

SINGLE FAMILY HOUSING

Palisades

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	2	\$1,479,500	\$1,557,000	3	4	\$1,666,750	15	-7%
< \$1 MILLION	-	-	-	-	-	-	-	-
\$1 – 2 MILLION	2	\$1,479,500	\$1,557,000	3	3	\$1,247,333	6	25%
> \$2 MILLION	-	-	-	-	1	\$2,925,000	41	-

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

Palisades

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	6	\$1,832,333	\$1,869,785	23	5	\$1,849,003	24	1%
< \$1 MILLION	-	-	-	-	-	-	-	-
\$1 – 2 MILLION	4	\$1,373,500	\$1,428,500	27	3	\$1,247,333	6	15%
> \$2 MILLION	2	\$2,750,000	\$2,752,356	15	2	\$2,751,507	52	<1%

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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	7	\$ 1,898,429	\$ 1,909,816	41	11	\$ 1,477,547	15	29%
< \$1 MILLION	-	-	-	-	3	\$ 862,333	11	-
\$1 – 2 MILLION	4	\$ 1,373,500	\$ 1,428,500	27	6	\$ 1,360,500	4	5%
> \$2 MILLION	3	\$ 2,598,333	\$ 2,551,571	60	2	\$ 2,751,507	52	- 7%

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SINGLE FAMILY HOUSING

Palisades

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	9	\$ 1,906,556	\$ 1,890,968	36	14	\$ 1,401,644	14	35%
< \$1 MILLION	-	-	-	-	4	\$ 873,000	9	-
\$1 – 2 MILLION	6	\$ 1,560,667	\$ 1,560,667	24	8	\$ 1,328,500	7	17%
> \$2 MILLION	3	\$ 2,598,333	\$ 2,551,571	60	2	\$ 2,751,507	52	- 7%

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January thru May 2022 YTD

Palisades, Washington, DC (Advertised)

202.262.1261

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

	2022	2021	% Change
Sold Dollar Volume	\$37,563,273	\$39,206,699	-4.19%
Avg Sold Price	\$1,645,173	\$1,219,578	34.90%
Median Sold Price	\$1,680,000	\$1,093,500	53.64%
Units Sold	23	32	-28.13%
Avg Days on Market	13	27	-51.85%
Avg List Price for Solds	\$1,633,185	\$1,225,209	33.30%
Avg SP to OLP Ratio	100.0%	100.0%	0.02%
Ratio of Avg SP to Avg OLP	100.2%	98.7%	1.55%
Attached Avg Sold Price	\$482,842	\$596,300	-19.03%
Detached Avg Sold Price	\$2,153,692	\$1,769,530	21.71%
Attached Units Sold	7	15	-53.33%
Detached Units Sold	16	17	-5.88%

Financing (Sold)

Assumption	0
Cash	5
Conventional	18
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	4
1 to 10	9
11 to 20	5
21 to 30	2
31 to 60	1
61 to 90	0
91 to 120	1
121 to 180	1
181 to 360	0
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	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	4	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	1	0	0	0
\$1M to \$2,499,999	0	0	3	1	8	0	0	1	1	0
\$2.5M to \$4,999,999	0	0	0	0	5	0	0	0	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	0	0	3	1	13	0	6	1	1	2
Avg Sold Price	\$0	\$0	\$1,424,666	\$1,065,000	\$2,321,929	\$0	\$385,816			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,045,666	\$1,239,500	\$2,297,301	\$1,175,000	\$287,600			
Avg Sold % Change	0.00%	0.00%	36.24%	-14.08%	1.07%	0.00%	34.15%			
Prev Year - # of Solds	1	0	6	3	10	2	10			

Active Detail

May 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****9****↑50.0%**from Apr 2022:
6**↓-30.8%**from May 2021:
13

YTD	2022	2021	+/-
	26	45	-42.2%

5-year May average: **10****New Pendings****7****↑16.7%**from Apr 2022:
6**↓-46.2%**from May 2021:
13

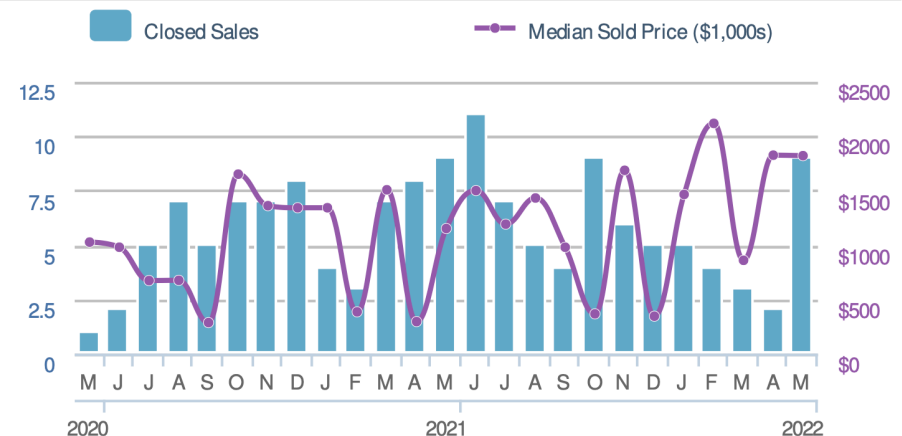
YTD	2022	2021	+/-
	23	37	-37.8%

5-year May average: **6****Closed Sales****9****↑350.0%**from Apr 2022:
2**↔0.0%**from May 2021:
9

