

# SPRINGFIELD

## Westwood/Beacon Hill...

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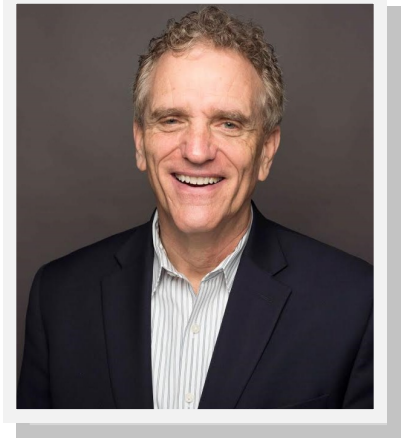
*A Real Estate Letter from Matthew Maury of Stuart & Maury Realtors*

January, 2020

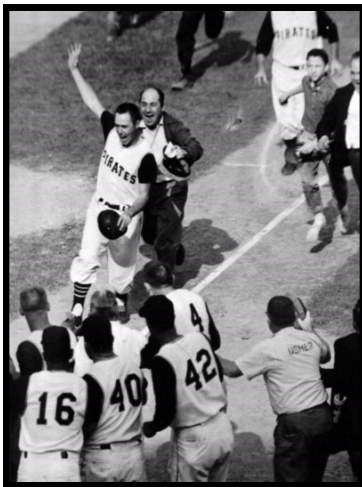
Dear Springfield/Westwood Area Resident,

Anyone who knows me well knows that I am a huge baseball fan. I always have been. My baseball roots are tied up in Springfield/Wood Acres memories from my childhood as well. One of my earliest recollections involves raking leaves with my father in October of 1957 at five years old in the front yard of our house at 6300 Newburn Dr. as Lew Burdette pitched the Milwaukee Braves to a series victory over the Yankees. At 5908 Cobalt Rd., I watched Bill Mazerowski hit one of the most famous World Series home runs of all time in game seven against the Yanks in 1960 to win the title. We ran out the front door, started playing ball and immediately broke the side window of 5910 Cobalt Rd. We got in a lot of trouble for that.

In 1961, I watched from the back porch addition at 5900 Wynnwood Rd. as Frank Robinson and the Cincinnati Reds lost to the Maris/Mantle Bronx Bombers in the Fall Classic. I rushed home from Woodacres Elementary to watch Sandy Koufax mow down the Yankees in the Series in 1963. We were living at 5602 Marengo Rd. when my mighty Wood Acres Indians, coached by my dad, won two championships in '64 and '65. I can remember smacking wiffle balls in the Marengo front yard during the '65 World Series as my old Washington team, now the Minnesota Twins, were vanquished in the Series by Koufax.



They moved my beloved Senators to Texas in 1971, which was heartbreaking. But I remained a baseball fan throughout those long 34 years in the wilderness and remain somewhat encyclopedic on baseball events during those years as well. I reluctantly became a bit of an Orioles fan when my boys were old enough to go to games in the '90's and always loved Camden Yards. When baseball returned to DC in 2005 it was a big deal for me. I immediately became a big Nats fan again, even though we were terrible. Becoming damn good in 2012 was thrilling and these last eight years have been quite a ride. And sharing the Nats everyday with my dad until his passing in 2018 was special too.



**Mazerowski-1960**

So, I had this dream recently. It was weird, as dreams often are. I dreamed that the Washington Nationals WON the World Series ( I know, kinda crazy, right?). Not only did they win, they won in the most amazing way, coming back from the dead in three of the four rounds. In my dream like fantasies, they even hit a home run off the foul pole to win game seven of the Series! There was a parade and everything. What a dream..... Wait....what....are you kidding me....it really happened? No way.

As you get older, you learn to appreciate the little things in life, but it never hurts to experience a BIG THING once every 95 years or so. My goodness, was that great fun or what? No matter what the future holds, as a city, collectively we will always have those moments. If I could build a statue of Howie Kendrick in my back yard I think I'd do it. When Howie hit that grand slam against the Dodgers I leapt into the arms of my Wood Acres buddy Eric Hoffman and basketball friend Danny Banner. At that moment, we were all little kids again.

When I drive through Springfield and Wood Acres now the memories run deep. I've been involved in over 550 real estate transactions in these two communities since 1980, so of course, all kinds of past events are racing through my head. Hmmm...., "they never actually repaired that chimney after the seller gave them \$500!" "They did indeed cut down that big tree they were worried about." "Wow, they

transformed that tired little house into a showplace!” “who would have dreamed the sleepy rambler on that lot could be end up looking that great. “ And they say you can’t go home again. Well, I do just about every day.

Springfield posted very impressive sales and gains last year. Across a wide spectrum of price ranges, homes were sold at good to excellent prices and they were sold quickly. While the jury remains out on the health of the upper end of the market, and some new home endeavors didn’t go so well for builders, other projects sold at extraordinary prices, proving that the upper limits of value in our community are in better shape than I might have speculated in this newsletter last year. The true test will come with the new homes rising on Pollard Rd. and Ridgefield Rd. in the coming months. They are ambitious projects with inherent risk, especially the home built very near River Rd. behind a new home on Ridgefield. We’ll see!

