

January thru January 2022 YTD

Mc Lean, VA

202.262.1261
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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$110,853,838	\$77,071,989	43.83%
Avg Sold Price	\$1,857,498	\$1,280,369	45.08%
Median Sold Price	\$1,512,500	\$1,050,000	44.05%
Units Sold	58	59	-1.69%
Avg Days on Market	76	33	130.30%
Avg List Price for Solds	\$1,911,273	\$1,306,304	46.31%
Avg SP to OLP Ratio	96.0%	97.0%	-0.96%
Ratio of Avg SP to Avg OLP	94.3%	96.2%	-1.99%
Attached Avg Sold Price	\$473,145	\$612,308	-22.73%
Detached Avg Sold Price	\$2,834,688	\$1,738,468	63.06%
Attached Units Sold	24	24	0.00%
Detached Units Sold	34	35	-2.86%

Financing (Sold)

Assumption	0
Cash	17
Conventional	38
FHA	0
Other	0
Owner	0
VA	2

Days on Market (Sold)

0	4
1 to 10	11
11 to 20	6
21 to 30	4
31 to 60	9
61 to 90	4
91 to 120	5
121 to 180	6
181 to 360	5
361 to 720	1
721+	2

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	5	0	0	4
\$300K to \$399,999	0	0	0	0	0	0	7	0	0	10
\$400K to \$499,999	0	0	0	0	0	0	5	0	0	7
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	5
\$600K to \$799,999	0	0	0	0	0	0	1	0	0	6
\$800K to \$999,999	0	0	0	0	0	1	1	1	0	3
\$1M to \$2,499,999	0	0	0	0	18	0	2	20	1	15
\$2.5M to \$4,999,999	0	0	0	0	15	0	0	29	0	2
\$5,000,000+	0	0	0	0	1	0	0	20	0	0
Total	0	0	0	0	34	1	23	70	1	52
Avg Sold Price	\$0	\$0	\$0	\$0	\$2,834,688	\$835,000	\$457,413			
Prev Year - Avg Sold Price	\$730,000	\$402,500	\$900,000	\$1,176,300	\$1,794,436	\$807,500	\$426,260			
Avg Sold % Change	0.00%	0.00%	0.00%	0.00%	57.97%	3.41%	7.31%			
Prev Year - # of Solds	1	2	1	5	33	2	15			

January 2022

Mc Lean, VA

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New Listings

83

15.3%
 from Dec 2021: **72**
-23.1%
 from Jan 2021: **108**

YTD	2022	2021	+/-
	83	108	-23.1%

5-year Jan average: **95**

New Pendings

63

26.0%
 from Dec 2021: **50**
-1.6%
 from Jan 2021: **64**

YTD	2022	2021	+/-
	63	64	-1.6%

5-year Jan average: **59**

Closed Sales

58

-25.6%
 from Dec 2021: **78**
-1.7%
 from Jan 2021: **59**

YTD	2022	2021	+/-
	58	59	-1.7%

5-year Jan average: **54**

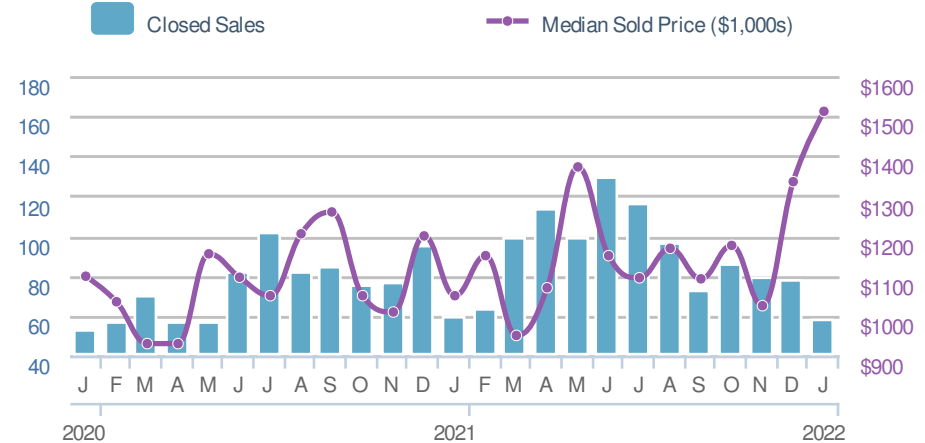
Median Sold Price

\$1,512,500

13.2%
 from Dec 2021: **\$1,336,000**
44.0%
 from Jan 2021: **\$1,050,000**

YTD	2022	2021	+/-
	\$1,512,500	\$1,050,000	44.0%

5-year Jan average: **\$1,089,500**



Active Listings

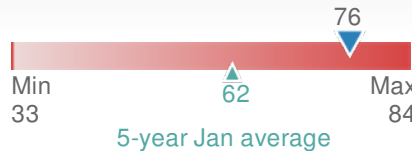
123



Dec 2021	Jan 2021
136	211

Avg DOM

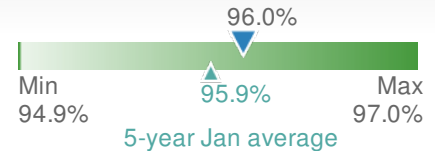
76



Dec 2021	Jan 2021	YTD
52	33	76

Avg Sold to OLP Ratio

96.0%



Dec 2021	Jan 2021	YTD
96.6%	97.0%	96.0%

January thru February 2022 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$203,937,974	\$164,131,369	24.25%
Avg Sold Price	\$1,708,787	\$1,313,641	30.08%
Median Sold Price	\$1,325,000	\$1,095,000	21.00%
Units Sold	117	122	-4.10%
Avg Days on Market	65	42	54.76%
Avg List Price for Solds	\$1,743,059	\$1,345,339	29.56%
Avg SP to OLP Ratio	97.7%	97.0%	0.75%
Ratio of Avg SP to Avg OLP	96.1%	96.2%	-0.18%
Attached Avg Sold Price	\$545,578	\$575,106	-5.13%
Detached Avg Sold Price	\$2,409,900	\$1,745,252	38.08%
Attached Units Sold	44	45	-2.22%
Detached Units Sold	73	77	-5.19%

Financing (Sold)

Assumption	0
Cash	29
Conventional	81
FHA	0
Other	1
Owner	0
VA	5

Days on Market (Sold)

0	7
1 to 10	30
11 to 20	11
21 to 30	7
31 to 60	15
61 to 90	11
91 to 120	8
121 to 180	12
181 to 360	9
361 to 720	4
721+	2

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	6	0	0	12
\$300K to \$399,999	0	0	0	0	0	0	12	0	0	7
\$400K to \$499,999	0	0	0	0	0	0	10	0	1	10
\$500K to \$599,999	0	0	0	0	0	0	6	0	0	5
\$600K to \$799,999	0	0	0	0	0	0	2	0	1	6
\$800K to \$999,999	0	0	0	0	1	1	2	1	1	4
\$1M to \$2,499,999	1	0	0	1	49	0	4	22	0	13
\$2.5M to \$4,999,999	0	0	0	0	20	0	0	27	0	1
\$5,000,000+	0	0	0	0	2	0	0	21	0	0
Total	1	0	0	1	72	1	42	71	3	58
Avg Sold Price	\$1,075,000	\$0	\$0	\$2,250,000	\$2,428,440	\$835,000	\$498,105			
Prev Year - Avg Sold Price	\$2,966,180	\$402,500	\$993,000	\$1,006,277	\$1,764,101	\$835,250	\$422,576			
Avg Sold % Change	-63.76%	0.00%	0.00%	123.60%	37.66%	-0.03%	17.87%			
Prev Year - # of Solds	2	2	5	9	70	4	30			

