

## SEA CHANGES: “Life, Liberty and the Pursuit of Property in a new Vacci-NATION”!

Our summer newsletter is always a ‘welcome back to the beach’, but this one takes on a whole new meaning! We have gained a vastly new perspective and appreciation over the past year for many things we took for granted, like spending time with extended family, dining out in restaurants together, attending school and meetings in-person, listening to live music, and actually seeing the smiling faces behind masks. If you are reading this newsletter, you likely already own property in or around Lewes as a full-time or part-time resident, and you know that we are celebrating a major shift “back to normal” as vaccines are more widely available and safety restrictions can begin to relax. Restaurants are open, live music is playing, and as our experience at The Lee Ann Wilkinson Group has shown us, real estate is SELLING.

### STATE OF THE MARKET

Our strong local real estate market was a constant through the entire unpredictable Covid-19 year, surpassing even our wildest expectations. Like last year at this time, The Lee Ann Wilkinson Group and area real estate offices are seeing relatively low inventory (down about 10% from just last month!) and remarkably high sales. For example, pending sales from January - April of this year were up by 38% over last year (1,725 homes going under contract through April of 2021, compared to 1,173 in 2020). Last May our group saw about 1.6 contracts per day, which we attributed to the pandemic and flight from urban areas to the

spaciousness and freedom of rural/beach areas. People realized that ‘working from home’ could mean ‘working at the beach’!

This trend continues, and our group is still receiving 1.5 contracts per day, on average. What we would typically call “a seller’s market” is still a time for interested buyers to act, since prices continue to rise. Our buyers agents continue to compete in frequent multiple offer situations. We advise buyers to put their best offer forward from the start, as time is definitely of the essence in this market.

### SELLER APPRECIATION

This amazing trend allowed our team to once again earn the honor of top-selling real estate team in Delaware and incredibly #2 nationally for the Berkshire Hathaway HomeServices network! We’re so thankful for the trust our clients place in us.

To show our appreciation, The Lee Ann Wilkinson Group just launched our first-ever sales contest: The “SELLER SAVINGS DRAWING”. Sellers who list their properties with The Lee Ann Wilkinson Group after May 15, 2021, and whose listings are under closed by December 15, 2021, are eligible for a drawing to receive a 50% refund on the seller commission paid at closing. (Please see details on the back cover of this newsletter.) After such a stressful year in many different ways, we were ready for something fun and wanted to share it! The live drawing will be on December 16 – so a nice holiday gift for one lucky seller!

### TIME FOR A CHANGE?

If you have been considering selling your property to move closer to the beach or further from the beach, if you are looking to downsize or expand, or if you are just wondering what your home is worth right now, please reach out. Call us at 302.645.6664 or email LeeAnn@LeeAnnGroup.com for a free competitive market analysis. Real estate is moving quickly, and we would love to put our experience to work for you.

The “Lewes Properties for Sale” and “Homes Recently Sold” included in this newsletter will give you an idea of current property values and what comparable homes could garner. Since the market is so busy, some of the homes shown here will likely be under contract at press time! Check out LeeAnnGroup.com for the current inventory.

From all of us at The Lee Ann Wilkinson Group, WELCOME BACK to summer at the beach, and we wish you a safe, happy, healthy 2021 summer season!

### A LOOK AT THE MARKET

## 130 Bay Avenue Unit I

Date Sold	Price
10/2/2003	Closed \$960,000
9/30/2020	Closed \$1,067,000
3/12/2021	Closed \$1,200,000



*Lee Ann*

# LEWES PROPERTIES FOR SALE



**206 Massachusetts Ave**  
**\$1,750,000**



**130 Henlopen Shores Circle**  
**\$1,400,000**



**406 Kings Hwy**  
**\$850,000**



**17507 Venables Drive**  
**\$799,000**



**202 W. 3rd Street**  
**\$750,000**



**750 Kings Hwy #6 & #7**  
**\$750,000 (Commercial)**



**305 Cedar Street**  
**\$749,900**



**119 New Road**  
**\$569,000**



**140 S. Quail Trail**  
**\$399,900**



**316 Captains Circle**  
**\$379,900 (Lot)**



**10763 S. Brandt Street**  
**\$289,900**



**33504 W Hunters Run**  
**\$259,900 (lot)**

# LEWES PROPERTIES UNDER CONTRACT



**16239 Willow Creek Rd**  
**\$2,000,000**



**40 Shipcarpenter**  
**\$1,100,000**



**109 E 4th Street**  
**\$1,100,000**



**14382 Allee Lane**  
**\$995,000**



**317 Captains Circle**  
**\$979,000**



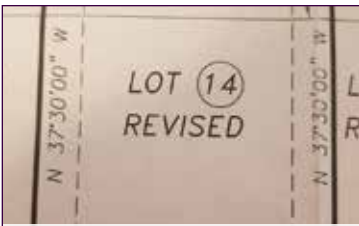
**34114 & 34136 Sewell Lane**  
**\$945,000**



**903 Savannah Road**  
**\$849,900**



**33665 E. Hunters Run**  
**\$685,000**



**Lot 14 Schley Avenue**  
**\$450,000**



**36128 Overfalls Drive**  
**\$424,900**



**17320 King Phillip Way #39**  
**\$365,000**



**17388N Village Main Blvd #20**  
**\$239,900**

# HOMES RECENTLY SOLD BY THE LEE ANN WILKINSON GROUP



130 Breakwater Reach - \$4,850,000



7 Indiana Avenue - \$3,010,000



640 Pilottown Road - \$2,250,000



1912 Bay Avenue - \$2,000,000



410 Pilottown Road - \$1,975,000



211 Bay Avenue - \$1,900,000



102 2nd Street- \$1,650,000



9 CH Mason Way - \$1,320,000



208 W 3rd Street - \$1,200,000



2 Jefferson Court - \$1,140,000



41 Pilot Point - \$1,125,000



5 Jefferson Court - \$960,000



114 School Lane - \$950,000



707 Savannah Road - \$906,500



8 Rehoboth Avenue - \$890,000



424 Park Avenue - \$835,000



234 Marina Drive - \$830,000



74 Sussex - \$775,000



100 Anglers Road B2 - \$699,900



327 Market Street - \$639,000



7 Canary Drive - \$580,000



320 W. 4th Street - \$472,900



335 Savannah Road - \$380,000



32 Henlopen Gardens #32 - \$310,000

# LIST YOUR HOME WITH US!



The Lee Ann Wilkinson Group

...and be eligible for our **SELLER\$ SAVING\$ DRAWING** where **ONE** lucky seller will be refunded one-half of the Sales Commission Paid!



BERKSHIRE HATHAWAY HomeServices Gallo Realty

\*Promotion is open to all Sellers who list their property with the Lee Ann Wilkinson Group of Berkshire Hathaway HomeServices Gallo Realty, who sign Listing Agreements on or after May 15, 2021, with the listing going to settlement by December 15, 2021, to qualify. Drawing to be held on December 15, 2021, where ONE lucky winner will earn a 50% refund on the Seller commission paid at closing!

The Lee Ann Wilkinson Group



Inventory is low!  
Contact us about selling your home!

As the area's top selling REALTOR® for over 20 years, The Lee Ann Wilkinson Group turns listings into contracts & contracts into closings with an unmatched network of clients. Whether you are thinking of buying or selling, now or in the future, please call us for a complimentary market analysis of your home.

#1 in Sussex County • #1 in Delaware  
#2 Nationwide – Berkshire Hathaway HomeServices  
#38 Nationwide – The Wall Street Journal/REAL Trends agents overall

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