Let’s hit the bullet points of real estate activity in **2019** in the Springfield/Westwood/Beacon Hill area and the surrounding zip codes:

- **Springfield/Westwood** had a robust 26 sales last year, averaging **\$1,123,384**, very similar to the \$1,130,865 posted the year before. The high sale was a new home at 5723 Ogden Rd. that sold for a remarkable \$1,962,500. The low sale was a tear down at 5309 Briley Place, backing to Little Flower, at \$740,000.
- In 2019, our Springfield area home sales last year were sold for **96.9%** of their asking price. This is a lower figure than previous years, driven almost entirely by overly optimistic new home initial pricing. The new home built on Ridgefield which sold for \$1,650,000, posted only 90.4% of it’s initial price of \$1,824,900. The new home on Knollwood Rd. was originally listed at \$1,995,000 and sold for \$1,683,350, just 84.3% of the original price. When builders are in the process of constructing a home, they will often put a “pie in the sky” price on it until it is finished and they refine a final market price.
- In 2019, **204** single family homes were sold in the **20816** zip code at an average sales price of **\$1,186,727**. That’s an increase of **3.77%** from the previous year average of \$1,143,592. The average price in our zip code had been the same for the last two years so a slight increase is a welcome sign. The 2019 average is the **highest average sale price of all time** for the 20816 zip code. It’s also a full 130K higher than the “peak” of 2008 before the recession took hold in our area.
- In 2019, an astounding **119** more houses sold in the Bethesda/Chevy Chase zip codes. The number of sales rocketed to 1156. The market was very healthy with more sales than at anytime since the go/go years of 2004-2005, when sales topped 1200.
- In 2019, the average Bethesda/Chevy Chase price for a home remained virtually the same as the previous year, at **\$1,226,078**. Overall, it can be said that in 2019, **there was no appreciation in the value of a single family home in Bethesda/Chevy chase**, although more homes were sold than recent previous years.

If your exhausted by this level of detail, you now have the gist of it. For those ready for “micro analysis”, read on!

For the **40th year in a row**, let us examine Springfield/Westwood/Beacon Hill real estate performance during the past year:

- Few would have ever believed that a Springfield area home could sell for over a 1.5 million dollars one day when I started in the real estate business in the Fall of 1980. The average Springfield area home sold that year for less than \$175,000. And yet, there have now been FORTY FOUR Springfield area homes sell for more than \$1,500,000, with Stuart and Maury, Inc. Realtors selling 19 of them. We’re proud of the care and expertise that went into guiding homeowners over the years, helping them to build value and recognize their intrinsic worth.

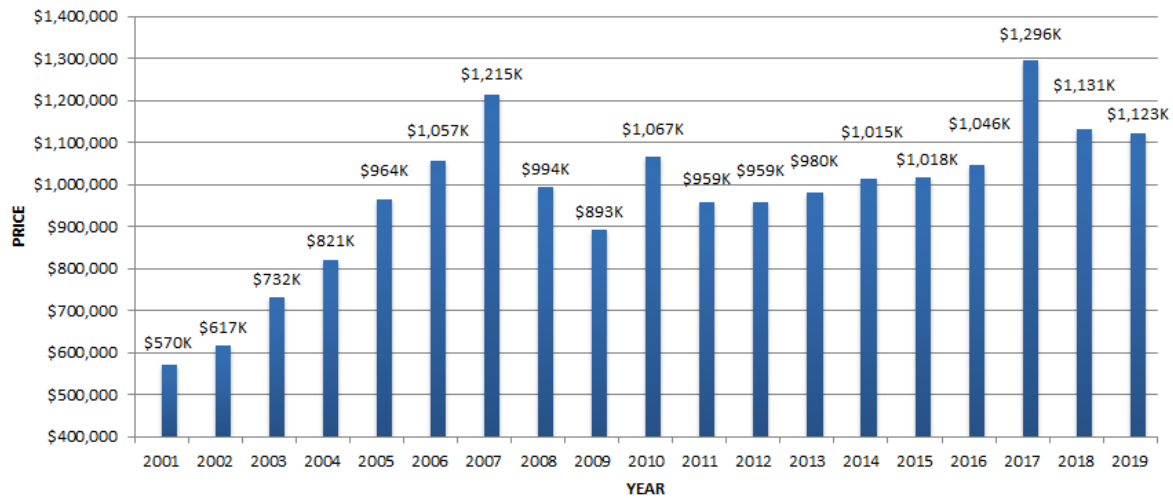
It would be important to remember that the word “average” is just a statistical talking point. In our community, there have been numerous new homes built and many complete transformations of original homes. If we were to identify the “average” Springfield house as being a three bedroom, three bath rambler in nice shape, that value is clearly not the average price of \$1,123,384 this year. If we were to identify the average home as being a four/five level split in great shape, that average home is probably approaching the

\$1,123,384, or maybe more if the amenities are special. Of course, most colonials, especially the homes on Searl and Albia, exceed the value average. It can be said that “a rising tide lifts all boats.” It’s no fun to live next door to a construction project for a year, but the quality of the new homes that are being built in Springfield each year DO add a certain value and vibrancy to our market. And they are often (but not always) replacing smaller homes that were often not in stellar condition.

- We’ve been averaging 23 homes sales a year in our Springfield area ever since the “Great Recession” took hold in 2007. It was surprising when 31 homes sold in 2016. It was also discouraging when only 11 homes were sold during the pull back in 2008. Last year’s 26 sales were brisk and completely consistent with what constitutes a “good year” for Springfield area home sales.

- There were only eight homes sales in all of Wood Acres last year, in a community that statistically has averaged near 18 sales a year for the past 20 years. Societal trends throughout our area suggest that more and more homeowners who own homes slightly smaller than Springfield area homes, are staying put and adding onto their homes because they like where they live. On a macro level, nationwide, there continues to be a lot of discussion about the lack of inventory for single family homes, making it more difficult for young people to purchase as low inventory increases demand. I recently was at the 9:30 Club downtown to see my son performing and a “thirtysomething” friend of his was telling me that she and her husband had made six offers on houses in the NW Washington area, and lost out on every purchase. DC has been on fire for awhile but her story hammered home the challenges that young buyers face.

