

January thru January 2025 YTD
Mc Lean, VA202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**Sold Summary**

| | 2025 | 2024 | % Change |
|----------------------------|---------------|--------------|----------|
| Sold Dollar Volume | \$104,033,276 | \$51,597,845 | 101.62% |
| Avg Sold Price | \$2,573,459 | \$1,512,483 | 70.15% |
| Median Sold Price | \$1,800,000 | \$1,050,000 | 71.43% |
| Units Sold | 38 | 33 | 15.15% |
| Avg Days on Market | 64 | 43 | 48.84% |
| Avg List Price for Solds | \$2,737,717 | \$1,563,571 | 75.09% |
| Avg SP to OLP Ratio | 94.7% | 97.8% | -3.11% |
| Ratio of Avg SP to Avg OLP | 90.4% | 94.4% | -4.25% |
| Attached Avg Sold Price | \$764,454 | \$611,971 | 24.92% |
| Detached Avg Sold Price | \$3,310,460 | \$2,593,096 | 27.66% |
| Attached Units Sold | 11 | 18 | -38.89% |
| Detached Units Sold | 27 | 15 | 80.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 20 |
| Conventional | 16 |
| FHA | 0 |
| Other | 0 |
| Owner | 1 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 4 |
| 1 to 10 | 11 |
| 11 to 20 | 1 |
| 21 to 30 | 1 |
| 31 to 60 | 3 |
| 61 to 90 | 2 |
| 91 to 120 | 3 |
| 121 to 180 | 8 |
| 181 to 360 | 4 |
| 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.

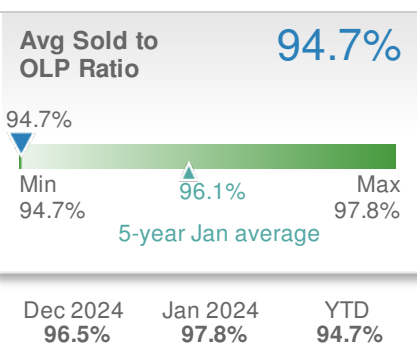
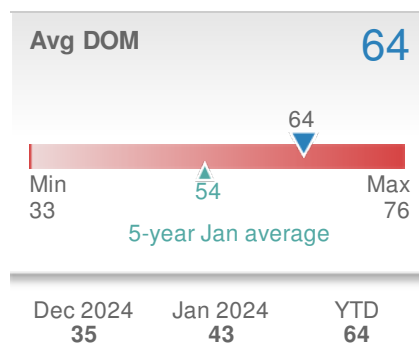
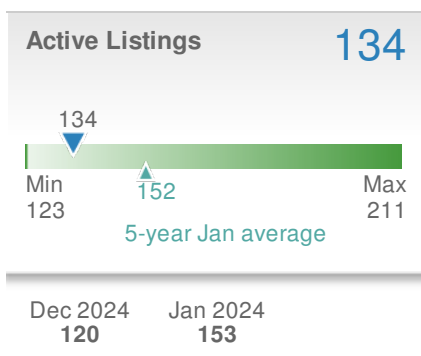
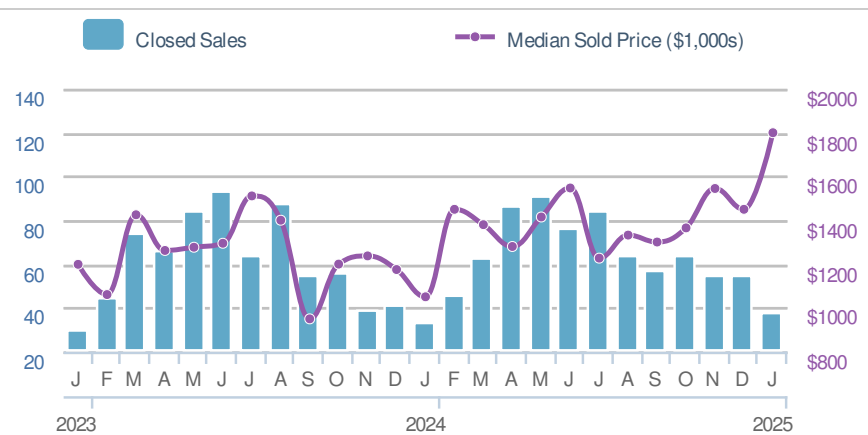
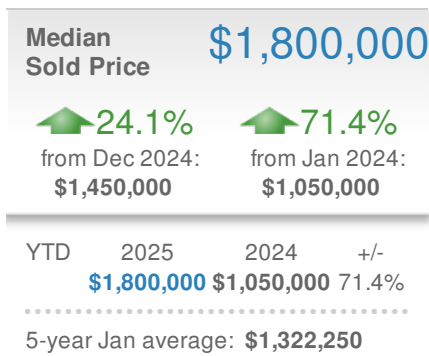
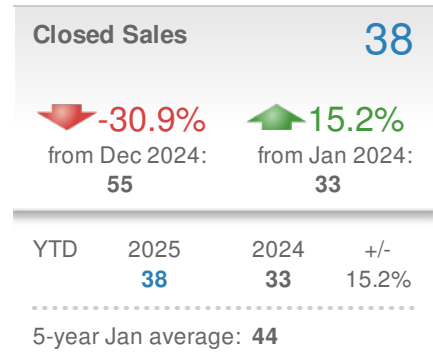
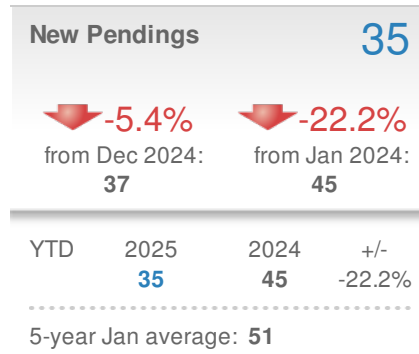
Sold Detail

| 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 | 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 | 3 | 0 | 0 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 1 | 12 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 4 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 6 |
| \$800K to \$999,999 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 |
| \$1M to \$2,499,999 | 0 | 1 | 4 | 0 | 10 | 0 | 0 | 17 | 2 | 12 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 1 | 10 | 0 | 0 | 38 | 3 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 30 | 0 | 0 |
| Total | 0 | 1 | 4 | 2 | 23 | 0 | 8 | 85 | 8 | 41 |
| Avg Sold Price | \$0 | \$1,640,000 | \$1,487,500 | \$1,745,000 | \$3,627,497 | \$0 | \$409,875 | | | |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$1,050,000 | \$895,000 | \$2,703,317 | \$971,250 | \$545,199 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 41.67% | 94.97% | 34.19% | 0.00% | -24.82% | | | |
| Prev Year - # of Solds | 0 | 0 | 1 | 1 | 14 | 2 | 15 | | | |

Active Detail

January 2025

Mc Lean, VA

202.262.1261
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lenorerubino.com

January thru February 2025 YTD
Mc Lean, VA

202.262.1261
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lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$147,428,604 | \$134,105,388 | 9.93% |
| Avg Sold Price | \$2,129,501 | \$1,612,677 | 32.05% |
| Median Sold Price | \$1,405,000 | \$1,229,950 | 14.23% |
| Units Sold | 66 | 81 | -18.52% |
| Avg Days on Market | 59 | 40 | 47.50% |
| Avg List Price for Solds | \$2,233,766 | \$1,655,622 | 34.92% |
| Avg SP to OLP Ratio | 96.2% | 97.6% | -1.48% |
| Ratio of Avg SP to Avg OLP | 92.6% | 95.7% | -3.24% |
| Attached Avg Sold Price | \$709,697 | \$665,197 | 6.69% |
| Detached Avg Sold Price | \$2,940,817 | \$2,583,844 | 13.82% |
| Attached Units Sold | 24 | 41 | -41.46% |
| Detached Units Sold | 42 | 40 | 5.00% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 28 |
| Conventional | 36 |
| FHA | 0 |
| Other | 0 |
| Owner | 1 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 6 |
| 1 to 10 | 22 |
| 11 to 20 | 2 |
| 21 to 30 | 1 |
| 31 to 60 | 6 |
| 61 to 90 | 4 |
| 91 to 120 | 4 |
| 121 to 180 | 13 |
| 181 to 360 | 6 |
| 361 to 720 | 2 |
| 721+ | 0 |

Notes:

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

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 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 | 2 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 5 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 15 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 7 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 9 |
| \$800K to \$999,999 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 2 |
| \$1M to \$2,499,999 | 0 | 1 | 4 | 0 | 19 | 0 | 3 | 22 | 2 | 14 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 1 | 15 | 0 | 0 | 46 | 2 | 1 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 26 | 0 | 0 |
| Total | 0 | 1 | 4 | 2 | 38 | 0 | 21 | 94 | 5 | 55 |
| Avg Sold Price | \$0 | \$1,640,000 | \$1,487,500 | \$1,745,000 | \$3,093,798 | \$0 | \$566,797 | | | |
| Prev Year - Avg Sold Price | \$0 | \$1,642,970 | \$1,050,000 | \$860,230 | \$2,623,173 | \$977,500 | \$559,817 | | | |
| Avg Sold % Change | 0.00% | -0.18% | 41.67% | 102.85% | 17.94% | 0.00% | 1.25% | | | |
| Prev Year - # of Solds | 0 | 2 | 1 | 3 | 39 | 3 | 33 | | | |