YTD	2022	2021	+/-
	23	32	-28.1%

5-year May average: **6****Median Sold Price****\$1,820,000****↓-0.3%**from Apr 2022:
\$1,825,000**↑57.9%**from May 2021:
\$1,152,500

YTD	2022	2021	+/-
	\$1,680,000	\$1,093,500	53.6%

5-year May average: **\$1,017,300****Active Listings****4**

Apr 2022	May 2021
5	7

Avg DOM**7**

Apr 2022	May 2021	YTD
22	41	13

Avg Sold to OLP Ratio**99.7%**

Apr 2022	May 2021	YTD
95.1%	99.8%	100.0%

January thru June 2022 YTD

Palisades, Washington, DC (Advertised)

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$48,782,273	\$55,574,599	-12.22%
Avg Sold Price	\$1,595,548	\$1,289,593	23.72%
Median Sold Price	\$1,665,108	\$1,152,500	44.48%
Units Sold	31	43	-27.91%
Avg Days on Market	13	24	-45.83%
Avg List Price for Solds	\$1,573,621	\$1,292,432	21.76%
Avg SP to OLP Ratio	100.4%	99.7%	0.70%
Ratio of Avg SP to Avg OLP	100.9%	98.5%	2.44%
Attached Avg Sold Price	\$493,240	\$587,750	-16.08%
Detached Avg Sold Price	\$2,120,457	\$1,794,920	18.14%
Attached Units Sold	10	18	-44.44%
Detached Units Sold	21	25	-16.00%

Financing (Sold)

Assumption	0
Cash	7
Conventional	23
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	4
1 to 10	15
11 to 20	5
21 to 30	2
31 to 60	2
61 to 90	0
91 to 120	2
121 to 180	1
181 to 360	0
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	4	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	1	0	0	0
\$1M to \$2,499,999	1	0	4	1	10	1	0	3	1	0
\$2.5M to \$4,999,999	0	0	0	0	6	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	4	1	16	1	8	4	1	4
Avg Sold Price	\$1,195,000	\$0	\$1,496,000	\$1,065,000	\$2,334,412	\$1,200,000	\$333,425			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,034,142	\$1,192,125	\$2,164,647	\$1,175,000	\$288,416			
Avg Sold % Change	43.11%	0.00%	44.66%	-10.66%	7.84%	2.13%	15.61%			
Prev Year - # of Solds	1	0	7	4	17	2	12			

Active Detail

June 2022

Palisades, Washington, DC

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

44.4%
 from May 2022: **9** from Jun 2021: **9**

YTD	2022	2021	+/-
	39	54	-27.8%

5-year Jun average: 9

New Pendings 7

0.0% **0.0%**
 from May 2022: **7** from Jun 2021: **7**

YTD	2022	2021	+/-
	30	44	-31.8%

5-year Jun average: 6

Closed Sales 8

-11.1% **-27.3%**
 from May 2022: **9** from Jun 2021: **11**

YTD	2022	2021	+/-
	31	43	-27.9%

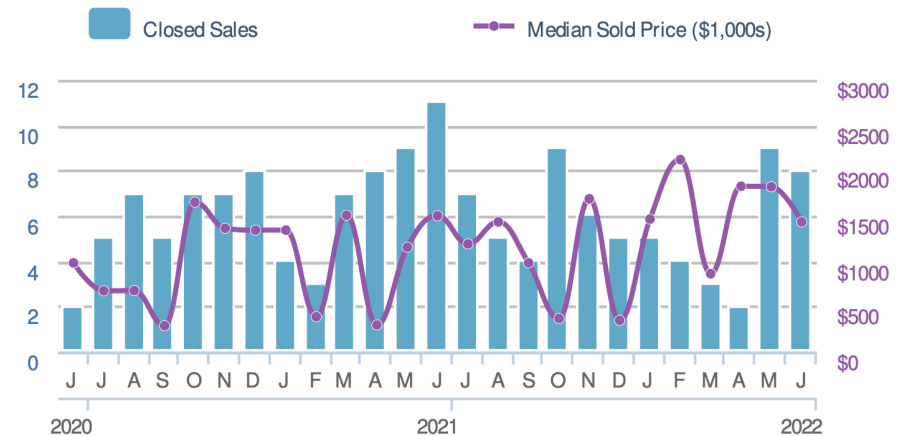
5-year Jun average: 6

Median Sold Price \$1,432,554

-21.3% **-4.5%**
 from May 2022: **\$1,820,000** from Jun 2021: **\$1,500,000**

YTD	2022	2021	+/-
	\$1,665,108	\$1,152,500	44.5%

5-year Jun average: \$1,214,311

**Active Listings 9**

9
 Min 6 12 Max 18
 5-year Jun average

May 2022	Jun 2021
4	6

Avg DOM 13

13
 Min 7 20 Max 47
 5-year Jun average

May 2022	Jun 2021	YTD
7	15	13

Avg Sold to OLP Ratio 101.6%

101.6%
 Min 98.0% 99.6% Max 101.6%
 5-year Jun average

May 2022	Jun 2021	YTD
99.7%	98.9%	100.4%

January thru July 2022 YTD

Palisades, Washington, DC (Advertised)

