



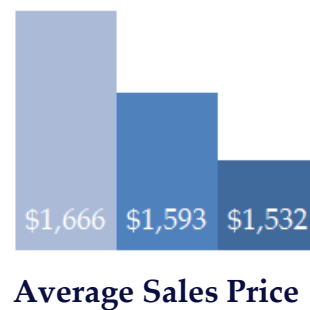
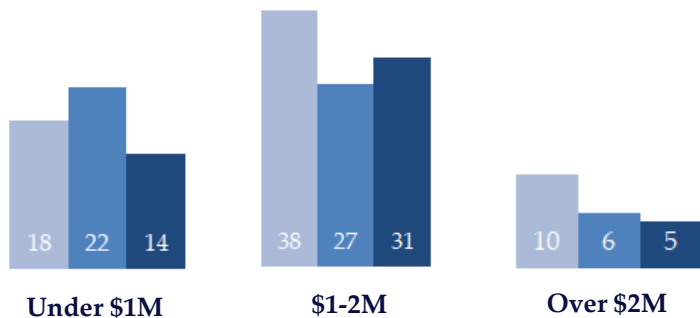
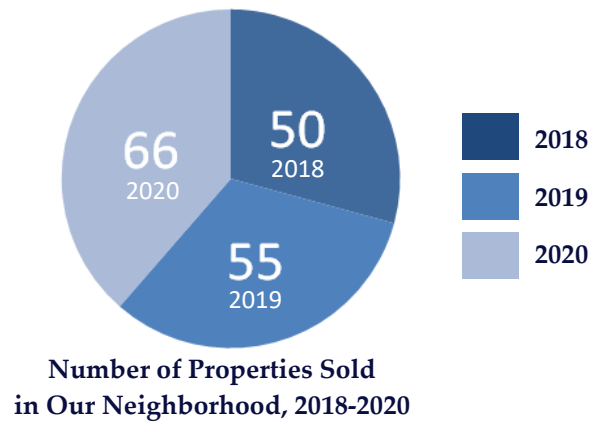
Kate's Corner

Our Neighborhood - Spring 2021

As the 2021 Spring Market begins, let's take a quick look back at the activity in 2020. This conversation will focus primarily on OUR NEIGHBORHOOD - the subdivisions of Greenwich Forest, Wheatley Hills, English Village, Huntington Terrace, Battery Park, Battery Park Hills and parts of Bradmoor and Edgewood.

I've sprinkled photos and information throughout this Newsletter of properties that were sold in Our Neighborhood via BRIGHT MLS in 2020. Please note that I wasn't personally involved in all of these transactions.

Learn more at www.KateSlawta.com!



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Questions I've Received at the Start of 2021

Q: I'm getting ready to put my house on the market now that vaccinations are on the rise and the economy will start opening up. I know that the market has been very hot so far this year. My house won't be ready until March or April. Have I waited too long?

A: No, you're not too late. 2021 will continue to be a good time for Sellers to list their properties. The inventory in our area is historically low, and although it may increase over the next few months—likely depending on the state of the vaccine roll-out and the pandemic numbers—we expect demand will continue to be strong and continue through 2021.

Q: I'm hoping to purchase a home this spring. What should I expect in terms of pricing, competition, etc.?

A: We expect the spring market—with increased inventory and high demand—to be very busy. It's important to have your financing lined up and to anticipate that you may find yourself in competition when bidding on a property. Be sure to discuss the terms of an offer with your agent well ahead of time and understand the contingencies that are typically involved so that you'll be knowledgeable about the ones you might consider eliminating if you do, in fact, end up in competition. It's a very tough market for buyers; be prepared.

Q: My house could be a tear down and I'm thinking about selling directly to a builder. Should I consider using an agent for that?

A: A skilled and knowledgeable agent/negotiator can make a significant difference when marketing to builders. The commission in a situation like this is often structured differently than in a traditional sale and the costs may be significantly reduced. With that in mind, why wouldn't you elect to be represented? Please feel free to contact me if you'd like to discuss this in more detail.

