

SINGLE FAMILY HOUSING

Wesley Heights

Closed sales, averages Jan 2022

Closed sales, averages Jan 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	1	\$13,500,000	\$9,400,000	488	2	\$1,016,250	61	825%
< \$1 MILLION	-	-	-	-	1	\$982,500	68	-
\$1 – 2 MILLION	-	-	-	-	1	\$1,050,000	54	-
> \$2 MILLION	1	\$13,500,000	\$9,400,000	488	-	-	-	-

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

Lenore G. Rubino

202.262.1261 - lenore.rubino@wfp.com

lenorerubino.com

'Virtually' ready and always client first

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

*Cumulative Days on Market.

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



SINGLE FAMILY HOUSING

Wesley Heights

Closed sales, averages from Jan – Feb, 2022

Closed sales, averages from Jan – Feb, 2021

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	2	\$7,962,500	\$5,912,500	245	4	\$1,132,250	36	422%
< \$1 MILLION	-	-	-	-	1	\$982,500	68	-
\$1 – 2 MILLION	-	-	-	-	3	\$1,182,167	25	-
> \$2 MILLION	2	\$7,962,500	\$5,912,500	245	-	-	-	-

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SINGLE FAMILY HOUSING

Wesley Heights

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

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

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	4	\$ 5,599,750	\$ 4,294,750	129	7	\$ 1,482,714	55	189%
< \$1 MILLION	-	-	-	-	1	\$ 982,500	68	-
\$1 – 2 MILLION	1	\$ 1,479,000	\$ 1,479,000	1	4	\$ 1,136,625	46	30%
> \$2 MILLION	3	\$ 6,973,333	\$ 5,233,333	171	2	\$ 2,425,000	69	115%

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SINGLE FAMILY HOUSING

Wesley Heights

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

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

	Properties sold	List price	Sales price	CDOM*	Properties sold	Sales price	CDOM*	Change from 2021
ALL PRICE POINTS	8	\$ 4,661,000	\$ 4,034,250	66	10	\$ 1,958,900	90	106%
< \$1 MILLION	-	-	-	-	1	\$ 982,500	68	-
\$1 – 2 MILLION	3	\$ 1,459,333	\$ 1,476,333	3	4	\$ 1,136,625	46	30%
> \$2 MILLION	5	\$ 6,582,000	\$ 5,569,000	104	5	\$ 2,812,000	130	98%

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January thru May 2022 YTD

Wesley Heights, Washington, DC (Advertised)

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Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$68,174,649	\$45,278,180	50.57%
Avg Sold Price	\$1,187,000	\$1,016,722	16.75%
Median Sold Price	\$525,000	\$645,000	-18.60%
Units Sold	56	44	27.27%
Avg Days on Market	42	45	-6.67%
Avg List Price for Solds	\$1,217,404	\$1,029,049	18.30%
Avg SP to OLP Ratio	97.6%	98.9%	-1.34%
Ratio of Avg SP to Avg OLP	91.8%	98.6%	-6.92%
Attached Avg Sold Price	\$517,703	\$517,993	-0.06%
Detached Avg Sold Price	\$4,682,222	\$2,712,400	72.62%
Attached Units Sold	47	34	38.24%
Detached Units Sold	9	10	-10.00%

Financing (Sold)

Assumption	0
Cash	23
Conventional	31
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	1
1 to 10	27
11 to 20	3
21 to 30	3
31 to 60	7
61 to 90	6
91 to 120	3
121 to 180	3
181 to 360	2
361 to 720	1
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$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	18	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	6	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	1	0	0	4
\$500K to \$599,999	0	0	0	0	0	0	6	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	9	0	0	2
\$800K to \$999,999	0	0	0	0	0	0	4	0	0	0
\$1M to \$2,499,999	0	0	0	2	2	1	0	0	0	1
\$2.5M to \$4,999,999	0	0	0	0	3	0	0	1	0	0
\$5,000,000+	0	0	0	0	4	0	0	7	0	1
Total	0	0	0	2	9	1	44	8	0	13
Avg Sold Price	\$0	\$0	\$0	\$1,360,000	\$4,682,222	\$1,479,000	\$457,569			
Prev Year - Avg Sold Price	\$0	\$0	\$1,419,000	\$1,027,500	\$2,856,111	\$0	\$450,059			
Avg Sold % Change	0.00%	0.00%	0.00%	32.36%	63.94%	0.00%	1.67%			
Prev Year - # of Solds	0	0	1	4	9	0	30			