Active Detail

February 2025

Mc Lean, VA

202.262.1261

lenore.rubino@wfp.com

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New Listings

58

↑ 31.8%

from Jan 2025:
44

↓ -31.0%

from Feb 2024:
84

| YTD | 2025 | 2024 | +/- |
|-----|------|------|--------|
| | 118 | 162 | -27.2% |

5-year Feb average: 94

New Pending

42

↑ 20.0%

from Jan 2025:
35

↓ -35.4%

from Feb 2024:
65

| YTD | 2025 | 2024 | +/- |
|-----|------|------|--------|
| | 80 | 116 | -31.0% |

5-year Feb average: 71

Closed Sales

27

↓ -28.9%

from Jan 2025:
38

↓ -40.0%

from Feb 2024:
45

| YTD | 2025 | 2024 | +/- |
|-----|------|------|--------|
| | 66 | 81 | -18.5% |

5-year Feb average: 47

Median Sold Price

\$1,350,000

↓ -25.0%

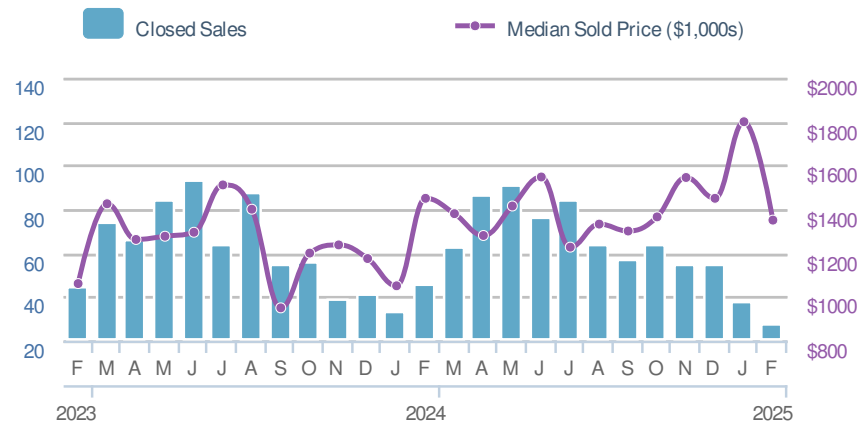
from Jan 2025:
\$1,800,000

↓ -6.9%

from Feb 2024:
\$1,450,000

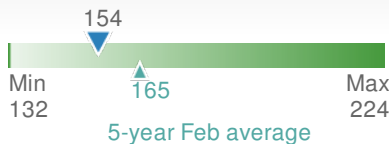
| YTD | 2025 | 2024 | +/- |
|-----|-------------|-------------|-------|
| | \$1,405,000 | \$1,229,950 | 14.2% |

5-year Feb average: \$1,259,195



Active Listings

154



| Jan 2025 | Feb 2024 |
|----------|----------|
| 134 | 169 |

Avg DOM

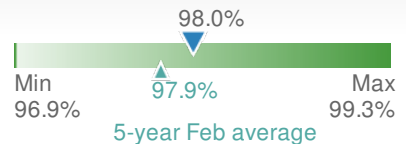
53



| Jan 2025 | Feb 2024 | YTD |
|----------|----------|-----|
| 64 | 40 | 59 |

Avg Sold to OLP Ratio

98.0%



| Jan 2025 | Feb 2024 | YTD |
|----------|----------|-------|
| 94.7% | 97.3% | 96.2% |

January thru March 2025 YTD
Mc Lean, VA

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Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$272,976,591 | \$231,513,933 | 17.91% |
| Avg Sold Price | \$2,060,219 | \$1,567,936 | 31.40% |
| Median Sold Price | \$1,460,000 | \$1,248,970 | 16.90% |
| Units Sold | 127 | 144 | -11.81% |
| Avg Days on Market | 49 | 42 | 16.67% |
| Avg List Price for Solds | \$2,149,421 | \$1,607,735 | 33.69% |
| Avg SP to OLP Ratio | 96.7% | 98.7% | -2.04% |
| Ratio of Avg SP to Avg OLP | 93.5% | 97.3% | -3.91% |
| Attached Avg Sold Price | \$724,159 | \$652,014 | 11.06% |
| Detached Avg Sold Price | \$2,845,154 | \$2,387,445 | 19.17% |
| Attached Units Sold | 47 | 68 | -30.88% |
| Detached Units Sold | 80 | 76 | 5.26% |

Financing (Sold)

| | |
|--------------|----|
| Assumption | 0 |
| Cash | 53 |
| Conventional | 67 |
| FHA | 0 |
| Other | 2 |
| Owner | 1 |
| VA | 3 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 14 |
| 1 to 10 | 44 |
| 11 to 20 | 7 |
| 21 to 30 | 2 |
| 31 to 60 | 11 |
| 61 to 90 | 10 |
| 91 to 120 | 9 |
| 121 to 180 | 15 |
| 181 to 360 | 13 |
| 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

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 8 |
| \$400K to \$499,999 | 0 | 1 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 11 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 2 | 10 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 8 |
| \$800K to \$999,999 | 0 | 0 | 0 | 3 | 0 | 0 | 2 | 0 | 0 | 3 |
| \$1M to \$2,499,999 | 0 | 2 | 5 | 1 | 39 | 4 | 3 | 34 | 6 | 20 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 1 | 27 | 0 | 0 | 67 | 2 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 24 | 0 | 0 |
| Total | 0 | 3 | 6 | 5 | 74 | 4 | 35 | 125 | 10 | 66 |
| Avg Sold Price | \$0 | \$1,096,333 | \$1,683,333 | \$1,316,270 | \$2,939,355 | \$1,484,375 | \$520,790 | | | |
| Prev Year - Avg Sold Price | \$0 | \$1,642,970 | \$1,065,000 | \$1,010,515 | \$2,423,187 | \$991,500 | \$554,302 | | | |
| Avg Sold % Change | 0.00% | -33.27% | 58.06% | 30.26% | 21.30% | 49.71% | -6.05% | | | |
| Prev Year - # of Solds | 0 | 2 | 2 | 5 | 74 | 5 | 56 | | | |

March 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****110**
89.7%
from Feb 2025:
58

 26.4%
from Mar 2024:
87

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 260 | 269 | -3.3% |

5-year Mar average: **122****New Pendings****68**
61.9%
from Feb 2025:
42

 -24.4%
from Mar 2024:
90

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 151 | 204 | -26.0% |

5-year Mar average: **96****Closed Sales****60**
122.2%
from Feb 2025:
27

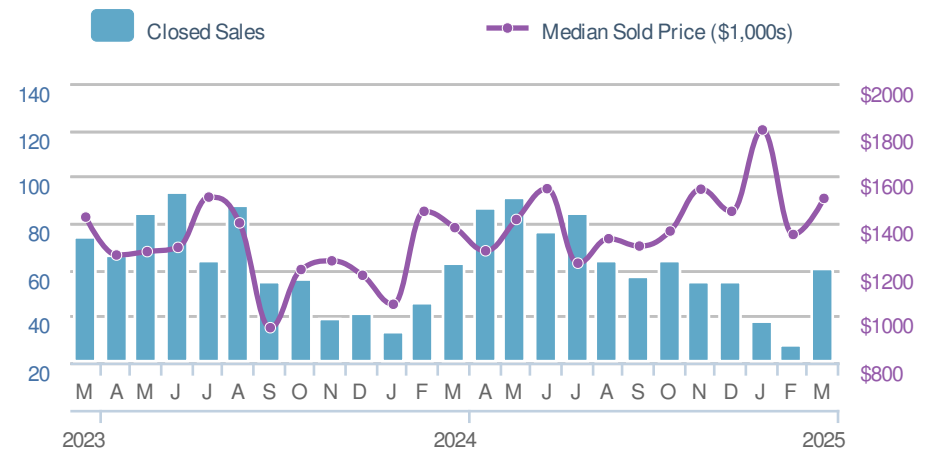
 -3.2%
from Mar 2024:
62

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 127 | 144 | -11.8% |

5-year Mar average: **78****Median Sold Price****\$1,505,000**
11.5%
from Feb 2025:
\$1,350,000

 9.1%
from Mar 2024:
\$1,380,000

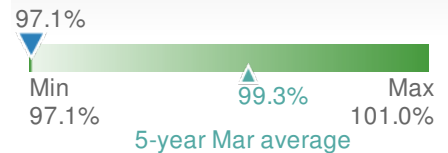
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|-------|
| | \$1,460,000 | \$1,248,970 | 16.9% |

5-year Mar average: **\$1,302,150****Active Listings****201**

| Feb 2025 | Mar 2024 |
|------------|------------|
| 154 | 164 |

Avg DOM**39**

| Feb 2025 | Mar 2024 | YTD |
|-----------|-----------|-----------|
| 53 | 44 | 49 |

Avg Sold to OLP Ratio**97.1%**

| Feb 2025 | Mar 2024 | YTD |
|--------------|--------------|--------------|
| 98.0% | 99.8% | 96.7% |

