

HAPPY SUMMER

We are all smiles with recent closings and 5 Star Reviews



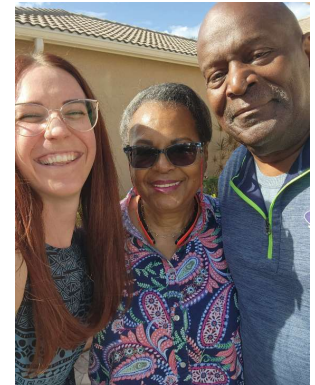
Kate, Michelle, Ashley and team, thank you so so much for making this a wonderfully smooth transaction. We always felt you guys were going over and above for us! We love that you offered us great referrals and recommendations, but even more so, you shared in our excitement and joy and that made you feel like an extension of us! We will recommend you wholeheartedly and call on you again "next time" God willing! ~ Janet C



Excellent communication through the entire process of our purchase. Always available to serve answer questions. I give this team a 6 start. I will always recommend them.
~Jamie F



This was my 5th home purchase, and without a doubt, the easiest. The "team" is subdivided to each persons specialty. Any questions or concerns I had was promptly attended too. You cant go wrong if you are thinking about buying a home!!
~ Donna K



Thank you Tony Baroni & Team! From the very beginning, Chris Jossi embraced our excitement (and terror) as first-time homebuyers and turned what could have been a super stressful experience into a joyful adventure.
~Christina P



Craig Kellner and the Tony Baroni team were amazing. We live in Chicago but we needed to sell our Aunt's house in Sun City Center. Working with Craig, from when we first met to the final contract - 60 days. He had all the support in the world... from virtual staging to repair people to home cleaning and trash removal. Everything was as he said. This man might be the straightest shooter in Florida and he "gits'er done."
~Tom A



BUYING NEW CONSTRUCTION

New Construction-Do You Really Need an Agent?

There is no law that requires you to use a Buyer's Agent when purchasing New Construction in the United States. However, there are many substantial benefits on having representation.

First, before you are even under contract, consider what an agent can bring to the table by having a wealth of market knowledge. Agents can show you different up and coming communities, inventory homes, discuss prices and budgets, and subdivisions to consider. A Builder would never show you around to other communities. Second, an Agent brings the negotiation power with them and can help you get the best possible deal. Chris Jossi, Buyer Specialist, plain and simple states, "As nice as the Sales Reps are, they represent the Builder and the Builder's interest. I represent yours." Agent offer substantial advice as well and often a seasoned Agent knows the community you are looking in and may have even sold in that community before, so can assist with past incentives and options to enhance your home. Agents can help with design features and help you pick out countertops, flooring, and lighting schemes and keep the design flow throughout the home.

Lastly, a wing man is nice to have by your side when it comes to a Home Inspection and/or Walkthrough. You may notice many items that need fixed or was missed by the Builder and your Agent can represent you to make that home perfect. Kate Conroy, Lead Buyer Specialist states, "Using a Real Estate Agent when buying new construction is like having a personal advocate who leverages market expertise, negotiates on your behalf, and guides you through the entire process, ensuring a smooth and successful transaction."

I have been able to experience what it means to have the best real estate experience imaginable with Chris Jossi. The aspects that I have valued most are his availability, the kindness with which he addressed each of our concerns, his valuable advice and the support network with which he connected us to close the purchase of our house. I recommend Chris and TB, the company he is a part of, they are true professionals! ~ Leonardo A



SUMMER TIME FUN!

Best Summer Time Movies

It is a great time of year to watch a movie or two. In theaters, at home or even movies on the lawn!

1. Sisterhood of the Traveling Pants
2. Jaws
3. Mamma Mia
4. My Girl
5. Now and Then
6. Independence Day
7. The Great Outdoors
8. I Know What You Did Last Summer
9. The Help
10. Forrest Gump
11. Grownups
12. American Graffiti
13. We're The Millers
14. Cast Away
15. Jurassic Park
16. Weekend at Bernie's
17. Grease
18. League of their Own
19. Fields of Dreams
20. Pirates of the Caribbean



