1.70% |
| Ratio of Avg SP to Avg OLP | 98.6% | 99.6% | -1.01% |
| Attached Avg Sold Price | \$668,476 | \$611,491 | 9.32% |
| Detached Avg Sold Price | \$2,047,457 | \$2,279,540 | -10.18% |
| Attached Units Sold | 132 | 185 | -28.65% |
| Detached Units Sold | 171 | 228 | -25.00% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 100 |
| Conventional | 184 |
| FHA | 0 |
| Other | 6 |
| Owner | 0 |
| VA | 8 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 19 |
| 1 to 10 | 139 |
| 11 to 20 | 30 |
| 21 to 30 | 14 |
| 31 to 60 | 24 |
| 61 to 90 | 21 |
| 91 to 120 | 12 |
| 121 to 180 | 18 |
| 181 to 360 | 20 |
| 361 to 720 | 6 |
| 721+ | 0 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 17 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 22 | 0 | 0 | 3 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 23 | 0 | 0 | 5 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 5 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 13 | 0 | 0 | 4 |
| \$800K to \$999,999 | 0 | 0 | 1 | 13 | 6 | 2 | 5 | 1 | 2 | 6 |
| \$1M to \$2,499,999 | 1 | 0 | 9 | 8 | 104 | 5 | 13 | 36 | 4 | 16 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 46 | 0 | 0 | 53 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 29 | 0 | 0 |
| Total | 1 | 0 | 11 | 23 | 159 | 8 | 101 | 119 | 6 | 43 |
| Avg Sold Price | \$1,475,000 | \$0 | \$1,375,363 | \$975,535 | \$2,097,554 | \$1,121,962 | \$562,632 | | | |
| Prev Year - Avg Sold Price | \$980,000 | \$0 | \$1,616,111 | \$1,036,559 | \$2,325,232 | \$1,250,444 | \$536,170 | | | |
| Avg Sold % Change | 50.51% | 0.00% | -14.90% | -5.89% | -9.79% | -10.27% | 4.94% | | | |
| Prev Year - # of Solds | 3 | 0 | 9 | 15 | 216 | 9 | 161 | | | |

May 2023

Mc Lean, VA

Email: lenore.rubino@wfp.com
 Mobile Phone: 202-262-1261
 Web: lenorerubino.com

New Listings

94

↑ 2.2%

from Apr 2023:
92

↓ -30.9%

from May 2022:
136

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 519 | 632 | -17.9% |

5-year May average: 140

New Pendings

83

↑ 2.5%

from Apr 2023:
81

↔ 0.0%

from May 2022:
83

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 360 | 435 | -17.2% |

5-year May average: 92

Closed Sales

84

↑ 27.3%

from Apr 2023:
66

↓ -16.8%

from May 2022:
101

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 303 | 413 | -26.6% |

5-year May average: 90

Median Sold Price

\$1,277,500

↑ 1.2%

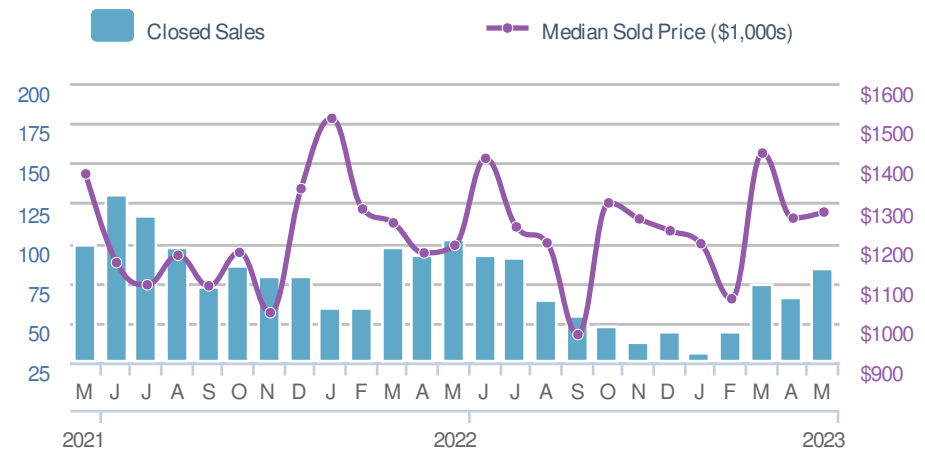
from Apr 2023:
\$1,262,500

↑ 7.0%

from May 2022:
\$1,194,000

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|------|
| | \$1,247,000 | \$1,237,500 | 0.8% |

5-year May average: \$1,193,300



Active Listings

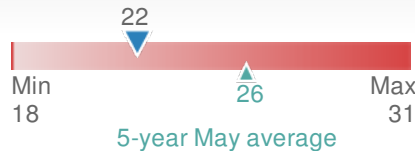
168



| Apr 2023 | May 2022 |
|----------|----------|
| 167 | 195 |

Avg DOM

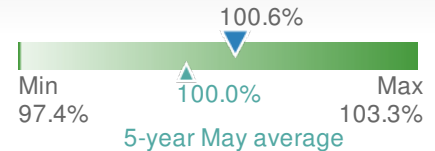
22



| Apr 2023 | May 2022 | YTD |
|----------|----------|-----|
| 28 | 18 | 33 |

Avg Sold to OLP Ratio

100.6%



| Apr 2023 | May 2022 | YTD |
|----------|----------|-------|
| 99.5% | 103.3% | 99.4% |