February 2022

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New Listings

115

↑ **38.6%**

from Jan 2022:
83

↓ **-11.5%**

from Feb 2021:
130

YTD	2022	2021	+/-
	198	238	-16.8%

5-year Feb average: **123**

New Pendings

88

↑ **39.7%**

from Jan 2022:
63

↓ **-2.2%**

from Feb 2021:
90

YTD	2022	2021	+/-
	150	156	-3.8%

5-year Feb average: **74**

Closed Sales

58

↔ **0.0%**

from Jan 2022:
58

↓ **-7.9%**

from Feb 2021:
63

YTD	2022	2021	+/-
	117	122	-4.1%

5-year Feb average: **52**

Median Sold Price

\$1,285,974

↓ **-15.0%**

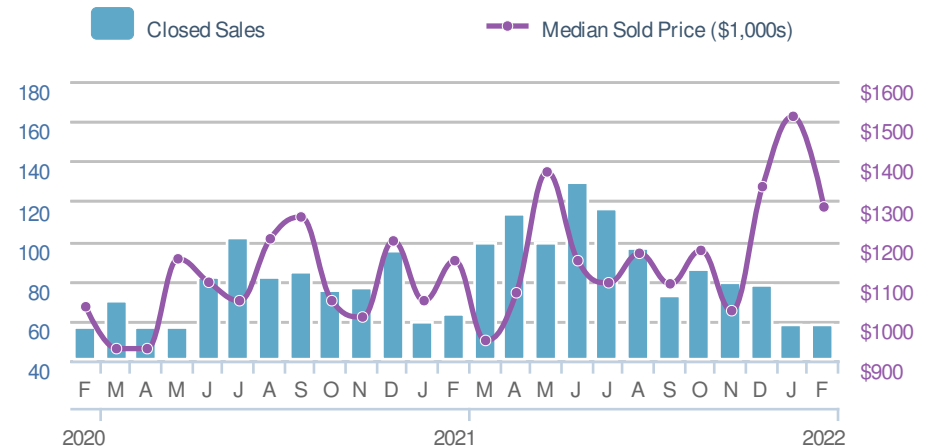
from Jan 2022:
\$1,512,500

↑ **11.8%**

from Feb 2021:
\$1,150,000

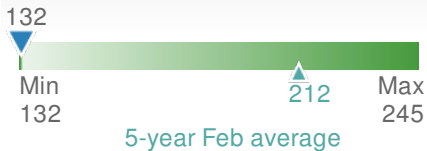
YTD	2022	2021	+/-
	\$1,325,000	\$1,095,000	21.0%

5-year Feb average: **\$1,017,195**



Active Listings

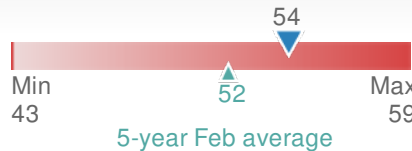
132



Jan 2022	Feb 2021
123	224

Avg DOM

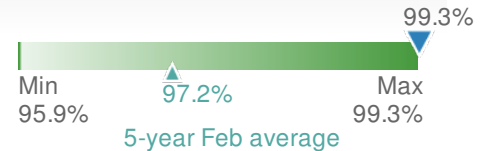
54



Jan 2022	Feb 2021	YTD
76	51	65

Avg Sold to OLP Ratio

99.3%



Jan 2022	Feb 2021	YTD
96.0%	96.9%	97.7%

January thru March 2022 YTD

Mc Lean, VA

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	2022	2021	% Change
Sold Dollar Volume	\$370,719,377	\$292,058,780	26.93%
Avg Sold Price	\$1,691,174	\$1,289,761	31.12%
Median Sold Price	\$1,300,000	\$1,037,500	25.30%
Units Sold	216	224	-3.57%
Avg Days on Market	54	40	35.00%
Avg List Price for Solds	\$1,716,293	\$1,303,833	31.63%
Avg SP to OLP Ratio	99.2%	97.8%	1.43%
Ratio of Avg SP to Avg OLP	97.2%	97.7%	-0.49%
Attached Avg Sold Price	\$580,363	\$584,740	-0.75%
Detached Avg Sold Price	\$2,384,387	\$1,838,110	29.72%
Attached Units Sold	83	98	-15.31%
Detached Units Sold	133	126	5.56%

Financing (Sold)

Assumption	0
Cash	53
Conventional	147
FHA	1
Other	4
Owner	0
VA	10

Days on Market (Sold)

0	12
1 to 10	80
11 to 20	19
21 to 30	11
31 to 60	24
61 to 90	17
91 to 120	12
121 to 180	17
181 to 360	14
361 to 720	7
721+	2

Notes:

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Sold Detail**Active Detail**

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	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	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	10	0	0	10
\$300K to \$399,999	0	0	0	0	0	0	25	0	1	7
\$400K to \$499,999	0	0	0	0	0	0	18	0	2	8
\$500K to \$599,999	0	0	0	0	0	0	8	0	0	3
\$600K to \$799,999	1	0	0	1	0	0	3	0	0	8
\$800K to \$999,999	0	0	0	1	1	2	5	2	2	5
\$1M to \$2,499,999	1	0	2	2	87	1	6	23	1	14
\$2.5M to \$4,999,999	0	0	1	0	34	0	1	28	0	1
\$5,000,000+	0	0	0	0	6	0	0	25	0	0
Total	2	0	3	4	128	3	76	78	6	56
Avg Sold Price	\$895,000	\$0	\$2,149,666	\$1,226,250	\$2,413,160	\$1,075,000	\$526,844			
Prev Year - Avg Sold Price	\$3,821,982	\$402,500	\$967,312	\$965,150	\$1,846,934	\$892,937	\$464,063			
Avg Sold % Change	-76.58%	0.00%	122.23%	27.05%	30.66%	20.39%	13.53%			
Prev Year - # of Solds	3	2	8	17	115	8	71			

March 2022

Mc Lean, VA

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New Listings**136****↑ 18.3%**from Feb 2022:
115**↓ -12.8%**from Mar 2021:
156

YTD	2022	2021	+/-
	334	394	-15.2%

5-year Mar average: **158****New Pendings****107****↑ 21.6%**from Feb 2022:
88**↓ -21.9%**from Mar 2021:
137

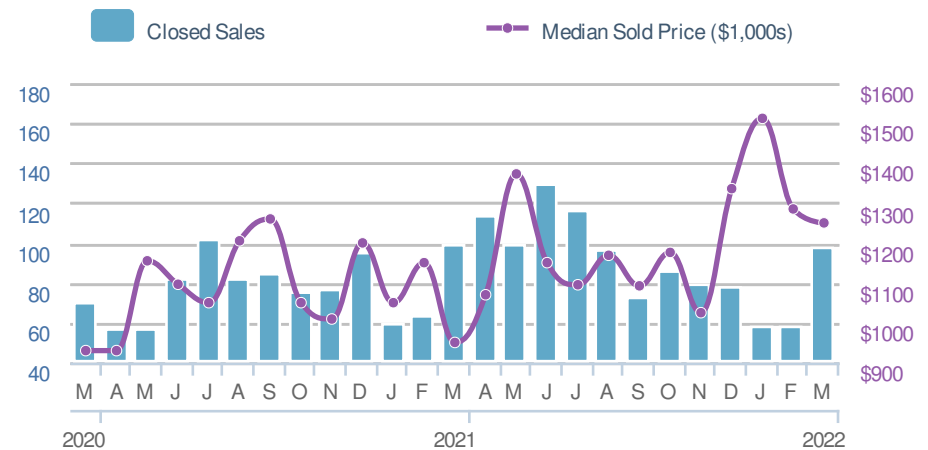
YTD	2022	2021	+/-
	253	291	-13.1%

5-year Mar average: **107****Closed Sales****97****↑ 67.2%**from Feb 2022:
58**↓ -2.0%**from Mar 2021:
99

YTD	2022	2021	+/-
	216	224	-3.6%

5-year Mar average: **79****Median Sold Price****\$1,250,000****↓ -2.8%**from Feb 2022:
\$1,285,974**↑ 31.6%**from Mar 2021:
\$950,000

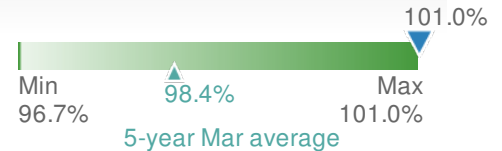
YTD	2022	2021	+/-
	\$1,300,000	\$1,037,500	25.3%