### Springfield Prices 2001-2017



- The high sale in 2019 in the Springfield area was a new home at 5723 Ogden Rd.. which sold for \$1,962,250. That’s a solid “triple” for the builder. Conlan bought the existing home at that location for \$800,000 in October of 2017 and he settled the new home sale in August of 2019. The home features 5411 square feet of finished space on three levels. The home was extremely well built and presented.



**High sale: 5723 Ogden Rd. \$1,960,000**



**Low sale 5309 Briley Place \$740,000**

In 2019, the low sale took place at 5309 Briley Place. for \$740,000. The home was torn down and a well known area builder, Mid-Atlantic, is building a new home on that lot. It’s the first “tear-down” on Briley Place, joining the brisk tear-down activity we have seen around the corner on Chesterbrook Rd.

# 2019 Springfield area Sales



**5723 Ogden Rd.**  
**Original List Price:**  
**\$2,050,000**  
**Sold Price: \$1,962,500**



**5615 Knollwood Rd.**  
**Original List Price:**  
**\$1,995,000**  
**Sold Price: \$1,683,350**



**5813 Ridgefield Rd.**  
**Original List Price:**  
**\$1,824,900**  
**Sold Price: \$1,650,000**



**5937 Searl Terrace**  
**List Price: 1,595,000**  
**Sold Price: \$1,595,000**



**5985 Searl Terrace.\*\***  
**List Price: \$1,198,000**  
**Sold Price: \$1,255,000**  
**\*\*Bob Jenets Sale**



**5624 Knollwood Rd.**  
**List Price: \$1,188,000**  
**Sold Price: \$1,188,000**



**5308 Briley Place.**  
**Original List Price:**  
**\$1,195,000**  
**Sold Price: \$1,093,625**



**5706 Ogden Rd. \***  
**List Price: \$1,125,000**  
**Sold Price: \$1,130,000**  
**\*Matthew Maury sale**



**5807 Wiltshire Dr.**  
**List Price: 1,100,000**  
**Sold Price: \$1,050,000**



**5500 Ridgefield Rd.**  
**List Price: 1,100,000**  
**Sold Price: \$1,065,000**



**5816 Ogden Ct. \***  
**List Price: \$1,100,000**  
**Sold Price: \$1,100,000**  
**\*Matthew Maury sale**



**5611 Marengo Rd.\***  
**List Price: \$1,100,000**  
**Sold Price: \$1,100,000**  
**\*Matthew Maury Sale**

# 2019 Springfield area Sales continued...



**5814 Cromwell Dr.**  
**List Price: \$1,099,000**  
**Sold Price: \$1,099,000**



**5614 Knollwood Rd.**  
**List Price: \$1,095,000**  
**Sold Price: \$1,075,000**



**5801 Marengo Rd. \*\*\***  
**List Price: \$1,000,000**  
**Sold Price: \$1,000,000**  
**\*\*\*Kevin Cullinane sale**



**5818 Ogden Court.**  
**Original List Price:**  
**\$1,049,000**  
**Sold Price: \$999,000**



**5524 Parkston Rd.**  
**List Price: \$995,000**  
**Sold Price: \$977,500**



**5602 Kirkwood Dr.\***  
**List Price: \$990,000**  
**Sold Price: \$1,125,000**  
**\*Matthew Maury sale**



**5820 Ogden Court.**  
**List: \$989,000 Sold: \$980,000**  
**Bob Jenets sale\*\***



**5508 Christy Dr.**  
**List Price: \$979,000**  
**Sold Price: \$960,000**



**5409 Ridgefield Rd.**  
**List Price: \$960,000**  
**Sold Price: \$950,000**



**5905 Wiltshire Dr.\*\*\***  
**List Price: \$949,000**  
**Sold Price: \$925,000**  
**\*\*\*Kevin Cullinane sale**



**5405 Christy Dr.**  
**List Price: \$949,000**  
**Sold Price: \$910,000**



**5801 Kirkwood Dr.**  
**Orig. List Price: \$865,000**  
**Sold Price: \$785,000**



**5605 Jordan Rd .**  
**List Price: \$825,000**  
**Sold Price: \$825,000**  
**Tear down**



**5309 Briley Place**  
**Orig. List Price: \$850,000**  
**Sold Price: \$740,000**  
**Tear Down**



**20814**  
**\$399,000**



**20815**  
**\$545,000**



**20816**  
**\$600,000**



**20817**  
**\$495,000**

**LOW SALES**

- Out the Old Georgetown Rd. corridor, the **20814** zip code fell slightly in value, down 3%, to an average of **\$1,160,860**. The high sale was at 7124 Fairfax Rd. in Edgemoor for \$4,700,000. The home was listed for \$5,995,000 and was for sale eight months. The low sale is fascinating. 10155 Laureate Way sold for \$399,000, the lowest single family home sold in the entire Bethesda/Chevy Chase area last year. It was marketed as “the caretaker’s cottage for Wild Acres, the grand estate of Gilbert Grosvenor, the founder of the National Geographic, and his wife, Elise May Bell, the daughter of Alexander Graham Bell.” The home is historic and cannot be torn down (thank goodness!) Both County and State historic tax credits are possible for this property.
- 20815 zip code of Chevy Chase, the high sale took place on Kennedy Dr. in Kenwood for \$4,995,000. The low sale above on Jones Bridge Rd. was \$545,000. Prices dipped slightly in this Chevy Chase zip code to **\$1,357,408**, down from \$1,412,292 the year before. But there were 290 sales, 45 more than the previous year
- In our **20816** zip code, the high sale was a modest contemporary on 1.1 acres overlooking the Potomac Rd. for \$3,800,000. The low sale was a home on Barr Rd. that was crushed by a tree and sold as a tear down for 600K.
- Finally in the enormous **20817** zip code, the high sale was a 12,500 sq. ft. new home on Bradley Blvd for \$6,900,000. As F. Scott Fitzgerald said, “the rich are different than you and me!” No kidding! The low sale was on Loan Oak Dr. for \$495,000. This zip code rose slightly in value, 2.79% to an average sales price of **\$1,188,820**. An amazing 469 homes were sold in this zip code in 2019.