January thru June 2023 YTD

Mc Lean, VA

Sold Summary

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$585,359,246 | \$779,117,636 | -24.87% |
| Avg Sold Price | \$1,471,681 | \$1,544,154 | -4.69% |
| Median Sold Price | \$1,250,000 | \$1,270,000 | -1.57% |
| Units Sold | 396 | 508 | -22.05% |
| Avg Days on Market | 31 | 36 | -13.89% |
| Avg List Price for Solds | \$1,478,179 | \$1,535,950 | -3.76% |
| Avg SP to OLP Ratio | 99.6% | 101.0% | -1.46% |
| Ratio of Avg SP to Avg OLP | 98.6% | 99.7% | -1.09% |
| Attached Avg Sold Price | \$665,373 | \$618,133 | 7.64% |
| Detached Avg Sold Price | \$2,110,160 | \$2,234,691 | -5.57% |
| Attached Units Sold | 175 | 217 | -19.35% |
| Detached Units Sold | 221 | 291 | -24.05% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 129 |
| Conventional | 241 |
| FHA | 1 |
| Other | 6 |
| Owner | 0 |
| VA | 13 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 31 |
| 1 to 10 | 189 |
| 11 to 20 | 37 |
| 21 to 30 | 21 |
| 31 to 60 | 29 |
| 61 to 90 | 25 |
| 91 to 120 | 13 |
| 121 to 180 | 21 |
| 181 to 360 | 24 |
| 361 to 720 | 6 |
| 721+ | 0 |

Notes:

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

Sold Detail

Active Detail

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 0 | 0 | 1 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 32 | 0 | 0 | 3 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 30 | 0 | 0 | 7 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 8 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 16 | 0 | 0 | 6 |
| \$800K to \$999,999 | 0 | 0 | 1 | 14 | 7 | 2 | 5 | 1 | 1 | 8 |
| \$1M to \$2,499,999 | 1 | 1 | 10 | 11 | 138 | 7 | 19 | 32 | 5 | 16 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 58 | 0 | 0 | 52 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 24 | 0 | 0 |
| Total | 1 | 2 | 12 | 27 | 208 | 10 | 136 | 109 | 6 | 49 |
| Avg Sold Price | \$1,475,000 | \$893,000 | \$1,382,833 | \$993,233 | \$2,155,175 | \$1,117,870 | \$563,664 | | | |
| Prev Year - Avg Sold Price | \$1,047,000 | \$0 | \$1,563,636 | \$1,011,369 | \$2,283,128 | \$1,191,327 | \$541,951 | | | |
| Avg Sold % Change | 40.88% | 0.00% | -11.56% | -1.79% | -5.60% | -6.17% | 4.01% | | | |
| Prev Year - # of Solds | 5 | 0 | 11 | 20 | 275 | 11 | 186 | | | |

June 2023

Mc Lean, VA

New Listings

92

↓ -2.1%

from May 2023:
94

↓ -33.8%

from Jun 2022:
139

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 634 | 771 | -17.8% |

5-year Jun average: 135

New Pendings

72

↓ -13.3%

from May 2023:
83

↓ -18.2%

from Jun 2022:
88

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 435 | 527 | -17.5% |

5-year Jun average: 95

Closed Sales

93

↑ 10.7%

from May 2023:
84

↑ 1.1%

from Jun 2022:
92

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 396 | 508 | -22.0% |

5-year Jun average: 96

Median Sold Price

\$1,295,000

↑ 1.4%

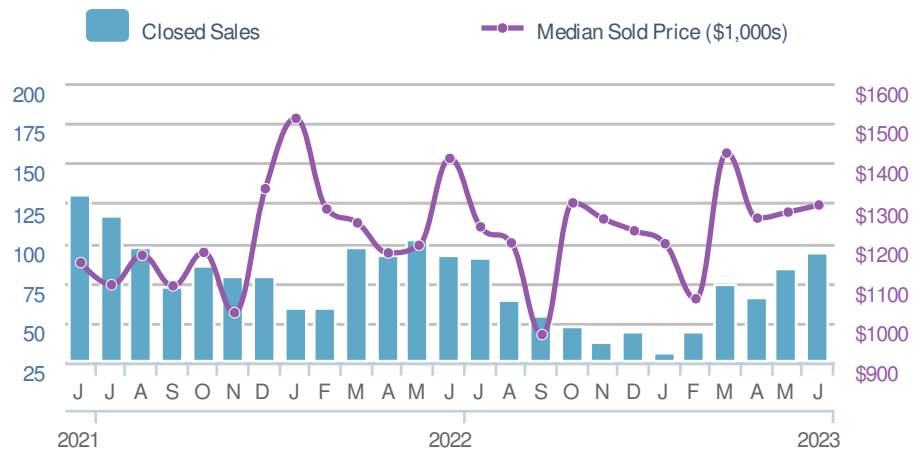
from May 2023:
\$1,277,500

↓ -8.3%

from Jun 2022:
\$1,412,000

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|-------|
| | \$1,250,000 | \$1,270,000 | -1.6% |

5-year Jun average: \$1,189,600



Active Listings

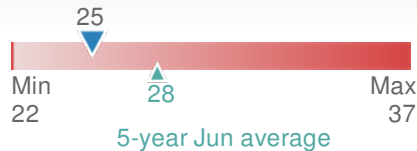
164



| May 2023 | Jun 2022 |
|----------|----------|
| 168 | 208 |

Avg DOM

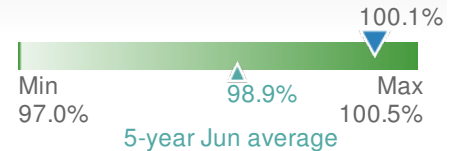
25



| May 2023 | Jun 2022 | YTD |
|----------|----------|-----|
| 22 | 22 | 31 |

Avg Sold to OLP Ratio

100.1%



| May 2023 | Jun 2022 | YTD |
|----------|----------|-------|
| 100.6% | 100.5% | 99.6% |

January thru July 2023 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

| | 2023 | 2022 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$697,893,596 | \$932,408,626 | -25.15% |
| Avg Sold Price | \$1,494,080 | \$1,554,752 | -3.90% |
| Median Sold Price | \$1,275,000 | \$1,262,475 | 0.99% |
| Units Sold | 465 | 603 | -22.89% |
| Avg Days on Market | 32 | 34 | -5.88% |
| Avg List Price for Solds | \$1,500,846 | \$1,548,181 | -3.06% |
| Avg SP to OLP Ratio | 99.6% | 100.7% | -1.13% |
| Ratio of Avg SP to Avg OLP | 98.6% | 99.3% | -0.76% |
| Attached Avg Sold Price | \$692,488 | \$637,425 | 8.64% |
| Detached Avg Sold Price | \$2,109,751 | \$2,245,414 | -6.04% |
| Attached Units Sold | 202 | 259 | -22.01% |
| Detached Units Sold | 263 | 344 | -23.55% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 149 |
| Conventional | 288 |
| FHA | 1 |
| Other | 7 |
| Owner | 0 |
| VA | 14 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 40 |
| 1 to 10 | 219 |
| 11 to 20 | 46 |
| 21 to 30 | 25 |
| 31 to 60 | 36 |
| 61 to 90 | 25 |
| 91 to 120 | 15 |
| 121 to 180 | 22 |
| 181 to 360 | 28 |
| 361 to 720 | 9 |
| 721+ | 0 |

