

# LEWES REAL ESTATE NEWS

THE LEE ANN WILKINSON GROUP  
*Superior Service, Outstanding Results*

JANUARY  
2006

## THE YEAR IN REAL ESTATE 2005 STATISTICS

|   |       |
|---|-------|
| Total Properties Sold by REALTORS® in Lewes/Lewes Beach         | 266   |
| <b>Prudential Gallo, REALTORS®</b> participation in these sales | 137   |
| Total <b>Prudential Gallo, REALTORS®</b> Market Share           | 51.5% |

### LEWES BEACH

|   |             |
|---|-------------|
| Average Sales Price - Lots  | n/a         |
| Average Sales Price - Homes   | \$1,287,250 |
| Average Sales Price - Condos/Townhomes                                    | \$597,898   |
| Overall Percentage of Sold Price/Listing Price                            | 93.87%      |
| Overall Average Days on Market  | 193.45      |
| <b>Prudential Gallo, REALTORS®</b> Percentage of Sold Price/Listing Price | 93.99%      |
| <b>Prudential Gallo, REALTORS®</b> Listing Average Days on Market         | 194.29      |

### TOWN OF LEWES

|   |           |
|---|-----------|
| Average Sales Price - Lots  | \$331,189 |
| Average Sales Price - Homes/Condos  | \$573,054 |
| Average Sales Price - Condos/Townhomes                                    | \$243,839 |
| Overall Percentage of Sold Price/Listing Price                            | 94.60%    |
| Overall Average Days on Market  | 210.03    |
| <b>Prudential Gallo, REALTORS®</b> Percentage of Sold Price/Listing Price | 95.39     |
| <b>Prudential Gallo, REALTORS®</b> Listing Average Days on Market         | 204.27    |

*\*\* All statistics provided by the Sussex County Association of Realtors Multiple Listing Service. Only properties available for sale to all Real Estate Offices are included.*

Prudential Gallo, REALTORS® 16712 Kings Highway, Lewes, DE 19958  
(302) 645-6661 (800) 321-3839 [www.LeeAnnSellsLewes.com](http://www.LeeAnnSellsLewes.com)

| LEWES BEACH<br>CONDOS/TOWNHOMES | LIST<br>PRICE  | SOLD<br>PRICE  | DATE<br>SOLD | DAYS ON<br>MARKET | LISTING<br>OFFICE | SELLING<br>OFFICE |
|---------------------------------|----------------|----------------|--------------|-------------------|-------------------|-------------------|
| 11 Queenanne Pier               | \$225,000.00   | \$232,000.00   | 08/19/05     | 107               | OB                | OB                |
| 13 Queenanne Pier               | \$299,500.00   | \$290,000.00   | 10/28/05     | 75                | OB                | OB                |
| 7 Bayview Apts.                 | \$349,900.00   | \$335,500.00   | 01/15/05     | 39                | OB                | OB                |
| 105 Lewes Harbor                | \$440,000.00   | \$410,000.00   | 06/09/05     | 200               | OB                | OB                |
| 6 Bayview Apts.                 | \$440,000.00   | \$435,000.00   | 01/27/05     | 38                | OB                | OB                |
| 100 Savannah Road Unit 3E       | \$550,000.00   | \$510,000.00   | 05/19/05     | 88                | OB                | OB                |
| Unit 3 Safe Harbor              | \$550,000.00   | \$550,000.00   | 01/31/05     | 416               | PRUGALLO          | PRUGALLO          |
| Unit 2 Safe Harbor              | \$650,000.00   | \$550,000.00   | 02/09/05     | 511               | PRUGALLO          | PRUGALLO          |
| Unit 1 Safe Harbor              | \$625,000.00   | \$615,000.00   | 03/08/05     | 88                | PRUGALLO          | PRUGALLO          |
| Unit 8 Safe Harbor              | \$695,000.00   | \$675,000.00   | 03/22/05     | 102               | PRUGALLO          | OB                |
| Unit 11 Safe Harbor             | \$695,000.00   | \$695,000.00   | 06/29/05     | 564               | PRUGALLO          | PRUGALLO          |
| 89 Port Lewes                   | \$699,900.00   | \$695,000.00   | 05/13/05     | 213               | PRUGALLO          | OB                |
| 24 Port Lewes                   | \$779,900.00   | \$750,000.00   | 06/20/05     | 46                | PRUGALLO          | PRUGALLO          |
| 80 Port Lewes                   | \$780,000.00   | \$758,000.00   | 09/19/05     | 187               | OB                | OB                |
| 30 Port Lewes                   | \$785,000.00   | \$765,000.00   | 08/26/05     | 168               | OB                | OB                |