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lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$56,465,173	\$62,257,399	-9.30%
Avg Sold Price	\$1,596,653	\$1,247,150	28.02%
Median Sold Price	\$1,657,554	\$1,171,250	41.52%
Units Sold	36	50	-28.00%
Avg Days on Market	12	23	-47.83%
Avg List Price for Solds	\$1,568,477	\$1,245,147	25.97%
Avg SP to OLP Ratio	101.2%	100.1%	1.12%
Ratio of Avg SP to Avg OLP	101.5%	99.0%	2.47%
Attached Avg Sold Price	\$474,537	\$556,675	-14.76%
Detached Avg Sold Price	\$2,090,384	\$1,707,466	22.43%
Attached Units Sold	11	20	-45.00%
Detached Units Sold	25	30	-16.67%

Financing (Sold)

Assumption	0
Cash	7
Conventional	28
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	5
1 to 10	19
11 to 20	6
21 to 30	2
31 to 60	2
61 to 90	0
91 to 120	1
121 to 180	1
181 to 360	0
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	1	0	0	0
\$1M to \$2,499,999	1	0	4	2	13	0	0	2	4	0
\$2.5M to \$4,999,999	0	0	0	0	7	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	4	2	20	0	9	4	4	3
Avg Sold Price	\$1,195,000	\$0	\$1,496,000	\$1,158,754	\$2,254,030	\$0	\$322,488			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,078,500	\$1,192,125	\$2,084,421	\$1,175,000	\$286,785			
Avg Sold % Change	43.11%	0.00%	38.71%	-2.80%	8.14%	0.00%	12.45%			
Prev Year - # of Solds	1	0	10	4	19	2	14			

Active Detail

July 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****6** **-53.8%**from Jun 2022:
13 **0.0%**from Jul 2021:
6

YTD	2022	2021	+/-
	45	60	-25.0%

5-year Jul average: **8****New Pendings****3** **-57.1%**from Jun 2022:
7 **-50.0%**from Jul 2021:
6

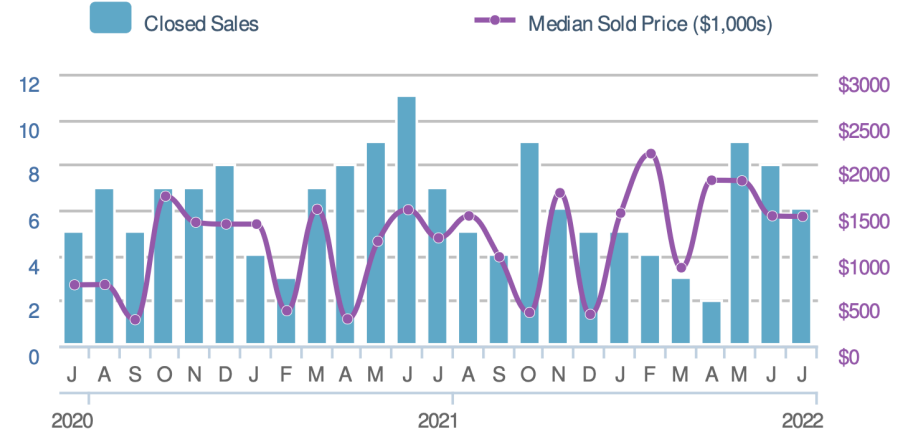
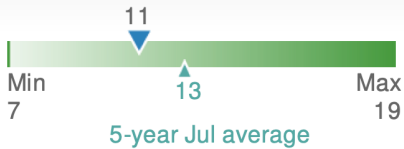
YTD	2022	2021	+/-
	32	49	-34.7%

5-year Jul average: **6****Closed Sales****6** **-25.0%**from Jun 2022:
8 **-14.3%**from Jul 2021:
7

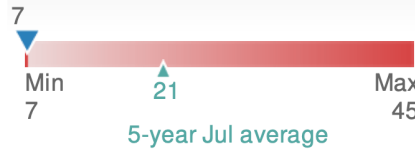
YTD	2022	2021	+/-
	36	50	-28.0%

5-year Jul average: **6****Median Sold Price****\$1,426,254** **-0.4%**from Jun 2022:
\$1,432,554 **19.9%**from Jul 2021:
\$1,190,000

