

January thru January 2023 YTD
Georgetown, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$24,136,000	\$36,829,900	-34.47%
Avg Sold Price	\$1,664,214	\$2,229,750	-25.36%
Median Sold Price	\$1,725,000	\$1,850,000	-6.76%
Units Sold	14	16	-12.50%
Avg Days on Market	35	56	-37.50%
Avg List Price for Solds	\$1,724,000	\$2,301,868	-25.10%
Avg SP to OLP Ratio	92.0%	93.2%	-1.35%
Ratio of Avg SP to Avg OLP	94.8%	91.0%	4.18%
Attached Avg Sold Price	\$2,097,636	\$2,305,133	-9.00%
Detached Avg Sold Price	\$75,000	\$1,099,000	-93.18%
Attached Units Sold	11	15	-26.67%
Detached Units Sold	3	1	200.00%

Financing (Sold)

Assumption	0
Cash	9
Conventional	5
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

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

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	3	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	0	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	0	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	0	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	1	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	2
\$800K to \$999,999	0	0	0	0	0	0	1	0	1	1
\$1M to \$2,499,999	0	0	0	3	0	3	0	0	10	8
\$2.5M to \$4,999,999	0	0	0	0	0	3	0	1	9	4
\$5,000,000+	0	0	0	0	0	0	0	0	2	2
Total	3	0	0	3	0	6	2	1	22	21
Avg Sold Price	\$75,000	\$0	\$0	\$1,740,000	\$0	\$2,721,666	\$762,000			
Prev Year - Avg Sold Price	\$1,099,000	\$3,495,000	\$0	\$2,450,000	\$0	\$2,820,833	\$1,152,400			
Avg Sold % Change	-93.18%	0.00%	0.00%	-28.98%	0.00%	-3.52%	-33.88%			
Prev Year - # of Solds	1	2	0	2	0	6	5			

Active Detail

January 2023

Georgetown, Washington, DC

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New Listings

19

↑ 111.1%

from Dec 2022:
9

↓ -24.0%

from Jan 2022:
25

YTD	2023	2022	+/-
	19	25	-24.0%

5-year Jan average: 24

New Pendings

15

↑ 36.4%

from Dec 2022:
11

↓ -31.8%

from Jan 2022:
22

YTD	2023	2022	+/-
	15	22	-31.8%

5-year Jan average: 19

Closed Sales

14

↑ 16.7%

from Dec 2022:
12

↓ -12.5%

from Jan 2022:
16

YTD	2023	2022	+/-
	14	16	-12.5%

5-year Jan average: 13

Median Sold Price

\$1,725,000

↓ -20.7%

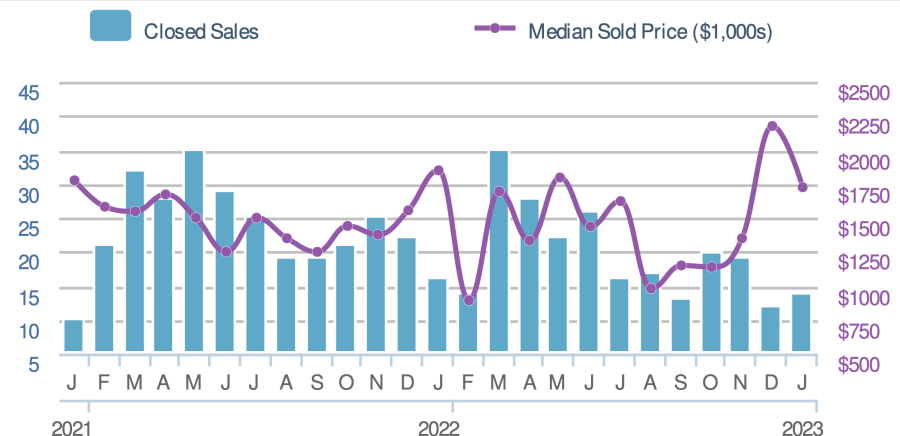
from Dec 2022:
\$2,175,000

↓ -6.8%

from Jan 2022:
\$1,850,000

YTD	2023	2022	+/-
	\$1,725,000	\$1,850,000	-6.8%

5-year Jan average: \$1,527,500



Active Listings

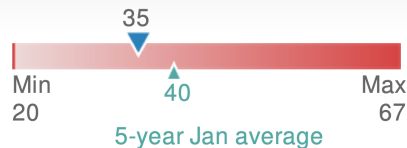
44



Dec 2022	Jan 2022
53	40

Avg DOM

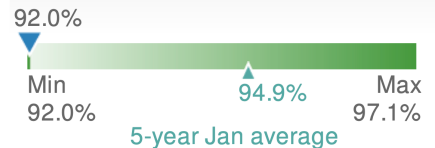
35



Dec 2022	Jan 2022	YTD
33	56	35

Avg Sold to OLP Ratio

92.0%



Dec 2022	Jan 2022	YTD
95.0%	93.2%	92.0%

January thru February 2023 YTD
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lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$44,307,400	\$68,093,899	-34.93%
Avg Sold Price	\$1,516,928	\$2,125,200	-28.62%
Median Sold Price	\$1,525,000	\$1,537,500	-0.81%
Units Sold	28	30	-6.67%
Avg Days on Market	58	59	-1.69%
Avg List Price for Solds	\$1,582,407	\$2,269,796	-30.28%
Avg SP to OLP Ratio	92.3%	96.2%	-4.07%
Ratio of Avg SP to Avg OLP	93.4%	86.8%	7.66%
Attached Avg Sold Price	\$1,689,960	\$2,139,535	-21.01%
Detached Avg Sold Price	\$75,000	\$1,924,500	-96.10%
Attached Units Sold	25	28	-10.71%
Detached Units Sold	3	2	50.00%

Financing (Sold)

Assumption	0
Cash	15
Conventional	10
FHA	0
Other	0
Owner	0
VA	1

Days on Market (Sold)

0	0
1 to 10	4
11 to 20	3
21 to 30	2
31 to 60	5
61 to 90	1
91 to 120	2
121 to 180	5
181 to 360	6
361 to 720	0
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	2
\$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	0	0	0	0
\$300K to \$399,999	0	0	0	0	0	0	3	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	0	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	1	0	0	2
\$800K to \$999,999	0	0	0	0	0	0	2	0	2	0
\$1M to \$2,499,999	0	1	0	4	0	8	0	0	5	8
\$2.5M to \$4,999,999	0	0	0	0	0	4	0	1	12	4
\$5,000,000+	0	0	0	0	0	0	0	1	2	4
Total	3	1	0	4	0	12	8	2	21	20
Avg Sold Price	\$75,000	\$1,610,000	\$0	\$1,623,750	\$0	\$2,456,666	\$583,000			
Prev Year - Avg Sold Price	\$1,099,000	\$3,495,000	\$0	\$2,266,666	\$2,750,000	\$2,780,625	\$1,591,466			
Avg Sold % Change	-93.18%	-53.93%	0.00%	-28.36%	0.00%	-11.65%	-63.37%			
Prev Year - # of Solds	1	2	0	3	1	8	15			

