

January thru January 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$51,597,845	\$52,763,590	-2.21%
Avg Sold Price	\$1,512,483	\$1,635,263	-7.51%
Median Sold Price	\$1,050,000	\$1,198,750	-12.41%
Units Sold	33	30	10.00%
Avg Days on Market	43	52	-17.31%
Avg List Price for Solds	\$1,563,571	\$1,758,786	-11.10%
Avg SP to OLP Ratio	97.8%	95.1%	2.75%
Ratio of Avg SP to Avg OLP	94.4%	91.5%	3.15%
Attached Avg Sold Price	\$611,971	\$703,312	-12.99%
Detached Avg Sold Price	\$2,593,096	\$2,700,350	-3.97%
Attached Units Sold	18	16	12.50%
Detached Units Sold	15	14	7.14%

Financing (Sold)

Assumption	0
Cash	14
Conventional	17
FHA	1
Other	0
Owner	0
VA	0

Days on Market (Sold)

0	3
1 to 10	14
11 to 20	4
21 to 30	1
31 to 60	2
61 to 90	3
91 to 120	1
121 to 180	3
181 to 360	0
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	3	0	0	4
\$300K to \$399,999	0	0	0	0	0	0	3	0	0	7
\$400K to \$499,999	0	0	0	0	0	0	3	0	0	6
\$500K to \$599,999	0	0	0	0	0	0	2	0	0	8
\$600K to \$799,999	0	0	0	0	0	0	1	0	0	7
\$800K to \$999,999	0	0	0	1	0	2	1	0	0	4
\$1M to \$2,499,999	0	0	1	0	8	0	2	24	1	7
\$2.5M to \$4,999,999	0	0	0	0	5	0	0	58	0	0
\$5,000,000+	0	0	0	0	1	0	0	27	0	0
Total	0	0	1	1	14	2	15	109	1	43
Avg Sold Price	\$0	\$0	\$1,050,000	\$895,000	\$2,703,317	\$971,250	\$545,199			
Prev Year - Avg Sold Price	\$1,475,000	\$0	\$0	\$967,500	\$2,794,607	\$1,525,000	\$599,461			
Avg Sold % Change	0.00%	0.00%	0.00%	-7.49%	-3.27%	-36.31%	-9.05%			
Prev Year - # of Solds	1	0	0	2	13	1	13			

January 2024

Mc Lean, VA

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New Listings

61

↑ 19.6%

from Dec 2023:
51

↓ -21.8%

from Jan 2023:
78

YTD	2024	2023	+/-
	61	78	-21.8%

5-year Jan average: 88

New Pendings

45

↑ 36.4%

from Dec 2023:
33

↓ -4.3%

from Jan 2023:
47

YTD	2024	2023	+/-
	45	47	-4.3%

5-year Jan average: 57

Closed Sales

33

↓ -19.5%

from Dec 2023:
41

↑ 10.0%

from Jan 2023:
30

YTD	2024	2023	+/-
	33	30	10.0%

5-year Jan average: 46

Median Sold Price

\$1,050,000

↓ -10.6%

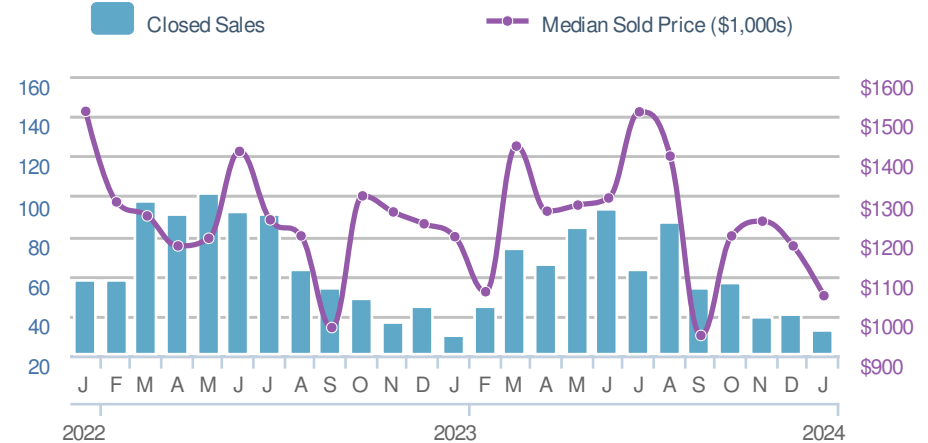
from Dec 2023:
\$1,175,000

↓ -12.4%

from Jan 2023:
\$1,198,750

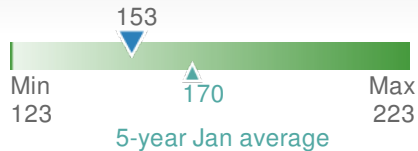
YTD	2024	2023	+/-
	\$1,050,000	\$1,198,750	-12.4%

5-year Jan average: \$1,182,050



Active Listings

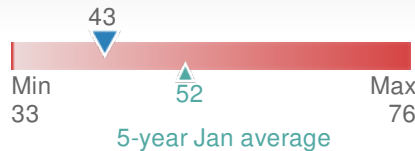
153



Dec 2023	Jan 2023
153	139

Avg DOM

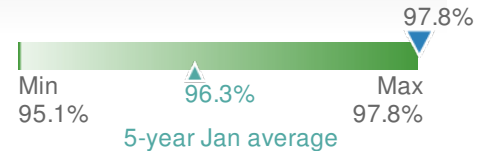
43



Dec 2023	Jan 2023	YTD
35	52	43

Avg Sold to OLP Ratio

97.8%



Dec 2023	Jan 2023	YTD
96.2%	95.1%	97.8%

January thru February 2024 YTD
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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$134,105,388	\$106,942,187	25.40%
Avg Sold Price	\$1,612,677	\$1,371,897	17.55%
Median Sold Price	\$1,229,950	\$1,070,000	14.95%
Units Sold	81	75	8.00%
Avg Days on Market	40	53	-24.53%
Avg List Price for Solds	\$1,655,622	\$1,425,895	16.11%
Avg SP to OLP Ratio	97.6%	96.7%	0.93%
Ratio of Avg SP to Avg OLP	95.7%	94.3%	1.42%
Attached Avg Sold Price	\$665,197	\$729,444	-8.81%
Detached Avg Sold Price	\$2,583,844	\$2,106,129	22.68%
Attached Units Sold	41	40	2.50%
Detached Units Sold	40	35	14.29%

Financing (Sold)

Assumption	0
Cash	30
Conventional	45
FHA	1
Other	0
Owner	0
VA	2

Days on Market (Sold)

0	11
1 to 10	26
11 to 20	6
21 to 30	4
31 to 60	4
61 to 90	11
91 to 120	5
121 to 180	7
181 to 360	5
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	4	0	0	4
\$300K to \$399,999	0	0	0	0	0	0	10	0	0	8
\$400K to \$499,999	0	0	0	0	0	0	8	0	0	4
\$500K to \$599,999	0	0	0	0	0	0	2	0	1	6
\$600K to \$799,999	0	0	0	0	0	0	1	0	0	10
\$800K to \$999,999	0	0	0	3	0	3	4	0	2	5
\$1M to \$2,499,999	0	2	1	0	24	0	4	28	1	7
\$2.5M to \$4,999,999	0	0	0	0	13	0	0	66	0	1
\$5,000,000+	0	0	0	0	2	0	0	26	0	0
Total	0	2	1	3	39	3	33	120	4	45
Avg Sold Price	\$0	\$1,642,970	\$1,050,000	\$860,230	\$2,623,173	\$977,500	\$559,817			
Prev Year - Avg Sold Price	\$1,475,000	\$0	\$1,479,000	\$964,888	\$2,144,258	\$1,525,000	\$632,292			
Avg Sold % Change	0.00%	0.00%	-29.01%	-10.85%	22.33%	-35.90%	-11.46%			
Prev Year - # of Solds	1	0	1	9	33	1	30			

