

LEWES REAL ESTATE NEWS

from *The Lee Ann Wilkinson Group*

SPRING-SUMMER 2022



SPRING FORWARD TO SUMMER FUN!

NOW IS THE TIME...

Welcome back to the beach! And dare we say...welcome back to a 'normal' summer season. The signs are all pointing in that direction, and I couldn't be happier to usher in a summer season at the Delaware beaches. Now is the time to gather again and appreciate what we once took for granted. Now is the time to do the things you've always talked about doing and truly live the dream. If the last two years have taught us anything, it's that life is precious, our home is our most important investment, and that TIME truly is our greatest gift.

STATE OF THE MARKET

I often get asked, "What do you think the market is going to do?" If you asked me this in 2019, it would have been an easier answer. Today, I hesitate to 'read my realtor crystal ball' as we have seen how things can change--literally overnight. Here's what I do know for sure. If you've been thinking about selling your house, now is the time. This spring/summer presents a golden opportunity for sellers. Today's very limited supply of homes for sale is putting sellers in the driver's seat meaning there are more buyers than there are homes available and so buyers are eagerly waiting for your house! Listing your house now makes it the center of attention. Buyers: I know some of you are of the "wait and see" mindset hoping prices will come back down. While I can't guarantee prices won't level off at some point, I can tell you

that mortgage rates ARE going up so now is the time to move on that purchase. Our buyer's agents continue to compete in frequent multiple offer situations, so we advise our buyers to put their best offer forward from the start.

While our strong local real estate market was a constant through the entire unpredictable 2020, this past year, 2021, was even better than could be imagined. We sold a record-breaking 511 homes! This garnered our team the honor of top-selling real estate team once again in Delaware and incredibly #3 nationally in both award categories for the Berkshire Hathaway HomeServices network! We're extremely humbled and honored by this national recognition. We couldn't be more grateful to our clients for trusting us with, in many cases, their most important financial decision of their lives. As I write this the trend continued through the first quarter of 2022, and we are still averaging 1.5 contracts per day.

SELLER SAVINGS

Last year, The Lee Ann Wilkinson Group launched our first-ever sales contest: the "\$SELLER SAVINGS DRAWING" which proved to be a huge success. So, we're DOING IT AGAIN! Sellers who list their properties with The Lee Ann Wilkinson Group after May 15, 2022, and who are closed by December 15, 2022, will be eligible for the drawing to receive a 50% refund on the commission paid at closing. (See details on the back cover of this newsletter.) This past December we were delighted to present the 2021 winners, Alan & Aroussiak Garrett, with a nice refund check just before Christmas—and THIS year it could be YOU!

A LOOK AT THE MARKET

4 Delmar Avenue



SOLD
10/7/2011 - \$990,000
1/17/2022 - \$2,000,000

206 Marina Drive



SOLD
4/16/2020 - \$535,000
4/20/2022 - \$850,000

TO EACH THEIR HOME

If you want to win when you sell and when you buy, this spring could be your golden window of opportunity. Whether you're ready to make a move today or 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.

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 a 'normal' summer season at the beach. Get out and enjoy it...NOW IS THE TIME!

LEWES PROPERTIES FOR SALE



**108 Shipcarpenter Square
Downtown Lewes
\$1,595,000**



**116 Mullberry Street
Downtown Lewes
\$1,500,000**



**11808 Haslet Road
Governors
\$1,049,000**



**33487 W. Hunters Run
Villages of 5 Points East
\$759,900**



**30750 Edgewater Drive
Edgewater Estates
\$699,900**



**31843 Carneros Avenue
Nassau Grove
\$614,900**



**12161 Spicer Creek Avenue
Villages at Red Mill Pond
\$479,900**



**34079 Beech Drive
Sandy Brae
\$399,900**

LEWES PROPERTIES UNDER CONTRACT



**204 Massachusetts Avenue
\$1,495,000**



**30823 Stallion Lane
\$1,399,000**



**138 Kings Highway
\$1,295,000**



**109 W. Canal Street
\$995,000**



**16045 Rockport Drive
\$829,900**



**12411 Dickinson Court
\$689,900**



**8 Harborview Road
\$599,900**



**31056 Edgewater Drive
\$595,000**



**19216 Farros Alley
\$519,900**



**33720 Freeport Drive
\$519,900**



**34148 Spring Brook Avenue
\$499,900**



**34 Tradewinds Lane
\$499,900**



**18813 Bethpage Drive
\$449,900**



**17256 Queen Anne Way
\$419,900**



**16 Pondview Lane
\$350,000**



**17063 S. Brandt Street #4303
\$299,900**

HOMES RECENTLY SOLD BY THE LEE ANN WILKINSON GROUP



302 Mulberry Street • \$2,215,000



30811 Stallion Lane • \$2,200,000



101 Cedar Street • \$2,145,000



35765 Black Marlin Drive • \$1,900,000



16128 Derby Drive • \$1,900,000



42 Shipcarpenter Square • \$1,850,000



18393 Show Jumper Lane • \$1,695,000



16189 Gills Neck Road • \$1,625,000



528 E. Cape Shores Drive • \$1,350,000



22 Shipcarpenter Square • \$1,350,000



206 Massachusetts Avenue • \$1,200,000



134 Jefferson Avenue • \$1,100,000



32667 Hastings Drive • \$1,005,000



12210 Collins Road • \$995,000



104 Orr Street • \$995,000



437 Kings Highway • \$790,000



9 Brownson Court • \$720,500



230 Ocean View Boulevard • \$715,000



402 Ocean View Blvd. • \$710,000



17229 Brinleighs Way • \$669,660



6 Inlet Place • \$599,900



106 Dove Drive • \$595,000



7 Sandpiper Drive • \$595,000



7218 N. Village Main Blvd. • \$550,000

LIST YOUR HOME WITH US!

And be eligible for our **2022 Sellers Savings Drawing**, where **ONE** lucky seller will be refunded one-half of the Sales Commission Paid!*



*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, 2022**, with the listing going to settlement by **December 15, 2022**, to qualify. Drawing to be held on December 16, 2022, 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
#3 Nationwide – Berkshire Hathaway HomeServices
#38 Nationwide – The Wall Street Journal/REAL Trends agents overall



BERKSHIRE HATHAWAY

 HomeServices

 Gallo Realty

 1698 Kings Highway

 Suite A

 Lewes, DE 19958

Lee Ann Wilkinson

 302.645.6664

LeeAnn@LeeAnnGroup.com

www.LeeAnnGroup.com