

SPRINGFIELD

Westwood/Beacon Hill...

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

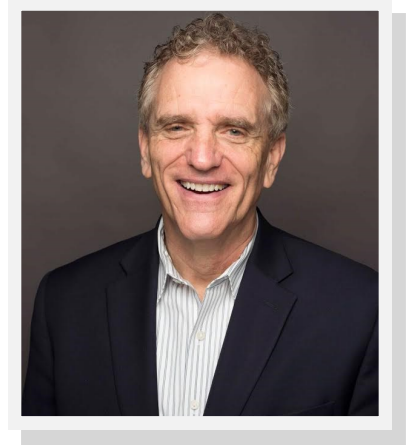
January, 2022

Dear Springfield/Westwood Area Resident,

I'm sitting in your living room in 2018 and telling you that the average price of a single family home in your 20816 zip code has only risen about 1% a year during the last five years. You ask "why so little?" I launch into a general discussion about lingering Great Recession mistrust with respect to real estate and the mounting evidence that the rising generation of home buying Millennials are late to the party. I say that it is an open question as to whether they are going to continue to sit on the sidelines.

Flash forward to January of 2022. Now I'm in your living room telling you that the average 20816 price for a single family home is up more than 21.5% in the last two years and that open houses are a mob scene of young couples with kids. Perhaps you would think I was nuts. But it's true.

Tell the truth, did you see it coming? Did you see the average price of a detached Bethesda/Chevy Chase home jumping from \$1,143,592 in 2018 to **\$1,503,633 in 2021**? In hindsight, we can observe that Millennials are no different than the generations before them. They value ownership, they value a safe and secure future for their children, they appreciate the inherent value of a close in suburban location. They value great schools and the rock solid nature of a 20816 investment. The truly wise grabbed a house in our zip code several years ago as it has been a lot harder to get one in the last two years. Real estate records were smashed across the board, not just in our zip code, not just across Bethesda and Chevy Chase, but across the country. Here are a few examples:



- The average price of a 20816 detached home rose in value 15.3% in 2020 and another **5.4% in 2021**. The average home sold for **\$1,442,441 in 2021**.
- As mentioned above, average price of a single family home throughout the Bethesda/Chase zip codes rose in value 21.5% in the last two years to an astounding **\$1,503,633**. Call your cousins in Topeka and tell them that! They'll also think you are daft.
- **1319** Bethesda/Chevy Chase homes were sold in 2021, the most EVER in our area since I started keeping track back in the early 1980s. The prior high was 1299 homes in the sizzling real estate year of 2004.
- On average, throughout Bethesda/Chevy Chase, houses went under contract in 15 days, but the median time on the market was under a week. These are the lowest stats ever for this metric.
- 54 homes sold over \$3,000,000 in 2021 throughout Bethesda/Chevy Chase, but even more astounding, another 172 homes sold over \$2,000,000. That's a full 17% of all homes that sold over \$2,000,000.
- I've kept track of how many homes sold over \$1,000,000 for many years in this newsletter. Never did I dream that 75% of the Bethesda area homes (894) sold in the past year would be sold for more than \$1,000,000. I can recall in the mid '80s when a Spring Valley, D.C. home sold over \$1,000,000 for the first time and it was breathtaking.
- Redfin pronounced recently that "January 2022 is going to be the most competitive housing market month nationwide for buyers in recorded history."
- 62% of the homes sold in the 20816 zip code sold over the asking price in 2021. The median house sold for **5% more** than it's asking price in 2021.
- A home in Fort Sumner sold for 826K **over the list price**. Yes, the list price was silly, but still amazing.
- As of this mid January writing there are only four detached homes for sale priced under a million dollars in all of Bethesda/Chevy Chase. There are only two houses for sale in 20816, one in Glen Echo Heights at \$1,995,000 and a new contemporary home for sale across from the firehouse for.....\$3,400,000!

I could go on and on. And if you've read this newsletter over the past 40 years, you know that I will!