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

Sold Detail

Active Detail

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 0 | 0 | 2 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 38 | 0 | 0 | 4 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 32 | 0 | 0 | 6 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 5 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 20 | 0 | 0 | 7 |
| \$800K to \$999,999 | 0 | 0 | 2 | 14 | 8 | 2 | 6 | 1 | 1 | 8 |
| \$1M to \$2,499,999 | 1 | 1 | 10 | 13 | 169 | 7 | 25 | 28 | 5 | 12 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 65 | 1 | 0 | 51 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 25 | 0 | 0 |
| Total | 1 | 3 | 13 | 29 | 249 | 11 | 159 | 105 | 6 | 44 |
| Avg Sold Price | \$1,475,000 | \$697,666 | \$1,349,538 | \$1,017,838 | \$2,151,990 | \$1,275,336 | \$592,726 | | | |
| Prev Year - Avg Sold Price | \$1,047,000 | \$0 | \$1,520,184 | \$1,026,575 | \$2,299,890 | \$1,221,453 | \$546,839 | | | |
| Avg Sold % Change | 40.88% | 0.00% | -11.23% | -0.85% | -6.43% | 4.41% | 8.39% | | | |
| Prev Year - # of Solds | 5 | 0 | 16 | 25 | 323 | 17 | 217 | | | |

July 2023

Mc Lean, VA

Email: lenore.rubino@wfp.com
 Mobile Phone: 202-262-1261
 Web: lenorerubino.com

New Listings

85

↓ -7.6%

from Jun 2023:
92

↓ -14.1%

from Jul 2022:
99

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 735 | 870 | -15.5% |

5-year Jul average: 108

New Pendings

65

↓ -9.7%

from Jun 2023:
72

↑ 12.1%

from Jul 2022:
58

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 503 | 590 | -14.7% |

5-year Jul average: 76

Closed Sales

63

↓ -32.3%

from Jun 2023:
93

↓ -30.0%

from Jul 2022:
90

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 465 | 603 | -22.9% |

5-year Jul average: 93

Median Sold Price

\$1,511,000

↑ 16.7%

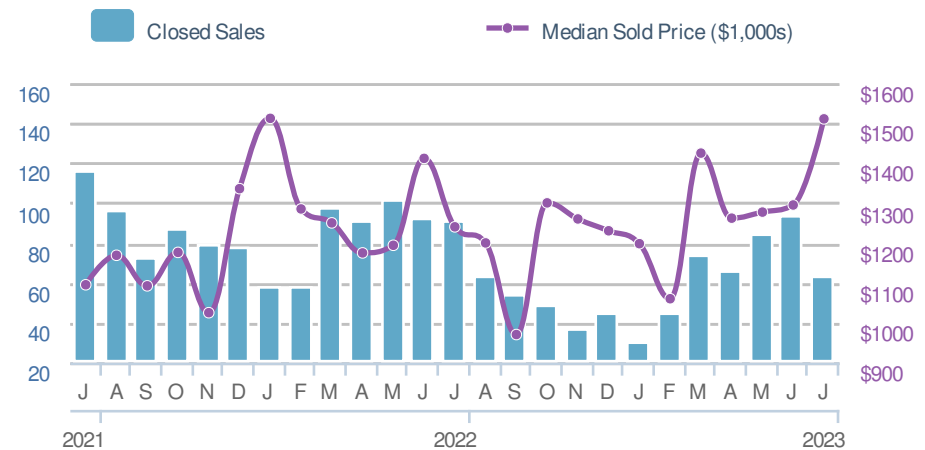
from Jun 2023:
\$1,295,000

↑ 21.9%

from Jul 2022:
\$1,240,000

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|------|
| | \$1,275,000 | \$1,262,475 | 1.0% |

5-year Jul average: \$1,170,500



Active Listings

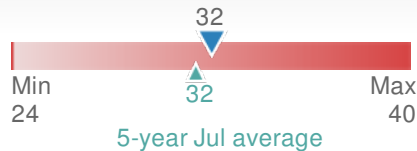
155



| Jun 2023 | Jul 2022 |
|----------|----------|
| 164 | 201 |

Avg DOM

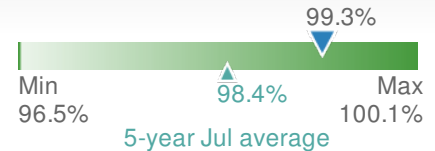
32



| Jun 2023 | Jul 2022 | YTD |
|----------|----------|-----|
| 25 | 24 | 32 |

Avg Sold to OLP Ratio

99.3%



| Jun 2023 | Jul 2022 | YTD |
|----------|----------|-------|
| 100.1% | 98.8% | 99.6% |