January thru April 2025 YTD

Mc Lean, VA

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

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$387,686,469 | \$382,349,901 | 1.40% |
| Avg Sold Price | \$2,011,394 | \$1,617,912 | 24.32% |
| Median Sold Price | \$1,453,000 | \$1,256,000 | 15.68% |
| Units Sold | 187 | 235 | -20.43% |
| Avg Days on Market | 47 | 36 | 30.56% |
| Avg List Price for Solds | \$2,084,335 | \$1,633,973 | 27.56% |
| Avg SP to OLP Ratio | 97.3% | 99.8% | -2.54% |
| Ratio of Avg SP to Avg OLP | 93.8% | 98.8% | -5.03% |
| Attached Avg Sold Price | \$716,666 | \$642,401 | 11.56% |
| Detached Avg Sold Price | \$2,829,116 | \$2,513,464 | 12.56% |
| Attached Units Sold | 73 | 112 | -34.82% |
| Detached Units Sold | 114 | 123 | -7.32% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 71 |
| Conventional | 105 |
| FHA | 0 |
| Other | 2 |
| Owner | 1 |
| VA | 6 |

Days on Market (Sold)

| | |
|------------|----|
| 0 | 17 |
| 1 to 10 | 72 |
| 11 to 20 | 18 |
| 21 to 30 | 4 |
| 31 to 60 | 14 |
| 61 to 90 | 11 |
| 91 to 120 | 12 |
| 121 to 180 | 18 |
| 181 to 360 | 16 |
| 361 to 720 | 4 |
| 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 | 1 | 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 | 7 | 0 | 0 | 9 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 11 |
| \$400K to \$499,999 | 0 | 1 | 0 | 0 | 0 | 0 | 14 | 0 | 1 | 14 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 1 | 8 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 6 |
| \$800K to \$999,999 | 1 | 0 | 0 | 4 | 0 | 0 | 2 | 0 | 2 | 4 |
| \$1M to \$2,499,999 | 1 | 2 | 7 | 3 | 56 | 5 | 6 | 49 | 10 | 21 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 1 | 37 | 0 | 0 | 69 | 1 | 4 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 28 | 0 | 0 |
| Total | 2 | 3 | 8 | 8 | 104 | 5 | 57 | 146 | 15 | 77 |
| Avg Sold Price | \$1,036,767 | \$1,096,333 | \$1,641,031 | \$1,263,106 | \$2,954,976 | \$1,433,500 | \$554,261 | | | |
| Prev Year - Avg Sold Price | \$0 | \$1,187,646 | \$1,215,000 | \$1,105,554 | \$2,568,954 | \$1,006,233 | \$545,516 | | | |
| Avg Sold % Change | 0.00% | -7.69% | 35.06% | 14.25% | 15.03% | 42.46% | 1.60% | | | |
| Prev Year - # of Solds | 0 | 3 | 5 | 11 | 118 | 6 | 92 | | | |

April 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****119****↑ 8.2%**from Mar 2025:
110**↓ -3.3%**from Apr 2024:
123

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 417 | 416 | 0.2% |

5-year Apr average: **137****New Pendings****83****↑ 22.1%**from Mar 2025:
68**↓ -11.7%**from Apr 2024:
94

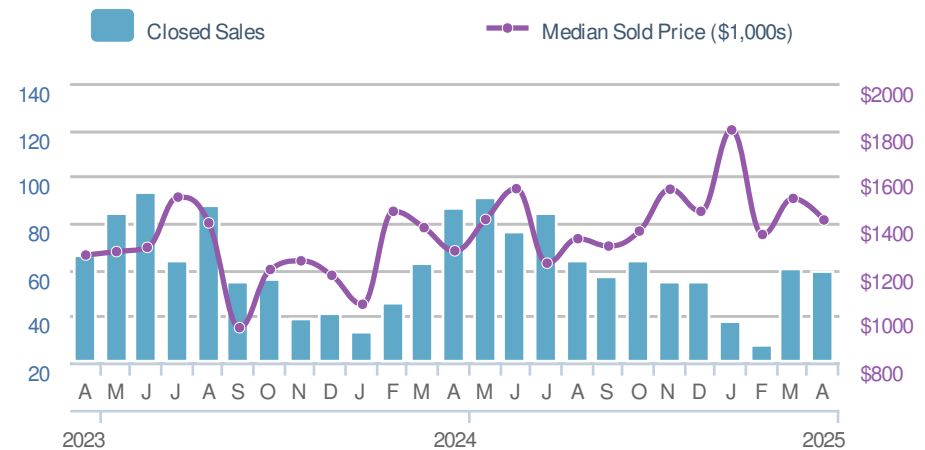
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 233 | 297 | -21.5% |

5-year Apr average: **95****Closed Sales****59****↓ -1.7%**from Mar 2025:
60**↓ -31.4%**from Apr 2024:
86

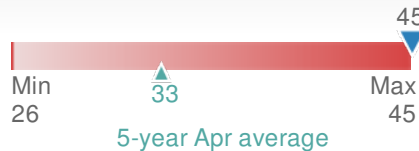
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 187 | 235 | -20.4% |

5-year Apr average: **83****Median Sold Price****\$1,413,612****↓ -6.1%**from Mar 2025:
\$1,505,000**↑ 10.4%**from Apr 2024:
\$1,280,000

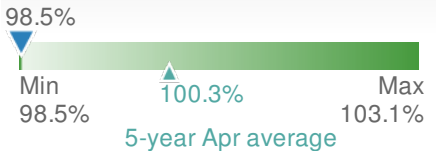
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|-------|
| | \$1,453,000 | \$1,256,000 | 15.7% |

5-year Apr average: **\$1,240,222****Active Listings****238**

| Mar 2025 | Apr 2024 |
|------------|------------|
| 201 | 197 |

Avg DOM**45**

| Mar 2025 | Apr 2024 | YTD |
|-----------|-----------|-----------|
| 39 | 26 | 47 |

Avg Sold to OLP Ratio**98.5%**

| Mar 2025 | Apr 2024 | YTD |
|--------------|---------------|--------------|
| 97.1% | 101.8% | 97.3% |

January thru May 2025 YTD

Mc Lean, VA

202.262.1261

lenore.rubino@wfp.com

lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$544,636,996 | \$528,817,425 | 2.99% |
| Avg Sold Price | \$1,866,039 | \$1,603,330 | 16.39% |
| Median Sold Price | \$1,415,000 | \$1,300,000 | 8.85% |
| Units Sold | 284 | 328 | -13.41% |
| Avg Days on Market | 40 | 36 | 11.11% |
| Avg List Price for Solds | \$1,924,512 | \$1,612,248 | 19.37% |
| Avg SP to OLP Ratio | 97.3% | 100.0% | -2.63% |
| Ratio of Avg SP to Avg OLP | 94.6% | 99.0% | -4.45% |
| Attached Avg Sold Price | \$718,312 | \$668,931 | 7.38% |
| Detached Avg Sold Price | \$2,686,837 | \$2,440,508 | 10.09% |
| Attached Units Sold | 119 | 155 | -23.23% |
| Detached Units Sold | 165 | 173 | -4.62% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 115 |
| Conventional | 150 |
| FHA | 1 |
| Other | 5 |
| Owner | 1 |
| VA | 9 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 24 |
| 1 to 10 | 116 |
| 11 to 20 | 31 |
| 21 to 30 | 13 |
| 31 to 60 | 25 |
| 61 to 90 | 16 |
| 91 to 120 | 15 |
| 121 to 180 | 19 |
| 181 to 360 | 19 |
| 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

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 | 1 | 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 | 1 | 0 | 0 | 0 | 0 | 9 | 0 | 0 | 9 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 23 | 0 | 0 | 12 |
| \$400K to \$499,999 | 0 | 1 | 0 | 0 | 0 | 0 | 17 | 0 | 1 | 10 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 12 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 1 | 5 |
| \$800K to \$999,999 | 1 | 0 | 0 | 7 | 0 | 0 | 4 | 0 | 1 | 5 |
| \$1M to \$2,499,999 | 1 | 2 | 10 | 9 | 92 | 8 | 9 | 56 | 7 | 15 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 1 | 47 | 0 | 0 | 71 | 1 | 4 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 27 | 0 | 0 |
| Total | 2 | 5 | 11 | 17 | 152 | 8 | 89 | 154 | 11 | 72 |
| Avg Sold Price | \$1,036,767 | \$828,800 | \$1,513,341 | \$1,220,814 | \$2,793,473 | \$1,326,875 | \$559,636 | | | |
| Prev Year - Avg Sold Price | \$0 | \$1,187,646 | \$1,248,333 | \$1,102,806 | \$2,483,341 | \$1,011,057 | \$588,476 | | | |
| Avg Sold % Change | 0.00% | -30.21% | 21.23% | 10.70% | 12.49% | 31.24% | -4.90% | | | |
| Prev Year - # of Solds | 0 | 3 | 6 | 15 | 167 | 7 | 130 | | | |

May 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****122** **2.5%**from Apr 2025:
119 **8.0%**from May 2024:
113

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 570 | 549 | 3.8% |

5-year May average: **128****New Pendings****88** **6.0%**from Apr 2025:
83 **6.0%**from May 2024:
83

