

# TB BUZZ

Tony Baroni Team at Keller Williams Covering Coast to Coast of Central Florida

Issue #27 Quarter 4 2024

866-695-9747

Over 2,800 5 Star Reviews

TonyBaroni.com



## GIVEAWAY TO SAIL AWAY CALL IN TO WIN 11.15.24

### Margaritaville at Sea

**SAVE THE DATE!**

**CALL IN TO WIN**

**FRIDAY**

**NOVEMBER 15TH**

**9AM TO 5PM**

**ONE LUCKY WINNER!**

**kw Cares.**

**THE TONY BARONI TEAM WILL DONATE \$2 PER ENTRY  
TO KWCARES FOR HURRICANE DISASTER RELIEF**

**Sail out of TAMPA BAY with  
a \$1,000 Cruise Credit for  
Margaritaville Islander on  
The Tony Baroni Team!**

Credit can be used to sail up to  
4 people with typical cruise rates

Winner will be announced 11/16/24  
on our Facebook page

**TB kw** SUBURBAN  
TAMPA  
TONY BARONI TEAM KELLER WILLIAMS, REALTY

**Call 866-749-8577 on  
11/15/24 9AM-5PM  
or Register Online NOW with the QR code  
or visit us at [TonyBaroni.com/Contest](https://TonyBaroni.com/Contest)**



No purchase required. Must be 21 or older to enter and Florida resident. Winner will be drawn randomly by computer drawing on Saturday November 16th and notified by phone.

# HAPPY CLOSING DAY!



Tell your family and friends to use the Tony Baroni Team with Keller Williams Realty!!!!!! I recently had the privilege of selling my home AND buying another home with the help of this team. It couldn't have gone any smoother. The team is EXCELLENT. They kept me informed, guided me thru every step and answered my "millions of questions" I fully trusted my agent's and the team. Heidi and Kate assisted me with my purchase and Craig assisted with selling my other home. Every single person on the team are Top notch. (I would name them all but I don't want to leave anyone out). I seriously could go on and on about the professionalism of everyone.... Trust me when I say this is the Team you want on your side. I am eternally grateful for all the support and guidance they gave me. - Mary D



Kate and Michelle were fantastic! From help finding the house, to showing us properties, and a smooth closing process, everything was easy and handled professionally! We are very grateful to have worked with the Tony Baroni team! - William C



Traci Deveau was amazing and will bend over backwards for you to get whatever is needed done. Couldn't be happier with the service I was provided. Thank you! - Matthew W



## the PROMISE The Tony Baroni Team



I worked with Carl Head & his team. They helped me buy my first home & made it a very simple process. Carl was very knowledgeable when it came to the real estate process and knew plenty about general house work to answer all my questions. - Ronald W



CHRIS JOSSI was an angel !!! He truly goes above and beyond for you . He always kept communication with us , doesn't matter the time or day. We never felt that we were a bother to him. He was just so professional but didn't keep it business-like , he treated us like family and that meant the world to us . He was NEVER PUSHY with the sale , we went in the home , he opened the door for us , and let us make our own opinion about the house . There was NO STRESS WITH CHRIS. I could go on and on but Chris doesn't treat this like a business, you are not a walking paycheck to him , he is truly invested in helping you find a home and making sure everything goes smooth. CHRIS YOU ARE THE REALTOR OF THE YEAR IN OUR EYES . - Maria R.



I had the pleasure of working with the Toni Baroni Team at Keller Williams to sell my home, and I cannot say enough about the exceptional service provided by Craig, Pam, and Evelyn. From start to finish, their professionalism, dedication, and expertise were evident in every step of the process. Craig's knowledge of the market and strategic approach ensured that my home was priced competitively and marketed effectively. His keen insights and advice were invaluable in attracting serious buyers and negotiating the best possible deal. Pam and Evelyn's attention to detail and organizational skills kept everything running smoothly. They were always available to answer my questions and provided regular updates, making the entire experience stress-free and efficient. Their commitment to excellent customer service is truly commendable. Together, Craig, Pam, and Evelyn make an outstanding team. Their combined efforts resulted in a quick and seamless sale, exceeding my expectations. I highly recommend Craig and the Toni Baroni Team at Keller Williams to anyone looking to buy or sell a home. Their dedication and expertise are truly unmatched. - Alicia V