February 2024

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New Listings

84

↑ 37.7%

from Jan 2024:
61

↔ 0.0%

from Feb 2023:
84

YTD	2024	2023	+/-
	162	172	-5.8%

5-year Feb average: 108

New Pendings

65

↑ 44.4%

from Jan 2024:
45

↓ -4.4%

from Feb 2023:
68

YTD	2024	2023	+/-
	116	114	1.8%

5-year Feb average: 77

Closed Sales

45

↑ 36.4%

from Jan 2024:
33

↑ 2.3%

from Feb 2023:
44

YTD	2024	2023	+/-
	81	75	8.0%

5-year Feb average: 53

Median Sold Price

\$1,450,000

↑ 38.1%

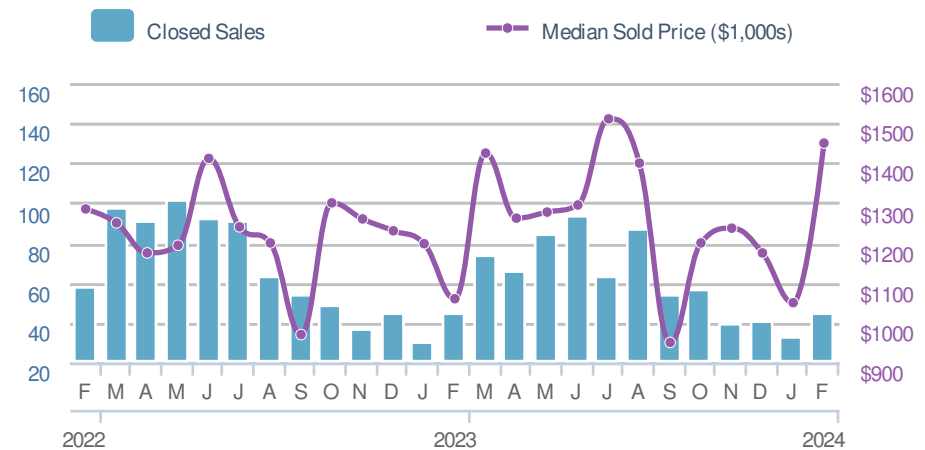
from Jan 2024:
\$1,050,000

↑ 36.8%

from Feb 2023:
\$1,060,000

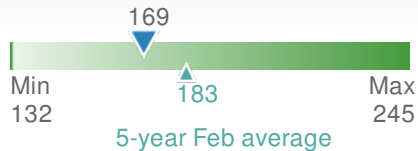
YTD	2024	2023	+/-
	\$1,229,950	\$1,070,000	14.9%

5-year Feb average: \$1,196,195



Active Listings

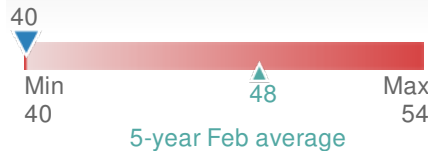
169



Jan 2024	Feb 2023
153	146

Avg DOM

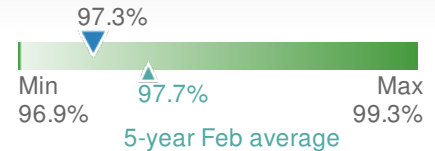
40



Jan 2024	Feb 2023	YTD
43	54	40

Avg Sold to OLP Ratio

97.3%



Jan 2024	Feb 2023	YTD
97.8%	97.7%	97.6%

January thru March 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$231,513,933	\$218,260,381	6.07%
Avg Sold Price	\$1,567,936	\$1,445,421	8.48%
Median Sold Price	\$1,248,970	\$1,175,000	6.30%
Units Sold	144	149	-3.36%
Avg Days on Market	42	40	5.00%
Avg List Price for Solds	\$1,607,735	\$1,464,834	9.76%
Avg SP to OLP Ratio	98.7%	98.7%	-0.06%
Ratio of Avg SP to Avg OLP	97.3%	97.4%	-0.12%
Attached Avg Sold Price	\$652,014	\$737,337	-11.57%
Detached Avg Sold Price	\$2,387,445	\$2,056,144	16.11%
Attached Units Sold	68	69	-1.45%
Detached Units Sold	76	80	-5.00%

Financing (Sold)

Assumption	0
Cash	48
Conventional	85
FHA	1
Other	4
Owner	0
VA	2

Days on Market (Sold)

0	15
1 to 10	55
11 to 20	14
21 to 30	6
31 to 60	8
61 to 90	11
91 to 120	10
121 to 180	12
181 to 360	10
361 to 720	2
721+	1

Notes:

- SP = Sold Price
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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	11	0	0	4
\$300K to \$399,999	0	0	0	0	0	0	14	0	0	7
\$400K to \$499,999	0	0	0	0	0	0	11	0	1	6
\$500K to \$599,999	0	0	0	0	0	0	5	0	1	8
\$600K to \$799,999	0	0	0	0	0	0	2	0	0	12
\$800K to \$999,999	0	0	0	3	0	4	6	0	1	5
\$1M to \$2,499,999	0	2	2	2	49	1	7	22	1	8
\$2.5M to \$4,999,999	0	0	0	0	22	0	0	63	0	0
\$5,000,000+	0	0	0	0	3	0	0	25	0	0
Total	0	2	2	5	74	5	56	110	4	50
Avg Sold Price	\$0	\$1,642,970	\$1,065,000	\$1,010,515	\$2,423,187	\$991,500	\$554,302			
Prev Year - Avg Sold Price	\$1,475,000	\$0	\$1,435,000	\$963,666	\$2,115,158	\$1,161,140	\$644,357			
Avg Sold % Change	0.00%	0.00%	-25.78%	4.86%	14.56%	-14.61%	-13.98%			
Prev Year - # of Solds	1	0	6	12	73	5	52			

March 2024

Mc Lean, VA

New Listings**87****↑ 3.6%**from Feb 2024:
84**↓ -26.9%**from Mar 2023:
119

YTD	2024	2023	+/-
	269	303	-11.2%

5-year Mar average: **132****New Pendings****90****↑ 38.5%**from Feb 2024:
65**↑ 15.4%**from Mar 2023:
78

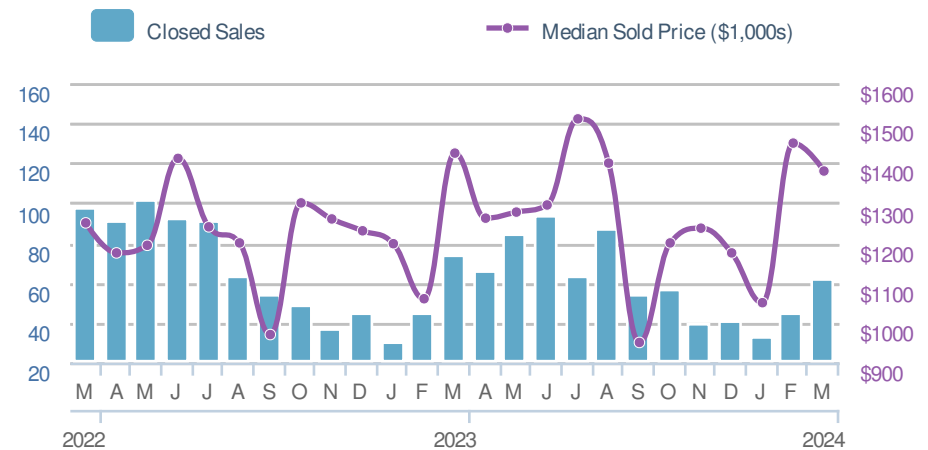
YTD	2024	2023	+/-
	204	196	4.1%

5-year Mar average: **96****Closed Sales****62****↑ 37.8%**from Feb 2024:
45**↓ -16.2%**from Mar 2023:
74

YTD	2024	2023	+/-
	144	149	-3.4%

5-year Mar average: **80****Median Sold Price****\$1,380,000****↓ -4.8%**from Feb 2024:
\$1,450,000**↓ -3.2%**from Mar 2023:
\$1,425,750