January thru August 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|---------------|-----------------|----------|
| Sold Dollar Volume | \$856,978,260 | \$1,025,181,890 | -16.41% |
| Avg Sold Price | \$1,528,290 | \$1,539,588 | -0.73% |
| Median Sold Price | \$1,295,000 | \$1,250,000 | 3.60% |
| Units Sold | 557 | 668 | -16.62% |
| Avg Days on Market | 36 | 34 | 5.88% |
| Avg List Price for Solds | \$1,538,560 | \$1,536,417 | 0.14% |
| Avg SP to OLP Ratio | 99.5% | 100.3% | -0.87% |
| Ratio of Avg SP to Avg OLP | 98.4% | 99.0% | -0.53% |
| Attached Avg Sold Price | \$738,205 | \$641,695 | 15.04% |
| Detached Avg Sold Price | \$2,135,276 | \$2,220,096 | -3.82% |
| Attached Units Sold | 242 | 288 | -15.97% |
| Detached Units Sold | 315 | 380 | -17.11% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 182 |
| Conventional | 343 |
| FHA | 2 |
| Other | 8 |
| Owner | 0 |
| VA | 15 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 46 |
| 1 to 10 | 250 |
| 11 to 20 | 58 |
| 21 to 30 | 33 |
| 31 to 60 | 48 |
| 61 to 90 | 33 |
| 91 to 120 | 18 |
| 121 to 180 | 25 |
| 181 to 360 | 33 |
| 361 to 720 | 10 |
| 721+ | 3 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 32 | 0 | 0 | 5 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 41 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 1 | 0 | 0 | 34 | 0 | 0 | 6 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 3 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 21 | 0 | 0 | 8 |
| \$800K to \$999,999 | 0 | 0 | 2 | 17 | 9 | 2 | 10 | 1 | 0 | 7 |
| \$1M to \$2,499,999 | 1 | 1 | 13 | 16 | 199 | 9 | 35 | 28 | 2 | 12 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 79 | 1 | 1 | 47 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 26 | 0 | 0 |
| Total | 1 | 3 | 17 | 36 | 297 | 13 | 190 | 102 | 2 | 42 |
| Avg Sold Price | \$1,475,000 | \$697,666 | \$1,461,117 | \$1,001,369 | \$2,176,087 | \$1,245,669 | \$654,261 | | | |
| Prev Year - Avg Sold Price | \$1,047,000 | \$0 | \$1,389,524 | \$1,027,565 | \$2,291,030 | \$1,296,577 | \$533,688 | | | |
| Avg Sold % Change | 40.88% | 0.00% | 5.15% | -2.55% | -5.02% | -3.93% | 22.59% | | | |
| Prev Year - # of Solds | 5 | 0 | 23 | 29 | 352 | 22 | 237 | | | |

August 2023

Mc Lean, VA

New Listings

81

↓ -4.7%

from Jul 2023:
85

↑ 9.5%

from Aug 2022:
74

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 825 | 944 | -12.6% |

5-year Aug average: 107

New Pendings

63

↓ -3.1%

from Jul 2023:
65

↑ 1.6%

from Aug 2022:
62

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 565 | 651 | -13.2% |

5-year Aug average: 78

Closed Sales

87

↑ 38.1%

from Jul 2023:
63

↑ 38.1%

from Aug 2022:
63

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 557 | 668 | -16.6% |

5-year Aug average: 82

Median Sold Price

\$1,400,000

↓ -7.3%

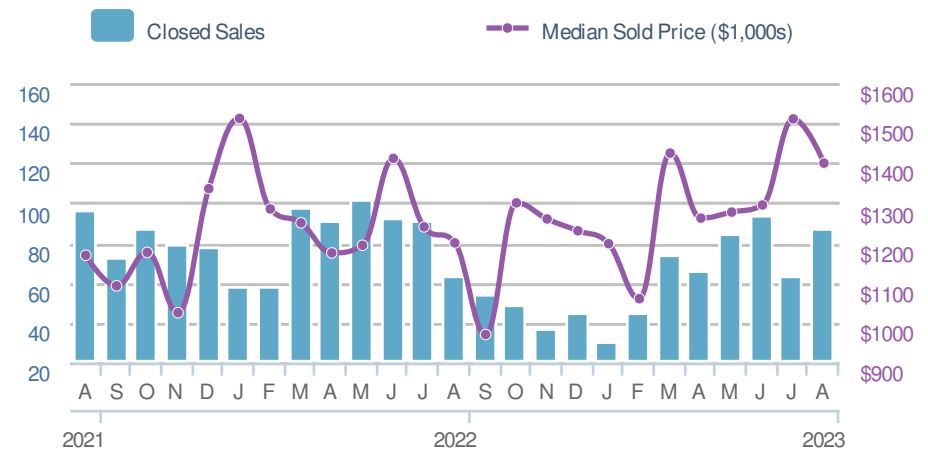
from Jul 2023:
\$1,511,000

↑ 16.7%

from Aug 2022:
\$1,200,000

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|------|
| | \$1,295,000 | \$1,250,000 | 3.6% |

5-year Aug average: \$1,190,900



Active Listings

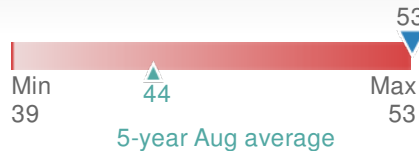
146



| Jul 2023 | Aug 2022 |
|----------|----------|
| 155 | 166 |

Avg DOM

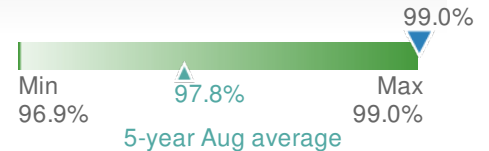
53



| Jul 2023 | Aug 2022 | YTD |
|----------|----------|-----|
| 32 | 39 | 36 |

Avg Sold to OLP Ratio

99.0%



| Jul 2023 | Aug 2022 | YTD |
|----------|----------|-------|
| 99.3% | 96.9% | 99.5% |

