

Glen Echo Heights / Mohican Hills

Real Estate Report from ROBERT JENETS

January
2026

ALL BETHESDA (20814, 20816, 20817)

The real estate market of 2025 in Bethesda did not turn out the way one might have expected it to when, early this year, DOGE was laying off thousands of Federal workers—it turned out better. With all of the uncertainty that pervaded buyers and sellers in March and April, it seemed a foregone conclusion that there would be a sharp drop in the number of home sales for the year. That did not happen and there were actually more sales last year than there were in 2024. We will get to the numbers a little later in this article.

The main difference from 2024 was that it became a more balanced market. The home selling/buying climate changed from one that, over the last several years, heavily favored sellers, which allowed buyers little or no bargaining power, to one where homes did not always sell in the first weekend with competitive bids. The additional time on the market put buyers in a position to negotiate and exerted downward pressure on prices. Many homes sold for less than they would have during the peak of the sellers' market a few years ago, but values were generally consistent with recent sales. Another benefit for buyers was the ability to include contingencies. Many sales were subject to a home inspection and/or a financing contingency which was common before the scales shifted to sellers in 2020. Having a more even stance with sellers is no doubt a welcome change for buyers.

While it is true that prices have moderated somewhat, statistically, home values in Bethesda continued to rise. The chart at the end of this article shows all three Bethesda Zip Codes with appreciation of about 4%. How can that be when I just said that prices had leveled off? The greater average price reflects that fact that the upper range of homes performed better than the mid range, thus pushing the average higher. Each Zip Code had multiple sales from \$5M—\$7M and many sales above \$3M.

Any time the market is changing, it becomes harder to accurately price a home. Last year, many sellers started the sale process with a price based on the previous year's comparable sales that eventually was shown to be too high. Buyers were more cautious about value and as the number of days for sale grew, many sellers had to adjust their prices down to attract an offer. The days of a home coming up for sale on Friday and fielding multiple offers on Tuesday are gone for now, in most cases.

Some sellers who were in a position to do so, elected to take their homes off the market rather than reduce the price. This tactic did not help the overall level of inventory. Though the supply is somewhat greater than it was the year before, it remains lower than it was before the COVID pandemic.

With prices holding steady and interest rates hovering just above 6%, affordability is seen as the greatest hurdle to buying a home in our area.

According to Bright MLS, the combined three Zip Codes that represent Bethesda as a whole are credited with **682 closed sales** of single family detached homes last year. That is 9.3% more sales than we had in 2024, a surprising number given the circumstances. It is thought by some that because last year's market discouraged sellers from offering their homes for sale, we may see a greater number of new listings early this year. That would produce a robust spring market with a more sales.

The slower pace of sales last year is reflected in the statistic for "days on market" which shows homes **selling in an average of 36 days**. That is an increase from 27 "days on market" in 2024. In the sizzling market of 2022, homes sold in an average of only 19 days.

In 2025, the average Bethesda home sold for 98.5% of its original list price, down from 101.5% the year before. That drop resulted from sellers having to reduce their initial prices to a level that the market would bear. Despite the shift to a more balanced market last year where buyers had more power to negotiate, the **average sale price** rose again to the new high of **\$1,772,960**.



MLS STATISTICS by ZIP CODE—2025

	# of Sales	Days for Sale	Average Price	%Change from '24
20814	151	37	\$ 1,740,656	+ 4.56%
20816	169	24	\$ 1,741,344	+ 4.85%
20817	362	40	\$ 1,801,194	+ 4.00%

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Neighborhood Review (Homes Sold by All Brokers – per MLS)

