

# WOOD ACRES

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

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January, 2019

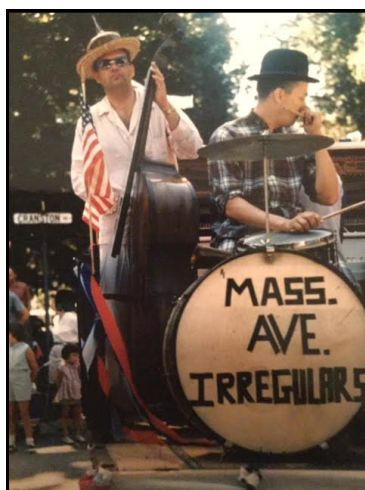
Dear Wood Acres Area Resident,

My father died this past year at the age of 88. If a man is to be judged by how much he was loved, my father won the game of life. He was adored by everyone who ever knew him and of course we miss him here at Stuart & Maury. I think of him as I write this newsletter for the 39th straight year. It was my father who led our family to Wood Acres and my life long fascination with this wonderful community. In 1957, at the age of 27, he and my mother were told by Ted Berry, Stuart & Maury's original silent business partner, "you should move to Wood Acres, it will be good for your family and good for business." And of course Ted was right.

My parents bought a home at 6300 Newburn Dr. for \$15,500, spending just about every last nickel they had to get there. We moved into the house in the spring. At the age of 5, it took me about five minutes to determine that I loved Wood Acres. I quickly learned that my back yard was the "no man's land" between about 20 kids who lived up the block and 20 who lived down the block. Within a few hours I had made dozens of friends (I sided with the kids up the block, they were cool). My father quickly became one of the founders of the Wood Acres Parade that year. To a 5 year old, there is nothing quite as much fun as a bunch of adults acting like little kids. Here's my dad playing drums on the back of a flat bed truck in the Parade in the late 50's.



The sight of a brass marching band, a woman on stilts, the teenagers trudging as the spirit of '76, hundreds of bicycles decorated in red, white and blue. It's an enduring image that is renewed every year as I observe the Parade. The past two years, our Parade has been as great as I can ever remember, thanks in no small part to the efforts of Kevin Sullivan who has infused new life into a great tradition. I'm digging on the tuba/ trombone band at Gloster & Welborn the Whitman drumline, and once again, the woman on stilts! The cacophony of sound and music from so many sources and the home made floats are quite sensational. Kevin has done a great job. I love that the Parade is not "corporate" and devoid of self promotion. I love putting up the flags on the Parade route and have enjoyed occasionally having The VI-Kings or my buddy, the talented Sean Chyun (who grew in Springfield), perform at the Park. It's part of the "enduring memories" that we build for our kids that will last a lifetime.



I think of that because I am now starting to see a trend. A new crop of Wood Acres buyers includes young thirty-somethings whom I remember as little guys running around under foot. In the same way that Gayle Fanning (Degross) grew up at 5907 Welborn Dr. in the 60's and eventually moved back in the 80's to 5608 Gloster Rd., I now see Brad Fager who grew up on Upper Harwick in the house I sold his parents in the early 1980's. I sold Brad and his wife a home on Ardmore Court in 2017. Caroline Kathleen Sullivan and her husband just bought my listing at 6017 Woodacres Dr. in November. She grew up on Ramsgate Rd. and I sold her parents their house back in the 90's. I remember Ben Schwartz as a great linebacker for Whitman in the late 90's. I had sold his parents a home on Woodacres Dr. in 1989. Ben recently bought a Stuart and Maury listing on Milo, returning to the community he loved when he was a kid. These are stories that mean something to me. Sure, I have sold over 300 Wood Acres houses and been involved in 366 Wood Acres transactions. The decades have been kind and I value the trust the community has placed in me. But it's the lasting relationships and the role I played in "connecting" people that is most rewarding thing for me. Just like my dad before me.