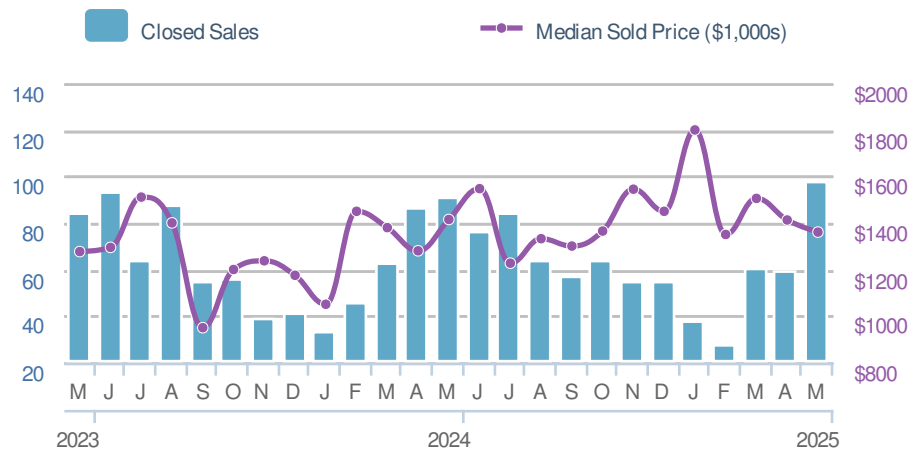
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 321 | 380 | -15.5% |

5-year May average: **88****Closed Sales****97** **64.4%**from Apr 2025:
59 **6.6%**from May 2024:
91

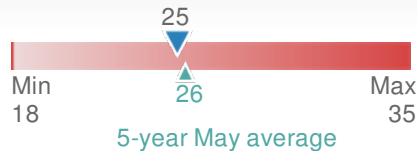
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 284 | 328 | -13.4% |

5-year May average: **94****Median Sold Price****\$1,360,000** **-3.8%**from Apr 2025:
\$1,413,612 **-3.9%**from May 2024:
\$1,415,000

| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,415,000 | \$1,300,000 | 8.8% |

5-year May average: **\$1,323,900****Active Listings****237**

| Apr 2025 | May 2024 |
|------------|------------|
| 238 | 207 |

Avg DOM**25**

| Apr 2025 | May 2024 | YTD |
|-----------|-----------|-----------|
| 45 | 35 | 40 |

Avg Sold to OLP Ratio**97.4%**

| Apr 2025 | May 2024 | YTD |
|--------------|---------------|--------------|
| 98.5% | 100.4% | 97.3% |

January thru June 2025 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$670,433,138 | \$667,434,784 | 0.45% |
| Avg Sold Price | \$1,747,893 | \$1,633,728 | 6.99% |
| Median Sold Price | \$1,375,000 | \$1,350,000 | 1.85% |
| Units Sold | 374 | 406 | -7.88% |
| Avg Days on Market | 38 | 35 | 8.57% |
| Avg List Price for Solds | \$1,797,407 | \$1,643,928 | 9.34% |
| Avg SP to OLP Ratio | 97.3% | 99.9% | -2.54% |
| Ratio of Avg SP to Avg OLP | 95.0% | 98.9% | -3.94% |
| Attached Avg Sold Price | \$713,770 | \$651,828 | 9.50% |
| Detached Avg Sold Price | \$2,550,570 | \$2,455,680 | 3.86% |
| Attached Units Sold | 164 | 185 | -11.35% |
| Detached Units Sold | 210 | 221 | -4.98% |

- 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.

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 150 |
| Conventional | 200 |
| FHA | 1 |
| Other | 5 |
| Owner | 1 |
| VA | 14 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 25 |
| 1 to 10 | 156 |
| 11 to 20 | 39 |
| 21 to 30 | 22 |
| 31 to 60 | 43 |
| 61 to 90 | 19 |
| 91 to 120 | 17 |
| 121 to 180 | 24 |
| 181 to 360 | 22 |
| 361 to 720 | 6 |
| 721+ | 1 |

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 | 1 | 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 | 1 | 0 | 0 | 0 | 0 | 12 | 0 | 0 | 6 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 31 | 0 | 0 | 12 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 22 | 0 | 0 | 11 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 22 | 0 | 1 | 6 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 14 | 0 | 2 | 3 |
| \$800K to \$999,999 | 1 | 0 | 0 | 9 | 0 | 0 | 9 | 0 | 2 | 5 |
| \$1M to \$2,499,999 | 1 | 2 | 12 | 11 | 123 | 13 | 13 | 46 | 8 | 14 |
| \$2.5M to \$4,999,999 | 0 | 0 | 1 | 1 | 59 | 0 | 0 | 76 | 1 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 28 | 0 | 0 |
| Total | 2 | 6 | 13 | 21 | 195 | 13 | 124 | 150 | 14 | 59 |
| Avg Sold Price | \$1,036,767 | \$765,583 | \$1,462,442 | \$1,200,659 | \$2,638,638 | \$1,241,807 | \$572,306 | | | |
| Prev Year - Avg Sold Price | \$0 | \$1,187,646 | \$1,405,714 | \$1,094,037 | \$2,490,025 | \$1,011,057 | \$581,404 | | | |
| Avg Sold % Change | 0.00% | -35.54% | 4.04% | 9.75% | 5.97% | 22.82% | -1.56% | | | |
| Prev Year - # of Solds | 0 | 3 | 7 | 16 | 214 | 7 | 159 | | | |

June 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****70**

-42.6%
 from May 2025: **122**

-11.4%
 from Jun 2024: **79**

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 663 | 649 | 2.2% |

5-year Jun average: **109****New Pendings****71**

-19.3%
 from May 2025: **88**

-10.1%
 from Jun 2024: **79**

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 392 | 459 | -14.6% |

5-year Jun average: **86****Closed Sales****87**

-10.3%
 from May 2025: **97**

14.5%
 from Jun 2024: **76**

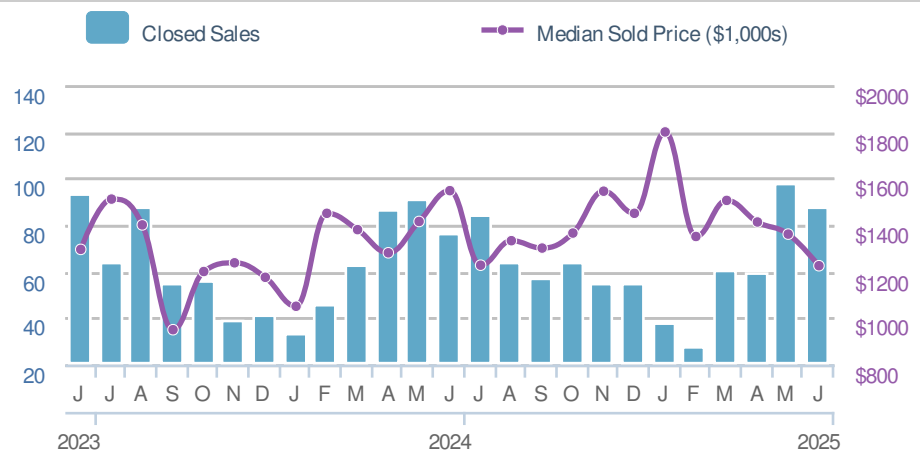
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 374 | 406 | -7.9% |

5-year Jun average: **95****Median Sold Price****\$1,225,000**

-9.9%
 from May 2025: **\$1,360,000**

-20.9%
 from Jun 2024: **\$1,547,993**

| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,375,000 | \$1,350,000 | 1.9% |

5-year Jun average: **\$1,325,999****Active Listings****223**

| May 2025 | Jun 2024 |
|------------|------------|
| 237 | 199 |

Avg DOM**29**

| May 2025 | Jun 2024 | YTD |
|-----------|-----------|-----------|
| 25 | 31 | 38 |

Avg Sold to OLP Ratio**97.2%**

| May 2025 | Jun 2024 | YTD |
|--------------|--------------|--------------|
| 97.4% | 99.3% | 97.3% |