5-year Mar average: **\$979,200****Active Listings****140**

Feb 2022	Mar 2021
132	202

Avg DOM**39**

Feb 2022	Mar 2021	YTD
54	37	54

Avg Sold to OLP Ratio**101.0%**

Feb 2022	Mar 2021	YTD
99.3%	98.0%	99.2%

January thru April 2022 YTD

Mc Lean, VA

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	2022	2021	% Change
Sold Dollar Volume	\$494,786,900	\$442,406,970	11.84%
Avg Sold Price	\$1,585,904	\$1,289,458	22.99%
Median Sold Price	\$1,267,950	\$1,057,500	19.90%
Units Sold	311	338	-7.99%
Avg Days on Market	46	39	17.95%
Avg List Price for Solds	\$1,590,954	\$1,308,896	21.55%
Avg SP to OLP Ratio	100.4%	98.1%	2.41%
Ratio of Avg SP to Avg OLP	98.7%	97.3%	1.43%
Attached Avg Sold Price	\$604,779	\$579,257	4.41%
Detached Avg Sold Price	\$2,348,378	\$1,849,351	26.98%
Attached Units Sold	136	149	-8.72%
Detached Units Sold	175	189	-7.41%

Financing (Sold)

Assumption	0
Cash	80
Conventional	210
FHA	2
Other	4
Owner	0
VA	13

Days on Market (Sold)

0	15
1 to 10	134
11 to 20	31
21 to 30	14
31 to 60	32
61 to 90	21
91 to 120	14
121 to 180	21
181 to 360	18
361 to 720	8
721+	2

Notes:

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

Sold Detail**Active Detail**

	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	0	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	19	0	0	10
\$300K to \$399,999	0	0	0	0	0	0	34	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	26	0	1	16
\$500K to \$599,999	0	0	0	0	0	0	13	0	1	9
\$600K to \$799,999	1	0	0	2	0	0	8	0	0	10
\$800K to \$999,999	0	0	0	3	1	3	8	1	0	5
\$1M to \$2,499,999	1	0	3	4	112	2	13	28	1	18
\$2.5M to \$4,999,999	0	0	1	0	50	0	1	40	0	1
\$5,000,000+	0	0	0	0	6	0	0	27	0	0
Total	2	0	4	9	169	5	122	96	3	78
Avg Sold Price	\$895,000	\$0	\$1,951,750	\$1,146,722	\$2,374,965	\$1,068,000	\$545,815			
Prev Year - Avg Sold Price	\$3,821,982	\$343,750	\$1,074,178	\$981,707	\$1,878,040	\$979,458	\$464,714			
Avg Sold % Change	-76.58%	0.00%	81.70%	16.81%	26.46%	9.04%	17.45%			
Prev Year - # of Solds	3	4	14	22	172	12	111			

April 2022

Mc Lean, VA

New Listings

162

↑ 19.1%

from Mar 2022:
136

↓ -14.3%

from Apr 2021:
189

YTD	2022	2021	+/-
	496	582	-14.8%

5-year Apr average: 176

New Pendings

100

↓ -6.5%

from Mar 2022:
107

↓ -13.0%

from Apr 2021:
115

YTD	2022	2021	+/-
	353	406	-13.1%

5-year Apr average: 98

Closed Sales

91

↓ -6.2%

from Mar 2022:
97

↓ -19.5%

from Apr 2021:
113

YTD	2022	2021	+/-
	311	338	-8.0%

5-year Apr average: 86

Median Sold Price

\$1,175,000

↓ -6.0%

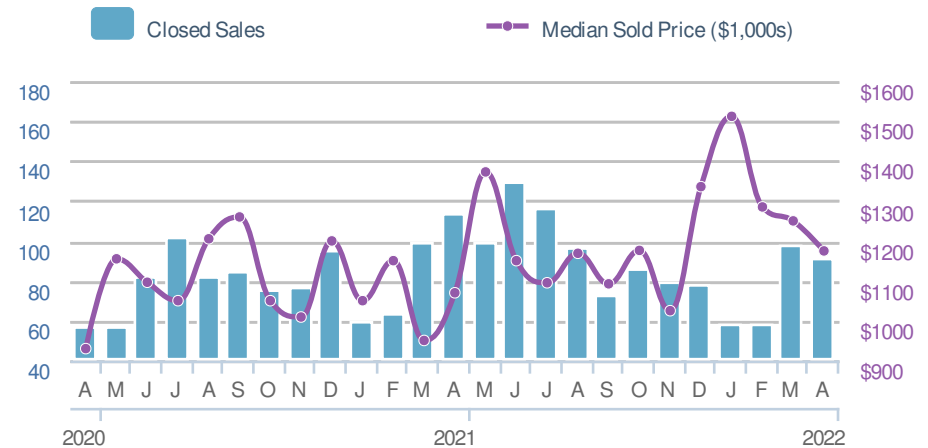
from Mar 2022:
\$1,250,000

↑ 9.8%

from Apr 2021:
\$1,070,000

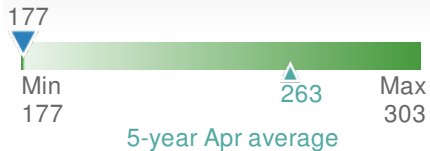
YTD	2022	2021	+/-
	\$1,267,950	\$1,057,500	19.9%

5-year Apr average: \$1,000,900



Active Listings

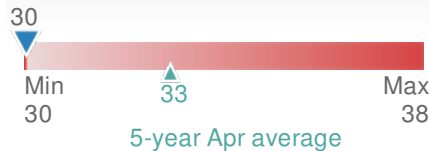
177



Mar 2022	Apr 2021
140	236

Avg DOM

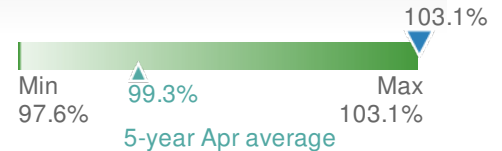
30



Mar 2022	Apr 2021	YTD
39	38	46

Avg Sold to OLP Ratio

103.1%



Mar 2022	Apr 2021	YTD
101.0%	98.7%	100.4%

January thru May 2022 YTD

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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$628,347,282	\$605,115,164	3.84%
Avg Sold Price	\$1,532,351	\$1,343,347	14.07%
Median Sold Price	\$1,237,500	\$1,150,000	7.61%
Units Sold	413	446	-7.40%
Avg Days on Market	39	36	8.33%
Avg List Price for Solds	\$1,524,194	\$1,356,760	12.34%
Avg SP to OLP Ratio	101.1%	98.6%	2.59%
Ratio of Avg SP to Avg OLP	99.6%	97.7%	1.93%
Attached Avg Sold Price	\$611,491	\$613,516	-0.33%
Detached Avg Sold Price	\$2,279,540	\$1,832,634	24.39%
Attached Units Sold	185	179	3.35%
Detached Units Sold	228	267	-14.61%

Financing (Sold)

Assumption	1
Cash	113
Conventional	274
FHA	2
Other	6
Owner	0
VA	14

Days on Market (Sold)

0	23
1 to 10	194
11 to 20	42
21 to 30	19
31 to 60	41
61 to 90	25
91 to 120	14
121 to 180	23
181 to 360	21
361 to 720	8
721+	2

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	30	0	0	7
\$300K to \$399,999	0	0	0	0	0	0	42	0	0	15
\$400K to \$499,999	0	0	0	0	0	0	31	0	1	18
\$500K to \$599,999	0	0	0	0	0	0	20	0	1	5
\$600K to \$799,999	1	0	0	3	0	0	10	0	0	11
\$800K to \$999,999	0	0	0	7	3	5	10	2	0	5
\$1M to \$2,499,999	2	0	8	5	148	3	17	28	1	18
\$2.5M to \$4,999,999	0	0	1	0	58	1	1	52	0	1
\$5,000,000+	0	0	0	0	7	0	0	30	0	0
Total	3	0	9	15	216	9	161	112	3	80
Avg Sold Price	\$980,000	\$0	\$1,616,111	\$1,036,559	\$2,325,232	\$1,250,444	\$536,170			
Prev Year - Avg Sold Price	\$3,821,982	\$343,750	\$1,094,875	\$1,008,057	\$1,856,167	\$991,729	\$491,355			
Avg Sold % Change	-74.36%	0.00%	47.61%	2.83%	25.27%	26.09%	9.12%			
Prev Year - # of Solds	3	4	16	27	248	17	131			

