

# SINGLE FAMILY HOUSING

## Bethesda

### 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	40	\$1,294,261	\$1,298,881	35	47	\$1,360,651	31	- 5%
< \$1 MILLION	15	\$854,460	\$964,083	36	20	\$853,453	22	13%
\$1 – 2 MILLION	22	\$1,425,434	\$1,433,591	26	23	\$1,499,784	44	- 4%
> \$2 MILLION	3	\$2,531,333	\$2,485,000	102	4	\$3,096,625	2	- 20%

*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.

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# SINGLE FAMILY HOUSING

## Bethesda

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	73	\$ 1,391,575	\$ 1,384,501	36	101	\$1,316,484	39	5%
< \$1 MILLION	26	\$850,523	\$860,669	30	37	\$858,708	24	<1%
\$1 – 2 MILLION	38	\$1,447,185	\$1,458,487	29	58	\$1,428,996	47	2%
> \$2 MILLION	9	\$2,719,817	\$2,585,407	81	6	\$2,963,583	60	-13%

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# SINGLE FAMILY HOUSING

## Bethesda

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	146	\$ 1,467,405	\$ 1,492,798	26	180	\$ 1,340,520	35	10%
< \$1 MILLION	36	\$ 859,486	\$ 875,173	30	54	\$ 840,729	20	6%
\$1 – 2 MILLION	84	\$ 1,370,325	\$ 1,408,410	19	112	\$ 1,420,018	36	< - 1%
> \$2 MILLION	26	\$ 2,622,783	\$ 2,620,607	45	14	\$ 2,632,307	86	- 3%

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# SINGLE FAMILY HOUSING

## Bethesda

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	226	\$ 1,445,416	\$ 1,503,267	20	293	\$ 1,425,291	29	5%
< \$1 MILLION	50	\$ 847,644	\$ 863,103	24	82	\$ 851,611	16	1%
\$1 – 2 MILLION	134	\$ 1,356,488	\$ 1,430,124	14	177	\$ 1,425,117	27	< 1%
> \$2 MILLION	42	\$ 2,440,770	\$ 2,498,729	34	34	\$ 2,809,774	75	- 11%

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**January thru May 2022 YTD**  
Bethesda, MD202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$563,108,033	\$605,764,857	-7.04%
Avg Sold Price	\$1,181,190	\$1,149,156	2.79%
Median Sold Price	\$1,075,000	\$1,050,000	2.38%
Units Sold	503	542	-7.20%
Avg Days on Market	24	26	-7.69%
Avg List Price for Solds	\$1,121,729	\$1,119,713	0.18%
Avg SP to OLP Ratio	104.1%	102.1%	1.93%
Ratio of Avg SP to Avg OLP	104.5%	102.0%	2.41%
Attached Avg Sold Price	\$480,532	\$576,262	-16.61%
Detached Avg Sold Price	\$1,572,862	\$1,454,266	8.16%
Attached Units Sold	180	188	-4.26%
Detached Units Sold	323	354	-8.76%

**Financing (Sold)**

Assumption	1
Cash	125
Conventional	347
FHA	5
Other	12
Owner	0
VA	8

**Days on Market (Sold)**

0	35
1 to 10	300
11 to 20	39
21 to 30	23
31 to 60	38
61 to 90	22
91 to 120	14
121 to 180	16
181 to 360	12
361 to 720	4
721+	0

**Notes:**

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

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$50K to \$99,999	0	0	0	0	0	0	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	5	0	0	1
\$150K to \$199,999	0	0	0	0	0	0	16	0	0	2
\$200K to \$299,999	0	0	0	0	0	0	47	0	1	13
\$300K to \$399,999	0	0	0	0	0	0	34	0	0	11
\$400K to \$499,999	0	1	0	0	0	0	14	0	0	5
\$500K to \$599,999	0	1	0	0	0	0	11	0	0	2
\$600K to \$799,999	1	3	6	4	3	0	16	1	1	4
\$800K to \$999,999	2	1	15	6	35	5	3	8	0	1
\$1M to \$2,499,999	1	0	30	2	204	6	4	36	1	5
\$2.5M to \$4,999,999	0	0	0	0	25	0	0	20	0	0
\$5,000,000+	0	0	0	0	1	0	0	4	0	0
<b>Total</b>	<b>4</b>	<b>6</b>	<b>51</b>	<b>12</b>	<b>268</b>	<b>11</b>	<b>151</b>	<b>69</b>	<b>3</b>	<b>45</b>
Avg Sold Price	\$921,250	\$657,333	\$1,069,711	\$877,115	\$1,678,732	\$1,194,545	\$389,976			
Prev Year - Avg Sold Price	\$1,033,800	\$317,500	\$928,113	\$1,213,624	\$1,547,523	\$1,106,749	\$467,563			
Avg Sold % Change	-10.89%	107.03%	15.26%	-27.73%	8.48%	7.93%	-16.59%			
Prev Year - # of Solds	5	3	49	16	300	14	155			

**Active Detail**

**May 2022**

Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 180**

**-8.6%**  
 from Apr 2022: **197**  
**-6.3%**  
 from May 2021: **192**

YTD	2022	2021	+/-
	<b>714</b>	<b>790</b>	-9.6%

5-year May average: **187****New Pendings 142**

**-3.4%**  
 from Apr 2022: **147**  
**-11.8%**  
 from May 2021: **161**

YTD	2022	2021	+/-
	<b>591</b>	<b>658</b>	-10.2%

5-year May average: **142****Closed Sales 152**

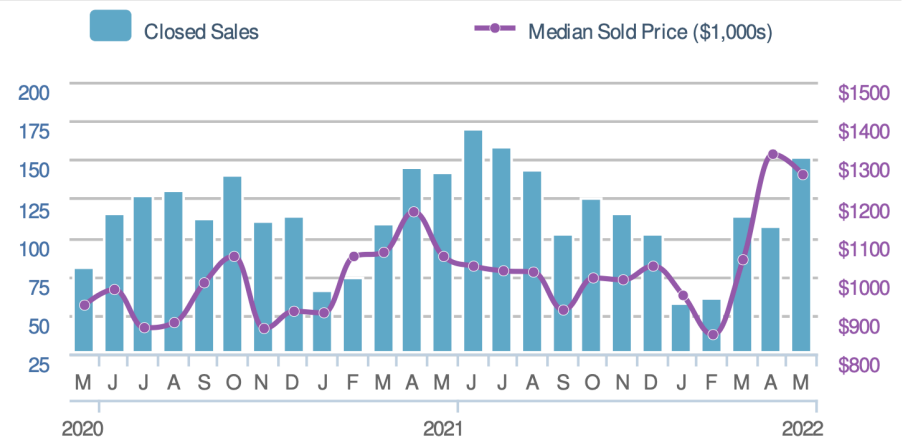
**42.1%**  
 from Apr 2022: **107**  
**7.8%**  
 from May 2021: **141**