Stuart and Maury's Ted Berry had come to Wood Acres in the mid 1940's, an aspiring builder, and bought a home at 5709 Gloster (today one of the great houses in the community!). He eventually moved to Searl Terrace and bought a home now owned by Bob Jenets, my compadre at Stuart & Maury. The "circle of life!" Ted became the Wood Acres Association President in 1948. He saw the potential of Wood Acres

before there was even an elementary school or Wood Acres Park. His advice to my father set the Maury family on a path that has been special throughout my life. I owned and lived in 6015 Woodacres Dr. for 16 years and have owned 6107 Wynnwood Rd. as a rental for the past 27 years. I have also owned six other homes in Wood Acres over the years for a variety of real estate reasons: 6302 Newburn, 5906 Gloster, 5906 Cobalt, 6316 Newburn, 5903 Harwick and 6008 Cobalt all come to mind. I owned these homes for a relatively short period of time as I facilitated real estate transactions. My roots run deep.

Let's hit the bullet points of real estate activity in **2018** in Wood Acres and the surrounding zip code:

- **21** Wood Acres homes sold in 2018 at an average price of **\$938,607**.
- The average Wood Acres price **fell 1.23%** last year.
- In 2018, Wood Acres homes sold for **99.1%** of their asking price.
- In 2018, **198** homes in the **20816** zip code sold at an average price of **\$1,143,592**.
- In 2018, the average price in the 20816 zip code was almost **identical** to the year before (\$1,144,592).
- In 2018, **1058** homes sold in the Bethesda/Chevy Chase zip codes of 20814, 20815, 20816, and 20817.
- In 2018, the average price in the Bethesda/Chevy Chase zip codes rose **3.0% to \$1,220,928**.

There you have it. If you can't bring yourself to slog through the remaining details, run with that and you are good to go!

I've thought a lot about our real estate market since the seeds of the "Great Recession" took hold starting in 2005. While our prices continued to rise a bit in '06 and '07, 2005 would seem to have been the general peak of "irrational exuberance" for housing, both nationwide and in our corner of the world. The era from about 1970 to 2005 was a rocket ship of capital gains and wealth making that cemented the concept that owning a home was "the" building block to a strong financial future. So, how have we done the last 14 years?

I researched MLS and public records and pulled up the 220 Wood Acres transactions that have taken place since January 1st, 2005. That's a bit more than half the community that turned over in 14 years. 44 homes have been sold twice during this period, five of them have been sold three times and one home has been sold four times. That's 51 transactions. 40 of them sold for MORE than they were purchased for in Wood Acres. Very impressive. Only 11 homes sold for less than the owners paid initially. So, we can stand back observe that Wood Acres homes sold for more than they were purchased for even during this time of modest appreciation.

It's fair to point out that many owners improved their homes during their ownership and closing costs in and out certainly chew up gains. But the fact that 80% of the transactions were for more than the owners paid is a pretty darn good track record for Wood Acres and an indication of lasting value.

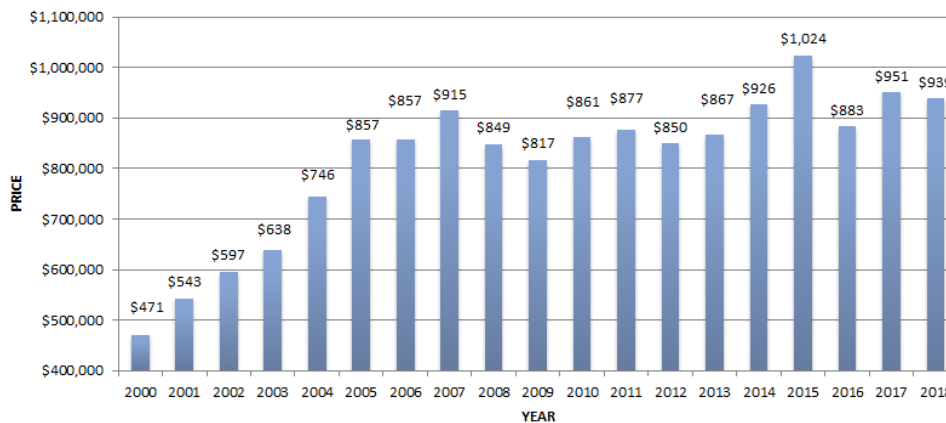
We can be proud of the fact that Wood Acres and our zip code has held it's own during a time of serious financial challenges. The Great Recession was an economic earthquake that has yet to completely calm down. I will often tell young buyers now, "you are making a long term commitment that isn't entirely predicated upon making a profit." It has to be about more than that to own a house nowadays. In good times, we will go up a bit, in bad times we will hold firm. We faced the headwinds of negative tax consequences, rising interest rates and political instability in the past year and came out just fine.