Active Detail

May 2022

Wesley Heights, Washington, DC

202.262.1261

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New Listings 20

 **25.0%**
 from Apr 2022:
 16

 **17.6%**
 from May 2021:
 17

YTD	2022	2021	+/-
	74	67	10.4%

5-year May average: 14

New Pendings 14

 **27.3%**
 from Apr 2022:
 11


 **16.7%**
 from May 2021:
 12

YTD	2022	2021	+/-
	60	56	7.1%

5-year May average: 10

Closed Sales 15

 **50.0%**
 from Apr 2022:
 10

 **36.4%**
 from May 2021:
 11

YTD	2022	2021	+/-
	56	44	27.3%

5-year May average: 12

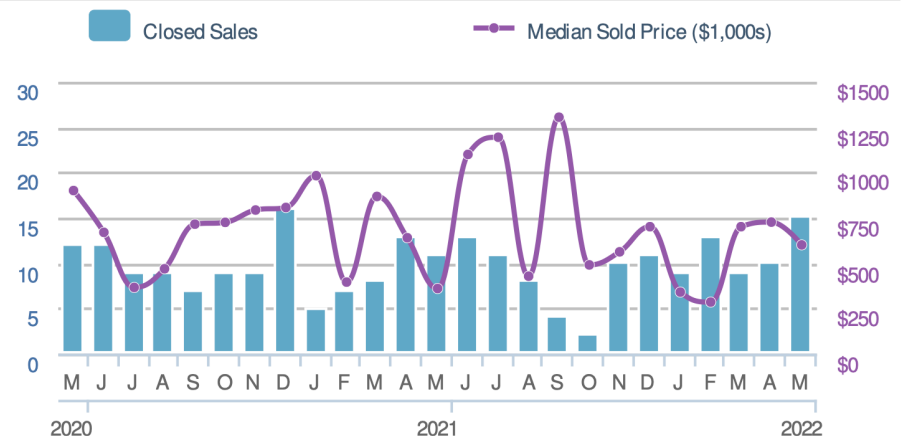
Median Sold Price \$600,000

 **-17.4%**
 from Apr 2022:
 \$726,250

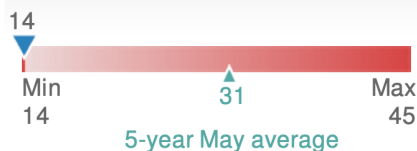
 **66.7%**
 from May 2021:
 \$360,000

YTD	2022	2021	+/-
	\$525,000	\$645,000	-18.6%

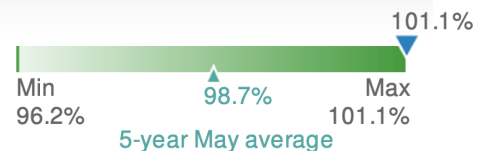
5-year May average: \$603,750

**Active Listings 21**

Apr 2022	May 2021
19	13

Avg DOM 14

Apr 2022	May 2021	YTD
19	39	42

Avg Sold to OLP Ratio 101.1%

Apr 2022	May 2021	YTD
100.0%	99.2%	97.6%

January thru June 2022 YTD

Wesley Heights, Washington, DC (Advertised)

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Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$81,440,466	\$94,757,910	-14.05%
Avg Sold Price	\$1,138,030	\$1,555,429	-26.83%
Median Sold Price	\$562,500	\$700,000	-19.64%
Units Sold	70	60	16.67%
Avg Days on Market	35	41	-14.63%
Avg List Price for Solds	\$1,163,435	\$1,579,298	-26.33%
Avg SP to OLP Ratio	97.9%	99.0%	-1.05%
Ratio of Avg SP to Avg OLP	93.0%	98.4%	-5.47%
Attached Avg Sold Price	\$578,718	\$525,238	10.18%
Detached Avg Sold Price	\$4,493,900	\$3,778,473	18.93%
Attached Units Sold	60	41	46.34%
Detached Units Sold	10	19	-47.37%

Financing (Sold)

Assumption	0
Cash	32
Conventional	36
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	1
1 to 10	35
11 to 20	5
21 to 30	4
31 to 60	9
61 to 90	6
91 to 120	3
121 to 180	3
181 to 360	3
361 to 720	1
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$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	18	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	8	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	4
\$500K to \$599,999	0	0	0	0	0	0	9	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	11	0	0	2
\$800K to \$999,999	0	0	0	0	0	0	5	0	0	1
\$1M to \$2,499,999	0	0	0	4	2	1	2	1	0	0
\$2.5M to \$4,999,999	0	0	1	0	3	0	0	2	0	0
\$5,000,000+	0	0	0	0	4	0	0	7	0	1
Total	0	0	1	4	9	1	55	10	0	13
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,328,312	\$4,682,222	\$1,479,000	\$507,833			
Prev Year - Avg Sold Price	\$0	\$0	\$1,419,000	\$1,027,500	\$3,909,555	\$0	\$470,940			
Avg Sold % Change	0.00%	0.00%	97.25%	29.28%	19.76%	0.00%	7.83%			
Prev Year - # of Solds	0	0	1	4	18	0	37			

Active Detail

June 2022

Wesley Heights, Washington, DC

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lenorerubino.com**New Listings 14**

-30.0%
 from May 2022: **20**
-22.2%
 from Jun 2021: **18**

YTD	2022	2021	+/-
	88	85	3.5%

5-year Jun average: **14****New Pendings 12**

-14.3%
 from May 2022: **14**
71.4%
 from Jun 2021: **7**

YTD	2022	2021	+/-
	72	67	7.5%

5-year Jun average: **10****Closed Sales 14**

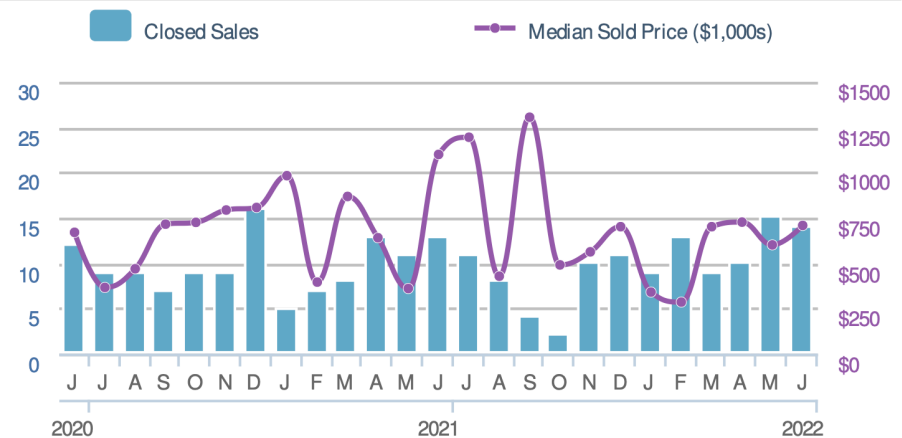
-6.7%
 from May 2022: **15**
7.7%
 from Jun 2021: **13**