Active Detail

February 2023

Georgetown, Washington, DC

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New Listings**18**

↓ -5.3%

from Jan 2023:
19

↓ -41.9%

from Feb 2022:
31

YTD	2023	2022	+/-
	37	56	-33.9%

5-year Feb average: **23****New Pendings****16**

↑ 6.7%

from Jan 2023:
15

↓ -40.7%

from Feb 2022:
27

YTD	2023	2022	+/-
	31	49	-36.7%

5-year Feb average: **20****Closed Sales****14**

↔ 0.0%

from Jan 2023:
14

↔ 0.0%

from Feb 2022:
14

YTD	2023	2022	+/-
	28	30	-6.7%

5-year Feb average: **15****Median Sold Price****\$1,387,500**

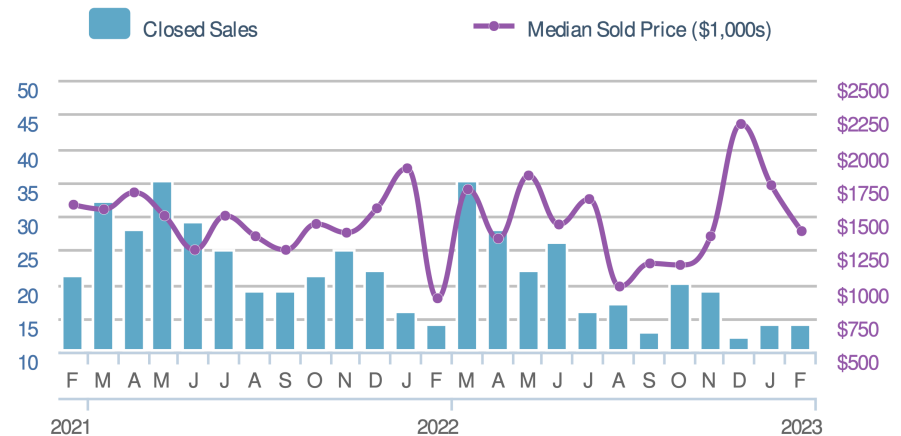
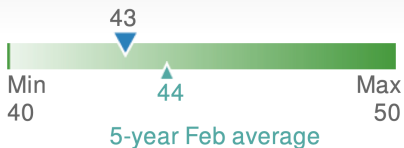
↓ -19.6%

from Jan 2023:
\$1,725,000

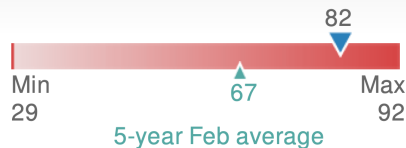
↑ 55.5%

from Feb 2022:
\$892,500

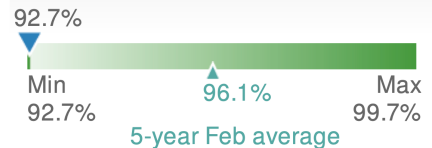
YTD	2023	2022	+/-
	\$1,525,000	\$1,537,500	-0.8%

5-year Feb average: **\$1,243,325****Active Listings****43**

Jan 2023	Feb 2022
44	40

Avg DOM**82**

Jan 2023	Feb 2022	YTD
35	62	58

Avg Sold to OLP Ratio**92.7%**

Jan 2023	Feb 2022	YTD
92.0%	99.7%	92.3%

January thru March 2023 YTD

Georgetown, Washington, DC (Advertised)

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$75,901,399	\$145,830,899	-47.95%
Avg Sold Price	\$1,700,409	\$2,135,892	-20.39%
Median Sold Price	\$1,610,000	\$1,675,000	-3.88%
Units Sold	43	65	-33.85%
Avg Days on Market	58	55	5.45%
Avg List Price for Solds	\$1,765,148	\$2,243,552	-21.32%
Avg SP to OLP Ratio	94.2%	97.1%	-3.04%
Ratio of Avg SP to Avg OLP	94.2%	90.1%	4.56%
Attached Avg Sold Price	\$1,832,051	\$2,040,590	-10.22%
Detached Avg Sold Price	\$416,900	\$3,589,250	-88.38%
Attached Units Sold	39	61	-36.07%
Detached Units Sold	4	4	0.00%

Financing (Sold)

Assumption	0
Cash	23
Conventional	17
FHA	0
Other	0
Owner	0
VA	1

Days on Market (Sold)

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

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

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	3	0	0	0	0	0	0	0	0	3
\$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	0	0	0	0
\$300K to \$399,999	0	0	0	0	0	0	4	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	0	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	4
\$600K to \$799,999	0	0	0	0	0	0	1	0	0	2
\$800K to \$999,999	0	0	0	0	0	0	3	0	2	0
\$1M to \$2,499,999	0	4	1	7	0	9	0	1	5	9
\$2.5M to \$4,999,999	0	0	0	0	0	9	0	0	8	5
\$5,000,000+	0	0	0	0	0	0	0	3	1	4
Total	3	4	1	7	0	18	10	4	16	28
Avg Sold Price	\$75,000	\$1,320,750	\$1,442,600	\$1,731,428	\$0	\$2,675,444	\$588,900			
Prev Year - Avg Sold Price	\$1,099,000	\$2,490,250	\$1,550,000	\$2,319,000	\$5,854,000	\$3,264,615	\$1,285,862			
Avg Sold % Change	-93.18%	-46.96%	-6.93%	-25.34%	0.00%	-18.05%	-54.20%			
Prev Year - # of Solds	1	4	1	15	2	13	29			

Active Detail

March 2023

Georgetown, Washington, DC

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New Listings**21** **16.7%**from Feb 2023:
18 **-50.0%**from Mar 2022:
42

YTD	2023	2022	+/-
	61	98	-37.8%

5-year Mar average: **32****New Pendings****12** **-25.0%**from Feb 2023:
16 **-60.0%**from Mar 2022:
30

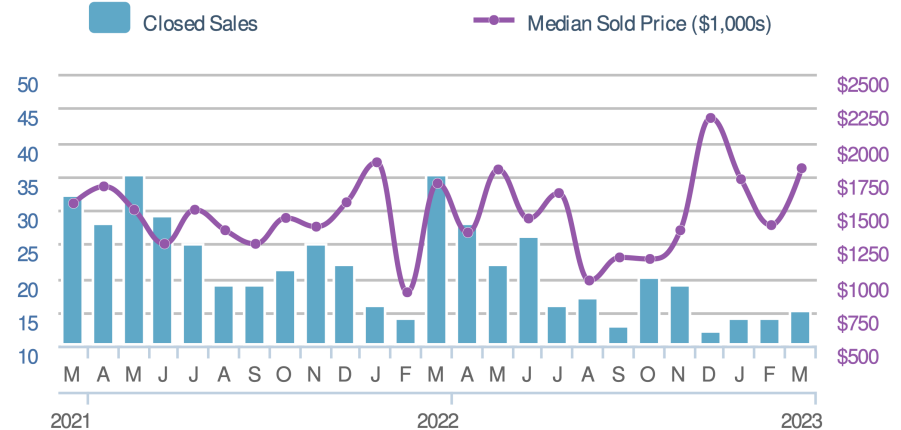
YTD	2023	2022	+/-
	43	80	-46.3%

5-year Mar average: **22****Closed Sales****15** **7.1%**from Feb 2023:
14 **-57.1%**from Mar 2022:
35

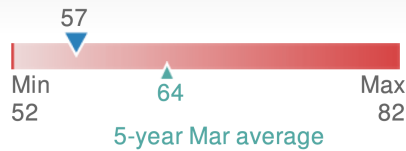
YTD	2023	2022	+/-
	43	65	-33.8%

5-year Mar average: **23****Median Sold Price****\$1,805,000** **30.1%**from Feb 2023:
\$1,387,500 **6.5%**from Mar 2022:
\$1,695,000

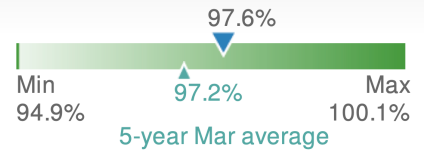
YTD	2023	2022	+/-
	\$1,610,000	\$1,675,000	-3.9%

5-year Mar average: **\$1,409,850****Active Listings****48**

Feb 2023	Mar 2022
43	43

Avg DOM**57**

Feb 2023	Mar 2022	YTD
82	53	58

Avg Sold to OLP Ratio**97.6%**

Feb 2023	Mar 2022	YTD
92.7%	97.9%	94.2%

January thru April 2023 YTD

Georgetown, Washington, DC (Advertised)

