



Lewes Real Estate News

from

The Lee Ann
Wilkinson
Group

SPRING/SUMMER 2014



Market in Bloom

Summer 2014 is finally here and Lewes is in “full bloom!” After what seems like an exceptionally long winter, all of us at The Lee Ann Wilkinson Group are excited and ready to get this summer started. Mother’s Day already looked like a day in August on the beach!

Since the first hint of spring, the Delaware beach real estate market has really blossomed, too. We are on record pace for the number of properties sold in a year and set a record for the number of new listings in one month – 48 – in April!

Flood Insurance Watch

While The Lee Ann Wilkinson Group has been fortunate to be “flooded” with new listings, we have also been paying close attention to welcome flood-related news, the enactment of the Homeowner Flood Insurance Affordability Act of 2014.

A little history:

As property owners in flood zones here in Lewes and across our country are acutely aware, certain provisions of an earlier law, the Biggert-Waters Flood Insurance Reform Act of 2012, effected radical changes to flood insurance policies and led to significant, immediate rate increases. (Personally, I saw rates on my home in Cape Shores increase by thousands of dollars in one month. It was a radical, exponential increase.) That initial law was an effort to stem the tide of rising flood insurance costs to the government as a result of major storms, most recently Hurricane Sandy. To reform the National Flood Insurance Program (NFIP), FEMA planned to phase-in changes to its flood insurance program

components, flood hazard mapping, grants, and the management of flood plains (according to www.fema.gov). The law eliminated government subsidies, thereby transferring the burden of increased coverage to those insured and spreading a wave of panic to homeowners and the real estate industry as flood insurance premiums skyrocketed.

Fortunately, the National Association of REALTORS, along with other organizations, succeeded in helping to mitigate the radical, immediate astronomical insurance rate increases with the Homeowner Flood Insurance Affordability Act of 2014, which the President signed into law in March. This plan repealed and amended some of the initial law’s provisions, including lowering recent rate increases on some policies and preventing future increases on some. The Act even provided for refunds to certain policyholders that already paid the increases. According to FEMA, the overall goals of the program are to make flood insurance affordable, to ensure financial stability for the NFIP, and to reduce risks and consequences of flooding nationwide.

Act highlights:

- authorizes additional resources for the National Academy of Sciences to complete an affordability study
- requires some retroactive changes for policies written after July 6, 2012
- requires gradual rate increases for properties now receiving subsidized rates instead of immediate increases to “full-risk” after the 2012 increases
- with limited exception – flood insurance premiums cannot increase more than 18% annually

- a new purchaser will be allowed to assume a prior owner’s flood insurance policy and retain the same rates until FEMA guidelines are finalized
- requires a surcharge on all policyholders (between \$25 and \$250)

Local Experience

The City of Lewes has participated with the National Flood Insurance Program Community Rating System since 1992 toward reducing our homeowners’ flood insurance rates and is currently working to update our codes for an even greater discount.

While the Delaware Beaches are certainly not immune to flooding and storm damage, we were truly lucky during the last major storms.

“The reality is that Delaware beaches have been quite fortunate with regard to actual flood experience, even with recent storms. Flood insurance rates, however, depend on where properties sit according to the flood plain,” explains Bud Clark, CLU, of Williams Insurance Agency in Rehoboth Beach. “Rates rose after the first law was passed, but we have been very successful working with the national program to adjust our customers’ rates with the 2014 Act. We will continue to watch new provisions to the National Flood Insurance Program for local implications.”

Homeowners in coastal areas should, of course, continue their flood insurance policies and consult their own insurance carriers about the new 2014 provisions. At least the 2014 law is more reasonable and allows policyholders to keep our heads above water!

Wishing everyone a fun, safe summer at the beach!

A Look At The Market

<u>Date Sold</u>	<u>Sale Price</u>	<u>Rate of Change</u>
1990	\$175,000	
1998	\$232,000	+33% over \$175K
2004	\$550,000	+137% over \$232K
2014	\$480,000	-13% under \$550K
TOTAL CHANGE FROM 1990 AT \$175K – TO 2014 AT \$480K IS +174%		
109 Marina Drive, Pilottown Park		



The Lee Ann Wilkinson Group ranked #7 out of 45,000 sales groups in the Berkshire Hathaway HomeServices and Prudential networks nationwide in 2013 and has ranked #1 in sales in Sussex County for the past 15 years. (*According to statistics taken from the Sussex County Association of REALTORS® Multiple Listing Service).