YTD	2022	2021	+/-
	70	60	16.7%

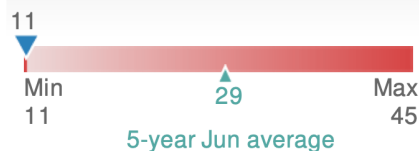
5-year Jun average: **11****Median Sold Price \$707,500**

17.9%
 from May 2022: **\$600,000**
-35.7%
 from Jun 2021: **\$1,100,062**

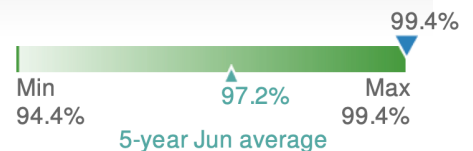
YTD	2022	2021	+/-
	\$562,500	\$700,000	-19.6%

5-year Jun average: **\$699,812****Active Listings 23**

May 2022	Jun 2021
21	19

Avg DOM 11

May 2022	Jun 2021	YTD
14	35	35

Avg Sold to OLP Ratio 99.4%

May 2022	Jun 2021	YTD
101.1%	99.1%	97.9%

January thru July 2022 YTD

Wesley Heights, Washington, DC (Advertised)

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Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$101,529,366	\$111,715,310	-9.12%
Avg Sold Price	\$1,254,033	\$1,541,274	-18.64%
Median Sold Price	\$570,000	\$737,500	-22.71%
Units Sold	79	72	9.72%
Avg Days on Market	40	35	14.29%
Avg List Price for Solds	\$1,285,181	\$1,551,601	-17.17%
Avg SP to OLP Ratio	98.1%	99.3%	-1.22%
Ratio of Avg SP to Avg OLP	93.7%	99.0%	-5.39%
Attached Avg Sold Price	\$564,917	\$546,209	3.43%
Detached Avg Sold Price	\$4,453,500	\$3,531,404	26.11%
Attached Units Sold	65	48	35.42%
Detached Units Sold	14	24	-41.67%

Financing (Sold)

Assumption	0
Cash	36
Conventional	41
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	2
1 to 10	41
11 to 20	6
21 to 30	4
31 to 60	9
61 to 90	6
91 to 120	3
121 to 180	3
181 to 360	3
361 to 720	2
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$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	20	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	9	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	2
\$500K to \$599,999	0	0	0	0	0	0	9	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	11	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	6	0	0	0
\$1M to \$2,499,999	0	0	0	4	3	1	2	1	1	0
\$2.5M to \$4,999,999	0	0	1	0	5	0	0	5	0	0
\$5,000,000+	0	0	0	0	5	0	0	5	0	1
Total	0	0	1	4	13	1	60	11	1	5
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,328,312	\$4,580,769	\$1,479,000	\$498,789			
Prev Year - Avg Sold Price	\$0	\$0	\$1,468,250	\$1,047,500	\$3,718,964	\$0	\$474,596			
Avg Sold % Change	0.00%	0.00%	90.64%	26.81%	23.17%	0.00%	5.10%			
Prev Year - # of Solds	0	0	2	6	22	0	42			

Active Detail

July 2022

Wesley Heights, Washington, DC

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lenorerubino.com**New Listings****8**

 **-42.9%**
 from Jun 2022: **14**
 **-38.5%**
 from Jul 2021: **13**

YTD	2022	2021	+/-
	96	98	-2.0%

5-year Jul average: **10****New Pendings****6**

 **-50.0%**
 from Jun 2022: **12**
 **-14.3%**
 from Jul 2021: **7**

YTD	2022	2021	+/-
	78	75	4.0%

5-year Jul average: **8****Closed Sales****6**

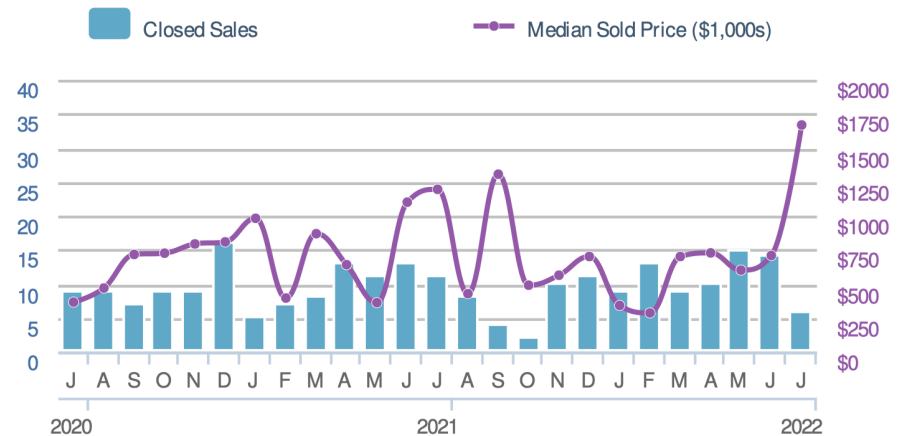
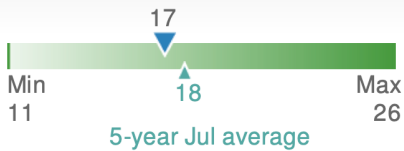
 **-57.1%**
 from Jun 2022: **14**
 **-45.5%**
 from Jul 2021: **11**

