Glen Echo Heights / Mohican Hills

Real Estate Report

Summer
2026

Dear GEH/MH Neighbor,

At the risk of seeming to pat myself on the back, I am happy to report that, as I predicted, real estate sales in Bethesda during the first four months of 2026 rebounded soundly from the more challenging market of 2025. From experience I know that the demand for houses is not extinguished during a rough patch like we had last year due to the reductions in the Federal workforce. Rather, buyers just hit the pause button and then return to the market when things improve—typically, with the new year.

With the uncertainty of 2025 fading, home sales in the first several months 2026 often occurred within the first few days of being listed, many times with multiple offers and an escalated price. It felt to me like 2023 and 2024—not as crazy as 2021 and 2022, but fast enough.

Once again it was a market favoring sellers, but only if the offering made sense. It still requires extensive preparation and accurate pricing to generate the excitement that results in such a sale.

You notice I have been talking about the first *four* months of the year, but this letter covers the first six months. Why is that? Because something changed in May. There was a not-so-subtle shift back to a more balanced market where buyers seemed to feel less urgency. Suddenly, a new listing that, in March, would have had six or seven showings the first day and about 25 people through a weekend open house, might only have a showing or two before a mediocre open house. The houses still sold, but many had to make a price reduction before getting an offer two or three weeks into the listing period.

As much as one might want to assign blame to interest rates or the conflict in Iran, I think the answer is more elusive than that. Our market is generally not as rate sensitive as some and the war started long before the shift in the market. I can't say I know what happened.

But I don't mean to suggest that things are bad now. Absolutely not. There are still many buyers looking to buy a home in our wonderful city and, while it may not happen in a day, homes continue to sell within a short period of time.

Below are the statistics from Bright MLS for the **three Bethesda Zip Codes** during the first six months of 2025 compared with the same period this year:

	2025	2026
# of Sales	**320**	**382**
Average Price	**$1,867,099**	**$1,776,150**
Median Price	**$1,580,500**	**$1,506,000**
Average Days	**29**	**33**
Median Days	**7**	**7**
% of List Price	**100.0%**	**99.7%**

After studying the chart above, you can see that the market rebounded as I described, at least with regard to the number of sales. That is a steep increase of over 19%. But if the market was so good for four months and is still fine, why the big decrease in average price?

An examination of the data sample reveals two reasons. Sales during the first six months of this year include five sales at $5M or more. Last year there were thirteen! And the list of sales from the first half of 2025 included only 25 sales under $1M. This year the list includes a surprising 46 homes that sold for less than a million dollars. Those two factors definitely affect the math. Is it just coincidence that there were more lower priced sales and fewer high sales, or does it point to a softening of the market? I'll withhold judgement on that until we see how the rest of the year turns out.

Another thing to note is that some of the homes that came up for sale in May when the market shifted, would have settled in June. The counterbalancing effect of those sales against the more robust prices from the first four months plays into the statistics as well.

Sellers who put their homes up for sale in May had no way of knowing that the sales climate had changed. Those sellers would have based their value expectations on the healthy activity of the prior few months, as anyone would. But when their homes did not sell, many were forced to reduce the asking price and thus, you see the decrease in the % of list price statistic above.

Real Estate News from

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Stuart & Maury
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Glen Echo Heights/Mohican Hills Sales

January—June 2026

6540 Wiscasset Rd
$865,000

6112 Madawaska Rd
$1,140,000

6216 Massachusetts Av
$1,180,000

6211 Madawaska Rd
$1,260,000

5104 Wehawken Rd
$1,300,000

6544 Wiscasset Rd
$1,313,450

5420 Mohican Rd
$1,485,000

6113 Madawaska Rd
$1,502,000

8 Wyoming Ct
$1,510,000

5109 River Hill Rd
$1,650,000

5400 Mohican Rd
$2,550,000

6027 Walhonding Rd
$2,695,000

Note: The homes pictured above were listed and sold by various brokers

NEIGHBORHOO NEWS

5312 Wapakoneta Rd
$2,850,000

6115 Madawaska Rd
$3,000,000

The fourth one is my listing at 5318 Tuscarawas Rd (pictured below) which is listed for $1,250,000. This storybook Cape Cod has freshly remodeled bathrooms and a fabulous kitchen renovation combined with a dramatic family room off the back. The attention to detail is meticulous! The home has professional landscaping with great hardscape. It went on the market on June 26th and went under contract in only six days.

