

# SPRINGFIELD

## Westwood/Beacon Hill...

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

January, 2021

Dear Springfield/Westwood Area Resident,

Charles Dickens opens “A Tale of Two Cities” with the memorable line “It was the best of times, it was the worst of times.” That certainly seems to be an appropriate description of the year 2020. Let’s not sugarcoat it; the past year was a difficult one for all of us. Over 400,000 of our fellow Americans have died from the virus and millions fell ill because of it. Our lives were turned upside down in ways we could not image when the year started. Graduations, weddings and funerals were disrupted. There is only one prom, senior Talent Show, musical...or football season. Heck, you are only young once and for our kids to have endured this isolation for almost a year of their lives is painful to accept. Trying to work from home on Zoom presents its own set of issues. A private “home office” has taken on extra importance these days. Parents have faced unprecedented challenges trying to help their children navigate school work online. A lot of the fun things that we had taken for granted such as concerts, sporting events, picnics, worldwide travel and visiting out of town family were all largely put on the shelf in 2020.



So, when I proceed to assault you with the positive news of a remarkable year in real estate and regale you with the astounding resiliency of our area and the real estate industry in general, please know that I place it in the proper perspective. It’s nice that our homes went up in value, that most of us were able to work from home and that our “bubble” and the engine that drives it were in full throttle despite the pandemic, but it doesn’t in the slightest mitigate the awful toll the past year has inflicted.

A year ago in this end of year recap newsletter, I was celebrating The Washington Nationals remarkable run to a Championship. Those were fun times. I’d never have expected it to seem so long ago. It’s a reminder that we have to grab ahold of joy when it presents itself, even in the small measures that the last year has provided. I marvel at the spirit that results in Food Trucks coming to our community, street concerts, neighbors looking out for one another during these difficult times. The light would appear to be on the horizon as the vaccine process slowly unfolds. Let’s hope by my next newsletter the worst is behind us and brighter days are ahead. I obtained my real estate license on December 6th, 1980, so I just completed 40 years in this crazy business. I never imagined the roadblocks and hurdles that we would have to endure in this past year. But our industry persevered and we are a 2020 silver lining.

It’s almost impossible to overstate how incredible the real estate market was in our community during 2020. The average Springfield/Westwood area sale exploded to **\$1,411,636**. That’s just an astounding increase in value for our area. The details of this almost inexplicable year will unfold over the next several pages. It’s a deep dive, here goes for the 40th year in a row!:

Last year in January, I wrote the following:

*“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 in 2019, 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!”*

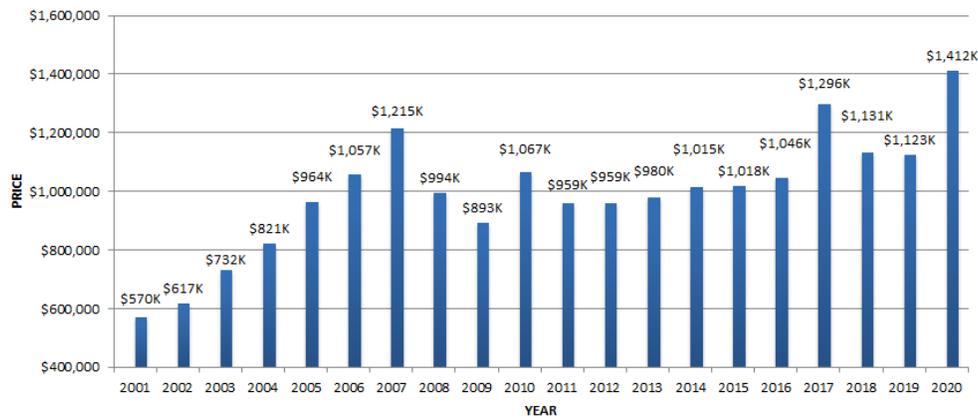
Well now, I played both sides of that that fence, didn’t I? The upper price ranges of our Springfield area turned out to be on fire in 2020. “Home” became even more important when the pandemic took hold in March, resulting in reduced inventory and ever expanding demand. That environment fueled price increases throughout the close in Bethesda/Chevy Chase zip codes.

