

866-749-8577

2,900+ 5 STAR REVIEWS

3,500+ HOMES SOLD

TONYBARONI.COM

TB BUZZ

TONY BARONI TEAM COVERING COAST TO COAST OF CENTRAL FLORIDA

AUGUST 2026

Tony Baroni Team GIVEAWAY!

TB | **kw** SUBURBAN
TAMPA
KELLER WILLIAMS, REALTY



WIN 4 LOWER LEVEL TICKETS



**TAMPA BAY
BUCCANEERS**

VS



**PITTSBURGH
STEELERS**

**SUNDAY OCTOBER 18 | 1PM
RAYMOND JAMES STADIUM**

**SCAN TO
ENTER!**



**OR VISIT
TonyBaroni.com/Contest**

REGISTER BY AUGUST 31ST
WINNER ANNOUNCED SEPT 1ST
ON OUR FACEBOOK PAGE

 Every Entry Helps!

The Tony Baroni Team will donate \$3 per entry to
Newsome High School Red Cross Club

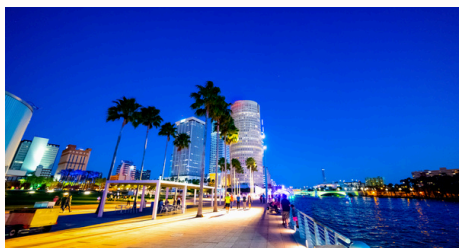


**Newsome High
School Red
Cross Club**



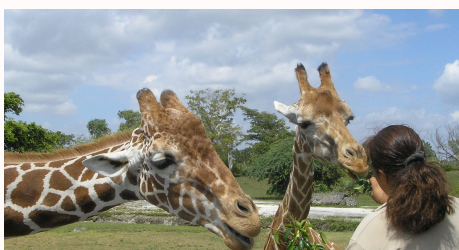
Attend Tampa Bay Comic Convention

One of the largest pop-culture events in Florida returns September 4–6 with celebrity guests, cosplay, gaming, and comics at the Tampa Convention Center. These costumes are impressive and creative!



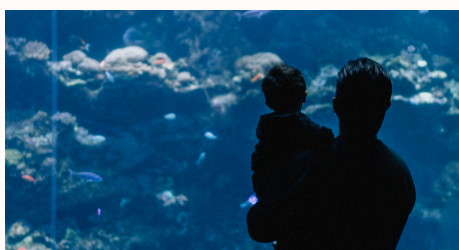
Spend an Evening on the Riverwalk

Take a sunset stroll on the 2.6 mile path, take a Pirate Water Taxi, grab dinner at Armature Works, or enjoy one of the many community events happening along the waterfront at The Tampa Riverwalk. Don't forget about Sparkman Wharf for outdoor dining and drinks. It is a Tampa Vibe all in itself and a must see at night this Fall.



Feed a Giraffe at the Zoo

Families love visiting ZooTampa at Lowry Park, where interactive animal experiences, splash zones, and wildlife encounters make for a perfect weekend outing. Yes, you can feed the Giraffes and check out the Stratz Family Manatee Rescue facility. They released 26 rehabilitated Manatees back into the wild last year.



Escape the Heat at the Aquarium

Stay the day exploring a 500,000-gallon tank featuring sharks, sea turtles, and sting rays at The Florida Aquarium in downtown Tampa. Have a close encounter with African Penguins, check out their new 60-foot cold water touch habitat tank, and let the kids play away in the splash pad. Great for visitors and locals alike.



Jurassic Quest

Walk among life size, animatronic dinosaurs, dig for fossils, and jump around the massive bounce houses at the FL State Fairgrounds on September 19-20.

TOP 10 FUN THINGS TO DO IN TAMPA BAY! TB BUZZ

BY THE TONY BARONI TEAM



Explore Hyde Park's Art Fair

The 24th Annual Hyde Park Village Art Fair is a favorite for art lovers looking to browse original art works, jewelry, and handcrafted items. Over 100 national and local artists come to this massive open air gallery.



Football Season Is Back

September means football is returning, making it the perfect time to catch a game featuring the Tampa Bay Buccaneers or cheer on your favorite collegiate team!! Who will reign at the top for college football in Florida?



Head to a Concert

Big headliners are coming this Fall to Tampa. Whether you love outdoor arenas like the Bucs stadium or indoors at Benchmark International Arena, Tampa has some major headliners coming soon. Check out Bruno Mars, Zac Brown Band, Luke Bryan or Kehlani this September!



Take a Water Adventure

Book a sunset cruise, or water taxi ride. September is a great time to enjoy the warm weather and see Tampa Bay by water. Want to change it up? Take a pedal floating bar trip around the bay for cool fun.



