

MARCH 2023

# NEWSLETTER



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## THE PERSONALIZED EXPERIENCE YOU DESERVE

WHETHER YOU'RE BUYING, SELLING, OR INVESTING, OUR GOAL IS TO DELIVER YOU MAXIMUM VALUE AND SUPERIOR CUSTOMER EXPERIENCES THAT FOCUS ON YOUR UNIQUE NEEDS.

## The real estate market is hot! It's ELECTRIC!!

The spring market is already heating up and there are some truly amazing properties coming onto the market! Hot properties are moving fast, so when we find the right one that meets your needs, we can quickly put a plan together and move to win.

This month's newsletter kicks off a series we'll be doing around home efficiencies. This month, we'll focus on green energy - specifically solar energy options and electric vehicles. It's important to understand how this technology works and how to best integrate it into your property.

If you've been thinking about buying, selling, or investing in a place at the beach, now is the time for us to revisit and discuss your goals. I'd love to speak with you and explain exactly how we can make it all happen.

Give me a call, text, or email today!

## ELECTRIC VEHICLES

AVERAGE COST: \$68K

TYPICAL RANGE: 200-300 MILES

TOP SELLING MODELS:

- 1 - TESLA MODEL Y
- 2 - TESLA MODEL 3
- 3 - MUSTANG MACH E



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**302 360-0300 OFFICE**

## A SPARK OF INSPIRATION ABOUT ELECTRIC VEHICLES INSTALLING A HOME CHARGING STATION



In our first article about green energy, we talk about Electric Vehicles (EV). Specifically, we'll explain home charging and why it's so important if you're considering buying a new EV. According to the US Department of Energy, 80% of all EV charging happens at home, so it's important to design and install the right setup.

EV's have three levels of charging: Level 1 uses a standard outlet in your home, like what you plug a coffee pot or blender in. Level 2 uses a higher volt outlet (240v), like what you use for a dryer. And level 3 is what you would find in public areas, like Tesla charging stations you may find at convenience stores.

For convenience, we'll focus on level 2 charging, since it's the most common for homeowners. While you could use level 1, the charging times are typically too long to make this a viable, long-term solution.

**What do I need to do to get my home ready for level 2 charging?** Your new EV will likely come with a home charger or it will recommend a specific charging model. You'll need to work with qualified electrician to analyze your home's current electrical panel, and determine if there's capacity to install the right charger. Most existing homes will already have what you need, but if you live in an older home, you may need to upgrade your electrical system. It's a good idea to do this prep work first, before you make a significant investment in purchasing a new EV. If you're building a new home, you'll want to discuss with your builder having charging capacity for an EV (or a couple of EV's).

**How much does it cost to install a charger?** The average cost of installing a charger can be around \$2,000. However, depending on your current setup, it could be less. Again, it's best to bring in a qualified electrician to get an estimate. In my own home, my electrical panel was able to support the charger without any major modifications. So, I was able to install a home charger in my garage for under \$500.

**Where should I install my charger?** You'll want to consider how long your charging chord is and where the charging port is on your EV, so you install the charger with enough room to reach the EV. If you have a garage, installing the charger out there probably makes most sense. Otherwise, most chargers can actually be installed outside (check specifications), near the spot where you park your car.

In future articles, we'll provide answers to questions you may be asking about how to research and purchase your first EV.

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## THE SECRET COST OF “FREE” ELECTRICITY ARE SOLAR PANELS REALLY WORTH IT?

There's no doubt that installing solar panels on the roof of your home will reduce your electricity bill each month; however, it's important to consider these questions before you make an investment in clean energy:

**Does investment in solar energy translate to higher selling price for my home?** Fortunately, a study at the Lawrence Berkeley National Laboratory at UC Berkeley offered the following answer: “We find clear evidence that solar systems are correlated with higher selling prices if those systems are owned by the homeowner. Alternatively, we find no value or slightly lower values associated with non-owned panels.” In other words, buyers may be willing to pay extra to take ownership of a seller's solar panels, but may not want to not accept responsibility for the ongoing costs associated with leasing those panels from a third party.



