

The Tony Baroni Giveaway

\$1,000 Gift Card!!!

**Hyatt Regency Clearwater
Resort & Spa**



Friday, May 6th is our next CALL IN TO WIN Contest and EVERYONE is invited! We are celebrating all mommies, moms, moms to be and mother figures in your life. A 2 minute phone call, anytime from **9:00-5:00 on May 6th**, enters you to win a **\$1000.00 gift certificate** to be used at the **Hyatt Regency Clearwater Resort and Spa**, 301 S. Gulfview Blvd., Clearwater!!

Located steps from the Gulf of Mexico and the new Pier 60, this resort is walking distance to the beach, and surrounded by shopping, amazing dining, and attractions like the Clearwater Aquarium. Don't forget to celebrate who you love by booking an appointment and recharging at the wonderful onsite SPA, watch the sunset from the 8th floor pool deck and grab a bite to eat at SHOR American Seafood Grill. This gift certificate can be used throughout the hotel for a mini staycation at the hotel, a day of indulgence at the spa, or for food and beverages, or ALL of the above. Who would you like to celebrate this Mother's Day Weekend?

Must be 18 or older to enter. Winner will be drawn by computer drawing on Saturday the 7th and notified by phone.

****Every call counts!! For every caller who enters, a \$2.00 dollar donation will be made to the Humane Society of Tampa Bay.**

Thinking of Listing Your Home This Summer?

Top Ten Items to Check Off Your List Before You SELL:



1. Gutters

Remove leaves and fix any leaks before the big storms come this summer.



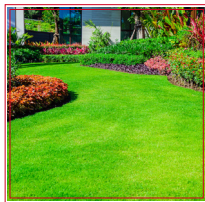
2. Pressure Wash

Wash off the sidewalks, driveway, pool decks, and any mildew on home.



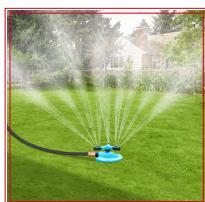
3. Roof

Check the roof for loose shingles or tiles and any cracks.



4. Yard

Get your grass in tip top shape and plant colorful flowers and add fresh mulch.



5. Sprinklers

Replace any broken or damaged valves.



6. Paint

Touch up walls and baseboards, repaint any bright colored walls to more neutral.



7. Updates

Update light fixtures in Kitchen and Bathrooms for a quick update.



8. Declutter

Go through those closets and drawers and donate one trash bag full a day.



9. Flooring

Have carpets and tile professionally cleaned.



10. Countertop

Focus on nothing on countertops in bathrooms and kitchens.

Does Your Home Speak to the Next Generation?

It is always important to keep in mind the generational trends we are seeing in certain neighborhoods. Certain characteristics may be more suitable to a younger **Millennial Buyer**, whereas other characteristics may be more suitable to a **Baby Boomer Buyer**. Always know your audience! An already updated interior is ideal as many Buyers in this market do not have the additional funds to pay top dollar for a home and then remodel it. They are looking for low maintenance flooring such as Luxury Vinyl and easy to care for countertops, like Quartz. Millennial Buyers are wanting well equipped Kitchens and separate Laundry Rooms.



Post-Covid times has effected Buyer's needs and wants. Now, a designated Home Office for telecommuting or working from home has rose to the top of many "must have" lists. As well, in a study done by **Better Homes and Gardens, 77% of all next-gen Buyers wanted an outdoor living space with a place to eat a meal outdoors.**

Lastly, the Millennial Buyer is willing to pay 3% more for improvements that will lower their power bill and items that will make their lives more convenient like a wireless security camera, smart phone controlled locks, and self-programmed thermostats.

HAPPY CLOSING PHOTOS AND REVIEWS COLLAGE



"Ann, Chelsea and their team pulled off one of the most difficult closings I've been through! They sold my multifamily listing to an FHA buyer and although either party could've pulled out of the transaction multiple times, this team kept it together and crossed all hurdles to get to the finish line. I'm really impressed with their customer service and ability to develop relationships with members of the other party as well! Great job team!!" - Leka Devatha



"Chris performance was exceptional. A long-distance purchase could be a hectic process, but Chirs provided the confidence and trust that made it easy. He managed to show us all the houses we requested and provided good advice. Thank you."
Claudio Rodriguez



"The best group of people you'll ever deal with. Made sure we had the perfect place for us, and went above and beyond to make it happen."
Wanda Viars



the PROMISE

The Tony Baroni Team

"Chris and the team done an excellent job with our selling experienced Highly recommend this team on buying or selling home."
Douglas Smith



"Heidi and Kate both went to extreme lengths to ensure the home buying process was a smooth experience. Love all the work they put in and would recommend them to anyone!"
Alexander Russello