YTD	2022	2021	+/-
	<b>503</b>	<b>542</b>	-7.2%

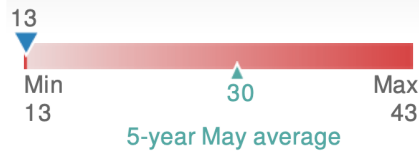
5-year May average: **129****Median Sold Price \$1,261,500**

**-4.0%**  
 from Apr 2022: **\$1,314,500**  
**20.1%**  
 from May 2021: **\$1,050,000**

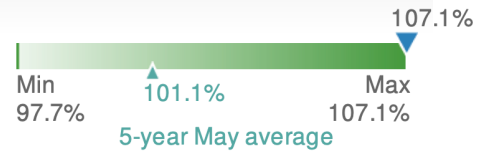
YTD	2022	2021	+/-
	<b>\$1,075,000</b>	<b>\$1,050,000</b>	2.4%

5-year May average: **\$1,011,700****Active Listings 117**

Apr 2022	May 2021
<b>108</b>	<b>158</b>

**Avg DOM 13**

Apr 2022	May 2021	YTD
<b>18</b>	<b>26</b>	<b>24</b>

**Avg Sold to OLP Ratio 107.1%**

Apr 2022	May 2021	YTD
<b>106.1%</b>	<b>103.5%</b>	<b>104.1%</b>

**January thru June 2022 YTD**  
Bethesda, MD

202.262.1261  
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**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$723,442,361	\$784,141,250	-7.74%
Avg Sold Price	\$1,165,653	\$1,137,449	2.48%
Median Sold Price	\$1,073,200	\$1,050,000	2.21%
Units Sold	652	712	-8.43%
Avg Days on Market	23	24	-4.17%
Avg List Price for Solds	\$1,111,278	\$1,102,870	0.76%
Avg SP to OLP Ratio	103.8%	102.5%	1.26%
Ratio of Avg SP to Avg OLP	104.1%	102.5%	1.51%
Attached Avg Sold Price	\$469,197	\$570,811	-17.80%
Detached Avg Sold Price	\$1,559,084	\$1,448,545	7.63%
Attached Units Sold	235	252	-6.75%
Detached Units Sold	417	460	-9.35%

**Financing (Sold)**

Assumption	1
Cash	160
Conventional	449
FHA	6
Other	18
Owner	0
VA	13

**Days on Market (Sold)**

0	47
1 to 10	379
11 to 20	62
21 to 30	33
31 to 60	55
61 to 90	25
91 to 120	16
121 to 180	17
181 to 360	13
361 to 720	5
721+	0

**Notes:**

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

**Sold Detail**

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	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	8	0	0	1
\$150K to \$199,999	0	0	0	0	0	0	18	0	0	5
\$200K to \$299,999	0	0	0	0	0	0	62	0	1	20
\$300K to \$399,999	0	0	0	0	0	0	49	0	0	11
\$400K to \$499,999	0	1	0	0	0	0	18	0	1	5
\$500K to \$599,999	0	1	0	0	0	0	16	0	0	0
\$600K to \$799,999	4	3	7	5	4	0	19	3	2	5
\$800K to \$999,999	4	1	20	8	43	8	4	10	0	2
\$1M to \$2,499,999	2	0	38	2	262	7	4	46	1	5
\$2.5M to \$4,999,999	0	0	0	0	32	0	0	26	0	0
\$5,000,000+	0	0	0	0	1	0	0	4	0	0
<b>Total</b>	<b>10</b>	<b>6</b>	<b>65</b>	<b>15</b>	<b>342</b>	<b>15</b>	<b>199</b>	<b>89</b>	<b>5</b>	<b>55</b>
Avg Sold Price	\$876,900	\$657,333	\$1,084,117	\$874,692	\$1,669,626	\$1,148,660	\$381,744			
Prev Year - Avg Sold Price	\$977,714	\$317,500	\$935,315	\$1,128,674	\$1,540,137	\$1,120,249	\$462,025			
Avg Sold % Change	-10.31%	107.03%	15.91%	-22.50%	8.41%	2.54%	-17.38%			
Prev Year - # of Solds	7	3	63	24	390	18	207			