If you're weighing whether to market your home to the public as well as to builders, keep in mind that often times, even after accounting for payment of a commission and other costs associated with the sale, a Seller nets more from a sale to buyers who intend to live in the property. Beware of smoke and mirrors; any agent worth his/her salt can make the sale as "easy and hassle free" as promised by our builders. As you know, Our Neighborhood is very desirable and there are many buyers who, if given the chance, would pay more - often significantly more - than a builder, even for a less than ideal house. Each situation is unique and deserves a careful analysis. Please feel free to give me a call; I'd enjoy visiting with you and answering any questions you might have.



5714 Glenwood Road

Sold Price: \$765,000
Orig Price: \$839,000
Days on Market: 129



5801 Roosevelt St.

Sold Price: \$819,000
Orig Price: \$799,000
Days on Market: 2



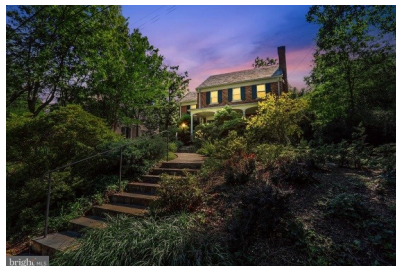
5703 Maiden Lane

Sold Price: \$906,000
Orig Price: \$825,000
Days on Market: 7



5601 Huntington Pkwy

Sold Price: \$925,000
Orig Price: \$999,000
Days on Market: 26



7823 Overhill Road

Sold Price: \$1,000,000
Orig Price: \$1,050,000
Days on Market: 6



8007 Aberdeen Road

Sold Price: \$1,105,000
Orig Price: \$995,000
Days on Market: 7

Kate's Corner



This is not intended to solicit listings of other brokers.

Information Deemed Reliable, but not Guaranteed.



8004 Maple Ridge Road

Sold Price: \$1,155,000
Orig Price: \$1,000,000
Days on Market: 8



5515 Northfield Road

Sold Price: \$1,200,000
Orig Price: \$1,200,000
Days on Market: 2



8020 Hampden Lane

Sold Price: \$1,260,000
Orig Price: \$1,225,000
Days on Market: 4



5633 Lambeth Road

Sold Price: \$1,126,500
Orig Price: \$1,200,000
Days on Market: 8



7812 Custer Road

Sold Price: \$1,260,000
Orig Price: \$1,245,000
Days on Market: 15



5500 Huntington Pkwy

Sold Price: \$1,299,000
Orig Price: \$1,349,000
Days on Market: 15



7815 Stratford Road

Sold Price: \$1,450,000
Orig Price: \$1,450,000
Days on Market: 2



8009 Custer Road

Sold Price: \$1,570,000
Orig Price: \$1,595,000
Days on Market: 23



5603 McKinley Street

Sold Price: \$1,699,000
Orig Price: \$1,795,000
Days on Market: 35



7723 Oldchester Rd.

Sold Price: \$1,850,000
Orig Price: \$2,150,000
Days on Market: 212



7707 Radnor Road

Sold Price: \$1,900,000
Orig Price: \$2,000,000
Days on Market: 41



5500 Lambeth Lane

Sold Price: \$2,275,000
Orig Price: \$2,695,000
Days on Market: 81

Kate's Corner



Upcoming Event

SHREDDER DAY (SPRING 2021)

I'll be sponsoring another Free Community Shredder Day event on Sat. April 10th, 2021 at Bethesda E.S. **To be added to the SHREDDER-DAY ALERT EMAIL LIST, please send me an email at kateslawta@gmail.com.**

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7834 Aberdeen Road

Sold Price: \$2,400,000
Orig Price: \$2,575,000
Days on Market: 151



5609 Wilson Lane

Sold Price: \$2,898,000
Orig Price: \$2,898,000
(Orig price higher in 2018)
Days on Market: 49+



5203 Battery Lane

Sold Price: \$2,995,000
Orig Price: \$2,995,000
Days on Market: 3

Whether you're buying or selling, it's almost inevitable that issues will crop up along the way. Fortunately, when this happens, I'm able to draw on my extensive legal background. If I can't resolve the issue(s) outright, I'm usually able to find a way around or over them in order to get to a successful settlement. Here's a comment I received recently following the conclusion of a complex transaction:

"I told my clients that I knew we would have smooth sailing through the whole transaction because you were on the other side." - Principal Broker of a large, national brokerage

Best,



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