I sold 6 Wood Acres homes last year. My Stuart & Maury associate Bob Jenets was involved in another 3 sales, and Stuart & Maury agents Kevin Cullinane and Patty Seiber each sold a Wood Acres house as well, bringing our total to 11 of the 21 homes sold in 2018. For my career, I've been involved in the sale of over 366 Wood Acres homes sale transactions over the past 39 years. This is what I do. As I get older, I've corralled my efforts into what it is I know best, and that is Wood Acres and Springfield. I will of course sell houses in other areas and will always help out families that I have helped in the past, regardless of the area. But this is what I love. Ok, let's move on to data: You have seen this all before and know the format.

For the **39th year in a row**, let us examine Wood Acres real estate performance during 2018:

- The average price in Wood Acres fell mildly from \$950,608 to \$938,607. This drop of 1.23% could easily have been erased with one more sale of a four bedroom home last year. I wouldn't lose a minute of sleep over the average price dropping such a small amount. We have been hovering in the tight range of \$900's for the better part of five years now with the yearly average price subject to mild fluctuation dependent upon how many expanded and significantly improved homes happened to come up for sale.
- We've been averaging 15 homes sales a year ever since the "Great Recession" took hold in 2007. So it is both encouraging and noteworthy that 21 homes sold in Wood Acres last year. Take note as well that every home that came up for sale last year was eventually sold. Not all communities can tout that stat.
- Four homes in Wood Acres with two-story additions were sold this year. In the case of three of them, the additions were done many years ago. The high sale for the year on lower Ramsgate sold for \$1,225,000. The addition was built in the mid 2000's. That home is one of a very few in the community with a two-car garage and had sold back in 2010 for \$1,139,000. The home on Woodacres Dr. that sold for \$1,180,000 had a two story addition on the side that was built in the early 90's. The addition on the home on Cromwell that sold for \$985,000 was built in approximately early 2000's. Finally, the Woodacres Dr. home that sold for \$875,000 had a two story addition on the back of the home that was built in 1978.

**Wood Acres Prices 2000-2018**



- The low sale for the year transpired at 5908 Gloster Rd. for \$788,000. This home came on the market for \$850,000 in mid April, was for sale all summer, and went under contract in late August. It was a great buy passed up by scores of buyers who just said "it needs work." And it did. But we will look back at this sale in future years and marvel at what an opportunity the house was at a price like this. I'll go out on a limb and predict we are not likely to see a sale under 800K in the interior of Wood Acres anytime soon. Wood Acres homes are built for the ages. You can only bang them up so much. They are easily brought back with paint, floor refinishing and kitchen and bath updating. Does it cost money, time and effort? Sure, but the financial reward can be quite substantial.
- Wood Acres homes sold for 99.1% of their asking price last year. The community is just a beast when it comes to this stat. There are very few mispriced homes that come up for sale in Wood Acres. Thus, very few Wood Acres owners are misinformed. We don't have "sheriff's sales" and "foreclosures"; the kinds of sales that have unusually low price events and drag down everybody else. Because Wood Acres buyers and their agents can easily do the research to observe that consistently, year after year, Wood Acres homes are sold near, at or over their asking price, expectations from the buying public fall into that range. In 2018, three homes sold at the asking price and seven more sold over the price. That's just about 50% of the transactions. Pretty darn impressive.

Having said that, there were a few homes that had a hard time last year. It's unusual to have a house in Wood Acres for sale for 165 days but it happened on Gloster Rd. Another home on Woodacres Dr. was for sale for 116 days, It CAN happen and in both cases the belief that they "needed work" resulted in a long marketing period of time before we got an offer.