January thru July 2025 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$787,789,646 | \$793,965,039 | -0.78% |
| Avg Sold Price | \$1,743,566 | \$1,607,278 | 8.48% |
| Median Sold Price | \$1,389,000 | \$1,337,500 | 3.85% |
| Units Sold | 441 | 491 | -10.18% |
| Avg Days on Market | 36 | 33 | 9.09% |
| Avg List Price for Solds | \$1,790,431 | \$1,620,336 | 10.50% |
| Avg SP to OLP Ratio | 97.3% | 99.5% | -2.22% |
| Ratio of Avg SP to Avg OLP | 95.2% | 98.6% | -3.39% |
| Attached Avg Sold Price | \$735,697 | \$647,850 | 13.56% |
| Detached Avg Sold Price | \$2,538,390 | \$2,449,075 | 3.65% |
| Attached Units Sold | 195 | 230 | -15.22% |
| Detached Units Sold | 246 | 261 | -5.75% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 184 |
| Conventional | 228 |
| FHA | 2 |
| Other | 5 |
| Owner | 1 |
| VA | 18 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 32 |
| 1 to 10 | 178 |
| 11 to 20 | 45 |
| 21 to 30 | 32 |
| 31 to 60 | 53 |
| 61 to 90 | 23 |
| 91 to 120 | 22 |
| 121 to 180 | 26 |
| 181 to 360 | 22 |
| 361 to 720 | 7 |
| 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 | 1 | 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 | 1 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 39 | 0 | 0 | 12 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 24 | 0 | 1 | 13 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 26 | 0 | 0 | 13 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 16 | 0 | 1 | 4 |
| \$800K to \$999,999 | 1 | 0 | 0 | 9 | 0 | 0 | 10 | 0 | 2 | 6 |
| \$1M to \$2,499,999 | 1 | 2 | 13 | 14 | 145 | 17 | 17 | 42 | 9 | 16 |
| \$2.5M to \$4,999,999 | 1 | 0 | 1 | 1 | 70 | 0 | 0 | 61 | 0 | 2 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 14 | 0 | 0 | 29 | 0 | 0 |
| Total | 3 | 6 | 14 | 24 | 229 | 17 | 148 | 132 | 13 | 70 |
| Avg Sold Price | \$1,957,845 | \$765,583 | \$1,443,696 | \$1,219,327 | \$2,612,920 | \$1,278,970 | \$592,689 | | | |
| Prev Year - Avg Sold Price | \$0 | \$967,735 | \$1,365,555 | \$1,083,373 | \$2,487,772 | \$1,028,155 | \$581,975 | | | |
| Avg Sold % Change | 0.00% | -20.89% | 5.72% | 12.55% | 5.03% | 24.39% | 1.84% | | | |
| Prev Year - # of Solds | 0 | 4 | 9 | 19 | 252 | 9 | 198 | | | |

July 2025


Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****67** **-4.3%**
from Jun 2025:
70 **-21.2%**
from Jul 2024:
85



| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 769 | 757 | 1.6% |

5-year Jul average: **90****New Pendings****80** **12.7%**
from Jun 2025:
71 **19.4%**
from Jul 2024:
67

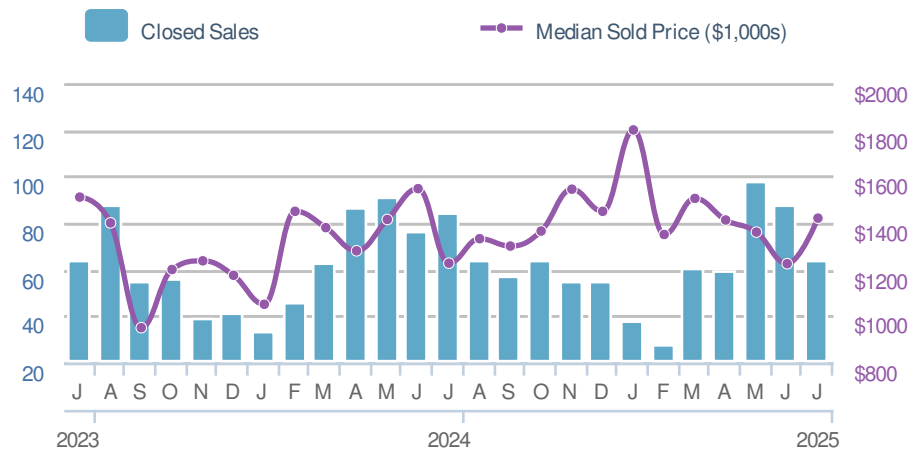
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 474 | 525 | -9.7% |

5-year Jul average: **72****Closed Sales****63** **-27.6%**
from Jun 2025:
87 **-25.0%**
from Jul 2024:
84

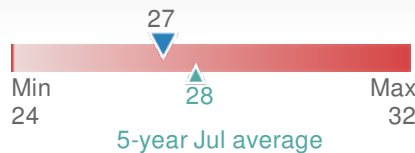
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|--------|
| | 441 | 491 | -10.2% |

5-year Jul average: **83****Median Sold Price****\$1,420,000** **15.9%**
from Jun 2025:
\$1,225,000 **15.7%**
from Jul 2024:
\$1,227,000

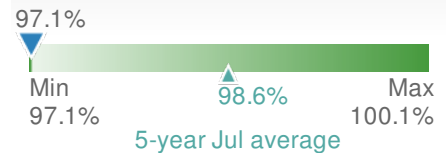
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,389,000 | \$1,337,500 | 3.9% |

5-year Jul average: **\$1,298,600****Active Listings****215**

| Jun 2025 | Jul 2024 |
|------------|------------|
| 223 | 199 |

Avg DOM**27**

| Jun 2025 | Jul 2024 | YTD |
|-----------|-----------|-----------|
| 29 | 26 | 36 |

Avg Sold to OLP Ratio**97.1%**

| Jun 2025 | Jul 2024 | YTD |
|--------------|--------------|--------------|
| 97.2% | 97.8% | 97.3% |

January thru August 2025 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume | \$940,426,020 | \$898,846,710 | 4.63% |
| Avg Sold Price | \$1,778,180 | \$1,607,903 | 10.59% |
| Median Sold Price | \$1,400,000 | \$1,337,500 | 4.67% |
| Units Sold | 514 | 554 | -7.22% |
| Avg Days on Market | 36 | 33 | 9.09% |
| Avg List Price for Solds | \$1,833,189 | \$1,622,466 | 12.99% |
| Avg SP to OLP Ratio | 97.1% | 99.4% | -2.30% |
| Ratio of Avg SP to Avg OLP | 95.1% | 98.4% | -3.38% |
| Attached Avg Sold Price | \$744,985 | \$658,359 | 13.16% |
| Detached Avg Sold Price | \$2,566,391 | \$2,478,592 | 3.54% |
| Attached Units Sold | 223 | 265 | -15.85% |
| Detached Units Sold | 291 | 289 | 0.69% |

- 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.

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 207 |
| Conventional | 275 |
| FHA | 2 |
| Other | 6 |
| Owner | 1 |
| VA | 20 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 33 |
| 1 to 10 | 201 |
| 11 to 20 | 51 |
| 21 to 30 | 38 |
| 31 to 60 | 69 |
| 61 to 90 | 30 |
| 91 to 120 | 26 |
| 121 to 180 | 33 |
| 181 to 360 | 23 |
| 361 to 720 | 8 |
| 721+ | 2 |

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 1 | 0 | 0 | 0 | 0 | 18 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 46 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 27 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 27 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| \$800K to \$999,999 | 1 | 0 | 1 | 9 | 0 | 0 | 11 |
| \$1M to \$2,499,999 | 1 | 2 | 15 | 17 | 171 | 18 | 22 |
| \$2.5M to \$4,999,999 | 1 | 0 | 1 | 1 | 84 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 16 | 0 | 0 |
| Total | 3 | 6 | 17 | 27 | 271 | 18 | 172 |
| Avg Sold Price | \$1,957,845 | \$765,583 | \$1,392,689 | \$1,218,290 | \$2,646,754 | \$1,291,250 | \$612,029 |
| Prev Year - Avg Sold Price | \$2,400,000 | \$967,735 | \$1,365,555 | \$1,118,462 | \$2,514,778 | \$1,217,127 | \$576,826 |
| Avg Sold % Change | -18.42% | -20.89% | 1.99% | 8.93% | 5.25% | 6.09% | 6.10% |
| Prev Year - # of Solds | 1 | 4 | 9 | 24 | 279 | 11 | 226 |

Active Detail

| Active Listings | | |
|-----------------|-------------|------------|
| Residential | | Condo/Coop |
| Detached | Attached/TH | Attached |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 5 |
| 0 | 0 | 16 |
| 0 | 1 | 12 |
| 0 | 0 | 12 |
| 0 | 0 | 5 |
| 0 | 1 | 5 |
| 42 | 5 | 18 |
| 62 | 0 | 1 |
| 29 | 0 | 0 |
| 133 | 7 | 74 |

August 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****70** **4.5%**from Jul 2025:
67 **-10.3%**from Aug 2024:
78

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 861 | 849 | 1.4% |

5-year Aug average: **87****New Pendings****64** **-20.0%**from Jul 2025:
80 **4.9%**from Aug 2024:
61

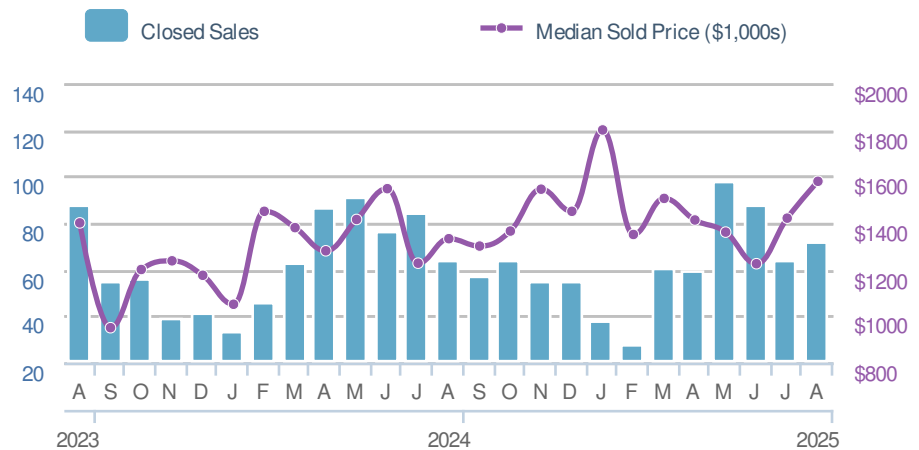
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 538 | 580 | -7.2% |

