

**SOMETHING TO THINK ABOUT
WHEN YOU RECEIVE AN OFFER ON YOUR HOUSE**

Lewes Beach

- Listed for \$1.2 million March 2005
- Received cash offer of \$1.1 million May 2005 – Seller did not accept
- Sold for \$975,000 January 2006

Historic Lewes

- Listed for \$649,000 October 2004
- Reduced to \$619,000 April 2005
- Received offer of \$565,000 May 2005 – Seller did not accept
- Reduced to \$599,000 July 2005
- Received cash offer of \$525,000 March 2006 – Seller did not accept
- Reduced to \$559,000 May 2006
- Reduced to \$499,000 January 2007
- Still on market

Slaughter Beach

- Listed for \$579,000 April 2005
- Received offer of 525,000 May 2005 – Seller did not accept
- Reduced to \$549,900 July 2005
- Received cash offer of \$525,000 July 2005 – Seller did not accept
- Reduced to \$529,900 October 2005
- Removed from Market for the Winter
- Back on the market March 2006 at \$529,900
- Reduced to \$499,900 May 2006
- Sold for \$469,000 June 2006

Pilottown Village

- Listed for \$539,000 September 2005
- Received offer of \$525,000 September 2005 (first week home was listed) – Seller did not accept
- Received offer of \$519,000 February 2006 – Seller did not accept
- Reduced to \$525,000 April 2006
- Sold for \$512,500 June, 2006

Lewes Beach

- Listed for \$946,000 July 2004
- Reduced to \$899,000 January 2005
- Reduced to \$799,000 April 2005
- Reduced to \$789,000 August 2005
- Reduced to \$749,900 September 2005
- Taken off market November 2005
- Received offer of \$765,000 July 2005
- Accepted offer; Buyer wanted \$15,000 credit for home inspection items found. Seller did give Buyer credit; Buyer bought another house.
- Put back on market for \$779,900 April 2006
- Received offer of \$710,000 April 2006 – Seller did not accept
- Reduced to \$749,000 August 2006
- Still on market

Historic Lewes

- Listed for \$899,000 September 2005
- Reduced to \$759,000 October 2005
- Reduced to \$754,000 November 2005
- Received offer of \$650,000 January 2006
- Reduced to \$699,000 March 2006
- Received offer of \$650,000 March 2006 – Seller did not accept; Buyer bought another house.
- Reduced to \$649,000 June 2006
- Received offer of \$585,000 August 2006
- Received offer of \$580,000 October 2006
- Received offer of \$600,000 October 2006
- Seller countered at \$620,000
- Under contract October 2006
- Sold for \$620,000 November 2006

Historic Lewes

- Listed for \$895,000 March 2005
- Reduced to \$795,000 April 2005
- Reduced to \$699,000 July 2005
- Received offer of \$600,000 August 2005
- Reduced to \$649,000 March 2006
- Reduced to \$599,000 June 2006
- Sold for \$560,000 November 2006

Lewes Beach

- Listed \$1,850,000 September 2005
- Received cash offer of \$1,550,000 September 2005 – Seller did not accept
- Reduced to \$1,750,000 November 2005
- Reduced to \$1,650,000 February 2006
- Sold for \$1,487,500 June 2006 to the same buyer who made a higher offer in September

Historic Lewes

- Listed \$675,000 April 2005
- Received offer of \$623,000 April 2005 – Seller did not accept
- Reduced to \$649,900 July 2005
- Reduced to \$625,000 October 2005
- Reduced to \$615,000 January 2006
- Reduced to \$599,000 March 2006
- Taken off the market May 2006
- Put back on the market for \$575,000 June 2006
- Still on market (For Sale by Owner)

Angola by the Bay, Lewes

- Listed for \$619,000 January 2006
- Received offer of \$598,000 February 2006 – Seller did not accept
- Reduced to \$589,000 May 2006
- Reduced to \$569,000 September 2006
- Still on market

Summerfield, Ocean View

- Listed for \$635,000 August 2005
- Received offer of \$590,000 September 2005 – Seller did not accept
- Reduced to \$599,900 November 2005
- Reduced to \$550,000 July 2006
- Sold for \$550,000 August 2006

Nesbitt Station, Lewes

- Listed for \$319,000 May 2005
- Reduced to \$299,900 June 2005
- Reduced to \$289,900 November 2005
- Received offer for \$275,000 – Seller did not accept
- Increased to \$299,900 February 2006
- Reduced to \$289,900 April 2006
- Reduced to \$279,900 June 2006
- Sold for \$265,000 November 2006

Primehook Beach

- Listed for \$1,795,000 February 2006
- Received cash offer of \$1,700,000 – Seller did not accept
- Reduced to \$1,695,000 September 2006
- Still on market

Red Fox Run, Milton

- Listed for \$769,000 September 2005
- Received offer for \$725,000 March 2006 – Seller did not accept
- Received offer for \$710,000 April 2006 – Seller did not accept
- Reduced to \$739,000 September 2006
- Still on market (For Sale by Owner)

Cape Shores, Lewes

- Listed for \$999,000 April 2006
- Reduced to \$959,900 September 2006
- Received offer for \$850,000 September 2006
- Seller countered at \$904,500
- Reduced to \$949,900 September 2006
- Still on market