| 92 Port Lewes                   | \$789,900.00   | \$770,000.00   | 08/26/05     | 342               | PRUGALLO          | OB                |
| 65 Port Lewes                   | \$825,000.00   | \$776,666.00   | 04/14/05     | 209               | OB                | PRUGALLO          |
| 46 Pilot Point                  | \$1,050,000.00 | \$950,000.00   | 08/15/05     | 66                | OB                | OB                |
|                                 |                |                |              |                   |                   |                   |
| LEWES BEACH HOMES               | LIST PRICE     | SOLD<br>PRICE  | DATE<br>SOLD | DAYS ON<br>MARKET | LISTING<br>OFFICE | SELLING<br>OFFICE |
| 4 Tennessee Avenue              | \$459,000.00   | \$425,000.00   | 05/27/05     | 67                | OB                | OB                |
| 12 Cape Henlopen Drive          | \$745,000.00   | \$730,000.00   | 02/25/05     | 104               | OB                | OB                |
| 404 Market Street               | \$799,000.00   | \$739,000.00   | 11/01/05     | 76                | OB                | PRUGALLO          |
| 6 Delmar Avenue                 | \$850,000.00   | \$799,000.00   | 05/13/05     | 72                | OB                | PRUGALLO          |
| 1802 Cedar Avenue               | \$995,000.00   | \$800,000.00   | 03/23/05     | 262               | PRUGALLO          | PRUGALLO          |
| 4 Lighthouse Way                | \$899,900.00   | \$850,000.00   | 01/28/05     | 145               | PRUGALLO          | PRUGALLO          |
| 7 Milton Avenue                 | \$875,000.00   | \$852,000.00   | 07/01/05     | 120               | PRUGALLO          | PRUGALLO          |
| 417 E. Cape Shores Drive        | \$1,075,000.00 | \$1,025,000.00 | 09/15/05     | 219               | OB                | OB                |
| 10 Nebraska Avenue              | \$1,200,000.00 | \$1,100,000.00 | 08/19/05     | 29                | PRUGALLO          | PRUGALLO          |
| 503 Cape Shores Drive           | \$1,300,000.00 | \$1,200,000.00 | 03/10/05     | 243               | PRUGALLO          | PRUGALLO          |
| 314 W. Cape Shores Drive        | \$1,390,000.00 | \$1,200,000.00 | 06/03/05     | 279               | OB                | OB                |
| Lot #8 Texas Avenue             | \$1,279,000.00 | \$1,250,000.00 | 09/26/05     | 291               | OB                | PRUGALLO          |
| Lot #7 Texas Avenue             | \$1,310,000.00 | \$1,250,000.00 | 09/26/05     | 64                | OB                | PRUGALLO          |
| 8 Connecticut Avenue            | \$1,499,000.00 | \$1,250,000.00 | 01/28/05     | 100               | OB                | OB                |
| 1 Debraak Preserve              | \$1,595,000.00 | \$1,545,000.00 | 02/11/05     | 420               | OB                | OB                |
| 500 Cape Shores Drive           | \$1,895,000.00 | \$1,905,000.00 | 01/12/05     | 60                | OB                | PRUGALLO          |
| 1108 Bay Avenue                 | \$2,595,000.00 | \$2,250,000.00 | 09/16/05     | 154               | PRUGALLO          | PRUGALLO          |
| 102 Breakwater Reach            | \$2,750,000.00 | \$2,600,000.00 | 10/28/05     | 73                | PRUGALLO          | PRUGALLO          |
| 200 W. Cape Shores Drive        | \$2,950,000.00 | \$2,775,000.00 | 01/21/05     | 270               | OB                | OB                |
|                                 |                |                |              |                   |                   |                   |
| TOWN OF LEWES LOTS              | LIST PRICE     | SOLD<br>PRICE  | DATE<br>SOLD | DAYS ON<br>MARKET | LISTING<br>OFFICE | SELLING<br>OFFICE |
| Colorado Court                  | \$169,900.00   | \$161,000.00   | 04/16/05     | 42                | OB                | OB                |
| Crab Apple & Kiwi Ct West       | \$189,900.00   | \$180,000.00   | 10/03/05     | 67                | OB                | OB                |
| Lot 15 North Hunters Run        | \$225,000.00   | \$220,000.00   | 11/13/05     | 351               | OB                | OB                |