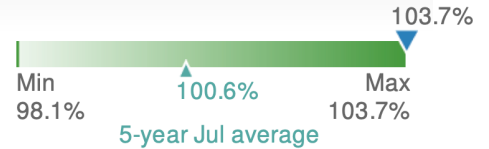
YTD	2022	2021	+/-
	\$1,657,554	\$1,171,250	41.5%

5-year Jul average: **\$1,046,631****Active Listings****11**

Jun 2022	Jul 2021
9	7

Avg DOM**7**

Jun 2022	Jul 2021	YTD
13	17	12

Avg Sold to OLP Ratio**103.7%**

Jun 2022	Jul 2021	YTD
101.6%	102.3%	101.2%

January thru August 2022 YTD
Palisades, Washington, DC (Advertised)

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 lenore.rubino@wfp.com
 lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$64,754,173	\$70,021,398	-7.52%
Avg Sold Price	\$1,643,237	\$1,232,368	33.34%
Median Sold Price	\$1,657,554	\$1,190,000	39.29%
Units Sold	40	57	-29.82%
Avg Days on Market	13	21	-38.10%
Avg List Price for Solds	\$1,618,854	\$1,228,445	31.78%
Avg SP to OLP Ratio	100.8%	100.2%	0.62%
Ratio of Avg SP to Avg OLP	101.1%	99.2%	1.91%
Attached Avg Sold Price	\$474,537	\$551,840	-14.01%
Detached Avg Sold Price	\$2,086,538	\$1,660,128	25.69%
Attached Units Sold	11	22	-50.00%
Detached Units Sold	29	35	-17.14%

Financing (Sold)

Assumption	0
Cash	8
Conventional	31
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	5
1 to 10	21
11 to 20	6
21 to 30	3
31 to 60	2
61 to 90	0
91 to 120	1
121 to 180	1
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	1	0	0	0
\$1M to \$2,499,999	1	0	4	2	16	0	0	1	2	0
\$2.5M to \$4,999,999	0	0	0	0	8	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	4	2	24	0	9	3	2	3
Avg Sold Price	\$1,195,000	\$0	\$1,496,000	\$1,158,754	\$2,222,108	\$0	\$322,488			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,101,416	\$1,192,125	\$2,002,386	\$1,175,000	\$313,875			
Avg Sold % Change	43.11%	0.00%	35.83%	-2.80%	10.97%	0.00%	2.74%			
Prev Year - # of Solds	1	0	12	4	22	2	16			

Active Detail

August 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****3**

 **-50.0%**
 from Jul 2022: **6**
 **-75.0%**
 from Aug 2021: **12**

YTD	2022	2021	+/-
	48	73	-34.2%

5-year Aug average: **6****New Pendings****2**

 **-33.3%**
 from Jul 2022: **3**
 **-77.8%**
 from Aug 2021: **9**


YTD	2022	2021	+/-
	34	58	-41.4%

5-year Aug average: **5****Closed Sales****4**

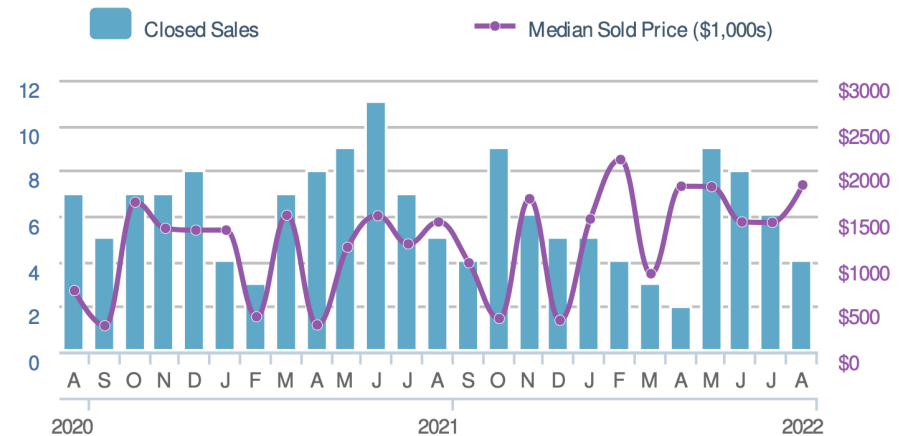
 **-33.3%**
 from Jul 2022: **6**
 **-20.0%**
 from Aug 2021: **5**

YTD	2022	2021	+/-
	40	57	-29.8%

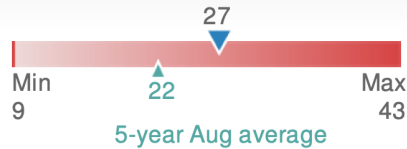
5-year Aug average: **6****Median Sold Price****\$1,840,000**

 **29.0%**
 from Jul 2022: **\$1,426,254**
 **28.5%**
 from Aug 2021: **\$1,432,000**

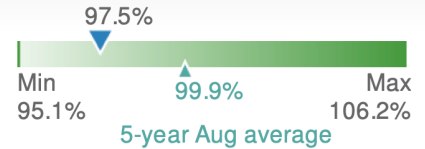
YTD	2022	2021	+/-
	\$1,657,554	\$1,190,000	39.3%