**How much do solar panels cost?** According to Consumer Affairs, the average cost to install solar panels in 2022 was about \$12,000, after federal tax incentives. You can install a smaller system for around \$5,000, while a high-priced system can cost \$40,000+. The average life span for panels is 25 to 30 years, and most manufacturers offer a 25-year production warranty.

**How much value to owned solar panels add to your home's value?** In 2018, Zillow reported that “homes with solar-energy systems sold for 4.1% more on average than comparable homes without solar power.”

**What other factors should I consider before going green?** Although solar systems still collect the sun's energy on cloudy days, their effectiveness is enhanced by direct sunlight. Unfortunately, Delaware does not rank high on the list of “sunny states,” and only generated average annual sunlight totals of 4,232 kilojoules (energy) per square meter. You should also consider your roof's size, orientation, and environment. Ideally, you want your panels facing southward and free of shade from trees or other structures.

Bottom line – do your research and do the math before making the investment in solar power. Going “green” should also mean bringing value to your home when it's time for sale!

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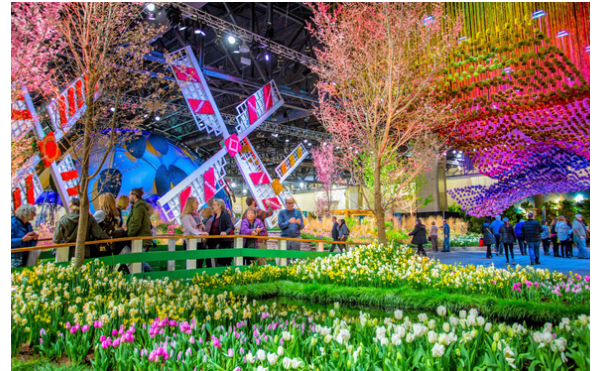


# MARCH CALENDAR OF EVENTS



**March 3** – Milton Theatre -- March Comedy Madness: Stand-Up Comedy Show! Featuring New Jersey's "Not-So-Tough-Guy" Comedian, Johnny Watson, Steve Rinaldi, and Keith Purnell! Come and enjoy a fun evening of laughter! 110 Union St., Milton

**March 7** -- Jolly Trolley-Philadelphia Flower Show Tour -- Prepare to be amazed by the latest floral designs and horticultural creations from a diverse line-up of exhibitors. Ticket price includes roundtrip transportation and admission! Departing from the Home Depot Front Parking Lot, 17832 Coastal Hwy. Lewes.



**March 11** -- Lucky 7 Sportsman Bash -- Join the Rehoboth Beach Volunteer Fire Company & Eastern Sussex Ducks Unlimited for a night to remember! Over \$15,000 in prizes! Food, Cash Bar, Live & Silent Auctions, Games, Raffles and More! Rehoboth Beach Convention Center, Rehoboth Ave.

**March 13** – Rehoboth Beach Film Society - Journeys in Art History: "Mary Cassatt: Painting the Modern Woman" - Mary made a career painting radical images, showing women as intellectual, feminine and real, which was a major shift in the way women appeared in art, during the mid-to late-1800s. Cinema Art Theater, 17701 Dartmouth Dr., Lewes.



**OFF SEASON IS THE BEST TIME TO COME EXPLORE THE BEACH!**

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# MARCH CALENDAR OF EVENTS



**March 16** -- Monthly Mystery Tours! Jolly Trolley Charter Tours transports you to unique stops at famous, educational, historic, and serene locales. Home Depot Front Parking Lot, 17832 Coastal Hwy., Lewes



**March 16-19** -- The Milton Theatre presents "Godspell" -- Boasting a score of chart-topping songs, the story of Jesus' life dances across the stage. 110 Union Street, Milton, DE.

**March 19** - "Magic" -- Rehoboth Concert Band celebrates the coming of spring with music that will usher in new life and all things magical. The benefit concert will support the Cape Henlopen Senior Center in Rehoboth Beach. Epworth United Methodist Church, 19285 Holland Glade Rd., Rehoboth.



