



December 2021

Dear Friends,

My extensive search for an inspirational quote for this annual Christmas letter led me *all* the way to the local wisdom of Manila Avenue, Lewes. It's just a line from a song I have loved for years by Ed Shockley:

**"It's the little things that mean a lot."**

For years, I have said that I can sell houses in my sleep, but this year was different. Real estate has been unbelievably challenging and all-consuming. Low inventory and multiple offers have occupied my waking (and sometimes sleeping) hours. My 2021 sales will exceed all of my expectations and those of every other year in my 38-year career. This pace made me stop and appreciate the snippets of time I had to myself, and I tried to make the most of them. The idea of prioritizing what's most important personally came to the forefront this year.

**As I look back at 2021, these are the *little things* that put a big smile on my face:**

- Spending Sundays with my young grandsons, Miles and Marlon, just going to the beach, the playground, or a matinee.
- Watching from the bleachers at Legends Stadium as my oldest grandson Sam accepted his diploma.
- Dropping by my parents' house anytime because they are right down the street. My dad turned 89 this year and my mom 85. I know how fortunate I am to still have them in my life.
- Riding bikes on the trail with my husband Aaron; I'm lucky that it's just steps from my house, so it doesn't take much planning.
- Judging the photo contest for this calendar (yes, these 14 photos were chosen by our team out of hundreds submitted by local professional photographers, but mostly just people who love taking pictures).
- Eating crabs (because Lucy insists), drinking rosé, and solving all our problems- and everyone else's - with my daughters on my screened porch on hot summer nights.
- Going to NYC to help Ginger pick out furniture for her new apartment, and eating in incredible restaurants.
- Celebrating 4th of July in Lewes - my family's favorite day of every year - afternoon BBQ with Billie at the grill, strolling to the end of the street to watch the DooDah Parade, then heading off to the fireworks on the beach.
- Walking to Lloyd's (where everybody knows your name) and being able to buy farmers market quality fruits, veggies, and pretty much anything you need without having to go out on the highway.
- Participating in the Dewey Goes Pink 5K with my work family. Such a fun day for a great cause!
- Pulling-off a true surprise retirement party for Beth Heid, the woman behind all marketing for the past decade at The Lee Ann Wilkinson Group.
- Making it to The Funsters concert at the Canalfront Park with my friend Leighsa.
- Hosting a couple of small dinner parties at my house (something I have been wanting to do for years).
- Going to 6AM Barre and Cycle class with my die hard workout friends and Sea Barre Fitness instructors.
- Finding the perfect gift for my oldest daughter Taylor who just turned 40! (How can that be?!)
- Marshalling support and love for close friends going through serious health scares.
- Relaxing at home by the fire, eating take-out, and watching *Love Actually* and *Christmas Vacation*.

This June, I hope to take my family on a now twice-rescheduled due to COVID trip to Bari, Italy, but for now, I'm quite content with the year I just had. I'm thankful for the closeness and good health of my family, the continued success of my business, and as always, for my team of amazing real estate professionals who consistently focus on the details. And, of course, I remain so very thankful for each of you, my friends and clients!

Warmest wishes to all of you for joyous holidays and a 2022 full of the "**little things**" that mean a lot.