May 2022

Mc Lean, VA

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

New Listings

136

↓ -16.0% ↓ -23.2%
 from Apr 2022: 162 from May 2021: 177

YTD	2022	2021	+/-
	632	759	-16.7%

5-year May average: 155

New Pendings

83

↓ -17.0% ↓ -21.0%
 from Apr 2022: 100 from May 2021: 105

YTD	2022	2021	+/-
	435	516	-15.7%

5-year May average: 98

Closed Sales

101

↑ 11.0% ↑ 2.0%
 from Apr 2022: 91 from May 2021: 99

YTD	2022	2021	+/-
	413	446	-7.4%

5-year May average: 94

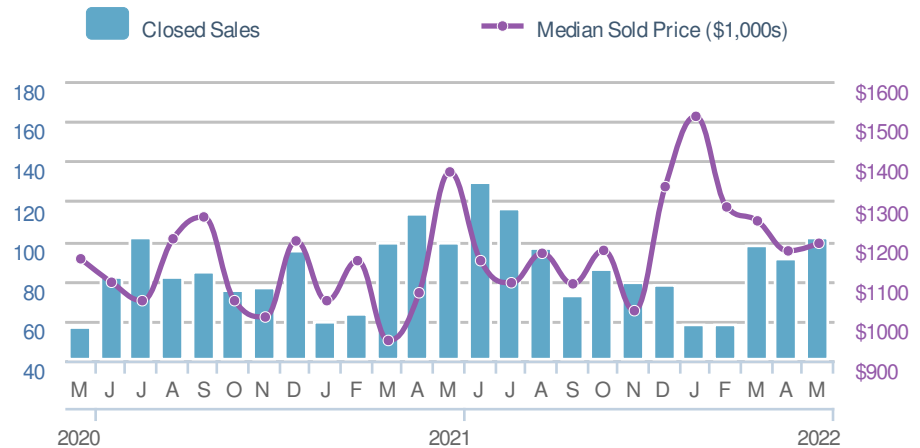
Median Sold Price

\$1,194,000

↑ 1.6% ↓ -13.0%
 from Apr 2022: \$1,175,000 from May 2021: \$1,373,000

YTD	2022	2021	+/-
	\$1,237,500	\$1,150,000	7.6%

5-year May average: \$1,145,800



Active Listings

195



Apr 2022	May 2021
177	261

Avg DOM

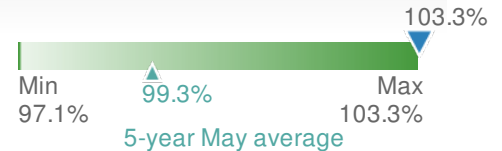
18



Apr 2022	May 2021	YTD
30	28	39

Avg Sold to OLP Ratio

103.3%



Apr 2022	May 2021	YTD
103.1%	100.6%	101.1%

January thru June 2022 YTD

Mc Lean, VA

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

	2022	2021	% Change
Sold Dollar Volume	\$779,117,636	\$790,908,779	-1.49%
Avg Sold Price	\$1,544,154	\$1,358,787	13.64%
Median Sold Price	\$1,270,000	\$1,150,000	10.43%
Units Sold	508	577	-11.96%
Avg Days on Market	36	34	5.88%
Avg List Price for Solds	\$1,535,950	\$1,370,725	12.05%
Avg SP to OLP Ratio	101.0%	98.7%	2.35%
Ratio of Avg SP to Avg OLP	99.7%	97.9%	1.81%
Attached Avg Sold Price	\$618,133	\$640,566	-3.50%
Detached Avg Sold Price	\$2,234,691	\$1,863,025	19.95%
Attached Units Sold	217	238	-8.82%
Detached Units Sold	291	339	-14.16%

Financing (Sold)

Assumption	1
Cash	139
Conventional	338
FHA	2
Other	7
Owner	0
VA	17

Days on Market (Sold)

0	30
1 to 10	242
11 to 20	50
21 to 30	28
31 to 60	54
61 to 90	29
91 to 120	16
121 to 180	25
181 to 360	21
361 to 720	10
721+	2

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	1	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	31	0	0	9
\$300K to \$399,999	0	0	0	0	0	0	50	0	0	16
\$400K to \$499,999	0	0	0	0	0	0	38	0	1	16
\$500K to \$599,999	0	0	0	0	0	0	22	0	1	7
\$600K to \$799,999	1	0	0	4	0	0	12	0	0	8
\$800K to \$999,999	1	0	0	10	6	6	10	2	1	7
\$1M to \$2,499,999	3	0	10	6	187	4	21	33	4	17
\$2.5M to \$4,999,999	0	0	1	0	74	1	1	53	1	0
\$5,000,000+	0	0	0	0	8	0	0	32	0	0
Total	5	0	11	20	275	11	186	120	8	80
Avg Sold Price	\$1,047,000	\$0	\$1,563,636	\$1,011,369	\$2,283,128	\$1,191,327	\$541,951			
Prev Year - Avg Sold Price	\$3,821,982	\$454,000	\$1,131,000	\$991,300	\$1,885,980	\$981,185	\$536,535			
Avg Sold % Change	-72.61%	0.00%	38.25%	2.02%	21.06%	21.42%	1.01%			
Prev Year - # of Solds	3	6	18	35	318	21	176			

June 2022

Mc Lean, VA

New Listings

139

↑ 2.2%

from May 2022:
136

↓ -16.3%

from Jun 2021:
166

YTD	2022	2021	+/-
	771	924	-16.6%

5-year Jun average: 150

New Pendings

88

↑ 6.0%

from May 2022:
83

↓ -26.1%

from Jun 2021:
119

YTD	2022	2021	+/-
	527	637	-17.3%

5-year Jun average: 100

Closed Sales

92

↓ -8.9%

from May 2022:
101

↓ -28.7%

from Jun 2021:
129

YTD	2022	2021	+/-
	508	577	-12.0%

5-year Jun average: 96

Median Sold Price

\$1,412,000

↑ 18.3%

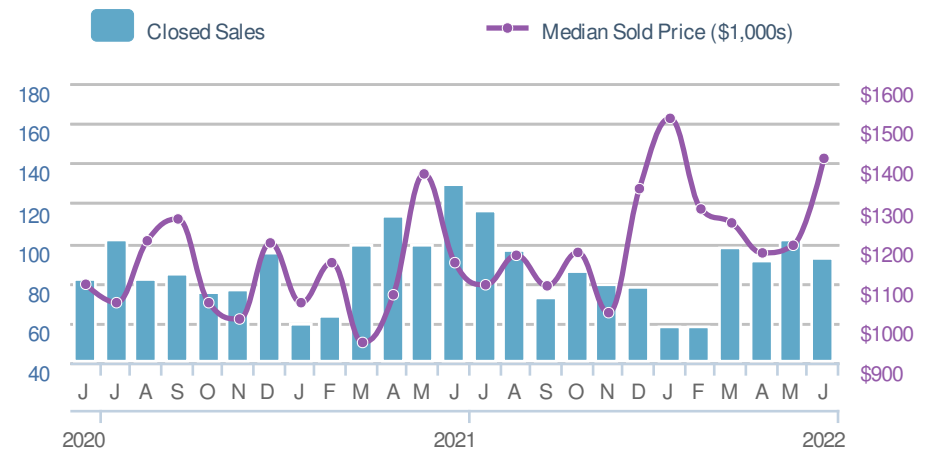
from May 2022:
\$1,194,000

↑ 22.8%

from Jun 2021:
\$1,150,000

YTD	2022	2021	+/-
	\$1,270,000	\$1,150,000	10.4%

5-year Jun average: \$1,123,100



Active Listings

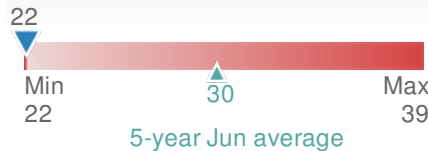
208



May 2022	Jun 2021
195	258

Avg DOM

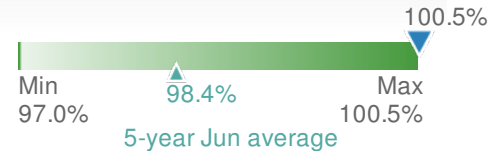
22



May 2022	Jun 2021	YTD
18	29	36

Avg Sold to OLP Ratio

100.5%



May 2022	Jun 2021	YTD
103.3%	99.2%	101.0%

January thru July 2022 YTD

Mc Lean, VA

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

	2022	2021	% Change
Sold Dollar Volume	\$932,408,626	\$951,103,807	-1.97%
Avg Sold Price	\$1,554,752	\$1,356,212	14.64%
Median Sold Price	\$1,262,475	\$1,150,000	9.78%
Units Sold	603	697	-13.49%
Avg Days on Market	34	34	0.00%
Avg List Price for Solds	\$1,548,181	\$1,364,567	13.46%
Avg SP to OLP Ratio	100.7%	99.0%	1.74%
Ratio of Avg SP to Avg OLP	99.3%	98.3%	1.06%
Attached Avg Sold Price	\$637,425	\$624,874	2.01%
Detached Avg Sold Price	\$2,245,414	\$1,871,189	20.00%
Attached Units Sold	259	288	-10.07%
Detached Units Sold	344	409	-15.89%