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$95,680,299	\$192,534,289	-50.30%
Avg Sold Price	\$1,712,288	\$1,990,709	-13.99%
Median Sold Price	\$1,580,000	\$1,550,000	1.94%
Units Sold	54	93	-41.94%
Avg Days on Market	54	46	17.39%
Avg List Price for Solds	\$1,771,857	\$2,070,261	-14.41%
Avg SP to OLP Ratio	94.8%	97.5%	-2.69%
Ratio of Avg SP to Avg OLP	94.8%	91.9%	3.21%
Attached Avg Sold Price	\$1,752,469	\$1,903,170	-7.92%
Detached Avg Sold Price	\$1,318,520	\$3,531,400	-62.66%
Attached Units Sold	49	88	-44.32%
Detached Units Sold	5	5	0.00%

Financing (Sold)

Assumption	0
Cash	25
Conventional	26
FHA	0
Other	0
Owner	0
VA	1

Days on Market (Sold)

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

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	3
\$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	0
\$300K to \$399,999	0	0	0	0	0	0	4	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	0	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	4
\$600K to \$799,999	0	0	0	0	0	0	2	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	5	0	1	1
\$1M to \$2,499,999	0	5	1	8	0	12	0	1	7	7
\$2.5M to \$4,999,999	0	0	0	0	1	10	0	2	10	5
\$5,000,000+	0	0	0	0	0	0	0	3	1	5
Total	3	5	1	8	1	22	14	6	19	25
Avg Sold Price	\$75,000	\$1,256,800	\$1,442,600	\$1,750,000	\$4,925,000	\$2,590,136	\$614,571			
Prev Year - Avg Sold Price	\$1,099,000	\$2,302,200	\$1,550,000	\$2,201,136	\$5,002,666	\$3,234,705	\$1,194,386			
Avg Sold % Change	-93.18%	-45.41%	-6.93%	-20.50%	-1.55%	-19.93%	-48.55%			
Prev Year - # of Solds	1	5	1	22	3	17	44			

Active Detail

April 2023

Georgetown, Washington, DC

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New Listings

22

↑ 4.8%

from Mar 2023:
21

↓ -21.4%

from Apr 2022:
28

YTD	2023	2022	+/-
	84	124	-32.3%

5-year Apr average: 31

New Pendings

17

↑ 41.7%

from Mar 2023:
12

↓ -22.7%

from Apr 2022:
22

YTD	2023	2022	+/-
	61	102	-40.2%

5-year Apr average: 22

Closed Sales

11

↓ -26.7%

from Mar 2023:
15

↓ -60.7%

from Apr 2022:
28

YTD	2023	2022	+/-
	54	93	-41.9%

5-year Apr average: 19

Median Sold Price

\$1,350,000

↓ -25.2%

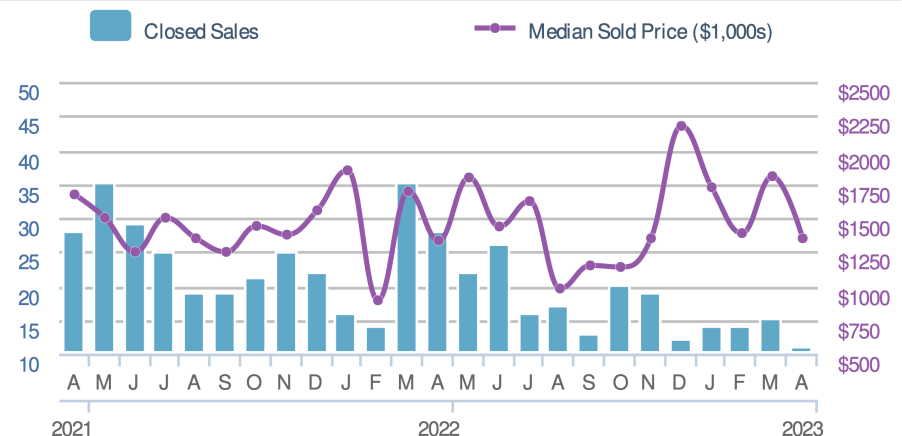
from Mar 2023:
\$1,805,000

↑ 1.3%

from Apr 2022:
\$1,332,500

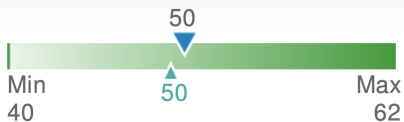
YTD	2023	2022	+/-
	\$1,580,000	\$1,550,000	1.9%

5-year Apr average: \$1,319,000



Active Listings

50

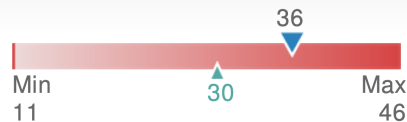


5-year Apr average

Mar 2023	Apr 2022
48	43

Avg DOM

36

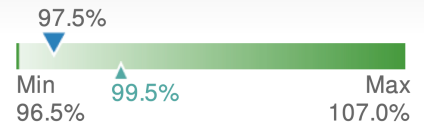


5-year Apr average

Mar 2023	Apr 2022	YTD
57	25	54

Avg Sold to OLP Ratio

97.5%



5-year Apr average

Mar 2023	Apr 2022	YTD
97.6%	98.3%	94.8%

January thru May 2023 YTD

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Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$132,512,699	\$253,070,589	-47.64%
Avg Sold Price	\$1,757,937	\$2,062,395	-14.76%
Median Sold Price	\$1,550,000	\$1,637,500	-5.34%
Units Sold	73	118	-38.14%
Avg Days on Market	49	43	13.95%
Avg List Price for Solds	\$1,815,242	\$2,144,666	-15.36%
Avg SP to OLP Ratio	95.6%	97.6%	-2.09%
Ratio of Avg SP to Avg OLP	95.2%	92.9%	2.54%
Attached Avg Sold Price	\$1,757,266	\$1,912,550	-8.12%
Detached Avg Sold Price	\$1,765,433	\$4,859,500	-63.67%
Attached Units Sold	67	112	-40.18%
Detached Units Sold	6	6	0.00%

Financing (Sold)

Assumption	0
Cash	40
Conventional	29
FHA	0
Other	1
Owner	0
VA	1

Days on Market (Sold)

0	7
1 to 10	16
11 to 20	6
21 to 30	3
31 to 60	12
61 to 90	4
91 to 120	3
121 to 180	10
181 to 360	12
361 to 720	0
721+	0

Notes:

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

Sold Detail


Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	3
\$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	6	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	1	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	3
\$600K to \$799,999	0	1	0	0	0	0	2	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	6	0	2	3
\$1M to \$2,499,999	0	8	1	12	0	13	1	1	7	5
\$2.5M to \$4,999,999	0	0	0	3	2	10	0	2	7	5
\$5,000,000+	0	0	0	0	0	0	1	3	1	4
Total	3	9	1	15	2	23	20	6	17	28
Avg Sold Price	\$75,000	\$1,239,259	\$1,442,600	\$2,000,000	\$4,462,500	\$2,568,565	\$875,325			
Prev Year - Avg Sold Price	\$1,099,000	\$2,055,842	\$1,550,000	\$2,131,900	\$6,627,000	\$3,086,035	\$1,155,928			
Avg Sold % Change	-93.18%	-39.72%	-6.93%	-6.19%	-32.66%	-16.77%	-24.28%			
Prev Year - # of Solds	1	7	1	25	4	28	52			