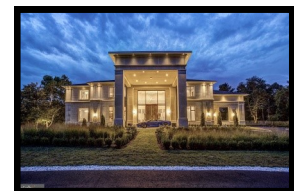
**20814**  
**\$4,750,000**



**20815**  
**\$4,995,000**



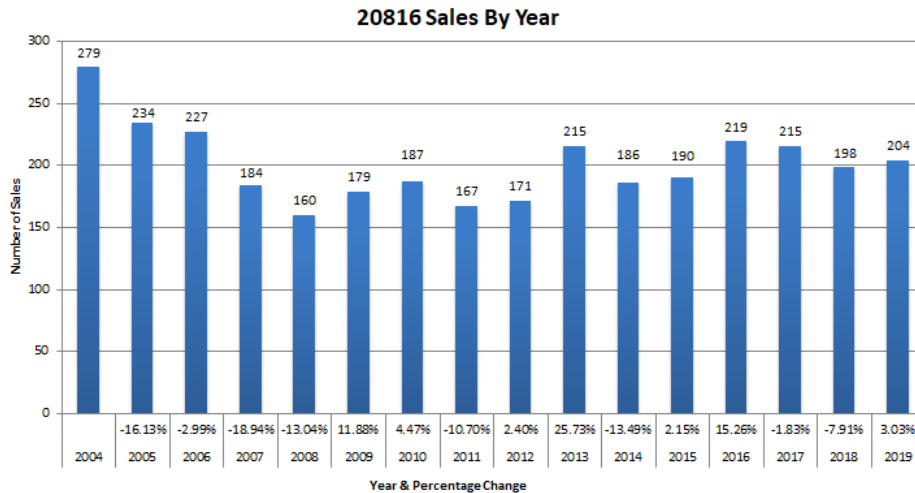
**20816**  
**\$3,800,000**



**20817**  
**\$6,900,000**

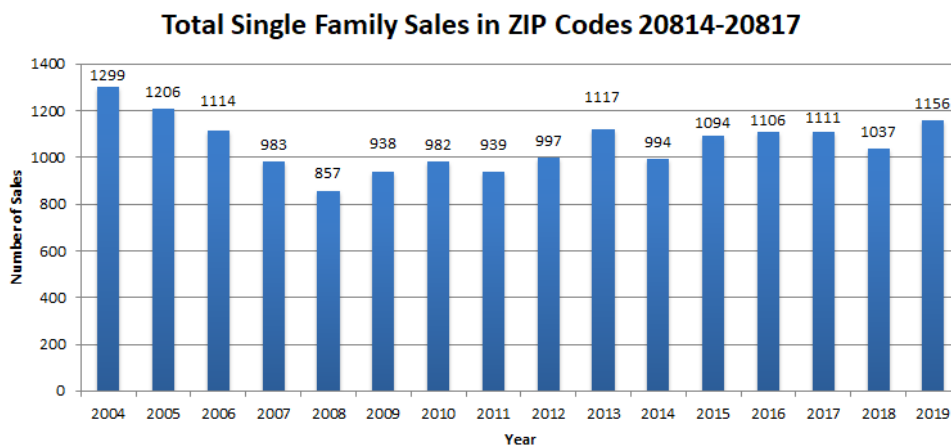
**HIGH SALES**

- Let's step back now and take a wider look at the market in the 20816 ZIP code last year:



- 204 single family homes were sold in the 20816 zip code in 2019, a slight increase of 3% over the previous year. The chart above shows that we have been in a pretty consistent pattern for the past seven years now. And take note that that the number of sales were still over 30% fewer than the go-go year of 2004. Of the 204 sales, 15 were “off the market” and not in MLS. I find these by painstakingly comparing our MLS database against public records. Most of these off market sales are direct to builder sales. You all probably get solicitations in the mail from builders trolling for distressed properties. It’s always somewhat amusing to me that they send them to Wood Acres, as we all know you can’t tear down a house in Wood Acres. I’m not sure the builder community is aware of this. Anyway, a sale to a builder is appealing to some homeowners throughout the zip code, especially if the house is run down. I will say that the builder marketing materials that suggest that “no Realtor fee” means savings is true. The catch is that the builders will often calculate the saving for THEM rather than the homeowner. Something to be aware of. The lowest sale of the off market homes was \$540,000 on Walhonding Rd. in Glen Echo Heights. A tear down for sure. The highest off-market sale was for a home on Baltan Rd. in Sumner for \$1,435,000.
- The average **20816** single family home sold for **\$1,186,727** last year, up 3.77% from the \$1,143,592 posted in 2018. Only two of the four Bethesda/Chevy Chase zip codes posted an increase last year, we were one of them.

