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KELLERWILLIAMS.

TB Buzz



Covering Coast to Coast of Central Florida

Issue #13 Quarter 4, 2021

866-695-9747

Over 2150+ 5 Star Reviews

TonyBaroni.com

Win 1 of 8

\$2000

G I F T C A R D S

Walmart
Save money. Live better.



amazon.com



Publix



TARGET



UNDER THE TREE - PAID FOR BY



Let the Tony Baroni Team help with your holiday shopping!

Our BIGGEST Giveaway Of The Year!
ONE WINNER EVERY HOUR!

Starting December 13th-December 17th you can register to enter to WIN our Biggest Day of Giveaways EVER!! You can enter online anytime at www.TonyBaroni.com starting Monday December 13th OR give us a call on Friday December 17th for our Call in to Win, Holiday Edition. Then like and follow us on our Tony Baroni Team Facebook page to find out if you are one of the 8 BIG WINNERS we will announce on Monday December 20th. Each winner will be awarded one, \$200.00 Gift Card to favorites such as: Walmart, Target, Publix, Amazon and Best Buy to help with the holiday shopping. 8 Chances to WIN!!! Put yourself on the NICE List today!

Every entry counts! The Tony Baroni Team will make a donation to a local charity for every call.

Call 866-749-8577 on Friday, December 17th

Between 9:00 AM and 5:00 PM

2021 - Year In Review!



JANUARY

FIRST
CLOSING
OF THE
NEW
YEAR

FEBRUARY

BUCS win the
Super Bowl
and Tampa
becomes
the city of
Champions.



MARCH

Lunch and Masterminding on how to
best serve our families.



APRIL

Celebrating Admin Day



Louis, Laurie and Chelsea

MAY

Team Day:
celebrating
hitting all
our mid-year
goals!



JUNE

Summer time and the
Real Estate market is on
FIRE



JULY

Fireworks
light the sky
for America
and the Bolts
become
Champions!



AUGUST

Orlando
Expansion
Office



SEPTEMBER

TBT expanded and
opened an office in
Englewood, FL with
Maria Ballinger. Now
serving the Suncoast
from Sarasota, FL to
Cape Coral, FL.



OCTOBER

The Real Estate
market is
anything but
scary..... The TB
Team goes Greek.



NOVEMBER

The Tony Baroni
Team is so
thankful for our
loyal clients. Pies
for everyone!!!



DECEMBER

Celebrating all
the families we
helped in 2021!



In 2021 we were honored to be able to donate thousands of dollars to local non profit organizations including ECHO, Seeds of Hope, Metropolitan Ministries, & Operation Lotus. Remember each person that participates in our Tony Baroni Team GIVEAWAYS makes a difference in our community so keep Calling IN to WIN. Lastly, the Tony Baroni Team donates on every closing to KW Cares which we have donated well over \$100,000 since 2007 so if you have done business with us please KNOW you make a difference to this organization that helps with natural disasters and other needs.

It's the Most Wonderful Time of the Year..... This is True for Buying and Selling Too!

Don't fall into the trap of "you should only sell your home in the Spring." This is just not the case in Florida. We have no snow storms to impact us and no true down time in Real Estate. In fact, "snow birds" or our retirees as we lovingly call them, are coming down in mass numbers every week. Historically, the winter months have always been one of the top times to buy and sell here in the Tampa Bay area for our team. Have you considered:

1. Buyers looking for a home during the holidays are motivated.
2. We bet your home looks amazing with twinkling holiday lights and the scents of the season. This is a great time to showcase that to Buyers as buying a home is a very emotional thing.
3. Interest Rates are still great and if you close before Dec. 31 you can deduct property taxes, mortgage interest, points on your loan, and interest costs.
4. Less competition in the market now and less likely to get in a bidding war.
5. People have time off from work to preview homes and internet usage goes up during the holidays. Make sure your home looks its best on all social media marketing. In Florida we have found that many out of state buyers will purchase a home without even seeing the property and just by the photos and videos.
6. Did you know the TBT buys homes too. If you want no showings while you choose the closing date this may be an option for you. This makes it stress free and easy!!!
7. When you use the Tony Baroni Team you can customize when you are free to show your home. Relatives in town this weekend? Block off the time that you will not show your home. Cooking a big holiday meal and don't want to handle a showing? Just say no. It is that easy. Or perhaps we already have a buyer out of the well over 100 buyers we are working with and can play matchmaker with your home.



**Delicious, soft, chewy, and
can feed a crowd. (Serves 24)**

Whisk together $\frac{3}{4}$ cup sugar, $\frac{1}{4}$ cup dark brown sugar, $\frac{1}{2}$ cup melted butter, $\frac{1}{2}$ teaspoon pure vanilla, $\frac{1}{3}$ cup molasses. Then, mix in 1 egg, 2 cups of flour, 2 teaspoons of baking soda, 1 tablespoon of cinnamon, $\frac{1}{2}$ teaspoon of ground ginger, $\frac{1}{4}$ teaspoon ground nutmeg, $\frac{1}{4}$ teaspoon ground cloves, $\frac{1}{2}$ teaspoon salt.