2025

Address	Beds	Baths	Above Grade Finished SQFT	DOM	List Price	Close Price	Close Date	Total SQFT
6216 Massachusetts Ave	3	2/1	1,492	67	\$785,000.00	\$750,000	11/24/25	2,903
5304 Waneta Rd	3	2	1,900	3	\$1,100,000.00	\$942,500	07/25/25	3,512
5408 Wehawken Rd	3	2	1,698	42	\$1,100,000.00	\$1,050,000	08/25/25	3,393
6002 Onondaga Rd	4	3/1	4,184	7	\$1,100,000.00	\$1,200,000	10/01/25	6,274
5304 Sangamore Rd	3	3	1,602	5	\$1,200,000.00	\$1,215,000	06/23/25	3,204
5336 Wapakoneta Rd	4	3	1,568	11	\$1,225,000.00	\$1,225,000	07/25/25	3,136
5419 Waneta Rd	4	3	1,498	4	\$1,065,000.00	\$1,235,000	04/29/25	2,948
5116 Wehawken Rd	4	3/0	1,644	7	\$1,275,000.00	\$1,280,000	06/18/25	3,288
5227 Wyoming Rd	4	3/1	2,300	10	\$1,299,000.00	\$1,299,000	06/20/25	3,450
6322 Walhonding Rd	4	3/1	1,688	16	\$1,345,000.00	\$1,368,888	08/28/25	3,376
6022 Walhonding Rd	4	4	2,361	32	\$1,449,000.00	\$1,400,000	06/27/25	3,926
7019 Macarthur Blvd	4	3/1	1,272	20	\$1,490,000.00	\$1,426,000	08/20/25	2,544
6212 Massachusetts Ave	5	4/1	3,452	24	\$1,498,000.00	\$1,450,000	08/26/25	5,263
6208 Wiscasset Rd	5	3/1	2,592	31	\$1,499,990.00	\$1,450,000	09/23/25	3,888
6011 Walhonding Rd	5	4/1	2,921	5	\$1,295,000.00	\$1,510,000	03/28/25	3,326
6218 Massachusetts Ave	5	5	3,364	29	\$1,499,000.00	\$1,513,000	05/07/25	5,782
7211 Macarthur Blvd	4	3	1,520	9	\$1,399,900.00	\$1,515,000	05/16/25	3,456
6016 Onondaga Rd	6	4/1	3,450	2	\$1,400,000.00	\$1,530,000	05/01/25	4,750
6103 Wiscasset Rd	3	3	2,185	8	\$1,550,000.00	\$1,550,000	04/04/25	2,805
6522 Walhonding Rd	6	3/1	3,644	50	\$1,690,000.00	\$1,600,000	07/17/25	3,934
5513 Mohican Rd	4	4/1	2,630	29	\$1,675,000.00	\$1,602,000	05/05/25	4,000
5410 Waneta Rd	5	3	2,352	19	\$1,650,000.00	\$1,650,000	07/31/25	3,662
6004 Winnebago Rd	6	4/1	3,050	12	\$1,749,000.00	\$1,749,000	11/07/25	4,300
6435 Wiscasset Rd	5	3/1	3,050	29	\$1,799,000.00	\$1,785,000	07/02/25	4,155
5410 Mohican Rd	4	3/1	3,274	0	\$1,875,000.00	\$1,900,000	02/28/25	3,569
5128 Wissioming Rd	6	4/2	4,300	18	\$1,949,000.00	\$1,910,000	11/19/25	5,000
5129 Wissioming Rd	6	6	4,025	94	\$2,550,000.00	\$2,550,000	12/30/25	5,445
5004 River Hill Rd	5	3/1	3,018	7	\$2,895,000.00	\$2,700,000	09/05/25	4,647
5402 Tuscarawas Rd	6	4/2	4,635	8	\$2,795,000.00	\$2,700,000	09/11/25	6,360
5313 Iroquois Rd	5	5/1	3,938	48	\$2,995,000.00	\$2,835,000	08/07/25	5,644
5409 Tuscarawas Rd	6	5/1	4,472	1	\$2,899,000.00	\$2,900,000	05/09/25	6,829
5452 Mohican Rd	5	4/1	5,198	28	\$3,200,000.00	\$3,150,000	10/10/25	5,198
6213 Dahlonga Rd	8	8/1	6,196	35	\$3,500,000.00	\$3,325,000	10/08/25	9,328
6018 Madawaska Rd	6	6/1	4,655	51	\$3,450,000.00	\$3,350,000	10/16/25	6,706



Robert Jenets Listing Sold

Last year, the number of home sales in Glen Echo Heights / Mohican Hills (GEH/MH) returned to a level consistent with the historic average for the neighborhood. Bright MLS shows **34 closed transactions for 2025** which is up from 2024's lower volume of only 24 sales. Perhaps related to the uncertainty created by the DOGE job cuts in the Spring, only 13 of those sales closed by June 30th. Ordinarily, we expect more buying activity in the first half of the year but circumstances altered that norm last year.