Now, let’s take a look at trends in the wider Bethesda-Chevy Chase area, defined as the ZIP codes of 20814-20817 for single family homes. The table below breaks down the sales information for these four critical area ZIP codes from 2004-2019:



- 119 more homes were sold in the four Beth/Chevy Chase zip codes in 2019 than the previous year. The total number of homes sold in all four zip codes was **1156 in 2019**, up from 1037 the previous year. The average single family home in all four zip codes sold for **\$1,226,079**, a very slight increase from the \$1,220,927 posted in 2018. That’s a statistical dent of one half of 1%. **Still, it’s an all time record average sale price.**

## Average price for a Bethesda/Chevy Chase single family home sale

2014: \$1,142,000 2015: \$1,151,106 2016: \$1,170,138 2017: \$1,185,053 2018: \$1,220,928  
2019: \$1,226,074

### Let's commence a discussion regarding three neighborhoods nearby:

- Neighboring Wood Acres had only eight sales last year; there had been 20 home sales the year before. If you drive the community, you will see significant additions and transformations taking place, on Cobalt Rd., Gloster Rd., lower Ramsgate, and Wynnwood Rd., right now. The trend is clearly leaning towards staying put in that community. The high sale was at 6109 Cromwell Drive, which sold for \$1,173,000 ( had a two-story addition). The “low” sale, if you can call it that, was at 5905 Cobalt Rd. for \$895,000. There were no homes that came up for sale in 2019 in Wood Acres that “needed work.”
- In **Sumner/Mass Ave. Hills**, a brisk market of 28 home sales resulted in an average price of **\$1,172,035**, down modestly from \$1,180,941 in 2018. The high sale was at 4905 Scarsdale Rd. for \$1,560,000, the low at 5602 Namakagan Rd. for \$712,500. That Namakagan home was subsequently renovated by a flipper and resold for \$1,050,000.
- In **Glen Echo Heights**, to the right going down Sangamore Rd., prepare to be blown away. There were an astounding 44 homes sold in there in 2019, at an **average price of \$1,409,907**. There were six homes sold for over \$2,000,000 including the high sale at 5103 Wehawken Rd. for \$3,160,000. That was a brand new contemporary home. I wrote last January that the new home near the firehouse at 6001 Walhonding had been for sale most of the year, unsold. I questioned the wisdom of building a home of that expense at that location. Well, it finally sold, for more than I figured it would, at \$1,875,000, down from the lofty initial ambitions of \$2,295,000. Still, the builder paid \$689,000 for the lot. It was for sale 461 days. I suspect they actually made a little bit of money. But not enough to justify the risk.

On a personal note, my youngest son Patrick got married to darling Charlotte in an epic early August '19 Vermont outdoor wedding in Manchester. The setting was unmatched. What a great time. They are finishing up Grad school this coming Spring, Patrick at NYU, Charlotte at Columbia. Oh, and they are having a baby in late June. Yes, this is a life moment, I'm going to be a granddad! It looks like they'll be moving back to Bethesda this summer, ensconced in a rental home I own in Springfield.

Oldest son Andrew mixed another Grammy nominated song called “Jerome” in 2019 for an artist named Lizzo. He and his wife Martha bought a 1888 Farmhouse in Frenchtown NJ as a “getaway” from NYC. It has a carriage house in back where Andrew has set up a second studio to record artists, he's already had a week long visit for recording by an entire group. Pretty cool.

Times are good. The VI-Kings-the 60's Soundtrack of Your Life, still rock, you should come see us: [www.VI-Kings.com](http://www.VI-Kings.com).

Cell: 301-928-8686  
[matthew@matthewmaury.com](mailto:matthew@matthewmaury.com)

Sincerely,



Matthew Maury



| 20814 |         |             |          |              |               |            |                       |
|-------|---------|-------------|----------|--------------|---------------|------------|-----------------------|
| Year  | # Sales | Avg. Price  | % Change | Avg. Days On | High Sale     | Low Sale   | #Sales Over 1 Million |
| 2019  | 193     | \$1,160,860 | -3.0%    | 40           | \$4.700,000   | \$399,000  | 105                   |
| 2018  | 191     | \$1,195,714 | +2.88%   | 57           | \$5,750,000   | \$550,000  | 94                    |
| 2017  | 188     | \$1,162,141 | +1.0%    | 65           | \$5,000,000   | \$520,000  | 92                    |
| 2016  | 203     | \$1,150,659 | 6.20%    | 56           | \$ 6,500,000  | \$ 570,000 | 89                    |
| 2015  | 198     | \$1,083,446 | 1.95%    | 52           | \$ 4,400,000  | \$ 520,000 | 86                    |
| 2014  | 162     | \$1,062,706 | -0.43%   | 37           | \$ 8,550,000  | \$ 500,000 | 63                    |
| 2013  | 195     | \$1,067,244 | 17.26%   | 47           | \$ 4,000,000  | \$ 440,000 | 82                    |
| 2012  | 191     | \$910,116   | -7.66%   | 52           | \$ 3,750,000  | \$ 457,000 | 52                    |
| 2011  | 193     | \$985,592   | 11.93%   | 47           | \$ 10,000,000 | \$ 250,000 | 59                    |
| 2010  | 185     | \$880,579   | 2.87%    | 60           | \$ 4,000,000  | \$ 400,000 | 50                    |
| 2009  | 183     | \$856,019   | 0.21%    | 71           | \$ 5,025,000  | \$ 424,000 | 47                    |
| 2008  | 167     | \$854,198   | -13.80%  | 74           | \$ 2,000,000  | \$ 470,000 | 41                    |
| 2007  | 201     | \$991,000   | 7.57%    | 61           | \$ 4,000,000  | \$ 495,000 | 67                    |
| 2006  | 197     | \$921,272   | 7.33%    | 39           | \$ 4,000,000  | \$ 385,000 | 51                    |
| 2005  | 254     | \$858,370   | 13.65%   | 34           | \$ 2,400,000  | \$ 449,000 | 60                    |
| 2004  | 231     | \$755,282   | 14.47%   | 37           | \$ 2,700,000  | \$ 363,000 | 33                    |
| 2003  | 257     | \$659,804   | 11.28%   | 39           | \$ 2,250,000  | \$ 315,000 | 26                    |
| 2002  | 261     | \$592,915   | 8.02%    | 41           | \$ 1,895,000  | \$ 263,000 | 17                    |