Active Detail

May 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 24**

 **9.1%**
 from Apr 2023: **22**
 **-38.5%**
 from May 2022: **39**

YTD	2023	2022	+/-
	113	164	-31.1%

5-year May average: **32****New Pendings 21**

 **23.5%**
 from Apr 2023: **17**
 **-8.7%**
 from May 2022: **23**



YTD	2023	2022	+/-
	83	131	-36.6%

5-year May average: **23****Closed Sales 19**

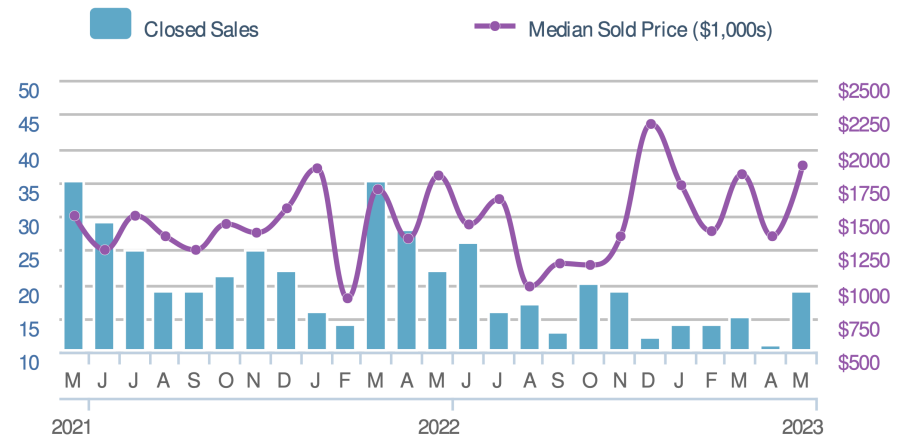
 **72.7%**
 from Apr 2023: **11**
 **-13.6%**
 from May 2022: **22**

YTD	2023	2022	+/-
	73	118	-38.1%

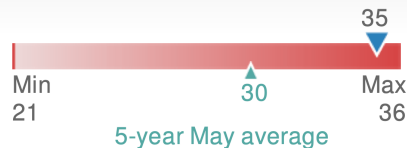
5-year May average: **23****Median Sold Price \$1,870,000**

 **38.5%**
 from Apr 2023: **\$1,350,000**
 **4.0%**
 from May 2022: **\$1,797,500**

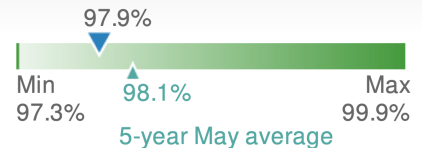
YTD	2023	2022	+/-
	\$1,550,000	\$1,637,500	-5.3%

5-year May average: **\$1,580,000****Active Listings 51**

Apr 2023	May 2022
50	44

Avg DOM 35

Apr 2023	May 2022	YTD
36	34	49

Avg Sold to OLP Ratio 97.9%

Apr 2023	May 2022	YTD
97.5%	98.0%	95.6%

January thru June 2023 YTD
Georgetown, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$167,389,199	\$313,939,004	-46.68%
Avg Sold Price	\$1,710,283	\$2,077,916	-17.69%
Median Sold Price	\$1,500,000	\$1,550,000	-3.23%
Units Sold	95	146	-34.93%
Avg Days on Market	48	39	23.08%
Avg List Price for Solds	\$1,761,991	\$2,150,267	-18.06%
Avg SP to OLP Ratio	96.2%	97.8%	-1.65%
Ratio of Avg SP to Avg OLP	95.5%	92.6%	3.07%
Attached Avg Sold Price	\$1,698,555	\$1,853,079	-8.34%
Detached Avg Sold Price	\$1,837,825	\$5,135,700	-64.21%
Attached Units Sold	87	136	-36.03%
Detached Units Sold	8	10	-20.00%

Financing (Sold)

Assumption	0
Cash	53
Conventional	36
FHA	0
Other	1
Owner	0
VA	3

Days on Market (Sold)

0	7
1 to 10	22
11 to 20	15
21 to 30	4
31 to 60	12
61 to 90	5
91 to 120	3
121 to 180	10
181 to 360	16
361 to 720	1
721+	0

Notes:

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

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	3
\$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	1
\$200K to \$299,999	0	0	0	0	0	0	1	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	3	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	3	0	0	4
\$600K to \$799,999	0	1	0	0	0	0	3	0	1	1
\$800K to \$999,999	1	1	0	0	0	0	8	0	1	1
\$1M to \$2,499,999	0	9	1	15	0	13	4	0	8	3
\$2.5M to \$4,999,999	0	0	0	5	3	12	0	1	1	5
\$5,000,000+	0	0	0	0	0	0	1	3	2	4
Total	4	11	1	20	3	25	31	4	13	26
Avg Sold Price	\$271,250	\$1,228,030	\$1,442,600	\$2,121,375	\$4,058,333	\$2,586,600	\$876,564			
Prev Year - Avg Sold Price	\$1,099,000	\$1,658,075	\$1,550,000	\$2,101,759	\$6,088,500	\$3,081,288	\$1,089,182			
Avg Sold % Change	-75.32%	-25.94%	-6.93%	0.93%	-33.34%	-16.05%	-19.52%			
Prev Year - # of Solds	1	12	1	27	8	35	62			

Active Detail

June 2023

Georgetown, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**13**

 **-45.8%**  **-68.3%**
 from May 2023: 24 from Jun 2022: 41


YTD	2023	2022	+/-
	129	206	-37.4%

5-year Jun average: **29****New Pendings****20**

 **-4.8%**  **33.3%**
 from May 2023: 21 from Jun 2022: 15



YTD	2023	2022	+/-
	102	147	-30.6%

5-year Jun average: **18****Closed Sales****22**

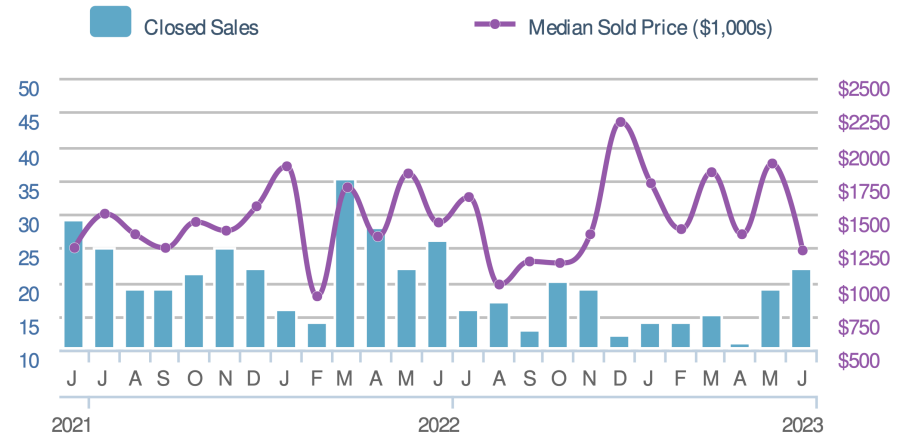
 **15.8%**  **-15.4%**
 from May 2023: 19 from Jun 2022: 26

YTD	2023	2022	+/-
	95	146	-34.9%

5-year Jun average: **23****Median Sold Price****\$1,231,250**

 **-34.2%**  **-14.2%**
 from May 2023: \$1,870,000 from Jun 2022: \$1,435,550

YTD	2023	2022	+/-
	\$1,500,000	\$1,550,000	-3.2%

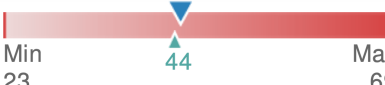
5-year Jun average: **\$1,339,360****Active Listings****43**

43

 Min 43 53 Max 58
 5-year Jun average

May 2023	Jun 2022
51	58

Avg DOM**44**


 Min 23 44 Max 69
 5-year Jun average

May 2023	Jun 2022	YTD
35	23	48

Avg Sold to OLP Ratio**98.3%**


 Min 93.5% 97.1% Max 98.3%
 5-year Jun average

May 2023	Jun 2022	YTD
97.9%	97.9%	96.2%

January thru July 2023 YTD

Georgetown, Washington, DC (Advertised)