**Active Detail**

June 2022

Bethesda, MD

202.262.1261

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## New Listings

162

-10.0% from May 2022: 180  
 -26.0% from Jun 2021: 219

YTD	2022	2021	+/-
	875	1,009	-13.3%

5-year Jun average: 173

## New Pendings

96

-32.4% from May 2022: 142  
 -42.2% from Jun 2021: 166

YTD	2022	2021	+/-
	691	831	-16.8%

5-year Jun average: 129

## Closed Sales

142

-6.6% from May 2022: 152  
 -16.0% from Jun 2021: 169

YTD	2022	2021	+/-
	652	712	-8.4%

5-year Jun average: 142

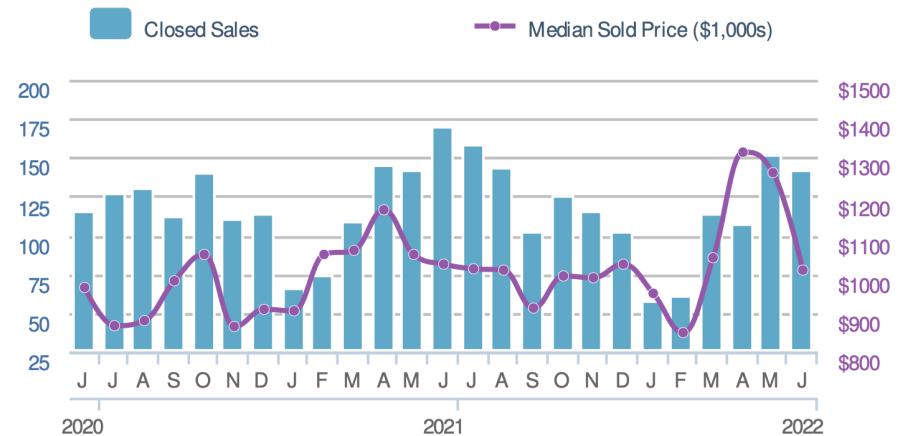
## Median Sold Price

\$1,010,625

-19.9% from May 2022: \$1,261,500  
 -1.4% from Jun 2021: \$1,025,000

YTD	2022	2021	+/-
	\$1,073,200	\$1,050,000	2.2%

5-year Jun average: \$975,625



## Active Listings

149

149  
 Min 149 Max 323  
 5-year Jun average 237

May 2022	Jun 2021
117	182

## Avg DOM

19

19  
 Min 19 Max 46  
 5-year Jun average 29

May 2022	Jun 2021	YTD
13	20	23

## Avg Sold to OLP Ratio

102.9%

102.9%  
 Min 97.2% Max 103.7%  
 5-year Jun average 99.8%

May 2022	Jun 2021	YTD
107.1%	103.7%	103.8%

**January thru July 2022 YTD**  
Bethesda, MD202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$854,888,706	\$973,710,846	-12.20%
Avg Sold Price	\$1,171,034	\$1,145,687	2.21%
Median Sold Price	\$1,080,000	\$1,050,000	2.86%
Units Sold	764	876	-12.79%
Avg Days on Market	22	24	-8.33%
Avg List Price for Solds	\$1,120,430	\$1,112,812	0.68%
Avg SP to OLP Ratio	103.4%	102.3%	1.02%
Ratio of Avg SP to Avg OLP	103.6%	102.3%	1.35%
Attached Avg Sold Price	\$476,694	\$580,884	-17.94%
Detached Avg Sold Price	\$1,571,283	\$1,450,959	8.29%
Attached Units Sold	279	307	-9.12%
Detached Units Sold	485	569	-14.76%

**Financing (Sold)**

Assumption	1
Cash	195
Conventional	516
FHA	6
Other	25
Owner	0
VA	16

**Days on Market (Sold)**

0	52
1 to 10	441
11 to 20	75
21 to 30	37
31 to 60	72
61 to 90	31
91 to 120	18
121 to 180	17
181 to 360	15
361 to 720	5
721+	1

**Notes:**

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

**Sold Detail**

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$50K to \$99,999	0	0	0	0	0	0	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	8	0	0	2
\$150K to \$199,999	0	0	0	0	0	0	21	0	0	2
\$200K to \$299,999	0	0	0	0	0	0	75	0	0	15
\$300K to \$399,999	0	1	0	0	0	0	57	0	1	9
\$400K to \$499,999	0	1	0	0	0	0	20	0	1	8
\$500K to \$599,999	0	2	0	1	0	0	18	0	0	1
\$600K to \$799,999	4	3	9	6	4	0	26	3	2	4
\$800K to \$999,999	5	1	22	8	48	8	5	7	2	2
\$1M to \$2,499,999	2	0	49	3	302	9	5	51	4	6
\$2.5M to \$4,999,999	0	0	0	0	38	0	0	27	0	0
\$5,000,000+	0	0	0	0	2	0	0	4	0	0
<b>Total</b>	<b>11</b>	<b>8</b>	<b>80</b>	<b>18</b>	<b>394</b>	<b>17</b>	<b>236</b>	<b>92</b>	<b>10</b>	<b>50</b>
Avg Sold Price	\$870,818	\$604,250	\$1,094,683	\$898,423	\$1,687,907	\$1,200,582	\$388,060			
Prev Year - Avg Sold Price	\$924,900	\$345,500	\$941,392	\$1,090,113	\$1,542,220	\$1,136,224	\$483,265			
Avg Sold % Change	-5.85%	74.89%	16.28%	-17.58%	9.45%	5.66%	-19.70%			
Prev Year - # of Solds	10	5	76	29	483	20	253			

**Active Detail**

**July 2022**


Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 144**

 **-11.1%**      **-7.7%**  
 from Jun 2022: **162**     from Jul 2021: **156**



YTD	2022	2021	+/-
	<b>1,018</b>	<b>1,165</b>	-12.6%

5-year Jul average: **140****New Pendings 106**

 **10.4%**      **-14.5%**  
 from Jun 2022: **96**     from Jul 2021: **124**



YTD	2022	2021	+/-
	<b>796</b>	<b>959</b>	-17.0%

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

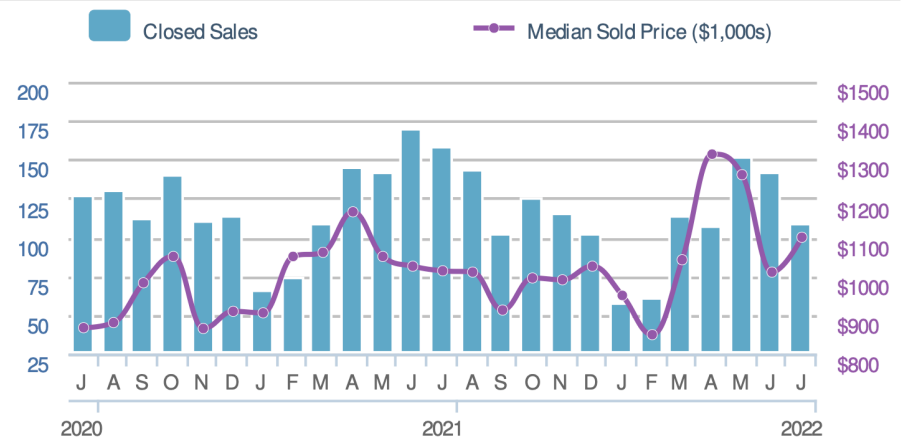
 **-23.2%**      **-30.6%**  
 from Jun 2022: **142**     from Jul 2021: **157**


YTD	2022	2021	+/-
	<b>764</b>	<b>876</b>	-12.8%

5-year Jul average: **129****Median Sold Price \$1,100,000**

 **8.8%**      **8.5%**  
 from Jun 2022: **\$1,010,625**     from Jul 2021: **\$1,013,750**

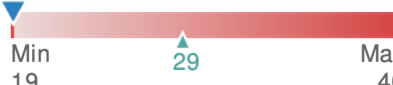
YTD	2022	2021	+/-
	<b>\$1,080,000</b>	<b>\$1,050,000</b>	2.9%