Here goes:

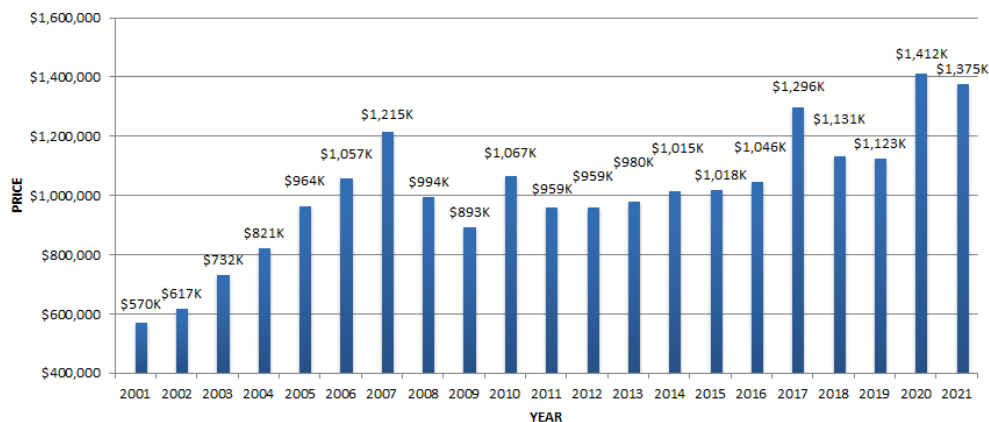
In my January 2018 newsletter, I wrote the following with respect to the sweeping next tax law that was passed at the end of 2017:

...the benefits in this tax bill are going to line the pockets of the already wealthy with substantial disposable cash. The new tax bill includes not only a bracket drop at the top from 39.6% to 37%, but a series of benefits that may eliminate income tax on as much as 20% of their income through corporate “pass-thru” entities and other tax structures. I just think that people with big money are going to have more of it and they will be the ones buying above \$2,000,000.

Nailed that one. The wealthy in this country are dramatically more prosperous now than they were in January of 2018. It manifests itself in multiple ways. A house was sold in Wood Acres for the most ever in the history of the community to a buyer who did not see the house except on Facebook live. Seven homes in the Bethesda/Chevy Chase area sold over \$5,000,000 last year. Drive any modest Bethesda/Chevy Chase neighborhood and take note of the burgeoning builder/knock down trade. Around Whitman, it is said that as many as 40% of the homes may have been erased. As the cost of a “tear down” soars over \$1,000,000, the builder community is ratcheting up their list price ambitions to over \$2,500,000. And there are buyers practically standing in line to buy them. On Searl Terrace in our community, a builder/remodeler purchased what might be the most modest, disadvantaged house on the street for \$1,025,000 and before he can barely make a dent in renovating it, the home is purchased by an out of townner based on plans as to the remodeling. The list price was \$2,450,000, it settles in March. By far, it will be the highest sale ever on the street.

Down in Rehoboth, a 10,000 square foot \$5,000,000 house on the ocean was torn down to build an even larger and more expensive house. And this phenomenon unfolds over and over again across the country. 17% of the homes in Bethesda/Chevy Chase sold over \$2,000,000 in 2021. That number was 6% in 2017. That is pretty incredible. Pundits above my pay grade can sort out what they think about all this but the bottom line is that money is flowing like it has never flowed before. These truly are, apparently, the Roaring Twenties.

Springfield Prices 2001-2021



Let's look inside another remarkable year for real estate in our Springfield/Westwood/Beacon Hill community:

- The average **Springfield/Westwood** home sale in 2021 fell a touch to **\$1,375,040, a drop of 2.7%**. Please don't panic. In 2020, there were a remarkable SEVEN homes that sold over \$2,000,000 in our area. There was only one such home that came up for sale in our community in 2021. A better indicator of brisk activity would be the jump in the median home sale in Springfield. It rose from \$1,260,000 to \$1,323,000 in 2021 a 5% increase. The mere fact that we consolidated the astounding 25% gain in 2020 and followed that up with another overall increase this past year is impressive.
- Thirty homes were sold in Springfield/Westwood in 2021, a very slight drop from 33 the year before. We have been averaging about 25 homes sales a year for more than a decade so the brisk activity of the past two years is an indication of the depth and health of the current market.
- There were no tear down/new home sales in our area last year except the Wiltshire sale. There *are* several new homes rising on Lamar and Knollwood right now and another coming shortly on Parkston.