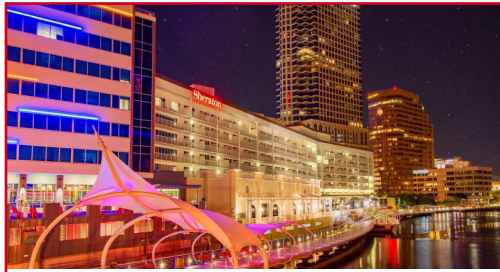
"I just bought my dream home thanks to this team especially Chris Jossi. His high level of professionalism, his patience, his availability made our experience wonderful and that the language was not a barrier to understand us. Thank you, Chris for helping us and for always being attentive to our requests. Highly recommended as a realtor."
Adel Marina



FREE Things to Do this Summer in Tampa Bay



Always check the Hillsborough County Library website as they offer presentations, classes, puppet shows, reading group time and more. Everyone needs a good summer book to read too.



Free movies in the park is a great family date night. Tampa Riverwalk and Clearwater Sunset Festival at the Pier offers free movies paired with performers and live music.



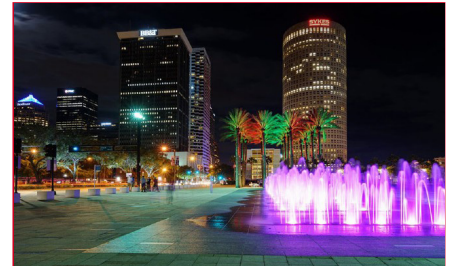
Watch the sunset on the beach, a free show every night.



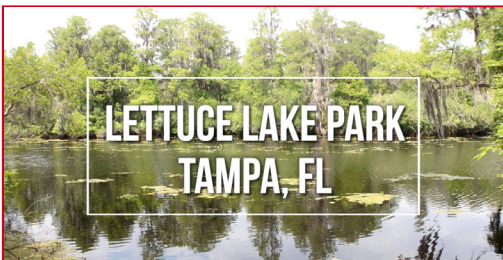
Beach Time! Stroll the shops at John's Pass Village, sit in the sand at Anna Maria, and visit the new pier in St. Pete.



Take a picnic to the free, lush oasis of the Florida Botanical Gardens. Check out the butterfly garden and soothing water fountains.



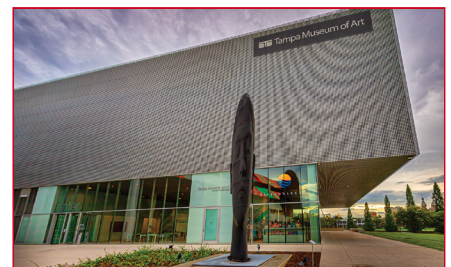
Check out the concert list and events at Curtis Hixon Waterfront Park.



Lettuce Lake Park in Tampa, guided free nature walks on the weekend or go anytime and walk the boardwalk. (\$2.00 per car entrance fee)



Tour the Yuengling Brewery for free samples and get to see one of the oldest breweries. 21 and up.



Tampa Museum of Art, Fridays from 4:00-8:00 it is free to get in.



Cool off at the 72 degree natural springs water at Lithia Springs Park. (\$2.00 per car entrance fee)



Make homemade snow cones, ice cream, and popsicles.

Make Summer Memories at Busch Gardens



Opening in 1959 and about an hour and a half from Disney sits **Busch Gardens Theme Park**. With this park being both an amusement thrill park and zoo meshed together, it meets the needs of multiple family members and all ages. Our family loves the swimming hippos and the larger than life crocodiles but our favorite animal experience is the majestic walk through the **Myombe Reserve** to see the gorillas. Every once in a while you will be lucky enough to feel as if they are looking right into your eyes. Do you have the need for speed? The new **Iron Gwazi** is open at **Busch Gardens** and it boasts the tallest, steepest, and fastest hybrid rollercoaster in North America. **Cheetah Hunt** is also a must do rollercoaster and just so happens to be the park's longest ride. One of Busch Garden's most well themed rides is the **Egyptian inspired spin coaster, Cobra's Curse**.



Finally, Montu makes almost any Busch Gardens must do list. When you get too hot, head over to the **Congo River Rapid ride** where you are sure to get cooled off. Close by you can start to smell the **Zambia Smokehouse**.

This spot is one of the best places for lunch, where all the meat is smoked on a wood fire each day. Take the little ones to see the Elmo show and explore the **Serengeti by taking the Express Train** and watch the exotic animals, like the giraffe and zebras, roaming about. Midday snack? Try the pretzel shop and grab a beer in the shade while the kids hit **Falcon's Fury**. When you have had enough walking, head to the ice skating show in Morocco, near the front entrance, for a great indoor air conditioned show.

With a **Fun Card**, you can come all year and they have some great

events at the park we would highly recommend such as **Summer Nights** with fireworks, **Howl O Scream in the Fall**, and **Christmas Town**.

