



Lewes Real Estate News from

The Lee Ann
Wilkinson
Group

SPRING/SUMMER 2016



GRASS IS GREENER IN LEWES

"A SINGLE GENTLE RAIN
MAKES THE GRASS
MANY SHADES GREENER."

- HENRY DAVID THOREAU

Spring took its sweet time getting here, and we experienced much more than "a single gentle rain," but the lush landscape is definitely "many shades greener" in Lewes. Our local real estate market is flourishing after the rain, too.

In a national real estate market context, Berkshire Hathaway CEO Warren Buffet offered encouraging housing news at his annual shareholder meeting last month by saying, "I don't see a nationwide bubble in residential real estate now at all." (*Fortune*, April 30, 2016). As part of a Warren Buffett company ourselves, The Lee Ann Wilkinson Group at Berkshire Hathaway HomeServices Gallo Realty certainly appreciates his confidence!

Further, the National Association of REALTORS recently cited Freddie Mac's announcement that "the 30-year mortgage rate fell 4 basis points to 3.57 percent, a new low for 2016 and the lowest mark in 3 years. Prospective home buyers will continue to take advantage of a falling rate environment that has seen mortgage rates drop in 14 of the previous 19 weeks" (NAR website, May 16, 2016).

Is the grass as green in Lewes as it's reported to be nationally? After all, we have a few nuances here in our own backyard – as a second home, retirement and resort market. Taking these two independent factors into account (no 'bubble' or inflation of demand and low mortgage rates), I'd answer with a strong "YES." Lewes is blooming and it truly is a great time to move on a real estate purchase.

But I don't really have to speculate. The best predictor of market strength is actual local experience. A major

indicator of this Lewes market strength is the amazing distinction The Lee Ann Wilkinson Group earned at the Berkshire Hathaway HomeServices national convention in Dallas in March. I was honored, and quite honestly blown away, when we were named the #4 real estate team nationally for Berkshire Hathaway HomeServices. Of course, I was thrilled and proud of the accomplishments of my team, made possible only through our wonderful, loyal clients and referrals. But the real winner in that distinction is the Lewes, Delaware housing market. Just think, the other top markets represented were 1) Philadelphia, 2) Las Vegas, 3) Chicago – and 4) Lewes!

We at The Lee Ann Wilkinson Group are honored to help our clients cultivate the homes of their dreams here in Lewes, whether buying or selling, and there's no better time than this Spring. Homebuyers agree (and we do, too): *The grass really is greener in Lewes!*

Local farmers will hopefully reap the rewards of our excessive rainfall, which we will enjoy via our local farmers markets. One tragic result of our unseasonable frost in April was the loss of most of Bennett's Orchards peach crop. We will support them at the Historic Lewes Farmers Market this season however we can, and hope they will weather this devastation.

A Look At The Market

Date Sold	Sale Price	505 E. Cape Shores Drive Cape Shores Lot
2000	\$273,000	
2007	\$825,000 – 202% increase	
2016	\$740,000 – 10% decrease	
Total change from 2000 to 2016 = 171% increase		



Lewes Properties For Sale



33192 N. Village Loop #5201
Villages of Five Points
\$270,000

Pristine End Unit, Water Views
 Unbeatable Community Amenities, Location



17278 Chatham Street
Villages of Five Points
\$315,000

Incredibly Spacious, Loads of Style
 Two Master Suites, Storage Space, Location



707 Savannah Road
Historic Lewes
\$439,900

Craftsman Style, Stellar Woodworking
 Zoned Residential/Limited Commercial



609 Savannah Road
Historic Lewes
\$475,000

Great Location, Cape Henlopen
 Lighthouse Stone Fireplace
 Zoned Residential/Limited Commercial