| TOWN OF LEWES LOTS         | LIST PRICE   | SOLD PRICE   | DATE SOLD | DAYS ON MARKET | LISTING OFFICE | SELLING OFFICE |
|----------------------------|--------------|--------------|-----------|----------------|----------------|----------------|
| Lot 93 Nassau Court South  | \$225,000.00 | \$225,000.00 | 09/22/05  | 260            | OB             | OB             |
| Lot 14 North Hunters Run   | \$225,000.00 | \$225,000.00 | 11/14/05  | 352            | OB             | OB             |
| Lot 42 Forest Drive        | \$235,000.00 | \$235,000.00 | 05/25/05  | 1              | OB             | OB             |
| 218 University Drive       | \$235,900.00 | \$235,900.00 | 01/14/05  | 207            | PRUGALLO       | PRUGALLO       |
| 318 Lightship Lane         | \$235,900.00 | \$235,900.00 | 05/13/05  | 325            | PRUGALLO       | PRUGALLO       |
| 320 Lightship Lane         | \$235,900.00 | \$235,900.00 | 05/13/05  | 325            | PRUGALLO       | PRUGALLO       |
| 308 Lightship Lane         | \$235,900.00 | \$235,900.00 | 06/09/05  | 351            | PRUGALLO       | PRUGALLO       |
| 304 Lightship Lane         | \$235,900.00 | \$235,900.00 | 06/25/05  | 522            | PRUGALLO       | PRUGALLO       |
| 310 Lightship Lane         | \$235,900.00 | \$235,900.00 | 07/08/05  | 380            | PRUGALLO       | OB             |
| 314 Lightship Lane         | \$238,400.00 | \$235,900.00 | 07/29/05  | 401            | PRUGALLO       | OB             |
| 230 University Drive       | \$279,900.00 | \$235,900.00 | 01/21/05  | 409            | PRUGALLO       | OB             |
| 323 Captains Circle        | \$249,900.00 | \$238,650.00 | 02/04/05  | 226            | PRUGALLO       | PRUGALLO       |
| 317 Captains Circle        | \$249,900.00 | \$238,650.00 | 02/04/05  | 226            | PRUGALLO       | PRUGALLO       |
| 315 Captains Circle        | \$249,900.00 | \$238,650.00 | 02/04/05  | 226            | PRUGALLO       | PRUGALLO       |
| 313 Captains Circle        | \$249,900.00 | \$238,650.00 | 02/04/05  | 226            | PRUGALLO       | PRUGALLO       |
| 21 North Hunters Run       | \$245,000.00 | \$245,000.00 | 06/15/05  | 0              | OB             | OB             |
| 302 Captains Circle        | \$249,900.00 | \$249,900.00 | 01/28/05  | 220            | PRUGALLO       | OB             |
| 321 Captains Circle        | \$249,900.00 | \$249,900.00 | 03/10/05  | 262            | PRUGALLO       | PRUGALLO       |
| 319 Captains Circle        | \$249,900.00 | \$249,900.00 | 03/10/05  | 262            | PRUGALLO       | PRUGALLO       |
| 227 University Drive       | \$249,900.00 | \$249,900.00 | 03/22/05  | 429            | PRUGALLO       | PRUGALLO       |
| 108 Captains Circle        | \$254,900.00 | \$249,900.00 | 04/07/05  | 289            | PRUGALLO       | PRUGALLO       |
| 10 North Hunters Run       | \$260,000.00 | \$250,000.00 | 06/15/05  | 294            | OB             | OB             |
| 220 Marina Drive           | \$252,500.00 | \$252,500.00 | 03/07/05  | 68             | PRUGALLO       | PRUGALLO       |
| 247 Marina Drive           | \$252,500.00 | \$252,500.00 | 03/15/05  | 68             | PRUGALLO       | PRUGALLO       |
| 311 Lightship Lane         | \$257,400.00 | \$254,900.00 | 06/13/05  | 355            | PRUGALLO       | PRUGALLO       |
| 101 Seagull Drive          | \$255,900.00 | \$255,900.00 | 03/10/05  | 262            | PRUGALLO       | PRUGALLO       |
| Lot 28 Liszar Drive        | \$269,000.00 | \$259,000.00 | 09/29/05  | 99             | PRUGALLO       | OB             |
| 221 University Drive       | \$259,900.00 | \$259,900.00 | 04/25/05  | 308            | PRUGALLO       | PRUGALLO       |
| 325 Captains Circle        | \$259,900.00 | \$259,900.00 | 05/12/05  | 324            | PRUGALLO       | PRUGALLO       |
| 2 University Court         | \$259,900.00 | \$259,900.00 | 05/20/05  | 332            | PRUGALLO       | PRUGALLO       |
| 312 Captains Circle        | \$259,900.00 | \$259,900.00 | 09/16/05  | 448            | PRUGALLO       | PRUGALLO       |
| 318 Captains Circle        | \$259,900.00 | \$259,900.00 | 10/07/05  | 469            | PRUGALLO       | OB             |
| 320 Captains Circle        | \$259,900.00 | \$259,900.00 | 12/02/05  | 524            | PRUGALLO       | OB             |
| 103 Seagull Drive          | \$260,900.00 | \$260,900.00 | 04/19/05  | 301            | PRUGALLO       | PRUGALLO       |
| 223 University Drive       | \$262,400.00 | \$262,400.00 | 06/25/05  | 563            | PRUGALLO       | PRUGALLO       |
| 226 Marina Drive           | \$262,500.00 | \$262,500.00 | 04/16/05  | 44             | PRUGALLO       | OB             |
| 316 Captains Circle        | \$264,900.00 | \$264,900.00 | 10/29/05  | 491            | PRUGALLO       | PRUGALLO       |
| 303 Lightship Lane         | \$264,900.00 | \$264,900.00 | 12/08/05  | 530            | PRUGALLO       | PRUGALLO       |
| 326 Lightship Lane         | \$265,900.00 | \$265,900.00 | 09/02/05  | 434            | PRUGALLO       | PRUGALLO       |
| 243 Marina Drive           | \$268,700.00 | \$268,700.00 | 07/28/05  | 55             | PRUGALLO       | OB             |
| 219 University Drive       | \$269,900.00 | \$269,900.00 | 10/31/05  | 494            | PRUGALLO       | OB             |
| 242 Marina Drive           | \$271,300.00 | \$271,300.00 | 07/28/05  | 400            | PRUGALLO       | OB             |
| 223 Marina Drive           | \$279,900.00 | \$279,900.00 | 09/02/05  | 43             | PRUGALLO       | PRUGALLO       |
| Lot 166 Black Marlin Drive | \$279,900.00 | \$284,500.00 | 01/15/05  | 573            | PRUGALLO       | OB             |
| 229 University Drive       | \$279,900.00 | \$279,900.00 | 08/03/05  | 28             | PRUGALLO       | PRUGALLO       |

