

## Tony Baroni Team Giveaway!

Friday-March 10, 9:00am-5:00pm

Win a **\$10000** **Airbnb Gift Card**

for Your Dream Getaway courtesy of  
**The Tony Baroni Team of Keller Williams Realty!**



Call **866-749-8577** on Friday March 10th, 9AM-5PM

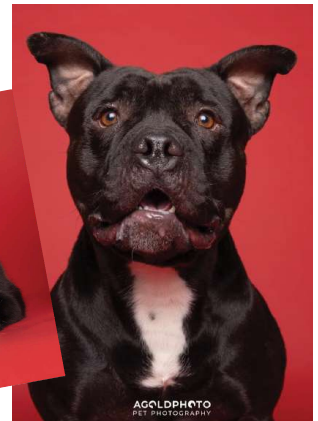
Or Register Online at [TonyBaroni.com/contest](https://tonybaroni.com/contest)

The **Tony Baroni Team** will be donating **\$2 to the Tampa Bay Humane Society** for **every caller and registrant**. This great organization provides shelter for homeless & at risk animals, adoptions, hospital and TNVR services

They can always use blankets, towels, and volunteers. **Here are just a few of the animals they care for that are looking for their forever home.**

<https://humanesocietytampa.org/adopt/>

Humane Society  
Tampa Bay Since 1912



# HAPPY CLOSING DAY!



“Chris Jossi made our first home buying experience unforgettably easy! We made a decision to move to Florida from the Midwest buying a house sight unseen only because Chris provided the quality of service and dedication to us to ensure we could make the right decision. So grateful to have worked with the Tony Baroni team and even more grateful to have a great friend in Chris!”

- Tyler Jensvold -



“Kate always got back to me quickly and was able to answer my questions or concerns which were important in making my decision to purchase a property. She is more than a 5 star Agent !”

- Jerry S -



“The team were of great help to me in selling and finding my new home. I’m glad I chose to work with them.”

- Steven Monica -



## the PROMISE The Tony Baroni Team

“The team is awesome. They advise you based on your needs and what the market is like, not on how much commission they are going to make out of you.”

- John Basilyous -



“Chris J. was a pleasure to work with. His knowledge and friendly professionalism eased the stressed of my home buying journey!”

- Rose Cortes -



“I recommend Tony Baroni team wholeheartedly. From start to finish, communication was excellent, and expectations were clearly explained. No surprises except for the good kind! I felt that Craig Keller, with the help of Louis and Chelsea, truly advocated on my behalf. The process was smooth, and the transaction was completed in a quick and painless way.”

- Elaine Waite -



## MARKET UPDATE: WHEN IS THE BEST TIME TO BUY?

It honestly is the number one question surrounding Real Estate. **When is the best time to buy?** The Housing Market has seen an exponential increase over the last few years. But in 2023, experts all over the country have predicted a slowing down of the Real Estate Market this year. Some Midwestern States have already seen this. We hear a lot, especially from first time owners, that they want to wait for the market to crash to buy. **However, this is not the case in Tampa, Florida.** Home prices in Tampa Bay won't be dropping anytime soon and **no crash of the market is on the horizon.** It is likely that buying a house is the biggest purchase you will ever make so don't do it alone. Reading reviews, searching pretty homes, and using online mortgage calculators is a great start, but having a trusted expert holding your hand through this process will not only make it easier but also **will save you money.** Now, statistically speaking in years past, April has been the best month to buy with the lowest sales price and December is statistically the lowest Interest Rate. But the real answer to the question of when is it the best time to buy..... **is when it makes the most sense for your families priorities and financial situation.**



Prices have increased  
**10.9%** since this  
time last year.

Median Sales Price in  
Tampa is at  
**\$376,000.**

The average days on the market are 34 days compared to this time last year which was at 14 days. June of 2022 the average Days on Market was 7.

**We have seen a huge amount  
of people moving into the state.**

**The Top Five being:**  
New York, NY  
Washington, DC  
Chicago, IL  
Boston, MA  
Los Angeles, CA

# MAXIMIZING YOUR HOME'S POTENTIAL

## 6 Key Repairs to Make NOW to Sell Your Home this Spring

By Dylan Lee, TB Listing Agent

With the shifting market, no longer can you just throw your house up on the market and hope for the best. That used to work, but not so much anymore. Now the watchword is "fixing to sell," which means that you'll likely have to perform certain repairs and updates to meet buyers' expectations. This applies especially during spring when inventory is higher and buyers can be pickier. **So below are 6 repairs to make NOW to sell your home this Spring.**



### 1. Large Mechanical and Structural Issues First

As a savvy home seller in Tampa, you need to understand the importance of addressing large mechanical and structural issues before listing your home on the market. These are the areas that inspectors will undoubtedly scrutinize, such as the foundation, roof, pool equipment and HVAC unit. By tackling these repairs head-on, you'll not only inspire confidence in potential buyers, but you'll also avoid any last-minute renegotiations before closing.