5-year Aug average: **\$1,292,000****Active Listings****8**

Jul 2022	Aug 2021
11	11

Avg DOM**27**

Jul 2022	Aug 2021	YTD
7	9	13

Avg Sold to OLP Ratio**97.5%**

Jul 2022	Aug 2021	YTD
103.7%	103.0%	100.8%

January thru September 2022 YTD
Palisades, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$65,749,173	\$73,926,298	-11.06%
Avg Sold Price	\$1,632,551	\$1,223,031	33.48%
Median Sold Price	\$1,650,000	\$1,190,000	38.66%
Units Sold	41	61	-32.79%
Avg Days on Market	13	21	-38.10%
Avg List Price for Solds	\$1,603,638	\$1,211,906	32.32%
Avg SP to OLP Ratio	101.3%	100.7%	0.64%
Ratio of Avg SP to Avg OLP	101.4%	99.9%	1.55%
Attached Avg Sold Price	\$474,537	\$531,058	-10.64%
Detached Avg Sold Price	\$2,057,157	\$1,671,878	23.04%
Attached Units Sold	11	24	-54.17%
Detached Units Sold	30	37	-18.92%

Financing (Sold)

Assumption	0
Cash	8
Conventional	32
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	5
1 to 10	22
11 to 20	6
21 to 30	3
31 to 60	2
61 to 90	0
91 to 120	1
121 to 180	1
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	1
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	0	0	0	1	1	1	0
\$1M to \$2,499,999	1	0	5	2	16	0	0	5	4	0
\$2.5M to \$4,999,999	0	0	0	0	8	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	5	2	24	0	9	8	5	3
Avg Sold Price	\$1,195,000	\$0	\$1,437,821	\$1,158,754	\$2,222,108	\$0	\$322,488			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,101,416	\$1,192,125	\$1,991,979	\$1,175,000	\$312,605			
Avg Sold % Change	43.11%	0.00%	30.54%	-2.80%	11.55%	0.00%	3.16%			
Prev Year - # of Solds	1	0	12	4	24	2	18			

Active Detail

September 2022

Palisades, Washington, DC

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

New Listings**13****↑ 333.3%**from Aug 2022:
3**↑ 18.2%**from Sep 2021:
11

YTD	2022	2021	+/-
	61	83	-26.5%

5-year Sep average: 10

New Pendings**2****↔ 0.0%**from Aug 2022:
2**↓ -71.4%**from Sep 2021:
7

YTD	2022	2021	+/-
	36	65	-44.6%

5-year Sep average: 6

Closed Sales**1****↓ -75.0%**from Aug 2022:
4**↓ -75.0%**from Sep 2021:
4

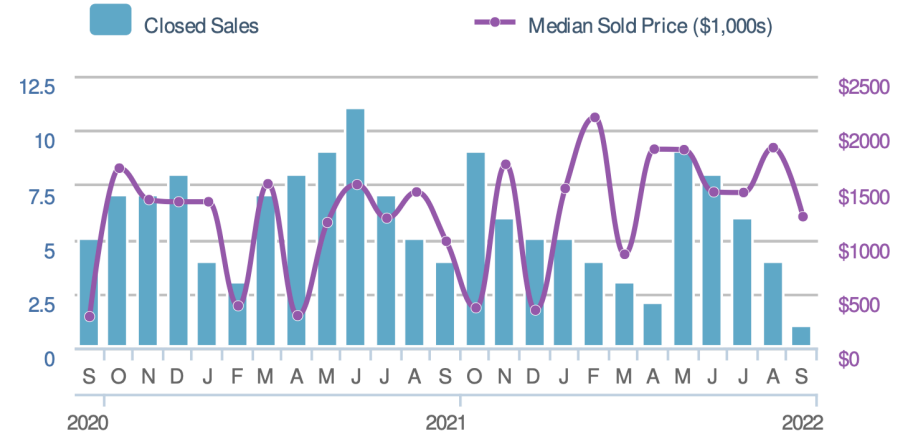
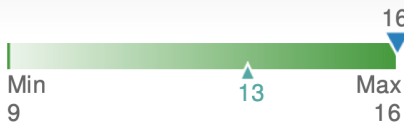
YTD	2022	2021	+/-
	41	61	-32.8%

5-year Sep average: 3

Median Sold Price**\$1,205,108****↓ -34.5%**from Aug 2022:
\$1,840,000**↑ 23.0%**from Sep 2021:
\$979,950