5-year Jul average: **\$924,650****Active Listings 152**

152  
  
 Min 152     220     Max 297  
 5-year Jul average

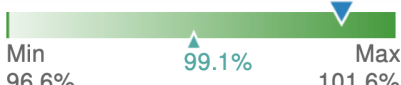
Jun 2022	Jul 2021
<b>149</b>	<b>165</b>

**Avg DOM 19**

19  
  
 Min 19     29     Max 40  
 5-year Jul average

Jun 2022	Jul 2021	YTD
<b>19</b>	<b>24</b>	<b>22</b>

**Avg Sold to OLP Ratio 100.9%**

100.9%  
  
 Min 96.6%     99.1%     Max 101.6%  
 5-year Jul average

Jun 2022	Jul 2021	YTD
<b>102.9%</b>	<b>101.6%</b>	<b>103.4%</b>

**January thru August 2022 YTD**  
Bethesda, MD202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$999,534,925	\$1,137,451,779	-12.13%
Avg Sold Price	\$1,188,323	\$1,140,289	4.21%
Median Sold Price	\$1,097,500	\$1,050,000	4.52%
Units Sold	876	1,026	-14.62%
Avg Days on Market	21	24	-12.50%
Avg List Price for Solds	\$1,143,582	\$1,109,709	3.05%
Avg SP to OLP Ratio	102.9%	102.1%	0.75%
Ratio of Avg SP to Avg OLP	103.1%	102.1%	0.98%
Attached Avg Sold Price	\$482,954	\$579,056	-16.60%
Detached Avg Sold Price	\$1,579,219	\$1,435,103	10.04%
Attached Units Sold	312	353	-11.61%
Detached Units Sold	564	673	-16.20%

**Financing (Sold)**

Assumption	1
Cash	234
Conventional	585
FHA	6
Other	26
Owner	0
VA	18

**Days on Market (Sold)**

0	58
1 to 10	496
11 to 20	98
21 to 30	46
31 to 60	84
61 to 90	36
91 to 120	19
121 to 180	18
181 to 360	15
361 to 720	5
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**


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	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	11	0	0	1
\$150K to \$199,999	0	0	0	0	0	0	26	0	0	2
\$200K to \$299,999	0	0	0	0	0	0	83	0	0	16
\$300K to \$399,999	0	1	0	0	0	0	63	0	1	5
\$400K to \$499,999	0	1	0	0	0	0	22	0	0	6
\$500K to \$599,999	0	2	0	1	0	0	19	0	0	2
\$600K to \$799,999	4	3	11	7	4	0	29	1	1	4
\$800K to \$999,999	6	1	29	8	52	8	6	7	4	4
\$1M to \$2,499,999	2	0	54	5	350	9	5	42	3	2
\$2.5M to \$4,999,999	0	0	1	0	49	0	1	18	0	1
\$5,000,000+	0	0	0	0	2	0	0	4	0	0
<b>Total</b>	<b>12</b>	<b>8</b>	<b>95</b>	<b>21</b>	<b>457</b>	<b>17</b>	<b>266</b>	<b>72</b>	<b>9</b>	<b>44</b>
Avg Sold Price	\$879,500	\$604,250	\$1,094,808	\$979,602	\$1,698,552	\$1,200,582	\$394,234			
Prev Year - Avg Sold Price	\$949,909	\$345,500	\$950,688	\$1,077,589	\$1,527,879	\$1,181,145	\$470,620			
Avg Sold % Change	-7.41%	74.89%	15.16%	-9.09%	11.17%	1.65%	-16.23%			
Prev Year - # of Solds	11	5	97	36	565	24	288			