### 2. Landscaping and Curb Appeal

Ensure the curb appeal of your home is a top priority when preparing to sell this spring. The Spring season is a particularly crucial time for this as buyers are on the lookout for well-maintained properties. So, make sure your privacy fence is sturdy and in good shape, your trees and shrubs are neatly trimmed, and your mulch is fresh and inviting. We also can't stress enough to pressure wash your driveway and sidewalks and spruce up your lanai and pool area. These small touches will make a big impact on potential buyers and set your home apart from the competition.



### 3. Kitchen

It is important to note that the kitchen is one of the most critical rooms for potential buyers. They will pay close attention to appliances and countertops, as well as check for any potential leaks in the faucet supply lines or drains. While a complete kitchen renovation may not be necessary, it is important to address any significantly cracked floor tiles, leaking faucets, broken appliances or chipped countertops in order to ensure the kitchen is in top condition for buyers. These repairs can also make a significant impact on the perceived value and appeal of your home. Pro Tip: Limited budget? Update the light fixtures.

# MAXIMIZING YOUR HOME'S POTENTIAL



## 4. Flooring

It's crucial to keep in mind that flooring is a significant factor for potential buyers. Consider the condition of your carpet and whether it needs to be replaced, stretched or professionally cleaned. Additionally, take a close look at the condition of your hardwood floors, as they may require stripping, sanding, and refinishing to ensure they are in top condition for buyers to see. Do you have tile? Professionally cleaning the grout will make a huge impact and can normally be done in a few hours.



## 5. Bathrooms

The bathroom is an area that buyers often pay close attention to during inspections, and it is essential to ensure that all elements are in good working order. Showers and toilets are often in need of repairs, and it is important to address any issues with these fixtures prior to listing your home. Imagine viewing a property and seeing leaking shower heads or faucets- never a re-assuring experience. Potential buyers may begin to wonder what else is in need of repairing. Additionally, ensuring that the grout in ceramic tile is clean and free from mildew can greatly enhance the perceived value of your home. While steam cleaning may be sufficient, re-grouting may be necessary to achieve optimal results. Pro Tip: Hide all personal bathroom items before showing your home.



## 6. Cosmetic Matters

In addition to addressing larger mechanical and structural issues, it is important to consider minor cosmetic repairs that will enhance the appeal of your home to potential buyers. These repairs, while seemingly small, can make a significant impact on the perceived value of your property. When it comes to the walls, it is important to fill any holes or dents and repaint as needed, using light neutral colors. Updating outlets, switches and plates, light fixtures and ceiling fans, as well as hardware in bathrooms and kitchens can also improve the overall aesthetic and won't break the bank. Likewise, to make your home feel bigger remove half of all your belongings and place into storage. Even removing extra clothing from closets will showcase all the space your home has.

## In Conclusion

The real estate market has shifted towards a more competitive environment, where sellers must take proactive measures to ensure their property stands out among the competition. This is especially true during the Spring, when the market is bustling with increased inventory and discerning buyers. By addressing the common areas of concern such as the foundation, roof, HVAC unit, lawn, Kitchen, floors, Bathrooms, and cosmetic repairs, you can elevate your property's value and appeal to potential buyers. Remember, taking care of these repairs not only improves your chances of a successful sale, but it also puts you in a strong position to negotiate terms and pricing. As always, it is recommended to seek the guidance of a qualified real estate professional for the best results.

# Spring Break Mode: ON



## Number 1. Entertainment Capital, Orlando

Orlando consistently tops the charts as the No. 1 Spring Break destination in United States for families. The big attraction, of course, is the theme parks with Disney World, Legoland, Sea World and Universal Studios leading the way. Don't think you have "been there, done that." With tons of new restaurants in the area and new rides at Disney like Magic Kingdom TRON roller coaster (set to be the fastest roller coaster on their property) and Guardians of Galaxy Ride in Epcot, there is always something new. The Mardi Gra Festival at Universal is also a must see this Spring.



## Number 3. Take Me Out to the Ball Game!

Within an hour drive in any direction from Tampa you can root on your favorite MLB team. Eat a hot dog, grab a beer, and cheer on your team. Get there early for their warmups and score a souvenir foul ball. Now that is a great Spring Break Day.

## Number 5. Lagoon

Get wet! Southshore Bay in Wimauma is a 5-acre man-made tropical lagoon. Open daily from 10:00-6:00pm, with free parking, it has everything from giant water slides, a floating obstacle, kayaks, paddleboards and a sandy beach for swimming. It is a perfect way to enjoy the sunshine and make some memories. Oh, and by the way, there is a SWIM UP BAR!



## Number 2. Paradise is Calling

The sea is calling! No Spring Break would be complete without a little sunshine, ocean waves and feet in the sand. Try catching the ferry to Egmont Key from Fort Desoto and be on the lookout for native seabirds, sea turtles, shark teeth, and shells. Catch a sunset before returning home.



