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Explain the Real Estate Market?!!!

By Tony Baroni -CEO

It is just not in Tampa Bay and Orlando. It is just not in Florida. This Real Estate Craze is all across the Nation! We have seen some other insane markets in years pass but just last month we have helped over 40 families get into their dream home AND thrive in this market. But there is some big difference between what happened in the 2008 market and what is happening today in 2021. Let's break it down with Local Expert and CEO Tony Baroni of the Tony Baroni Team. Some Buyers have said that they feel they are paying over top dollar for a home and they think the Real Estate market is going to crash like it did in the past. "First, the popping of the Real Estate bubble in the 2008 era was driven by mortgage fraud. Pure and simple," says Tony Baroni. Not the case today. Secondly, per Gary Keller, 2008-2019 real estate builders have not kept up with the pace of building new homes across the nation. Many companies went out of business through the past years or pulled back on the number of homes they were building which started to create a supply issue prior to 2020.



Then Covid 19 hit. 2020 was a year no one has seen before. For some people, it will forever change how we feel and see the world. It changed how we see our home and the space we live in. Americans treasured their

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"It disrupted the natural turnover of the market and created a Supply and Demand issue that we are seeing in today's market.

Low inventory + low interest rates = Housing Frenzy,"

safe space of their home. They began to work from home which meant they could work anywhere in the country. And some states restrictions pushed residents to other states where tourism and less restrictions looked appealing. "A typical pattern we have seen is for example, a couple has a graduating Senior go off to college last year and they had decided that they wanted to down size when all their children left and move. With Covid, they changed their timeline and stayed in their house. Now multiple that by thousands," says Tony Baroni. "It is now an Economics 101 class of supply and demand."Covid 19 changed the timeline for Sellers. "It disrupted the natural turnover of the market and created a Supply and Demand issue that we are

seeing in today's market. Low inventory + low interest rates = Housing Frenzy," says Tony. National Experts are predicting rising Interest Rates which will offset price increases but no expert is predicting a burst. This boom is here to stay.

What's Trending in the Design World?

We are spending MORE time than ever at home. It has become our school, our office, our restaurant, our sanctuary. If you are wanting to bring out the very best of your home, let's dive into what Interior Designers are seeing as the biggest trends in 2021.

1. As they say, all trends come back around. One of the top trends in 2021 we are seeing is **WALLPAPER!** Remember the days of seeing Rooster wallpaper in Kitchens and wondering how you could ever scrape that all off? Peel and Stick wallpaper has now changed all of that. It is now easier than ever and fairly cheap. Accent a wall and make Foyers and Dining Rooms pop. We have seen gorgeous nurseries use it and textured wall paper in a Master Bedroom really anchors a space behind a bed.



cabinets providing a warmth and livability to the space.

5. Casual comfort is all the rage and with this brings **NATURAL FIBERS** to the forefront. Think wicker, rattan, jute, grass cloth and a huge bohemian décor trend. If you can't go all in with furniture try baskets and lighting to add a touch of this popular design element.



6. Of course we all want clean air and a more organic vibe to our home since we are spending so much time at home. **HOUSEPLANTS** are the best way to do this. English Ivy, Bamboo, Chinese Ever green, Gerber Daisy, and Dragon Tree are all on the top of the list per HGTV.

2. **MIRROR** Mirror on the wall...the illusion of depth, increase natural light, and making smaller spaces appear bigger all add to the mirror craze. Think of using a large mirror in the Foyer, above a buffet table in the Dining Room, or above a fireplace.



3. No more all white spaces....**COLOR** is back. Paint, throw pillows, art work and rugs are all great ways to add splashes of color. Top 2021 Color?? Shades of ocean blue still reign for its calm and peacefulness qualities.