| 20815 |         |             |          |              |              |            |                       |
|-------|---------|-------------|----------|--------------|--------------|------------|-----------------------|
| Year  | # Sales | Avg. Price  | % Change | Avg. Days On | High Sale    | Low Sale   | #Sales Over 1 Million |
| 2019  | 290     | \$1,357,408 | -3.5%    | 50           | \$4,890,000  | \$545,000  | 192                   |
| 2018  | 245     | \$1,412,292 | +6.05%   | 51           | \$4,795,000  | \$561,000  | 176                   |
| 2017  | 251     | \$1,324,905 | +5.42%   | 68           | \$3,700,000  | \$530,000  | 179                   |
| 2016  | 263     | \$1,256,673 | -2.30%   | 55           | \$ 4,295,000 | \$410,000  | 160                   |
| 2015  | 255     | \$1,285,592 | -2.51%   | 61           | \$ 4,200,000 | \$ 480,500 | 156                   |
| 2014  | 256     | \$1,318,698 | 7.56%    | 36           | \$ 4,750,000 | \$ 419,000 | 146                   |
| 2013  | 249     | \$1,226,043 | -1.58%   | 42           | \$ 5,000,000 | \$ 365,000 | 127                   |
| 2012  | 228     | \$1,245,667 | 8.48%    | 66           | \$ 7,050,000 | \$ 300,000 | 123                   |
| 2011  | 225     | \$1,148,291 | 2.70%    | 62           | \$ 3,250,000 | \$ 370,000 | 105                   |
| 2010  | 238     | \$1,118,148 | 2.75%    | 73           | \$ 3,800,000 | \$ 450,000 | 102                   |
| 2009  | 212     | \$1,088,199 | -3.81%   | 97           | \$ 3,175,000 | \$ 395,000 | 98                    |
| 2008  | 189     | \$1,131,255 | -11.49%  | 74           | \$ 3,250,000 | \$ 395,000 | 91                    |
| 2007  | 231     | \$1,278,097 | 1.73%    | 61           | \$ 5,300,000 | \$ 490,000 | 122                   |
| 2006  | 248     | \$1,256,417 | 9.48%    | 42           | \$ 4,500,000 | \$ 515,000 | 135                   |
| 2005  | 270     | \$1,147,586 | 15.39%   | 34           | \$ 3,850,000 | \$ 489,000 | 136                   |
| 2004  | 274     | \$994,501   | 22.41%   | 36           | \$ 3,675,000 | \$ 375,000 | 98                    |
| 2003  | 304     | \$812,448   | 1.90%    | 44           | \$ 2,500,000 | \$ 319,000 | 68                    |
| 2002  | 305     | \$797,323   | 19.80%   | 35           | \$ 3,150,000 | \$ 242,500 | 56                    |

| 20816 |         |             |          |              |              |            |                       |
|-------|---------|-------------|----------|--------------|--------------|------------|-----------------------|
| Year  | # Sales | Avg. Price  | % Change | Avg. Days On | High Sale    | Low Sale   | #Sales Over 1 Million |
| 2019  | 204     | \$1,186,727 | +3.77%   | 47           | \$3,875,000  | 540,000    | 114                   |
| 2018  | 197     | \$1,143,592 | -0.09%   | 46           | \$2,455,000  | \$515,000  | 134                   |
| 2017  | 215     | \$1,144,563 | +5.3%    | 41           | \$2,879,900  | \$560,000  | 112                   |
| 2016  | 219     | \$1,087,312 | -1.38%   | 51           | \$ 2,900,000 | \$ 570,000 | 95                    |
| 2015  | 190     | \$1,102,508 | 1.09%    | 43           | \$ 2,700,000 | \$ 450,000 | 82                    |
| 2014  | 186     | \$1,090,568 | 5.56%    | 32           | \$ 4,100,000 | \$ 605,000 | 87                    |
| 2013  | 195     | \$1,033,093 | 8.06%    | 52           | \$ 2,622,500 | \$ 530,000 | 82                    |
| 2012  | 171     | \$956,066   | -5.71%   | 61           | \$ 2,495,000 | \$ 480,000 | 51                    |
| 2011  | 167     | \$1,013,937 | 8.37%    | 53           | \$ 2,225,000 | \$ 400,000 | 63                    |
| 2010  | 187     | \$935,598   | -3.28%   | 55           | \$ 2,150,000 | \$ 355,000 | 55                    |
| 2009  | 179     | \$967,323   | -8.06%   | 75           | \$ 4,050,000 | \$ 380,000 | 60                    |
| 2008  | 160     | \$1,052,137 | -1.80%   | 66           | \$ 6,600,000 | \$ 460,000 | 60                    |
| 2007  | 184     | \$1,071,393 | 5.43%    | 63           | \$ 2,400,000 | \$ 490,000 | 74                    |
| 2006  | 227     | \$1,016,243 | 6.34%    | 36           | \$ 4,100,000 | \$ 530,000 | 78                    |
| 2005  | 234     | \$955,672   | 16.20%   | 21           | \$ 2,156,000 | \$ 499,000 | 73                    |
| 2004  | 279     | \$822,471   | 7.04%    | 36           | \$ 3,300,000 | \$ 320,000 | 51                    |
| 2003  | 236     | \$768,377   | 19.94%   | 40           | \$ 2,350,000 | \$ 388,000 | 30                    |
| 2002  | 210     | \$640,650   | 10.60%   | 28           | \$ 1,693,480 | \$ 350,000 | 7                     |