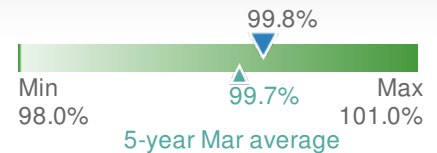
YTD	2024	2023	+/-
	\$1,248,970	\$1,175,000	6.3%

5-year Mar average: **\$1,187,150****Active Listings****164**

Feb 2024	Mar 2023
169	168

Avg DOM**44**

Feb 2024	Mar 2023	YTD
40	32	42

Avg Sold to OLP Ratio**99.8%**

Feb 2024	Mar 2023	YTD
97.3%	100.6%	98.7%

January thru April 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$382,349,901	\$315,120,954	21.33%
Avg Sold Price	\$1,617,912	\$1,440,004	12.35%
Median Sold Price	\$1,256,000	\$1,187,500	5.77%
Units Sold	235	217	8.29%
Avg Days on Market	36	36	0.00%
Avg List Price for Solds	\$1,633,973	\$1,452,170	12.52%
Avg SP to OLP Ratio	99.8%	99.0%	0.81%
Ratio of Avg SP to Avg OLP	98.8%	98.1%	0.70%
Attached Avg Sold Price	\$642,401	\$694,408	-7.49%
Detached Avg Sold Price	\$2,513,464	\$2,065,547	21.69%
Attached Units Sold	112	99	13.13%
Detached Units Sold	123	118	4.24%

Financing (Sold)

Assumption	0
Cash	80
Conventional	140
FHA	1
Other	7
Owner	0
VA	3

Days on Market (Sold)

0	23
1 to 10	109
11 to 20	19
21 to 30	11
31 to 60	15
61 to 90	14
91 to 120	12
121 to 180	13
181 to 360	15
361 to 720	3
721+	1

- Notes:
- SP = Sold Price
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 - LP = List Price (at time of sale)
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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	1	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	3
\$300K to \$399,999	0	0	0	0	0	0	21	0	1	11
\$400K to \$499,999	0	0	0	0	0	0	15	0	0	7
\$500K to \$599,999	0	0	0	1	0	0	9	0	0	10
\$600K to \$799,999	0	0	0	0	0	0	2	0	0	12
\$800K to \$999,999	0	0	0	4	0	4	9	0	1	6
\$1M to \$2,499,999	0	2	5	6	72	2	12	26	0	13
\$2.5M to \$4,999,999	0	0	0	0	38	0	0	78	0	1
\$5,000,000+	0	0	0	0	7	0	0	28	0	0
Total	0	3	5	11	118	6	92	132	2	63
Avg Sold Price	\$0	\$1,187,646	\$1,215,000	\$1,105,554	\$2,568,954	\$1,006,233	\$545,516			
Prev Year - Avg Sold Price	\$1,475,000	\$0	\$1,430,000	\$968,542	\$2,111,360	\$1,159,283	\$586,329			
Avg Sold % Change	0.00%	0.00%	-15.03%	14.15%	21.67%	-13.20%	-6.96%			
Prev Year - # of Solds	1	0	7	19	110	6	74			

April 2024

Mc Lean, VA

New Listings**123****↑41.4%**from Mar 2024:
87**↑33.7%**from Apr 2023:
92

YTD	2024	2023	+/-
	416	406	2.5%

5-year Apr average: **140****New Pendings****94****↑4.4%**from Mar 2024:
90**↑16.0%**from Apr 2023:
81

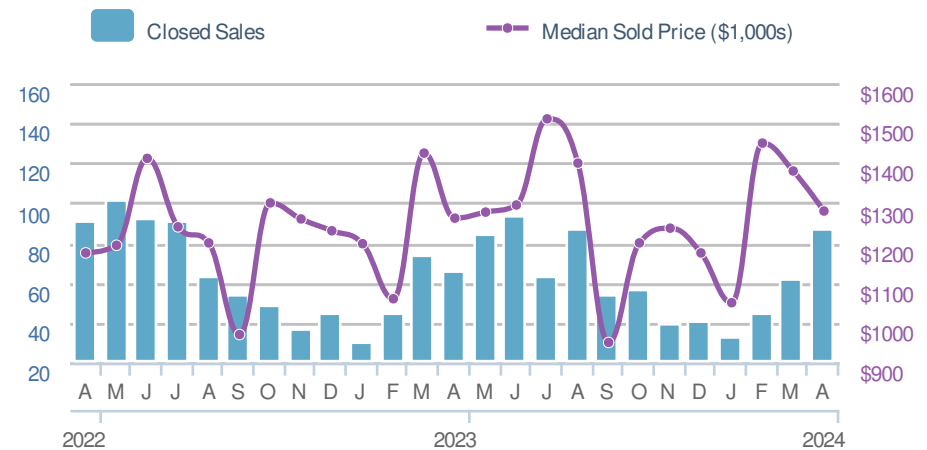
YTD	2024	2023	+/-
	297	275	8.0%

5-year Apr average: **89****Closed Sales****86****↑38.7%**from Mar 2024:
62**↑30.3%**from Apr 2023:
66

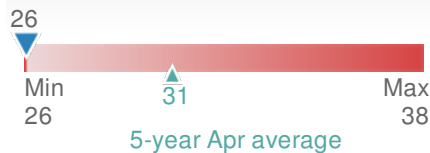
YTD	2024	2023	+/-
	235	217	8.3%

5-year Apr average: **83****Median Sold Price****\$1,280,000****↓-7.2%**from Mar 2024:
\$1,380,000**↑1.4%**from Apr 2023:
\$1,262,500

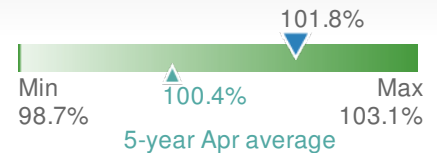
YTD	2024	2023	+/-
	\$1,256,000	\$1,187,500	5.8%

5-year Apr average: **\$1,143,500****Active Listings****197**

Mar 2024	Apr 2023
164	167

Avg DOM**26**

Mar 2024	Apr 2023	YTD
44	28	36

Avg Sold to OLP Ratio**101.8%**

Mar 2024	Apr 2023	YTD
99.8%	99.5%	99.8%

January thru May 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$528,817,425	\$440,662,145	20.01%
Avg Sold Price	\$1,603,330	\$1,446,713	10.83%
Median Sold Price	\$1,300,000	\$1,247,000	4.25%
Units Sold	328	303	8.25%
Avg Days on Market	36	33	9.09%
Avg List Price for Solds	\$1,612,248	\$1,454,330	10.86%
Avg SP to OLP Ratio	100.0%	99.4%	0.56%
Ratio of Avg SP to Avg OLP	99.0%	98.6%	0.38%
Attached Avg Sold Price	\$668,931	\$668,476	0.07%
Detached Avg Sold Price	\$2,440,508	\$2,047,457	19.20%
Attached Units Sold	155	132	17.42%
Detached Units Sold	173	171	1.17%

Financing (Sold)

Assumption	1
Cash	112
Conventional	193
FHA	2
Other	8
Owner	0
VA	7

Days on Market (Sold)

0	30
1 to 10	159
11 to 20	26
21 to 30	13
31 to 60	23
61 to 90	19
91 to 120	14
121 to 180	17
181 to 360	21
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	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	27	0	0	7
\$300K to \$399,999	0	0	0	0	0	0	31	0	1	11
\$400K to \$499,999	0	0	0	0	0	0	20	0	0	4
\$500K to \$599,999	0	0	0	1	0	0	13	0	1	12
\$600K to \$799,999	0	0	0	0	0	0	5	0	1	10
\$800K to \$999,999	0	0	0	6	0	4	13	0	0	7
\$1M to \$2,499,999	0	2	6	8	106	3	21	28	2	12
\$2.5M to \$4,999,999	0	0	0	0	54	0	0	82	1	0
\$5,000,000+	0	0	0	0	7	0	0	28	0	0
Total	0	3	6	15	167	7	130	138	6	63
Avg Sold Price	\$0	\$1,187,646	\$1,248,333	\$1,102,806	\$2,483,341	\$1,011,057	\$588,476			
Prev Year - Avg Sold Price	\$1,475,000	\$0	\$1,375,363	\$975,535	\$2,097,554	\$1,121,962	\$562,632			
Avg Sold % Change	0.00%	0.00%	-9.24%	13.05%	18.39%	-9.88%	4.59%			
Prev Year - # of Solds	1	0	11	23	159	8	101			