## Number 4. Jump! Urban Air Adventure Park

Wear those kids out! If you haven't checked out the new indoor air park you are missing out. Located in Brandon it is a mixture of ninja warrior courses, obstacles, laser tag, and flying around on the ceiling wrapped up into one place. This place is HUGE and also serve food and drinks with tons of seating for the parents.

# Top Family Festivals in MARCH



## Florida Strawberry Festival

March 2-12, 2023, Plant City

A traditional American fair that brings the community together to celebrate harvesting season, with exhibits, rides, attractions, and food. This year their concert series includes top notch performers like: Wayne Newton, Ludacris, Lynyrd Skynyrd, Tanya Tucker, Chris Young, and Sara Evans. Don't forget to get a Strawberry Shortcake before you leave and take a ride on the Ferris Wheel.

[flstrawberryfestival.com](http://flstrawberryfestival.com)

(Fun Fact: Over 10,000 acres of strawberries are planted annually in the Plant City area)



## Mayor's River O'Green Fest

Curtis Hixon Waterfront Park,  
Tampa

The City of Tampa's official Saint Patrick's Day free event takes place on the Hillsborough River, which is turned green for the occasion. The all-ages party includes live Irish entertainment, activities, food, and drinks. Dogs are welcome too!

## Get Inspired: ART District

When we think of Tampa Bay, we often think of great restaurants and beaches maybe Busch Gardens or the fabulous weather. But Tampa is alive with culture and history, with an ever changing Art scene. If you are new to the area or have been here for ten years make sure you take in a little culture this Spring. Tampa is a city that has a story to tell.

2.6 Miles of Tampa Riverwalk is more than just a pretty place to walk along the water. With views of downtown and the University of Tampa it is also filled with parks, hotels, amazing restaurants Like Ulele and the Waterfront Art District. This includes the Glazer Children's Museum, Tampa History Center, Tampa Museum of Art and the Florida Museum of Photographic Arts. This is also where we await the Pirate ship invasion every January. Tampa is rich with Pirate culture influenced by the tale of Jose Gaspar, also known by his nickname Jose Gasparilla. He was one of the last Bucaneers and instead of being capture by the US Navy he jumped his ship with the treasure, and neither was ever seen again.

Now, if you haven't yet taken in a show yet at the Stratz Center for Performing Arts put that on your list for 2023. There is great power in watching live performances and the next few months they have some award winning Broadway Musicals and plays coming, such as Wicked, To Kill a Mockingbird, and Annie this summer.

After a 6 million dollar restoration, the iconic Tampa Theater built in 1926 is a beloved community landmark. They do hundreds of events each year and show first run and classic films, host concerts and special performances, corporate events, and educational programs.

Founded in 1885 it was once known as the Cigar Capital of the World. Ybor City is now known for its lively night life, boutiques, restaurants and vintage shops on 7th Avenue. Ybor has been said to be one of the great culinary epicenters of Tampa. If you venture down the Columbia Restaurant is a must for a Cuban and Spanish specialites, grab a drink and stroll the main strip.

Calling all History buffs, home to over 80,000 artifacts, 3 floors, art gallery, moving exhibits, and the Touchton Map Library with documents from over 500 hundred years ago, the Tampa Bay History Center takes you deep into the culture of Tampa and reminds you what a truly amazing city we live in.



The TB Buzz by the  
Tony Baroni Team



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**TB kw** KELLERWILLIAMS. *the PROMISE* The Tony Baroni Team

**Covering Coast to Coast of Central Florida**  
#4 In Florida (Small Sized Teams)  
According To Real Trends

**COAST TO COAST**

JACKSONVILLE  
CRYSTAL RIVER Ocala DAYTONA BEACH  
SPRING HILL  
LAND O' LAKES LEESBURG TITUSVILLE  
WESLEY CHAPEL ORLANDO  
LUTZ CLERMONT  
CLEARWATER  
SAINT PETERS TAMPA LAKELAND MELBOURNE  
SOUTH TAMPA VALRICO PALM BAY  
BRANDON  
APOLLO BEACH LITHIA  
RIVERVIEW  
PARRISH  
BRADENTON  
SARASOTA  
VENICE  
ENGLEWOOD  
CAPE CORAL

**TB** #TONYBARONITEAM

**OVER 2,600 HOMES SOLD & OVER 2,330+ ★★★★★ REVIEWS**  
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**[www.TonyBaroni.com](http://www.TonyBaroni.com)**

## FEATURED LISTING



**7494 PALM ISLAND DRIVE Unit #2213,  
PLACIDA, Florida 33946  
2 Beds, 2 baths**

A hidden gem! Enjoy the Island life right in Florida! Directly on the Gulf of Mexico in the Palm Island Resort. This beautiful upgraded 2 bedroom 2 Bath condo with 1,232 square feet of living space has incredible 180 degree views of the Gulf of Mexico and amazing sunsets. Open concept floor plan with luxury wood-plank vinyl floors throughout. The interior has been completely renovated from top to bottom.

Follow Us On:

Don't forget your pets this Halloween! Take a picture of them in costume and enter to win our online contest!!!



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