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

	2023	2022	% Change
Sold Dollar Volume	\$199,051,642	\$347,753,004	-42.76%
Avg Sold Price	\$1,659,123	\$2,071,057	-19.89%
Median Sold Price	\$1,468,800	\$1,572,500	-6.59%
Units Sold	116	162	-28.40%
Avg Days on Market	47	39	20.51%
Avg List Price for Solds	\$1,715,962	\$2,146,623	-20.06%
Avg SP to OLP Ratio	95.7%	97.5%	-1.89%
Ratio of Avg SP to Avg OLP	94.8%	91.9%	3.10%
Attached Avg Sold Price	\$1,639,205	\$1,862,895	-12.01%
Detached Avg Sold Price	\$1,870,260	\$4,673,083	-59.98%
Attached Units Sold	106	150	-29.33%
Detached Units Sold	10	12	-16.67%

Financing (Sold)

Assumption	0
Cash	66
Conventional	43
FHA	0
Other	2
Owner	0
VA	3

Days on Market (Sold)

0	10
1 to 10	26
11 to 20	18
21 to 30	4
31 to 60	20
61 to 90	6
91 to 120	3
121 to 180	10
181 to 360	17
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	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	2
\$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	1	0	0	3
\$300K to \$399,999	0	0	0	0	0	0	10	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	4	0	0	3
\$600K to \$799,999	0	1	0	0	0	0	6	0	1	0
\$800K to \$999,999	1	2	1	0	0	0	9	0	0	1
\$1M to \$2,499,999	0	11	1	17	0	16	4	0	6	2
\$2.5M to \$4,999,999	0	0	0	5	4	14	0	1	7	5
\$5,000,000+	0	0	0	0	0	0	1	3	3	3
Total	4	14	2	22	4	30	40	4	17	22
Avg Sold Price	\$271,250	\$1,232,809	\$1,171,300	\$2,104,659	\$3,818,750	\$2,616,913	\$792,162			
Prev Year - Avg Sold Price	\$1,099,000	\$1,545,360	\$1,845,000	\$2,053,550	\$5,698,666	\$3,152,951	\$1,086,095			
Avg Sold % Change	-75.32%	-20.23%	-36.51%	2.49%	-32.99%	-17.00%	-27.06%			
Prev Year - # of Solds	1	15	2	30	9	39	66			

Active Detail

July 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 22**

 **69.2%**
 from Jun 2023: **13**
 **-26.7%**
 from Jul 2022: **30**

YTD	2023	2022	+/-
	152	236	-35.6%

5-year Jul average: **28****New Pendings 14**

 **-30.0%**
 from Jun 2023: **20**
 **-6.7%**
 from Jul 2022: **15**



YTD	2023	2022	+/-
	118	161	-26.7%

5-year Jul average: **18****Closed Sales 21**

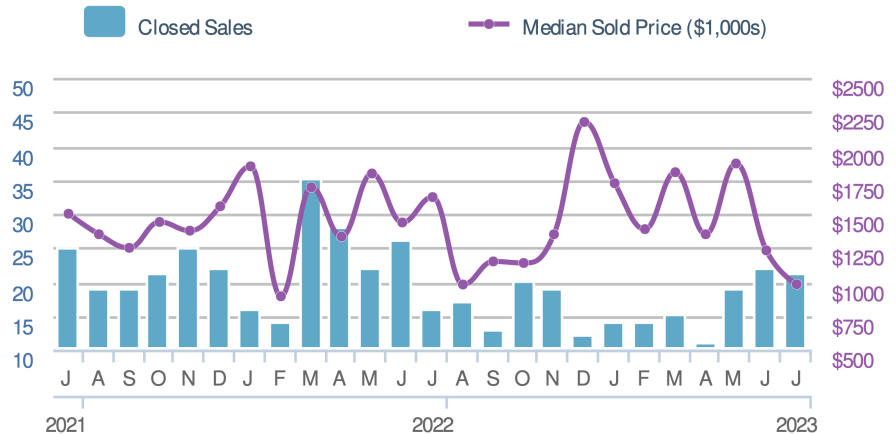
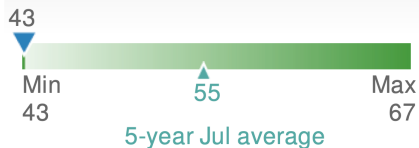
 **-4.5%**
 from Jun 2023: **22**
 **31.3%**
 from Jul 2022: **16**

YTD	2023	2022	+/-
	116	162	-28.4%

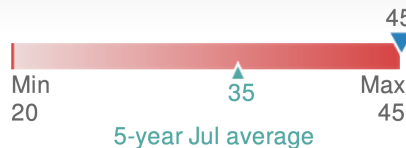
5-year Jul average: **19****Median Sold Price \$981,000**

 **-20.3%**
 from Jun 2023: **\$1,231,250**
 **-39.5%**
 from Jul 2022: **\$1,622,000**

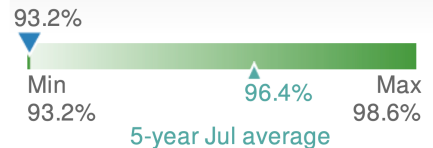
YTD	2023	2022	+/-
	\$1,468,800	\$1,572,500	-6.6%

5-year Jul average: **\$1,405,600****Active Listings 43**

Jun 2023	Jul 2022
43	62

Avg DOM 45

Jun 2023	Jul 2022	YTD
44	43	47

Avg Sold to OLP Ratio 93.2%

Jun 2023	Jul 2022	YTD
98.3%	94.7%	95.7%

January thru August 2023 YTD
Georgetown, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$222,506,142	\$372,950,803	-40.34%
Avg Sold Price	\$1,691,179	\$2,004,754	-15.64%
Median Sold Price	\$1,442,600	\$1,487,500	-3.02%
Units Sold	127	180	-29.44%
Avg Days on Market	46	37	24.32%
Avg List Price for Solds	\$1,752,016	\$2,071,948	-15.44%
Avg SP to OLP Ratio	95.5%	97.8%	-2.34%
Ratio of Avg SP to Avg OLP	94.4%	92.4%	2.12%
Attached Avg Sold Price	\$1,675,873	\$1,814,159	-7.62%
Detached Avg Sold Price	\$1,870,260	\$4,673,083	-59.98%
Attached Units Sold	117	168	-30.36%
Detached Units Sold	10	12	-16.67%

Financing (Sold)

Assumption	0
Cash	69
Conventional	48
FHA	1
Other	3
Owner	0
VA	4

Days on Market (Sold)

0	11
1 to 10	29
11 to 20	20
21 to 30	4
31 to 60	23
61 to 90	6
91 to 120	4
121 to 180	11
181 to 360	17
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	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	1
\$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	1	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	11	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	4	0	0	2
\$600K to \$799,999	0	1	0	0	0	0	8	0	0	2
\$800K to \$999,999	1	2	1	0	0	0	9	0	0	1
\$1M to \$2,499,999	0	13	1	18	0	17	5	0	7	3
\$2.5M to \$4,999,999	0	0	0	6	4	15	0	1	4	5
\$5,000,000+	0	0	0	0	0	1	1	3	4	4
Total	4	16	2	24	4	33	44	4	15	22
Avg Sold Price	\$271,250	\$1,213,083	\$1,171,300	\$2,112,395	\$3,818,750	\$2,762,042	\$791,431			
Prev Year - Avg Sold Price	\$1,099,000	\$1,725,021	\$1,845,000	\$1,969,161	\$5,698,666	\$3,116,709	\$1,044,145			
Avg Sold % Change	-75.32%	-29.68%	-36.51%	7.27%	-32.99%	-11.38%	-24.20%			
Prev Year - # of Solds	1	19	2	34	9	41	74			