May 2024

Mc Lean, VA

New Listings**113****↓ -8.1%**from Apr 2024:
123**↑ 20.2%**from May 2023:
94

YTD	2024	2023	+/-
	549	519	5.8%

5-year May average: **126****New Pendings****83****↓ -11.7%**from Apr 2024:
94**↔ 0.0%**from May 2023:
83

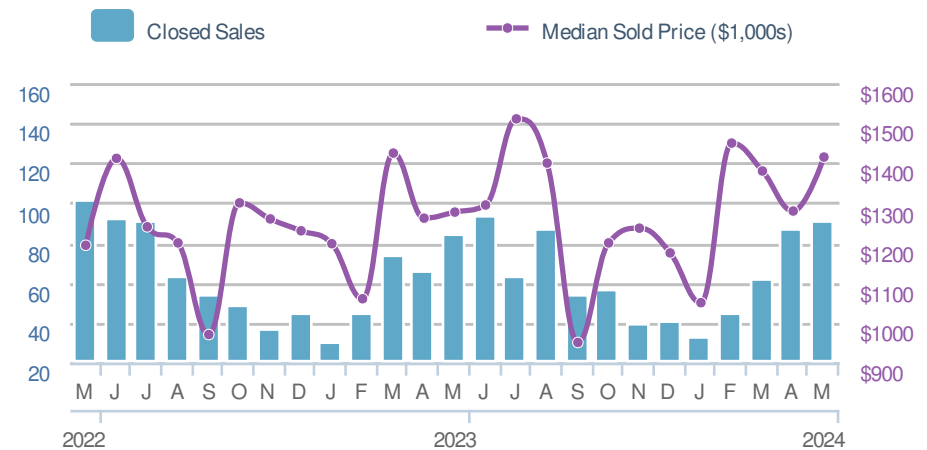
YTD	2024	2023	+/-
	380	360	5.6%

5-year May average: **87****Closed Sales****91****↑ 5.8%**from Apr 2024:
86**↑ 8.3%**from May 2023:
84

YTD	2024	2023	+/-
	328	303	8.3%

5-year May average: **86****Median Sold Price****\$1,415,000****↑ 10.5%**from Apr 2024:
\$1,280,000**↑ 10.8%**from May 2023:
\$1,277,500

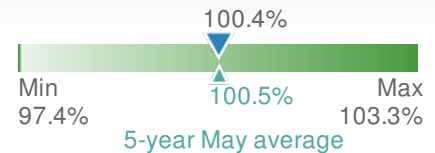
YTD	2024	2023	+/-
	\$1,300,000	\$1,247,000	4.3%

5-year May average: **\$1,282,900****Active Listings****207**

Apr 2024	May 2023
197	168

Avg DOM**35**

Apr 2024	May 2023	YTD
26	22	36

Avg Sold to OLP Ratio**100.4%**

Apr 2024	May 2023	YTD
101.8%	100.6%	100.0%

January thru June 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$667,434,784	\$585,359,246	14.02%
Avg Sold Price	\$1,633,728	\$1,471,681	11.01%
Median Sold Price	\$1,350,000	\$1,250,000	8.00%
Units Sold	406	396	2.53%
Avg Days on Market	35	31	12.90%
Avg List Price for Solds	\$1,643,928	\$1,478,179	11.21%
Avg SP to OLP Ratio	99.9%	99.6%	0.30%
Ratio of Avg SP to Avg OLP	98.9%	98.6%	0.30%
Attached Avg Sold Price	\$651,828	\$665,373	-2.04%
Detached Avg Sold Price	\$2,455,680	\$2,110,160	16.37%
Attached Units Sold	185	175	5.71%
Detached Units Sold	221	221	0.00%

Financing (Sold)

Assumption	1
Cash	136
Conventional	237
FHA	4
Other	11
Owner	0
VA	11

Days on Market (Sold)

0	33
1 to 10	198
11 to 20	38
21 to 30	17
31 to 60	30
61 to 90	23
91 to 120	13
121 to 180	23
181 to 360	22
361 to 720	7
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	31	0	0	6
\$300K to \$399,999	0	0	0	0	0	0	38	0	0	5
\$400K to \$499,999	0	0	0	0	0	0	24	0	0	6
\$500K to \$599,999	0	0	0	1	0	0	19	0	0	11
\$600K to \$799,999	0	0	0	0	0	0	9	0	0	6
\$800K to \$999,999	0	0	0	7	0	4	15	0	0	8
\$1M to \$2,499,999	0	2	7	8	137	3	23	29	4	12
\$2.5M to \$4,999,999	0	0	0	0	67	0	0	80	2	0
\$5,000,000+	0	0	0	0	10	0	0	30	0	0
Total	0	3	7	16	214	7	159	139	6	54
Avg Sold Price	\$0	\$1,187,646	\$1,405,714	\$1,094,037	\$2,490,025	\$1,011,057	\$581,404			
Prev Year - Avg Sold Price	\$1,475,000	\$893,000	\$1,382,833	\$993,233	\$2,155,175	\$1,117,870	\$563,664			
Avg Sold % Change	0.00%	33.00%	1.65%	10.15%	15.54%	-9.56%	3.15%			
Prev Year - # of Solds	1	2	12	27	208	10	136			

June 2024

Mc Lean, VA

New Listings**79****↓ -30.1%**from May 2024:
113**↓ -14.1%**from Jun 2023:
92

YTD	2024	2023	+/-
	649	634	2.4%

5-year Jun average: **124****New Pendings****79****↓ -4.8%**from May 2024:
83**↑ 9.7%**from Jun 2023:
72

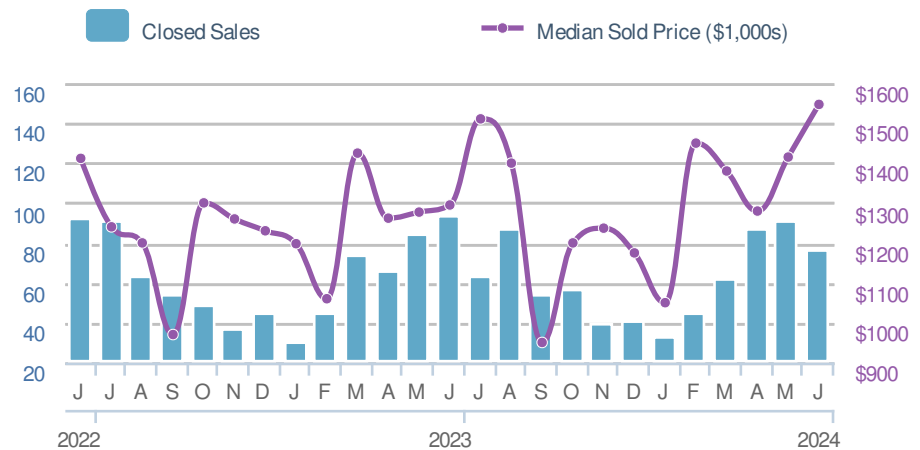
YTD	2024	2023	+/-
	459	435	5.5%

5-year Jun average: **93****Closed Sales****76****↓ -16.5%**from May 2024:
91**↓ -18.3%**from Jun 2023:
93