# 2018 Wood Acres Sales



**6103 Ramsgate Rd.**  
List Price: \$1,225,000  
Sold Price: \$1,225,000  
Days on Market: 3



**5912 Ramsgate Rd.**  
Orig. List Price: 1,225,000  
Sold Price: \$1,180,000  
Days on Market: 23



**5903 Harwick Rd.**  
List Price: \$1,075,000  
Sold Price: \$1,112,770  
Days on Market: 3



**5917 Ramsgate Rd.\*\***  
List Price: \$989,000  
Sold Price: \$1,050,000  
Days on Market: 2



**6107 Cromwell Dr.**  
Orig. List Price: \$1,050,000  
Sold Price: \$985,000  
Days on Market: 16



**5708 Harwick Rd.\***  
List Price: \$925,000  
Sold Price: \$965,000  
Days on Market: 5



**5911 Cobalt Rd.**  
List Price: \$945,000  
Sold Price: \$960,105  
Days on Market: 7



**5907 Cobalt Rd.\***  
List Price: \$899,000  
Sold Price: \$950,000  
Days on Market: 3



**5903 Devonshire Dr.\*\***  
List Price: \$939,000  
Sold Price: \$950,000  
Days on Market: 3



**6005 Wynnwood Rd.**  
List Price: \$945,000  
Sold Price: \$942,000  
Days on Market: 33



**6006 Milo Drive\*\*\***  
List Price: \$939,000  
Sold Price: \$939,000  
Days on Market: 1



**5904 Cobalt Rd.\***  
List Price: \$950,000  
Sold Price: \$930,000  
Days on Market: 36

# 2018 Wood Acres Sales



**6121 Ramsgate Rd.**  
 List Price: \$899,000  
 Sold Price: \$895,000  
 Days on Market: 2



**6017 Woodacres Dr.\***  
 Original List Price: 1,039,000  
 Sold Price: \$875,000  
 Days on Market: 96



**6102 Cromwell Dr.\***  
 List Price: \$899,000  
 Sold Price: \$870,000  
 Days on Market: 60



**6013 Cromwell Dr.**  
 Original List Price: \$889,000  
 Sold Price: \$865,000  
 Days on Market: 49



**5913 Cranston Rd.**  
 Original List Price: \$849,000  
 Sold Price: \$816,000  
 Days on Market: 26



**5909 Ramsgate Rd.\***  
 List Price: \$811,870  
 Sold Price: \$811,870  
 Days on Market: 1



**6101 Mass. Ave.\*\***  
 List Price: \$749,000  
 Sold Price: \$801,000\*\*  
 Days on Market: 5



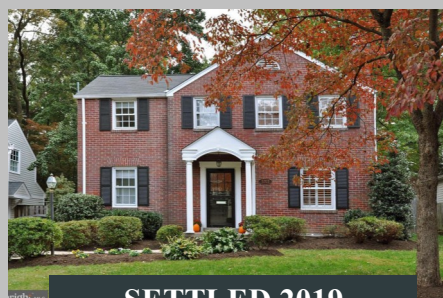
**6103 Mass. Ave.\*\*\***  
 List Price: \$800,000  
 Sold Price: \$800,000  
 Days on Market: 1



**5908 Gloster Rd.\***  
 Original List Price: \$850,000  
 Sold Price: \$788,000  
 Days on Market: 165



**SETTLED 2019**  
**6109 CROMWELL DR.**  
 Original List Price: \$1,330,000  
 Sold Price: \$1,173,000  
 Days on Market: 90