- The average **Springfield/Westwood** home sale in 2020 was **\$1,411,636**. That’s a jaw dropping 25.6% increase over the average sale in 2019, which was \$1,123,384. “But that average was skewed by the very expensive sales” you might argue. Well of course, but even the median sale last year was \$1,260,000 in the

Springfield area. And it's not like there were only a few high sales; there were a ton of them.

- There were 33 home sales in our area last year. That's the most since the amazing go/go year of 2005, when 32 homes sales occurred. You have to go all the way to 1997 to find a year in which more than 33 sales took place. The 33 sales are about 5.5% of the 600 or so homes in the community. We have been averaging 25 homes sales a year in Springfield over the past decade.

**Springfield Prices 2001-2020**



- Six homes in Springfield sold over two million dollars in 2020. This made Springfield the community with the most \$2,000,000 sales in the 20816 zip code surpassing both Glen Echo Heights and Westmoreland Hills in that regard for the first time. Interestingly, only two of the 2 million+ sales were brand new homes. Two were Frank Bell transformations from several years ago, and two were homes that had been built new in 2007. Springfield has not been ground zero for knockdowns/new home rebuilds during the past decade. That designation has clearly gone to Glen Echo Heights where the existing housing stock was more modest and builders could purchase tear downs for less. I've said often that one knockdown success leads to another one, and another. The stunning success not only of new homes sales in 2020 in Springfield but also the success of resales that have been dramatically enhanced would suggest that we will continue to see knockdowns.

A potential brake on that unfolding drama would be that as the cost of the existing property rises, builders become more resistant. In general, they are much more comfortable in the price range of \$700k-800K. We have seen several tear down prices in the last two years that were over \$800K. The new home sale at Marengo and Cromwell commenced with a tear down price of \$775K. The new homes that sold on Pollard and Ridgefield were bought for a package price of \$2,010,000 for three building opportunities. The new homes that were built and sold ended up grossing \$6,150,000. A lot of builders talk about being okay with hitting a "double." That parlay was a tape measure home run. Take note that the brand new house rising at 5608 Parkston is being custom built for new owners who purchased the existing house at that location in late Dec of 2019 for \$790,000 and tore it down. And take note that a home on legendary Searl Terrace was purchased for \$1,595,000 in 2019 and knocked down in Jan '21. It is arguably the best lot on the street.

- The action wasn't just over two million dollars. The next tier of sales included \$1,950,000 for a new home on Ridgefield, \$1,970,000 for a new home on Briley Pl., \$1,850,000 for a Frank Bell transformed resale on Newington Ct., and \$1,750,000 for a new home *behind* the other new home on Ridgefield. Finally, a superb Jim Rill architectural transformation on Albia was also sold for \$1,750,000. So, it can be said with accuracy that 11 homes in our community sold over \$1,750,000 in 2020.

- Four Springfield/Westwood homes sold without coming fully on the market in 2020. This is not surprising as there were 19 such sales in the 20816 zip code in the past year. The health risks associated with strangers tromping through your occupied house certainly deterred some owners from coming up for sale. Being able to quietly sell the house to one buyer was appealing to some sellers.