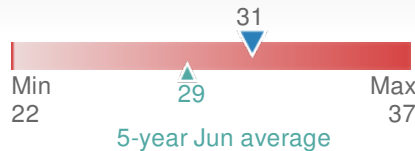
YTD	2024	2023	+/-
	406	396	2.5%

5-year Jun average: **94****Median Sold Price****\$1,547,993****↑ 9.4%**from May 2024:
\$1,415,000**↑ 19.5%**from Jun 2023:
\$1,295,000

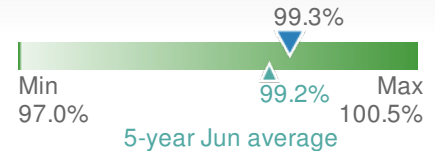
YTD	2024	2023	+/-
	\$1,350,000	\$1,250,000	8.0%

5-year Jun average: **\$1,300,199****Active Listings****199**

May 2024	Jun 2023
207	164

Avg DOM**31**

May 2024	Jun 2023	YTD
35	25	35

Avg Sold to OLP Ratio**99.3%**

May 2024	Jun 2023	YTD
100.4%	100.1%	99.9%

January thru July 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$793,965,039	\$697,893,596	13.77%
Avg Sold Price	\$1,607,278	\$1,494,080	7.58%
Median Sold Price	\$1,337,500	\$1,275,000	4.90%
Units Sold	491	465	5.59%
Avg Days on Market	33	32	3.13%
Avg List Price for Solds	\$1,620,336	\$1,500,846	7.96%
Avg SP to OLP Ratio	99.5%	99.6%	-0.05%
Ratio of Avg SP to Avg OLP	98.6%	98.6%	-0.03%
Attached Avg Sold Price	\$647,850	\$692,488	-6.45%
Detached Avg Sold Price	\$2,449,075	\$2,109,751	16.08%
Attached Units Sold	230	202	13.86%
Detached Units Sold	261	263	-0.76%

Financing (Sold)

Assumption	1
Cash	166
Conventional	285
FHA	6
Other	12
Owner	0
VA	14

Days on Market (Sold)

0	38
1 to 10	224
11 to 20	55
21 to 30	21
31 to 60	44
61 to 90	32
91 to 120	15
121 to 180	27
181 to 360	26
361 to 720	7
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	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	34	0	0	3
\$300K to \$399,999	0	1	0	0	0	0	48	0	0	9
\$400K to \$499,999	0	0	0	0	0	0	30	0	0	4
\$500K to \$599,999	0	0	0	1	0	0	28	0	0	15
\$600K to \$799,999	0	0	0	0	0	0	13	0	0	6
\$800K to \$999,999	0	0	0	9	0	4	16	0	3	7
\$1M to \$2,499,999	0	2	9	9	157	5	28	27	4	15
\$2.5M to \$4,999,999	0	0	0	0	84	0	0	71	2	1
\$5,000,000+	0	0	0	0	11	0	0	32	0	0
Total	0	4	9	19	252	9	198	130	9	60
Avg Sold Price	\$0	\$967,735	\$1,365,555	\$1,083,373	\$2,487,772	\$1,028,155	\$581,975			
Prev Year - Avg Sold Price	\$1,475,000	\$697,666	\$1,349,538	\$1,017,838	\$2,151,990	\$1,275,336	\$592,726			
Avg Sold % Change	0.00%	38.71%	1.19%	6.44%	15.60%	-19.38%	-1.81%			
Prev Year - # of Solds	1	3	13	29	249	11	159			

July 2024

Mc Lean, VA

New Listings

85

↑ 7.6%

from Jun 2024:
79

↔ 0.0%

from Jul 2023:
85

YTD	2024	2023	+/-
	757	735	3.0%

5-year Jul average: 104

New Pendings

67

↓ -15.2%

from Jun 2024:
79

↑ 3.1%

from Jul 2023:
65

YTD	2024	2023	+/-
	525	503	4.4%

5-year Jul average: 75

Closed Sales

84

↑ 10.5%

from Jun 2024:
76

↑ 33.3%

from Jul 2023:
63

YTD	2024	2023	+/-
	491	465	5.6%

5-year Jul average: 91

Median Sold Price

\$1,227,000

↓ -20.7%

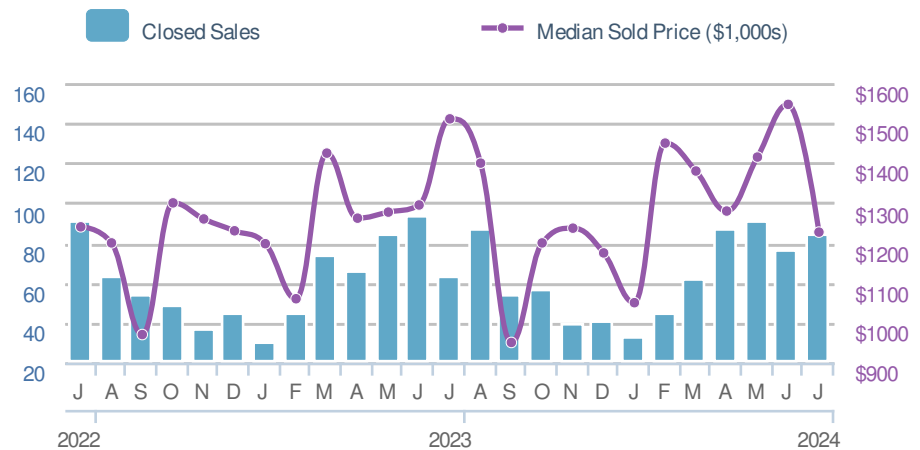
from Jun 2024:
\$1,547,993

↓ -18.8%

from Jul 2023:
\$1,511,000

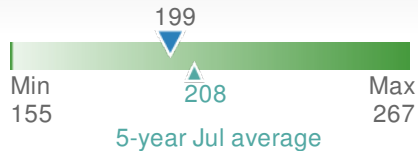
YTD	2024	2023	+/-
	\$1,337,500	\$1,275,000	4.9%

5-year Jul average: \$1,224,600



Active Listings

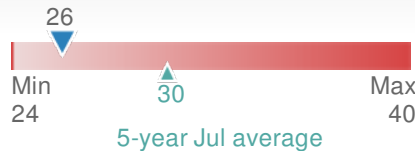
199



Jun 2024	Jul 2023
199	155

Avg DOM

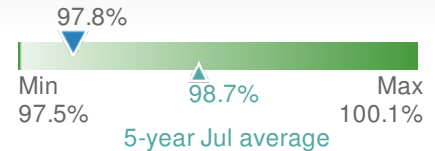
26



Jun 2024	Jul 2023	YTD
31	32	33

Avg Sold to OLP Ratio

97.8%



Jun 2024	Jul 2023	YTD
99.3%	99.3%	99.5%

January thru August 2024 YTD

Mc Lean, VA

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lenorerubino.com**Sold Summary**

	2024	2023	% Change
Sold Dollar Volume	\$898,846,710	\$856,978,260	4.89%
Avg Sold Price	\$1,607,903	\$1,528,290	5.21%
Median Sold Price	\$1,337,500	\$1,295,000	3.28%
Units Sold	554	557	-0.54%
Avg Days on Market	33	36	-8.33%
Avg List Price for Solds	\$1,622,466	\$1,538,560	5.45%
Avg SP to OLP Ratio	99.4%	99.5%	-0.07%
Ratio of Avg SP to Avg OLP	98.4%	98.4%	0.01%
Attached Avg Sold Price	\$658,359	\$738,205	-10.82%
Detached Avg Sold Price	\$2,478,592	\$2,135,276	16.08%
Attached Units Sold	265	242	9.50%
Detached Units Sold	289	315	-8.25%

Financing (Sold)

Assumption	1
Cash	191
Conventional	321
FHA	7
Other	12
Owner	0
VA	15

Days on Market (Sold)

0	41
1 to 10	250
11 to 20	58
21 to 30	24
31 to 60	59
61 to 90	34
91 to 120	17
121 to 180	29
181 to 360	32
361 to 720	7
721+	3