| 20817 |         |             |          |              |              |            |                       |
|-------|---------|-------------|----------|--------------|--------------|------------|-----------------------|
| Year  | # Sales | Avg. Price  | % Change | Avg. Days On | High Sale    | Low Sale   | #Sales Over 1 Million |
| 2019  | 469     | \$1,188,829 | +2.74%   | 64           | \$6,900,000  | \$480,000  | 236                   |
| 2018  | 425     | \$1,157,042 | +2.1%    | 58           | \$5,625,000  | \$362,250  | 203                   |
| 2017  | 457     | \$1,132,954 | -2.4%    | 67           | \$5,100,000  | \$505,000  | 207                   |
| 2016  | 436     | \$1,160,696 | 2.86%    | 75           | \$ 4,800,000 | \$ 485,000 | 212                   |
| 2015  | 451     | \$1,127,710 | -1.02%   | 65           | \$ 4,995,000 | \$ 520,000 | 210                   |
| 2014  | 390     | \$1,139,380 | 9.35%    | 53           | \$ 7,350,000 | \$ 438,999 | 160                   |
| 2013  | 458     | \$1,041,996 | 8.50%    | 47           | \$ 3,800,000 | \$ 471,000 | 176                   |
| 2012  | 407     | \$960,408   | -0.68%   | 63           | \$ 3,850,000 | \$ 410,000 | 120                   |
| 2011  | 354     | \$967,016   | -2.05%   | 72           | \$ 5,995,000 | \$ 415,000 | 120                   |
| 2010  | 372     | \$987,245   | 6.25%    | 67           | \$ 3,500,000 | \$ 392,500 | 134                   |
| 2009  | 353     | \$929,165   | -11.98%  | 93           | \$ 4,462,500 | \$ 325,000 | 103                   |
| 2008  | 341     | \$1,055,590 | -1.69%   | 80           | \$ 4,695,000 | \$ 300,000 | 137                   |
| 2007  | 370     | \$1,073,706 | 3.29%    | 70           | \$ 4,700,000 | \$ 351,000 | 138                   |
| 2006  | 422     | \$1,039,543 | 1.00%    | 47           | \$ 5,500,000 | \$ 463,000 | 139                   |
| 2005  | 448     | \$1,029,247 | 17.18%   | 34           | \$ 4,500,000 | \$ 440,000 | 146                   |
| 2004  | 515     | \$878,320   | 14.10%   | 39           | \$ 3,900,000 | \$ 370,000 | 120                   |
| 2003  | 500     | \$769,802   | 11.48%   | 42           | \$ 3,925,000 | \$ 315,000 | 85                    |
| 2002  | 520     | \$690,531   | 15.50%   | 44           | \$ 3,395,000 | \$ 257,500 | 67                    |

## Springfield/Westwood Sales History through the Years

| YEAR        | AVG. SALES PRICE   | HOUSES SOLD | GAIN/LOSS  |
|-------------|--------------------|-------------|------------|
| 1983        | \$194,511          | 22          | **         |
| 1984        | \$202,464          | 28          | +4.0%      |
| 1985        | \$221,315          | 29          | +9.3%      |
| 1986        | \$247,090          | 22          | +11.6%     |
| 1987        | \$312,560          | 33          | +26.5%     |
| 1988        | \$404,444          | 45          | +28.1%     |
| 1989        | \$391,091          | 19          | -3.3%      |
| 1990        | \$453,300          | 20          | +15.9%     |
| 1991        | \$383,591          | 28          | -15.4%     |
| 1992        | \$372,950          | 16          | -2.8%      |
| 1993        | \$421,695          | 22          | +13.0%     |
| 1994        | \$404,260          | 23          | -4.1%      |
| 1995        | \$393,294          | 17          | -2.7%      |
| 1996        | \$387,227          | 26          | -1.5%      |
| 1997        | \$382,227          | 36          | -1.3%      |
| 1998        | \$409,821          | 31          | +7.2%      |
| 1999        | \$476,245          | 31          | +16.2%     |
| 2000        | \$511,386          | 22          | +7.4%      |
| 2001        | \$570,112          | 19          | +11.5%     |
| 2002        | \$616,812          | 32          | +8.2%      |
| 2003        | \$732,150          | 20          | +18.7%     |
| 2004        | \$821,325          | 27          | +12.1%     |
| 2005        | \$964,430          | 32          | +17.4%     |
| 2006        | \$1,056,909        | 22          | +8.7%      |
| 2007        | \$1,214,792        | 26          | +14.9%     |
| 2008        | \$993,545          | 11          | -20.0%     |
| 2009        | \$892,500          | 29          | -10.18%    |
| 2010        | \$1,067,321        | 14          | +19.58%    |
| 2011        | \$959,406          | 16          | -11.25%    |
| 2012        | \$959,029          | 17          | No change  |
| 2013        | \$980,461          | 26          | +2.23%     |
| 2014        | \$1,005,067        | 26          | +2.5%      |
| 2015        | \$1,018,681        | 22          | +1.35%     |
| 2016        | \$1,046,677        | 31          | +2.75%     |
| 2017        | \$1,296,384        | 26          | +23.8%     |
| 2018        | \$1,130,865        | 22          | -12.76%    |
| <b>2019</b> | <b>\$1,123,384</b> | <b>26</b>   | <b>-7%</b> |