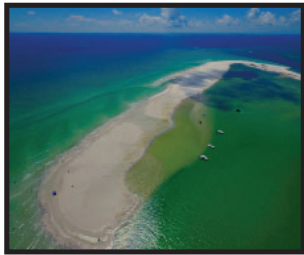


4. Well we knew it was coming. By the time we all changed our Kitchens to all white the design trend is now **DARK CABINETS**. Typically we are seeing an accent of dark cabinets in the Kitchen on an island or on just the lower



7. No other trend is more powerful to sellers and buyers alike as an **OUTDOOR LIVING SPACE**. If you have a pool or hot tub you can maximize the space. If you have a Front Porch or back Lanai add comfy seating and pops of color. If you are thinking of building a new space think of ways to include mind, body, and spirit into a tranquil place to dine, read and relax, and entertain.
(notable tips from Trishtalkz Home and Garden)
Reviews and Happy Closing Photos perhaps with our map of where we serve—Tampa and Orlando Areas

Get Out the Kayak Top Ten Places to go in Tampa Bay



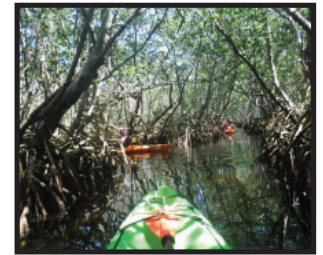
Shell Key and Fort
Desoto



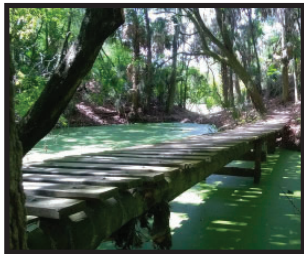
Weeki Wachee
(water is 70 degrees year round
and crystal clear)



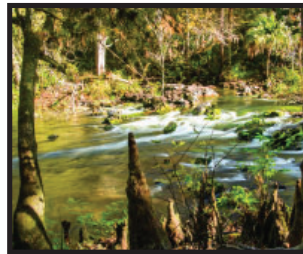
Cockroach Bay
Preserve



Weedon Island
Preserve



Alafia River



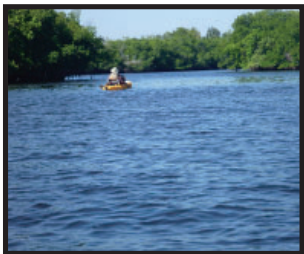
Hillsborough River



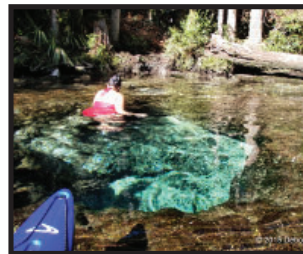
Caladesi Island and Honeymoon
Island (great beaches)



Rainbow River
(bring a snorkel)



Little Manatee River



Chassahowitzka River
and 7 Sisters Spring



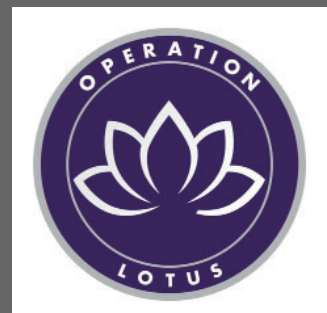
Our own Mike Malcom
enjoys kayaking

Visit our blog
tonybaroni.com to
share your favorite
kayak locations and
stories

This month's Call In To Win Tony Baroni will donate \$2 per caller to Operation Lotus

About Operation Lotus

In September of 2012, my husband Leon died suddenly in my arms. At 31 years old, I was was a widow. Leon left behind two small sons- Brodie (then 5) and Carson (then 3). On the morning of his funeral, I discovered I was pregnant with our 3rd child (Noah). My family, friends, and community came together and gave us so much love, support and hope. In the months following Leon's death, I made him a promise. I promised him that I would turn our tragedy into something positive and help others who had experienced something tragic. Operation Lotus is just that- my way of using our tragedy to inspire the lives of others. The mission of Operation Lotus is to help restore hope for those going through a grief or tragedy.