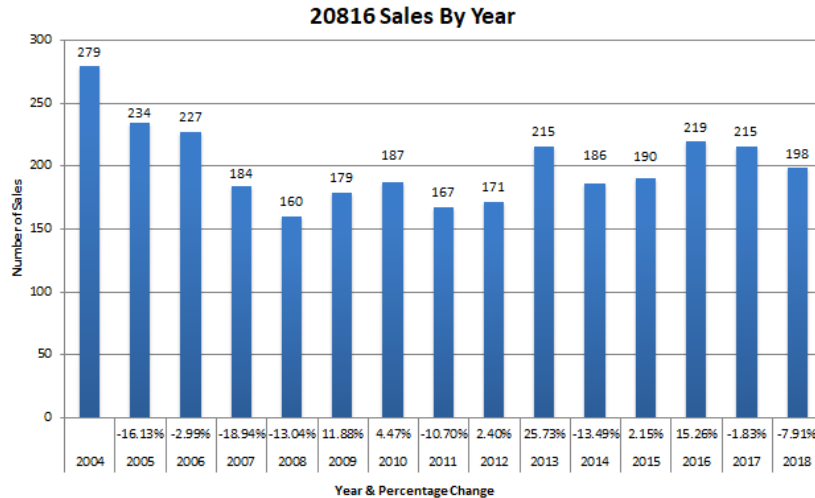


**SETTLED 2019**  
**5703 GLOSTER RD.\***  
 Original List Price: \$999,000  
 Sold Price: \$950,000  
 Days on Market: 41

- \* Matthew Maury sales (7)
- \*\* Robert Jenets Sales (3)
- \*\*\* Kevin Cullinane sale (1)
- \*\*\*\* Patty Seiber sale (1)

- Where did 21 sellers move last year? It's always fascinating. I can't account for all of them this year but I know that six owners moved out of town, four homes were sold as part of a divorce settlement, two owners moved to Springfield/Westwood, two owners moved to Chevy Chase, one moved to Silver Spring, and one owner moved to retirement living at Fox Hills at Burdette and River. To my knowledge, no Wood Acres owners moved to Sumner or Potomac last year. It used to be that these were the predominant destinations when leaving Wood Acres. River Falls out in Potomac started being called "Wood Acres West" at one point in the mid 80's to early 90's. That trend seems to have run its course.

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



- I posed the question in last year's summation newsletter "Will the tax bill reduce the number of sales in our zip code in 2018? I asked because the recently passed tax bill was designed to aggressively limit property tax deductions in "high tax states", Maryland being one of them. **There were 198 single family detached home sales in the 20816 zip code in 2018**, down from 215 the previous year. And the lowest number of sales in the past four years. It's a gentle decrease and not particularly indicative of much except that we were fighting the headwinds of rising interest rates and political instability.

- The average home sold for \$1,143,592 last year in 20816.** You can't make this up. That's so close to the previous year's posting of \$1,144,563 as to be statistically insignificant. Sometimes when I write this newsletter, the research leads me to data that makes me say "Well, yeah." Last year felt like the year before. Homes came on the market, homes got sold, but there was no real movement in either direction. Average prices didn't go down, they didn't go up, they felt about the same. Given what could have happened with rising rates, I'll take it as an overall "win."

- The high sale in the 20816 zip code last year was a new home in Glen Echo Heights on Dahlonga Rd. which sold for \$2,445,822 (where do they come up with these numbers?) 114 homes sold over a million dollars (there were 113 last year-kind of spooky isn't it?) The low sale was on River Rd. for \$515,000. There were only four homes sold under 700K in our zip code last year. There had been 14 the year before.