Family Summer Bucket List



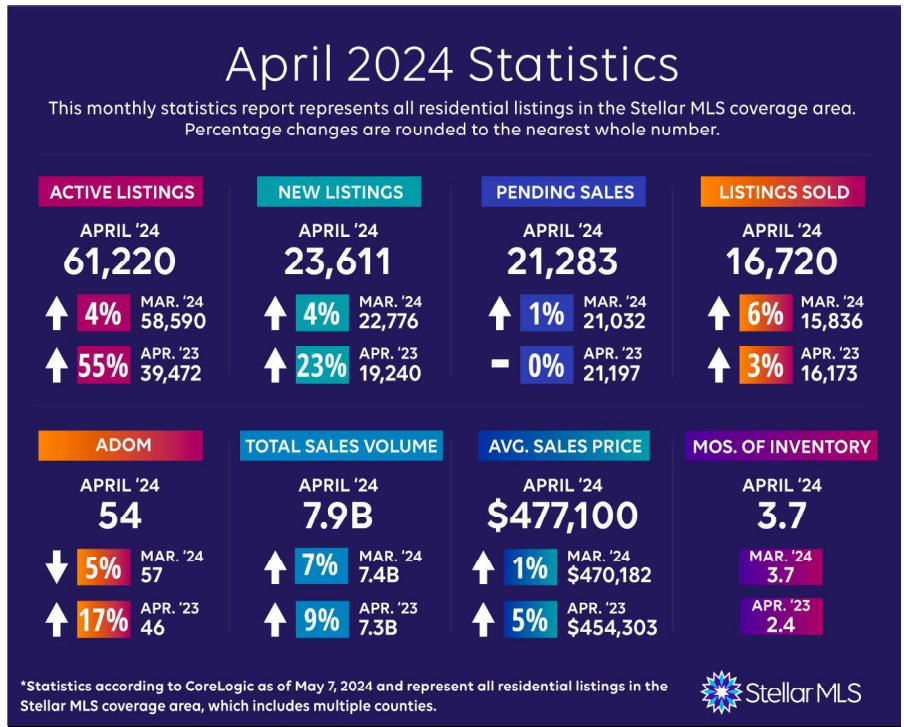
1. Water Balloon Fight
2. Bonfire and S'mores
3. Chalk art on the sidewalk
4. See fireworks
5. Make homemade popsicles
6. Camp in the backyard
7. Go putt putt
8. Beach Day, stay for the sunset
9. Attend an outdoor concert
10. Eat Ice Cream
11. Tube down a river
12. Make a lemonade stand
13. Visit a new place in Florida
14. Build a sandcastle
15. Blow bubbles
16. Cook out with the neighbors
17. Dance in the rain
18. Ride a roller coaster
19. Go fishing
20. SWIMMING



MARKET UPDATE

What Do the Experts Say?

The median home sold price in Tampa was \$411,383 in March 2024, down .4% from last year. The National Average is \$347,415. Tampa rose one spot to "Top 10" this year in Zillow's Hottest Housing Market List of 2024. "Tampa continues to be a fast-paced market with steady home values increasing (1.5%) says Tony Baroni. South Tampa continues to be a hot spot for home buyers out of state with top schools pushing that drive. However, we have seen lots of building and new developments in Pasco and Polk with those looking for more land to stretch out."



THINKING OF BUYING OR SELLING?

Florida's Real Estate Market is booming and now is a great time to jump on board.



Stunning Pool Home

2804 CALVANO DR
LAND O LAKES, FL
6 Bedroom 5 Bath 4,471 Sq Ft
Home Office, Bonus Room and Loft
3 Car Garage



Brand New in Plant City!

3705 RADIANT MOUNTAIN DR,
PLANT CITY FL
3 Bedroom 2 Bath 1,269 Sq Ft
Energy Savings and Smart Features

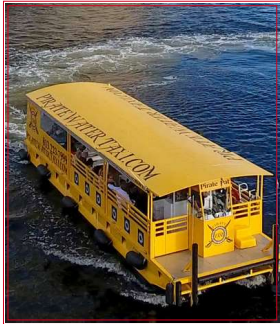


Tri Level Townhome with View!

9558 TARA CAY CT, #21
SEMINOLE, FL
3 Bedroom 3.5 Bath 1,998 Sq Ft
Lanai, Deck and 2 Balconies

EPIC WAYS TO SPEND THE DAY IN TAMPA

Now we all know that the best time to visit Tampa Bay is in the Winter Months. January-March is what we locals dream about. But there is just something amazing about long summer days no matter what the temperature is. Here are a few ways the TB Team loves to spend summer days in Central Florida.