One Tank Gas Trips-It's a Staycation Weekend

Sanibel & Captiva

How lucky are we that we can pack a suitcase, grab our flip flops and in a short two hour drive from Tampa arrive in what could certainly be described as paradise. Sanibel is a city on an island in southwest Florida known for its beaches filled with shells. Locals even refer to the "Sanibel Slump" watching people looking down in search of that perfect shell. With glorious beaches, jumping dolphins playing in the waves, and happy birds flying by you can totally catch the beach vibe quickly.

Beyond beaches, Sanibel has some other points of interest you should include in your getaway. J.N. Ding Darling National Wildlife Refuge is a great \$10.00 drive through or \$1.00 bike ride, park full of on touched Florida marshes to check out birds and mammals in the natural setting.

Want to learn even more about shells? Check out Bailey-Mathews National Shell Museum, connecting people to the natural world through their love of shells and the animals that create them. Renting a bike is a must around the island. Hit all the quaint beach shops, grab an ice cream cone, and get some exercise. When you are ready to hit the open water the Sanibel Thriller is a great fast pace boat ride and tour around the island with dolphins chasing you.



So now that you have worked up an appetite here is our Top Picks for food!



Best breakfast: This is a hard category because there is SO many good spots. We loved the **Blue Giraffe and Sanibel Fresh.**



Romantic Dinner for Two: **Thistle Lodge Beachfront Dining.** Take your shoes off and stroll the beach after dinner.



Best Sunset View with Dinner: **The Mucky Duck,** but go early because parking can be rough.



Hot Spot for Lunch: **The Island Cow,** sit outside and enjoy the sunshine.



Best Dessert: **The Bubble Room** for cake slices as big as your head.



Honorable Mention: **Jerry's Market** for groceries, souvenirs, cup of coffee, and beach toys!

Hurricane Season

Atlantic Hurricane Season runs from June 1- November 30th with the peak season being August and September. Usually 2-3 days out, models can give us the path of a storm fairly accurately. <https://www.nhc.noaa.gov> is a great resource for alerts, forecast and models. Do yourself a favor and get prepared NOW so you are not fighting with the crowds of people and low supplies. Batteries, candles, flash lights, pantry items, cooler, medication, pet food, trash bags, canned goods, and bottled water can all be purchased ahead of time and thrown in a tote. Floridian Tip: If a storm is approaching landfall by you: get cash out, fill your tubs with water for flushing, get a new propane tank for grilling, take photos of your home for insurance, and fill up your gas tank (lines will be long)!

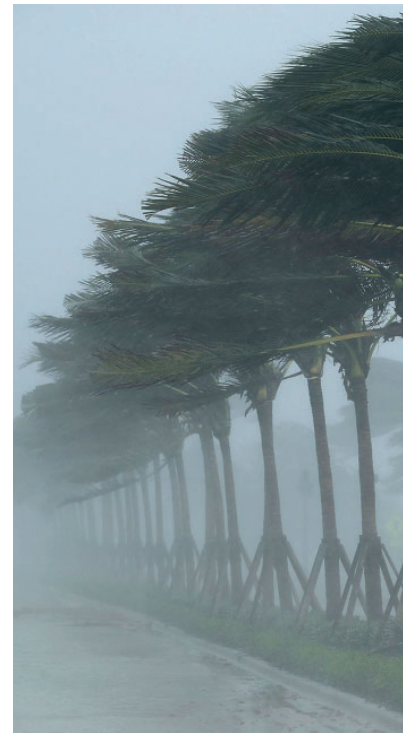
Tropical Depression- winds up to 38 mph

Tropical Storms-winds up to 39-73 mph

Hurricanes-74 mph or greater

Start prepping your home for a major storm now:

- Install surge protection
- Buy a few pieces of plywood and tarp
- Seal windows and doors
- Remove debris
- Get trees trimmed back so branches don't touch your home in the Spring
- Clean our gutters and drains
- Check on your generator if you have one
- Know where your shut off valves are for water, electricity, and gas
- Upgrade to impact resistant windows