Financing (Sold)

Assumption	1
Cash	169
Conventional	400
FHA	3
Other	8
Owner	0
VA	17

Days on Market (Sold)

0	41
1 to 10	286
11 to 20	64
21 to 30	34
31 to 60	60
61 to 90	37
91 to 120	18
121 to 180	26
181 to 360	23
361 to 720	11
721+	2

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	1	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	35	0	1	8
\$300K to \$399,999	0	0	0	0	0	0	59	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	43	0	1	18
\$500K to \$599,999	0	0	0	0	0	0	25	0	3	4
\$600K to \$799,999	1	0	0	4	0	0	15	0	0	7
\$800K to \$999,999	1	0	0	12	6	8	11	3	3	8
\$1M to \$2,499,999	3	0	15	9	220	8	27	38	3	17
\$2.5M to \$4,999,999	0	0	1	0	86	1	1	52	0	0
\$5,000,000+	0	0	0	0	11	0	0	26	0	0
Total	5	0	16	25	323	17	217	119	11	71
Avg Sold Price	\$1,047,000	\$0	\$1,520,184	\$1,026,575	\$2,299,890	\$1,221,453	\$546,839			
Prev Year - Avg Sold Price	\$3,821,982	\$454,000	\$1,101,318	\$1,025,205	\$1,900,056	\$965,555	\$516,555			
Avg Sold % Change	-72.61%	0.00%	38.03%	0.13%	21.04%	26.50%	5.86%			
Prev Year - # of Solds	3	6	22	40	384	25	217			

July 2022

Mc Lean, VA

New Listings

99

↓ -28.8%

from Jun 2022:
139

↓ -13.2%

from Jul 2021:
114

YTD	2022	2021	+/-
	870	1,038	-16.2%

5-year Jul average: 116

New Pendings

58

↓ -34.1%

from Jun 2022:
88

↓ -35.6%

from Jul 2021:
90

YTD	2022	2021	+/-
	590	727	-18.8%

5-year Jul average: 78

Closed Sales

90

↓ -2.2%

from Jun 2022:
92

↓ -22.4%

from Jul 2021:
116

YTD	2022	2021	+/-
	603	697	-13.5%

5-year Jul average: 99

Median Sold Price

\$1,240,000

↓ -12.2%

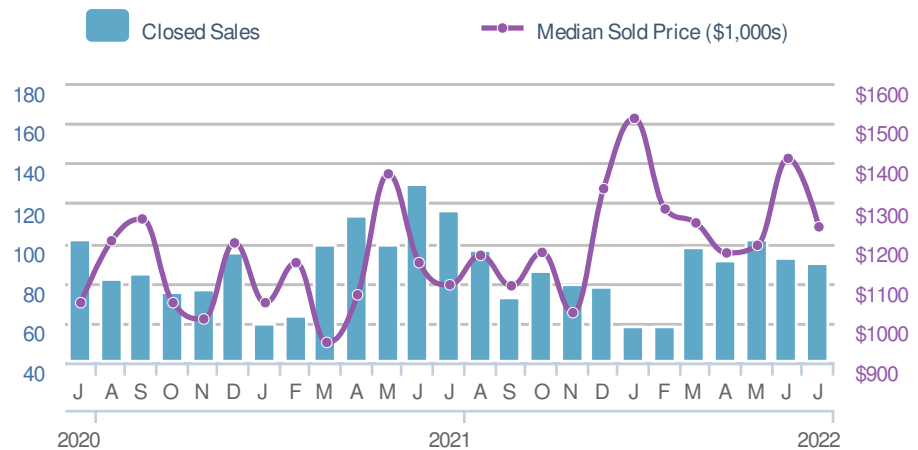
from Jun 2022:
\$1,412,000

↑ 13.2%

from Jul 2021:
\$1,095,000

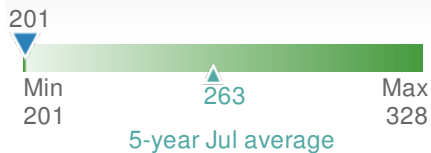
YTD	2022	2021	+/-
	\$1,262,475	\$1,150,000	9.8%

5-year Jul average: \$1,065,700



Active Listings

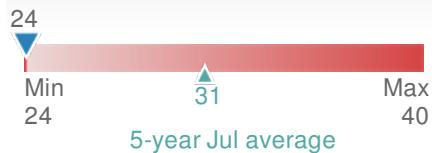
201



Jun 2022	Jul 2021
208	219

Avg DOM

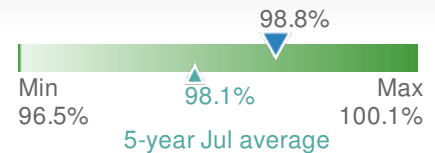
24



Jun 2022	Jul 2021	YTD
22	30	34

Avg Sold to OLP Ratio

98.8%



Jun 2022	Jul 2021	YTD
100.5%	100.1%	100.7%

January thru August 2022 YTD

Mc Lean, VA

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

	2022	2021	% Change
Sold Dollar Volume	\$1,025,181,890	\$1,094,497,608	-6.33%
Avg Sold Price	\$1,539,588	\$1,357,774	13.39%
Median Sold Price	\$1,250,000	\$1,150,000	8.70%
Units Sold	668	801	-16.60%
Avg Days on Market	34	34	0.00%
Avg List Price for Solds	\$1,536,417	\$1,366,413	12.44%
Avg SP to OLP Ratio	100.3%	99.0%	1.38%
Ratio of Avg SP to Avg OLP	99.0%	98.3%	0.66%
Attached Avg Sold Price	\$641,695	\$617,869	3.86%
Detached Avg Sold Price	\$2,220,096	\$1,873,513	18.50%
Attached Units Sold	288	329	-12.46%
Detached Units Sold	380	472	-19.49%

Financing (Sold)

Assumption	1
Cash	186
Conventional	443
FHA	4
Other	8
Owner	0
VA	19

Days on Market (Sold)

0	43
1 to 10	308
11 to 20	72
21 to 30	42
31 to 60	75
61 to 90	43
91 to 120	18
121 to 180	28
181 to 360	24
361 to 720	11
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	1	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	42	0	2	3
\$300K to \$399,999	0	0	0	0	0	0	65	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	47	0	0	12
\$500K to \$599,999	0	0	0	0	0	0	26	0	0	3
\$600K to \$799,999	1	0	1	4	0	0	16	0	2	8
\$800K to \$999,999	1	0	2	13	7	8	11	1	2	7
\$1M to \$2,499,999	3	0	19	12	240	13	28	26	1	18
\$2.5M to \$4,999,999	0	0	1	0	94	1	1	48	0	0
\$5,000,000+	0	0	0	0	11	0	0	24	0	0
Total	5	0	23	29	352	22	237	99	7	60
Avg Sold Price	\$1,047,000	\$0	\$1,389,524	\$1,027,565	\$2,291,030	\$1,296,577	\$533,688			
Prev Year - Avg Sold Price	\$3,115,236	\$410,500	\$1,093,652	\$1,022,612	\$1,902,659	\$967,842	\$521,270			
Avg Sold % Change	-66.39%	0.00%	27.05%	0.48%	20.41%	33.97%	2.38%			
Prev Year - # of Solds	4	8	23	42	445	26	253			