**Active Detail**

**August 2022**

Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 106**

 **-26.4%**      **-10.2%**  
 from Jul 2022: **144**     from Aug 2021: **118**

YTD	2022	2021	+/-
	<b>1,123</b>	<b>1,308</b>	-14.1%

5-year Aug average: 121

**New Pendings 106**

 **0.0%**      **2.9%**  
 from Jul 2022: **106**     from Aug 2021: **103**

YTD	2022	2021	+/-
	<b>901</b>	<b>1,068</b>	-15.6%

5-year Aug average: 100



**Closed Sales 110**

 **0.9%**      **-23.1%**  
 from Jul 2022: **109**     from Aug 2021: **143**

YTD	2022	2021	+/-
	<b>876</b>	<b>1,026</b>	-14.6%

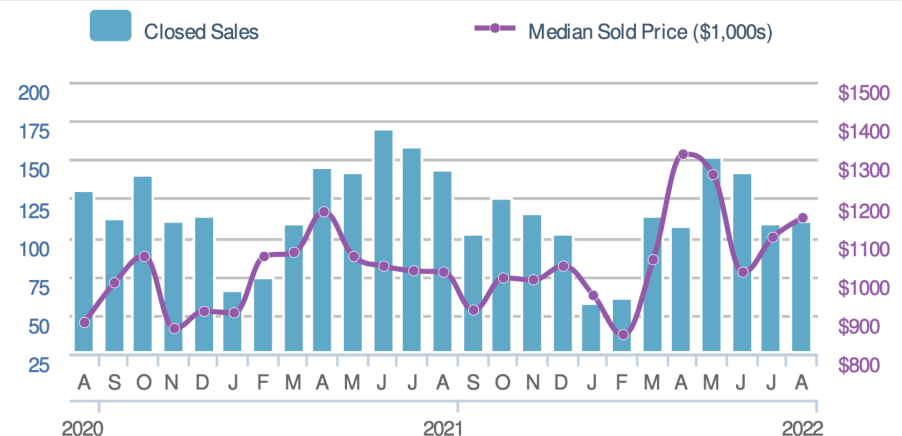
5-year Aug average: 120

**Median Sold Price \$1,150,000**

 **4.5%**      **13.9%**  
 from Jul 2022: **\$1,100,000**     from Aug 2021: **\$1,010,000**

YTD	2022	2021	+/-
	<b>\$1,097,500</b>	<b>\$1,050,000</b>	4.5%

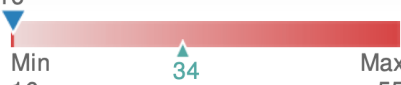
5-year Aug average: \$970,590

**Active Listings 125**

125  
  
 Min 125     212     Max 296  
 5-year Aug average

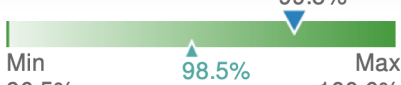
Jul 2022	Aug 2021
<b>152</b>	<b>171</b>

**Avg DOM 16**

16  
  
 Min 16     34     Max 55  
 5-year Aug average

Jul 2022	Aug 2021	YTD
<b>19</b>	<b>21</b>	<b>21</b>

**Avg Sold to OLP Ratio 99.5%**

99.5%  
  
 Min 96.5%     98.5%     Max 100.6%  
 5-year Aug average

Jul 2022	Aug 2021	YTD
<b>100.9%</b>	<b>100.6%</b>	<b>102.9%</b>

**January thru September 2022 YTD**  
Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$1,113,466,453	\$1,255,955,022	-11.35%
Avg Sold Price	\$1,183,937	\$1,135,490	4.27%
Median Sold Price	\$1,080,000	\$1,035,000	4.35%
Units Sold	974	1,134	-14.11%
Avg Days on Market	22	24	-8.33%
Avg List Price for Solds	\$1,145,494	\$1,108,521	3.34%
Avg SP to OLP Ratio	102.3%	101.7%	0.52%
Ratio of Avg SP to Avg OLP	102.4%	101.6%	0.82%
Attached Avg Sold Price	\$479,544	\$579,741	-17.28%
Detached Avg Sold Price	\$1,576,143	\$1,444,663	9.10%
Attached Units Sold	348	405	-14.07%
Detached Units Sold	626	729	-14.13%

**Financing (Sold)**

Assumption	1
Cash	265
Conventional	648
FHA	7
Other	27
Owner	0
VA	20

**Days on Market (Sold)**

0	61
1 to 10	529
11 to 20	114
21 to 30	52
31 to 60	102
61 to 90	51
91 to 120	21
121 to 180	23
181 to 360	15
361 to 720	5
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**

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	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	12	0	0	1
\$150K to \$199,999	0	0	0	0	0	0	28	0	0	4
\$200K to \$299,999	0	0	0	0	0	0	97	0	1	13
\$300K to \$399,999	0	2	0	0	0	0	68	0	0	6
\$400K to \$499,999	0	1	0	0	0	0	26	0	1	8
\$500K to \$599,999	0	2	0	1	0	0	20	0	0	4
\$600K to \$799,999	7	3	16	9	4	0	31	0	0	5
\$800K to \$999,999	6	1	34	8	56	8	7	10	6	1
\$1M to \$2,499,999	2	0	57	7	385	10	5	55	5	3
\$2.5M to \$4,999,999	0	0	1	0	55	0	1	20	0	2
\$5,000,000+	0	0	0	0	3	0	0	7	0	0
<b>Total</b>	<b>15</b>	<b>9</b>	<b>108</b>	<b>25</b>	<b>503</b>	<b>18</b>	<b>296</b>	<b>92</b>	<b>13</b>	<b>47</b>
Avg Sold Price	\$842,933	\$576,000	\$1,069,897	\$990,746	\$1,706,965	\$1,217,161	\$388,580			
Prev Year - Avg Sold Price	\$932,833	\$391,916	\$966,165	\$1,050,800	\$1,538,820	\$1,142,474	\$473,105			
Avg Sold % Change	-9.64%	46.97%	10.74%	-5.72%	10.93%	6.54%	-17.87%			
Prev Year - # of Solds	12	6	107	42	610	29	328			

**Active Detail**

**September 2022**

Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 128**

 **20.8%**  
 from Aug 2022: **106**
 **-26.9%**  
 from Sep 2021: **175**



YTD	2022	2021	+/-
	<b>1,251</b>	<b>1,482</b>	-15.6%

5-year Sep average: **165****New Pending 80**

 **-24.5%**  
 from Aug 2022: **106**
 **-42.9%**  
 from Sep 2021: **140**

YTD	2022	2021	+/-
	<b>982</b>	<b>1,210</b>	-18.8%

5-year Sep average: **106****Closed Sales 96**

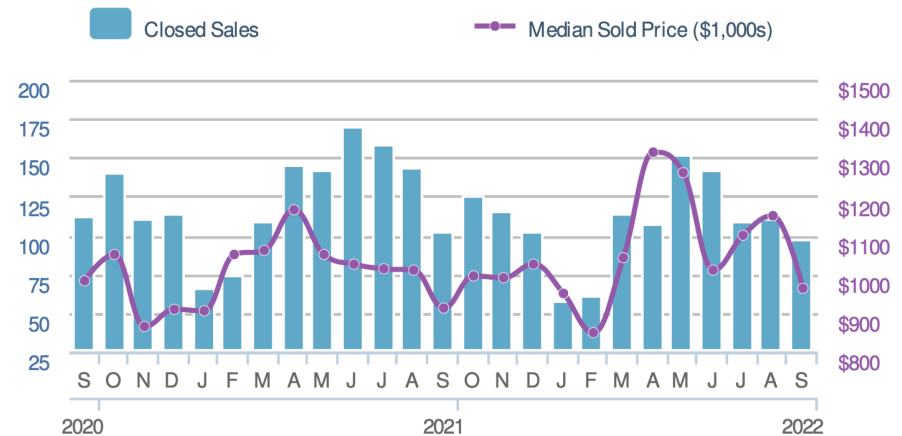
 **-12.7%**  
 from Aug 2022: **110**
 **-5.9%**  
 from Sep 2021: **102**

YTD	2022	2021	+/-
	<b>974</b>	<b>1,134</b>	-14.1%

5-year Sep average: **93****Median Sold Price \$963,000**

 **-16.3%**  
 from Aug 2022: **\$1,150,000**
 **5.5%**  
 from Sep 2021: **\$912,500**

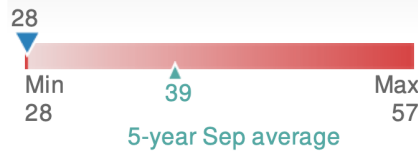
YTD	2022	2021	+/-
	<b>\$1,080,000</b>	<b>\$1,035,000</b>	4.3%

