



Big News for the Whayland Company!

As the Summer of 2016 comes to a close, it's a time of exciting news for the Whayland Company.

Now only are we in the middle of several great project builds, with more on the way, but we have finally completed and launched our new Whayland.com website.

We invite you to read more about that months-long project below, then visit the site and look it over. We welcome your feedback and would love to know what you think of the new site.

We also have new Facebook, Twitter and Instagram pages, to keep you informed of what's going on with us, and to let you know what's happening in our region. Please follow us on social media by clicking on the links in the story below.

Enjoy the rest of your summer everyone. Until next time...

Steve Hentschel
President

Real Estate News

Data Shows Strong Local Market

Recent sales data from the [Sussex County Association of Realtors \(SCAOR\)](#) shows a still strong real estate market in southern Delaware. It's

been several years in a row now of modest growth in the county, which is good news for everyone who lives and works here.

According to SCAOR, Nearly \$700 million of real estate changed hands in southern Delaware during the first six months of 2016, with residential homes selling for an average of \$309,320.

Homes are also staying on the market for an average of just 146 days and all other sales categories are also strong. This includes commercial sales, which have accounted for more than \$12 million so far this year.

In total, 2,064 residential properties have been sold in Sussex County between January 1 and June 30, again according to data compiled from SCAOR's Multiple Listing Service.

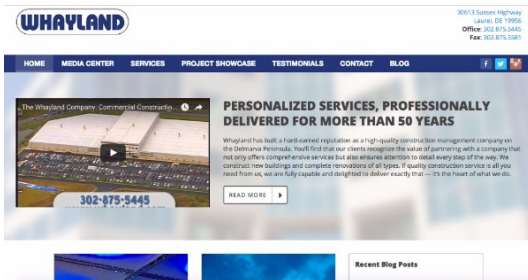
What this means for us at Whayland, as well as businesses throughout southern Delaware, is that the real estate market is strong. And when the real estate market is strong, that generally means the economy is strong.

During this type of economic cycle, people are generally content with how things are going and not hesitant to spend money. Look at two of our biggest current projects – major clubhouse builds in Lewes and in Long Neck – as a sign of the strength of the market right now in Sussex Delaware.

Read the rest of this Whayland.com blog entry [HERE](#).

Whayland News

Commercial Building Trends



Well, it's finally here!

It took us a while to get everything just right, but the new [Whayland.com](#) finally

One concept that has really gained traction in recent years is the whole idea of "smart building."

This can take many shapes and forms, but we thought we'd give you an overview of the topic here in our August e-newsletter.

Be sure to check on our new [blog page](#) later this week, however, for a more in-depth look at the idea of "smart building" in the United

went live a couple of weeks ago.

You'll notice some added features on the new site, including links to our [Facebook](#), [Twitter](#) and [Instagram](#) pages, a new regularly updated blog section and a "Media Center," where you can read what's being published about the company, as well as view our archived e-newsletters.

The new site also features a much cleaner design and is easier to navigate.

Check it out today and let us know what you think. We would love your feedback.

[New Whyland Website](#)

Past Project Showcase



This month in our "past project showcase," we take a look at Diamond State Dentistry in Milford, one of southern Delaware's finest dentistry practices.

Owned by Lucinda K. Bunting, a 1982 graduate of Indian River High School, the practice opened its new location in 2013 and is today one of the most well-respected dentistry practices on the Delmarva Peninsula.

Here are a few facts about Diamond State Dentistry.

States. You can also read about other industry-specific topics and related news, updated regularly.

Here's a preview:

A **smart building** is one that achieves significant energy savings by taking advantage of improved technology and materials in terms of structure, appliances, electrical systems, plumbing and HVACR.

Some elements of smart buildings are time tested, including

- Weatherization
- Lighting Technologies
- Green Building
- Renewable Energy

Ideally, a smart building also includes advanced control systems that connect some of these elements to optimize savings.

On average, buildings consume about 30 percent of the world's energy, according to sustainablecitiescollective.com. Improving energy management in those buildings will go a long way toward conserving energy and saving money across the planet.

HVAC systems, for example, can be upgraded to detect changes in the time, temperature, and environment and then respond accordingly.

But that's just the start...

"Smart Building" has grown more and more in popularity, and will continue to do so as the benefits begin to warrant the extra costs.

Read more on this issue on our [Blog Page](#) and be sure to check back in this section of

- The building is 5,200-square-feet
- It has 12 treatment rooms, double what the previous building had
- The new state-of-the-art building has allowed Dr. Bunting to not only expand her staff, but also her services
- The new office off Airport Road was constructed after the company outgrew it's old office, after 10 years in Milford

Join us next week as we turn back the clock and again take a look at one of the building projects that led to Whayland's success in years past.

our e-newsletter next month for more on the topic of "**Commercial Building Trends.**"

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