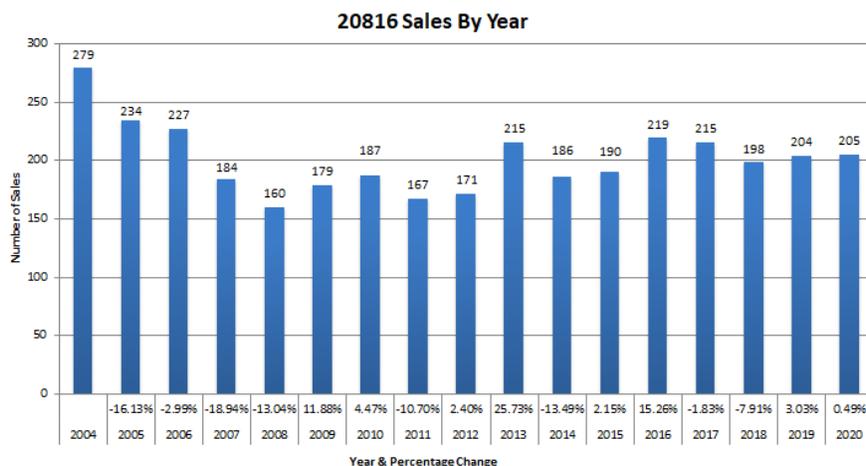
- Each year I discuss the percentage of final price to original list price. The number is so distorted this year, I won't bother to fully calculate it. We saw a house on Jordan Rd. listed for \$1,425,000 in June of 2019. It was for sale for 298 days and suffered through multiple price reductions. The house itself is a fine house but the original listing price ambition was just off the charts. It's a cautionary tale as to why responsible initial pricing is so important.

Further skewering the percentage of list price to sales price during this past year were the new home sales. Builders will often put a price on a house during construction that is, shall we say, optimistic. When the home is nearing completion and is getting ready to be fully marketed, builders will often get more focused and serious about their list price. This was the case with several new homes this past year. Suffice it

to say that if you toss out the four new homes sales and the Jordan resale, the other 29 homes sold for 102.2% of their original asking price. And THAT is darn impressive.

- The high sales in 2020 in the Springfield area were two homes that sold for \$2,450,000. The first is the new home at 5519 Pollard Rd. and the other a Frank Bell resale at 5602 Newington Rd. The Newington house is an interesting study. The home was sold essentially “new” in 2006 for \$2,349,000 at the peak of that cycle. It then sold in 2017 after being for sale on and off for some time at \$1,995,000. This time around, after several significant and very smart improvements, the home sold 155K *over the list price* at \$2,450,000.
- With eleven sales over 1.5 million in Springfield in 2020, the total number of sales at that level for our community’s history now has risen to 56. It would have been hard to fathom such a record when I started in this business in 1980!
- The low sale in the Springfield area in 2020 was a home that sold at 5304 Briley Place for \$819,000. It was bought by someone who intended to renovate and expand the house and keep it to live in as a rambler. However, after settlement the estimates to complete their vision were a lot more expensive than they had anticipated. They turned around and quietly sold the property to a builder for \$850,000 two months later. It’s expected that a new home will rise at that location in the coming year. This builder observed the new home sale across the street at \$1,970,000 in 2020. That inspired confidence. For comparative purposes, the builder across the street bought the tear down lot for \$740k in 2019. That’s 110k less than the subsequent 5304 Briley sale this year.

### 20816 sales info



- In 20816, homes sold for 101.1% of their list price in 2020. That’s remarkable. 125 of the 205 sales were over a million dollars. 18 homes sold over \$2,000,000.
- The high sale in the 20816 zip code sold at 6699 MacArthur Blvd overlooking the Potomac River. Are you sitting down? It sold for \$15,000,000. I’m not kidding. It was the highest sale ever in our zip code, surpassing a \$6,600,000 sale in 2008. Further, we also had a sale at \$5,652,000 on Abingdon Rd. in Westmoreland Hills this past year.



**6699 MacArthur Blvd. Final sold price: \$15,000,000**

- The number of detached homes that sold throughout the Bethesda/Chevy Chase zip codes in 2020