Quick and Easy Strawberry Cheesecake Homemade Popsicles

What you will need:
6-8 large strawberries-washed, cut and quartered
2 tablespoons white sugar, 2 tablespoons warm water
3.4 oz cheesecake instant pudding
2 cups of milk
12 vanilla wafer cookies crushed finely

Whisk the pudding and milk together and then stir in the cookies. Add strawberries, sugar and water and mix well in a separate bowl. Now layer. Use a 2 tablespoon portion of the pudding scoop to a popsicle mold. Add 1 tablespoon of strawberry mixture to the next layer, and finally another scoop of pudding layer. Gently tap mold to release bubbles and place in freezer for 8 hours. Take out and enjoy!

SUMMER TIME Bucket List

- May 28th-Sept 5th Busch Gardens Summer Nights- feel the spark after dark with an all new firework show, food, and rides.
- Take the kids to the Sunset Festival at Pier 60 Clearwater (free).
- Enjoy a Butterbeer in the Wizarding World of Harry Potter, Universal.
- Read a good book.
- Date day at Sparkman Wharf. Live music, great food, and local beers.
- Make homemade ice cream sandwiches and popsicles.
- Meet up with friends at a Roof Top Bar for a different view. Try Epicurean Hotel and M. Bird at Armature Works.
- Feed alligators, see snakes, and walk the swamp at Gatorland, Orlando.
- Go night swimming.
- Go camping at Disney's Fort Wilderness. Tent, Cabins or RVs welcome. Don't forget to rent a golf cart.
- Eat watermelon.
- Picnic, tubing, and fresh water swimming at Kelly Park and Rock Springs, Apopka.
- Watch the sunset from the beach.



Landscape, Flowers, and Yards, Oh My!

Pro Tip: Gus's Lawn Care, 813.477.1496



Do you feel it? Spring is in the air and even some days Summer too! We reached out to our local Expert Landscaper, Gus Harris with Gus's Lawn Care to ask him for some advice to make our yards beautiful. He stated that this is the perfect time to fertilize your yard and up the watering to your counties allowance days. "Adding mulch on a regular basis is essential for keeping it look great and weed control," said Gus Harris. "Crotons, Scheffleras, and Red Ty Plants are colorful and easy to maintain in the Florida heat. Colorful Annuals are also a popular choice to add some pop to your landscape and curb appeal." Bay Laurel, Beautyberry, Holly, Firebush, Ixora, and Loreptelum are all great shrubs to add to your properties borders that thrive in Florida's subtropical climate. For more landscape design help on your lawn or monthly lawn care give Gus's Lawn Care a call. Happy Gardening!



The TB Buzz by the
Tony Baroni Team



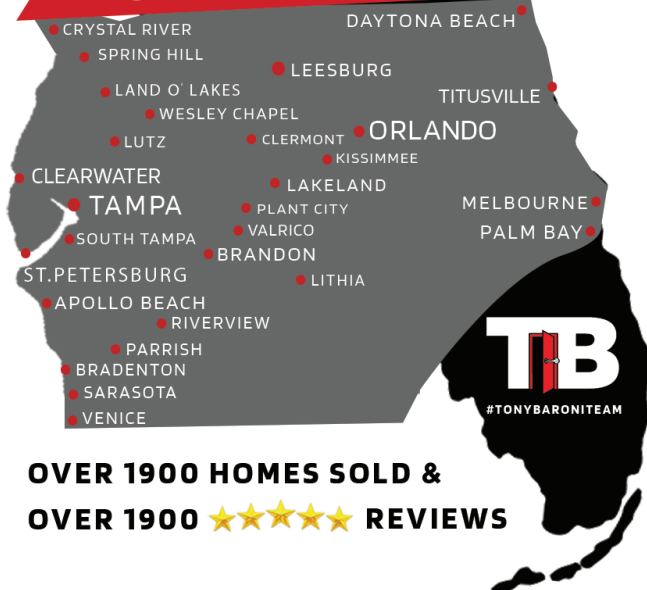
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edition please contact our Editor, Kellie@tonybaroni.com

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