- The major renovation sale pending at 5952 Searl Terrace is worth discussing. This home had struggled for many years. The home was sold quietly to John Nunez, a local home builder/renovator. Ironically, John's parents were the original owners of this house when it was built in 1961! Talk about coming full circle. John bought the shell of a house in need of a complete makeover for \$1,025,000 in August of 2021. He then helped the owner empty the contents of the house to multiple dumpsters and also helped move more retainable belongings to multiple storage facilities for the owner. He had the tenacity to work with a difficult situation and get it done.

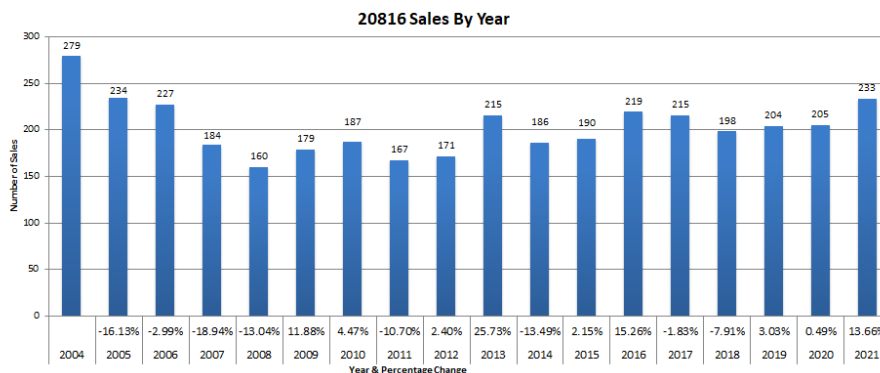
Throughout the Fall, he and his construction team determined what could be salvaged and what needed a complete replacement. The home, still months away from completion, sold immediately based on design plans and representations, to an out of town buyer. The stated list price was \$2,450,000.

Step back for a moment. The highest sale ever on Searl Terrace took place earlier this year when my Stuart and Maury (and golf buddy- he's good/ I'm learning!) Kevin Cullinane sold 5901 Searl for 261K over the asking price at \$1,700,000. And of course, the new home at 5952 Searl is nearing completion, easily worth over \$3,000,000-\$3,500,000. This great street has upside!

- Stuart & Maury/Bob Jenets just settled the sale of 5307 Cromwell Dr. for \$1,014,000, 115K over the list price of 899K. Stuart and Maury had managed this home for rent for decades. It would be fair to describe the home as one of the more modest in the community, in need of a complete renovation. The home had offers from six builders, a few of which were willing to pay seven figures for the lot. Interestingly, two buyers were interested in renovating and adding onto the existing structure. One of those buyers got the house. It should be fascinating to see what develops there. We can conclude that the number of homes left in our community worth less than a million dollars is shrinking to handful at this point. Builders were previously topping out in the low \$800s for tear downs but the number is jumping and it's commonplace now in several close in communities for homes to be torn down at sales prices over \$1,000,000. Wow.