5-year Sep average: **\$911,100****Active Listings 152**

152  

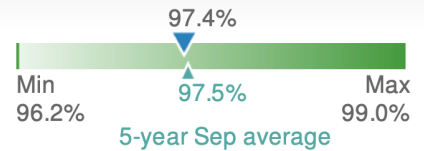

Aug 2022	Sep 2021
<b>125</b>	<b>183</b>

**Avg DOM 28**

28  


Aug 2022	Sep 2021	YTD
<b>16</b>	<b>32</b>	<b>22</b>

**Avg Sold to OLP Ratio 97.4%**

97.4%  


Aug 2022	Sep 2021	YTD
<b>99.5%</b>	<b>98.5%</b>	<b>102.3%</b>

January thru October 2022 YTD  
Bethesda, MD202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$1,203,834,411	\$1,391,491,273	-13.49%
Avg Sold Price	\$1,182,485	\$1,130,703	4.58%
Median Sold Price	\$1,083,500	\$1,027,000	5.50%
Units Sold	1,052	1,260	-16.51%
Avg Days on Market	23	24	-4.17%
Avg List Price for Solds	\$1,146,464	\$1,105,235	3.73%
Avg SP to OLP Ratio	102.0%	101.5%	0.44%
Ratio of Avg SP to Avg OLP	102.2%	101.5%	0.74%
Attached Avg Sold Price	\$485,432	\$570,689	-14.94%
Detached Avg Sold Price	\$1,572,380	\$1,438,986	9.27%
Attached Units Sold	377	447	-15.66%
Detached Units Sold	675	813	-16.97%

**Financing (Sold)**

Assumption	1
Cash	296
Conventional	690
FHA	8
Other	30
Owner	0
VA	21

**Days on Market (Sold)**

0	69
1 to 10	564
11 to 20	119
21 to 30	59
31 to 60	110
61 to 90	58
91 to 120	25
121 to 180	26
181 to 360	15
361 to 720	6
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**

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	0	0	0	0	0	0	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	13	0	0	0
\$150K to \$199,999	0	0	0	0	0	0	31	0	0	1
\$200K to \$299,999	0	1	0	0	0	0	105	0	0	12
\$300K to \$399,999	0	2	0	0	0	0	72	0	0	6
\$400K to \$499,999	0	1	0	0	0	0	28	0	0	3
\$500K to \$599,999	0	2	0	1	0	0	20	0	0	2
\$600K to \$799,999	7	4	19	9	4	0	34	2	0	2
\$800K to \$999,999	6	1	36	8	57	8	8	8	4	1
\$1M to \$2,499,999	2	0	59	10	423	11	5	53	3	3
\$2.5M to \$4,999,999	0	0	1	0	58	0	1	18	0	3
\$5,000,000+	0	0	0	0	3	0	0	8	0	0
<b>Total</b>	<b>15</b>	<b>11</b>	<b>115</b>	<b>28</b>	<b>545</b>	<b>19</b>	<b>319</b>	<b>89</b>	<b>7</b>	<b>33</b>
Avg Sold Price	\$842,933	\$553,954	\$1,057,494	\$1,085,062	\$1,701,338	\$1,221,521	\$386,595			
Prev Year - Avg Sold Price	\$916,357	\$391,916	\$958,894	\$1,052,673	\$1,538,167	\$1,134,724	\$469,720			
Avg Sold % Change	-8.01%	41.35%	10.28%	3.08%	10.61%	7.65%	-17.70%			
Prev Year - # of Solds	14	6	124	44	675	30	367			

**Active Detail**

**October 2022**

Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 89**

**-30.5%** **-25.8%**  
 from Sep 2022: 128 from Oct 2021: 120

YTD	2022	2021	+/-
	<b>1,340</b>	<b>1,602</b>	-16.4%

5-year Oct average: 134

**New Pendings 88**

**10.0%** **-23.5%**  
 from Sep 2022: 80 from Oct 2021: 115

YTD	2022	2021	+/-
	<b>1,073</b>	<b>1,322</b>	-18.8%

5-year Oct average: 112

**Closed Sales 74**

**-22.9%** **-40.8%**  
 from Sep 2022: 96 from Oct 2021: 125

YTD	2022	2021	+/-
	<b>1,052</b>	<b>1,260</b>	-16.5%

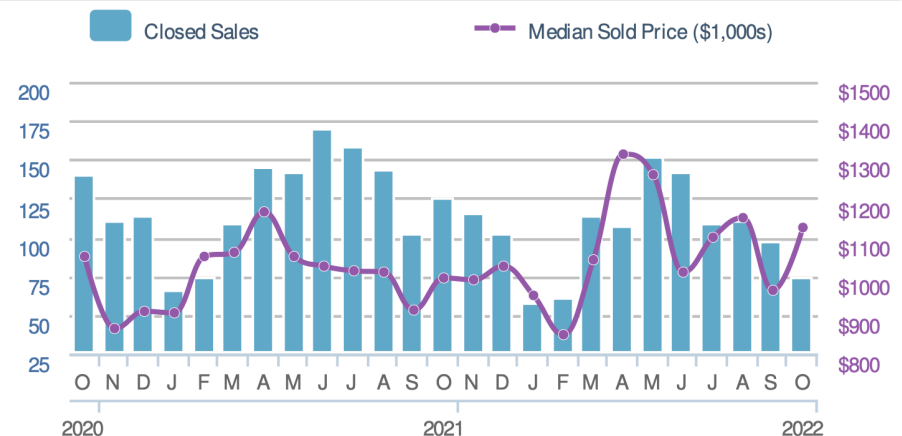
5-year Oct average: 102

**Median Sold Price \$1,125,000**

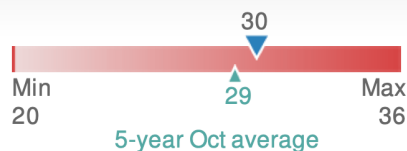
**16.8%** **13.1%**  
 from Sep 2022: \$963,000 from Oct 2021: \$995,000