| TOWN OF LEWES LOTS                | LIST PRICE     | SOLD PRICE     | DATE SOLD | DAYS ON MARKET | LISTING OFFICE | SELLING OFFICE |
|-----------------------------------|----------------|----------------|-----------|----------------|----------------|----------------|
| 234 University Drive              | \$284,900.00   | \$284,900.00   | 09/27/05  | 61             | PRUGALLO       | PRUGALLO       |
| 8 Blue Heron Drive                | \$310,000.00   | \$310,000.00   | 06/17/05  | 24             | PRUGALLO       | PRUGALLO       |
| Lot 128 Permit Court              | \$350,000.00   | \$350,000.00   | 02/02/05  | 40             | OB             | OB             |
| 35851 Tarpon Drive                | \$429,900.00   | \$421,250.00   | 02/01/05  | 245            | OB             | OB             |
| 36031 Tarpon Drive                | \$527,040.00   | \$450,000.00   | 07/28/05  | 1209           | OB             | OB             |
| 419 Park Avenue                   | \$485,000.00   | \$470,000.00   | 03/04/05  | 190            | PRUGALLO       | PRUGALLO       |
| Lot 20 Ketch Court                | \$499,900.00   | \$485,000.00   | 09/07/05  | 149            | PRUGALLO       | PRUGALLO       |
| 12 Shipcarpenter Square           | \$550,000.00   | \$520,000.00   | 06/03/05  | 153            | PRUGALLO       | OB             |
| Maull Alley                       | \$550,000.00   | \$535,000.00   | 11/18/05  | 105            | OB             | PRUGALLO       |
| 16694 Blue Marlin Court           | \$622,080.00   | \$550,000.00   | 07/14/05  | 1195           | OB             | OB             |
| 403 W. Fourth Street              | \$589,000.00   | \$562,815.00   | 02/19/05  | 50             | PRUGALLO       | PRUGALLO       |
| Lot on Gills Neck Road            | \$800,000.00   | \$815,000.00   | 08/13/05  | 57             | OB             | OB             |
| Lot 58 Blue Marlin Court          | \$825,000.00   | \$825,000.00   | 03/30/05  | 306            | OB             | OB             |
| 630 Pilottown Road                | \$1,200,000.00 | \$1,125,000.00 | 09/30/05  | 169            | OB             | OB             |
| Lot on Pilottown Road             | \$1,500,000.00 | \$1,325,000.00 | 09/16/05  | 664            | OB             | OB             |
|                                   |                |                |           |                |                |                |
| TOWN OF LEWES<br>CONDOS/TOWNHOMES | LIST PRICE     | SOLD PRICE     | DATE SOLD | DAYS ON MARKET | LISTING OFFICE | SELLING OFFICE |
| 52 N. Village Main Blvd.          | \$190,000.00   | \$190,000.00   | 04/29/05  | 298            | OB             | OB             |
| 1306 N Brandt St                  | \$215,000.00   | \$200,000.00   | 11/18/05  | 475            | OB             | OB             |
| 17046 Brandt Street               | \$209,900.00   | \$205,000.00   | 11/18/05  | 172            | OB             | OB             |
| 2105 Town Center East             | \$210,000.00   | \$205,000.00   | 03/07/05  | 170            | OB             | OB             |
| 4305 S. Brandt Street             | \$215,000.00   | \$208,000.00   | 07/29/05  | 341            | OB             | OB             |
| 1202 N Brandt Street              | \$219,500.00   | \$210,000.00   | 01/14/05  | 368            | OB             | OB             |
| 2302 Town Center East             | \$214,900.00   | \$214,900.00   | 01/28/05  | 82             | OB             | OB             |
| 4302 North Village                | \$219,000.00   | \$215,000.00   | 04/30/05  | 246            | OB             | OB             |
| 11 Taramino Place                 | \$219,900.00   | \$215,000.00   | 02/05/05  | 147            | PRUGALLO       | PRUGALLO       |
| 33192 N. Village Loop             | \$219,900.00   | \$215,000.00   | 08/20/05  | 135            | OB             | OB             |
| 17054 N. Brandt                   | \$222,900.00   | \$218,000.00   | 06/15/05  | 77             | OB             | OB             |
| 6 Taramino Place                  | \$219,900.00   | \$219,900.00   | 03/31/05  | 104            | PRUGALLO       | OB             |
| 7 Taramino Place                  | \$225,000.00   | \$219,900.00   | 04/04/05  | 40             | PRUGALLO       | PRUGALLO       |
| 1301 N. Brandt Street             | \$229,900.00   | \$223,450.00   | 10/27/05  | 110            | OB             | OB             |
| 17059 South Brandt Street         | \$224,900.00   | \$224,900.00   | 08/10/05  | 67             | OB             | OB             |
| 33106 Village Loop                | \$227,900.00   | \$225,000.00   | 10/05/05  | 69             | OB             | OB             |
| 5305 North Village Loop           | \$229,000.00   | \$225,000.00   | 06/28/05  | 53             | OB             | PRUGALLO       |
| 17046 N. Brandt St.               | \$229,500.00   | \$225,000.00   | 10/24/05  | 163            | OB             | OB             |
| 2103 North Village Loop           | \$229,900.00   | \$225,000.00   | 04/29/05  | 187            | OB             | OB             |
| 4201 S. Brandt St.                | \$229,900.00   | \$227,000.00   | 11/30/05  | 179            | OB             | OB             |
| 2104 N. Brandt Street             | \$238,900.00   | \$228,000.00   | 03/22/05  | 112            | OB             | OB             |
| 55 Henlopen Gardens               | \$239,900.00   | \$230,000.00   | 09/09/05  | 70             | PRUGALLO       | OB             |
| 42 Chesapeake                     | \$232,900.00   | \$233,024.00   | 03/04/05  | 243            | OB             | PRUGALLO       |
| 33192 North Village Loop          | \$234,900.00   | \$233,900.00   | 08/27/05  | 52             | OB             | OB             |
| 33120 North Village Loop          | \$239,900.00   | \$238,900.00   | 01/15/05  | 169            | PRUGALLO       | OB             |
| 44 Chesapeake                     | \$239,900.00   | \$239,900.00   | 07/21/05  | 380            | OB             | OB             |
| 2303 North Village Loop           | \$239,900.00   | \$239,900.00   | 09/30/05  | 79             | OB             | OB             |
| 17046 Brandt Street               | \$240,000.00   | \$235,000.00   | 05/16/05  | 70             | OB             | OB             |