5-year Aug average: **67****Closed Sales****72** **14.3%**from Jul 2025:
63 **12.5%**from Aug 2024:
64

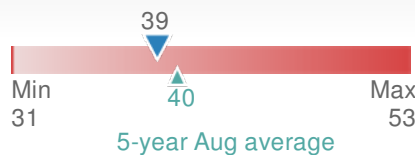
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 514 | 554 | -7.2% |

5-year Aug average: **76****Median Sold Price****\$1,579,487** **11.2%**from Jul 2025:
\$1,420,000 **18.5%**from Aug 2024:
\$1,332,500

| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,400,000 | \$1,337,500 | 4.7% |

5-year Aug average: **\$1,336,297****Active Listings****214**

| Jul 2025 | Aug 2024 |
|------------|------------|
| 215 | 194 |

Avg DOM**39**

| Jul 2025 | Aug 2024 | YTD |
|-----------|-----------|-----------|
| 27 | 31 | 36 |

Avg Sold to OLP Ratio**95.9%**

| Jul 2025 | Aug 2024 | YTD |
|--------------|--------------|--------------|
| 97.1% | 98.6% | 97.1% |

January thru September 2025 YTD

Mc Lean, VA

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

| | 2025 | 2024 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,081,606,017 | \$1,002,217,556 | 7.92% |
| Avg Sold Price | \$1,804,761 | \$1,620,552 | 11.37% |
| Median Sold Price | \$1,388,000 | \$1,320,000 | 5.15% |
| Units Sold | 581 | 612 | -5.07% |
| Avg Days on Market | 37 | 33 | 12.12% |
| Avg List Price for Solds | \$1,861,628 | \$1,637,610 | 13.68% |
| Avg SP to OLP Ratio | 97.0% | 99.3% | -2.28% |
| Ratio of Avg SP to Avg OLP | 95.2% | 98.2% | -3.10% |
| Attached Avg Sold Price | \$749,508 | \$669,653 | 11.92% |
| Detached Avg Sold Price | \$2,677,502 | \$2,505,457 | 6.87% |
| Attached Units Sold | 263 | 295 | -10.85% |
| Detached Units Sold | 318 | 317 | 0.32% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 239 |
| Conventional | 304 |
| FHA | 5 |
| Other | 6 |
| Owner | 1 |
| VA | 21 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 34 |
| 1 to 10 | 218 |
| 11 to 20 | 58 |
| 21 to 30 | 48 |
| 31 to 60 | 78 |
| 61 to 90 | 39 |
| 91 to 120 | 32 |
| 121 to 180 | 40 |
| 181 to 360 | 24 |
| 361 to 720 | 8 |
| 721+ | 2 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 1 | 0 | 0 | 0 | 0 | 24 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 55 | 0 | 0 | 11 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 33 | 0 | 0 | 17 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 31 | 0 | 0 | 9 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 22 | 0 | 0 | 4 |
| \$800K to \$999,999 | 1 | 0 | 1 | 9 | 0 | 1 | 13 | 0 | 1 | 3 |
| \$1M to \$2,499,999 | 1 | 3 | 17 | 20 | 181 | 19 | 27 | 36 | 7 | 22 |
| \$2.5M to \$4,999,999 | 1 | 0 | 1 | 1 | 97 | 0 | 1 | 66 | 0 | 1 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 18 | 0 | 0 | 31 | 0 | 0 |
| Total | 3 | 7 | 19 | 30 | 296 | 20 | 206 | 133 | 8 | 71 |
| Avg Sold Price | \$1,957,845 | \$864,071 | \$1,367,143 | \$1,266,128 | \$2,768,907 | \$1,259,375 | \$620,878 | | | |
| Prev Year - Avg Sold Price | \$2,400,000 | \$967,735 | \$1,369,000 | \$1,165,300 | \$2,542,941 | \$1,202,569 | \$583,985 | | | |
| Avg Sold % Change | -18.42% | -10.71% | -0.14% | 8.65% | 8.89% | 4.72% | 6.32% | | | |
| Prev Year - # of Solds | 1 | 4 | 10 | 27 | 306 | 13 | 251 | | | |

September 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****84****↑20.0%**from Aug 2025:
70**↑50.0%**from Sep 2024:
56

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|------|
| | 973 | 929 | 4.7% |

5-year Sep average: **94****New Pendings****69****↑7.8%**from Aug 2025:
64**↑6.2%**from Sep 2024:
65

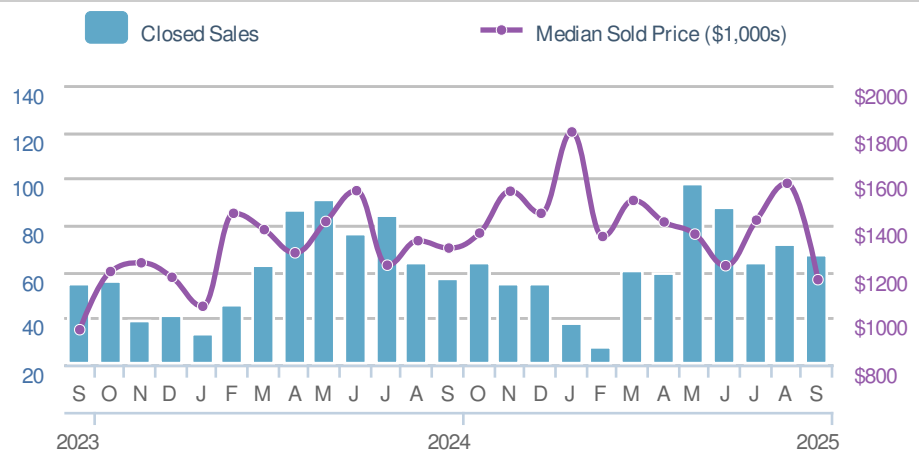
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 607 | 646 | -6.0% |

5-year Sep average: **67****Closed Sales****67****↓-6.9%**from Aug 2025:
72**↑17.5%**from Sep 2024:
57

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 581 | 612 | -5.1% |

5-year Sep average: **61****Median Sold Price****\$1,165,000****↓-26.2%**from Aug 2025:
\$1,579,487**↓-10.4%**from Sep 2024:
\$1,300,000

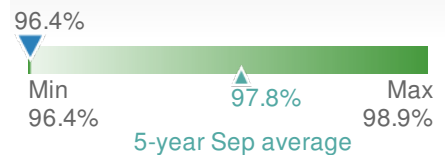
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,388,000 | \$1,320,000 | 5.2% |

5-year Sep average: **\$1,095,500****Active Listings****212**

| Aug 2025 | Sep 2024 |
|------------|------------|
| 214 | 184 |

Avg DOM**40**

| Aug 2025 | Sep 2024 | YTD |
|-----------|-----------|-----------|
| 39 | 30 | 37 |

Avg Sold to OLP Ratio**96.4%**

| Aug 2025 | Sep 2024 | YTD |
|--------------|--------------|--------------|
| 95.9% | 98.5% | 97.0% |

January thru October 2025 YTD
Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com

Sold Summary

| | 2025 | 2024 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,222,647,563 | \$1,154,858,447 | 5.87% |
| Avg Sold Price | \$1,821,727 | \$1,678,726 | 8.52% |
| Median Sold Price | \$1,375,000 | \$1,330,000 | 3.38% |
| Units Sold | 652 | 679 | -3.98% |
| Avg Days on Market | 36 | 33 | 9.09% |
| Avg List Price for Solds | \$1,878,106 | \$1,707,890 | 9.97% |
| Avg SP to OLP Ratio | 96.9% | 99.1% | -2.25% |
| Ratio of Avg SP to Avg OLP | 95.3% | 97.8% | -2.55% |
| Attached Avg Sold Price | \$747,349 | \$675,384 | 10.66% |
| Detached Avg Sold Price | \$2,728,709 | \$2,594,452 | 5.17% |
| Attached Units Sold | 298 | 324 | -8.02% |
| Detached Units Sold | 354 | 355 | -0.28% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 267 |
| Conventional | 341 |
| FHA | 9 |
| Other | 7 |
| Owner | 1 |
| VA | 22 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 36 |
| 1 to 10 | 241 |
| 11 to 20 | 67 |
| 21 to 30 | 53 |
| 31 to 60 | 86 |
| 61 to 90 | 50 |
| 91 to 120 | 36 |
| 121 to 180 | 44 |
| 181 to 360 | 27 |
| 361 to 720 | 10 |
| 721+ | 2 |