# Matthew Maury, Associate Broker

Stuart & Maury, Inc. Realtors  
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Bethesda, Maryland 20814

301-928-8686 cell  
301-654-3200 office



PRSRT STD  
U.S. POSTAGE  
PAID  
Suburban, MD  
Permit No. 4615

«AddressBlock»

«Bar code»

## Springfield/Westwood Sales in 2019:

|     | Address                | Original Price | Final Price | BR Tot | Full Baths | Half Baths | Sq. Ft Total | Days on Market | Settlement Date |
|-----|------------------------|----------------|-------------|--------|------------|------------|--------------|----------------|-----------------|
| 1.  | 5623 Ogden Rd.         | \$2,050,000    | \$1,962,250 | 6      | 5          | 1          | 5973         | 93             | Aug '19         |
| 2.  | 5615 Knollwood Rd.     | \$1,995,000    | \$1,683,350 | 5      | 4          | 1          | 5374         | 406            | May '19         |
| 3.  | 5813 Ridgefield Rd.    | \$1,824,900    | \$1,650,000 | 5      | 4          | 2          | 5848         | 461            | Mar '19         |
| 4.  | 5927 Searl Terrace     | \$1,595,000    | \$1,595,000 | 6      | 4          | 1          | 5752         | 4              | Dec '19         |
| 5.  | 5985 Searl Terrace**   | \$1,198,000    | \$1,225,000 | 5      | 3          | 1          | 3712         | 3              | Feb '19         |
| 6.  | 5624 Knollwood Rd.     | \$1,188,000    | \$1,188,000 | 4      | 4          | 0          | 4713         | 7              | Sept '19        |
| 7.  | 5706 Ogden Rd. *       | \$1,125,000    | \$1,130,000 | 5      | 3          | 0          | 3827         | 5              | June '19        |
| 8.  | 5602 Kirkwood Dr. *    | \$990,000      | \$1,125,000 | 4      | 2          | 2          | 3240         | 7              | Feb '19         |
| 9.  | 5816 Ogden Court*      | \$1,100,000    | \$1,100,000 | 6      | 3          | 0          | 3892         | 1              | Oct '19         |
| 10. | 5814 Cromwell Dr.      | \$1,099,000    | \$1,099,000 | 4      | 3          | 1          | 3390         | 2              | April '19       |
| 11. | 5308 Briley Place      | \$1,095,000    | \$1,093,625 | 5      | 3          | 1          | 4221         | 44             | July '19        |
| 12. | 5611 Marengo Rd. *     | \$1,100,000    | \$1,085,000 | 4      | 3          | 0          | 3867         | 17             | Aug '19         |
| 13. | 5614 Knollwood Rd.     | \$1,095,000    | \$1,075,000 | 5      | 3          | 1          | 3686         | 12             | Jun '19         |
| 14. | 5500 Ridgefield Rd.    | \$1,100,000    | \$1,065,000 | 5      | 3          | 1          | 3320         | 16             | Apr '19         |
| 15. | 5807 Wiltshire Dr.     | \$1,100,000    | \$1,000,000 | 4      | 3          | 2          | 3479         | 7              | May '19         |
| 16. | 5801 Marengo Rd. ***   | \$1,000,000    | \$1,000,000 | 5      | 3          | 0          | 2860         | 1              | Mar '19         |
| 17. | 5818 Ogden Court       | \$1,049,000    | \$999,000   | 5      | 3          | 0          | 2852         | 24             | Mar '19         |
| 18. | 5820 Ogden Court **    | \$989,000      | \$980,000   | 4      | 3          | 0          | 2852         | 5              | Dec '19         |
| 19. | 5524 Parkston Rd.      | \$995,000      | \$977,500   | 3      | 2          | 1          | 2796         | 6              | Oct '19         |
| 20. | 5508 Christy Dr.       | \$979,000      | \$960,000   | 5      | 3          | 0          | 2726         | 6              | Nov '19         |
| 21. | 5409 Ridgefield Rd.    | \$970,000      | \$960,000   | 4      | 2          | 2          | 3748         | 7              | Mar '19         |
| 22. | 5905 Wiltshire Dr. *** | \$949,000      | \$925,000   | 4      | 3          | 1          | 2834         | 114            | May '19         |
| 23. | 5405 Christy Dr.       | \$949,000      | \$910,000   | 3      | 2          | 0          | 2880         | 115            | Apr '19         |
| 24. | 5605 Jordan Rd.        | \$825,000      | \$825,000   | 3      | 3          | 0          | 3219         | 1              | Apr '19         |
| 25. | 5801 Kirkwood Dr.      | \$865,000      | \$785,000   | 3      | 2          | 1          | 3672         | 25             | Jan '19         |
| 26. | 5309 Briley Place      | \$850,000      | \$740,000   | 3      | 3          | 0          | 2650         | 57             | Jun '19         |

Average Sales Price in 2019: \$1,123,384. 96.9% of original list price. Square footage (from public records) includes lower levels & unfinished space. \*M. Maury sales, \*\*Jenets sales \*\*\*Cullinane sales