- I took a detailed careful drive around Springfield/Westwood/Beacon Hill in mid January to determine precisely just how many "new homes" we now have in the community. I defined "new" as literally built in place of an existing house or homes that were built on top of an existing foundation but nothing else. There are now 48 of them. I then examined homes that I will call "transformational." These homes have all had additions and modifications that would cost more than 700K+ to build today. The improvements were layered into and on top of the existing structure. There's a degree of judgment as to what qualifies under this category but I watched all of these transformations occur over the decades and have a very good idea what transpired. Almost all of the "Frank Bell" homes fall into the "transformation" category (including my own). There are, by my count, 41 of them. This brings to 89 the total that could almost be called "new." And that my friends is about 15% of the Springfield area community. It's not full scale "erasure" in Glen Echo Heights or around Whitman, but it is a significant number. I think for a long time we didn't see too much in the way of tear down because our original housing stock was not inexpensive. Our area has quality homes built with quality materials. And thus they are valuable. Builders love nothing more than the tiny cheaply built house on a good lot and there were lots of those opportunities in Glen Echo Heights. But the rise in prices and the willingness of buyers with deep pockets to pay for "new" is driving a more aggressive approach by the builder class these days, throughout Bethesda.

- The high sale in Springfield this past year was builder Eric Hart's own home at 5631 Newington Rd. for \$2,360,000. His own home featured over 5270 sq. ft. of living space above grade. The low Springfield area home sale last year was at 5807 Ogden Rd. for \$920,000, on the service driveway parallel to River Rd. Traffic noise affects value.



- In 2016, homes sold for 105.6% of their list price in 2021. Only 19 of the 233 home sales (8%) were sold under a million dollars. The previous year, 39% of the homes sold under a million. That's a darn amazing stat. 18 homes sold over \$2,000,000. The number of homes selling for over two million dollars jumped 50% from 18 in 2020 to 29 in 2021.