The statistical **average sale price for a GEH/MH home in 2025 was \$1,782,806**. That number is down slightly from the 2024 average of \$1,791,761. The chart on page 2 shows the low sale of 6216 Massachusetts Avenue at only \$750,000. A sale that far below normal obviously has a negative impact on the average price. You may remember there was one outlier high sale in 2024 of \$5,725,000 which I omitted from the calculation to arrive at the average price, knowing that including it would skew the average to an unrealistic level.

Employing the same logic in reverse for 2025, **omitting the low sale would boost the average to \$1,814,103** which is a more representative number. The 2024 average rose 7.294% over the prior year so even maintaining that appreciation can be considered a positive outcome for 2025.

The median price is often thought to be a better barometer of value, particularly with a relatively small data sample. The median is most often lower than the average price and for 2024, the median was \$1,677,000. Last year's **median price of \$1,522,500** illustrates the fact that there was a greater percentage of lower price sales in the data sample than there was in 2024.

In 2024, the average time from listing to contract was 16 days on the market, with a median of 5 days. Those numbers increased significantly last year with **averages of 31 days on the market and a median of 18 days.**

Here again the average is affected by one home that stayed on the market quite a bit longer than all of the others. The home at 5402 Tuscarawas Road came on the market in late January for \$3,190,000. Based on the previous year's sales, that price might have seemed realistic at the time. However, homes in that range sometimes take a little longer to sell anyway and a few weeks later, news of Federal jobs being cut weakened the market. It took over six months for this home to find its place in the value range and it eventually sold for \$2.7M. Thus, an average of 31 days on market. If I take that sale out of the data, the average improves to 26 days but that is still twice as long as sales took in 2024.

The chart on page 2 shows that **11 homes sold for more than the asking price** last year, although the sale of 5409 Tuscarawas Road, which sold pre-MLS, simply rounded up from \$2,899,000 to an even \$2.9M. Nonetheless, that is about a third of the total number of sales which



is similar to 2024 when 8 of the 24 homes sold above the list price. One of the escalated sales was **my listing at 6011 Walhonding Road** which I listed in early March for \$1,295,000. The sellers trusted me to arrange



all of the contractors for preparing the property for sale and supervise the work. With the market feeling a little shaky at that time, they took my advice to list the home at a price lower than we had been discussing. The strategy worked perfectly and we got a terrific offer within only a few days and the house sold for \$1,510,000.

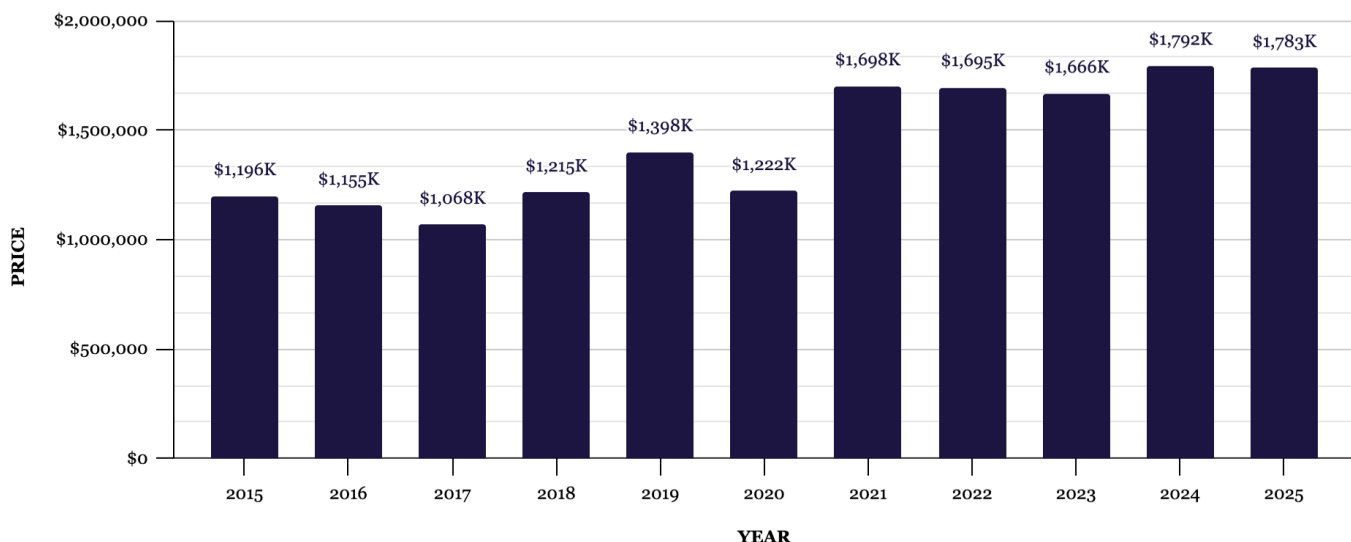
On page 1 I briefly mentioned the issue of housing affordability which has been termed a crisis, not only in our area but throughout much of the country. Our local government officials have proposed a variety of potential solutions at the State and County levels. Ideas include changes to the zoning codes, streamlining the permitting process to encourage building, reducing regulatory and development costs, and more. I am sure many of you are aware of what has transpired at the county level.