# 2020 Springfield area Sales



**5602 Newington Rd.**  
**List Price: \$2,295,000**  
**Sold Price: \$2,450,000**  
**Days on Market: 8**



**5519 Pollard Rd.**  
**List Price: \$2,450,000**  
**Sold Price: \$2,450,000**  
**Days on market: 66**



**5401 Kirkwood Rd.**  
**List Price: \$2,195,000**  
**Sold Price: \$2,195,000**  
**Days on market: 1**



**5701 Marengo Rd.**  
**Original Price: \$2,295,000**  
**Sold Price: \$2,100,000**  
**Days on market: 206**



**5503 Albia Rd.**  
**List Price: \$2,095,000**  
**Sold Price: \$2,095,000**  
**Days on market: 7**



**5500 Parkston Rd.**  
**List Price: \$2,000,000**  
**Sold Price: \$2,000,000**  
**Days on market: 1**



**5309 Briley Place**  
**List Price: \$1,995,000**  
**Sold Price: \$1,970,000**  
**Days on market: 40**



**5703 Ridgefield Rd.**  
**Original Price: \$2,195,000**  
**Sold Price: \$1,950,000**  
**Days on market: 90**



**5626 Newington Ct.**  
**List Price: \$1,950,000**  
**Sold Price: \$1,850,000**  
**Days on market: 19**



**5703-A Ridgefield Rd.**  
**Original Price: \$1,795,000**  
**Sold Price: \$1,750,000**  
**Days on market: 55**



**5422 Albia Rd.**  
**List Price: \$1,695,000**  
**Sold Price: \$1,750,000**  
**Days on market: 6**



**5505 Parkston Rd.**  
**List Price: \$1,385,000**  
**Sold Price: \$1,400,000**  
**Days on market: 1**

# 2020 Springfield area Sales continued...



**5702 Kirkwood Dr.**  
**List Price: \$1,225,000**  
**Sold Price: \$1,285,500**  
**Days on market: 4**



**5502 Christy Dr.**  
**List Price: \$1,165,000**  
**Sold Price: \$1,275,000**  
**Days on market: 6**



**5709 Kirkwood Dr.**  
**List Price: \$1,275,000**  
**Sold Price: \$1,270,000**  
**Days on market: 4**



**5710 Newington Rd.**  
**List Price: \$1,200,000**  
**Sold Price: \$1,250,000**  
**Days on market: 2**



**5601 Knollwood**  
**List Price: \$1,149,000**  
**Sold Price: \$1,200,000**  
**Days on market: 5**



**5208 Ridgefield Rd.**  
**List Price: \$1,369,000**  
**Sold Price: \$1,200,000**  
**Days on market: 30**



**5960 Searl Terrace**  
**List Price: \$1,100,000**  
**Sold Price: \$1,160,000**  
**Days on market: 2**



**5622 Ogden Rd.**  
**List Price: \$1,175,000**  
**Sold Price: \$1,175,000**  
**Days on market: 1**



**5804 Wiltshire Dr.**  
**List Price: \$1,098,000**  
**Sold Price: \$1,152,000**  
**Days on market: 4**



**5804 Springfield Dr.**  
**List Price: \$1,149,000**  
**Sold Price: \$1,120,000**  
**Days on market: 1**



**5815 Ogden Ct.**  
**List Price: \$1,100,000**  
**Sold Price: 1,125,000**  
**Days on market: 5**



**5705 Ridgefield Rd.**  
**Orig. List Price: 1,100,000**  
**Sold Price: \$1,100,000**  
**Days on market: 1**

# 2020 Springfield area Sales continued...



**5900 Cromwell Dr.**  
**List Price: \$959,000**  
**Sold Price: \$1,060,000**  
**Days on market; 2**



**5510 Jordan Rd.**  
**List Price: \$1425,000**  
**Sold Price: \$1,000,000**  
**Days on market: 298**



**5402 Cromwell Dr.**  
**List Price: \$989,900**  
**Sold price: \$959,900**  
**Days on market: 22**



**5400 Christy Dr.**  
**List Price: \$939,000**  
**Sold Price: \$955,000**  
**Days on Market: 4**



**5705-A Ridgefield**  
**List Price: \$988,000**  
**Sold Price: \$929,000**  
**Days on market: 173**



**5801 Ogden Ct.