

SINGLE FAMILY HOUSING

Bethesda

Closed sales, averages Jan 2022

Closed sales, averages Jan 2021

| | Properties sold | List price | Sales price | CDOM* | Properties sold | Sales price | CDOM* | Change from 2021 |
|------------------|-----------------|-------------|-------------|-------|-----------------|-------------|-------|------------------|
| ALL PRICE POINTS | 40 | \$1,294,261 | \$1,298,881 | 35 | 47 | \$1,360,651 | 31 | - 5% |
| < \$1 MILLION | 15 | \$854,460 | \$964,083 | 36 | 20 | \$853,453 | 22 | 13% |
| \$1 – 2 MILLION | 22 | \$1,425,434 | \$1,433,591 | 26 | 23 | \$1,499,784 | 44 | - 4% |
| > \$2 MILLION | 3 | \$2,531,333 | \$2,485,000 | 102 | 4 | \$3,096,625 | 2 | - 20% |

I am proud to say that 60 percent of my business comes from previous clients and client referrals. Give me a call today to discuss how I can help you best position yourself for a successful purchase or sale. Talk to me about the Eastern Shore and the Virginia countryside if you are considering a second home.

Lenore G. Rubino

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'Virtually' ready and always client first

Washington Fine Properties, LLC – 3201 New Mexico Ave NW #220, Washington, DC 20016 - 202.944.5000

*Cumulative Days on Market.

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SINGLE FAMILY HOUSING

Bethesda

| | Closed sales, averages from Jan. – Dec., 2021 | | | | Closed sales, averages from Jan. – Dec., 2020 | | | |
|------------------|---|-------------|-------------|-------|---|-------------|-------|------------------|
| | Properties sold | List price | Sales price | CDOM* | Properties sold | Sales price | CDOM* | Change from 2020 |
| ALL PRICE POINTS | 1026 | \$1,372,180 | \$1,398,106 | 21 | 892 | \$1,274,911 | 52 | 10% |
| < \$1 MILLION | 315 | \$832,705 | \$845,332 | 14 | 374 | \$805,993 | 54 | 5% |
| \$1 – 2 MILLION | 580 | \$1,365,907 | \$1,404,006 | 19 | 440 | \$1,389,550 | 46 | 1% |
| > \$2 MILLION | 131 | \$2,697,168 | \$2,701,171 | 49 | 78 | \$2,876,635 | 67 | - 6% |

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Bethesda

| | Closed sales, averages from Jan. – Dec., 2020 | | | | Closed sales, averages from Jan. – Dec., 2019 | | | |
|-------------------------|---|-------------|-------------|-------|---|-------------|-------|------------------|
| | Properties sold | List price | Sales price | CDOM* | Properties sold | Sales price | CDOM* | Change from 2019 |
| ALL PRICE POINTS | 892 | \$1,304,870 | \$1,274,911 | 52 | 927 | \$1,167,500 | 54 | 9% |
| < \$1 MILLION | 374 | \$809,352 | \$805,993 | 54 | 462 | \$800,931 | 34 | 1% |
| \$1 – 2 MILLION | 440 | \$1,414,667 | \$1,389,550 | 46 | 407 | \$1,363,384 | 68 | 2% |
| > \$2 MILLION | 78 | \$3,061,442 | \$2,876,635 | 67 | 58 | \$2,712,849 | 113 | 6% |

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