YTD	2022	2021	+/-
	79	72	9.7%

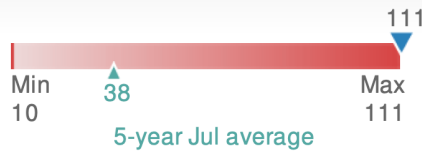
5-year Jul average: **8****Median Sold Price****\$1,667,250**

 **135.7%**
 from Jun 2022: **\$707,500**
 **39.5%**
 from Jul 2021: **\$1,195,000**

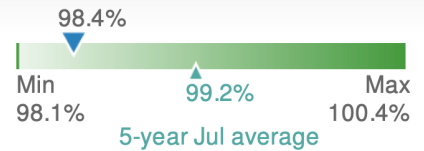
YTD	2022	2021	+/-
	\$570,000	\$737,500	-22.7%

5-year Jul average: **\$892,315****Active Listings****17**

Jun 2022	Jul 2021
23	19

Avg DOM**111**

Jun 2022	Jul 2021	YTD
11	10	40

Avg Sold to OLP Ratio**98.4%**

Jun 2022	Jul 2021	YTD
99.4%	100.4%	98.1%

January thru August 2022 YTD

Wesley Heights, Washington, DC (Advertised)

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lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$112,155,165	\$118,029,210	-4.98%
Avg Sold Price	\$1,215,855	\$1,448,682	-16.07%
Median Sold Price	\$562,500	\$735,000	-23.47%
Units Sold	90	81	11.11%
Avg Days on Market	39	33	18.18%
Avg List Price for Solds	\$1,246,168	\$1,457,150	-14.48%
Avg SP to OLP Ratio	97.7%	99.3%	-1.61%
Ratio of Avg SP to Avg OLP	93.6%	99.1%	-5.52%
Attached Avg Sold Price	\$551,121	\$551,599	-0.09%
Detached Avg Sold Price	\$4,290,250	\$3,458,148	24.06%
Attached Units Sold	74	56	32.14%
Detached Units Sold	16	25	-36.00%

Financing (Sold)

Assumption	0
Cash	40
Conventional	48
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	2
1 to 10	44
11 to 20	7
21 to 30	6
31 to 60	12
61 to 90	8
91 to 120	3
121 to 180	3
181 to 360	3
361 to 720	2
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$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	24	0	0	0
\$300K to \$399,999	0	0	0	0	0	0	10	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	10	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	14	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	6	0	0	0
\$1M to \$2,499,999	0	0	0	4	3	1	2	1	1	0
\$2.5M to \$4,999,999	0	0	1	0	7	0	0	5	0	0
\$5,000,000+	0	0	0	0	5	0	0	5	0	0
Total	0	0	1	4	15	1	69	11	1	3
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,328,312	\$4,389,666	\$1,479,000	\$492,619			
Prev Year - Avg Sold Price	\$0	\$0	\$1,468,250	\$1,106,428	\$3,631,183	\$0	\$472,337			
Avg Sold % Change	0.00%	0.00%	90.64%	20.05%	20.89%	0.00%	4.29%			
Prev Year - # of Solds	0	0	2	7	23	0	49			