**  
**List Price: \$829,500**  
**Sold Price: \$810,000**  
**Days on market: 4**



**5304 Briley Place**  
**List: \$850,000**  
**Sold: \$850,000**  
**Days on Market: 5**



**5623 Mass. Ave.**  
**List Price: \$900,0000**  
**Sold Price: \$825,000**  
**Days on Market: 251**



**5404 Briley Place**  
**List Price: \$819,000**  
**Price: \$819,000**  
**Days on Market: 1**

actually dipped slightly from 1156 in 2019 down to 1126 in 2020. This can be attributed to the pandemic. The real estate industry showed remarkable resilience in figuring out how to manage and help buyers and sellers through these difficult virus times, but for some potential sellers, the risks of being for sale outweighed their needs and they hunkered down. Fewer offerings only intensified interest in those homes that were for sale and contributed to the rise in prices. The solution for many sellers was to just leave the home for 5-7 days. Not an easy thing to do when you have kids and pets and school and work and...well, life. But the benefits were clear. The home was able to be seen day and night, without an appointment, and buyers were more comfortable going through a home where no one was there. Consistently, homes sold during this 5-7 day window, inspections were completed, offers made and resolution attained, before the family returned to the home. Not in all cases, but in many. Safer for everyone.

- Take note that the 15.9% rise in Bethesda/Chevy Chase in 2020 followed two years with almost no appreciation. It was just an across the board explosion in 2020. The average price soared to **\$1,368,233**. (consistent with the 20816 average!) If I get a call from an out of town buyer and they ask “well, what does the average home sell for in your area?” I’m going to blurt out THAT answer. The stunned silence on the other end of the line will be something to behold.

**Now, let’s take a quick look at other Bethesda/Chevy Chase zip codes:**

- The 20814 zip code rose in value 9.7% to \$1,253,519. The 213 homes sold for 99.1% of the their list price in 2020. While the average days on market was 43, sixty percent of the homes sold in 10 days or less. The high sale was on Hampden Ln. in Edgemoor for \$4,500,000; the low sale was on Grosvenor Lane for \$540,000.
- The Chevy Chase zip code of **20815**, rocketed up in value 13.4% to an average of \$1,540,074. That’s the highest yearly average for any Bethesda/Chevy Chase zip code ..ever. The number of sales dropped from 290 to 259. Lack of inventory in this zip code fueled, in part, the rise in value. The high sale was “The Corby Mansion” at 9 Chevy Chase Circle which sold for \$10,000,000. It was originally listed for \$22,000,000 and took 9 months to sell:

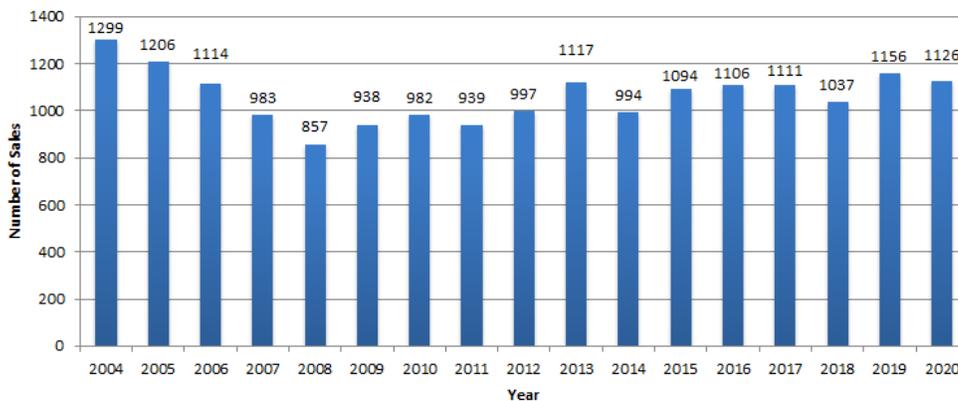


**9 Chevy Chase Circle: \$10,000,000**



**5517 Pembroke Ln: \$11,300,000**

**Total Single Family Sales in ZIP Codes 20814-20817**



- The 20817 zip code rose 9.2% in value to an average price of \$1,298,361 last year. There were 433 sales, down from 488 the previous year. The high sale was the amazing estate just off Bradley Blvd on Pembroke Lane which sold for \$11,300,000. The list price had originally been \$18,000,000 in 2016.