**Now, let's step back and analyze 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 2004-2018:**

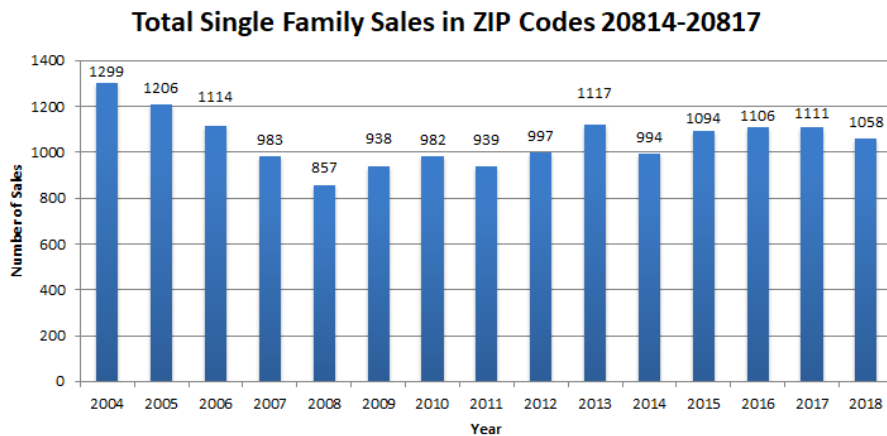
- The total number of homes sold in all four zip codes was 1058 in 2018. This is down from the previous three years. The overall price average rose 3.0% to **\$1,220,927**. This is an all time high, fueled by an increase in the average price in the 20815 Chevy Chase zip code to an all time record.
- The average home in the **20814** zip code sold for **\$1,195,714** on 191 sales. That's a 2.88% increase from the previous year. The high sale was on Edgemoor Lane for \$5,750,000, the low on Alta Vista Terrace for \$550k. 97 homes sold under a million dollars, 94 sold over a million.
- It is in the **20815** zip code that the heat of the market resided. I had speculated last year that the new tax bill wasn't going to affect the uppermost ranges, and perhaps would actually help as the very wealthy clearly were the big winners in tax reform. The average price rose on 245 sales to **\$1,412,292**, up 6.5%

from the previous year. The high sale was on Elmwood Rd. in Kenwood at \$4,795,000 and the low as on E-W Hwy for \$561,000. 70% of the homes sold in the 20815 zip code last year were sold for more than a million dollars.

- The vast zip code of **20817** had 425 sales last year, down slightly from 457 the year before. Prices were up 2.1% to **\$1,157,042** last year. The high sale was out in Avenel for \$6,500,000, the low sale was an oddity. A home on Bradley Blvd, despite being tax assessed at \$757K, somehow sold for \$362,250. It was described as a “sheriff’s sale” and it certainly was loaded with mold, but that price just seemed astounding, especially when you consider the home was listed for 600K. I tried to find out more about this sale. The listing agent never called me back, which isn’t surprising.

### 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**



### Let’s commence a discussion regarding three neighborhoods nearby

- Springfield/Westwood** area homes fell in average price to **\$1,130,865**, a drop of 8.7% from the previous year. The 22 sales featured a high sale of \$1,935,000 on Albia Rd. The Albia owners purchased a home at that location for 880K in 2007, lived there several years and then tore it down and built a new home with Castlewood/ Builders. They resold that home this year.

A developing story in Springfield in 2019 would be the two new homes built last year. The Ridgefield Rd. offering remains for sale at this writing. The builder bought the house that was torn down for \$816,000 in May of 2017. The new home went up for sale in November of 2017 for \$1,824,900. It’s been finished for close to nine months and remains unsold, now reduced to \$1,739,900. Further, in March of 2017, a builder bought a home on Knollwood Rd. for \$775K. A new home was constructed which came up for sale initially at an optimistic \$1,995,000 in Feb of 2018. It was for sale all year. It is currently off the market, it’s last price at a reduced \$1,799,000.

This all leads to several fascinating Springfield area scenarios that are unfolding in 2019. Buoyed by the very successful new home sale at the corner of Ogden and Ridgefield in 2017 for \$1,980,000, several different builders are about to embark on building more brand new homes. A new home will rise at the corner of Marengo and Cromwell, where a builder paid 775K for the existing house and will tear it down. A different builder bought a home on Ogden Rd. for 800K and the foundation for a new home has finally been poured.

Most interestingly, an ambitious, daring developer has paid \$2,010,000 for the three “parcels” in Springfield that were owned by the same family. The homes on Pollard and Ridgefield are to be torn down. The new Pollard house to be built will have an ambition north of \$2 million dollars. The Ridgefield home will be priced in the range of \$1,795,000. The wild card is the LOT behind the Ridgefield house, which will be accessed by a shared driveway and back to River Rd. The price on a new home back there is expected to be approximately \$1,499,000. Whoa! This is going to be interesting!