Active Detail

August 2022

Wesley Heights, Washington, DC

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

-25.0%
 from Jul 2022:
 8

-45.5%
 from Aug 2021:
 11

YTD	2022	2021	+/-
	103	112	-8.0%

5-year Aug average: 10

New Pendings**6**

0.0%
 from Jul 2022:
 6

0.0%
 from Aug 2021:
 6

YTD	2022	2021	+/-
	84	82	2.4%

5-year Aug average: 8

Closed Sales**11**

83.3%
 from Jul 2022:
 6

37.5%
 from Aug 2021:
 8

YTD	2022	2021	+/-
	90	81	11.1%

5-year Aug average: 9

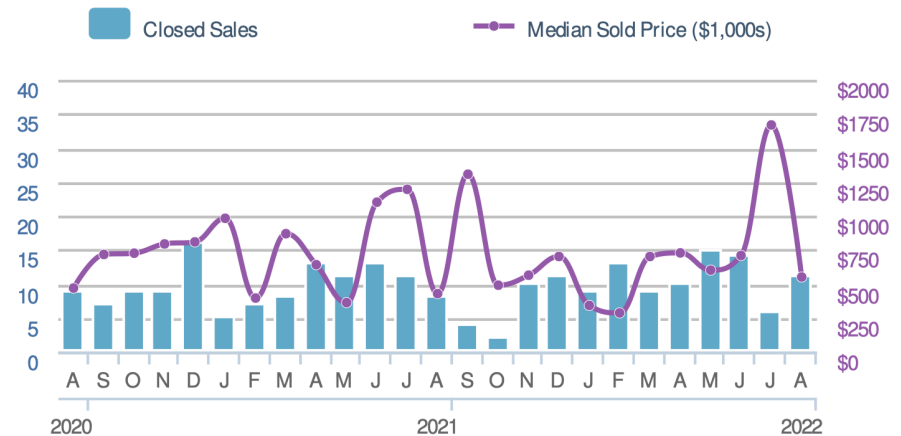
Median Sold Price**\$549,000**

-67.1%
 from Jul 2022:
 \$1,667,250

28.6%
 from Aug 2021:
 \$427,000

YTD	2022	2021	+/-
	\$562,500	\$735,000	-23.5%

5-year Aug average: \$550,950

**Active Listings****15**

15
 Min 11 Max 28
 5-year Aug average

Jul 2022	Aug 2021
17	26

Avg DOM**34**

34
 Min 13 Max 51
 5-year Aug average

Jul 2022	Aug 2021	YTD
111	13	39

Avg Sold to OLP Ratio**95.4%**

95.4%
 Min 94.1% Max 99.4%
 5-year Aug average

Jul 2022	Aug 2021	YTD
98.4%	99.4%	97.7%

January thru September 2022 YTD

Wesley Heights, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$112,895,065	\$126,134,210	-10.50%
Avg Sold Price	\$1,197,168	\$1,473,591	-18.76%
Median Sold Price	\$562,500	\$735,000	-23.47%
Units Sold	92	85	8.24%
Avg Days on Market	39	33	18.18%
Avg List Price for Solds	\$1,227,120	\$1,483,931	-17.31%
Avg SP to OLP Ratio	97.7%	99.1%	-1.42%
Ratio of Avg SP to Avg OLP	93.7%	98.6%	-4.98%
Attached Avg Sold Price	\$545,993	\$553,043	-1.27%
Detached Avg Sold Price	\$4,290,250	\$3,451,063	24.32%
Attached Units Sold	76	58	31.03%
Detached Units Sold	16	27	-40.74%

Financing (Sold)

Assumption	0
Cash	41
Conventional	49
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	2
1 to 10	45
11 to 20	8
21 to 30	6
31 to 60	12
61 to 90	8
91 to 120	3
121 to 180	3
181 to 360	3
361 to 720	2
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	1	0	0	1
\$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	24	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	10	0	1	0
\$400K to \$499,999	0	0	0	0	0	0	2	0	0	2
\$500K to \$599,999	0	0	0	0	0	0	10	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	15	0	0	1
\$800K to \$999,999	0	0	0	0	0	0	6	0	0	0
\$1M to \$2,499,999	0	0	0	4	3	1	2	0	1	0
\$2.5M to \$4,999,999	0	0	1	0	7	0	0	8	0	0
\$5,000,000+	0	0	0	0	5	0	0	4	0	0
Total	0	0	1	4	15	1	71	12	2	5
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,328,312	\$4,389,666	\$1,479,000	\$488,778			
Prev Year - Avg Sold Price	\$0	\$0	\$1,468,250	\$1,106,428	\$3,609,688	\$0	\$477,089			
Avg Sold % Change	0.00%	0.00%	90.64%	20.05%	21.61%	0.00%	2.45%			
Prev Year - # of Solds	0	0	2	7	25	0	51			

Active Detail

September 2022

Wesley Heights, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 14**

133.3% **0.0%**
 from Aug 2022: **6** from Sep 2021: **14**

YTD	2022	2021	+/-
	117	126	-7.1%

5-year Sep average: **15****New Pendings 12**

100.0% **500.0%**
 from Aug 2022: **6** from Sep 2021: **2**

YTD	2022	2021	+/-
	95	85	11.8%

5-year Sep average: **10****Closed Sales 2**

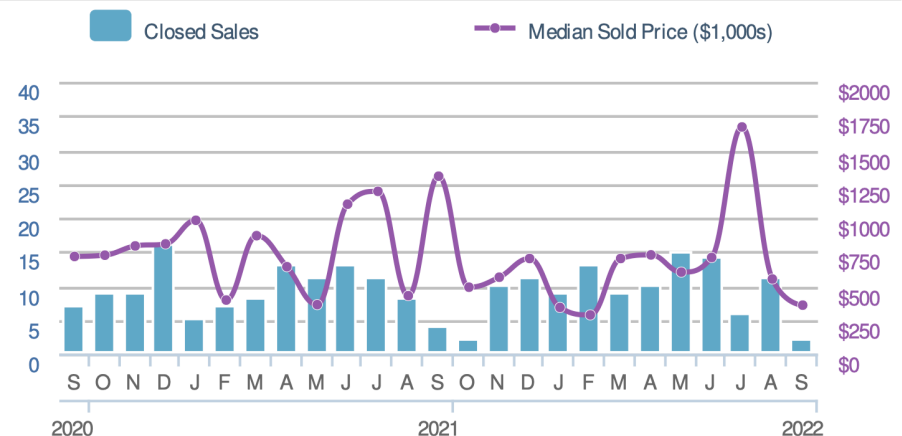
-81.8% **-50.0%**
 from Aug 2022: **11** from Sep 2021: **4**