### 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: \$1,226,079 2020: \$1,368,233

#### Let's end with a discussion regarding four neighborhoods nearby:

- **Wood Acres** experienced a remarkable year as well. There were 20 homes sold at an all-time high average price of \$1,056,826. Five three bedroom colonials sold at or over \$1,200,000 and twelve of the twenty homes sold over \$1,000,000. None of these sales featured the kind of two-story additions we now see being built. One of those just settled last week on Welborn Dr. for \$1,500,000! Whoa. And Wood Acres homes sold for an astounding 105.4% of their list price. Incredible.
- **Sumner/Mass Ave. Hills**, jumped in value 15.5% to \$1,353,734 on 21 sales. A home in Sumner sold over \$2,000,000 for the first time on Scarsdale. Because the original homes are more substantial and thus more expensive in Sumner, the knockdown phenomenon is rare in that community.
- In **Glen Echo Heights**, 23 homes sold at an average price of \$1,222,303, down by 14% in value. This is entirely attributable to a number of low tear down sales. This community had four sales over two million last year.
- Finally, **Westmoreland Hills** posted 29 sales, 7 of which never got on the market. The average price was an all-time high for a community in our zip code at \$1,724,724. This included the high sale of the home on Abingdon for \$5,652,500.

As is my custom over the past 40 years, a few personal notes. My son Patrick and wife Charlotte had our first grandson, James, in June. He was the best thing about 2020! Barb and I are "in the bubble" as they moved out of NYC, finished grad school, and moved into a home we own in Springfield on Briley Place. It's great seeing them just about every day. Patrick got a job with DC Emergency Management and Charlotte, working from home, has moved up the ladder from contact tracer to managing 38 contract tracers.

I wish we could more often see our other son Andrew and his wife Martha. Because of the virus, they got out of Brooklyn last March to their getaway house 90 minutes from NYC near the Delaware River in NJ where Andrew has set up his recording studio in a carriage house on the grounds. Martha's work takes her to NYC often, so our exposure to them must be limited. Here's to hoping for better times in the coming year! I'm approaching a billion dollars in career sales and continue to enjoy helping Wood Acres/Springfield families. Stuart & Maury, Inc. sold ten of the thirty three homes in Springfield/Westwood last year, that's the most of any company. It's my life's work. All the best, stay safe!

Sincerely,



Matthew Maury  
301-928-8686



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P.S. Did you think I wouldn't post a pic of my grandkid? Not a chance! Get used to it kid.

20814							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
<b>2020</b>	<b>211</b>	<b>\$1,253,510</b>	<b>+7.77%</b>	<b>40</b>	<b>\$ 4,100,000</b>	<b>\$ 540,000</b>	<b>112</b>
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
<b>2020</b>	<b>259</b>	<b>\$1,540,074</b>	<b>+13.4%</b>	<b>47</b>	<b>\$ 10,000,000</b>	<b>\$ 480,000</b>	<b>188</b>
2019	290	\$1,357,408	-3.5%	50	\$ 4,890,000	\$ 430,000	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
2020	205	\$1,368,373	+15.3%	26	\$ 15,000,000	\$ 625,000	137
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