YTD	2022	2021	+/-
	\$1,650,000	\$1,190,000	38.7%

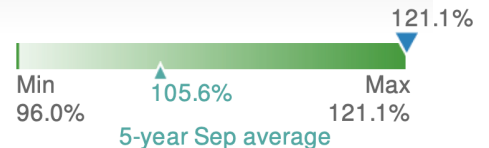
5-year Sep average: \$930,950

**Active Listings****16**

Aug 2022	Sep 2021
8	11

Avg DOM**4**

Aug 2022	Sep 2021	YTD
27	23	13

Avg Sold to OLP Ratio**121.1%**

Aug 2022	Sep 2021	YTD
97.5%	107.4%	101.3%

January thru October 2022 YTD
Palisades, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$71,148,173	\$83,377,098	-14.67%
Avg Sold Price	\$1,604,102	\$1,197,620	33.94%
Median Sold Price	\$1,600,000	\$1,171,250	36.61%
Units Sold	45	70	-35.71%
Avg Days on Market	13	23	-43.48%
Avg List Price for Solds	\$1,581,070	\$1,191,101	32.74%
Avg SP to OLP Ratio	100.9%	100.3%	0.64%
Ratio of Avg SP to Avg OLP	101.0%	99.6%	1.47%
Attached Avg Sold Price	\$512,075	\$511,630	0.09%
Detached Avg Sold Price	\$2,001,203	\$1,712,112	16.89%
Attached Units Sold	12	30	-60.00%
Detached Units Sold	33	40	-17.50%

Financing (Sold)

Assumption	0
Cash	9
Conventional	35
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	6
1 to 10	22
11 to 20	8
21 to 30	3
31 to 60	3
61 to 90	0
91 to 120	1
121 to 180	1
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	5	0	0	2
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	0
\$600K to \$799,999	0	0	0	0	0	0	0	0	0	0
\$800K to \$999,999	0	0	0	1	0	0	1	1	1	0
\$1M to \$2,499,999	1	0	7	2	17	0	0	3	5	0
\$2.5M to \$4,999,999	0	0	0	0	8	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	7	3	25	0	9	5	6	2
Avg Sold Price	\$1,195,000	\$0	\$1,348,444	\$1,080,836	\$2,216,224	\$0	\$322,488			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,101,416	\$1,192,125	\$2,016,018	\$1,183,333	\$305,669			
Avg Sold % Change	43.11%	0.00%	22.43%	-9.34%	9.93%	0.00%	5.50%			
Prev Year - # of Solds	1	0	12	4	27	3	23			

Active Detail

October 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings 10**

-23.1% **100.0%**
 from Sep 2022: 13 from Oct 2021: 5

YTD	2022	2021	+/-
	71	88	-19.3%

5-year Oct average: 10

New Pendings 7

250.0% **0.0%**
 from Sep 2022: 2 from Oct 2021: 7

YTD	2022	2021	+/-
	43	72	-40.3%

5-year Oct average: 8

Closed Sales 3

200.0% **-66.7%**
 from Sep 2022: 1 from Oct 2021: 9

YTD	2022	2021	+/-
	45	70	-35.7%

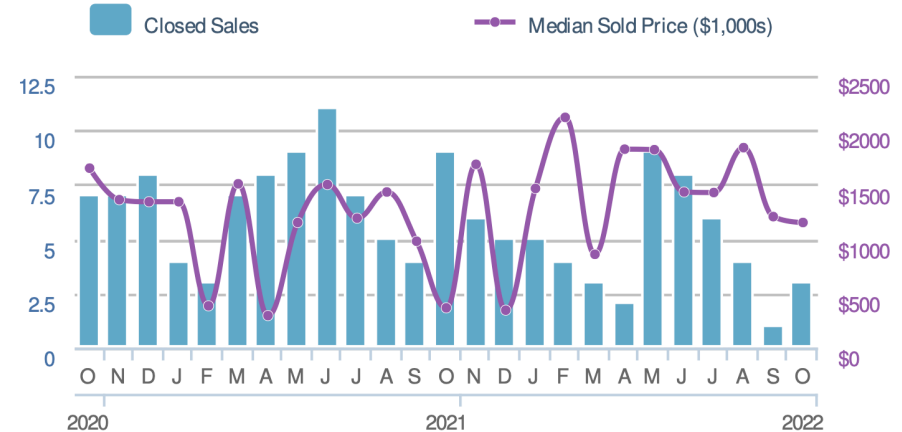
5-year Oct average: 5

Median Sold Price \$1,150,000

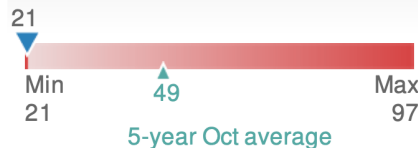
-4.6% **215.1%**
 from Sep 2022: \$1,205,108 from Oct 2021: \$365,000

YTD	2022	2021	+/-
	\$1,600,000	\$1,171,250	36.6%

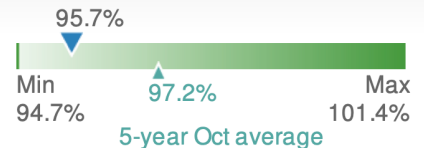
5-year Oct average: \$1,025,750

**Active Listings 13**

Sep 2022	Oct 2021
16	8

Avg DOM 21

Sep 2022	Oct 2021	YTD
4	36	13

Avg Sold to OLP Ratio 95.7%

Sep 2022	Oct 2021	YTD
121.1%	97.5%	100.9%

January thru November 2022 YTD
Palisades, Washington, DC (Advertised)

