

SUMNER REAL ESTATE NEWS

by

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MARKET NEWS

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The first four months of this year in real estate have been remarkable. For the past few years, January through April has been the strongest time of the year for sales, and so, in many ways, the market simply performed as expected. But, after meeting the expectations of a thriving sales climate, the market then went beyond what anyone could reasonably have predicted. Day after day stories surfaced of intense competition among many simultaneous offers resulting in unprecedented sale prices. Just when it seemed that nothing could top the most recent amazing sale, another report would cause "jaws to drop" even further. Real estate professionals who have been in the business since the mid 1900's claim they have never seen a market like this before.

Inevitably, as news of the quickly rising prices circulated, some homeowners became overly exuberant and priced their homes unreasonably. These homes did not

(Continued on page 2)

NEIGHBORHOOD SALES UPDATE

During the period of January 1 through April 30, 2002, five Sumner home sales completed settlement. The **average sale price was \$726,340** which is more than the average *list* price of \$722,500. (That average sale price of \$726,340 is about 8.5% higher than last *year's* average of \$669,389.) The following list of information about the five homes sold is taken from the Metropolitan Regional Information System:

ADDRESS	STYLE	SOLD PRICE
4808 Scarsdale Rd.	Colonial	\$665,000
4912 Brookeway Dr.	Rambler	\$679,000
5609 Wood Way*	Colonial	\$752,700
5117 Scarsdale Rd.	Cape Cod	\$760,000
5112 Westpath Ct.	Cape Cod	\$775,000

***Stuart & Maury sale**

UNDER CONTRACT

There are two homes under contract, awaiting settlement at this time:

6006 Corewood Lane, a four bedroom colonial was originally listed for \$875,000, then reduced to \$799,900, when it received a contract.

4709 Ft. Sumner Drive which is a three bedroom colonial listed at \$579,000.

(Continued on page 2)

MARKET NEWS...

(Continued from page 1)

sell right away and served as proof that there is a limit even in this frenzied atmosphere. Admittedly, it is difficult to know exactly what is unreasonable under the current circumstances.

There are basic facts of size and features that indicate a price expectation, but there are also many subtle or intangible factors that influence a home's value and how it will be received by the buying public. As usual, the recently renovated homes in prime condition were at the center of the most intense competition. Alternatively, modest homes offering potential and the opportunity to be in a great location at a lower price were equally in demand. Timing played a part, as well. Spring Break was a significant interruption this year and sales were not as good for a couple weeks in March. Although it seemed that any home would sell quickly under these conditions, sellers found out that there is still a reward for making the effort to "spruce up" your home before offering it for sale. Where there was clearly no attention paid to marketing condition, homes struggled a bit.

In general, this first part of 2002 has been "bare-knuckles real estate!" Sales have been brisk, prices are high and people have gone to incredible lengths to succeed in buying a home. Even when the number of homes being offered for sale increased in April, the market absorbed them quickly and the inventory remains low. Whatever the reasons, people continue to exhibit a strong desire to purchase homes and it is a **robust market** for real estate here in Bethesda.

NEIGHBORHOOD...

(Continued from page 1)

AVAILABLE HOMES

The Summer homes available for purchase at this writing are:

4903 Sangamore Road, a four bedroom colonial listed at \$795,000.

6022 Overlea Road, a five bedroom rambler listed at \$1,250,000.

If you would like more details about any of the homes or sales listed above, do not hesitate to phone me or send me an e-mail. My contact information can be found below.

MY WEBSITE

For those of you who like to get your information on the internet, you may access my website at www.RobertJenets.com. The site includes pictures and details about my current and recently sold listings, my recent newsletters, and various information about buying and selling real estate. It also has a section devoted to mortgages and there is a list of contractors who have done quality work for me and/or Stuart & Maury. Under MY LISTINGS you will find an example of a virtual tour which I offer to my sellers. You may send me an e-mail message from the site: Robert@RobertJenets.com

The Montgomery County Council has passed legislation which increases the recordation tax on real estate transfers from the present \$4.40/\$1,000 to \$6.90/\$1,000. On a \$700,000 sale, the current recordation tax is \$3,080. The new rate will increase the tax to \$4,830. This tax is customarily split between buyer and seller, so, effective July 1, each party will incur and increase in closing costs of \$875.00.

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