August 2022

Mc Lean, VA

New Listings

74

↓ -25.3%

from Jul 2022:
99

↓ -44.8%

from Aug 2021:
134

YTD	2022	2021	+/-
	944	1,196	-21.1%

5-year Aug average: 112

New Pendings

62

↑ 6.9%

from Jul 2022:
58

↓ -25.3%

from Aug 2021:
83

YTD	2022	2021	+/-
	651	818	-20.4%

5-year Aug average: 78

Closed Sales

63

↓ -30.0%

from Jul 2022:
90

↓ -34.4%

from Aug 2021:
96

YTD	2022	2021	+/-
	668	801	-16.6%

5-year Aug average: 80

Median Sold Price

\$1,200,000

↓ -3.2%

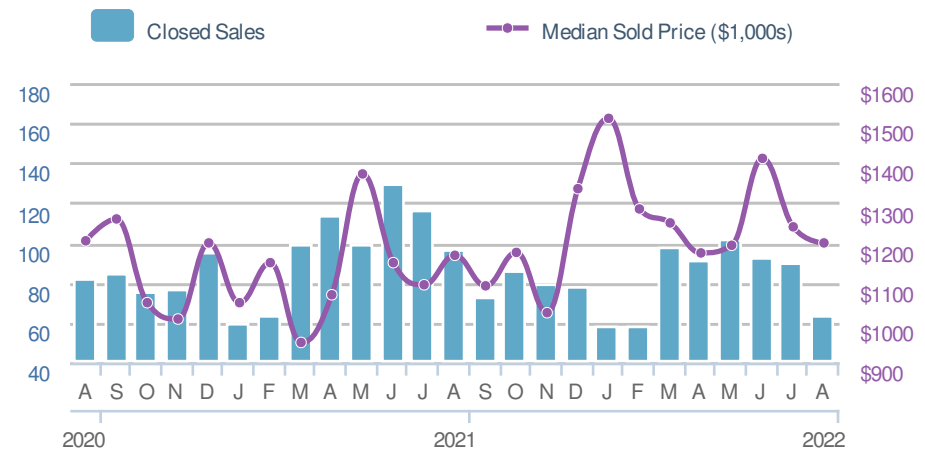
from Jul 2022:
\$1,240,000

↑ 2.6%

from Aug 2021:
\$1,169,500

YTD	2022	2021	+/-
	\$1,250,000	\$1,150,000	8.7%

5-year Aug average: \$1,099,400



Active Listings

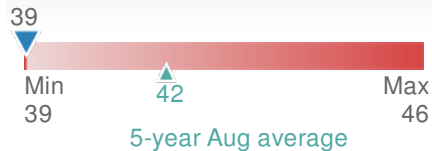
166



Jul 2022	Aug 2021
201	236

Avg DOM

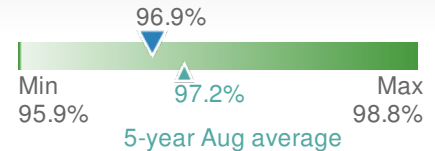
39



Jul 2022	Aug 2021	YTD
24	40	34

Avg Sold to OLP Ratio

96.9%



Jul 2022	Aug 2021	YTD
98.8%	98.8%	100.3%

January thru September 2022 YTD

Mc Lean, VA

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

	2022	2021	% Change
Sold Dollar Volume	\$1,093,385,698	\$1,209,435,452	-9.60%
Avg Sold Price	\$1,512,614	\$1,364,923	10.82%
Median Sold Price	\$1,227,600	\$1,150,000	6.75%
Units Sold	724	879	-17.63%
Avg Days on Market	34	34	0.00%
Avg List Price for Solds	\$1,511,782	\$1,375,922	9.87%
Avg SP to OLP Ratio	100.1%	98.9%	1.23%
Ratio of Avg SP to Avg OLP	98.8%	98.1%	0.69%
Attached Avg Sold Price	\$636,560	\$615,226	3.47%
Detached Avg Sold Price	\$2,198,784	\$1,894,806	16.04%
Attached Units Sold	318	364	-12.64%
Detached Units Sold	406	515	-21.17%

Financing (Sold)

Assumption	1
Cash	204
Conventional	478
FHA	6
Other	8
Owner	0
VA	20

Days on Market (Sold)

0	49
1 to 10	327
11 to 20	75
21 to 30	49
31 to 60	84
61 to 90	46
91 to 120	23
121 to 180	31
181 to 360	25
361 to 720	11
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	1	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	46	0	2	6
\$300K to \$399,999	0	0	0	0	0	0	70	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	53	0	0	13
\$500K to \$599,999	0	0	0	0	0	0	29	0	1	1
\$600K to \$799,999	1	0	1	5	0	0	19	0	1	5
\$800K to \$999,999	1	0	3	13	10	9	14	0	2	6
\$1M to \$2,499,999	3	0	20	16	257	13	28	37	2	21
\$2.5M to \$4,999,999	0	0	1	0	96	1	1	57	0	0
\$5,000,000+	0	0	0	0	13	0	0	23	0	0
Total	5	0	25	34	376	23	261	117	8	56
Avg Sold Price	\$1,047,000	\$0	\$1,368,362	\$1,029,805	\$2,269,314	\$1,280,421	\$528,593			
Prev Year - Avg Sold Price	\$3,115,236	\$410,500	\$1,091,444	\$1,018,943	\$1,929,535	\$967,842	\$519,805			
Avg Sold % Change	-66.39%	0.00%	25.37%	1.07%	17.61%	32.30%	1.69%			
Prev Year - # of Solds	4	8	27	48	484	26	282			

September 2022

Mc Lean, VA

New Listings**114****↑54.1%**from Aug 2022:
74**↓-14.9%**from Sep 2021:
134

YTD	2022	2021	+/-
	1,056	1,330	-20.6%

5-year Sep average: **140****New Pendings****50****↓-19.4%**from Aug 2022:
62**↓-42.5%**from Sep 2021:
87

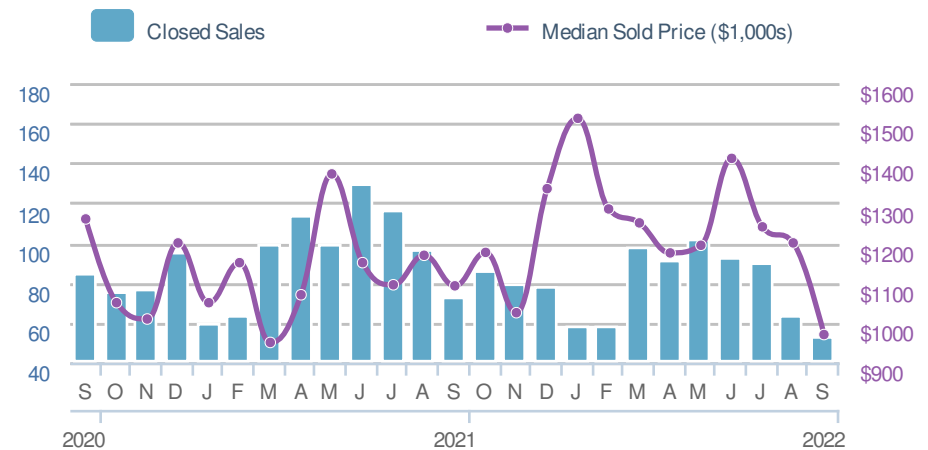
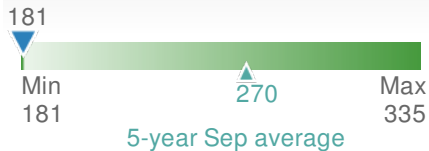
YTD	2022	2021	+/-
	703	905	-22.3%

5-year Sep average: **73****Closed Sales****53****↓-15.9%**from Aug 2022:
63**↓-26.4%**from Sep 2021:
72

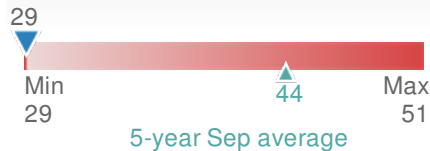
YTD	2022	2021	+/-
	724	879	-17.6%

5-year Sep average: **65****Median Sold Price****\$970,000****↓-19.2%**from Aug 2022:
\$1,200,000**↓-11.2%**from Sep 2021:
\$1,092,500

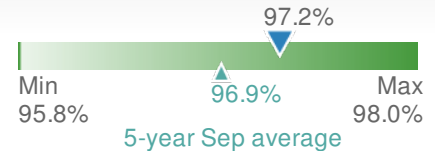
YTD	2022	2021	+/-
	\$1,227,600	\$1,150,000	6.7%