2021 Springfield area Sales



56031 Newington Rd.
List Price: \$2,395,000
Sold Price: \$2,360,000
Days on Market: 36



5606 Pollard Rd.*
List Price: \$1,699,000
Sold Price: 1,850,000
Days on market: 6



5411 Newington Rd.
List Price: \$1,595,000
Sold Price: \$1,775,000
Days on market: 5



5500 Pollard Rd.
List Price: \$1,395,000
Sold Price: \$1,741,000
Days on market: 7



5901 Searl Terrace ***
List Price: \$1,439,000
Sold Price: \$1,700,000
Days on market: 2



5500 Albia Rd.
Orig List Price:\$1,849,000
Sold Price: \$1,700,000
Days on market: 95



5400 Albia Rd. **
List Price: \$1,299,000
Sold Price: \$1,650,000
Days on market: 2



5700 Marengo Rd.**
List Price: \$1,249,000
Sold Price: \$1,608,000
Days on market: 4



5702 Newington Rd. *
List Price: \$1,475,000
Sold Price: \$1,475,000
Days on market: 1



5907 Wiltshire Dr.
Orig. Price: Unknown
Sold Price: \$2,010,000
Days on market: unknown



5606 Jordan Rd.
List Price: \$1,250,000
Sold Price: \$1,420,000
Days on market: 7



5601 Knollwood Rd.
List Price: \$1,199,000
Sold Price: 1,370,000
Days on market: 7

2021 Springfield area Sales continued...



5512 Christy Dr. *
List Price: \$1,150,000
Sold Price: \$1,350,000
Days on market: 3



5801 Kirkwood Dr. *
List Price: \$1,199,000
Sold Price: \$1,323,000
Days on market: 5



5627 Lamar Rd.
List Price: \$1,299,900
Sold Price: \$1,299,900
Days on market: 57



5603 Jordan Rd.
List Price: \$175,000
Sold Price: \$1,295,300
Days on market: 6



5700 Newington Rd. *
List Price: \$1,250,000
Sold Price: \$1,250,000
Days on market: 1



5618 Knollwood Rd.
List Price: 1,149,000
Sold Price: \$1,210,000
Days on market: 6



5809 Ogden Court
List Price: 1,200,000
Sold Price: \$1,200,000
Days on market: 18



5613 Parkston Rd.
List Price: \$1,195,000
Sold Price: \$1,185,000
Days on market: 8



5622 Knollwood Rd.
List Price: \$1,185,000
Sold Price: \$1,175,000
Days on market: 6



5717 Ogden Rd. *
List Price: \$1,150,000
Sold Price: \$1,168,000
Days on market: 6



5602 Springfield Dr.
List Price: \$1,145,000
Sold Price: \$1,150,000
Days on market: 4



5521 Parkston Rd.
List Price unknown
Sold Price: \$1,150,000
Days on market: 1

2021 Springfield area Sales continued...



5500 Christy Dr.
List Price: \$1,025,000
Sold Price: \$1,060,000
Days on market; 2



5952 Searl Terrace
List Price: unknown
Sold Price: \$1,025,000
Days on market: 1



5502 Cromwell Dr. **
Orig. Price: \$1,108,850
Sold price: \$999,000
Days on market: 92



5617 Lamar Rd.
List Price: 818,000
Sold Price: \$950,000
Days on Market: 6



5522 Westbard Ave. **
Orig. List Price: \$995,000
Sold Price: \$937,000
Days on market: 16



5807 Ogden Rd
List Price: \$949,500
Sold Price: \$920,000
Days on market: 62

Springfield 2021: * Matthew Maury sales: 6, **Bob Jenets: sales: 4, ***Kevin Cullinane: sales: 1

(20816 info continued from page 3):

- 233 detached homes were sold in the 20816 zip code last year, the most since 2005. This number includes 29 homes that did not fully hit the market which I dug up by an exhaustive search of public record. These searches used to reveal mostly the low end of the market but this year there were homes sold off-market in Glen Echo Heights for \$3,400,000, \$2,948,500!
- 20816 homes sold for 105.6% of their asking price in 2021.
- The high sale took place in Glen Echo Heights at 5202 Wyoming Rd. The home sold for \$3,595,000 and was built new in 2019. The low sale was at 5024 River Rd.

5205 Wyoming Rd. \$3,595,000



5024 River Rd. \$630,000





20814 High Sale
7528 Hampden Lane
\$5,250,000



20815 High Sale
7 West Kirke St.
\$5,400,000



20817 High Sale
6909 Armat Dr.
\$7,000,000

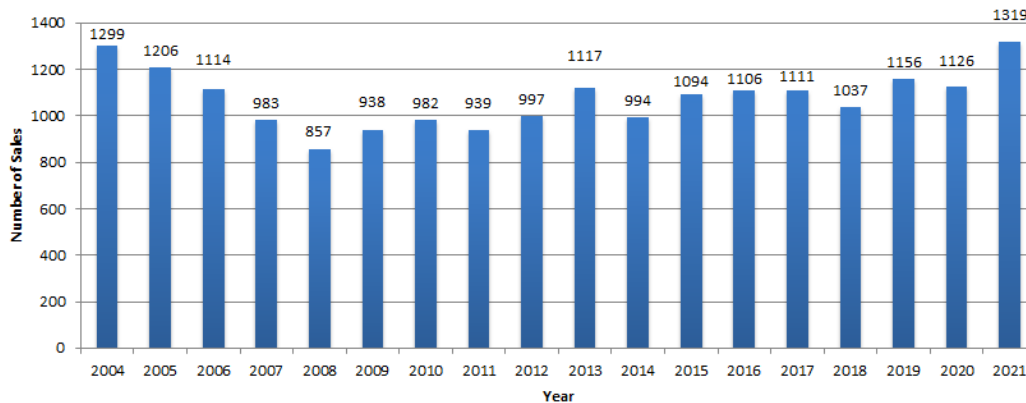
Now, let's take a quick look at other Bethesda/Chevy Chase zip codes,

- The **20814** zip code, with 234 sales, accelerated in value an amazing 16.8% last year to \$1,465,114. Why is that? More new home sales, fueled by more modest housing stock that could be purchased and torn down. The 20816 zip code just doesn't have as many builder opportunities. And then there is Wood Acres, with architectural covenants that don't allow tear downs. They are one of the only neighborhoods anywhere in town insulated from this phenomenon.
- There's big money in Chevy Chase/**20815** they posted 339 sales averaging a record \$1,694,484, at 10% increase. Even the median sales price was a jaw dropping \$1,512,000.
- The **20817** zip code had the highest sale of the year in Bethesda at 6909 Armat Dr. for \$7,000,000. The zip code rose in value 9.5% to \$1,421,615. EIGHTY more home sales took place in 20817 in 2021 than the previous year. It's our biggest zip code and they had 513 sales.