| TOWN OF LEWES<br>CONDOS/TOWNHOMES | LIST PRICE   | SOLD<br>PRICE | DATE<br>SOLD | DAYS ON<br>MARKET | LISTING<br>OFFICE | SELLING<br>OFFICE |
|-----------------------------------|--------------|---------------|--------------|-------------------|-------------------|-------------------|
| 66 Henlopen Gardens               | \$249,900.00 | \$240,000.00  | 12/16/05     | 193               | OB                | OB                |
| 56 Taramino Place                 | \$249,900.00 | \$241,000.00  | 06/28/05     | 127               | PRUGALLO          | OB                |
| 58 Village Main Blvd.             | \$242,900.00 | \$242,900.00  | 01/07/05     | 186               | OB                | OB                |
| 50 N. Village Main Blvd.          | \$242,900.00 | \$243,010.00  | 03/31/05     | 270               | OB                | OB                |
| 29 Henlopen Gardens               | \$259,000.00 | \$250,000.00  | 05/17/05     | 89                | PRUGALLO          | OB                |
| 43 Henlopen Gardens               | \$269,900.00 | \$250,000.00  | 04/22/05     | 70                | PRUGALLO          | PRUGALLO          |
| 60 Village Main Blvd.             | \$254,900.00 | \$254,900.00  | 05/11/05     | 241               | OB                | OB                |
| 33322 East Chesapeake St.         | \$257,000.00 | \$257,000.00  | 09/02/05     | 26                | OB                | OB                |
| 61 Henlopen Gardens               | \$259,000.00 | \$259,000.00  | 04/21/05     | 132               | OB                | OB                |
| 12 Henlopen Gardens               | \$259,900.00 | \$259,900.00  | 09/15/05     | 86                | PRUGALLO          | OB                |
| 33156 N. Village Loop             | \$269,000.00 | \$260,000.00  | 04/04/05     | 40                | OB                | OB                |
| 1206 North Village Loop           | \$272,900.00 | \$266,918.00  | 01/28/05     | 188               | OB                | OB                |
| 21 Henlopen Gardens               | \$279,900.00 | \$269,000.00  | 07/12/05     | 53                | OB                | PRUGALLO          |
| 33130 North Village Loop          | \$269,900.00 | \$269,900.00  | 04/08/05     | 315               | OB                | OB                |
| 1106 North Village Loop           | \$280,000.00 | \$272,500.00  | 03/31/05     | 447               | OB                | OB                |
| 35 Taramino Place                 | \$280,000.00 | \$275,000.00  | 06/30/05     | 533               | OB                | OB                |
| 56 Henlopen Gardens               | \$299,000.00 | \$275,000.00  | 12/30/05     | 259               | PRUGALLO          | PRUGALLO          |
| 33192 N. Village Loop             | \$299,000.00 | \$290,000.00  | 09/26/05     | 82                | OB                | OB                |
| 33130 N. Village Loop             | \$319,900.00 | \$301,000.00  | 12/12/05     | 96                | OB                | OB                |
| 33 Taramino Place                 | \$319,000.00 | \$310,000.00  | 10/21/05     | 100               | PRUGALLO          | OB                |
| 9 Henlopen Gardens                | \$315,000.00 | \$312,500.00  | 09/30/05     | 219               | OB                | OB                |
| 41 Henlopen Gardens               | \$319,000.00 | \$320,000.00  | 05/05/05     | 57                | OB                | OB                |
| 33120 N. Village Loop             | \$330,000.00 | \$330,000.00  | 12/14/05     | 119               | PRUGALLO          | PRUGALLO          |
|                                   |              |               |              |                   |                   |                   |
| TOWN OF LEWES HOMES               | LIST PRICE   | SOLD<br>PRICE | DATE<br>SOLD | DAYS ON<br>MARKET | LISTING<br>OFFICE | SELLING<br>OFFICE |
| 34019 Clay Road                   | \$235,000.00 | \$235,000.00  | 01/06/05     | 93                | OB                | OB                |
| 105 Quail Trail                   | \$285,000.00 | \$244,000.00  | 10/18/05     | 156               | OB                | PRUGALLO          |
| 51 Minnesota Street               | \$274,000.00 | \$245,000.00  | 10/03/05     | 173               | PRUGALLO          | PRUGALLO          |
| 108 Dove Drive                    | \$275,000.00 | \$245,000.00  | 12/08/05     | 55                | PRUGALLO          | PRUGALLO          |
| 105 Quaker Rd                     | \$259,900.00 | \$250,000.00  | 08/05/05     | 198               | OB                | PRUGALLO          |
| 141 Tulip Drive                   | \$269,000.00 | \$250,000.00  | 06/10/05     | 399               | OB                | PRUGALLO          |
| 54 Arkansas Court                 | \$269,500.00 | \$260,000.00  | 04/05/05     | 274               | OB                | OB                |
| 119 Quail Trail                   | \$289,900.00 | \$267,500.00  | 10/31/05     | 172               | OB                | OB                |
| 110 Dove Drive                    | \$299,900.00 | \$296,000.00  | 10/01/05     | 251               | PRUGALLO          | PRUGALLO          |
| 34022 Donovans Road               | \$320,000.00 | \$300,000.00  | 09/14/05     | 132               | PRUGALLO          | PRUGALLO          |
| 33070 Grape Vine Ct               | \$329,000.00 | \$310,000.00  | 03/30/05     | 379               | OB                | OB                |
| 103 Dove Drive                    | \$345,000.00 | \$315,000.00  | 04/14/05     | 42                | OB                | OB                |
| 129 Tulip Drive                   | \$339,900.00 | \$325,000.00  | 11/21/05     | 84                | OB                | OB                |
| 16975 Idaho                       | \$359,900.00 | \$325,000.00  | 06/17/05     | 104               | OB                | OB                |
| 8 Atlantic Drive                  | \$349,900.00 | \$340,000.00  | 03/16/05     | 268               | OB                | OB                |
| 6 Henlopen Court                  | \$359,000.00 | \$350,000.00  | 08/15/05     | 53                | PRUGALLO          | OB                |
| 16546 Dove Drive                  | \$397,000.00 | \$350,000.00  | 09/09/05     | 192               | OB                | OB                |
| 409 Kings Hwy                     | \$450,000.00 | \$350,000.00  | 09/01/05     | 415               | PRUGALLO          | OB                |
| 103 Mallard Drive                 | \$370,000.00 | \$355,000.00  | 10/21/05     | 69                | OB                | PRUGALLO          |
| 33095 Grape Vine Court            | \$349,900.00 | \$326,000.00  | 08/12/05     | 192               | OB                | OB                |