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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	36	0	0	6
\$300K to \$399,999	0	1	0	0	0	0	57	0	0	4
\$400K to \$499,999	0	0	0	0	0	0	37	0	0	9
\$500K to \$599,999	0	0	0	1	0	0	32	0	0	13
\$600K to \$799,999	0	0	0	0	0	0	15	0	0	4
\$800K to \$999,999	0	0	0	9	0	4	18	0	2	5
\$1M to \$2,499,999	1	2	9	14	170	7	30	28	3	14
\$2.5M to \$4,999,999	0	0	0	0	98	0	0	72	2	2
\$5,000,000+	0	0	0	0	11	0	0	30	0	0
Total	1	4	9	24	279	11	226	130	7	57
Avg Sold Price	\$2,400,000	\$967,735	\$1,365,555	\$1,118,462	\$2,514,778	\$1,217,127	\$576,826			
Prev Year - Avg Sold Price	\$1,475,000	\$697,666	\$1,461,117	\$1,001,369	\$2,176,087	\$1,245,669	\$654,261			
Avg Sold % Change	62.71%	38.71%	-6.54%	11.69%	15.56%	-2.29%	-11.84%			
Prev Year - # of Solds	1	3	17	36	297	13	190			

August 2024

Mc Lean, VA

New Listings

78

↓ -8.2%
from Jul 2024:
85

↓ -3.7%
from Aug 2023:
81

YTD	2024	2023	+/-
	849	825	2.9%

5-year Aug average: 99

New Pendings

61

↓ -9.0%
from Jul 2024:
67

↓ -3.2%
from Aug 2023:
63

YTD	2024	2023	+/-
	580	565	2.7%

5-year Aug average: 73

Closed Sales

64

↓ -23.8%
from Jul 2024:
84

↓ -26.4%
from Aug 2023:
87

YTD	2024	2023	+/-
	554	557	-0.5%

5-year Aug average: 78

Median Sold Price

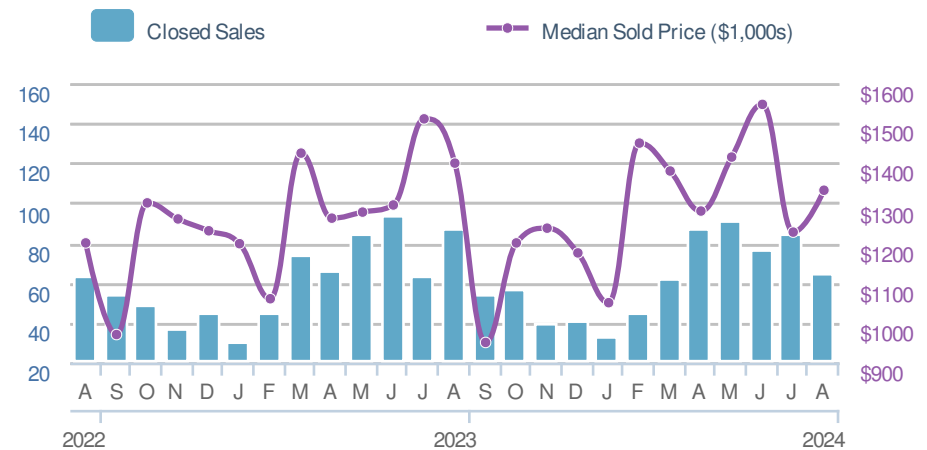
\$1,332,500

↑ 8.6%
from Jul 2024:
\$1,227,000

↓ -4.8%
from Aug 2023:
\$1,400,000

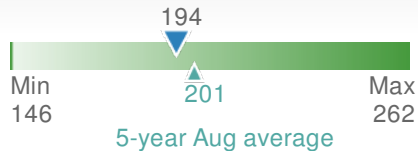
YTD	2024	2023	+/-
	\$1,337,500	\$1,295,000	3.3%

5-year Aug average: \$1,261,400



Active Listings

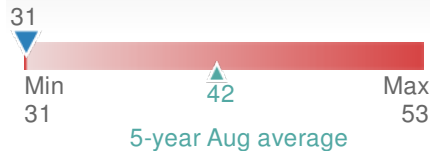
194



Jul 2024	Aug 2023
199	146

Avg DOM

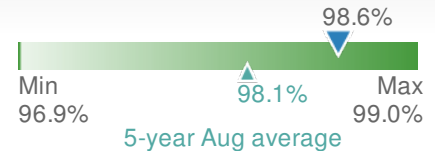
31



Jul 2024	Aug 2023	YTD
26	53	33

Avg Sold to OLP Ratio

98.6%



Jul 2024	Aug 2023	YTD
97.8%	99.0%	99.4%

January thru September 2024 YTD

Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$1,002,217,556	\$924,588,260	8.40%
Avg Sold Price	\$1,620,552	\$1,494,034	8.47%
Median Sold Price	\$1,320,000	\$1,275,000	3.53%
Units Sold	612	615	-0.49%
Avg Days on Market	33	35	-5.71%
Avg List Price for Solds	\$1,637,610	\$1,503,395	8.93%
Avg SP to OLP Ratio	99.3%	99.4%	-0.17%
Ratio of Avg SP to Avg OLP	98.2%	98.5%	-0.27%
Attached Avg Sold Price	\$669,653	\$755,460	-11.36%
Detached Avg Sold Price	\$2,505,457	\$2,111,349	18.67%
Attached Units Sold	295	280	5.36%
Detached Units Sold	317	335	-5.37%

Financing (Sold)

Assumption	1
Cash	213
Conventional	355
FHA	7
Other	12
Owner	0
VA	17

Days on Market (Sold)

0	43
1 to 10	273
11 to 20	66
21 to 30	30
31 to 60	65
61 to 90	39
91 to 120	21
121 to 180	31
181 to 360	33
361 to 720	8
721+	3

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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	40	0	0	2
\$300K to \$399,999	0	1	0	0	0	0	61	0	0	3
\$400K to \$499,999	0	0	0	0	0	0	40	0	0	12
\$500K to \$599,999	0	0	0	1	0	0	36	0	0	10
\$600K to \$799,999	0	0	0	0	0	0	19	0	0	4
\$800K to \$999,999	0	0	0	9	0	4	21	0	1	5
\$1M to \$2,499,999	1	2	10	17	185	9	33	25	5	10
\$2.5M to \$4,999,999	0	0	0	0	107	0	0	72	1	3
\$5,000,000+	0	0	0	0	14	0	0	31	0	0
Total	1	4	10	27	306	13	251	128	7	49
Avg Sold Price	\$2,400,000	\$967,735	\$1,369,000	\$1,165,300	\$2,542,941	\$1,202,569	\$583,985			
Prev Year - Avg Sold Price	\$1,475,000	\$458,000	\$1,444,947	\$1,010,707	\$2,153,565	\$1,285,913	\$677,648			
Avg Sold % Change	62.71%	111.30%	-5.26%	15.30%	18.08%	-6.48%	-13.82%			
Prev Year - # of Solds	1	3	19	40	315	15	222			

September 2024

Mc Lean, VA

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lenorerubino.com**New Listings****56**