January thru September 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|---------------|-----------------|----------|
| Sold Dollar Volume | \$924,588,260 | \$1,093,385,698 | -15.44% |
| Avg Sold Price | \$1,494,034 | \$1,512,614 | -1.23% |
| Median Sold Price | \$1,275,000 | \$1,227,600 | 3.86% |
| Units Sold | 615 | 724 | -15.06% |
| Avg Days on Market | 35 | 34 | 2.94% |
| Avg List Price for Solds | \$1,503,395 | \$1,511,782 | -0.55% |
| Avg SP to OLP Ratio | 99.4% | 100.1% | -0.66% |
| Ratio of Avg SP to Avg OLP | 98.5% | 98.8% | -0.29% |
| Attached Avg Sold Price | \$755,460 | \$636,560 | 18.68% |
| Detached Avg Sold Price | \$2,111,349 | \$2,198,784 | -3.98% |
| Attached Units Sold | 280 | 318 | -11.95% |
| Detached Units Sold | 335 | 406 | -17.49% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 205 |
| Conventional | 372 |
| FHA | 4 |
| Other | 9 |
| Owner | 0 |
| VA | 18 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 50 |
| 1 to 10 | 283 |
| 11 to 20 | 65 |
| 21 to 30 | 36 |
| 31 to 60 | 51 |
| 61 to 90 | 35 |
| 91 to 120 | 22 |
| 121 to 180 | 25 |
| 181 to 360 | 35 |
| 361 to 720 | 10 |
| 721+ | 3 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 38 | 0 | 0 | 3 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 50 | 0 | 0 | 1 |
| \$400K to \$499,999 | 0 | 0 | 0 | 2 | 0 | 0 | 39 | 0 | 0 | 9 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 17 | 0 | 0 | 6 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 23 | 0 | 0 | 5 |
| \$800K to \$999,999 | 0 | 0 | 2 | 17 | 10 | 3 | 12 | 0 | 0 | 3 |
| \$1M to \$2,499,999 | 1 | 0 | 15 | 19 | 214 | 10 | 40 | 30 | 1 | 11 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 81 | 1 | 3 | 63 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 28 | 0 | 0 |
| Total | 1 | 3 | 19 | 40 | 315 | 15 | 222 | 121 | 1 | 38 |
| Avg Sold Price | \$1,475,000 | \$458,000 | \$1,444,947 | \$1,010,707 | \$2,153,565 | \$1,285,913 | \$677,648 | | | |
| Prev Year - Avg Sold Price | \$1,047,000 | \$0 | \$1,368,362 | \$1,029,805 | \$2,269,314 | \$1,280,421 | \$528,593 | | | |
| Avg Sold % Change | 40.88% | 0.00% | 5.60% | -1.85% | -5.10% | 0.43% | 28.20% | | | |
| Prev Year - # of Solds | 5 | 0 | 25 | 34 | 376 | 23 | 261 | | | |

September 2023

Mc Lean, VA

New Listings**83****↑ 2.5%**from Aug 2023:
81**↓ -27.2%**from Sep 2022:
114

| YTD | 2023 | 2022 | +/- |
|-----|------------|--------------|--------|
| | 924 | 1,056 | -12.5% |

5-year Sep average: **129****New Pendings****64****↑ 1.6%**from Aug 2023:
63**↑ 28.0%**from Sep 2022:
50

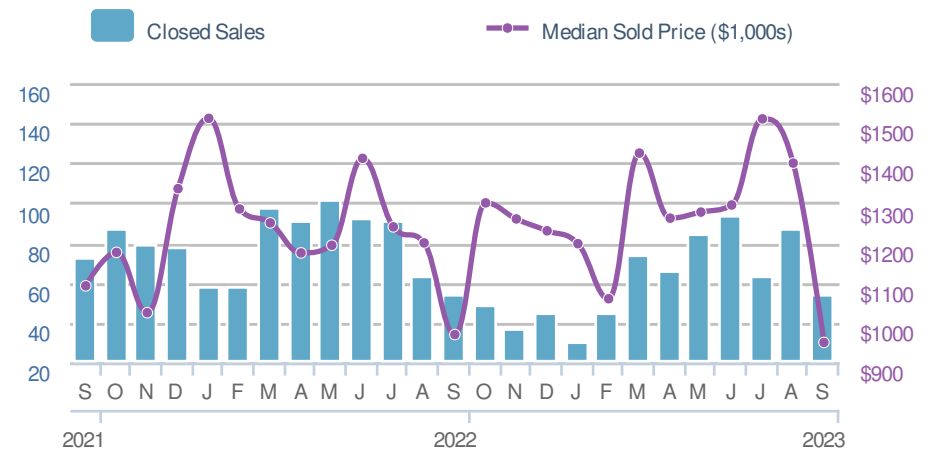
| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 624 | 703 | -11.2% |

5-year Sep average: **72****Closed Sales****54****↓ -37.9%**from Aug 2023:
87**↑ 1.9%**from Sep 2022:
53

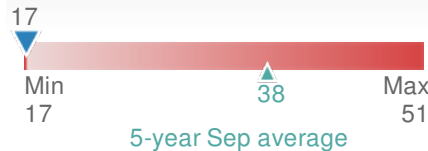
| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 615 | 724 | -15.1% |

5-year Sep average: **66****Median Sold Price****\$950,000****↓ -32.1%**from Aug 2023:
\$1,400,000**↓ -2.1%**from Sep 2022:
\$970,000

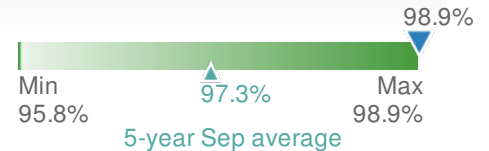
| YTD | 2023 | 2022 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,275,000 | \$1,227,600 | 3.9% |

5-year Sep average: **\$1,060,925****Active Listings****160**

| Aug 2023 | Sep 2022 |
|------------|------------|
| 146 | 181 |

Avg DOM**17**

| Aug 2023 | Sep 2022 | YTD |
|-----------|-----------|-----------|
| 53 | 29 | 35 |

Avg Sold to OLP Ratio**98.9%**

| Aug 2023 | Sep 2022 | YTD |
|--------------|--------------|--------------|
| 99.0% | 97.2% | 99.4% |