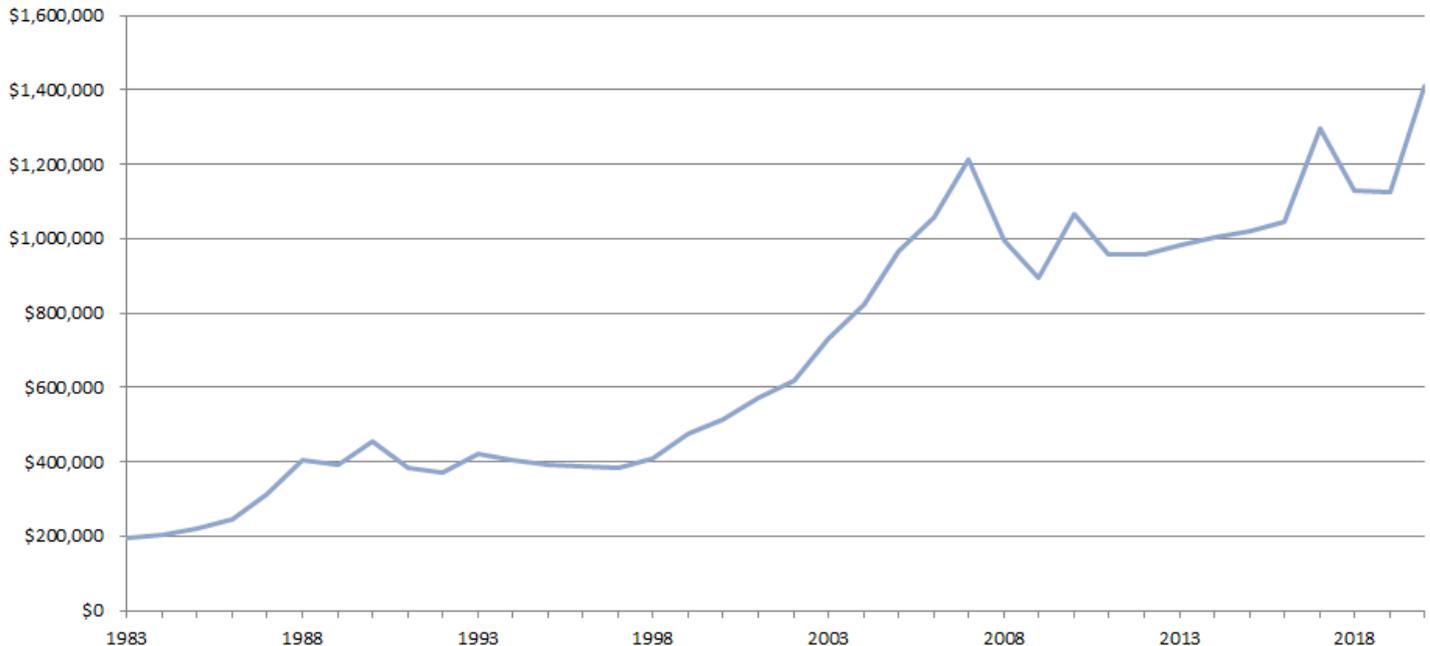
20817							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
2020	432	\$1,298,361	9.2%	67	\$ 11,300,000	\$ 510,000	259
2019	469	\$1,188,829	+2.74%	64	\$ 6,900,000	\$ 480,000	236
2018	425	\$1,157,042	+2.1%	58	\$ 5,625,000	\$ 362,250	203
2017	457	\$1,132,954	-2.4%	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	4.00%
1985	\$221,315	29	9.30%
1986	\$247,090	22	11.60%
1987	\$312,560	33	26.50%
1988	\$404,444	45	28.10%
1989	\$391,091	19	-3.30%
1990	\$453,300	20	15.90%
1991	\$383,591	28	-15.40%
1992	\$372,950	16	-2.80%
1993	\$421,695	22	13.00%
1994	\$404,260	23	-4.10%
1995	\$393,294	17	-2.70%
1996	\$387,227	26	-1.50%
1997	\$382,227	36	-1.30%
1998	\$409,821	31	7.20%
1999	\$476,245	31	16.20%
2000	\$511,386	22	7.40%
2001	\$570,112	19	11.50%

YEAR	AVG. SALES PRICE	HOUSES SOLD	GAIN/LOSS
2002	\$616,812	32	8.20%
2003	\$732,150	20	18.70%
2004	\$821,325	27	12.10%
2005	\$964,430	32	17.40%
2006	\$1,056,909	22	8.70%
2007	\$1,214,792	26	14.90%
2008	\$993,545	11	-20.00%
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	2.50%
2015	\$1,018,681	22	1.35%
2016	\$1,046,677	31	2.75%
2017	\$1,296,384	26	23.80%
2018	\$1,130,865	22	-12.76%
2019	\$1,123,384	26	-0.70%
<b>2020</b>	<b>\$1,411,646</b>	<b>33</b>	<b>25.60%</b>