Active Detail

August 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 13**

 **-40.9%**
 from Jul 2023: **22**
 **-27.8%**
 from Aug 2022: **18**

YTD	2023	2022	+/-
	167	254	-34.3%

5-year Aug average: **19****New Pendings 14**

 **0.0%**
 from Jul 2023: **14**
 **7.7%**
 from Aug 2022: **13**

YTD	2023	2022	+/-
	132	175	-24.6%

5-year Aug average: **15****Closed Sales 10**

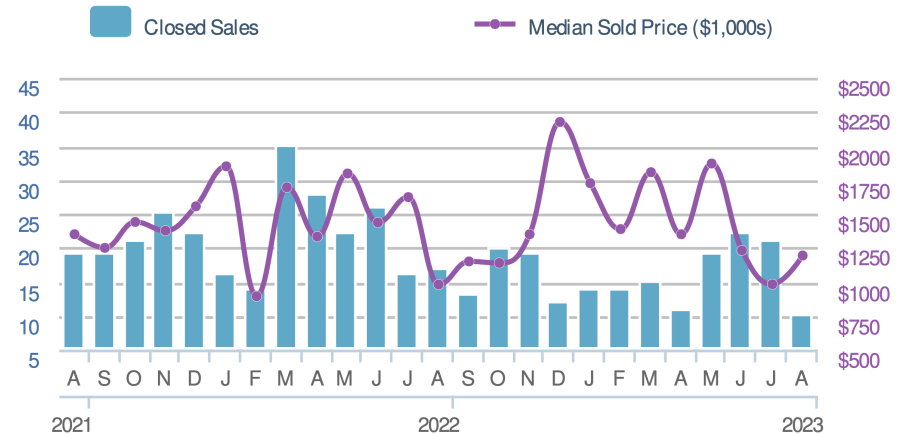
 **-52.4%**
 from Jul 2023: **21**
 **-41.2%**
 from Aug 2022: **17**

YTD	2023	2022	+/-
	127	180	-29.4%

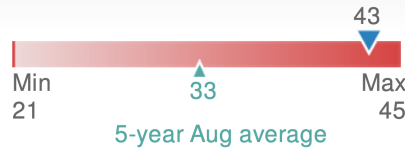
5-year Aug average: **17****Median Sold Price \$1,192,500**

 **21.6%**
 from Jul 2023: **\$981,000**
 **21.7%**
 from Aug 2022: **\$980,000**

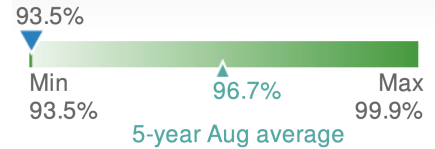
YTD	2023	2022	+/-
	\$1,442,600	\$1,487,500	-3.0%

5-year Aug average: **\$1,369,900****Active Listings 41**

Jul 2023	Aug 2022
43	51

Avg DOM 43

Jul 2023	Aug 2022	YTD
45	21	46

Avg Sold to OLP Ratio 93.5%

Jul 2023	Aug 2022	YTD
93.2%	99.9%	95.5%

January thru September 2023 YTD
Georgetown, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$252,854,131	\$393,614,803	-35.76%
Avg Sold Price	\$1,698,179	\$1,974,375	-13.99%
Median Sold Price	\$1,412,500	\$1,425,000	-0.88%
Units Sold	144	193	-25.39%
Avg Days on Market	46	37	24.32%
Avg List Price for Solds	\$1,755,931	\$2,039,454	-13.90%
Avg SP to OLP Ratio	95.5%	97.7%	-2.20%
Ratio of Avg SP to Avg OLP	94.6%	92.7%	2.04%
Attached Avg Sold Price	\$1,656,091	\$1,765,237	-6.18%
Detached Avg Sold Price	\$2,207,054	\$4,648,357	-52.52%
Attached Units Sold	133	179	-25.70%
Detached Units Sold	11	14	-21.43%

Financing (Sold)

Assumption	0
Cash	80
Conventional	54
FHA	1
Other	3
Owner	0
VA	4

Days on Market (Sold)

0	11
1 to 10	34
11 to 20	21
21 to 30	7
31 to 60	27
61 to 90	6
91 to 120	5
121 to 180	12
181 to 360	19
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	3	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	1
\$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	2	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	12	0	0	2
\$400K to \$499,999	0	0	0	0	0	0	5	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	7	0	0	1
\$600K to \$799,999	0	1	0	0	0	0	9	0	0	3
\$800K to \$999,999	1	2	1	0	0	0	9	0	1	1
\$1M to \$2,499,999	0	13	1	19	0	17	5	0	7	5
\$2.5M to \$4,999,999	0	0	0	6	4	18	1	1	10	5
\$5,000,000+	0	0	0	0	1	2	1	3	3	4
Total	4	16	2	25	5	37	55	4	21	23
Avg Sold Price	\$271,250	\$1,213,083	\$1,171,300	\$2,124,900	\$4,170,000	\$2,853,308	\$766,472			
Prev Year - Avg Sold Price	\$1,099,000	\$1,430,270	\$1,845,000	\$1,969,328	\$5,480,727	\$3,077,328	\$1,087,778			
Avg Sold % Change	-75.32%	-15.19%	-36.51%	7.90%	-23.92%	-7.28%	-29.54%			
Prev Year - # of Solds	1	20	2	35	11	42	82			

Active Detail

September 2023

Georgetown, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**20** **53.8%**from Aug 2023:
13 **-58.3%**from Sep 2022:
48

YTD	2023	2022	+/-
	188	301	-37.5%

5-year Sep average: **38****New Pendings****8** **-42.9%**from Aug 2023:
14 **-57.9%**from Sep 2022:
19

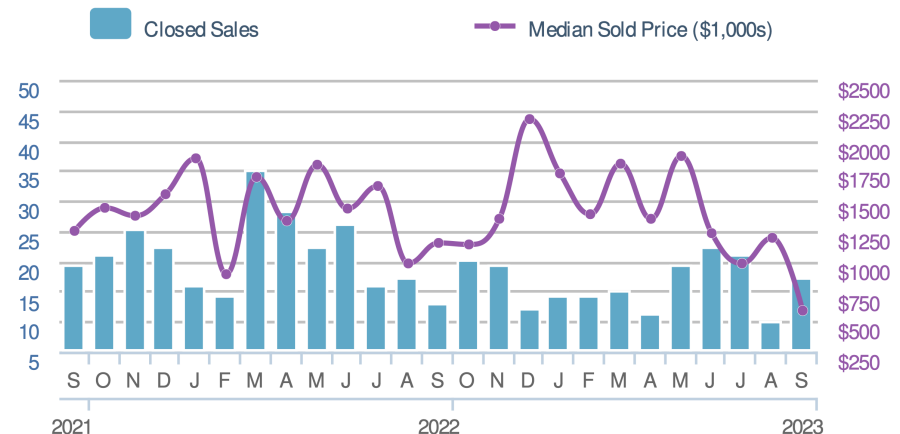
YTD	2023	2022	+/-
	140	194	-27.8%

5-year Sep average: **18****Closed Sales****17** **70.0%**from Aug 2023:
10 **30.8%**from Sep 2022:
13

YTD	2023	2022	+/-
	144	193	-25.4%

5-year Sep average: **17****Median Sold Price****\$589,999** **-50.5%**from Aug 2023:
\$1,192,500 **-48.7%**from Sep 2022:
\$1,150,000

YTD	2023	2022	+/-
	\$1,412,500	\$1,425,000	-0.9%

5-year Sep average: **\$1,056,980****Active Listings****48**

48

Min
48

61

Max
72

5-year Sep average

Aug 2023	Sep 2022
41	64

Avg DOM**43**

43

Min
34

47

Max
68

5-year Sep average

Aug 2023	Sep 2022	YTD
43	34	46

Avg Sold to OLP Ratio**96.1%**

96.1%

Min
93.1%

95.3%

Max
96.9%

5-year Sep average

Aug 2023	Sep 2022	YTD
93.5%	96.9%	95.5%

January thru October 2023 YTD
Georgetown, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2023	2022	% Change
Sold Dollar Volume	\$264,917,131	\$429,034,603	-38.25%
Avg Sold Price	\$1,693,906	\$1,938,165	-12.60%
Median Sold Price	\$1,350,000	\$1,412,500	-4.42%
Units Sold	151	214	-29.44%
Avg Days on Market	48	36	33.33%
Avg List Price for Solds	\$1,754,418	\$2,004,834	-12.49%
Avg SP to OLP Ratio	95.5%	97.7%	-2.26%
Ratio of Avg SP to Avg OLP	94.3%	92.8%	1.61%
Attached Avg Sold Price	\$1,614,044	\$1,708,243	-5.51%
Detached Avg Sold Price	\$2,618,966	\$4,988,466	-47.50%
Attached Units Sold	139	199	-30.15%
Detached Units Sold	12	15	-20.00%