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 **2021:** \$1,503,630

Total Single Family Sales in ZIP Codes 20814-20817



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

- **Wood Acres** has 400 original homes. 147 of them have two story additions now (I counted). They rarely come up for sale but in 2021, SEVEN of them were sold including the highest sale ever in the community at 6109 Cromwell Dr. (my listing) for \$1,714,000. Other four bedroom homes sold for \$1,605,000, \$1,595,000, \$1,560,000, \$1,500,000, \$1,475,000 and \$1,400,00. Thus, the average priced jumped to an all-time record \$1,288,473 on 19 sales.
- **Sumner/Mass Ave. Hills**, 30 sales averaging \$1,423,298, a 7 % increase from 2020. Previous to this year, the highest sale ever in Sumner was \$2,000,000. This year a home sold for \$2,699,000 on Scarsdale which was an all time record. We are even starting see tear down sales in Sumner. A tear down home sold on Rockmere Ct. for 351K over the list price at \$1,236,000. And a home sold on Corewood that appears to be planning a tear down. That home sold for 153K over the list price at \$1,152,500. Strange days indeed.
- In **Glen Echo Heights**, is just insane every year. This year there were 43 home sales that averaged the highest ever at \$1,703,183. They had ten house sell over \$2,000,000 and four of those sold over \$3,000,000. Tear down a modest house, build a huge one and sell for an astronomical price: that's the recipe and it seems to work.
- **Westmoreland Hills** grabbed the brass ring (maybe we should call it gold). They had 28 sales that averaged \$1,774,089 last year, the highest community average in our zip code.

For all the “sunshine” about the current real estate market I’ve discussed on the previous pages, it’s worth saying that there are always storm clouds on the horizon. Runaway inflation, rising interest rates, a stubborn pandemic and political upheaval all could turn this story in another direction in 2022. I’ve been doing this long enough to be aware that just when you think you’ve got it all figured out, you don’t. What we can quantify is that if you are contemplating a sale of your home in 2022, right now is a very good time. Sure, the azaleas will be in bloom in a few months, that’s when everyone is for sale. But there’s nothing for sale right now and zero competition. It is something to consider.

I sold nine of the 49 homes sold in Springfield and Wood Acres last year; the most of any agent. I also went over a \$1,000,000,000 in career sales in 2021. It’s just a number, but it does represent a lifelong commitment to the area that I serve. My true love are the two communities of Springfield/Westwood/Beacon Hill and Wood Acres. I often sell houses in other areas but my highest reward comes from helping residents right here where I live.

The Pandemic wears on us all. I’ve had precious little musical outlet over the past two years. Many of you were kind enough to attend two of The VI-Kings outdoor performances last year on Searl Terrace at what we affectionally call “Club Cullinane.” There is great joy in bringing the music we love to an audience that appreciates it. We will be back on Searl Terrace at 4:00pm on Sat March 19th, 2022. I hope you’ll come and enjoy The VI-Kings. We did play my 50 year high school Class of 1970 Whitman reunion in October (a year late because of Covid). It was great fun to catch up with so many vaccinated and boosted old friends in a safe environment and no one got sick.

Finally, I’ve determined that my grandson James (19 months) is a genius, I mean...he knows ten dinosaurs already:



Sincerely

Matthew Maury
301-928-8686
matthew@matthewmaury.com

P.S. My wise grandchild will become aware at a certain age that his grandfather shamelessly used his likeness for advertising. He’ll want a retroactive royalty I am sure.