YTD	2022	2021	+/-
	92	85	8.2%

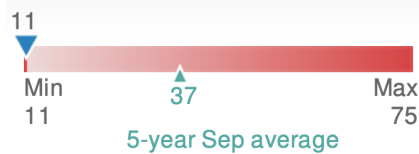
5-year Sep average: **6****Median Sold Price \$356,250**

-35.1% **-72.7%**
 from Aug 2022: **\$549,000** from Sep 2021: **\$1,305,000**

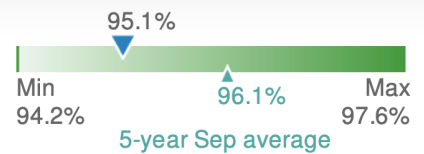
YTD	2022	2021	+/-
	\$562,500	\$735,000	-23.5%

5-year Sep average: **\$696,650****Active Listings 19**

Aug 2022	Sep 2021
15	34

Avg DOM 11

Aug 2022	Sep 2021	YTD
34	47	39

Avg Sold to OLP Ratio 95.1%

Aug 2022	Sep 2021	YTD
95.4%	94.2%	97.7%

January thru October 2022 YTD

Wesley Heights, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

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Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$124,387,965	\$127,108,110	-2.14%
Avg Sold Price	\$1,191,514	\$1,450,978	-17.88%
Median Sold Price	\$587,500	\$732,000	-19.74%
Units Sold	102	87	17.24%
Avg Days on Market	41	33	24.24%
Avg List Price for Solds	\$1,219,489	\$1,461,012	-16.53%
Avg SP to OLP Ratio	97.3%	99.1%	-1.78%
Ratio of Avg SP to Avg OLP	93.8%	98.6%	-4.82%
Attached Avg Sold Price	\$559,529	\$550,940	1.56%
Detached Avg Sold Price	\$4,140,777	\$3,451,063	19.99%
Attached Units Sold	84	60	40.00%
Detached Units Sold	18	27	-33.33%

Financing (Sold)

Assumption	0
Cash	45
Conventional	55
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	2
1 to 10	49
11 to 20	9
21 to 30	8
31 to 60	12
61 to 90	9
91 to 120	3
121 to 180	4
181 to 360	3
361 to 720	3
721+	0

Notes:

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

Sold Detail



Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	2	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	24	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	11	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	2
\$500K to \$599,999	0	0	0	0	0	0	10	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	16	0	0	1
\$800K to \$999,999	0	0	0	0	0	0	8	0	0	0
\$1M to \$2,499,999	0	0	0	5	4	1	3	1	0	0
\$2.5M to \$4,999,999	0	0	1	0	8	0	0	6	0	0
\$5,000,000+	0	0	0	0	5	0	0	4	0	0
Total	0	0	1	5	17	1	78	11	0	6
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,288,650	\$4,219,705	\$1,479,000	\$501,003			
Prev Year - Avg Sold Price	\$0	\$0	\$1,468,250	\$1,106,428	\$3,609,688	\$0	\$477,574			
Avg Sold % Change	0.00%	0.00%	90.64%	16.47%	16.90%	0.00%	4.91%			
Prev Year - # of Solds	0	0	2	7	25	0	53			

Active Detail

October 2022

Wesley Heights, Washington, DC

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

 **-50.0%**  **-46.2%**
 from Sep 2022: **14** from Oct 2021: **13**



YTD	2022	2021	+/-
	124	139	-10.8%

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

 **-50.0%**  **-50.0%**
 from Sep 2022: **12** from Oct 2021: **12**



YTD	2022	2021	+/-
	102	97	5.2%

5-year Oct average: **9****Closed Sales****10**

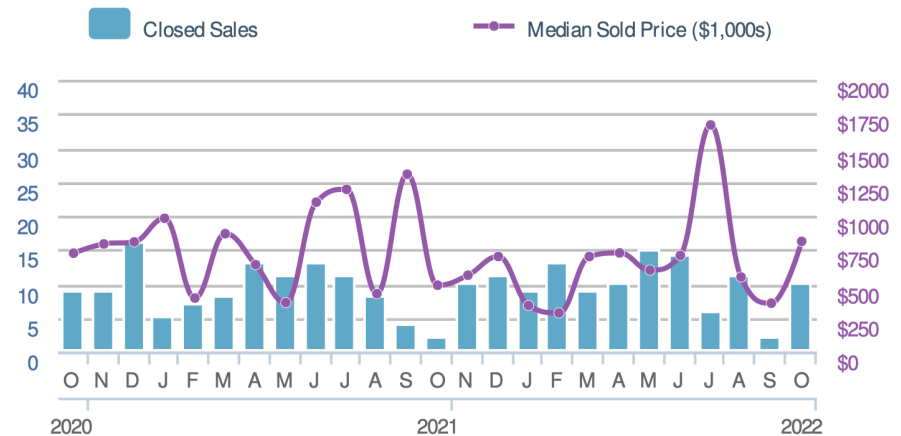
 **400.0%**  **400.0%**
 from Sep 2022: **2** from Oct 2021: **2**

YTD	2022	2021	+/-
	102	87	17.2%

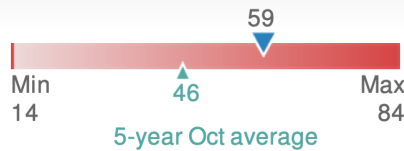
5-year Oct average: **7****Median Sold Price****\$812,500**