# Should You Sell Your Home in the Winter?

Many think selling your home in the "Winter" or around the holidays is a Real Estate no-no. But the truth is, it is a great time to SELL in Florida and a common misconception. The Tony Baroni Team statistically always has a high number of those wanting to Buy and Sell in December. "Homes sell more quickly in Winter months due to Buyers being very serious and those who are Listing have it priced right with less competition," says Tony Baroni. Winter months are considered a peak selling season across the state of Florida with the busiest months being January and February. This is because the increased snowbird traffic and the gorgeous mild temperatures make everyone in the country want to have a piece of Florida in the Winter. Here are a few tips to make selling in the Winter Months easy peasy.

## 1. Festive Curb Appeal

Curb Appeal! As always, it starts with curb appeal. Don't overdue the yard decorations (think holiday inflatables) and keep everything modest and clean when holiday decorating. Focus on the front entrance with a beautiful festive wreath and welcome mat.



## 2. Cozy Holiday Vibes

Crank up the cozy environment! This is easy to do with the amazing holiday scents, candles or fireplaces burning. Play light holiday music. If you have a tree, turn on the lights.

## 3. Motivated Buyers Await

Buyers are more motivated. Be flexible with showings. You set the perimeters of when you are free to show the home but remember we want to always take advantage of every Buyer who wants to visit your home. Less Buyers perhaps; however, those who are looking are SERIOUS Buyers.

## 4. Staging for Winter Warmth

We offer Professional Staging assistance with EVERY Listing if you have questions or feel overwhelmed. Winter is about warm and cozy so fluffy blankets on couches, festive pillows on beds, a dining table set to entertain, and a few holiday themed décor is perfect.

## 5. Clean & Neutral Wins

Sparkling clean sells a home especially in Kitchens and Bathrooms. Fix minor repairs first before hitting the market and neutral paint is key.

## 6. Fresh Air Advantage

Perfect weather means opening windows or sliding doors and letting the air in! If you have a beautiful tree that blooms in the Spring leave a picture of that too.

## 7. Quicker Turnaround Times

Things move faster with setting up Home Inspections, Mortgage approvals or Appraisers because they have less on their plates. You can schedule these appointments quicker and see faster turnaround.

## 8. Holiday-Ready for Spring

We bet your home is looking its best with holiday décor and ready to entertain guests. It is the perfect time to make those moves now and be ready for your next home come Spring Time.



## Housing Market Trends 2024

- Average Tampa, FL home value is \$522,379
- Average Days on Market in Tampa is 61 Days, 31% go pending within 90 Days
- Average Rent in Tampa is \$1,920
- Zillow ranks Tampa as the 10th hottest market in the US for 2024.

**Let's have a conversation on how we can reach your Buying and Selling goals. 866-505-6115**

# The Most Wonderful Time of the Year

Whether you want to play in the snow with the penguins at the Florida Aquarium or decorate cookies with Santa and Mrs. Claus at the Lowry Park Zoo, there are endless holiday events in Tampa Bay and Orlando areas to get you in the festive mood.

Here are a few of our TB Team favorite ways to celebrate this holidays season:



Not many times you can say you went ice skating in Florida! **Ice Skating at Curtis Hixon Winter Village**, with a tree Lighting and Santa Fest and **Parade December 7th**, Downtown Tampa

**Tampa Bay Festival of Lights, Hillsborough County Fairgrounds. Nov. 28th-Dec. 29th**  
Drive through 1.5 million lights, visit with Santa, enjoy holiday treats, festive rides and shopping.



Grab the crew and head to **Busch Gardens Christmas Town. Nov 15-Dec 21**  
Amazing new shows, character photo ops, fabulous roller coasters, Santa, special treats, a 40 ft tall Christmas tree and all new holiday light display to stroll through.