Financing (Sold)

Assumption	0
Cash	82
Conventional	59
FHA	1
Other	3
Owner	0
VA	4

Days on Market (Sold)

0	11
1 to 10	36
11 to 20	22
21 to 30	7
31 to 60	28
61 to 90	7
91 to 120	5
121 to 180	13
181 to 360	20
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	4	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	1
\$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	3	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	12	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	5	0	0	1
\$500K to \$599,999	0	0	0	0	0	0	7	0	0	1
\$600K to \$799,999	0	2	0	0	0	0	10	0	0	3
\$800K to \$999,999	1	2	1	0	0	0	9	0	1	2
\$1M to \$2,499,999	0	13	1	20	0	17	6	0	8	7
\$2.5M to \$4,999,999	0	0	0	6	4	18	1	0	13	4
\$5,000,000+	0	0	0	0	2	2	1	2	2	5
Total	4	17	2	26	6	37	59	2	24	27
Avg Sold Price	\$271,250	\$1,179,960	\$1,171,300	\$2,096,057	\$4,666,666	\$2,853,308	\$749,542			
Prev Year - Avg Sold Price	\$1,099,000	\$1,378,669	\$1,845,000	\$1,984,576	\$5,836,500	\$2,962,669	\$1,039,007			
Avg Sold % Change	-75.32%	-14.41%	-36.51%	5.62%	-20.04%	-3.69%	-27.86%			
Prev Year - # of Solds	1	23	2	39	12	46	91			

Active Detail

October 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 18**

 **-10.0%**  **-50.0%**
 from Sep 2023: 20 from Oct 2022: 36


YTD	2023	2022	+/-
	208	337	-38.3%

5-year Oct average: **33****New Pendings 13**

 **62.5%**  **-35.0%**
 from Sep 2023: 8 from Oct 2022: 20

YTD	2023	2022	+/-
	153	217	-29.5%

5-year Oct average: **22****Closed Sales 7**

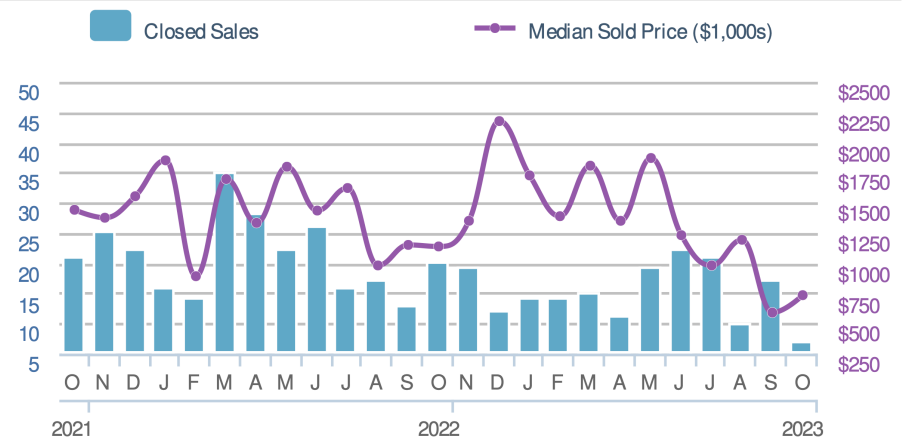
 **-58.8%**  **-65.0%**
 from Sep 2023: 17 from Oct 2022: 20

YTD	2023	2022	+/-
	151	214	-29.4%

5-year Oct average: **19****Median Sold Price \$735,000**

 **24.6%**  **-35.4%**
 from Sep 2023: \$589,999 from Oct 2022: \$1,137,500

YTD	2023	2022	+/-
	\$1,350,000	\$1,412,500	-4.4%

5-year Oct average: **\$1,056,650****Active Listings 53**

Sep 2023	Oct 2022
48	69

Avg DOM 86

Sep 2023	Oct 2022	YTD
43	23	48

Avg Sold to OLP Ratio 94.0%

Sep 2023	Oct 2022	YTD
96.1%	97.4%	95.5%

January thru November 2023 YTD

Georgetown, Washington, DC (Advertised)

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

	2023	2022	% Change
Sold Dollar Volume	\$287,607,131	\$461,629,503	-37.70%
Avg Sold Price	\$1,790,066	\$1,909,544	-6.26%
Median Sold Price	\$1,375,000	\$1,375,000	0.00%
Units Sold	164	233	-29.61%
Avg Days on Market	46	36	27.78%
Avg List Price for Solds	\$1,810,104	\$1,981,242	-8.64%
Avg SP to OLP Ratio	95.3%	97.4%	-2.17%
Ratio of Avg SP to Avg OLP	91.5%	92.6%	-1.20%
Attached Avg Sold Price	\$1,629,121	\$1,671,414	-2.53%
Detached Avg Sold Price	\$3,514,471	\$5,139,187	-31.61%
Attached Units Sold	150	217	-30.88%
Detached Units Sold	14	16	-12.50%

Financing (Sold)

Assumption	0
Cash	91
Conventional	61
FHA	1
Other	5
Owner	0
VA	4

Days on Market (Sold)

0	11
1 to 10	43
11 to 20	23
21 to 30	8
31 to 60	30
61 to 90	7
91 to 120	6
121 to 180	13
181 to 360	21
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**

	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	4	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	1
\$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	3	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	12	0	0	1
\$400K to \$499,999	0	0	0	0	0	0	6	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	7	0	0	3
\$600K to \$799,999	0	2	0	0	0	0	11	0	0	3
\$800K to \$999,999	1	2	1	0	0	0	11	0	1	3
\$1M to \$2,499,999	0	14	1	20	0	17	9	0	4	8
\$2.5M to \$4,999,999	0	0	0	6	5	21	1	1	12	4
\$5,000,000+	0	0	0	0	3	2	1	3	1	4
Total	4	18	2	26	8	40	66	4	18	28
Avg Sold Price	\$271,250	\$1,200,240	\$1,171,300	\$2,096,057	\$5,721,875	\$2,914,685	\$783,015			
Prev Year - Avg Sold Price	\$1,099,000	\$1,372,476	\$1,845,000	\$1,968,395	\$5,956,769	\$2,906,412	\$1,028,636			
Avg Sold % Change	-75.32%	-12.55%	-36.51%	6.49%	-3.94%	0.28%	-23.88%			
Prev Year - # of Solds	1	26	2	43	13	48	100			

November 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****21****↑ 16.7%**from Oct 2023:
18**↓ -8.7%**from Nov 2022:
23

YTD	2023	2022	+/-
	230	360	-36.1%

5-year Nov average: **20****New Pendings****15****↑ 15.4%**from Oct 2023:
13**↑ 15.4%**from Nov 2022:
13