 **128.1%**  **65.8%**
 from Sep 2022: **\$356,250** from Oct 2021: **\$489,950**

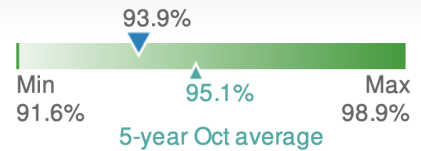
YTD	2022	2021	+/-
	\$587,500	\$732,000	-19.7%

5-year Oct average: **\$662,490****Active Listings****17**

Sep 2022	Oct 2021
19	30

Avg DOM**59**

Sep 2022	Oct 2021	YTD
11	14	41

Avg Sold to OLP Ratio**93.9%**

Sep 2022	Oct 2021	YTD
95.1%	97.8%	97.3%

January thru November 2022 YTD

Wesley Heights, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$135,076,964	\$133,475,560	1.20%
Avg Sold Price	\$1,202,656	\$1,382,620	-13.02%
Median Sold Price	\$640,000	\$702,500	-8.90%
Units Sold	109	97	12.37%
Avg Days on Market	41	34	20.59%
Avg List Price for Solds	\$1,239,238	\$1,393,510	-11.07%
Avg SP to OLP Ratio	97.0%	98.7%	-1.69%
Ratio of Avg SP to Avg OLP	92.7%	98.6%	-5.98%
Attached Avg Sold Price	\$583,950	\$546,844	6.79%
Detached Avg Sold Price	\$4,133,368	\$3,342,369	23.67%
Attached Units Sold	90	68	32.35%
Detached Units Sold	19	29	-34.48%

Financing (Sold)

Assumption	0
Cash	48
Conventional	59
FHA	1
Other	1
Owner	0
VA	0

Days on Market (Sold)

0	3
1 to 10	49
11 to 20	10
21 to 30	10
31 to 60	13
61 to 90	10
91 to 120	3
121 to 180	4
181 to 360	4
361 to 720	3
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	2	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	25	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	11	0	0	5
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	2
\$500K to \$599,999	0	0	0	0	0	0	10	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	17	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	9	0	0	0
\$1M to \$2,499,999	0	0	0	8	4	1	3	2	0	0
\$2.5M to \$4,999,999	0	0	1	0	9	0	0	2	0	0
\$5,000,000+	0	0	0	0	5	0	0	5	0	0
Total	0	0	1	8	18	1	81	9	0	8
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,267,281	\$4,207,500	\$1,479,000	\$505,410			
Prev Year - Avg Sold Price	\$0	\$910,000	\$1,468,250	\$1,106,428	\$3,481,192	\$0	\$475,507			
Avg Sold % Change	0.00%	0.00%	90.64%	14.54%	20.86%	0.00%	6.29%			
Prev Year - # of Solds	0	1	2	7	27	0	60			

Active Detail

November 2022

Wesley Heights, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****9** **28.6%**from Oct 2022:
7 **-35.7%**from Nov 2021:
14

YTD	2022	2021	+/-
	133	153	-13.1%

5-year Nov average: **11****New Pendings****5** **-16.7%**from Oct 2022:
6 **-16.7%**from Nov 2021:
6

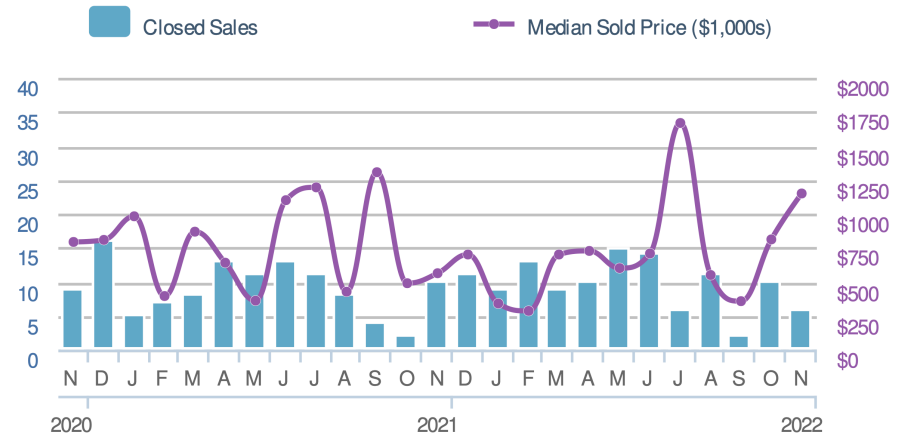
YTD	2022	2021	+/-
	107	103	3.9%

5-year Nov average: **8****Closed Sales****6** **-40.0%**from Oct 2022:
10 **-40.0%**from Nov 2021:
10

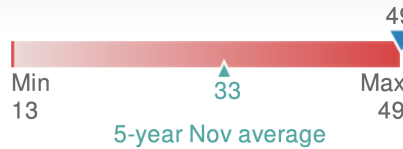
YTD	2022	2021	+/-
	109	97	12.4%

5-year Nov average: **9****Median Sold Price****\$1,150,000** **41.5%**from Oct 2022:
\$812,500 **104.6%**from Nov 2021:
\$562,000

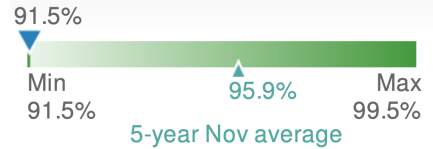
YTD	2022	2021	+/-
	\$640,000	\$702,500	-8.9%

