

UPDATES FROM KATE'S CORNER

SEPTEMBER 2014



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Hello again! As the Fall Market approaches, I thought it might be interesting to take a quick look back at the Spring/Summer 2014 Market. This "conversation" will focus primarily on **Our Neighborhood** - the subdivisions of Greenwich Forest, Wheatley Hills, English Village, Huntington, Battery Park and Battery Park Hills.

I've sprinkled photos and information throughout this Newsletter of all the properties that were sold in Our Neighborhood via MRIS in the Spring/Summer of 2014. **Please note that I wasn't personally involved in all of these transactions.**

HAPPY FALL 2014!

As we head into the Fall 2014 RE Market, here's a quick look back at the activity in OUR NEIGHBORHOOD (defined in the left hand column) this past Spring/Summer. **The data represents sales from 1/1/2014-9/1/2014** ("Spring/Summer 2014"). I hope you find the information interesting and of course, if you have any questions or comments, please feel free to contact me. Previous newsletters can be found at www.kateslawta.com.

Number of properties sold

Spring 2013 - 24
Spring 2014 - 19

Price range of sold properties

Spring 2013 - \$680,000 - \$1,850,000
Spring 2014 - \$723,500 - \$2,400,000

Average Days on Market

Spring 2013 - 24
Spring 2014 - 15

Properties under \$1M

Spring 2013 - 14
Spring 2014 - 9

Properties over \$1M

Spring 2013 - 10
Spring 2014 - 10



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5808 Wilson Lane

List Price: \$749,900
Sold Price: \$723,500 - 5/16/14
Days on Market: 123



5508 Charlote Road

List Price: \$750,000
Sold Price: \$788,000 - 7/16/14
Days on Market: 10

No Photo
Available

8017 Park Lane

List Price: \$800,000
Sold Price: \$800,000 - 3/06/14
Days on Market: 0

No Photo
Available

8210 Moorland Lane*

List Price: \$949,000
Sold Price: \$863,500 * - 5/27/14
Days on Market: 17



8024 Park Lane

List Price: \$875,000
Sold Price: \$910,500 - 7/11/14
Days on Market: 6



5613 Northfield Road

List Price: \$899,000
Sold Price: \$931,000 - 7/21/14
Days on Market: 5



7815 Stratford Road

List Price: \$949,000
Sold Price: \$949,000 - 4/30/14
Days on Market: 0



8020 Park Lane

Original List Price: \$1,175,000
Sold Price: \$1,020,000 - 1/3/14
Days on Market: 16



8028 Maple Ridge Rd.

List Price: \$1,095,000
Sold Price: \$1,025,400 - 1/10/14
Days on Market: 15



7805 Glenbrook Road

List Price: \$1,150,000
Sold Price: \$1,075,000 - 5/2/14
Days on Market: 22



5609 Wilson Lane

List Price: 995,000
Sold Price: \$1,100,000 - 4/30/14
Days on Market: 5



5106 Battery Lane

List Price: \$1,299,000
Sold Price: \$- 1,279,000 - 7/11/14
Days on Market: 0

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Fall is coming!

1. If you're thinking about **selling your property**, here are a few things to think about:

Don't fall for the smoke and mirrors. Reputable brokerages and agents all use the same tools, i.e., professional pictures, marketing materials, staging, etc. The factors that separate the good agents from the **great agents** are more subtle. For instance, you should be asking yourself and your agent:

- Does the agent care about **my** house? Does s/he have the time and interest in focusing on **my** sale? Does s/he know how to present my house so that I get the **most exposure** and the **best price** ?
- Does the agent have the **professional experience** to handle difficulties if they arise in my transaction? At the same time, is the agent well respected in the RE community and recognized as an agent who works well with her peers?
- Will my agent **have the time and be available** to explain things to me in a way that I'll understand? If I need assistance preparing my house for sale, will my agent be willing and able to assist me?

2. If you're thinking about **buying a home**, here are a few things you should be thinking about/doing to get ready:

- Speak with a lender or two now so that you start your search with your eyes wide open. Call me if you need referrals. I work with several exceptional lenders;
- If you have to sell your current home before buying the next one, call me so we can discuss how to best get that done; and
- Call me so we can talk privately. It's best to know what to expect before the spring market begins. I'm looking forward to hearing from you!

*After Seller Subsidy



5117 Wilson Lane

List Price: \$1,499,000

Sold Price: \$1,400,000 - 4/1/14

Days on Market: 5



8007 Overhill Road

List Price: \$1,995,000

Sold Price: \$1,993,283 * - 1/31/14

Days on Market: 8



7721 Oldchester Road

List Price: \$2,295,000

Sold Price: \$2,148,000 - 5/6/14

Days on Market: 15

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JANUARY 2015

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U.S. POSTAGE
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Handy Phone Numbers

Whitman HS

Main Office 301 320-6600
Attendance 301 320-6576

Pyle MS

Main Office 301 320-6540
Attendance
Teresa_G_Halabi@mcps.org

Bradley Hills Elementary School

Main Office 301 571-6966
Attendance 301 369-1858

MCPS Snow Day 301 279-3673

BCC HS

Main Office 240 497-6300
Attendance 240 497-6309

Westland MS

Main Office 301 320-6515
Attendance 301 320-6534

Bethesda Elementary School

Main Office 301 657-4979
Attendance 301 657-4979

Wonders Child Care 301 654-5339

Bar-T Child Care 301 564-4800

Animal Emergencies Mont. Co. 240 773-5900

Barwood Taxi 301 984-1900

Bethesda Library 240-777-0970

Curbside Pick-up 240 777-6410

CVS Pharm Wisc./Bradley 301 656-1358

CVS Pharm Wisc./Cheltenham 301 986-9144

CVS Pharm. Arlington Rd 301 656-2522

Non-Emergency Police 301 279-8000

Pepco Power Out 877 737-2662

Poison Control (MD) 800 222-1222

Washington Post (hold paper) 202 334-6100

Whether you're buying or selling, it's almost inevitable that issues will crop up along the way. Fortunately, when this happens, my background and experience as a lawyer come in very handy! 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. If you're thinking of buying, selling or renting now or in the future, please give me a call. I'd enjoy discussing it with you. You may view testimonials from past clients on my website at www.kateslawta.com.

Best,

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*"I am a great believer in luck and I find that the
harder I work, the more I have of it."*

Source unknown

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