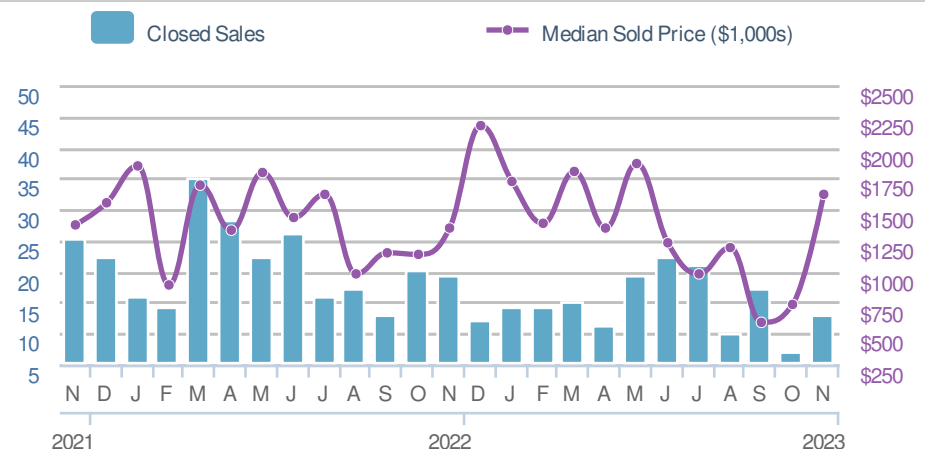
YTD	2023	2022	+/-
	167	231	-27.7%

5-year Nov average: **17****Closed Sales****13****↑ 85.7%**from Oct 2023:
7**↓ -31.6%**from Nov 2022:
19

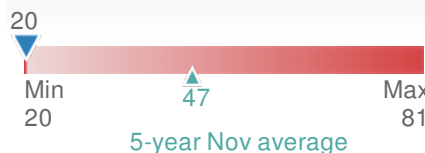
YTD	2023	2022	+/-
	164	233	-29.6%

5-year Nov average: **19****Median Sold Price****\$1,622,500****↑ 120.7%**from Oct 2023:
\$735,000**↑ 20.2%**from Nov 2022:
\$1,350,000

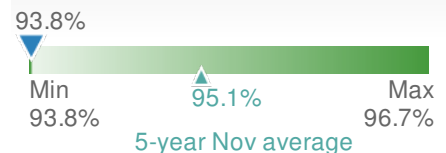
YTD	2023	2022	+/-
	\$1,375,000	\$1,375,000	0.0%

5-year Nov average: **\$1,483,500****Active Listings****50**

Oct 2023	Nov 2022
53	65

Avg DOM**20**

Oct 2023	Nov 2022	YTD
86	43	46

Avg Sold to OLP Ratio**93.8%**

Oct 2023	Nov 2022	YTD
94.0%	94.8%	95.3%

January thru December 2023 YTD
Georgetown, Washington, DC (Advertised)

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

	2023	2022	% Change
Sold Dollar Volume	\$329,162,630	\$493,721,502	-33.33%
Avg Sold Price	\$1,855,702	\$1,942,444	-4.47%
Median Sold Price	\$1,475,000	\$1,425,000	3.51%
Units Sold	180	245	-26.53%
Avg Days on Market	46	36	27.78%
Avg List Price for Solds	\$1,880,070	\$2,015,189	-6.71%
Avg SP to OLP Ratio	95.5%	97.3%	-1.84%
Ratio of Avg SP to Avg OLP	91.9%	92.7%	-0.86%
Attached Avg Sold Price	\$1,715,806	\$1,719,091	-0.19%
Detached Avg Sold Price	\$3,514,471	\$5,139,187	-31.61%
Attached Units Sold	166	229	-27.51%
Detached Units Sold	14	16	-12.50%

Financing (Sold)

Assumption	0
Cash	101
Conventional	66
FHA	1
Other	5
Owner	0
VA	4

Days on Market (Sold)

0	13
1 to 10	48
11 to 20	25
21 to 30	8
31 to 60	32
61 to 90	9
91 to 120	6
121 to 180	15
181 to 360	21
361 to 720	2
721+	1

- 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	4	0	0	0
\$50K to \$99,999	3	0	0	0	0	0	0	0	0	1
\$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	3	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	13	0	0	0
\$400K to \$499,999	0	0	0	0	0	0	6	0	0	0
\$500K to \$599,999	0	0	0	0	0	0	7	0	0	3
\$600K to \$799,999	0	2	0	0	0	0	11	0	0	3
\$800K to \$999,999	1	2	1	0	0	0	11	0	1	1
\$1M to \$2,499,999	0	16	1	23	0	19	12	0	3	6
\$2.5M to \$4,999,999	0	0	0	7	5	23	1	1	6	3
\$5,000,000+	0	0	0	0	3	2	3	3	1	4
Total	4	20	2	30	8	44	72	4	11	22
Avg Sold Price	\$271,250	\$1,242,716	\$1,171,300	\$2,060,833	\$5,721,875	\$2,900,124	\$979,708			
Prev Year - Avg Sold Price	\$1,099,000	\$1,185,938	\$1,845,000	\$1,956,613	\$5,956,769	\$2,952,778	\$1,099,458			
Avg Sold % Change	-75.32%	4.79%	-36.51%	5.33%	-3.94%	-1.78%	-10.89%			
Prev Year - # of Solds	1	26	2	44	13	55	104			

December 2023

Georgetown, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****10** **-52.4%**from Nov 2023:
21 **11.1%**from Dec 2022:
9

YTD	2023	2022	+/-
	241	369	-34.7%

5-year Dec average: **11****New Pendings****16** **6.7%**from Nov 2023:
15 **45.5%**from Dec 2022:
11

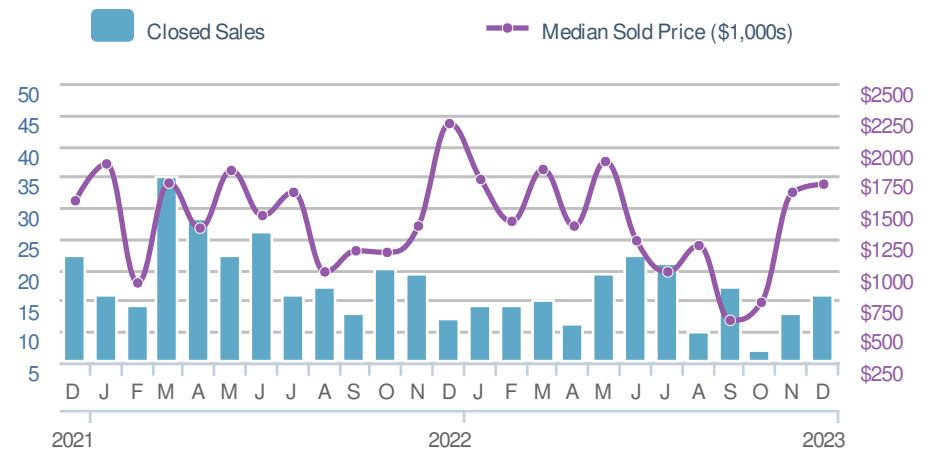
YTD	2023	2022	+/-
	183	241	-24.1%

5-year Dec average: **14****Closed Sales****16** **23.1%**from Nov 2023:
13 **33.3%**from Dec 2022:
12

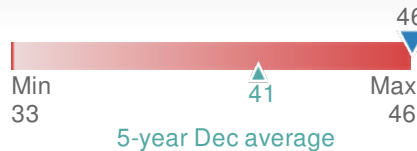
YTD	2023	2022	+/-
	180	245	-26.5%

5-year Dec average: **18****Median Sold Price****\$1,687,500** **4.0%**from Nov 2023:
\$1,622,500 **-22.4%**from Dec 2022:
\$2,175,000

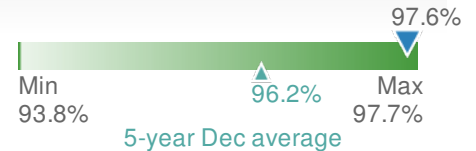
YTD	2023	2022	+/-
	\$1,475,000	\$1,425,000	3.5%

5-year Dec average: **\$1,610,300****Active Listings****37**

Nov 2023	Dec 2022
50	53

Avg DOM**46**

Nov 2023	Dec 2022	YTD
20	33	46

Avg Sold to OLP Ratio**97.6%**

Nov 2023	Dec 2022	YTD
93.8%	95.0%	95.5%