20814							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
2021	234	\$1,465,114	+16.9%	15	\$5,250,000	600,000	162
2020	211	\$1,253,510	+7.77%	40	\$ 4,100,000	\$ 540,000	112
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
2021	334	\$1,694,484	+10.0%	21	\$5,400,000	\$625,000	278
2020	259	\$1,540,074	+13.4%	47	\$ 10,000,000	\$ 480,000	188
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
2021	233	\$1,442,451	+5.4%	13	\$3,595,000	\$630,000	196
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

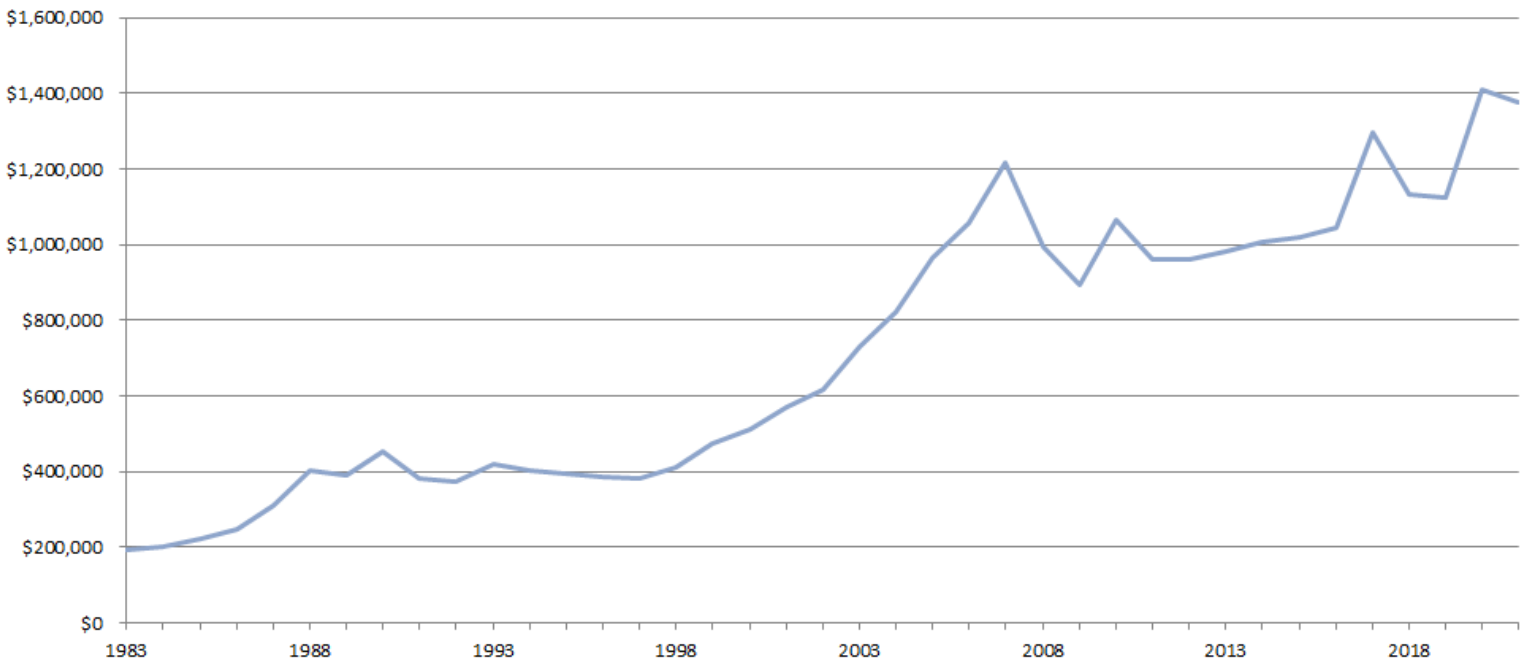
20817							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
2021	513	\$1,421,615	9.5%	19	\$7,000,000	\$610,000	363
2020	432	\$1,298,361	9.2%	67	\$ 11,300,000	\$ 510,000	259
2019	469	\$1,188,829	+2.74%	64	\$ 6,900,000	\$ 480,000	236
2018	425	\$1,157,042	+2.1%	58	\$ 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%
2020	\$1,411,646	3	25.60%
2021	\$1,374,040	30	-2.67%