- In **Sumner/Mass Ave. Hills**, 17 sales took place at an average price of **\$1,180,941**, up about 1.8% from the previous year. The high sale was on Namakagan Rd. for \$1,679,000, the low was a home on Sangamore Rd. for \$765K.
- I'm constantly amazed at how many houses are sold in **Glen Echo Heights**. Every year, the numbers are staggering. 38 homes were sold there this past year at an average price of **\$1,214,997**. That's almost a 15% increase in the average price from the year before. What is driving this? Knockdowns. More than any single community anywhere in Bethesda, this neighborhood had a housing stock of homes that were potential knockdowns, given their small nature. Often, these modest homes sit on large lots too, which allows builders the opportunity to build ever larger homes. Now, I am sure you are wondering, "what is up with that new home right next to the Fire Station on Walhonding Rd.?" Everyone asks. It is unsold, and struggling as it was for sale almost all of last year. They are now asking \$2,190,000, down more than 100K from their original price. The whole idea seems questionable to me.  
The high sale in Glen Echo Heights last year was a new home built by my friends Mark and Karen Leas of Bethesda Builders on Dahlonga Rd. which sold for \$2,445,822. The low sale was a knock down on Tuscarawas for \$705,000.
- In nearby Westmoreland Hills, 23 homes were sold at a record average sales price of \$1,357,239. The high sale on Cape Cod Ct. sold for \$1,995,000, the low sale on Jamestown Rd. sold for a still whopping \$969,000.
- Finally, the brisk activity in the condo community of Sumner Village down near the Shoppes at Sumner continues to amaze. There were 21 units sold last year. The high sale was a three bedroom/2100 square foot unit which sold for \$850,000. The low sale was a two bedroom/1444 square foot unit that sold for \$399,900

I'm often told the "personal close" of these yearly recap letters is the favorite part of many readers. I guess it beats the blurry eyed real estate data. My son Patrick started grad school at NYU this Fall, and his fiancé Charlotte started grad school at Columbia. Patrick is studying Public Administration and Charlotte's discipline is social work. After living in Burlington VT for many years, finding an apartment in NYC was quite an experience. Let's just say the A-train is a life saver! They are "neighbors" (so to speak) with Hamilton's Lin Manuel Miranda up in "the Heights" and loving it. Barb and I adore Charlotte and are looking forward to the wedding in Manchester VT in August.

Oldest son Andrew and his Brooklyn based music studio AMP (Andrew Maury Productions) are doing great. Andrew is off in a few weeks to the Grammys, he's nominated as part of the recording team that had a worldwide hit with Sean Mendes. "In My Blood" is up for song of the year. How cool is that? Andrew is doing what I considered next to impossible, making a career in music.

I had to give up basketball this year after creating and leading the Wood Acres Men's Basketball Association (WAMBA) for 24 years. My left ankle just said "enough." Somehow, I'm still running things and booking games however. I don't seem to be able to escape it just yet!

With career sales now well over **\$900,000,000**, I derive joy in the small details associated with helping buyers and sellers at the crossroads of their lives. A baby on the way, a job change, a promotion, a death in the family, a divorce...they are all times when honest, caring real estate advice and counsel is critical. It's rewarding to know that I have helped so many others move on to the next adventure in their lives.

Sincerely,



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20814							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
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

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20815							
Year	# Sales	Avg. Price	% Change	Avg. Days On	High Sale	Low Sale	#Sales Over 1 Million
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
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
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