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

Sold Detail

| Price Ranges | Residential | | | | | | Condo/Coop |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 1 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 1 | 0 | 0 | 0 | 0 | 28 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 62 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 38 |
| \$500K to \$599,999 | 0 | 1 | 0 | 0 | 0 | 0 | 34 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 25 |
| \$800K to \$999,999 | 1 | 0 | 2 | 10 | 0 | 1 | 18 |
| \$1M to \$2,499,999 | 2 | 3 | 19 | 21 | 196 | 21 | 31 |
| \$2.5M to \$4,999,999 | 2 | 0 | 1 | 1 | 109 | 0 | 1 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 21 | 0 | 0 |
| Total | 5 | 7 | 23 | 32 | 326 | 22 | 237 |
| Avg Sold Price | \$2,310,447 | \$864,071 | \$1,337,578 | \$1,257,776 | \$2,829,004 | \$1,258,522 | \$627,533 |
| Prev Year - Avg Sold Price | \$2,400,000 | \$846,288 | \$1,352,272 | \$1,155,603 | \$2,634,856 | \$1,234,611 | \$584,326 |
| Avg Sold % Change | -3.73% | 2.10% | -1.09% | 8.84% | 7.37% | 1.94% | 7.39% |
| Prev Year - # of Solds | 1 | 5 | 11 | 30 | 343 | 17 | 272 |

Active Detail

| Active Listings | | |
|-----------------|-------------|------------|
| Residential | | Condo/Coop |
| Detached | Attached/TH | Attached |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 0 |
| 0 | 0 | 5 |
| 0 | 0 | 13 |
| 0 | 0 | 13 |
| 0 | 0 | 8 |
| 0 | 0 | 6 |
| 0 | 2 | 3 |
| 28 | 7 | 19 |
| 53 | 0 | 3 |
| 28 | 0 | 0 |
| 109 | 9 | 70 |

October 2025

Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****64****↓ -23.8%**from Sep 2025:
84**↑ 8.5%**from Oct 2024:
59

| YTD | 2025 | 2024 | +/- |
|-----|--------------|--------------|------|
| | 1,052 | 1,010 | 4.2% |

5-year Oct average: **80****New Pendings****69****↔ 0.0%**from Sep 2025:
69**↑ 15.0%**from Oct 2024:
60

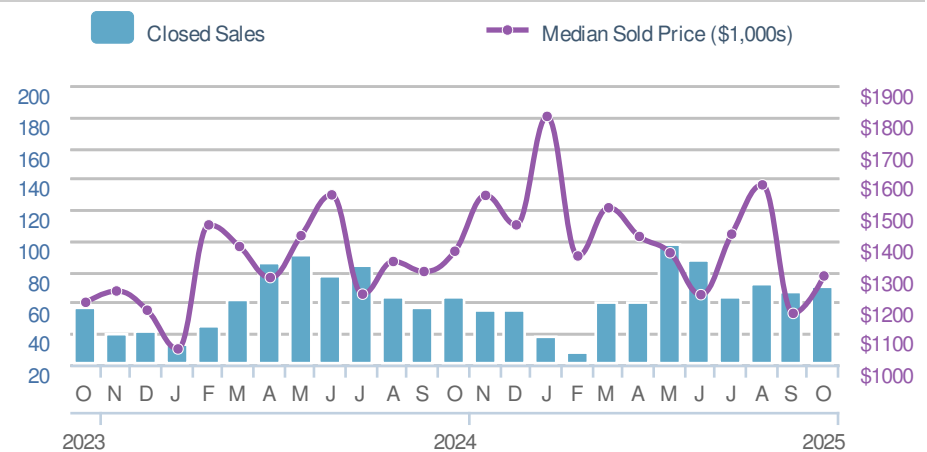
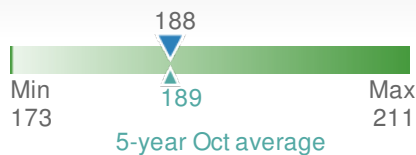
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 677 | 705 | -4.0% |

5-year Oct average: **62****Closed Sales****70****↑ 4.5%**from Sep 2025:
67**↑ 11.1%**from Oct 2024:
63

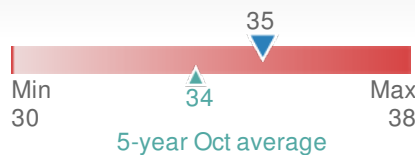
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 652 | 679 | -4.0% |

5-year Oct average: **65****Median Sold Price****\$1,285,000****↑ 10.3%**from Sep 2025:
\$1,165,000**↓ -5.9%**from Oct 2024:
\$1,365,000

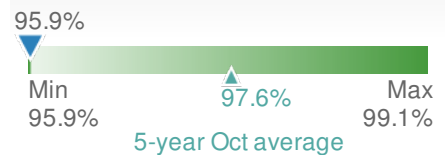
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,375,000 | \$1,330,000 | 3.4% |

5-year Oct average: **\$1,265,203****Active Listings****188**

| Sep 2025 | Oct 2024 |
|------------|------------|
| 212 | 173 |

Avg DOM**35**

| Sep 2025 | Oct 2024 | YTD |
|-----------|-----------|-----------|
| 40 | 35 | 36 |

Avg Sold to OLP Ratio**95.9%**

| Sep 2025 | Oct 2024 | YTD |
|--------------|--------------|--------------|
| 96.4% | 97.3% | 96.9% |

January thru November 2025 YTD

Mc Lean, VA

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

| | 2025 | 2024 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,304,199,952 | \$1,259,754,284 | 3.53% |
| Avg Sold Price | \$1,807,700 | \$1,690,875 | 6.91% |
| Median Sold Price | \$1,375,000 | \$1,345,000 | 2.23% |
| Units Sold | 700 | 734 | -4.63% |
| Avg Days on Market | 37 | 34 | 8.82% |
| Avg List Price for Solds | \$1,863,142 | \$1,722,824 | 8.14% |
| Avg SP to OLP Ratio | 96.8% | 98.9% | -2.14% |
| Ratio of Avg SP to Avg OLP | 95.3% | 97.6% | -2.36% |
| Attached Avg Sold Price | \$757,402 | \$686,978 | 10.25% |
| Detached Avg Sold Price | \$2,712,744 | \$2,605,886 | 4.10% |
| Attached Units Sold | 324 | 350 | -7.43% |
| Detached Units Sold | 376 | 384 | -2.08% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 287 |
| Conventional | 369 |
| FHA | 9 |
| Other | 7 |
| Owner | 1 |
| VA | 22 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 36 |
| 1 to 10 | 256 |
| 11 to 20 | 70 |
| 21 to 30 | 58 |
| 31 to 60 | 95 |
| 61 to 90 | 56 |
| 91 to 120 | 40 |
| 121 to 180 | 47 |
| 181 to 360 | 29 |
| 361 to 720 | 11 |
| 721+ | 2 |

Notes:

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



Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 2 | 0 | 0 | 0 | 0 | 29 | 0 | 0 | 6 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 65 | 0 | 0 | 13 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 44 | 0 | 0 | 13 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 34 | 0 | 0 | 9 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 26 | 0 | 0 | 2 |
| \$800K to \$999,999 | 1 | 0 | 2 | 11 | 0 | 1 | 19 | 0 | 1 | 3 |
| \$1M to \$2,499,999 | 2 | 3 | 19 | 26 | 213 | 23 | 35 | 23 | 7 | 13 |
| \$2.5M to \$4,999,999 | 1 | 0 | 1 | 1 | 114 | 0 | 1 | 45 | 0 | 3 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 23 | 0 | 0 | 29 | 0 | 0 |
| Total | 4 | 9 | 22 | 38 | 350 | 24 | 253 | 97 | 8 | 62 |
| Avg Sold Price | \$1,938,058 | \$760,822 | \$1,337,578 | \$1,249,311 | \$2,808,037 | \$1,271,150 | \$634,662 | | | |
| Prev Year - Avg Sold Price | \$2,533,900 | \$846,288 | \$1,585,357 | \$1,146,812 | \$2,645,102 | \$1,234,611 | \$603,123 | | | |
| Avg Sold % Change | -23.51% | -10.10% | -15.63% | 8.94% | 6.16% | 2.96% | 5.23% | | | |
| Prev Year - # of Solds | 2 | 5 | 14 | 32 | 368 | 17 | 296 | | | |