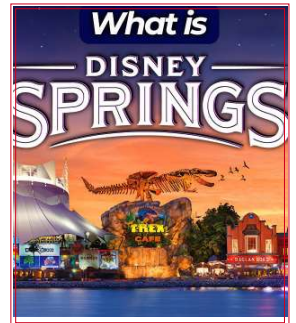
1. Load up your friends and family and prepare for a day in **downtown Tampa**. With 14 stops, the Pirate Taxi is the best shuttle service. You can grab lunch at Armature Works or Sparkman Wharf, stroll the Riverwalk, and take in the amazing views. When you need the air conditioning, head over to the Florida Aquarium and walk through the shark tank, meet the arctic penguins, and pet a Sting Ray. Little ones can hit the awesome splash pad outside before heading home.



2. Summer is not complete without some **beach days**. The Tony Baroni Team loves Clearwater, St. Pete, Siesta Key, and Anna Maria Island. Grab a table outside before the sunset at the Iconic Frenchy's or Palm Pavilion on Clearwater Beach. Enjoy some seafood with a cocktail and listen to the live music. This is why Florida is a travel destination! You live where others vacation!



3. **Busch Gardens** has started their annual Summer Celebration which last until August 7th. If you have not been to Busch Gardens -- it is time! Ride the train through Africa, watch the ice-skating show (a great way to cool off too), visit the Gorillas, and scream your head off on the Iron Gwazi. Stay for the fireworks each night, too!



4. Get a dose of Disney without the ticket price. Head to **Disney Springs** for amazing shopping, treats and street entertainment. Have dinner at the Boathouse, one of the best Disney Springs restaurants, and try a one of a kind experience with the Amphibicar! It is a car and a boat combined that takes you floating through the waterways of Disney Springs. Look up at night for fireworks.



5. **Weeki Wachee Springs**, just under an hour away from Tampa, is a great place to cool off in the water, go down the slide and spend a day in natural Florida doing something different. With a submerged Mermaid Show, wildlife encounters and riverboat cruises it makes our top five list. You can also bring your own canoe or paddleboat and take on the springs yourself. Bring a packed lunch; small fee is charged to go in.



FRESHEN UP YOUR HOME FOR SUMMER

As summer approaches, it's time to refresh your living space with the vibrant energy of the season. Here are seven simple ways to lighten up your decor and embrace the outdoors for a breezy, sun-kissed ambiance.



Put away heavy bedding and any winter prints like flannel that can be stored until the Fall. It is a cheap hack to buy throw pillow forms, usually about 20 dollars on Amazon, and buy new pillow covers to go with the season. A few new pillows and a colorful throw on the couch and your Living Room Space feels refreshed. Stager and Designer Marie Beckman says, "Rearranging your existing furniture can also give it a fresh new look."



Fix up the backyard. You need a place to let the kids play, dogs run, and BBQ with friends. Try to eat a few meals outside during the slower summer days so have a patio table and chairs cleaned and ready to go.



Buy some fresh summer scented candles or diffusers for your home. Into oils? Try the "popsicle stand": Lime, Grapefruit, Tangerine, Stress Away-- two drops of each. Seasonal blooms in a vase in the Kitchen and Dining Area are always a great instant refresh to a room.



If you own a pool, have it ready to enjoy. Night swims are the best. If you travel to a community pool, keep a pool bag ready. Include: towels, sunscreen, a pouch with cash, goggles, and a book.



If you have children a great time to go through closets and toys is in the summer. Pull out the clothes that no longer fit, put away heavy sweaters and coats, and have the kids help you to donate a few toys they no longer need.



Make your Summer Bucket List for your Family and put it on the frig. Plan some adventures. Also keep your children productive human beings by giving them some items they must do each day to keep the home running.



"Focus some time on your Front Porch. Invest in a new front mat and wreath for your front door", suggest Beckman. Pressure Wash and add some fresh, colorful, flowers. Yellow flowers and a black and white striped rug is on trend for 2024.

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workout

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- The cost you incur may be a tax write-off.**
- A concession may foster goodwill in the process of selling your home.
- It makes your home available and appealing to a wider group of homebuyers, especially in a higher

BENEFITS TO THE BUYER:

- You can save money up front when purchasing a home.
- A lower interest rate may result in a lower monthly mortgage payment.
- You may be able to use that extra cash for other expenses associated with homeownership.

Let's discuss temporary rate buydown and the array of other options I provide. No obligations, just tailored solutions for you.



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The TB Buzz by the
Tony Baroni Team



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