YTD	2022	2021	+/-
	<b>\$1,083,500</b>	<b>\$1,027,000</b>	5.5%

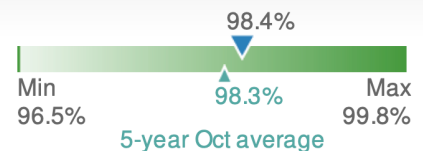
5-year Oct average: \$969,490

**Active Listings 129**

Sep 2022	Oct 2021
<b>152</b>	<b>148</b>

**Avg DOM 30**

Sep 2022	Oct 2021	YTD
<b>28</b>	<b>20</b>	<b>23</b>

**Avg Sold to OLP Ratio 98.4%**

Sep 2022	Oct 2021	YTD
<b>97.4%</b>	<b>99.8%</b>	<b>102.0%</b>

**January thru November 2022 YTD**  
Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com

**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$1,309,145,190	\$1,513,882,454	-13.52%
Avg Sold Price	\$1,178,587	\$1,125,533	4.71%
Median Sold Price	\$1,070,000	\$1,025,000	4.39%
Units Sold	1,143	1,377	-16.99%
Avg Days on Market	23	25	-8.00%
Avg List Price for Solds	\$1,147,325	\$1,100,205	4.28%
Avg SP to OLP Ratio	101.5%	101.4%	0.13%
Ratio of Avg SP to Avg OLP	101.7%	101.4%	0.31%
Attached Avg Sold Price	\$496,277	\$570,108	-12.95%
Detached Avg Sold Price	\$1,569,552	\$1,435,640	9.33%
Attached Units Sold	416	493	-15.62%
Detached Units Sold	727	884	-17.76%

**Financing (Sold)**

Assumption	1
Cash	331
Conventional	744
FHA	8
Other	32
Owner	0
VA	21

**Days on Market (Sold)**

0	77
1 to 10	591
11 to 20	133
21 to 30	66
31 to 60	123
61 to 90	69
91 to 120	31
121 to 180	30
181 to 360	16
361 to 720	6
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**



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	0	0	0	0	0	0	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	14	0	0	0
\$150K to \$199,999	0	1	0	0	0	0	38	0	0	2
\$200K to \$299,999	0	1	0	0	0	0	111	0	2	8
\$300K to \$399,999	0	2	0	0	0	0	74	0	0	8
\$400K to \$499,999	0	2	0	0	0	0	34	0	0	3
\$500K to \$599,999	0	2	0	1	0	0	24	0	0	5
\$600K to \$799,999	8	4	20	10	4	0	35	0	0	3
\$800K to \$999,999	7	1	41	9	63	10	10	6	3	0
\$1M to \$2,499,999	2	0	62	11	452	12	6	52	3	3
\$2.5M to \$4,999,999	0	0	1	0	64	0	2	15	0	3
\$5,000,000+	0	0	0	0	3	0	0	7	0	0
<b>Total</b>	<b>17</b>	<b>13</b>	<b>124</b>	<b>31</b>	<b>586</b>	<b>22</b>	<b>350</b>	<b>80</b>	<b>8</b>	<b>35</b>
Avg Sold Price	\$843,470	\$516,415	\$1,049,275	\$1,098,120	\$1,700,933	\$1,222,336	\$396,585			
Prev Year - Avg Sold Price	\$916,357	\$368,500	\$956,221	\$1,030,778	\$1,536,091	\$1,139,993	\$464,216			
Avg Sold % Change	-7.95%	40.14%	9.73%	6.53%	10.73%	7.22%	-14.57%			
Prev Year - # of Solds	14	7	138	48	732	38	400			

**Active Detail**

**November 2022**



Bethesda, MD

202.262.1261  
lenore.rubino@wfp.com  
lenorerubino.com**New Listings 75**

 **-15.7%**     **-10.7%**  
 from Oct 2022: **89**    from Nov 2021: **84**

YTD	2022	2021	+/-
	<b>1,416</b>	<b>1,686</b>	-16.0%

5-year Nov average: **83****New Pendings 56**

 **-36.4%**     **-39.8%**  
 from Oct 2022: **88**    from Nov 2021: **93**



YTD	2022	2021	+/-
	<b>1,134</b>	<b>1,418</b>	-20.0%

5-year Nov average: **80****Closed Sales 85**

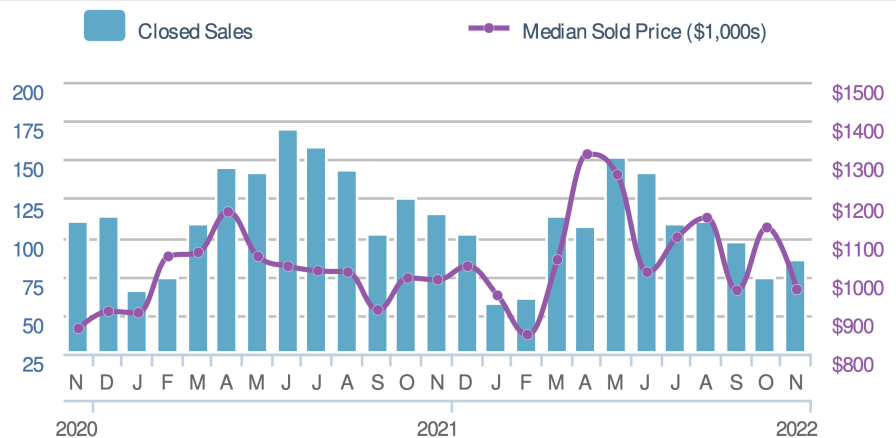
 **14.9%**     **-26.1%**  
 from Oct 2022: **74**    from Nov 2021: **115**

YTD	2022	2021	+/-
	<b>1,143</b>	<b>1,377</b>	-17.0%

5-year Nov average: **97****Median Sold Price \$965,000**

 **-14.2%**     **-2.5%**  
 from Oct 2022: **\$1,125,000**    from Nov 2021: **\$990,000**

YTD	2022	2021	+/-
	<b>\$1,070,000</b>	<b>\$1,025,000</b>	4.4%

5-year Nov average: **\$939,400****Active Listings 123**

123  


Oct 2022	Nov 2021
<b>129</b>	<b>117</b>

**Avg DOM 36**

36  


Oct 2022	Nov 2021	YTD
<b>30</b>	<b>30</b>	<b>23</b>

**Avg Sold to OLP Ratio 96.2%**

96.2%  


Oct 2022	Nov 2021	YTD
<b>98.4%</b>	<b>100.0%</b>	<b>101.5%</b>

**January thru December 2022 YTD**  
Bethesda, MD

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

	2022	2021	% Change
Sold Dollar Volume	\$1,398,426,130	\$1,635,638,830	-14.50%
Avg Sold Price	\$1,179,206	\$1,128,019	4.54%
Median Sold Price	\$1,075,000	\$1,025,500	4.83%
Units Sold	1,217	1,482	-17.88%
Avg Days on Market	24	25	-4.00%
Avg List Price for Solds	\$1,150,926	\$1,104,415	4.21%
Avg SP to OLP Ratio	101.3%	101.3%	0.04%
Ratio of Avg SP to Avg OLP	101.4%	101.3%	0.19%
Attached Avg Sold Price	\$492,087	\$571,688	-13.92%
Detached Avg Sold Price	\$1,568,809	\$1,437,156	9.16%
Attached Units Sold	440	529	-16.82%
Detached Units Sold	777	953	-18.47%