At the State level, Governor Moore issued an executive order last September to address the issue. I am pasting a brief description from one local news service regarding the plan:

The Housing Starts Here initiative seeks to expedite housing development, reduce production delays and make home ownership more accessible across the state.

We live in a very expensive area and it is quite a challenge for people coming to this part of the country from less expensive areas to find housing they can afford. It also affects our children, now young adults, who are not able to buy a home where they grew up. In many cases, parents are contributing to the purchase effort in some way. It remains to be seen if any of the governmental intercessions will improve affordability but it is worthy of our attention.

Glen Echo Heights / Mohican Hills Average Price



«AddressBlock»

«zipcode»

ZIP CODE 20816

As it has been my practice for many years now, when calculating the average price for the 20816 Zip Code, I include off-market sales found in the public record but not in the MLS statistics. A careful examination of the public record turned up 15 private sales last year which ranged in price from \$830,000 to \$2,999,500. Only three of those sales were under a million dollars and four of them went for more than \$1.5M.

Adding the 15 private transactions to the 169 sales reported in Bright MLS (28 more sales than 2024!) brings the 2025 total to **184 single family detached home sales in Zip Code 20816**. That is a 17% increase in the number of homes sold in the Zip Code over the prior year.

Here are some other statistics to ponder. The average number of days a listing took to sell increased from 16 days in 2024 to **24 days on market in 2025**, although the median was only 8 days on the market. The number of homes that went under contract within 7 days of marketing decreased from 98 in 2024 to only 83 quick sales last year.

Sales closing at a price greater than the list price

numbered 73 in 2024, and that number decreased to 64 such sales in 2025. Quite a few of those prices were only \$1,000 or less above asking and several just rounded up \$5K to the even number with three zeroes.

The **average price of the 184 sales in Zip Code 20816 last year was \$1,709,658**, an increase of about 5.8% over 2024's average of \$1,616,199, and 1.5% better than the appreciation for Bethesda overall. As I said earlier, not every home appreciated that much in value last year because the average price is inflated by the greater performance of the high end. But overall, "steady as she goes".

It is also interesting to compare the average sale price as a percentage of the original list price among the three Bethesda Zip Codes. Last year, homes in 20814 sold for 99.3% of the original list price. 20817 came in at 97.9%. Homes in 20816 sold last year at an average of 99% of the original list price. Although 2025 was different from the sellers' market of the past several years, home values in our area showed their resilience. Thank you and be well.

- Bob Jenets

As always, thank you for your support and I welcome your questions or comments.

SHRED-IT DAY 2026

*The annual opportunity for you to have your important papers shredded before your eyes is coming on **April 25th**. Just like last year, the truck will be available in the parking lot of the Washington Waldorf School on Sangamore Road from 11:00 AM to 1:00 PM. Paper clips and file fasteners are OK but NO three ring binders or batteries, please.*

If you would like to receive Shred-It Day notices by email, simply send me your email address and I will be happy to notify you in advance of the event.

I look forward to seeing you on the 25th of April!



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