| TOWN OF LEWES HOMES        | LIST PRICE   | SOLD PRICE   | DATE SOLD | DAYS ON MARKET | LISTING OFFICE | SELLING OFFICE |
|----------------------------|--------------|--------------|-----------|----------------|----------------|----------------|
| 6 Atlantic Drive           | \$389,900.00 | \$355,000.00 | 03/24/05  | 272            | OB             | OB             |
| Lot 47 Grape Vine Court    | \$349,900.00 | \$355,900.00 | 03/24/05  | 245            | PRUGALLO       | PRUGALLO       |
| 17 Henlopen Court          | \$359,000.00 | \$359,000.00 | 04/18/05  | 18             | OB             | OB             |
| 3 Bradford Lane            | \$389,000.00 | \$370,000.00 | 04/15/05  | 147            | OB             | OB             |
| Lot 114 Peachtree Lane     | \$379,000.00 | \$372,500.00 | 01/18/05  | 257            | PRUGALLO       | OB             |
| 33079 Grape Vine Court     | \$378,900.00 | \$376,000.00 | 10/18/05  | 58             | PRUGALLO       | OB             |
| 52 Baybreeze Drive         | \$379,000.00 | \$379,000.00 | 05/20/05  | 109            | OB             | OB             |
| 17 Surf Avenue             | \$389,000.00 | \$380,000.00 | 04/28/05  | 98             | OB             | PRUGALLO       |
| 57 Baybreeze Drive         | \$399,000.00 | \$385,000.00 | 12/06/05  | 319            | OB             | OB             |
| 32986 Crab Apple Court     | \$399,900.00 | \$390,000.00 | 08/15/05  | 272            | OB             | OB             |
| 32914 Nassau Ct. South     | \$415,000.00 | \$390,000.00 | 10/19/05  | 437            | OB             | OB             |
| 32947 Kiwi Court West      | \$409,900.00 | \$397,000.00 | 01/07/05  | 214            | OB             | OB             |
| 120 Madison Avenue         | \$425,000.00 | \$399,000.00 | 12/12/05  | 94             | PRUGALLO       | PRUGALLO       |
| 205 University Drive       | \$428,000.00 | \$400,000.00 | 07/28/05  | 250            | OB             | OB             |
| 10 Sandpiper Dr.           | \$429,000.00 | \$415,000.00 | 02/24/05  | 144            | OB             | OB             |
| 33131 Dorchester West      | \$419,900.00 | \$419,900.00 | 12/12/05  | 109            | PRUGALLO       | PRUGALLO       |
| 330 & 332 Chestnut Street  | \$450,000.00 | \$425,000.00 | 03/11/05  | 177            | PRUGALLO       | OB             |
| 346 Chestnut Street        | \$450,000.00 | \$435,000.00 | 05/27/05  | 179            | OB             | OB             |
| Lot 19 Crab Apple Lane     | \$449,900.00 | \$437,500.00 | 08/15/05  | 336            | PRUGALLO       | OB             |
| 104 Ebb Tide Drive         | \$450,000.00 | \$438,000.00 | 11/30/05  | 67             | PRUGALLO       | OB             |
| 422 Dupont Avenue          | \$475,000.00 | \$445,000.00 | 09/23/05  | 481            | PRUGALLO       | PRUGALLO       |
| 32887 Nassau Ct - South    | \$450,000.00 | \$450,000.00 | 09/30/05  | 56             | OB             | OB             |
| 9 Bluebird Street          | \$489,900.00 | \$450,000.00 | 04/11/05  | 318            | OB             | PRUGALLO       |
| 424 Kings Highway          | \$575,000.00 | \$450,000.00 | 01/13/05  | 124            | OB             | OB             |
| 33289 West Edgemoor Street | \$485,000.00 | \$460,000.00 | 11/04/05  | 76             | OB             | PRUGALLO       |
| 33028 Nassau Loop          | \$479,000.00 | \$470,000.00 | 10/21/05  | 77             | PRUGALLO       | OB             |
| 230 Oceanview Blvd         | \$489,900.00 | \$475,000.00 | 06/15/05  | 318            | PRUGALLO       | OB             |
| 311 Fourth Street          | \$499,900.00 | \$475,000.00 | 06/23/05  | 279            | PRUGALLO       | OB             |
| 431 Park Avenue            | \$515,000.00 | \$475,000.00 | 04/18/05  | 364            | OB             | OB             |
| 303 Oceanview Blvd         | \$499,000.00 | \$485,000.00 | 04/14/05  | 84             | OB             | OB             |
| 801 Fourth Street          | \$499,000.00 | \$489,000.00 | 05/23/05  | 215            | OB             | PRUGALLO       |
| 107 Franklin Avenue        | \$525,000.00 | \$494,900.00 | 02/28/05  | 84             | OB             | OB             |
| 212 Mulberry Street        | \$549,900.00 | \$495,000.00 | 02/28/05  | 67             | PRUGALLO       | PRUGALLO       |
| 304 Canary Court           | \$499,900.00 | \$499,900.00 | 02/25/05  | 269            | PRUGALLO       | PRUGALLO       |
| 33183 W. Chesapeake Street | \$499,900.00 | \$499,900.00 | 06/30/05  | 82             | OB             | OB             |
| 16846 North Hunters Run    | \$515,000.00 | \$500,000.00 | 10/18/05  | 99             | OB             | OB             |
| 304 Seagull Drive          | \$505,000.00 | \$505,000.00 | 06/02/05  | 36             | PRUGALLO       | PRUGALLO       |
| 108 Beebe Avenue           | \$545,000.00 | \$515,000.00 | 09/19/05  | 549            | OB             | OB             |
| 33178 W. Chesapeake Street | \$523,000.00 | \$517,000.00 | 08/25/05  | 116            | OB             | OB             |
| 1 Harborview Road          | \$549,900.00 | \$520,000.00 | 04/13/05  | 238            | OB             | OB             |
| 109 Jefferson Avenue       | \$599,900.00 | \$525,000.00 | 05/27/05  | 206            | PRUGALLO       | PRUGALLO       |
| 8 Devries Circle           | \$539,500.00 | \$530,000.00 | 11/15/05  | 66             | PRUGALLO       | PRUGALLO       |
| Lot 6 Hunters Run          | \$539,000.00 | \$539,000.00 | 11/15/05  | 220            | OB             | OB             |
| 412 Seagull Drive          | \$559,000.00 | \$555,000.00 | 01/27/05  | 183            | PRUGALLO       | OB             |
| 219 Marina Drive           | \$570,000.00 | \$560,000.00 | 10/31/05  | 60             | OB             | OB             |
| 124 Rodney Avenue          | \$550,000.00 | \$515,000.00 | 05/31/05  | 85             | PRUGALLO       | OB             |