Spread the cookie batter into a greased, 9 x 13 jelly roll pan and bake at 350 degree for 15-20 minutes.

After cooling, you can add the cream cheese frosting and add holiday sprinkles. Yum!
Frosting: 6 ounces of cream cheese softened, 3 tablespoons butter, 2 $\frac{1}{4}$ cups powdered sugar, $\frac{3}{4}$ teaspoon vanilla (or you can also buy store bought cream cheese icing for a quick hack)

Happy Closing Photos and Reviews Collage



"Cannot say enough good things about this team. So lucky to have found them! Our house-buying process went very smoothly. Everyone is extremely knowledgeable, and very helpful. Even though times are very difficult at the moment with the housing market, we managed to find the perfect home with the help of Kari who did a fantastic job narrowing down our specific preference. We are forever grateful for your assistance!"
- Misha K.



"Craig and Chelsea are the best!!! Always so responsive and made the entire experience so stress free. Definitely recommend them to anyone wanting to sell or buy a house! :)
- Yaima R.



"The entire experience has been one of consummate professional, caring, and careful attention to the myriad details of our purchase. The team truly worked as a team to ensure our satisfaction. THANK you for your help!"
- AJ C.



Words can never really express my gratitude to the Toni Baroni Team in Tampa, Florida. They seamlessly facilitated the sale of my mother's home in a very professional and considerate manner. I am particularly grateful for the assistance of Craig Kellner, Louis Muto, Skylar Kelly and Chelsea Troche. These folks held my hand through the whole process and made this experience very stress free." - Gloria A.



Chris Jossi hands down, is a phenomenal real estate agent. We are super impressed by his intelligence, commitment and responsiveness. You are in great hands with Chris! My husband and I HIGHLY recommend Chris with the Tony Baroni team.
- Nicole V.

the
PROMISE
The Tony Baroni Team



When my husband and I started looking for a house, Our realtor John was extremely helpful! We constantly chatted to discuss listings, and he emailed new listings as soon as they were available. There were times we called him to see a showing last minute and he was able to book us same day showings to see houses. Even if we didn't end up liking that particular place, John was so positive and wonderful. Eventually we found our dream home and John continued to check in on us. Would absolutely recommend him and a realtor!!
- Christina G.



2021 Holiday Checklist

The key to the holidays is: 1) make a list of all the people you need to buy for and start early with your shopping. 2) make a "To Do" list of all the fun activities you want to do this season. Don't let the holidays slip away without some fun! Here is a Family Fun Checklist that you can cut out and place on your fridge to ensure a little holiday cheer and some binge watching.

- ☐ Drive around and look at local lights. (bonus points for holiday music)
- ☐ Make a Gingerbread House.
- ☐ Decorate the tree early to enjoy it longer. Pick out a new ornament to represent the year.
- ☐ Eat candy canes and drink hot chocolate. (don't forget the mini marshmallows)
- ☐ Bake and decorate cookies. Freeze some to have for Santa.
- ☐ Go see Santa or write him a letter.
- ☐ Send out holiday greeting cards. Everyone loves getting mail. Don't forget your neighbors.
- ☐ Have a family holiday movie marathon.
- ☐ Donate to a charity or family in need.
- ☐ Head to a local event for a big dose of cheer. Disney and Busch Gardens both do an amazing job with decorations and holiday spirit. Local tree lightings are also great.
- ☐ Take a family photo in matching holiday PJs.
- ☐ Countdown with a Advent Calendar.

Our Top 20 Holiday Movie List



Which one did we miss?

Like the Tony Baroni Team Facebook Page and join the conversation.

 facebook.com/tonybaroniteam

Snow Bird Season

Year round sunshine and low cost of living makes Florida the most popular winter destination for retirees in the United States! Northerners or "snowbirds" are flocking down now and usually stay until April thus, increasing our population by more than 5% every winter. The weather here is perfect for staying active and outdoors! The snow is traded in for sand and the coats are hung up. The Gulf Coast region of Southwest Florida is a great mix of beautiful beaches nestled into a prime central location with winter highs in the mid 70s. It also offers an array of Real Estate options from beach front condos to 55 and up communities.



DEAL ALERT - TARAWOOD

One of those amazing 55 and Up Communities is called Tarawood in Floral City, FL. This is a brand new subdivision with three different floor plans to choose from, featuring a pool, clubhouse, and shuffleboard. Prices range from \$220,000-\$260,000. For more information and questions, please contact Mike Malcolm, 407-494-4025, mike@tonybaroni.com. We can even send videos and photos to you if you are out of state. The builder and developer chose the Tony Baroni Team to help them sell 160 new construction homes that can be built in 90 days in this 55+ community!!! Tarawood is launching this week so contact us for details.



If you know of someone who would love to spend their winters in sunshine please let us know!