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

	2022	2021	% Change
Sold Dollar Volume	\$75,117,163	\$91,959,098	-18.31%
Avg Sold Price	\$1,522,072	\$1,203,414	26.48%
Median Sold Price	\$1,482,000	\$1,190,000	24.54%
Units Sold	50	77	-35.06%
Avg Days on Market	15	23	-34.78%
Avg List Price for Solds	\$1,502,343	\$1,194,274	25.80%
Avg SP to OLP Ratio	100.6%	100.4%	0.16%
Ratio of Avg SP to Avg OLP	100.9%	99.9%	1.02%
Attached Avg Sold Price	\$535,244	\$493,653	8.43%
Detached Avg Sold Price	\$1,986,462	\$1,708,133	16.29%
Attached Units Sold	16	32	-50.00%
Detached Units Sold	34	45	-24.44%

Financing (Sold)

Assumption	0
Cash	11
Conventional	38
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	6
1 to 10	25
11 to 20	9
21 to 30	3
31 to 60	3
61 to 90	0
91 to 120	1
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	6	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	0
\$800K to \$999,999	0	0	0	1	0	0	1	1	1	0
\$1M to \$2,499,999	1	0	8	3	17	0	0	3	3	0
\$2.5M to \$4,999,999	0	0	0	0	8	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	8	4	25	0	12	6	4	1
Avg Sold Price	\$1,195,000	\$0	\$1,367,388	\$1,076,877	\$2,216,224	\$0	\$354,700			
Prev Year - Avg Sold Price	\$835,000	\$0	\$1,092,769	\$1,192,125	\$1,994,355	\$1,183,333	\$299,136			
Avg Sold % Change	43.11%	0.00%	25.13%	-9.67%	11.12%	0.00%	18.57%			
Prev Year - # of Solds	1	0	13	4	31	3	25			

Active Detail

November 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****4**

-60.0%
 from Oct 2022:
10

-50.0%
 from Nov 2021:
8

YTD	2022	2021	+/-
	76	96	-20.8%

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

-42.9%
 from Oct 2022:
7

-33.3%
 from Nov 2021:
6

YTD	2022	2021	+/-
	46	78	-41.0%

5-year Nov average: **5****Closed Sales****4**

33.3%
 from Oct 2022:
3

-33.3%
 from Nov 2021:
6

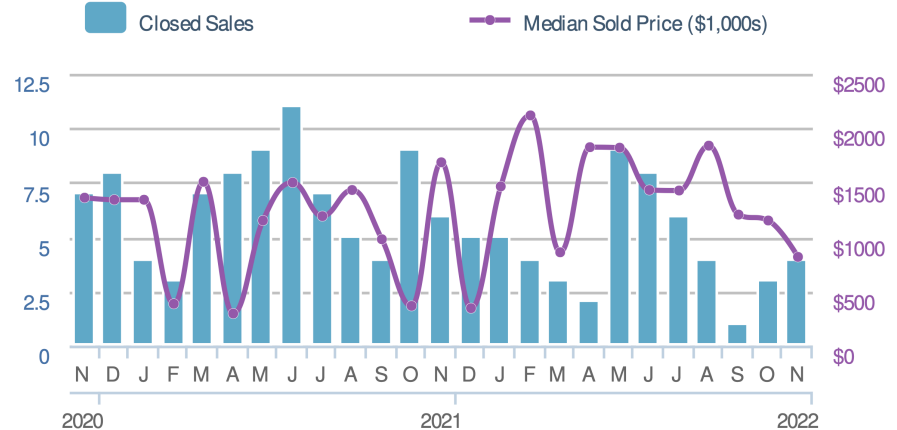
YTD	2022	2021	+/-
	50	77	-35.1%

5-year Nov average: **5****Median Sold Price****\$817,000**

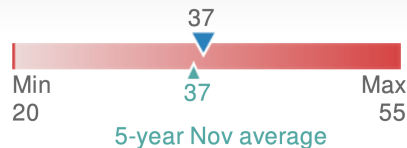
-29.0%
 from Oct 2022:
\$1,150,000

-51.5%
 from Nov 2021:
\$1,686,250

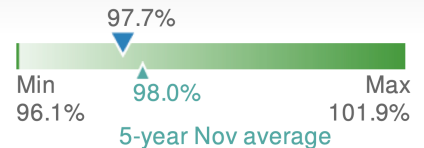
YTD	2022	2021	+/-
	\$1,482,000	\$1,190,000	24.5%

5-year Nov average: **\$1,283,650****Active Listings****11**

Oct 2022	Nov 2021
13	9

Avg DOM**37**

Oct 2022	Nov 2021	YTD
21	20	15

Avg Sold to OLP Ratio**97.7%**

Oct 2022	Nov 2021	YTD
95.7%	101.9%	100.6%

January thru December 2022 YTD
Palisades, Washington, DC (Advertised)202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