There were two more home sales in Glen Echo Heights/Mohican Hills so far this year than there were for the first six months of last year. In 2025 there were 13 sales by June 30th and this year the multiple listing service shows **15 neighborhood transactions** by that date.

Pictures of the homes that sold (all but one private sale) are shown on the facing page and above. They range in price from the lowest at $865,000 to the highest at $3,000,000. Statistically, **the average price was $1,700,030** which is an increase of 8.08% over last year's $1,573,000. Considering the fact that the list includes three sales under $1.2M (last year there were no sales less than $1.2M), that is a good outcome. The lower prices were offset by four sales in excess of $2.5M.

The median price so far this year is $1,485,000, not too much lower than last year when it was $1,513,000**.** As you know, the median price represents the midpoint of the range of prices, with half of the sales less than, and half of the sales greater than the median. This measure is probably more meaningful at the end of the year with a larger data set.

Neighborhood homes were for sale for an **average of 32 days** before getting a contract. That is quite a bit longer than last year's 11 days for this time period. But that number is skewed higher by one listing that accumulated 232 days on market before getting a contract. More illustrative of the time to sell is the median, which was only 7 days on the market.

The fifteen sales that comprise this data sample sold at **an average of 101.2% of the original list price.** This is down from 103.4% last year, but still better than the stat for greater Bethesda. The chart on page 1 shows the combined three Zip Codes selling at "only" 99.7% of the list price. Six of the fifteen GEH/MH houses sold for more than the asking price, four of them sold at full price and five of the sales closed at a price somewhat lower than list.

Currently, there are four homes under contract, awaiting settlement—5312 Tuscarawas Rd listed at $1,150,000, 6116 Massachusetts Av listed at $897,500, and 6002 Onondaga Rd at $2,300,000.

I also have a private exclusive listing on Wissioming Road that is under contract pending settlement in August. In this circumstance, the homeowner still resides in the home so it was impractical to make the updates that would have been necessary to come on the open market. Using my extensive network of contacts, I was able to bring the seller an acceptable offer without any touring of the home.

As I write this letter, there are five homes for sale in the neighborhood ranging in price from $1,450,000 to $3,995,000. The new home for $3.995M is at 6210 Dathlonega Road and I must say it looks impressive. It features the contemporary aesthetic that is so popular now but with an abundance of architectural interest.

And there are more new listings on the way. I am in the process of supervising the renovation of a home in the neighborhood that will come to market in the next month or so.

I am also in contact with another seller of an exciting mid century modern home that would consider selling if the right opportunity presented itself. If you know anyone looking for a superbly renovated contemporary with a wide open floor plan, let me know and we will see if it is a match. So there is a lot of real estate "in the works" and I am confident that my January newsletter will be touting another great year for GEH/MH sales.

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The highest priced sale this spring was the home pictured below—8913 Holly Leaf Lane in Avenel. With over 8,000 sq. ft. of living space including five bedrooms and five baths on the second level, a swimming pool and two gorgeous acres of land, this ten year old home sold for $9,500,000.

Let's review what has happened in some nearby neighborhoods so far this year:

Wood Acres—7 Sales at an average price of $1,489,357—median price of $1,525,000 (which happens to be my sale of 5608 Harwick Road). Both of those prices are strong increases over the previous year.

Glen Mar Park—4 sales at an average price of $1,606,875. While Glen Mar Park was originally a community of modest sized homes, a great number of them have been razed in favor of a newer, larger home which has the neighborhood's average price increasing dramatically.

Springfield—9 sales (more than twice as many as last year) at an average price of $1,856,000—median price $1,449,000. This neighborhood has been very active so far this year and Stuart & Maury has a least two more coming up for sale soon.

Even as I write this in mid July, I see evidence that the market is improving. A colleague of mine listed a nearby home for $1,895,000 and the sellers ratified a contract above the list price the next day. Another new listing has people interested within two days as well.

It is still a "front loaded" market in which the best buyers are coming to see a new listing as soon as it becomes available. Sellers who get an offer, or offers, in the first few days are wise to capitalize on that initial enthusiasm because when a house does not sell in the first week or so, the momentum shifts dramatically to the buyer. That is why getting the guidance of a hyperlocal agent about presentation and initial pricing is so important. When it is done correctly, good things happen.

Even if you have no definite plans to sell your home but would like a confidential, no-obligation consultation about what steps you might want to consider to maximize your value, please don't feel that you would be troubling me - I am always happy to help.

THANK YOU!

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