AVG. SALES PRICE





Matthew Maury, Associate Broker

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



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 «barcode»

	Address	Orig. Price	Final Price	BR	Full Ba	1/2 BA	Sq. Ft ^	Days on mrkt	Settle Date
1.	5631 Newington Rd.	\$2,395,000	\$2,360,000	6	5	2	5270	36	Sept '21
2.	5907 Wiltshire Dr.	unknown	\$2,010,000	5	4	1	3900	1	May '21
3.	5606 Pollard Rd. *	\$1,699,000	\$1,850,000	5	4	1	4062	4	Jul '21
4.	5411 Newington Rd.	\$1,595,000	\$1,775,000	5	4	0	3432	5	Nov '21
5.	5500 Pollard Rd.	\$1,395,000	\$1,741,000	5	4	0	2028	7	Jun '21
6.	5901 Searl Terrace ***	\$1,439,000	\$1,700,000	5	3	1	2503	2	April '21
7.	5500 Albia Rd.	\$1,795,000	\$1,700,000	5	3	1	2966	52	Mar '21
8.	5400 Albia Rd. **	\$1,299,000	\$1,650,000	5	4	1	2494	2	Jun '21
9.	5700 Marengo Rd. **	\$1,249,000	\$1,608,000	4	2	1	2290	4	April '21
10.	5702 Newington Rd. *	\$1,425,000	\$1,425,000	5	3	1	2674	1	Aug '21
11.	5606 Jordan Rd.	\$1,250,000	\$1,420,000	5	3	0	1848	7	Oct '21
12.	5601 Knollwood Rd.	\$1,199,000	\$1,370,000	4	3	0	1623	2	Jun '21
13.	5512 Christy Dr. *	\$1,150,000	\$1,350,000	4	2	1	2328	2	Jun '21
14.	5801 Kirkwood Dr. *	\$1,299,900	\$1,299,900	3	2	1	1692	5	Sept '21
15.	5627 Lamar Rd.	\$1,275,000	\$1,270,000	4	3	0	2335	57	Aug '21
16.	5603 Jordan Rd.	\$1,175,000	\$1,295,300	5	3	0	1547	6	Jun '21
17.	5700 Newington Rd. *	\$1,250,000	\$1,250,000	5	3	0	1989	1	Jun '21
18.	5618 Knollwood Rd.	\$1,149,000	\$1,210,000	4	3	1	1874	6	Mar '21
19.	5809 Ogden Ct.	\$1,200,000	\$1,200,000	4	3	1	2278	18	Apr '21
20.	5613 Parkston Rd.	\$1,195,000	\$1,185,000	4	3	0	1635	8	Dec '21
21.	5622 Knollwood Rd.	\$1,185,000	\$1,175,000	5	2	0	2650	6	Sept '21
22.	5717 Ogden Rd. *	\$1,150,000	\$1,168,000	4	3	1	2654	4	Dec '21
23.	5602 Springfield Dr.	\$1,145,000	\$1,150,000	4	3	0	2534	4	Nov '21
24.	5521 Parkston Rd.	unknown	\$1,100,000	3	2	1	1568	1	May '21
25.	5952 Searl Terrace	unknown	\$1,025,000	4	2	1	2740	1	Aug '21
26.	5500 Christy Dr.	\$1,025,000	\$1,025,000	3	3	0	1975	1	Jan '21
27.	5502 Cromwell Dr. **	\$1,108,850	\$999,000	5	3	1	2100	92	Jan '21
28.	5617 Lamar Rd.	\$818,000	\$950,000	3	2	0	1360	6	Apr '16
29.	5522 Westbard Ave. **	\$995,000	\$929,000	5	3	1	2273	16	Nov '21
30.	5807 Ogden Rd.	\$949,500	\$920,000	4	2	1	2098	62	Nov '21
	<ul style="list-style-type: none"> Matthew Maury sales (6) Stuart & Maury: 11 sales 	** Robert Jenets (4)	***Kevin Cullinane (1)				^above grade		