	2022	2021	% Change
Sold Dollar Volume	\$79,750,063	\$94,308,948	-15.44%
Avg Sold Price	\$1,493,187	\$1,159,084	28.82%
Median Sold Price	\$1,372,000	\$1,093,500	25.47%
Units Sold	54	82	-34.15%
Avg Days on Market	16	23	-30.43%
Avg List Price for Solds	\$1,476,853	\$1,150,109	28.41%
Avg SP to OLP Ratio	100.3%	100.3%	0.01%
Ratio of Avg SP to Avg OLP	100.7%	99.9%	0.79%
Attached Avg Sold Price	\$536,442	\$491,321	9.18%
Detached Avg Sold Price	\$2,012,563	\$1,708,133	17.82%
Attached Units Sold	19	37	-48.65%
Detached Units Sold	35	45	-22.22%

Financing (Sold)

Assumption	0
Cash	12
Conventional	41
FHA	0
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	6
1 to 10	26
11 to 20	9
21 to 30	3
31 to 60	3
61 to 90	2
91 to 120	1
121 to 180	3
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	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	2	0	0	0
\$200K to \$299,999	0	0	0	0	0	0	8	0	0	1
\$300K to \$399,999	0	0	0	0	0	0	1	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	0	0	0	0
\$800K to \$999,999	0	0	0	1	0	0	1	1	0	0
\$1M to \$2,499,999	1	0	8	4	17	0	0	1	2	0
\$2.5M to \$4,999,999	0	0	0	0	9	0	0	1	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	1	0	8	5	26	0	14	3	2	1
Avg Sold Price	\$1,195,000	\$0	\$1,367,388	\$1,081,501	\$2,242,523	\$0	\$341,778			
Prev Year - Avg Sold Price	\$835,000	\$750,000	\$1,092,769	\$1,192,125	\$1,994,355	\$1,183,333	\$314,151			
Avg Sold % Change	43.11%	0.00%	25.13%	-9.28%	12.44%	0.00%	8.79%			
Prev Year - # of Solds	1	1	13	4	31	3	29			

Active Detail

December 2022

Palisades, Washington, DC

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****1**

 **-75.0%**  **-50.0%**
 from Nov 2022: 4 from Dec 2021: 2



YTD	2022	2021	+/-
	77	98	-21.4%

5-year Dec average: **3****New Pendings****3**

 **-25.0%**  **50.0%**
 from Nov 2022: 4 from Dec 2021: 2



YTD	2022	2021	+/-
	49	80	-38.8%

5-year Dec average: **3****Closed Sales****4**

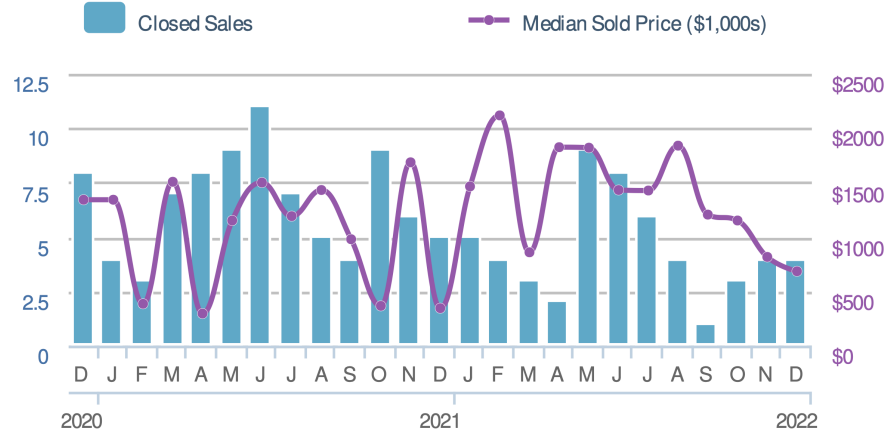
 **0.0%**  **-20.0%**
 from Nov 2022: 4 from Dec 2021: 5

YTD	2022	2021	+/-
	54	82	-34.1%

5-year Dec average: **6****Median Sold Price****\$683,000**

 **-16.4%**  **98.5%**
 from Nov 2022: **\$817,000** from Dec 2021: **\$344,000**

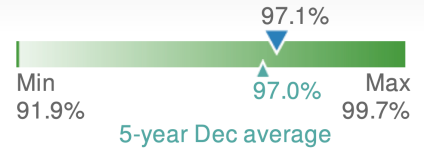
YTD	2022	2021	+/-
	\$1,372,000	\$1,093,500	25.5%

5-year Dec average: **\$945,400****Active Listings****6**

Nov 2022	Dec 2021
11	7

Avg DOM**30**

Nov 2022	Dec 2021	YTD
37	30	16

Avg Sold to OLP Ratio**97.1%**

Nov 2022	Dec 2021	YTD
97.7%	98.7%	100.3%