**AVG. SALES PRICE**





# Matthew Maury, Associate Broker

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	Address	Orig. Price	Final Price	BR	Full Ba	1/2 BA	Sq. Ft	Days on mrkt	Settle Date
1.	5602 Newington Rd.	\$2,295,000	\$2,450,000	5	5	1	4724	8	Aug '20
2.	5519 Pollard Rd.	\$2,450,000	\$2,450,000	6	6	1	5147	66	Apr '20
3.	5401 Kirkwood Dr.	\$2,195,000	\$2,195,000	6	5	2	5091	1	Oct '20
4.	5701 Marengo Rd.**	\$2,295,000	\$2,100,000	6	6	2	5000	206	Nov '20
5.	5503 Albia Rd.	\$2,095,000	\$2,095,000	6	6	1	4072	7	Apr '20
6.	5500 Parkston Rd.	\$2,000,000	\$2,200,000	5	3	2	3776	1	Nov '20
7.	5309 Briley Place	\$1,995,000	\$1,970,000	6	5	1	3363	40	Oct '20
8.	5703 Ridgefield	\$2,195,000	\$1,950,000	6	5	1	3708	90	Oct '20
9.	5626 Newington Ct.	\$1,950,000	\$1,850,000	5	4	2	3973	19	Dec '20
10.	5422 Albia Rd.	\$1,695,000	\$1,750,000	5	4	1	2973	6	Apr '20
11.	5703-A Ridgefield Rd.	\$1,795,000	\$1,750,000	5	4	1	3567	55	Sept '20
12.	5505 Parkston Rd.	\$1,385,000	\$1,400,000	4	3	1	2373	1	Oct '20
13.	5702 Kirkwood Dr.	\$1,225,000	\$1,285,500	4	2	1	2534	6	July '20
14.	5502 Christy Dr.	\$1,165,000	\$1,275,000	4	3	0	1739	6	Nov '20
15.	5709 Kirkwood Rd.	\$1,275,000	\$1,270,000	4	3	0	2860	1	Mar '19
16.	5710 Newington Rd.	\$1,200,000	\$1,250,000	4	3	1	1989	2	Dec '20
17.	5208 Ridgefield Rd.	\$1,299,000	\$1,200,000	4	3	1	2968	30	Sept '20
18.	5601 Knollwood Rd.	\$1,149,000	\$1,200,000	4	3	1	3471	4	May '20
19.	5960 Searl Terrace*	\$1,100,000	\$1,160,000	5	3	1	2536	2	Apr '20
20.	5622 Ogden Rd.*	\$1,185,000	\$1,185,000	4	2	1	2726	1	Feb '20
21.	5804 Wiltshire Dr.** ^	\$1,098,000	\$1,152,000	4	3	1	2676	4	Mar '20
22.	5804 Springfield Dr. *	\$1,149,000	\$1,120,000	5	4	1	2568	1	June '20
23.	5815 Ogden Ct.	\$1,100,000	\$1,125,000	8	3	1	3200	5	Dec '20
24.	5705 Ridgefield Rd.**	\$1,100,000	\$1,100,000	3	3	1	1836	1	July '20
25.	5900 Cromwell Dr.**	\$959,900	\$1,060,000	3	3	0	2017	2	Dec '20
26.	5510 Jordan Rd.	\$1,425,000	\$1,000,000	5	4	0	3442	298	June '20
27.	5402 Cromwell Dr.	\$989,900	\$959,900	4	4	0	2167	22	May '20
28.	5400 Christy Dr. ^	\$939,000	\$955,000	4	3	0	2682	4	Apr '16
29.	5705-A Ridgefield **	\$988,000	\$929,000	4	3	1	2120	173	June '20
30.	5801 Ogden Ct. *	\$829,500	\$860,000	4	3	0	2133	4	Feb '20
31.	5304 Briley Place*	850,000	850,000	3	2	0	1325	1	Nov '20
32.	5623 Mass. Ave.	\$900,000	825,000	5	3	1	2456	277	July '20
33.	5304 Briley Place	\$819,000	\$819,000	3	2	0	1325	5	Aug '20
	* Matthew Maury sales	** Robert Jenets sales	^Kevin Cullinane						