↓ **-28.2%** ↓ **-32.5%**
from Aug 2024: **78** from Sep 2023: **83**

YTD	2024	2023	+/-
	929	924	0.5%

5-year Sep average: **113****New Pendings****65**

↑ **6.6%** ↑ **1.6%**
from Aug 2024: **61** from Sep 2023: **64**

YTD	2024	2023	+/-
	646	624	3.5%

5-year Sep average: **68****Closed Sales****57**

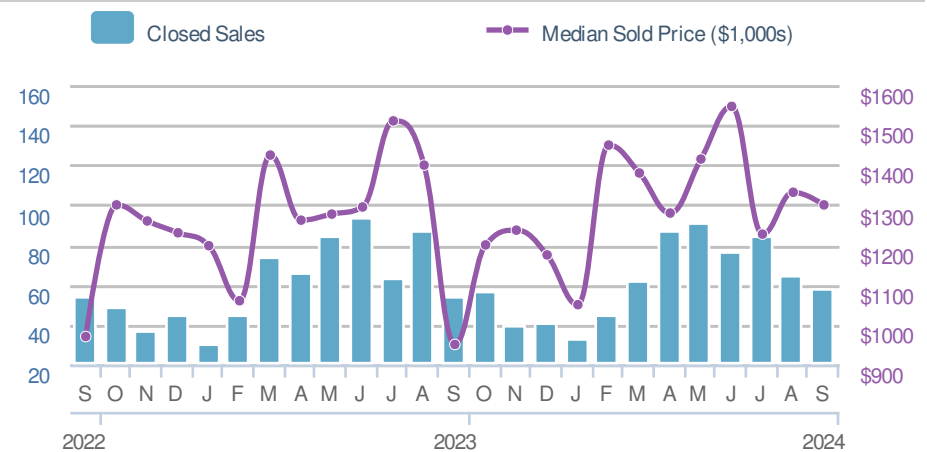
↓ **-10.9%** ↑ **5.6%**
from Aug 2024: **64** from Sep 2023: **54**

YTD	2024	2023	+/-
	612	615	-0.5%

5-year Sep average: **64****Median Sold Price****\$1,300,000**

↓ **-2.4%** ↑ **36.8%**
from Aug 2024: **\$1,332,500** from Sep 2023: **\$950,000**

YTD	2024	2023	+/-
	\$1,320,000	\$1,275,000	3.5%

5-year Sep average: **\$1,114,500****Active Listings****184**

184
Min 160 215 Max 304
5-year Sep average

Aug 2024	Sep 2023
194	160

Avg DOM**30**

30
Min 17 34 Max 51
5-year Sep average

Aug 2024	Sep 2023	YTD
31	17	33

Avg Sold to OLP Ratio**98.5%**

98.5%
Min 96.8% 97.9% Max 98.9%
5-year Sep average

Aug 2024	Sep 2023	YTD
98.6%	98.9%	99.3%

January thru October 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$1,154,858,447	\$1,012,865,277	14.02%
Avg Sold Price	\$1,678,726	\$1,490,052	12.66%
Median Sold Price	\$1,330,000	\$1,275,000	4.31%
Units Sold	679	676	0.44%
Avg Days on Market	33	36	-8.33%
Avg List Price for Solds	\$1,707,890	\$1,498,321	13.99%
Avg SP to OLP Ratio	99.1%	99.4%	-0.31%
Ratio of Avg SP to Avg OLP	97.8%	98.5%	-0.68%
Attached Avg Sold Price	\$675,384	\$753,136	-10.32%
Detached Avg Sold Price	\$2,594,452	\$2,095,872	23.79%
Attached Units Sold	324	305	6.23%
Detached Units Sold	355	371	-4.31%

- 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	1
Cash	241
Conventional	386
FHA	8
Other	15
Owner	0
VA	20

Days on Market (Sold)

0	48
1 to 10	294
11 to 20	71
21 to 30	34
31 to 60	81
61 to 90	44
91 to 120	24
121 to 180	35
181 to 360	37
361 to 720	8
721+	3

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	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	1
\$200K to \$299,999	0	1	0	0	0	0	45
\$300K to \$399,999	0	2	0	0	0	0	62
\$400K to \$499,999	0	0	0	0	0	0	46
\$500K to \$599,999	0	0	0	1	0	0	39
\$600K to \$799,999	0	0	0	1	0	0	20
\$800K to \$999,999	0	0	0	10	0	5	23
\$1M to \$2,499,999	1	2	11	18	206	12	36
\$2.5M to \$4,999,999	0	0	0	0	118	0	0
\$5,000,000+	0	0	0	0	19	0	0
Total	1	5	11	30	343	17	272
Avg Sold Price	\$2,400,000	\$846,288	\$1,352,272	\$1,155,603	\$2,634,856	\$1,234,611	\$584,326
Prev Year - Avg Sold Price	\$1,475,000	\$458,000	\$1,414,047	\$1,009,984	\$2,138,678	\$1,264,825	\$677,638
Avg Sold % Change	62.71%	84.78%	-4.37%	14.42%	23.20%	-2.39%	-13.77%
Prev Year - # of Solds	1	3	21	43	349	16	243

Active Detail

Active Listings		
Residential		Condo/Coop
Detached	Attached/TH	Attached
1	1	0
0	0	0
0	0	0
0	0	0
0	0	2
0	0	2
0	1	9
0	0	13
0	0	4
0	1	1
24	5	9
65	2	2
31	0	0
121	10	42

October 2024

Mc Lean, VA

202.262.1261
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56**↓ -29.8%**from Oct 2023:
84

YTD	2024	2023	+/-
	1,010	1,021	-1.1%

5-year Oct average: **92****New Pendings****60****↓ -7.7%**from Sep 2024:
65**↑ 42.9%**from Oct 2023:
42

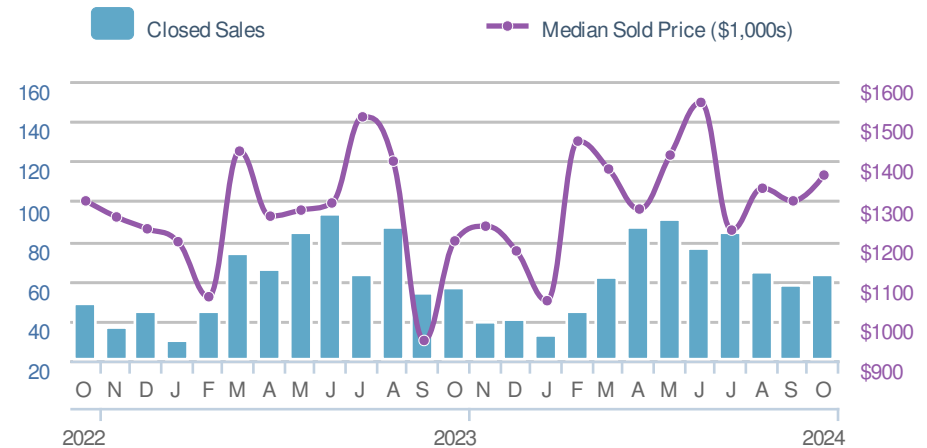
YTD	2024	2023	+/-
	705	672	4.9%

5-year Oct average: **66****Closed Sales****63****↑ 10.5%**from Sep 2024:
57**↑ 12.5%**from Oct 2023:
56

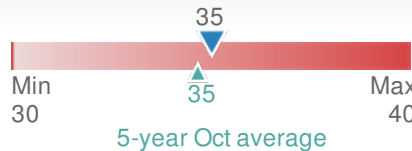
YTD	2024	2023	+/-
	679	676	0.4%

5-year Oct average: **66****Median Sold Price****\$1,365,000****↑ 5.0%**from Sep 2024:
\$1,300,000**↑ 13.8%**from Oct 2023:
\$1,200,000

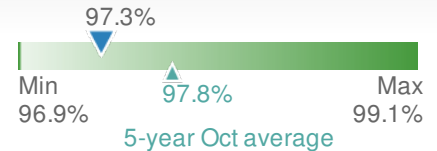
YTD	2024	2023	+/-
	\$1,330,000	\$1,275,000	4.3%

5-year Oct average: **\$1,218,203****Active Listings****173**

Sep 2024	Oct 2023
184	180

Avg DOM**35**

Sep 2024	Oct 2023	YTD
30	38	33

Avg Sold to OLP Ratio**97.3%**

Sep 2024	Oct 2023	YTD
98.5%	99.1%	99.1%

January thru November 2024 YTD
Mc Lean, VA

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Sold Summary

	2024	2023	% Change
Sold Dollar Volume	\$1,259,754,284	\$1,083,383,016	16.28%
Avg Sold Price	\$1,690,875	\$1,504,344	12.40%
Median Sold Price	\$1,345,000	\$1,275,000	5.49%
Units Sold	734	715	2.66%
Avg Days on Market	34	35	-2.86%
Avg List Price for Solds	\$1,722,824	\$1,515,221	13.70%
Avg SP to OLP Ratio	98.9%	99.3%	-0.33%
Ratio of Avg SP to Avg OLP	97.6%	98.2%	-0.62%
Attached Avg Sold Price	\$686,978	\$753,858	-8.87%
Detached Avg Sold Price	\$2,605,886	\$2,112,333	23.37%
Attached Units Sold	350	320	9.38%
Detached Units Sold	384	395	-2.78%

