

Lewes Real Estate News

SPRING / SUMMER 2019

from *The Lee Ann Wilkinson Group*



A LOOK AT THE MARKET

*Renovate
vs.
Rebuild*

*This time,
we are showing you a
"Transformation Tuesday"
type of makeover.*

BEFORE



*1003 Cedar Street
is a prime example
of a home that did not
need a complete
"tear-down" to become a
coastal cottage.*

AFTER



Lewes Beach: A 'Fish Story' Come True

Welcome to our Summer newsletter! You are receiving this newsletter as a Lewes property owner, whether you live here full-time, part-time, or not at all! We prepare this print newsletter twice a year to give you a quick 'snapshot' of recent real estate activity. As a Lewes property owner myself, I always find it interesting to reflect on what has sold, where, and for how much – and how that relates to my own properties. I hope you enjoy it. (Either way, please always feel free to let us know at LeeAnn@LeeAnnGroup.com).

Speaking of "market price," I recently had the pleasure of celebrating the dedication of the Lewes in Bloom and Art in Bloom outdoor mural on the Beacon Motel to commemorate the origins of the once-thriving menhaden fishing industry in Lewes. As one of the original menhaden fishermen who attended the dedication remarked, these men made 12 cents per one thousand fish caught! The mural is a captivating reminder of our town's historic industry. Outdoor art makes the community more vibrant, just as the wonderfully tended Lewes in Bloom garden beds do, and really brings this history to life. The dedicated volunteers of Lewes in Bloom definitely cultivate the group's mission, which is "to promote the beautification and maintenance of Historic Lewes and the community at large." As we remarked at the ceremony, the overwhelming odor of menhaden once filled the air here in town and may have been a factor in Lewes retaining its 'small town charm' - versus experiencing an Ocean City-like boom in real estate in the first half of the 1900's!

Just as the fishing industry has evolved, so has the real estate market in Lewes - perhaps most uniquely on Lewes Beach. As someone familiar with Lewes, you probably know what a gem Lewes Beach is! It is part of the City of Lewes but has some unique features like "land lease" (rather than "in fee" ownership) and

flood insurance that often raise questions when properties transfer ownership. Unlike some of our other 'land rent' communities, the 99-year leases on Lewes Beach lots are held by the City and are renewed for a nominal fee when the leases are coming to an end. Flood insurance requirements (rates of which are somewhat dictated FEMA), are always changing; yet prices recently on Lewes Beach properties have not been as reactive as you may think. Also within the past year, I have recommended that my clients investigate private flood insurance, which surprisingly in many cases has been less expensive than federal insurance.

Cape Shores, Pilot Point, and Port Lewes are also longtime favorites – and properties listed in these communities, when priced competitively, have moved very quickly this spring. The 'traditional Lewes Beach' addresses along Cedar and Bay Avenues are really hot, too. In fact, it has been difficult to print a current newsletter! I would not be surprised if many of the 'for sale' homes you see here are under contract by the time we go to print. As of June 20, there are 11 homes for sale on all of Lewes Beach - and that's very low inventory for this time of year!

Another trend we have seen this year is that buyers are looking for pristine, move-in ready homes – perhaps a reaction to and expectation of all the new construction that is springing up. Unless there is a tear-down home on Cedar or side streets, there is very little new construction opportunity on Lewes Beach, which makes it even more of a gem!

Take a look inside at a few properties we have that offer potential for renovation and expansion; as well as a fantastic new construction home on the back cover. Don't make Lewes Beach "the one that got away" for you and your family.

Lee Ann



Lewes Properties For Sale



558 Pilottown Road
\$1,989,500

Originally "The Light Keeper's House," Impeccable restoration; Gorgeous yard, Canalfront parcel with 5 boat slips



1 Dunes Terrace
\$1,895,000

Brand new construction in Cape Shores; Rooftop deck views elevator, beach block



109 W. Market Street
\$1,499,900

Impressive turnkey commercial property; Projected \$55K income from two 2nd floor apartments



116 W. 3rd Street
\$1,399,000

Historic icon in Lewes; Commercial and residential; Approved condo plan



618 Kings Highway
\$1,100,000

18th Century Classic with adjacent lot; Subdividable
Steps to bike trail, private deck



503 Cedar Street
\$949,900

Beach triplex! Three units in one; two upstairs apartments renovated for 2019



35924 Spinnaker Circle
\$859,900

Stunning renovation; 10-burner cooktop; Private lot, Detached 3-car garage with unfinished upper level



38239 Comegys Court
\$825,000

Popular Henlopen Model by Schell on spacious cul-de-sac; Upgrades, quartz counters, sunroom bump-out, more!