To learn more visit, <https://tonybaroni.com/tarawood>

We want to give a heartfelt THANK YOU to all our clients, vendors, fans, and friends who have been a part of our success this year. We have surpassed our goals in 2021 and have helped more families buy and sell real estate than ever before. 380 families so far in 2021 which is over one per day!! Our agents and team members have worked SO hard this year and we are so grateful that we get to have a career that we love every day. When you hit your goals, where do you go to celebrate? DISNEY WORLD of course!!!



Holiday Toy Gift Guide of 2021

Under 5

Stocking Stuffers: Stickers, Stack N Pour
Bath Toys, Hopper Ball, Puzzles

Disney: Winnie the Pooh Balance
Blocks
Glo Pixie Baby Alive Doll
Big Red Barn Animal Farm Playset
Green Toys Indoor Gardening Kit
Little Pretender Walkie
Talkie



Age 10-12

Stocking Stuffers: Cozy Socks, Chocolates, Hair
Accessories, Comics, Mini Cooking Utensils,
Hatchin Grow Dino Egg, Magnetic Putty, Slippers

Crayola, Light up Tracing Pad, Pop Fidget Push
Toys
National Geographic Earth Science Kit
Snap Mechanical Coding Robot
Razor Hovertrax Hoverboard
Go Glam Nail Stamper
Moon Lamp, Headphones



Age 5-9

Stocking Stuffers: Slinky, Twistable Colored
Pencils, Bath Bombs, Sidewalk Chalk, Goggles,
LOL Dolls, Squishes, Sweetheart Smencils

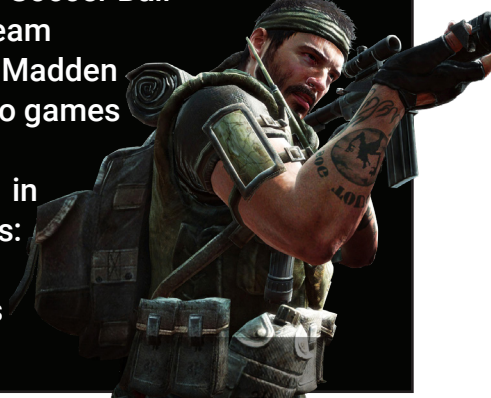
Marvel, Spidey and his amazing friends
figurines
Kiwi Crate Monthly Subscription
John Deere Monster Tread Lightning
Wheels Tractor
Star Wars, Mandalorian
Figurines
Hooded Bathrobe
Marvel Captain
America and Hydra
Face Off legos
Kid Made Modern
Arts and Crafts
Library Kit
Karaoke Machine



Teenagers

Stocking Stuffers: Gift Cards,
Starbucks, Tervis Cups, Nail Polish, Make
Up, Gaming cards

Spikeball
Slackers, Ninja line Intro Kit
Perfume/Cologne
Rechargeable Hover Soccer Ball
Jersey of a sports team
Call of Duty, MLB, Madden
NFL are the top video games
for 2021
Local Experiences in
Tampa Bay coupons:
Topgolf and iFLY
Clothing and Shoes
gift cards



Books, Books, Books for any age group!!!!



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www.TonyBaroni.com



Covering Coast to Coast of Central Florida

#13 In Florida (Large Sized Teams)
According To Real Trends

COAST TO COAST

CITIES COVERED: CRYSTAL RIVER, SPRING HILL, LAND O' LAKES, WESLEY CHAPEL, LUTZ, CLEARWATER, TAMPA, SOUTH TAMPA, ST. PETERSBURG, APOLLO BEACH, RIVERVIEW, PARRISH, BRADENTON, SARASOTA, VENICE, ENGLEWOOD, DAYTONA BEACH, LEESBURG, TITUSVILLE, ORLANDO, CLERMONT, KISSIMEE, LAKE LAND, PLANT CITY, VALRICO, BRANDON, LITHIA, MELBOURNE, PALM BAY.

OVER 2,100 HOMES SOLD & OVER 2,100 ★★★★★ REVIEWS
CALL (866) 695-9747
www.TonyBaroni.com



THE RYAN BOYD TEAM
CROSSCOUNTRY MORTGAGE™

The Ryan Boyd Team with CrossCountry Mortgage would like to wish you a Happy Holiday Season!

We are here for your home financing needs whether it be to purchase a home or refinance. Many are taking advantage of their home equity by taking cash out to pay off existing debts and credit cards or do home renovations. The market is still strong and although we do think appreciation will slow next year, we still expect home prices to rise. Based on this and the reality that interest rates will likely be on the rise, it is still a great time to purchase sooner rather than later! Also, remember that if you close on your new home by Dec 31, you will be able to apply for homestead exemptions through your county to reduce property taxes.

Reach out to us for a free consultation.

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Website: BoydHomeLoanTeam.com
Email: ryan.boyd@myccmortgage.com

Please Follow Us on Facebook and Instagram for contest, design ideas, prizes, new homes for sale, and open houses to tour!!



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If you are a local business and want to be featured in the next edition please contact kellie@tonybaroni.com