- 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	1
Cash	269
Conventional	413
FHA	8
Other	15
Owner	0
VA	20

Days on Market (Sold)

0	50
1 to 10	315
11 to 20	76
21 to 30	38
31 to 60	90
61 to 90	50
91 to 120	26
121 to 180	37
181 to 360	38
361 to 720	11
721+	3

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	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	1
\$200K to \$299,999	0	1	0	0	0	0	45
\$300K to \$399,999	0	2	0	0	0	0	68
\$400K to \$499,999	0	0	0	0	0	0	51
\$500K to \$599,999	0	0	0	1	0	0	41
\$600K to \$799,999	0	0	0	1	0	0	22
\$800K to \$999,999	0	0	0	11	0	5	26
\$1M to \$2,499,999	1	2	12	19	219	12	41
\$2.5M to \$4,999,999	1	0	2	0	128	0	1
\$5,000,000+	0	0	0	0	21	0	0
Total	2	5	14	32	368	17	296
Avg Sold Price	\$2,533,900	\$846,288	\$1,585,357	\$1,146,812	\$2,645,102	\$1,234,611	\$603,123
Prev Year - Avg Sold Price	\$1,475,000	\$442,250	\$1,395,543	\$1,014,302	\$2,158,488	\$1,242,326	\$676,807
Avg Sold % Change	71.79%	91.36%	13.60%	13.06%	22.54%	-0.62%	-10.89%
Prev Year - # of Solds	1	4	23	44	371	19	253

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	3
0	0	1
0	0	11
0	0	8
0	0	5
0	0	1
17	2	10
46	3	1
32	0	0
95	5	40

November 2024

Mc Lean, VA

202.262.1261
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lenorerubino.com**New Listings****40****↓ -32.2%**from Oct 2024:
59**↓ -9.1%**from Nov 2023:
44

YTD	2024	2023	+/-
	1,066	1,070	-0.4%

5-year Nov average: **67****New Pendings****44****↓ -26.7%**from Oct 2024:
60**↑ 12.8%**from Nov 2023:
39

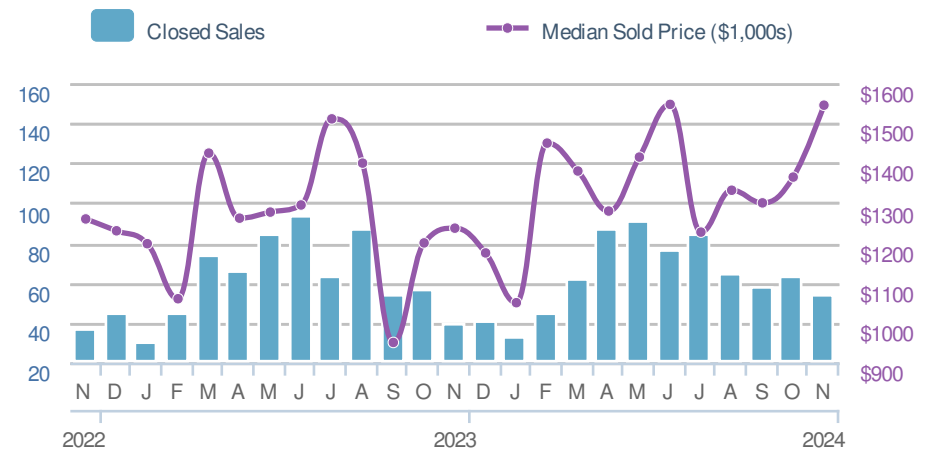
YTD	2024	2023	+/-
	748	709	5.5%

5-year Nov average: **57****Closed Sales****54****↓ -14.3%**from Oct 2024:
63**↑ 38.5%**from Nov 2023:
39

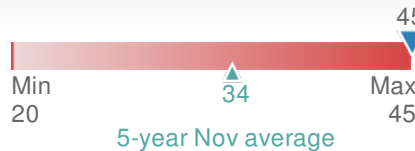
YTD	2024	2023	+/-
	734	715	2.7%

5-year Nov average: **57****Median Sold Price****\$1,545,000****↑ 13.2%**from Oct 2024:
\$1,365,000**↑ 24.8%**from Nov 2023:
\$1,237,995

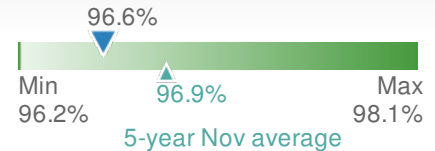
YTD	2024	2023	+/-
	\$1,345,000	\$1,275,000	5.5%

5-year Nov average: **\$1,215,499****Active Listings****140**

Oct 2024	Nov 2023
173	169

Avg DOM**45**

Oct 2024	Nov 2023	YTD
35	26	34

Avg Sold to OLP Ratio**96.6%**

Oct 2024	Nov 2023	YTD
97.3%	96.2%	98.9%

January thru December 2024 YTD
Mc Lean, VA202.262.1261
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lenorerubino.com**Sold Summary**

	2024	2023	% Change
Sold Dollar Volume	\$1,368,130,320	\$1,138,885,915	20.13%
Avg Sold Price	\$1,698,684	\$1,493,597	13.73%
Median Sold Price	\$1,350,000	\$1,270,000	6.30%
Units Sold	792	757	4.62%
Avg Days on Market	34	35	-2.86%
Avg List Price for Solds	\$1,733,496	\$1,505,972	15.11%
Avg SP to OLP Ratio	98.7%	99.1%	-0.35%
Ratio of Avg SP to Avg OLP	97.2%	98.0%	-0.80%
Attached Avg Sold Price	\$692,015	\$748,920	-7.60%
Detached Avg Sold Price	\$2,599,389	\$2,107,282	23.35%
Attached Units Sold	374	342	9.36%
Detached Units Sold	418	415	0.72%

Financing (Sold)

Assumption	1
Cash	289
Conventional	447
FHA	9
Other	16
Owner	0
VA	21

Days on Market (Sold)

0	54
1 to 10	335
11 to 20	82
21 to 30	40
31 to 60	96
61 to 90	56
91 to 120	31
121 to 180	40
181 to 360	42
361 to 720	13
721+	3

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	1	0	0	0
\$200K to \$299,999	0	1	0	0	0	0	46	0	0	0
\$300K to \$399,999	0	2	0	0	0	0	73	0	0	5
\$400K to \$499,999	0	0	0	0	0	0	57	0	0	15
\$500K to \$599,999	0	0	0	1	0	0	44	0	0	3
\$600K to \$799,999	0	0	0	1	0	0	22	0	0	5
\$800K to \$999,999	0	0	0	12	0	5	26	0	2	0
\$1M to \$2,499,999	1	2	12	22	237	14	43	12	1	11
\$2.5M to \$4,999,999	1	0	2	0	144	0	2	37	1	0
\$5,000,000+	0	0	0	0	21	0	0	28	0	0
Total	2	5	14	36	402	19	314	77	4	39
Avg Sold Price	\$2,533,900	\$846,288	\$1,585,357	\$1,150,777	\$2,635,029	\$1,225,705	\$604,668			
Prev Year - Avg Sold Price	\$1,475,000	\$442,250	\$1,372,700	\$1,025,854	\$2,156,117	\$1,234,485	\$668,812			
Avg Sold % Change	71.79%	91.36%	15.49%	12.18%	22.21%	-0.71%	-9.59%			
Prev Year - # of Solds	1	4	25	46	389	21	271			

Active Detail

December 2024

Mc Lean, VA

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