33638 E. Hunters Run
Villages of Five Points
\$529,900

Impressive Style, Gourmet Kitchen
 Excellent Location, Community Amenities



634 W. Fourth Street
Pilottown Village
\$549,000

Corner Lot, Mature Landscaping
 Spacious, Attached Garage In-town



320 Ocean View Boulevard
Pilottown Village
\$549,900

Impeccable Coastal Style, Upgraded Kitchen
 Walk to Town, Fenced Yard & Deck



6 Lewes Avenue
Lewes Beach
\$559,900

Timeless Beach Cottage
 Steps to Sands, Rental Income Ready



9 Drake Knoll
In-town Lewes
\$599,900

Custom "Historic Reproduction" Style
 Private Cul-de-sac, Easy Access to Trail



139 Franklin Avenue
In-town Lewes
\$599,900 for both;
\$399,900 front unit only

Terrific Two-unit Investment In-town



11 California Street
Lewes Beach
\$699,900

9,000 Sq. Ft. - Corner Lot
 Land Value, Tremendous Bayside Potential



1803 Cedar Street
Lewes Beach
\$739,000

Classic Beach House, Year-round Ready
 Steps to Quiet Beach, Lovingly Maintained



313 E. Savannah Road
Lewes Beach
\$749,900

Beach Lover's Dream, Artistic Murals
 Spacious Deck, Steps to the Beach



912 Savannah Road
In-town Lewes
\$799,000

Completely Renovated, Double Lot
 Brazilian Cherry Floors, Tasteful Style



310 W. Cape Shores Dr.
Cape Shores
\$829,900

Recent Updates, New Quartz Countertops
 Multiple Decks, Beachfront Community Amenities



35512 Red Tail Road
Hawkseye
\$899,900

Country Style Home, Premier Community
 Stellar ICF/Energy Efficient Construction



317 W. Cape Shores Drive
Cape Shores
\$899,900

Gorgeous Key West Style, Sleeps 12
 1200 Sq. Ft. of Decks, Countless Upgrades



308 Pilottown Road
In-town Lewes
\$899,900

National Registry of Historic Places Home
 Canalfront Gem, Two Properties in One!



36087 Tarpon Drive
Wolfe Pointe
\$1,299,900

Amazing Coastal Style, Privacy & Luxury
 Expansive Views, Extensive Features List



106 Breakwater Reach
Cape Shores
\$2,149,900

Stunning Bayfront Home, Beach Outside
 Your Door, \$100K in rental income in 2016

Homes Recently Sold by The Lee Ann Wilkinson Group



43 PILOT POINT



124 GILLS NECK ROAD



314 CHESTNUT STREET, UNIT A



228 SECOND STREET



640 & 646 PILOTTOWN ROAD



300 GILLS NECK ROAD



238 FRONT STREET



10 DELAWARE AVENUE



143 BEACH PLUM PLACE, UNIT B



9 CLAYTON AVENUE



4 SHIPCARPENTER SQUARE



520 E. CAPE SHORES DRIVE



35443 PEREGRINE ROAD



630 PILOTTOWN ROAD



130 BAY AVENUE



111 OCEAN VIEW BOULEVARD



33219 W. EDGEMOOR STREET



16280 GILLS NECK ROAD



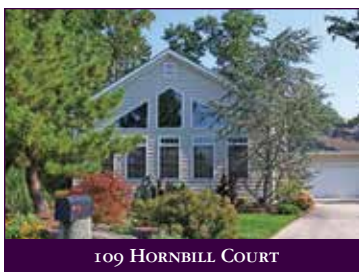
35851 TARPON DRIVE



318 SAVANNAH ROAD



1 BREAKWATER DRIVE



109 HORNBILL COURT



32995 KIWI STREET



35217 PILOTBOAT DRIVE



ANGLER'S NEST

Join the newest single family home community on Lewes Beach!

- Designed & Built By Collier Homes
- Premier location along the Lewes-Rehoboth Canal
- Walk to shopping & dining in Historic Downtown Lewes
- Stroll the sands of Delaware Bay & Cape Henlopen State Park
- Remaining lot options start in the mid \$300's
 - » Lot/Home packages start in the \$600's

Call or visit today to reel in the best new single-family home on Lewes Beach!

LeeAnnGroup.com



The Lee Ann Wilkinson Group ranked #4 out of over 35,000 sales groups in the Berkshire Hathaway HomeServices networks nationwide in 2015 and has ranked #1 in sales in Sussex County for the past 15 years. (Statistics taken from the Sussex County Association of REALTORS® Multiple Listing Service)

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