5-year Sep average: **\$1,008,925****Active Listings****181**

Aug 2022	Sep 2021
166	244

Avg DOM**29**

Aug 2022	Sep 2021	YTD
39	43	34

Avg Sold to OLP Ratio**97.2%**

Aug 2022	Sep 2021	YTD
96.9%	98.0%	100.1%

January thru October 2022 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$1,171,802,185	\$1,339,268,650	-12.50%
Avg Sold Price	\$1,512,880	\$1,373,586	10.14%
Median Sold Price	\$1,230,000	\$1,150,000	6.96%
Units Sold	774	967	-19.96%
Avg Days on Market	33	34	-2.94%
Avg List Price for Solds	\$1,515,435	\$1,384,972	9.42%
Avg SP to OLP Ratio	99.9%	98.8%	1.07%
Ratio of Avg SP to Avg OLP	98.6%	98.0%	0.58%
Attached Avg Sold Price	\$634,468	\$614,336	3.28%
Detached Avg Sold Price	\$2,197,436	\$1,906,932	15.23%
Attached Units Sold	339	399	-15.04%
Detached Units Sold	435	568	-23.42%

Financing (Sold)

Assumption	1
Cash	221
Conventional	505
FHA	6
Other	11
Owner	0
VA	23

Days on Market (Sold)

0	51
1 to 10	348
11 to 20	82
21 to 30	53
31 to 60	90
61 to 90	48
91 to 120	27
121 to 180	34
181 to 360	26
361 to 720	11
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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	51	0	2	3
\$300K to \$399,999	0	0	0	0	0	0	75	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	55	0	0	17
\$500K to \$599,999	0	0	0	0	0	0	29	0	0	2
\$600K to \$799,999	1	0	1	6	0	0	19	0	1	5
\$800K to \$999,999	1	0	4	15	13	9	16	0	2	9
\$1M to \$2,499,999	4	0	20	16	273	15	29	40	3	20
\$2.5M to \$4,999,999	1	0	2	0	101	1	1	60	0	0
\$5,000,000+	0	0	0	0	14	0	0	24	0	0
Total	7	1	27	37	401	25	276	124	8	60
Avg Sold Price	\$1,419,285	\$245,000	\$1,459,631	\$1,012,409	\$2,260,698	\$1,304,188	\$524,550			
Prev Year - Avg Sold Price	\$2,398,491	\$399,000	\$1,105,633	\$1,016,779	\$1,946,574	\$981,237	\$517,215			
Avg Sold % Change	-40.83%	-38.60%	32.02%	-0.43%	16.14%	32.91%	1.42%			
Prev Year - # of Solds	6	10	30	53	532	29	307			

October 2022

Mc Lean, VA

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New Listings

91

↓ -20.2% from Sep 2022: 114
 ↓ -9.0% from Oct 2021: 100

YTD	2022	2021	+/-
	1,147	1,430	-19.8%

5-year Oct average: 112

New Pendings

46

↓ -8.0% from Sep 2022: 50
 ↓ -51.1% from Oct 2021: 94

YTD	2022	2021	+/-
	746	1,000	-25.4%

5-year Oct average: 71

Closed Sales

48

↓ -9.4% from Sep 2022: 53
 ↓ -44.2% from Oct 2021: 86

YTD	2022	2021	+/-
	774	967	-20.0%

5-year Oct average: 68

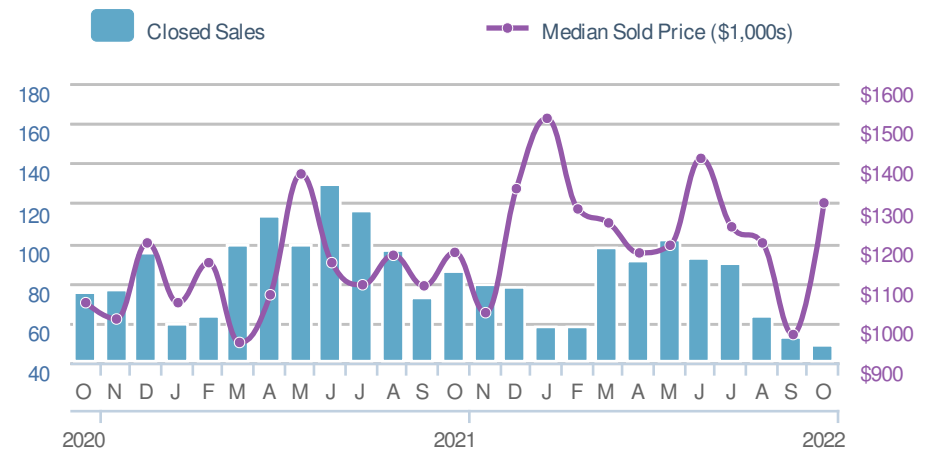
Median Sold Price

\$1,300,000

↑ 34.0% from Sep 2022: \$970,000
 ↑ 10.5% from Oct 2021: \$1,176,014

YTD	2022	2021	+/-
	\$1,230,000	\$1,150,000	7.0%

5-year Oct average: \$1,059,193



Active Listings

192



Sep 2022	Oct 2021
181	211

Avg DOM

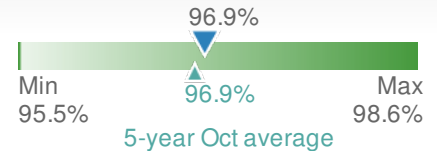
30



Sep 2022	Oct 2021	YTD
29	31	33

Avg Sold to OLP Ratio

96.9%



Sep 2022	Oct 2021	YTD
97.2%	98.6%	99.9%

January thru November 2022 YTD

Mc Lean, VA

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$1,233,969,063	\$1,463,814,536	-15.70%
Avg Sold Price	\$1,513,140	\$1,381,901	9.50%
Median Sold Price	\$1,240,000	\$1,130,500	9.69%
Units Sold	814	1,054	-22.77%
Avg Days on Market	33	34	-2.94%
Avg List Price for Solds	\$1,517,339	\$1,393,220	8.91%
Avg SP to OLP Ratio	99.8%	98.8%	0.96%
Ratio of Avg SP to Avg OLP	98.5%	98.2%	0.33%
Attached Avg Sold Price	\$635,840	\$615,760	3.26%
Detached Avg Sold Price	\$2,184,911	\$1,933,073	13.03%
Attached Units Sold	353	441	-19.95%
Detached Units Sold	461	613	-24.80%

Financing (Sold)

Assumption	1
Cash	233
Conventional	530
FHA	6
Other	12
Owner	0
VA	25

Days on Market (Sold)

0	57
1 to 10	362
11 to 20	86
21 to 30	55
31 to 60	96
61 to 90	52
91 to 120	28
121 to 180	35
181 to 360	28
361 to 720	11
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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	53	0	1	3
\$300K to \$399,999	0	0	0	0	0	0	76	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	59	0	0	15
\$500K to \$599,999	0	0	0	0	0	0	30	0	0	3
\$600K to \$799,999	1	0	1	6	0	0	20	0	1	7
\$800K to \$999,999	1	0	4	15	14	11	16	2	2	7
\$1M to \$2,499,999	5	0	20	16	290	15	32	30	2	20
\$2.5M to \$4,999,999	1	0	2	0	108	1	1	57	0	0
\$5,000,000+	0	0	0	0	14	0	0	19	0	0
Total	8	1	27	37	426	27	288	108	6	59
Avg Sold Price	\$1,484,616	\$245,000	\$1,459,631	\$1,012,409	\$2,244,031	\$1,272,544	\$529,128			
Prev Year - Avg Sold Price	\$2,398,491	\$394,090	\$1,099,428	\$995,465	\$1,979,201	\$978,349	\$519,937			
Avg Sold % Change	-38.10%	-37.83%	32.76%	1.70%	13.38%	30.07%	1.77%			
Prev Year - # of Solds	6	11	35	59	572	34	337			