**Financing (Sold)**

Assumption	1
Cash	352
Conventional	791
FHA	8
Other	33
Owner	0
VA	24

**Days on Market (Sold)**

0	82
1 to 10	627
11 to 20	139
21 to 30	70
31 to 60	134
61 to 90	75
91 to 120	34
121 to 180	33
181 to 360	16
361 to 720	6
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**

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	0	0	0	0	0	0	1	0	0	0
\$100K to \$149,999	0	0	0	0	0	0	14	0	0	0
\$150K to \$199,999	0	1	0	0	0	0	39	0	0	1
\$200K to \$299,999	0	2	0	0	0	0	120	0	0	5
\$300K to \$399,999	0	2	0	0	0	0	80	0	1	9
\$400K to \$499,999	0	2	0	0	0	0	35	0	0	2
\$500K to \$599,999	0	2	0	1	0	0	24	0	0	5
\$600K to \$799,999	8	4	21	10	4	0	37	1	0	1
\$800K to \$999,999	7	2	42	9	71	11	11	5	3	0
\$1M to \$2,499,999	2	0	64	12	485	12	6	34	2	3
\$2.5M to \$4,999,999	0	0	1	0	69	0	2	15	0	2
\$5,000,000+	0	0	0	0	3	0	0	7	0	0
<b>Total</b>	<b>17</b>	<b>15</b>	<b>128</b>	<b>32</b>	<b>632</b>	<b>23</b>	<b>370</b>	<b>62</b>	<b>6</b>	<b>28</b>
Avg Sold Price	\$843,470	\$527,226	\$1,051,790	\$1,098,054	\$1,693,229	\$1,206,147	\$393,867			
Prev Year - Avg Sold Price	\$916,357	\$385,500	\$954,236	\$1,020,947	\$1,540,568	\$1,143,749	\$466,983			
Avg Sold % Change	-7.95%	36.76%	10.22%	7.55%	9.91%	5.46%	-15.66%			
Prev Year - # of Solds	14	9	153	50	786	42	428			

**Active Detail**

**December 2022**


Bethesda, MD

202.262.1261

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**New Listings****42**

 **-44.0%**      **-19.2%**  
 from Nov 2022: **75**     from Dec 2021: **52**

YTD	2022	2021	+/-
	<b>1,458</b>	<b>1,738</b>	-16.1%

5-year Dec average: **49****New Pendings****46**

 **-17.9%**      **-17.9%**  
 from Nov 2022: **56**     from Dec 2021: **56**

YTD	2022	2021	+/-
	<b>1,184</b>	<b>1,480</b>	-20.0%

5-year Dec average: **56****Closed Sales****67**

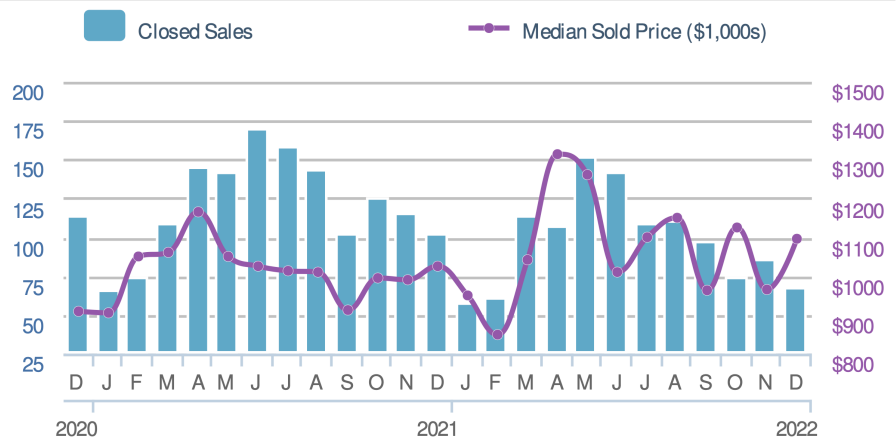
 **-21.2%**      **-33.7%**  
 from Nov 2022: **85**     from Dec 2021: **101**

YTD	2022	2021	+/-
	<b>1,217</b>	<b>1,482</b>	-17.9%

5-year Dec average: **88****Median Sold Price****\$1,096,000**

 **13.6%**      **6.9%**  
 from Nov 2022: **\$965,000**     from Dec 2021: **\$1,025,000**

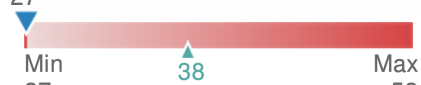
YTD	2022	2021	+/-
	<b>\$1,075,000</b>	<b>\$1,025,500</b>	4.8%

5-year Dec average: **\$958,000****Active Listings****96**

96  
  
 Min 82     140     Max 210  
 5-year Dec average

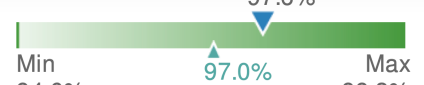
Nov 2022	Dec 2021
<b>123</b>	<b>82</b>

**Avg DOM****27**

27  
  
 Min 27     38     Max 52  
 5-year Dec average

Nov 2022	Dec 2021	YTD
<b>36</b>	<b>39</b>	<b>24</b>

**Avg Sold to OLP Ratio****97.6%**

97.6%  
  
 Min 94.6%     97.0%     Max 99.3%  
 5-year Dec average

Nov 2022	Dec 2021	YTD
<b>96.2%</b>	<b>99.3%</b>	<b>101.3%</b>