| TOWN OF LEWES HOMES        | LIST PRICE     | SOLD PRICE     | DATE SOLD | DAYS ON MARKET | LISTING OFFICE | SELLING OFFICE |
|----------------------------|----------------|----------------|-----------|----------------|----------------|----------------|
| 310 Savannah Road          | \$625,000.00   | \$575,000.00   | 09/09/05  | 91             | OB             | OB             |
| 4 Hoorncill Avenue         | \$599,000.00   | \$579,000.00   | 06/30/05  | 57             | OB             | OB             |
| 36004 Spinnaker Circle     | \$599,900.00   | \$580,000.00   | 09/23/05  | 280            | OB             | PRUGALLO       |
| 405 Market Street          | \$699,000.00   | \$600,000.00   | 11/17/05  | 106            | PRUGALLO       | PRUGALLO       |
| 113 Dewey Avenue           | \$635,000.00   | \$605,000.00   | 08/25/05  | 81             | OB             | OB             |
| 825 Savannah Road          | \$650,000.00   | \$615,000.00   | 11/14/05  | 171            | PRUGALLO       | OB             |
| 40 Harborview Road         | \$635,000.00   | \$619,000.00   | 07/01/05  | 106            | OB             | OB             |
| 33 Harborview Road         | \$645,000.00   | \$628,875.00   | 05/23/05  | 230            | OB             | OB             |
| 303 Mulberry Street        | \$650,000.00   | \$650,000.00   | 08/05/05  | 121            | OB             | PRUGALLO       |
| 421B Dupont Ave.           | \$674,500.00   | \$650,000.00   | 08/19/05  | 428            | OB             | OB             |
| 9 Devries Circle           | \$699,900.00   | \$650,000.00   | 06/13/05  | 92             | PRUGALLO       | PRUGALLO       |
| 321 West Third Street      | \$675,000.00   | \$675,000.00   | 02/15/05  | 44             | OB             | PRUGALLO       |
| 214 Savannah Rd            | \$739,000.00   | \$700,000.00   | 05/31/05  | 346            | OB             | OB             |
| 501 Kings Highway          | \$715,000.00   | \$705,000.00   | 05/03/05  | 420            | OB             | OB             |
| 109 New Road               | \$740,000.00   | \$740,000.00   | 09/20/05  | 70             | OB             | OB             |
| 36103 Bonefish Court       | \$775,000.00   | \$740,000.00   | 02/01/05  | 431            | OB             | OB             |
| 901 Savannah Road          | \$795,000.00   | \$740,000.00   | 01/21/05  | 107            | PRUGALLO       | OB             |
| 141 Jefferson Avenue       | \$759,900.00   | \$742,000.00   | 09/30/05  | 228            | PRUGALLO       | PRUGALLO       |
| 418 Johnson Avenue         | \$769,900.00   | \$750,000.00   | 05/13/05  | 99             | PRUGALLO       | PRUGALLO       |
| Lot 110 Snook Court        | \$778,442.00   | \$760,000.00   | 07/15/05  | 239            | OB             | OB             |
| 211 Fourth Street          | \$785,000.00   | \$760,000.00   | 01/27/05  | 166            | OB             | PRUGALLO       |
| 107 Jefferson Avenue       | \$785,000.00   | \$765,000.00   | 06/24/05  | 233            | OB             | PRUGALLO       |
| 35932 Black Marlin Drive   | \$775,000.00   | \$775,000.00   | 06/24/05  | 171            | OB             | OB             |
| 412 Mulberry Street        | \$799,000.00   | \$780,000.00   | 07/08/05  | 53             | PRUGALLO       | PRUGALLO       |
| Lot 127 Permit Court       | \$825,495.00   | \$780,000.00   | 01/21/05  | 131            | OB             | OB             |
| 115 Savannah Road          | \$990,000.00   | \$810,000.00   | 09/15/05  | 313            | PRUGALLO       | PRUGALLO       |
| 320 Pilottown Road         | \$899,000.00   | \$820,000.00   | 03/11/05  | 369            | PRUGALLO       | PRUGALLO       |
| Lot 92 Tarpon Drive        | \$989,600.00   | \$827,200.00   | 05/28/05  | 258            | OB             | OB             |
| Lot 142 Tarpon Drive       | \$899,900.00   | \$850,000.00   | 09/15/05  | 361            | OB             | OB             |
| 16701 Blue Marlin Court    | \$889,000.00   | \$865,000.00   | 10/17/05  | 73             | PRUGALLO       | PRUGALLO       |
| 16786 Black Marlin Circle  | \$899,900.00   | \$875,000.00   | 12/21/05  | 99             | OB             | OB             |
| 25 Shipcarpenter Square    | \$989,000.00   | \$910,000.00   | 05/02/05  | 261            | OB             | OB             |
| 305 Mulberry Street        | \$995,000.00   | \$915,000.00   | 10/27/05  | 168            | PRUGALLO       | PRUGALLO       |
| 36202 Tarpon Drive         | \$895,000.00   | \$983,665.00   | 02/11/05  | 178            | OB             | OB             |
| 30 Shipcarpenter Square    | \$1,000,000.00 | \$1,000,000.00 | 04/18/05  | 89             | PRUGALLO       | PRUGALLO       |
| 626 Pilottown Road         | \$975,000.00   | \$1,005,000.00 | 11/29/05  | 128            | OB             | LINGOO         |
| 35791 Tarpon Drive         | \$1,199,500.00 | \$1,035,000.00 | 11/21/05  | 166            | PRUGALLO       | OB             |
| 1 Welcome Alley            | \$1,275,000.00 | \$1,137,500.00 | 09/30/05  | 88             | PRUGALLO       | OB             |
| 35803 Tarpon Drive         | \$1,149,000.00 | \$1,176,786.00 | 04/29/05  | 196            | OB             | OB             |
| 107 Kings Highway          | \$1,200,000.00 | \$1,200,000.00 | 06/15/05  | 844            | OB             | OB             |
| 7 Shipcarpenter Square     | \$1,300,000.00 | \$1,200,000.00 | 05/23/05  | 81             | OB             | OB             |
| 114 Coleman Avenue         | \$1,650,000.00 | \$1,250,000.00 | 01/20/05  | 239            | OB             | OB             |
| 316 Third Street           | \$1,650,000.00 | \$1,400,000.00 | 06/20/05  | 158            | PRUGALLO       | PRUGALLO       |
| Lot 155 Black Marlin Drive | \$1,695,000.00 | \$1,695,000.00 | 07/13/05  | 282            | OB             | OB             |

