

Home Sales Up in McLean, Great Falls

Marginal improvement in a year and much higher in a decade

BY KAREN BRISCOE



PHOTO CONTRIBUTED

Karen Briscoe

The ball has dropped on 2020 and the calendar has flipped over to the new year of 2021. It is time for the McLean and Great Falls real estate market annual year in review.

Year over year, there has been marginal improvement in the number of home sales with a total count of 1,249 in 2020 compared to 1,219 in 2019. Compared to one decade ago in 2010, there is significantly better news as sales are up 39 percent over that time frame.

There are buyers ready, willing and able to purchase a home in Northern Virginia and in 2020 have found that there is considerably less supply than in previous years. This is most likely attributed to the stay-at-home orders due to the global pandemic from March through June, which is the traditional spring selling season. During that time frame, homes were not going on the market at the pace of a typical selling season. It was mostly vacant properties and sellers who were really motivated who listed their homes for sale. In conclusion the number of sales could have been significantly higher had there been more available homes for buyers to select from.

The greatest impact in 2020 occurred in the upper brackets, for this market that is homes priced over \$1.25 million. There were 530 total sales in the year compared to

previous year of 380, that's an improvement of almost 40 percent. Upper bracket homes and properties commonly include estate type properties which offer the advantages of more physical space for interior living as well as outdoor areas. Homes in good show condition and priced correctly for the market are in low supply. With strong demand and lower supply, many segments are experiencing price appreciation for the first time in over a dozen years. These market conditions are advantageous for sellers considering a move.

The real estate community continues to serve customers and clients safely by following CDC guidelines. More than ever during the pandemic, people have sought the security of home as a safe haven. To meet this need, agents continue to list houses for sale, show houses to buyers, write contracts and settle on transactions. Technology is cutting edge in the real estate arena offering virtual tours, Zoom meetings, secure digital document execution as well as online notary

McLean & Great Falls Quarterly Market Analysis of Home Sales (Based on List Price):

2020 Sales Compared to 2019 and 2010						
2020 Total Sales: 1,249						
Zip Code	>\$3 Mil	\$2-3 Mil	\$1.25-2 Mil	\$1-\$1.25 Mil	\$750k-\$1 Mil	<\$750k
22101	25	58	189	78	152	14
22102	8	24	74	36	36	229
22066	9	27	116	75	84	15
Total:	42	109	379	189	272	258
Combined Total Upper Brackets:			Combined Total Lower Brackets:			
530			719			
2019 Total Sales: 1,219						
Zip Code	>\$3 Mil	\$2-3 Mil	\$1.25-2 Mil	\$1-\$1.25 Mil	\$750k-\$1 Mil	<\$750k
22101	15	47	140	82	167	45
22102	13	17	54	51	48	260
22066	6	11	77	61	92	33
Total:	34	75	271	194	307	338
Combined Total Upper Brackets:			Combined Total Lower Brackets:			
380			839			
2010 Total Sales: 896						
Zip Code	>\$3 Mil	\$2-3 Mil	\$1.25-2 Mil	\$1-\$1.25 Mil	\$750k-\$1 Mil	<\$750k
22101	8	10	55	52	102	150
22102	7	17	27	22	43	186
22066	2	10	69	42	58	36
Total:	17	37	151	116	203	372
Combined Total Upper Brackets:			Combined Total Lower Brackets:			
205			691			

cam and drive through closings. Traditional in person meetings are available following safety protocols.

Looking forward to the first quarter 2021 if the weather remains mild, the traditional spring selling season is likely to begin in January. There is still considerable pent-up buyer demand in many segments of McLean and Great Falls. Even more so now, home represents the place where people live, work, play, educate their children, as well as enjoy physical activity and entertainment. As our nation and world navigate the impact of COVID-19, people still find themselves in situations where they have a need to make a move!

Karen Briscoe and Lizzy Conroy with HBC Group at Keller Williams are active and experienced Realtors® in the Northern Virginia marketplace. Along with the team, they work with sellers, buyers, investors and builders in all price ranges. They are available to assist with your real estate needs. www.HBCGroupKW.com, 703-734-0192, Homes@HBCGroupKW.com.



PHOTOS COURTESY OF SHEPHERD'S CENTER

Erin O'Reilly, Volunteer Manager, Shepherd's Center; Café Renaissance owners Saeed and Soraya Abtahi; Jayne Young, Interim Executive Director, Shepherd's Center.

Holiday Meals Bring Cheer for Lonely Seniors

While this time of year may be festive for many, during these difficult days of COVID restrictions, the Shepherd's Center Serving Oakton-Vienna-Reston-Herndon (SC) wanted to reach out to their often lonely and isolated senior clients. This past Christmas week, SC was able to share holiday meals with local isolated senior clients. SC's Holiday dinner delivery initiative was welcomed by their clients. The following are three testimonials provided by these seniors:

One of SC's volunteer drivers, Lyn Black, showed kindness and the spirit of the season when delivering to two of Shepherd's Center clients in Reston. Ms. Black showed up for her deliveries wearing a red jacket with a jaunty Christmas hat on. She decided to dress up very festively with the cute hat, jingle bells necklace and bracelet. On her first delivery, one of SC's Reston clients noticed her jingle bell bracelet and said she really liked it, so Lyn gave it to her. The senior was jingling her newly acquired bracelet saying, "you know, an angel gets

its wings every time you hear a bell ring". The very next Reston meal recipient admired her cute little red hat. So, Lyn gave that to her as well.

The holiday dinners were prepared by Café Renaissance and Skorpis Maggio's Greek Family Restaurant. Hand-made greeting cards were provided to each client by the elementary school students at The Newton School in Sterling, under the leadership of Nicola Magley, Administrative Assistant.

This event was funded by Northrop Grumman and United Bank. Meal deliveries were made by board members Rich Deusterhaus, Patti Vaughn, Bill Farrell, Scott Schroth, Leigh Banducci and Scott Honiberg. In addition, volunteer delivery drivers included Matthew Humphrey, Executive VP, Head of Wealth & Investment Management, United Bank; Lyn Black, Matt Banducci and Claire Banducci.

To volunteer, donate or learn more about how you can help, or how we can help you, visit www.scov.org or, contact the office at 703-281-0538, office@scov.org.



Skorpis Maggio's Greek Family Restaurant owners Chris and Sherry Maggio; Jayne Young, Interim Executive Director, Shepherd's Center.