Go find your hat and gloves and head to Orlando's **Gaylord Palms ICE** featuring the ELF. The only place to slide down ice, throw a snowball and walk through an amazing display of the ELF made entirely by ice.



**Universal Grinchmas** is a family friendly event that brings the Grinch to life. It also features holiday theme treats and shows, Christmas in the Wizardling World of Harry Potter, spectacular rides, and holiday cheer at every turn.



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**FAIRWAY**  
INDEPENDENT MORTGAGE CORPORATION

**FHA 203(H) HOME LOAN PROGRAM**

This program was created to help victims whose home is or was in a  
Presidentially Declared Major Disaster Area (PDMDA) get back on their feet by  
providing a new loan for a primary residence with down payment as low as 0%.\*



**Michael Farkas**

Loan Officer | NMLS #2069716  
Office: 574-339-1941  
Michael.Farkas@fairwaymc.com



4107 North Himes Avenue South, Suite 2B, Tampa, FL 33607

**GUIDELINES**

- Minimum credit score 600
- One-year timeframe to obtain an FHA case number from declaration date of PDMDA
- New property does not have to be located in the same area
- Previous home (owned or rented) must have been destroyed or damaged to the point that reconstruction or replacement is necessary
- The current mortgage payment is not used to qualify for the new loan\*\*
- Eligible property types:
  - Single-family residences
  - Townhomes
  - FHA approved condos

\*Eligibility subject to program stipulations, qualifying factors, applicable income and debt-to-income (DTI) restrictions, and property limits. \*\*In order to exclude the mortgage payments from the liabilities, the following must be met: Obtain information that the Borrower is working with the servicing Mortgagee to appropriately address their mortgage obligation; and apply any property insurance proceeds to the mortgage of the damaged house. Fairway Independent Mortgage Corporation is not affiliated with any government agencies. Materials are not from HUD or FHA. Copyright©2024 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Fairway is not affiliated with any government agencies. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity.



# HOLIDAYS 2024

## Holiday GIFT GUIDE

Here are some trending gift ideas for this holiday season!

Amazon Kindle Paperwhite \* Subscription Boxes catered to their interest or any hobby \* Splurge for HER--All in One, Dyson Airwrap Styler \* Barefoot Dreams Cozychic Hooded Robe \* Splurge for HIM- AirPods Max over ear Headphones Apple \* Caraway nonstick Ceramic Cookware Set \* Hatch Alarm Clock \* Soft Sided Yeti Cooler \* Bogg Bag \* Ugg Clogs \* Kuerig Coffee Pot and Pack \* Solo Fire Pits \* Bose Bluetooth Speaker



# YOU ARE INVITED! TBT ANNUAL PIE EVENT

We are SO THANKFUL for you! We so have appreciated your business and referrals of friends and family. We would love to offer you a free PIE this Thanksgiving Season.

Please stop by our office on **November 26th** and pick up a XL FREE pie for you to share with your friends and family this Thanksgiving. Please RSVP at [TonyBaroni.com/pie](https://TonyBaroni.com/pie) with your preferred pie: Apple, Pumpkin, or Pecan now!!

**Date:**

Tuesday November 26th

**Time:**

Any time between 4:00PM to 6:00PM

**Where:**

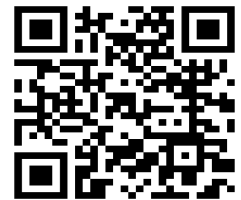
Valrico Keller Williams  
2350 E. St. Rd. 60 (the tall glass building)  
or  
Orlando Keller Williams:  
6900 Turkey Lake Rd, Orlando, FL 32819

We SO appreciate you.

**TOY COLLECTION** - We will have a toy collection box if you are able to bring a new unwrapped toy for kids in our community.

To RESERVE your pie  
Scan the QR code  
or Visit

[TonyBaroni.com/pie](https://TonyBaroni.com/pie)



## Photos from last year's pie giveaway



The TB Buzz by the  
Tony Baroni Team



2350 E. FL-60 Valrico, FL 33594  
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From our family to yours -  
We wish you the best this  
Holiday Season!



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