January thru October 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,012,865,277 | \$1,171,802,185 | -13.56% |
| Avg Sold Price | \$1,490,052 | \$1,512,880 | -1.51% |
| Median Sold Price | \$1,275,000 | \$1,230,000 | 3.66% |
| Units Sold | 676 | 774 | -12.66% |
| Avg Days on Market | 36 | 33 | 9.09% |
| Avg List Price for Solds | \$1,498,321 | \$1,515,435 | -1.13% |
| Avg SP to OLP Ratio | 99.4% | 99.9% | -0.47% |
| Ratio of Avg SP to Avg OLP | 98.5% | 98.6% | -0.13% |
| Attached Avg Sold Price | \$753,136 | \$634,468 | 18.70% |
| Detached Avg Sold Price | \$2,095,872 | \$2,197,436 | -4.62% |
| Attached Units Sold | 305 | 339 | -10.03% |
| Detached Units Sold | 371 | 435 | -14.71% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 228 |
| Conventional | 404 |
| FHA | 4 |
| Other | 10 |
| Owner | 0 |
| VA | 22 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 57 |
| 1 to 10 | 306 |
| 11 to 20 | 75 |
| 21 to 30 | 37 |
| 31 to 60 | 53 |
| 61 to 90 | 39 |
| 91 to 120 | 25 |
| 121 to 180 | 33 |
| 181 to 360 | 36 |
| 361 to 720 | 12 |
| 721+ | 3 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 42 | 0 | 1 | 3 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 55 | 0 | 0 | 4 |
| \$400K to \$499,999 | 0 | 0 | 0 | 2 | 0 | 0 | 40 | 0 | 0 | 16 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 19 | 0 | 0 | 10 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 25 | 0 | 0 | 7 |
| \$800K to \$999,999 | 0 | 0 | 2 | 19 | 10 | 4 | 16 | 0 | 2 | 4 |
| \$1M to \$2,499,999 | 1 | 0 | 17 | 20 | 241 | 10 | 43 | 31 | 3 | 13 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 87 | 1 | 3 | 58 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 28 | 0 | 0 |
| Total | 1 | 3 | 21 | 43 | 349 | 16 | 243 | 117 | 6 | 57 |
| Avg Sold Price | \$1,475,000 | \$458,000 | \$1,414,047 | \$1,009,984 | \$2,138,678 | \$1,264,825 | \$677,638 | | | |
| Prev Year - Avg Sold Price | \$1,419,285 | \$245,000 | \$1,459,631 | \$1,012,409 | \$2,260,698 | \$1,304,188 | \$524,550 | | | |
| Avg Sold % Change | 3.93% | 86.94% | -3.12% | -0.24% | -5.40% | -3.02% | 29.18% | | | |
| Prev Year - # of Solds | 7 | 1 | 27 | 37 | 401 | 25 | 276 | | | |

October 2023

Mc Lean, VA

Email: lenore.rubino@wfp.com
Mobile Phone: 202-262-1261
Web: lenorerubino.com**New Listings****84****↑1.2%**from Sep 2023:
83**↓-7.7%**from Oct 2022:
91

| YTD | 2023 | 2022 | +/- |
|-----|--------------|--------------|--------|
| | 1,021 | 1,147 | -11.0% |

5-year Oct average: **104****New Pendings****42****↓-34.4%**from Sep 2023:
64**↓-8.7%**from Oct 2022:
46

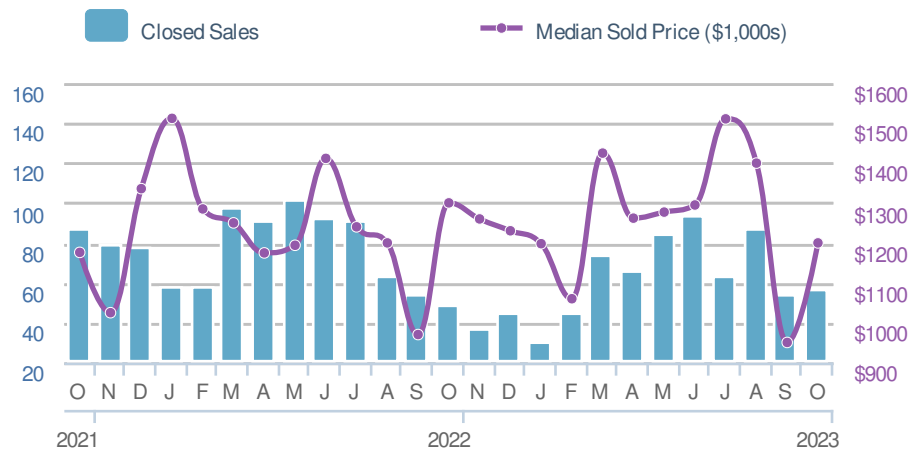
| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|-------|
| | 672 | 746 | -9.9% |

5-year Oct average: **67****Closed Sales****56****↑3.7%**from Sep 2023:
54**↑16.7%**from Oct 2022:
48

| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 676 | 774 | -12.7% |

5-year Oct average: **68****Median Sold Price****\$1,200,000****↑26.3%**from Sep 2023:
\$950,000**↓-7.7%**from Oct 2022:
\$1,300,000

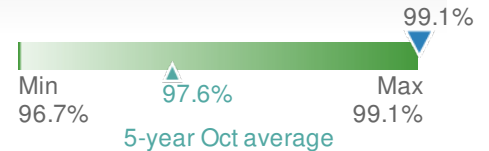
| YTD | 2023 | 2022 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,275,000 | \$1,230,000 | 3.7% |

5-year Oct average: **\$1,109,693****Active Listings****180**

| Sep 2023 | Oct 2022 |
|------------|------------|
| 160 | 192 |

Avg DOM**38**

| Sep 2023 | Oct 2022 | YTD |
|-----------|-----------|-----------|
| 17 | 30 | 36 |

Avg Sold to OLP Ratio**99.1%**

| Sep 2023 | Oct 2022 | YTD |
|--------------|--------------|--------------|
| 98.9% | 96.9% | 99.4% |