120 Dewey Avenue
\$779,900

Amazing Craftsman character & architecture; In-town fenced yard, gorgeous landscaping



803 Cedar Street
\$749,900

Steps to the beach; Freshly painted open floor plan Backyard and side deck add room for more beach fun!



12 California Avenue
\$749,000

Classic nostalgic beach cottage; prime beach block lot with paved access on three sides



36103 Bonefish Court
\$729,000

Expansive first-floor master; gourmet kitchen. Sought-after community with amenities; close to bike trail



120 E. Third Street
\$699,900

Steps to downtown Lewes; 4-bedroom Private, fenced yard in town!



402 Burton Avenue
\$649,900

Historic meets modern; Spacious in-town home. Extensive renovation; Two first-floor master suites



307 W. Third Street
\$649,900

Quintessential Lewes; English cottage style. teps to the heart of downtown



119 Henlopen Shores Circle
\$599,900

Prime Cape Shores building lot; Design your own beach house; amazing community amenities



88 Port Lewes
\$549,900

Port Lewes opportunity! Views of the Bay. Less than a mile to State Park; Great investment potential.



6 Canary Drive
\$499,900

Popular neighborhood location; 3-bedroom
Single-story living; move-in ready



35065 Zwaanendael Ave.
\$449,900

Expansive 5-bedroom twin home; low maintenance luxury. Community pool, easy bike trail access to town and beach



361 Savannah Road
\$354,900

Rare in-town commercial opportunity
Established tenant; well-traveled location

Homes Recently Sold by The Lee Ann Wilkinson Group



126 BREAKWATER REACH, \$4,000,000



7 CONNECTICUT AVENUE, \$1,710,000



4 DEBRAAK PRESERVE, \$1,190,000



25 SHIPCARPENTER SQUARE, \$1,190,000



110 FRONT STREET #2, \$1,150,000



334 PILOTTOWN ROAD, \$1,120,700



223 SECOND STREET, \$1,100,000



9 HOUSTON AVENUE, \$1,040,000



17315 MERLIN LANE, \$855,000



11 OREGON AVENUE, \$850,000



37496 GOLDEN EAGLE WAY, \$839,000



425 PAYNTER AVENUE, \$775,000



414 MULBERRY STREET, \$740,000



314 CHESTNUT STREET, \$699,000



10 NEW HAMPSHIRE AVENUE, \$625,000



12 MASSACHUSETTS AVENUE, \$575,000



35259 PILOTBOAT DRIVE, \$515,000



308 LIGHTSHIP LANE, \$505,000



14 PORT LEWES, \$500,000



39 DEVRIES CIRCLE, \$490,000



33159 CHESAPEAKE STREET, \$442,500



33634 HUNTERS RUN, \$432,500



47 SUSSEX DRIVE, \$390,000



14 HENLOPEN COURT, \$358,500



358&360 CHESTNUT STREET, \$360,000 & \$390,935



57 HENLOPEN GARDENS #57, \$290,000



33322 E CHESAPEAKE ST #40, \$257,000



17054 N BRANDT STREET, \$205,000

2003 Cedar Street, Lewes Beach

AS FAR AS THE EYE CAN SEE!

Drink in unobstructed beach and protected canal views from this brand new, contemporary architectural masterpiece on Lewes Beach. Luxuriate with 5 bedrooms, 5.5 baths, and a first-floor game room - all with modern creative details. Entertain in the bright, open kitchen, dining and great room floorplan; spacious bedrooms with en-suite baths, including the



luxuriously appointed master suite. Enjoy private decks and porches with protected canal views behind and glimpses of the sparkling Delaware Bay just steps away.

Elevate your beach life here, just three houses to the beach, and just a short bike ride to in-town Historic Lewes, shopping and dining.

Offered at \$1,850,000



The Lee Ann Wilkinson Group ranked #4 out of over 50,000 sales groups in the Berkshire Hathaway HomeServices networks nationwide in 2018 and has ranked #1 in sales in Sussex County for more than 20 years. (*According to statistics taken from the Sussex County Association of REALTORS® Multiple Listing Service).

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