

Springfield/Westwood/Beacon Hill

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

August, 2025

Dear Springfield/Westwood/Beacon Hill Resident,

There have been 8 Springfield area homes sold or pending sale in the first 7 months of 2025. Considering the fact that the community has averaged about 24 sales a year over the last five years, this number of sales is consistent with the low inventory we have seen throughout Bethesda/Chevy Chase in 2025. However, this fascinates me. There were 533 homes settled in Bethesda/CC in 2024 1/1/24 thru 8/6/24. There were 549 settled transactions in 2025. Just about exactly the same as last year. And...exactly 155 of those homes in each year settled at or over 2 Million dollars (28%). While it is true that Springfield/Westwood has had fewer offerings this year, it's not particularly representative of a larger trend in Bethesda/CC.

Further, the average price in 2024 through August 6th was \$1,796,101. This year it's 1.4% higher at \$1,822,211. Zillow is predicting that 20816 prices will go down about 3.6% in the next year. That would be a drop in value of about 65K for the average house. That's not a small number. I bring this up because a lot of buyers believe everything they see on Zillow. (sheesh!) Given that our area is taking a significant hit with Federal cutbacks and job layoffs, the fact that we have continued to experience the same level of activity and our average price is UP, this has to be considered a win...so far. We'll see how the Fall plays out.



I have often said that real estate decisions are more often delayed than abandoned. Buyers who have chosen to sit out 2025, hoping for a drop in prices have been surprised to discover that communities in high demand like Springfield/Westwood have continued to experience multiple offers on several offerings and continued rising prices. This flies in the face of headwinds all around us and whether it is sustainable is yet to be seen. Right now, there are three homes for sale in Springfield and I have two more Wood Acres homes coming on the market in the next few weeks. Later on here, we will discuss the new homes rising in your community.

I observe with interest that our County Council approved the Work Force Housing Initiative. However, Wood Acres homes along Mass. Ave. were not included as part of the approval. Five of the homes on the River Rd. service road at Devonshire are identified as potential duplex/triplex candidates. In general, the service roads along River Rd. between Devonshire and the Beltway are designated potential lots for work force housing construction, as are the service roads on Mass Ave. between Little Falls Pkwy and the Glen Echo Firehouse. There are only four lots in Springfield that are affected (two near River Rd and two on Mass Ave.), and 11 Mass Ave. homes in what we call High Point. But all of the Mass. Ave. homes in Westgate between Little Falls Pkwy and Westmoreland Circle are candidates. Remember however, that the price of all of these affected lots is so much higher than the rest of the County, I have a hard time seeing how developers can make any money pursuing them. The Montgomery County Council significantly scaled back the number of designated potential lots from the initial proposal and for that we can be thankful. In the next couple of years, I think we will see a few of these duplexes rise near us, but I doubt their impact will be consequential. Time will tell.

There's a slugfest playing out between Zillow and Compass. Zillow wants every house to be in MLS. Why? Because they pay dearly for MLS data and then reassemble it in a user friendly platform that has captured the vast majority of searches by buyers and sellers nationwide. Zillow wants to defend their position as the repository of ALL homes for sale. Meanwhile, Compass feels there are circumstances when a seller doesn't want "public" marketing of their homes through MLS. Especially famous sellers (or infamous), and high net worth individuals. Zillow isn't happy with this at all and has enacted rules to ban Compass listings that are not in MLS from their platform. Enter Homes.com, looking to intercept business from Zillow, their main competitor. Homes.com allows such private marketing and is touting it. I've been in business 45 years, it's never been more contentious, litigious and confusing among the players.

Let's take a look at the Springfield/Westwood/Beacon Hill activity that has taken place so far in 2025:



5410 Christy Dr. was quietly sold by Bob Jenets and Kate Slawta of Stuart and Maury in June. The home was tenant occupied, presenting the typical challenges for full marketing. Kate had the right buyer for this house and the deal came together quickly. The rambler, which featured a nice kitchen, a second floor dormer “4th bedroom” and a finished level downstairs, sold for **\$1,300,000**. The home had been previously purchased in 2013 for \$874,000.



5610 Parkston Rd., a Cape Cod with a bedroom and bath on the first floor and another two bedrooms and bath on the second floor, came on the market at an appealing price of \$1,200,000, had multiple offers and sold 112K over the list price at \$1,312,000. The home had received recent stellar renovations, another example that “condition is king.” Make your house shine and one day great things will happen.



I put **5801 Ogden Rd.** on the market in early February of 2020, literally a month before the world changed and Covid exploded. I was as sick as I think I have ever been and laid up feeling awful for ten days. Somehow, I managed to navigate multiple offers and a ratification of the home 30K over the price at \$860,000. My family and friends have long speculated that I had Covid. We’ll never know but I know one thing, I was never in China at that time! This house came up for sale this year at \$1,379,000 and eventually sold for **\$1,370,000**. The owners had completed many stellar renovations of the home over the past five years.



In 2006, I had this home, **5513 Westbard Ave.**, for sale at \$1,099,000 and just couldn’t sell it. It’s a lot of house with many improvements and expansions. At over 3000 sq. ft. of living space above grade, it’s a very nice house. The home was rented for close to a decade and eventually sold in 2015 for \$880,000. This time around, with the brand new Westbard Square shopping center opening up, the home came on the market \$1,475,00, was reduced to \$1,425,000 and sold for **\$1,400,000**. Time heals all wounds!