January thru November 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,083,383,016 | \$1,233,969,063 | -12.20% |
| Avg Sold Price | \$1,504,344 | \$1,513,140 | -0.58% |
| Median Sold Price | \$1,275,000 | \$1,240,000 | 2.82% |
| Units Sold | 715 | 814 | -12.16% |
| Avg Days on Market | 35 | 33 | 6.06% |
| Avg List Price for Solds | \$1,515,221 | \$1,517,339 | -0.14% |
| Avg SP to OLP Ratio | 99.3% | 99.8% | -0.50% |
| Ratio of Avg SP to Avg OLP | 98.2% | 98.5% | -0.34% |
| Attached Avg Sold Price | \$753,858 | \$635,840 | 18.56% |
| Detached Avg Sold Price | \$2,112,333 | \$2,184,911 | -3.32% |
| Attached Units Sold | 320 | 353 | -9.35% |
| Detached Units Sold | 395 | 461 | -14.32% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 242 |
| Conventional | 425 |
| FHA | 5 |
| Other | 10 |
| Owner | 0 |
| VA | 24 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 58 |
| 1 to 10 | 322 |
| 11 to 20 | 80 |
| 21 to 30 | 40 |
| 31 to 60 | 57 |
| 61 to 90 | 44 |
| 91 to 120 | 26 |
| 121 to 180 | 34 |
| 181 to 360 | 39 |
| 361 to 720 | 12 |
| 721+ | 3 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 43 | 0 | 2 | 5 |
| \$300K to \$399,999 | 0 | 2 | 0 | 0 | 0 | 0 | 56 | 0 | 0 | 6 |
| \$400K to \$499,999 | 0 | 0 | 0 | 2 | 0 | 0 | 43 | 0 | 0 | 9 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 20 | 0 | 0 | 9 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 27 | 0 | 1 | 7 |
| \$800K to \$999,999 | 0 | 0 | 2 | 19 | 10 | 5 | 16 | 0 | 3 | 4 |
| \$1M to \$2,499,999 | 1 | 0 | 19 | 21 | 255 | 12 | 45 | 26 | 0 | 11 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 94 | 1 | 3 | 60 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 26 | 0 | 0 |
| Total | 1 | 4 | 23 | 44 | 371 | 19 | 253 | 112 | 6 | 51 |
| Avg Sold Price | \$1,475,000 | \$442,250 | \$1,395,543 | \$1,014,302 | \$2,158,488 | \$1,242,326 | \$676,807 | | | |
| Prev Year - Avg Sold Price | \$1,484,616 | \$245,000 | \$1,459,631 | \$1,012,409 | \$2,244,031 | \$1,272,544 | \$529,128 | | | |
| Avg Sold % Change | -0.65% | 80.51% | -4.39% | 0.19% | -3.81% | -2.37% | 27.91% | | | |
| Prev Year - # of Solds | 8 | 1 | 27 | 37 | 426 | 27 | 288 | | | |

November 2023

Mc Lean, VA

Email: lenore.rubino@wfp.com
 Mobile Phone: 202-262-1261
 Web: lenorerubino.com

New Listings

44

↓ -47.6% ↓ -27.9%
 from Oct 2023: 84 from Nov 2022: 61

| YTD | 2023 | 2022 | +/- |
|-----|-------|-------|--------|
| | 1,070 | 1,208 | -11.4% |

5-year Nov average: 75

New Pendings

39

↓ -7.1% ↓ -9.3%
 from Oct 2023: 42 from Nov 2022: 43

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 709 | 788 | -10.0% |

5-year Nov average: 63

Closed Sales

39

↓ -30.4% ↑ 5.4%
 from Oct 2023: 56 from Nov 2022: 37

| YTD | 2023 | 2022 | +/- |
|-----|------|------|--------|
| | 715 | 814 | -12.2% |

5-year Nov average: 59

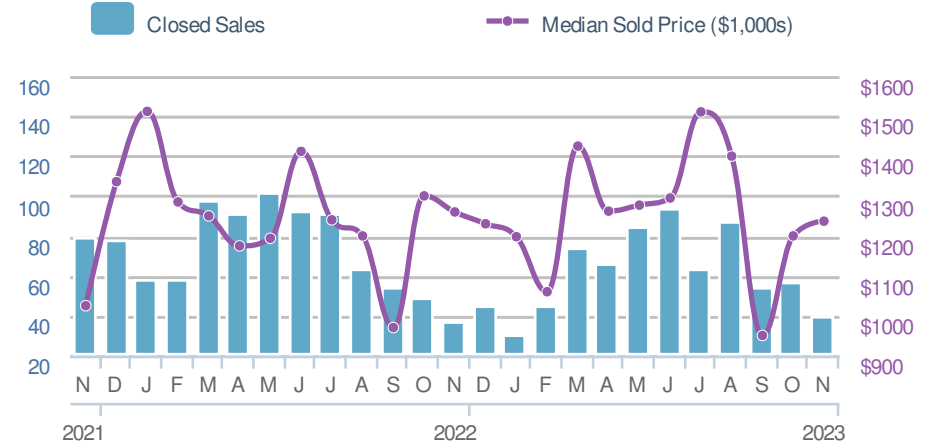
Median Sold Price

\$1,237,995

↑ 3.2% ↓ -1.7%
 from Oct 2023: \$1,200,000 from Nov 2022: \$1,260,000

| YTD | 2023 | 2022 | +/- |
|-----|-------------|-------------|------|
| | \$1,275,000 | \$1,240,000 | 2.8% |

5-year Nov average: \$1,140,999



Active Listings

169



| Oct 2023 | Nov 2022 |
|----------|----------|
| 180 | 173 |

Avg DOM

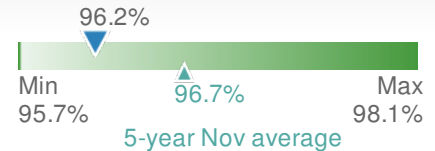
26



| Oct 2023 | Nov 2022 | YTD |
|----------|----------|-----|
| 38 | 20 | 35 |

Avg Sold to OLP Ratio

96.2%



| Oct 2023 | Nov 2022 | YTD |
|----------|----------|-------|
| 99.1% | 97.1% | 99.3% |