Lewes Properties For Sale



33064 Grapevine Court
\$365,000
 Brand New
 Many Upgrades



405 Railroad Avenue
\$599,900
 Upscale Comfort
 Downtown Lewes



17269 Dorsey Street
\$439,900
 Triple Mint –
 In & Out!



511 Railroad Avenue
\$429,900
 Steps to Library
 Screened Porch



18 DeVries Circle
\$459,900
 Quiet Street
 Beautiful Setting



5 Newark Avenue
\$599,900
 Bayside Lewes Beach
 Excellent Rental



326 Chestnut Street
\$512,000
 Fully Renovated Duplex
 Prime Location



33156 W. Dorchester Street
\$389,900
 Corner Lot
 Full Basement



210 Angler's Road
\$699,900
 Brand New Lewes
 Beach Homes



212 Savannah Road
\$899,900
 Lewes Classic
 Zoned Commercial



35580 Peregrine Road
\$1,079,000
 Remarkable Workmanship
 Premier Lot



17059 S. Brandt Street
Unit 3104, \$179,000
 Convenient
 First-floor Condo



404 E. Savannah Road
\$499,900
 Large Condo
 Private Elevator



2303 Cedar Avenue
\$646,000
 Canal Views
 Walk to Beach



310 B Burton Avenue
\$549,900
 Custom & Unique
 In-town



215 W. Cedar Street
\$399,900
 Super Clean
 Furnished Getaway



109 Hornbill Court
\$529,900
 Spacious & Private
 Built-in Fire-pit



113 Dewey Avenue
\$629,900
 Lovingly Restored
 Ready for You

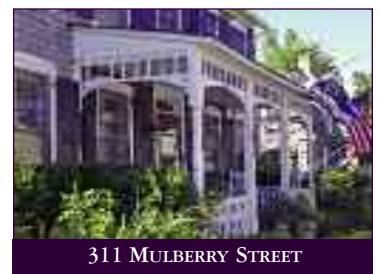
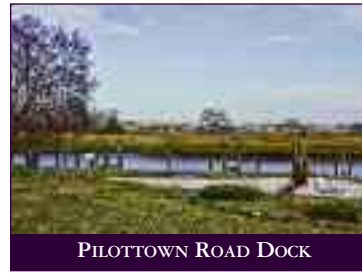


3 Henlopen Gardens
\$224,900
 Fresh & Bright
 Full Basement



35911 Black Marlin Drive
\$665,000
 Beautifully Appointed
 3-Car Garage

Homes Recently Sold by The Lee Ann Wilkinson Group





115 Savannah Road, In-town
\$2,500,000

UNPARALLELED IN HISTORIC LEWES

Artfully renovated Victorian is commercial/residential masterpiece in the heart of town. Live “above it all” with penthouse suite luxury, views, and relaxing, unique home environment: Includes 3 full suites, 3.5 baths, stunning kitchen and living space, fabulous rear deck with true Victorian style, full basement & off-street parking. Interior custom design includes gorgeous hardwoods, exposed beams & ceiling accents, Mexican tiles, transparent office wall for maximum light & so much more.

WINNER 2012 Lewes Historical Society Award for Restoration of Circa 1866 Victorian Home



Breakwater Reach, Cape Shores
\$2,500,000

ULTIMATE BEACH HOUSE

Impressive on every level! This nearly 6,600 square-foot water view stunner built by award-winning Echelon Custom Homes hits every mark for style, luxury, comfort – and expansive water views! Top-of-the-line finishes include interior stone accents, exposed wood beams, 4 generous en suites, room equipped for private fitness center, cathedral ceilings & so much more!

Enjoy the crowd-free Cape Shores Beach, fishing pier, pool, & tennis.



640 Pilottown Road
\$1,849,000

LEWES WATERFRONT SPECTACULAR

Glorious 5 bedroom, 3 bath, 2 half-bath doesn’t miss a beat! Entire property maximizes the sought-after Pilottown Road front-row venue – including many ways to enjoy Lewes’ canal focal point: multiple balconies, rooftop deck, enclosed front porch, gourmet kitchen, luxury master suite, boathouse/storage shed, full basement, 3-car detached garage with apartment, pool, dock – and more.

Excellent location and attention to detail!

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