## Wood Acres Sales History through the Years!

YEAR	AVG. SALES PRICE	HOUSES SOLD	GAIN/LOSS
1979	\$136,120	11	**
1980	\$149,300	11	9.60%
1981	\$153,785	12	3.00%
1982	\$148,456	20	3.20%
1983	\$159,808	23	7.00%
1984	\$179,280	29	12.20%
1985	\$194,000	26	8.20%
1986	\$209,543	31	7.50%
1987	\$276,972	22	32.10%
1988	\$319,808	25	15.40%
1989	\$358,000	19	12.10%
1990	\$328,626	19	-8.20%
1991	\$335,810	29	2.20%
1992	\$323,795	22	-3.60%
1993	\$343,366	29	6.00%
1994	\$354,481	27	3.20%
1995	\$355,411	18	0.02%
1996	\$347,846	13	-2.10%
1997	\$351,105	19	1.00%
1998	\$396,528	17	12.90%
1999	\$436,842	38	10.10%
2000	\$470,800	20	7.80%
2001	\$543,312	24	15.40%
2002	\$596,541	25	9.80%
2003	\$638,465	19	7.00%
2004	\$745,664	28	16.80%
2005	\$856,876	21	14.9%
2006	\$856,658	22	Even
2007	\$915,014	11	7.0%
2008	\$848,921	14	-7.23%
2009	\$817,236	16	-3.73%
2010	\$861,263	19	+5.38%
2011	\$876,957	14	+1.82%
2012	\$849,859	14	-3.1%
2013	\$867,000	21	+2.0%
2014	\$926,900	10	+7.12%
2015	\$1,024,979	13	+10.58%
2016	\$883,561	14	-13.8%
2017	\$950,608	18	+7.58%
<b>2018</b>	<b>\$938,607</b>	<b>20</b>	<b>-1.23%</b>



# Matthew Maury, Associate Broker

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## Wood Acres Sales in 2018

	Address	Original Price	Final Price	BR Tot	Full Baths	Half Baths	Sq. Ft	Days on Market	Settlement Date
1.	6103 Ramsgate Rd.	\$1,225,000	\$1,225,000	3	4	2	3082	3	June '18
2.	5912 Woodacres Dr.	\$1,225,000	\$1,180,000	4	2	1	2400	23	April '18
3.	5917 Ramsgate Rd. **	\$989,000	\$1,050,000	3	3	1	1648	3	Sept '18
4.	5903 Harwick Rd.	\$1,075,000	\$1,112,770	3	3	1	1852	2	June '18
5.	6107 Cromwell Dr.	\$1,015,000	\$995,000	4	4	1	1648	16	Oct '18
6.	5708 Harwick Rd.*	\$925,000	\$925,000	3	3	1	1558	5	Aug '18
7.	5911 Cobalt Rd.	\$945,000	\$960,100	3	2	2	1806	7	June '18
8.	5907 Cobalt Rd.*	\$899,000	\$950,000	3	3	1	1640	3	Nov '18
9.	5903 Devonshire Dr.**	\$939,000	\$950,000	3	2	2	1728	2	Dec '18
10.	6005 Wynnwood Rd.	\$945,000	\$942,000	3	2	1	1580	22	June '18
11.	6006 Milo Dr. ***	\$939,000	\$939,000	3	3	1	1800	1	May '18
12.	5904 Cobalt Rd.*	\$950,000	\$930,000	4	3	0	1827	27	May '18
13.	6121 Ramsgate Rd.	\$899,000	\$895,000	3	3	1	1650	2	May '18
14.	6017 Woodacres Dr.*	\$1,039,000	\$875,000	4	2	2	2040	116	Dec '18
15.	6102 Cromwell Dr*	\$899,000	\$870,000	3	3	2	1626	29	Mar '18
16.	6103 Cromwell Dr.	\$889,000	\$865,000	3	3	0	1413	51	June '18
17.	5913 Cranston Rd.	\$849,000	\$816,000	3	3	0	1500	55	June '18
18.	5909 Ramsgate Rd. *	\$811,870	\$811,870	3	2	0	1270	1	Sept '18
19.	6101 Mass. Ave. **	\$749,000	\$801,000	3	2	1	1815	4	Mar '18
20.	6103 Mass. Ave. ****	\$775,000	\$800,000	3	3	0	1580	1	Mar '18
21.	5908 Gloster Rd. *	\$849,000	\$788,000	3	3	0	1596	165	Oct '18

Average Sales Price in 2018: \$938,607. 99.1% of original list price, Average # of days on market: 25 Source:

Bright MLS, & careful memory \* Matthew Maury participated in the sale of these homes (6), \*\* Bob Jenets participated in the sale of these homes (3), \*\*\* Stuart & Maury's Kevin Cullinane participated in the sale of this home. (1) \*\*\*\* Stuart & Maury's Patty Seiber participated in the sale of this home. Square footage above is from public records.