Also, across the street, Adventure Island opens the world's first dueling saucers in the new Rapids Racer and opens the refurbished Wahoo Remix with synchronized lights and sound elements. Last stop of the day, by the front entrance is Sultan's Sweet. Grab a dessert or an ice cream cone as you walk to your car and share your favorite thing about the day.

Insider Tips: Be there at park opening, wear comfortable shoes and sunscreen. You can rent a locker at every roller coaster entry point but you are not permitted to take anything on or in the attraction line. If you can swing just a "fannie pack" you will save money and time.



The Tony Baroni Team Kicks 2022 off with a Bang!

We are so thankful and honored to have helped so many families buy and sell real estate. We love what we do and we love to be able to teach other agents as well.



February: Not only did our KW office win number 1 for Closed Units, our Shining Stars, Craig Kellner and Kate Conroy accepted our award at the North FL Region KW Cultural Summit for the Tony Baroni Team.

March: Tony Baroni was awarded Top Male Producer 2021 from Tampa Real Producers. This was voted on by other local Realtors and industry leaders in Hillsborough, Pasco, and Pinellas Counties.



March: Mike Malcolm, Expansion Director for the Tony Baroni Team, was awarded the Millionaire Agent Level Production award for the Tony Baroni Team Orlando!!



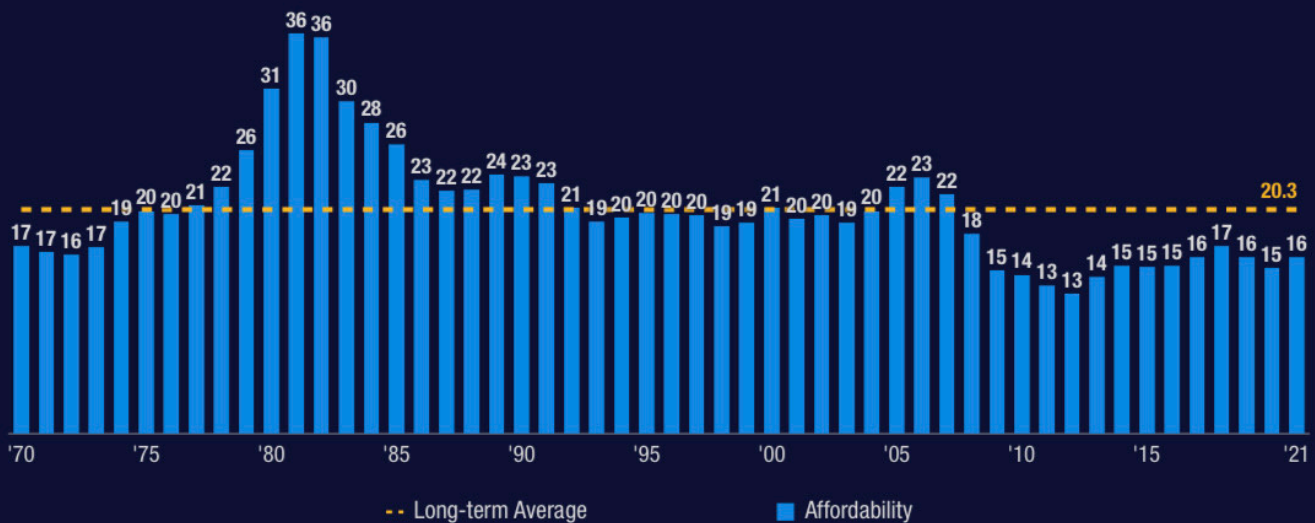
April: Our Leadership Team of Kate Conroy, Craig Kellner, AnnMarie Anderson, and Tony Baroni were featured as Trainers for the Pivot National Conference in Florida on the topic of Building a Real Estate Team.





5. Affordability

Affordability got slightly worse in 2021 due to rising home prices and mortgage rates.



The Numbers That Drive U.S. Real Estate | Vision 2022

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Do you know what the average interest rate in the last 30 years is? Well, I hope you are sitting down because it is 10% on average. I remember vividly working as an intern for a mortgage company in college and people were refinancing because interest rates were 7% and people could hardly believe they were that low. So as many of you know interest rates have increased recently and experts predict they will continue to increase going forward in 2022.

So I wanted to make sure we all understand that affordability is still very favorable as in 2021 it was 16% of total household income. As you can see in the early 1980's it was up to 36% of household income at one point so overall affordability is still very strong. Lastly, I will say that when you are renting you are not building equity at all and will not get a return on investment so if you are considering purchasing we would love to talk to you to see if it makes sense.



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OVER 2,100 ★★★★★ REVIEWS**
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**Have you said to yourself—
“I would sell, but where would I go?”**

We have a solution that can help you buy a new home before you sell, negotiate better terms, AND beat the competition. Let us take some of the stress away. Reach out to hear more about this exciting new program we have.
tony@tonybaroni.com

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