January thru December 2023 YTD

Mc Lean, VA

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

| | 2023 | 2022 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,138,885,915 | \$1,325,908,302 | -14.11% |
| Avg Sold Price | \$1,493,597 | \$1,532,136 | -2.52% |
| Median Sold Price | \$1,270,000 | \$1,240,000 | 2.42% |
| Units Sold | 757 | 862 | -12.18% |
| Avg Days on Market | 35 | 33 | 6.06% |
| Avg List Price for Solds | \$1,505,972 | \$1,539,504 | -2.18% |
| Avg SP to OLP Ratio | 99.1% | 99.6% | -0.46% |
| Ratio of Avg SP to Avg OLP | 98.0% | 98.3% | -0.28% |
| Attached Avg Sold Price | \$748,920 | \$637,284 | 17.52% |
| Detached Avg Sold Price | \$2,107,282 | \$2,214,713 | -4.85% |
| Attached Units Sold | 342 | 373 | -8.31% |
| Detached Units Sold | 415 | 489 | -15.13% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 1 |
| Cash | 265 |
| Conventional | 441 |
| FHA | 6 |
| Other | 11 |
| Owner | 0 |
| VA | 24 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 62 |
| 1 to 10 | 333 |
| 11 to 20 | 87 |
| 21 to 30 | 44 |
| 31 to 60 | 67 |
| 61 to 90 | 46 |
| 91 to 120 | 26 |
| 121 to 180 | 34 |
| 181 to 360 | 42 |
| 361 to 720 | 13 |
| 721+ | 3 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 46 | 0 | 1 | 3 |
| \$300K to \$399,999 | 0 | 2 | 0 | 0 | 0 | 0 | 62 | 0 | 1 | 4 |
| \$400K to \$499,999 | 0 | 0 | 0 | 2 | 0 | 0 | 46 | 0 | 0 | 6 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 22 | 0 | 0 | 8 |
| \$600K to \$799,999 | 0 | 0 | 1 | 2 | 1 | 1 | 28 | 0 | 0 | 6 |
| \$800K to \$999,999 | 0 | 0 | 2 | 19 | 10 | 5 | 17 | 0 | 1 | 3 |
| \$1M to \$2,499,999 | 1 | 0 | 21 | 23 | 268 | 14 | 47 | 24 | 1 | 8 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 0 | 99 | 1 | 3 | 61 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 26 | 0 | 0 |
| Total | 1 | 4 | 25 | 46 | 389 | 21 | 271 | 111 | 4 | 38 |
| Avg Sold Price | \$1,475,000 | \$442,250 | \$1,372,700 | \$1,025,854 | \$2,156,117 | \$1,234,485 | \$668,812 | | | |
| Prev Year - Avg Sold Price | \$1,484,616 | \$245,000 | \$1,459,631 | \$1,011,465 | \$2,272,484 | \$1,238,748 | \$533,195 | | | |
| Avg Sold % Change | -0.65% | 80.51% | -5.96% | 1.42% | -5.12% | -0.34% | 25.43% | | | |
| Prev Year - # of Solds | 8 | 1 | 27 | 39 | 454 | 29 | 304 | | | |

December 2023

Mc Lean, VA

New Listings**51****↑15.9%**from Nov 2023:
44**↑96.2%**from Dec 2022:
26

| YTD | 2023 | 2022 | +/- |
|-----|--------------|--------------|-------|
| | 1,129 | 1,234 | -8.5% |

5-year Dec average: **59****New Pendings****33****↓-15.4%**from Nov 2023:
39**↑13.8%**from Dec 2022:
29

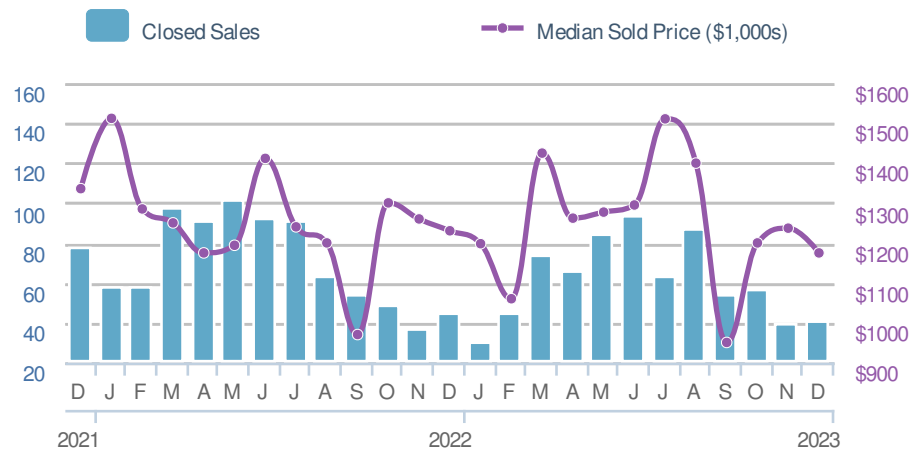
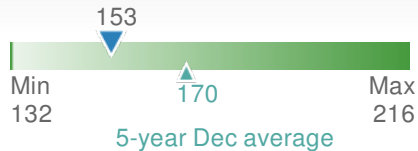
| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|-------|
| | 743 | 818 | -9.2% |

5-year Dec average: **46****Closed Sales****41****↑5.1%**from Nov 2023:
39**↓-6.8%**from Dec 2022:
44

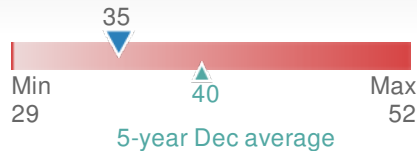
| YTD | 2023 | 2022 | +/- |
|-----|------------|------------|--------|
| | 757 | 862 | -12.2% |

5-year Dec average: **68****Median Sold Price****\$1,175,000****↓-5.1%**from Nov 2023:
\$1,237,995**↓-4.5%**from Dec 2022:
\$1,230,000

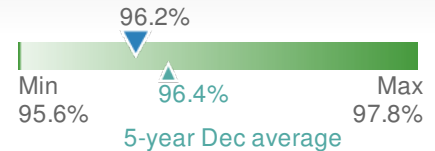
| YTD | 2023 | 2022 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,270,000 | \$1,240,000 | 2.4% |

5-year Dec average: **\$1,178,700****Active Listings****153**

| Nov 2023 | Dec 2022 |
|------------|------------|
| 169 | 132 |

Avg DOM**35**

| Nov 2023 | Dec 2022 | YTD |
|-----------|-----------|-----------|
| 26 | 29 | 35 |

Avg Sold to OLP Ratio**96.2%**

| Nov 2023 | Dec 2022 | YTD |
|--------------|--------------|--------------|
| 96.2% | 96.0% | 99.1% |