For decades I have opined to anyone who would listen that there are few better values for the money than a classic Springfield split level. Built for the ages, abundant square footage, quiet streets, excellent backyards. There are many in Wood Acres who have followed that advice over the past 45 years, but some cling to “colonial” architecture ambitions.. This really good home at **5713 Newington Rd.** came on the market at \$1,495,000, quickly had multiple offers and sold 65K over the list price at **\$1,560,000**. The home has multiple finished levels and a spectacular level backyard. Someone got a great home.



5308 Briley Place is of particular interest to me. It started out as the same floor plan our family owns up the street at 5316 Briley Place. The transformation of 5308 is special. The home sold in 2019 for \$1,093,625 and the owners set about a plan to expand the house dramatically. It's really quite stunning inside. This time around, the home was listed for \$1,795,000, fairly quickly adjusted to \$1,749,500 and went under contract 30 days after it was first listed. It is pending settlement as of this early August writing.



I'm sitting on the couch a couple of weeks ago and not much is happening. Suddenly the phone rings and I go from zero to 100mph. The buyer on the other end, part of a family I helped buy a house earlier this year, tells me that they want my opinion on the new listing at **5407 Kirkwood Dr.** 48 hours later, we have ratified a purchase of the home, wrestling it away from a competing bid and winning by 1K! Well over the list price of \$1,699,000. There are lots of ways to lose a multiple offer situation, and a number of ways to win. Not all of them involve "price" (although it is often the determining factor). Experience matters in this kind of scenario. I love the Ayub family and can't wait for them to be one of our neighbors!



Searl Terrace. The words are magic in real estate circles. I've affectionally referred to Searl as the "elephant's graveyard", a phrase (one of hundreds) I got from my dad. He was full of expressions. And once again, the "magic" was proven when my lifelong friend and real estate compadre Bob Jenets of Stuart & Maury listed this classic Cooley built center hall colonial at **5801 Searl** in May. Listed at \$1,675,000, the home had two offers and neither buyer wanted to lose. The home sold for **\$1,791,000**, 116K over the list price. Long time owners John Bates and Carol Rhees will be missed, they were pillars of our community, but they won't be far away! They are moving to a new home nearby.



Builder Brett Tulacro holds a real estate license with Stuart & Maury. Brett often tears down existing homes and builds a substantial large home in its place. In 2006, he bought the original Springfield home at **5606 Parkston** for \$779,000 and built what was the largest home ever in Springfield. He sold the new home a year later for \$2,400,000. That was the highest sale ever in our community. In 2022, 15 years later, the home was sold to a Wood Acres couple for \$2,445,000. That's was a lot of house for the price. This home shows 7804 total square feet of living space.

The home has now been on the market for six weeks at **\$3,224,000**.



I've always considered the 5500 block of Pollard to be right up there with Albia Rd. and Searl Terrace as one of the best blocks in our community. There's a reason that original builder Milton Kettler built his own home (a replica of The Raleigh Tavern in Williamsburg) on this block. When the home at 5512 Pollard Rd. was sold for \$1,380,000 and subsequently torn down, the new home sold about two years later for an impressive \$3,695,000. That was by far the highest sale ever in our community. It's not surprising that this sale spawned the tear down that then occurred last year when the house across the street at 5511 Pollard was also sold at \$1,380,000. That home was torn down and this new home has risen in its place. It's priced

now at \$3,390,000, having been reduced recently from the original list price of \$3,500,000.

I have had people say to me, "Springfield is going to be the new "Kenwood." They recognize the rising prices, the ambitions of builders and our proximity to all the good things that are rising at Westbard Square, within walking distance. Our "walkability" scores on Zillow have jumped! Still, it's fair to point out that we have had one home sell over three million dollars so far in our community, let's see how these new homes end up doing, including the new home coming on the market on 5804 Ridgefield. That builder paid a record \$1,390,000 for a tear down in Springfield, had ambitions at \$3,499,990 but is poised to come fully on a bit under that very soon.



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I've sold almost 16 million dollars worth of real estate on 13 transactions during the first 7 months of 2025. Above are just three of the homes in which I represented the buyers in the transaction. On the left, Walhonding Rd. in Glen Echo Heights, in the middle, Lambeth Rd. in Greenwich Forest, and on the right in a cul-de-sac just off Sangamore Rd. on the way down to MacArthur Blvd.

Finally, Bright MLS, the massive data system that serves our Mid-Atlantic area, suggests that more buyers are hitting the "pause" button lately. Buyers who proceed with a purchase are usually doing so out of necessity. Bright describes this trend as a "noticeable shift" towards a balanced market, with more agents in the Mid-Atlantic region reporting buyers abandoning their home search. Reasons for the buyer backoff have changed between now and last year. In 2024, more buyers (56.2%) were frustrated by unsuccessful offers. Only 16% reported this concern so far in 2025. It seems they've gotten more used to the pricing structure. High home prices and mortgage rates have been the most common reasons for would-be buyers to stop their home search. There was one bright spot in the survey: the lessening effect of low mortgage rates on existing loans, aka "seller's golden handcuffs". In 2024, around 35% of Mid-Atlantic homeowners postponed selling because of a reluctance to give up their low mortgage rate. Only 16% said that their low rates prevented them from selling in 2025.

Sincerely,



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