**March 22** - Kid's Pasta Making Class -- Join our Chefs as they teach the art of pasta making to future chefs! Reserve a ticket at [www.difebos.com](http://www.difebos.com). DiFebo's Restaurant, 12 North 1st St., Rehoboth.

**March 25** -- Will Freshwater Book Signing. Meet-and-Greet with the audience, short readings, including an excerpt from "The Dark Horse" (yet to be published). Q&A with audience questions. 5-7 p.m., The Pines, 56 Baltimore Ave, Rehoboth Beach.



WHILE EVERY EFFORT HAS BEEN MADE TO ENSURE THE ACCURACY AND COMPLETENESS OF ALL INFORMATION, NO GUARANTEE IS GIVEN NOR RESPONSIBILITY TAKEN FOR ERRORS, OMISSIONS OR INCORRECT INFORMATION

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**AMERICA'S TEST KITCHEN!!**  
**BRAISED CHICKEN THIGHS WITH LEMON, SPICES AND TORN BASIL**

**Ingredients**

8 bone-in chicken thighs, trimmed  
1¼ teaspoons table salt  
½ teaspoon pepper  
1 tablespoon vegetable oil  
1 shallot, minced  
2 garlic cloves, minced  
1 teaspoon ground cumin  
½ teaspoon ground coriander  
1½ cups chicken broth  
½ teaspoon grated lemon zest  
½ cup juice (3 lemons)  
2 teaspoons water  
1½ teaspoons cornstarch  
1 teaspoon coriander seeds, lightly crushed  
2 tablespoons unsalted butter, cut into 2 pieces  
10 large basil leaves, torn into pieces



**Instructions**

Before you begin, use a small saucepan or skillet to crush the coriander seeds. Serve with potatoes, rice, or buttered noodles.

Adjust oven rack to lower-middle position and heat oven to 325 degrees. Pat chicken dry with paper towels and sprinkle both sides with salt and pepper. Heat oil in 12-inch oven-safe skillet over medium heat until shimmering. Add chicken, skin side down, and cook, without moving it, until well browned, about 8 minutes. Using tongs, flip chicken and brown on second side, about 3 minutes. Transfer chicken to large plate.

Pour off all but 2 tablespoons fat from skillet. Add shallot and garlic and cook, stirring frequently, until garlic is golden brown, about 1½ minutes. Add cumin and ground coriander and cook, stirring constantly, for 1 minute. Add broth and lemon juice; bring to simmer, scraping up any browned bits. Return chicken to skillet, skin side up (skin will be above surface of liquid). Transfer skillet to oven and bake, uncovered, until chicken registers 195 degrees, 35 to 40 minutes. Whisk water and cornstarch together in small bowl; set aside.

Using tongs, transfer chicken to serving platter and tent with aluminum foil. Place skillet over high heat. Stir coriander seeds into liquid and bring to boil. Cook, occasionally scraping side of skillet to incorporate fond, until sauce is thickened and reduced to 1½ cups, 8 to 10 minutes. Adjust heat to medium-low. Whisk cornstarch mixture to recombine and then whisk into sauce and simmer until thickened, about 1 minute. Off heat, whisk in lemon zest and butter. Season with salt and pepper to taste. Pour sauce around chicken, top with basil, and serve

**DO YOU HAVE A FAVORITE RECIPE OR COCKTAIL TO SHARE?**  
**EMAIL US AND WE'LL FEATURE YOU IN A COMING NEWSLETTER!**



**HOPE TO SEE YOU SOON!!**



Each Office Is Independently Owned and Operated



**Stephen Cremen**

Keller Williams Realty  
37169 Rehoboth Ave, Ext 11  
Rehoboth Beach, DE 19971  
Direct: 302 258-9206  
Office: 302 360-0300

Web: [www.findcoastalproperties.com](http://www.findcoastalproperties.com)

Email: [stephen@findcoastalproperties.com](mailto:stephen@findcoastalproperties.com)

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