## Historical Information

|   | 2002         | 2003         | 2004         | 2005           |
|---|--------------|--------------|--------------|----------------|
| Total Properties sold by REALTORS®                                | 167          | 218          | 221          | 266            |
| Prudential Gallo REALTORS® Participation                          | 84           | 106          | 109          | 137            |
| Total Prudential Gallo, REALTORS® Market Share                    | 50.0%        | 49.0%        | 49.3%        | 51.5%          |
| <b>Lewes Beach</b>  |              |              |              |                |
| Average Sales Price Lots  | \$429,300.00 | \$562,500.00 | \$721,000.00 | N/A            |
| Average Sales Price Homes   | \$470,028.00 | \$724,666.00 | \$999,382.00 | \$1,287,250.00 |
| Average Sales Price Condos/Townhomes                              | N/A          | N/A          | \$562,890.00 | \$597,898.00   |
| Overall Percentage of Sold Price/Listing Price                    | 93.8%        | 96.4%        | 95.2%        | 93.9%          |
| Overall Average of Days on the Market                             | 180.00       | 151.24       | 135.51       | 193.45         |
| Prudential Gallo REALTORS® Percentage of Sale Price/Listing Price | 95.1%        | 97.0%        | 95.4%        | 94.0%          |
| Prudential Gallo REALTORS® Listing Days on the Market             | 181.00       | 128.27       | 100.13       | 194.29         |
| <b>Town of Lewes</b>  |              |              |              |                |
| Average Sales Price Lots  | \$146,932.00 | \$208,724.00 | \$277,925.00 | \$331,189.00   |
| Average Sales Price Homes   | \$300,345.00 | \$416,901.00 | \$544,155.00 | \$573,054.00   |
| Average Sales Price Condos/Townhomes                              | N/A          | N/A          | \$240,432.00 | \$243,839.00   |
| Overall Percentage of Sold Price/Listing Price                    | 96.1%        | 96.4%        | 97.7%        | 94.6%          |
| Overall Average of Days on the Market                             | 199.00       | 206.75       | 190.57       | 210.03         |
| Prudential Gallo REALTORS® Percentage of Sale Price/Listing Price | 97.1%        | 96.15        | 97.5%        | 95.4%          |
| Prudential Gallo REALTORS® Listing Days on the Market             | 132.00       | 127.00       | 138.03       | 204.27         |

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