November 2022

Mc Lean, VA

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New Listings

61

↓ -33.0%

from Oct 2022:
91

↓ -17.6%

from Nov 2021:
74

YTD	2022	2021	+/-
	1,208	1,505	-19.7%

5-year Nov average: 82

New Pendings

43

↓ -6.5%

from Oct 2022:
46

↓ -38.6%

from Nov 2021:
70

YTD	2022	2021	+/-
	788	1,070	-26.4%

5-year Nov average: 68

Closed Sales

37

↓ -22.9%

from Oct 2022:
48

↓ -53.2%

from Nov 2021:
79

YTD	2022	2021	+/-
	814	1,054	-22.8%

5-year Nov average: 63

Median Sold Price

\$1,260,000

↓ -3.1%

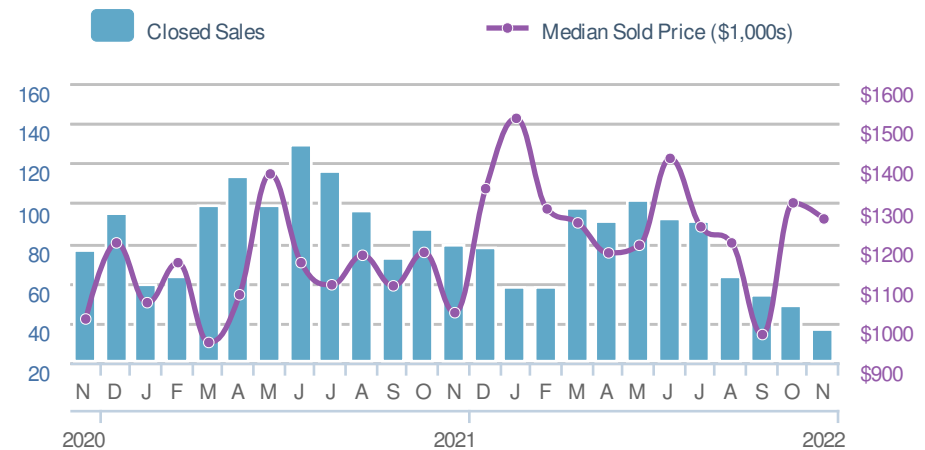
from Oct 2022:
\$1,300,000

↑ 22.9%

from Nov 2021:
\$1,025,000

YTD	2022	2021	+/-
	\$1,240,000	\$1,130,500	9.7%

5-year Nov average: \$1,074,900



Active Listings

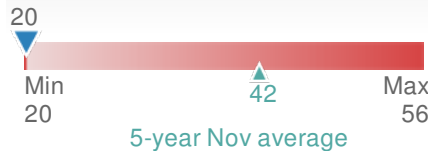
173



Oct 2022	Nov 2021
192	177

Avg DOM

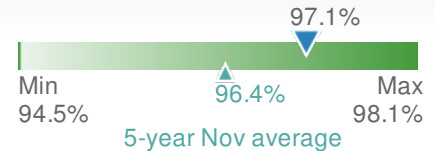
20



Oct 2022	Nov 2021	YTD
30	40	33

Avg Sold to OLP Ratio

97.1%



Oct 2022	Nov 2021	YTD
96.9%	98.1%	99.8%

January thru December 2022 YTD

Mc Lean, VA

202.262.1261
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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$1,325,908,302	\$1,601,416,770	-17.20%
Avg Sold Price	\$1,532,136	\$1,389,019	10.30%
Median Sold Price	\$1,240,000	\$1,125,000	10.22%
Units Sold	862	1,146	-24.78%
Avg Days on Market	33	35	-5.71%
Avg List Price for Solds	\$1,539,504	\$1,401,445	9.85%
Avg SP to OLP Ratio	99.6%	98.7%	0.89%
Ratio of Avg SP to Avg OLP	98.3%	98.0%	0.32%
Attached Avg Sold Price	\$637,284	\$611,979	4.13%
Detached Avg Sold Price	\$2,214,713	\$1,957,126	13.16%
Attached Units Sold	373	484	-22.93%
Detached Units Sold	489	662	-26.13%

Financing (Sold)

Assumption	1
Cash	249
Conventional	560
FHA	6
Other	13
Owner	1
VA	25

Days on Market (Sold)

0	59
1 to 10	376
11 to 20	93
21 to 30	58
31 to 60	108
61 to 90	57
91 to 120	28
121 to 180	39
181 to 360	29
361 to 720	11
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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	57	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	80	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	61	0	0	8
\$500K to \$599,999	0	0	0	0	0	0	30	0	0	2
\$600K to \$799,999	1	0	1	6	0	1	20	0	1	8
\$800K to \$999,999	1	0	4	16	14	12	19	2	2	4
\$1M to \$2,499,999	5	0	20	17	311	15	35	23	0	17
\$2.5M to \$4,999,999	1	0	2	0	114	1	1	43	0	0
\$5,000,000+	0	0	0	0	15	0	0	18	0	0
Total	8	1	27	39	454	29	304	86	3	43
Avg Sold Price	\$1,484,616	\$245,000	\$1,459,631	\$1,011,465	\$2,272,484	\$1,238,748	\$533,195			
Prev Year - Avg Sold Price	\$2,094,677	\$425,460	\$1,111,112	\$993,925	\$2,010,449	\$979,786	\$518,046			
Avg Sold % Change	-29.12%	-42.42%	31.37%	1.76%	13.03%	26.43%	2.92%			
Prev Year - # of Solds	8	12	40	61	614	38	373			

December 2022

Mc Lean, VA

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Web: lenorerubino.com**New Listings****26**

↓ **-57.4%** ↓ **-63.9%**
from Nov 2022: **61** from Dec 2021: **72**

YTD	2022	2021	+/-
	1,234	1,577	-21.8%

5-year Dec average: **57****New Pendings****29**

↓ **-32.6%** ↓ **-42.0%**
from Nov 2022: **43** from Dec 2021: **50**

YTD	2022	2021	+/-
	818	1,135	-27.9%

5-year Dec average: **53****Closed Sales****44**

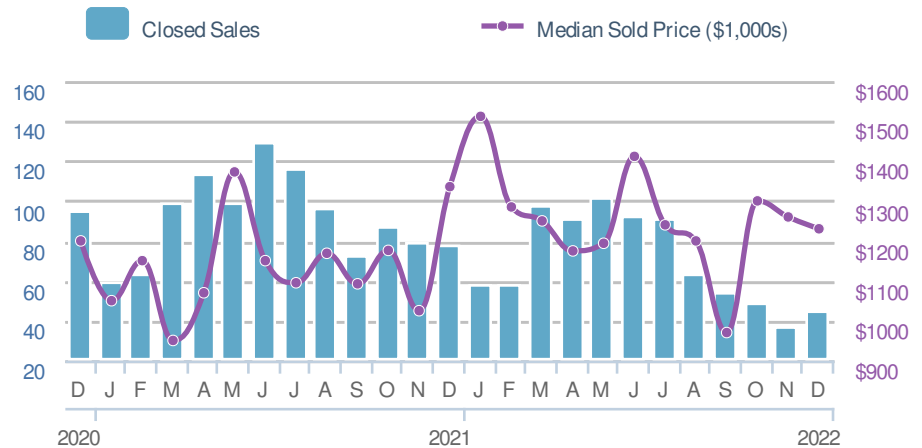
↑ **18.9%** ↓ **-43.6%**
from Nov 2022: **37** from Dec 2021: **78**

YTD	2022	2021	+/-
	862	1,146	-24.8%

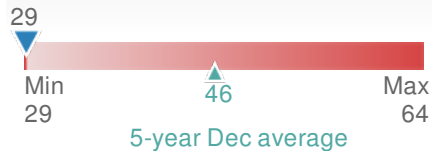
5-year Dec average: **74****Median Sold Price****\$1,230,000**

↓ **-2.4%** ↓ **-7.9%**
from Nov 2022: **\$1,260,000** from Dec 2021: **\$1,336,000**

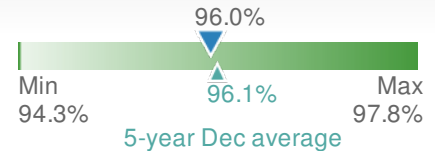
YTD	2022	2021	+/-
	\$1,240,000	\$1,125,000	10.2%

5-year Dec average: **\$1,121,200****Active Listings****132**

Nov 2022	Dec 2021
173	136

Avg DOM**29**

Nov 2022	Dec 2021	YTD
20	52	33

Avg Sold to OLP Ratio**96.0%**

Nov 2022	Dec 2021	YTD
97.1%	96.6%	99.6%