5-year Nov average: **\$769,000****Active Listings****17**

Oct 2022	Nov 2021
17	34

Avg DOM**49**

Oct 2022	Nov 2021	YTD
59	40	41

Avg Sold to OLP Ratio**91.5%**

Oct 2022	Nov 2021	YTD
93.9%	95.0%	97.0%

January thru December 2022 YTD

Wesley Heights, Washington, DC (Advertised)

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

	2022	2021	% Change
Sold Dollar Volume	\$147,661,964	\$142,629,360	3.53%
Avg Sold Price	\$1,253,855	\$1,313,820	-4.56%
Median Sold Price	\$662,000	\$700,000	-5.43%
Units Sold	114	109	4.59%
Avg Days on Market	42	35	20.00%
Avg List Price for Solds	\$1,295,280	\$1,324,076	-2.17%
Avg SP to OLP Ratio	96.8%	98.3%	-1.53%
Ratio of Avg SP to Avg OLP	91.9%	98.4%	-6.59%
Attached Avg Sold Price	\$583,266	\$541,803	7.65%
Detached Avg Sold Price	\$4,058,136	\$3,256,313	24.62%
Attached Units Sold	92	78	17.95%
Detached Units Sold	22	31	-29.03%

Financing (Sold)

Assumption	0
Cash	51
Conventional	60
FHA	1
Other	2
Owner	0
VA	0

Days on Market (Sold)

0	3
1 to 10	51
11 to 20	10
21 to 30	10
31 to 60	14
61 to 90	10
91 to 120	4
121 to 180	5
181 to 360	4
361 to 720	3
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	2	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	25	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	12	0	0	6
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	10	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	18	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	9	0	0	0
\$1M to \$2,499,999	0	0	0	8	4	1	3	1	0	0
\$2.5M to \$4,999,999	0	0	1	0	12	0	0	3	0	0
\$5,000,000+	0	0	0	0	5	0	0	4	0	0
Total	0	0	1	8	21	1	83	8	0	8
Avg Sold Price	\$0	\$0	\$2,799,000	\$1,267,281	\$4,118,095	\$1,479,000	\$506,545			
Prev Year - Avg Sold Price	\$0	\$910,000	\$1,468,250	\$1,106,428	\$3,379,627	\$0	\$480,081			
Avg Sold % Change	0.00%	0.00%	90.64%	14.54%	21.85%	0.00%	5.51%			
Prev Year - # of Solds	0	1	2	7	29	0	70			

Active Detail

December 2022

Wesley Heights, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**4**

 **-55.6%**  **0.0%**
 from Nov 2022: **9** from Dec 2021: **4**



YTD	2022	2021	+/-
	137	157	-12.7%

5-year Dec average: **5****New Pendings****4**

 **-20.0%**  **-63.6%**
 from Nov 2022: **5** from Dec 2021: **11**



YTD	2022	2021	+/-
	109	114	-4.4%

5-year Dec average: **6****Closed Sales****4**

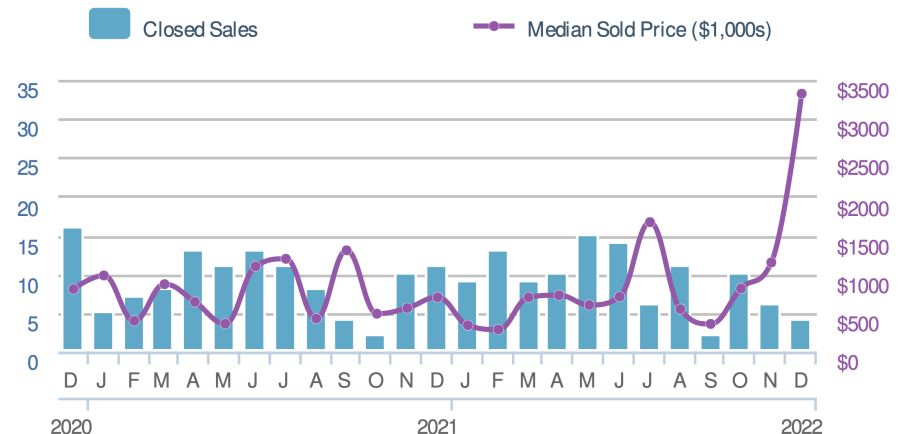
 **-33.3%**  **-63.6%**
 from Nov 2022: **6** from Dec 2021: **11**

YTD	2022	2021	+/-
	114	109	4.6%

5-year Dec average: **9****Median Sold Price****\$3,322,500**

 **188.9%**  **374.6%**
 from Nov 2022: **\$1,150,000** from Dec 2021: **\$700,000**

YTD	2022	2021	+/-
	\$662,000	\$700,000	-5.4%

5-year Dec average: **\$1,286,950****Active Listings****16**

16
 Min 14 20 Max 30
 5-year Dec average

Nov 2022	Dec 2021
17	21

Avg DOM**77**

77
 Min 16 51 Max 87
 5-year Dec average

Nov 2022	Dec 2021	YTD
49	45	42

Avg Sold to OLP Ratio**89.4%**

89.4%
 Min 89.4% 95.5% Max 98.2%
 5-year Dec average

Nov 2022	Dec 2021	YTD
91.5%	95.6%	96.8%