November 2025



Mc Lean, VA

202.262.1261
lenore.rubino@wfp.com
lenorerubino.com**New Listings****43**

 **-32.8%**
 from Oct 2025: **64**
 **7.5%**
 from Nov 2024: **40**



| YTD | 2025 | 2024 | +/- |
|-----|--------------|--------------|------|
| | 1,110 | 1,066 | 4.1% |

5-year Nov average: **52****New Pendings****48**

 **-30.4%**
 from Oct 2025: **69**
 **9.1%**
 from Nov 2024: **44**



| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 721 | 748 | -3.6% |

5-year Nov average: **49****Closed Sales****50**

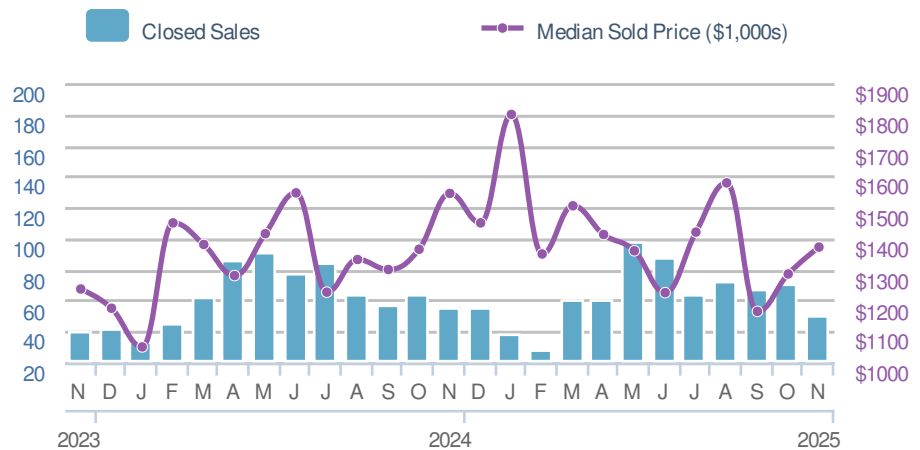
 **-28.6%**
 from Oct 2025: **70**
 **-7.4%**
 from Nov 2024: **54**

| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 700 | 734 | -4.6% |

5-year Nov average: **52****Median Sold Price****\$1,372,500**

 **6.8%**
 from Oct 2025: **\$1,285,000**
 **-11.2%**
 from Nov 2024: **\$1,545,000**

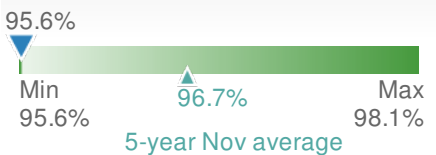
| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,375,000 | \$1,345,000 | 2.2% |

5-year Nov average: **\$1,288,099****Active Listings****167**

| Oct 2025 | Nov 2024 |
|------------|------------|
| 188 | 140 |

Avg DOM**47**

| Oct 2025 | Nov 2024 | YTD |
|-----------|-----------|-----------|
| 35 | 45 | 37 |

Avg Sold to OLP Ratio**95.6%**

| Oct 2025 | Nov 2024 | YTD |
|--------------|--------------|--------------|
| 95.9% | 96.6% | 96.8% |

January thru December 2025 YTD

Mc Lean, VA

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

| | 2025 | 2024 | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume | \$1,395,904,250 | \$1,368,130,320 | 2.03% |
| Avg Sold Price | \$1,800,048 | \$1,698,684 | 5.97% |
| Median Sold Price | \$1,375,000 | \$1,350,000 | 1.85% |
| Units Sold | 752 | 792 | -5.05% |
| Avg Days on Market | 38 | 34 | 11.76% |
| Avg List Price for Solds | \$1,856,255 | \$1,733,496 | 7.08% |
| Avg SP to OLP Ratio | 96.7% | 98.7% | -2.11% |
| Ratio of Avg SP to Avg OLP | 95.2% | 97.2% | -2.08% |
| Attached Avg Sold Price | \$762,763 | \$692,015 | 10.22% |
| Detached Avg Sold Price | \$2,717,747 | \$2,599,389 | 4.55% |
| Attached Units Sold | 353 | 374 | -5.61% |
| Detached Units Sold | 399 | 418 | -4.55% |

Financing (Sold)

| | |
|--------------|-----|
| Assumption | 0 |
| Cash | 312 |
| Conventional | 395 |
| FHA | 9 |
| Other | 8 |
| Owner | 1 |
| VA | 22 |

Days on Market (Sold)

| | |
|------------|-----|
| 0 | 37 |
| 1 to 10 | 273 |
| 11 to 20 | 74 |
| 21 to 30 | 60 |
| 31 to 60 | 107 |
| 61 to 90 | 63 |
| 91 to 120 | 42 |
| 121 to 180 | 48 |
| 181 to 360 | 35 |
| 361 to 720 | 11 |
| 721+ | 2 |

Notes:

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

Sold Detail**Active Detail**

| Price Ranges | Residential | | | | | | Condo/Coop | Active Listings | | |
|----------------------------|--------------|-------------|-------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
| | 2 or Less BR | | 3 BR | | 4 or More BR | | All | Residential | | Condo/Coop |
| | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH | Attached | Detached | Attached/TH | Attached |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 3 | 0 | 0 | 0 | 0 | 32 | 0 | 0 | 4 |
| \$300K to \$399,999 | 0 | 1 | 0 | 0 | 0 | 0 | 71 | 0 | 0 | 10 |
| \$400K to \$499,999 | 0 | 2 | 0 | 0 | 0 | 0 | 48 | 0 | 0 | 6 |
| \$500K to \$599,999 | 0 | 2 | 0 | 0 | 0 | 0 | 35 | 0 | 0 | 6 |
| \$600K to \$799,999 | 0 | 0 | 0 | 1 | 0 | 0 | 27 | 0 | 0 | 2 |
| \$800K to \$999,999 | 1 | 0 | 2 | 12 | 0 | 1 | 19 | 0 | 3 | 2 |
| \$1M to \$2,499,999 | 2 | 3 | 21 | 28 | 224 | 24 | 41 | 16 | 7 | 12 |
| \$2.5M to \$4,999,999 | 1 | 0 | 1 | 1 | 121 | 0 | 2 | 29 | 0 | 3 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 26 | 0 | 0 | 23 | 0 | 0 |
| Total | 4 | 11 | 24 | 42 | 371 | 25 | 275 | 68 | 10 | 45 |
| Avg Sold Price | \$1,938,058 | \$677,490 | \$1,333,613 | \$1,244,067 | \$2,815,692 | \$1,288,104 | \$644,907 | | | |
| Prev Year - Avg Sold Price | \$2,533,900 | \$846,288 | \$1,585,357 | \$1,150,777 | \$2,635,029 | \$1,225,705 | \$604,668 | | | |
| Avg Sold % Change | -23.51% | -19.95% | -15.88% | 8.11% | 6.86% | 5.09% | 6.65% | | | |
| Prev Year - # of Solds | 2 | 5 | 14 | 36 | 402 | 19 | 314 | | | |

December 2025

Mc Lean, VA

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lenorerubino.com**New Listings****29****↓ -32.6%**from Nov 2025:
43**↔ 0.0%**from Dec 2024:
29

| YTD | 2025 | 2024 | +/- |
|-----|--------------|--------------|------|
| | 1,145 | 1,115 | 2.7% |

5-year Dec average: **41****New Pendings****36****↓ -25.0%**from Nov 2025:
48**↓ -2.7%**from Dec 2024:
37

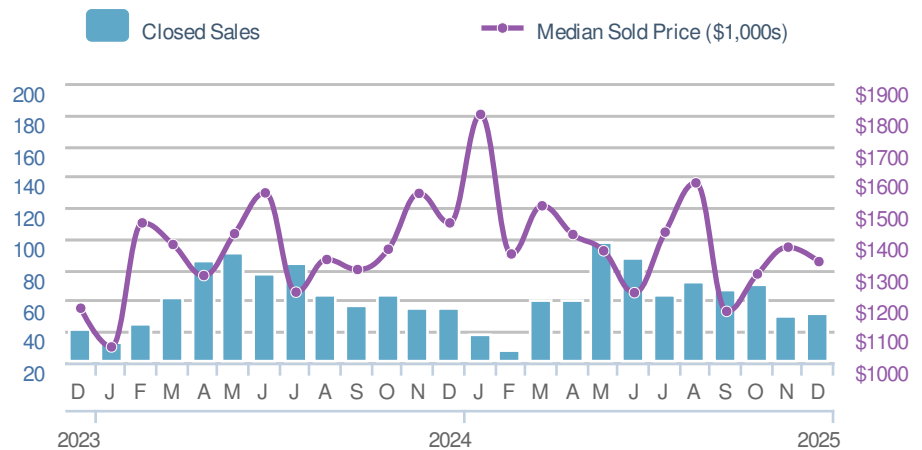
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 751 | 789 | -4.8% |

5-year Dec average: **37****Closed Sales****52****↑ 4.0%**from Nov 2025:
50**↓ -5.5%**from Dec 2024:
55

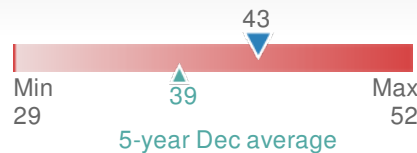
| YTD | 2025 | 2024 | +/- |
|-----|------------|------------|-------|
| | 752 | 792 | -5.1% |

5-year Dec average: **54****Median Sold Price****\$1,325,000****↓ -3.5%**from Nov 2025:
\$1,372,500**↓ -8.6%**from Dec 2024:
\$1,450,000

| YTD | 2025 | 2024 | +/- |
|-----|--------------------|--------------------|------|
| | \$1,375,000 | \$1,350,000 | 1.9% |

5-year Dec average: **\$1,303,200****Active Listings****123**

| Nov 2025 | Dec 2024 |
|------------|------------|
| 167 | 120 |

Avg DOM**43**

| Nov 2025 | Dec 2024 | YTD |
|-----------|-----------|-----------|
| 47 | 35 | 38 |

Avg Sold to OLP Ratio**94.9%**

| Nov 2025 | Dec 2024 | YTD |
|--------------|--------------|--------------|
| 95.6% | 96.5% | 96.7% |