# Sumner

## Real Estate Report from *Robert Jenets*

Summer
**2026**

Dear Sumner 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.

*(Continued on page 4)*

Real Estate News from

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**Stuart & Maury**
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# Sumner Sales

## January—June 2026

5144 Westpath Way
$1,335,000

5600 Wood Way
$1,375,000

4907 Scarsdale Rd *
$1,426,000

* Robert Jenets Sale

5603 Wood Way
$1,665,000

5124 Westpath Way
$1,678,000

5112 Scarsdale Rd
$1,700,000

4800 Scarsdale Rd
$1,827,500

5006 Nahant St
$1,902,664

5117 Westpath Way
$1,930,000

5709 Rockmere Dr
$1,975,000

5104 Nahant St
$1,983,000

4704 Fort Sumner Dr
$2,265,000

4806 Scarsdale Rd
$2,295,000

5013 Nahant St
$2,480,000

5706 Rockmere Dr
$2,550,000

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

## NEIGHBORHOOD NEWS

It was an unusually busy spring for home sales in Sumner. During the first six months of 2026, **fifteen (15) sales** closed. The last time we saw fifteen sales in a half year was 2017, and also in 2016. Since then, it has been mostly a single digit number of sales except for 2022 and 2023 when the pandemic caused ten and eleven sales, respectively. From 2018 through 2025, the neighborhood has averaged 7.625 home sales during the first six months of the year. That makes this year just about double the average.

Pictures of the recent sales are shown on the facing page. You can see that they range in price from $1,335,000 to $2,550,000. Somewhat counterintuitively, with four sales above $2M and four more in the $1.9M's, the math calculates to an **average price of $1,892,478**—less than last year's average of $2,096,975. Last year at this time there were also four sales above $2M, so why did the average price drop? Because last year there were only 8 sales total so the $2M+ sales comprised half of the data. The numbers at the end of the year hold more meaning for overall appreciation.

**The median price so far this year is $1,902,664,** just a little less than last year's $1,985,075. 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.

I mentioned in the opening article which covers all of Bethesda that the average time for a house to get a contract was 33 days, up from 29 days the year before. I think it speaks well of Sumner that the 15 sales so far this year have sold in an average of **15 days on the market**. And better yet, the median was only 5 days on the market!

The 15 sales that comprise this data sample sold at **an average of 101.2% of the original list price.** That is an improvement over last year's 100.7% and better than the average for greater Bethesda. Eight of the fifteen sales closed at a higher price than what they were asking, three closed at full price and four sold for less than the list price.

In last summer's newsletter, I reported the sale of 5706 Rockmere Drive at a price of $2,510,000. Remarkably, that same home is the high sale for the first six months of this year. I am told the owners had to relocate out of the area for work and were sad to sell the house. It is a stately red brick home that has been expanded to have a big, bright chef's kitchen and the upper level has four bedrooms and four baths. That upper level floor plan, where each bedroom has an en-suite bath, is something that has become very popular in the past few years. Many new homes use that same configuration. The house was listed for $2,550,000 and sold this time at the list price in only five days.

The home to generate the highest escalation so far this year was 5104 Nahant Street. I had sold this home twice before—once in 2010 and then again in 2016. This time around it came up for sale on April 9th, which is historically a prime time to sell, at an asking price of $1,799,000. The sellers had replaced the aging sport court in the backyard and had the house showing very well. It only took six days for them to get a contract at $1,983,000! Well done!

Some of you know that Stuart & Maury has an active property management department. We handle about 60 single family homes in Bethesda, Chevy Chase and NW DC. The home at 4907 Scarsdale Road is one that I have managed for rent over the last 15 years or so, after the lovely couple who owned it moved back to Japan. We have always had wonderful tenants there and it was a bittersweet moment when I got the message that it was time to sell.

The house became vacant in mid January and I quickly got the property ready for sale in order to take advantage of the early spring (winter!) market. I listed it on February 21st with snow all over the ground for $1,350,000. The proven strategy of catching the early wave of buyer interest before there is competition from other listings was again successful. We had several offers in a few days and it sold for $1,426,000.

By the time you get this letter, the pending sale at 5013 Scarsdale Road will have settled. This spacious and elegant home was uniquely expanded to have a large kitchen, a step-down family room and a wonderful primary suite with a fireplace. It was on the market for twelve days at a list price of $2,395,000. I won't be surprised if the final sale price is close to that.

At the time I am writing this, there are three homes for sale in the neighborhood. 5016 Scarsdale Road is a hybrid cape cod/colonial with two bedrooms on the main level and three more upstairs, listed for $1,695,000. The home listed at 5910 Overlea Road is similar, with three bedrooms on the main level and three more upstairs. It is priced at $1,799,000. Also for sale is 6012 Overlea Road which is a colonial home built in 1970. It has a nicely renovated kitchen, four big bedrooms upstairs and a walk-out basement that has a second kitchen. This home is listed for $1,819,900 and has been for sale for about a month.

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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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