Discover a New Neighborhood for Date Night

Spend a Saturday exploring Hyde Park, Water Street, Downtown Tampa, or downtown St. Petersburg. New restaurants, rooftop venues, and waterfront spaces continue to make Tampa Bay one of Florida's most vibrant places to live or visit.

TOUCHDOWN!



HAPPY CLOSINGS WITH THE TB TEAM



We recently sold our condo in Bradenton, Florida, and had an excellent experience working with Craig Kellner and his team. Craig, Evelyn and Yuri were professional, responsive, and very personable throughout the entire process. Our condo went pending within one week and closed in a little over a month. They kept us informed every step of the way and made the transaction smooth and stress-free. We definitely recommend Craig Kellner and his team! Bonnie Bradenton, FL

I won't use any other realtors. The service they provided was miles above and beyond what I've gotten from other realtors in the past. Thank you so so much Ms. Costa, Ms. Saldon and team!!! David Orlando, FL

As a real estate investor, I had a fantastic experience working with Tina Maley and her team Grechen. From the very beginning, Tina took the time to understand my investment goals and helped me evaluate properties based on both current value and long-term potential. Her knowledge of the local market, attention to detail, and honest advice gave me confidence throughout the entire process. What really stood out was how responsive and dedicated Tina and her team were. They were always available to answer questions, provide market insights, and guide me through every step of the transaction. I never felt pressured—only supported and well-informed. I highly recommend Tina Maley and Grechen. I look forward to working with them again in the future. Jack Ruskin, FL

My wife and I had a great experience with this buyers team of Kate, Michelle, and Gretchen. They each played a part and were top notch in showings, negotiations, and communication through closing. Highly recommend this team for anyone looking for a new home. - Ripal P. Brandon, FL



The Tony Baroni Team is GREAT! From administration to realtor and so forth. But Chris Jossi my realtor was the absolute best realtor I have ever ever had! Moving from across the country and time differences he made himself always available. Answering calls, sending documents, doing virtual showings. Chris himself delivered "The Promise"! If you are looking for a great team, to work with do not hesitate with the Tony Baroni team! - Danisha Dade City, FL



MEET THE TEAM

TB BUZZ
BY THE TONY BARONI TEAM



Tony Baroni
CEO



Ann Marie Anderson
Director of Operations



Kellie Baroni
Recruiter, Marketing



Craig Kellner
Lead Listing Agent



Kate Conroy
Lead Buyer Specialist



Shah Bobbonis
Inside Sales Agent



Amy Saccullo
Inside Sales Agent



Marie Beckman
Stager



Evelyn Dean
Operations Manager



Brock Owens
Listing Agent



Matt Wenrich
Listing Agent



Yuri Hoggard
Listing Manager



Junalyn Gorion-Divino
Listing Managing Assistant



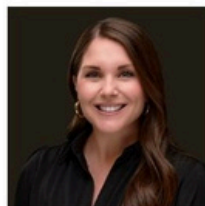
Gretchen Saldon
Buyer Transaction Manager



Chris Jossi
Buyer Specialist



Heidi Fenton
Buyer Specialist



Michelle Kinsman
Buyer Specialist



Angelique Costa
Buyer Specialist



Josh Young
Buyer Specialist



Carl Head
Central Florida Agent



Tina Maley
Buyer Specialist
Property Manager



Choosing the Tony Baroni Team means you are hiring an entire team of experienced specialists working on your behalf.

The Tampa Bay housing market is continuing its transition into a more balanced environment this late summer. After years of rapid appreciation and intense competition, conditions have shifted toward more inventory, less total sales, and improved buyer leverage. Across Hillsborough, Pinellas, and Pasco counties, the market is no longer strongly favoring sellers, but well-priced, move-in-ready homes are still selling consistently and even though it feels like a buyer's market, statistically it's still a seller's market with just under 4 months of inventory.



HOME PRICES & INVENTORY

- Inventory has increased across most submarkets, with many areas approaching **4 months of supply**
- Home price appreciation has **moderated**, with some neighborhoods still seeing modest gains while others have leveled off
- **Move-in-ready** single-family homes continue to sell well when priced appropriately
- **Condos and older properties** continue to experience more price adjustments, influenced by rising insurance and HOA costs



BUYER MARKET CONDITIONS

Buyers have more negotiating opportunities than they have in recent years, while the overall market still favors sellers in many Tampa Bay areas:

- More homes to choose from
- Greater opportunities to negotiate on price, repairs, and closing costs
- Less bidding competition than during the peak market
- Well-priced homes in desirable locations continue to sell quickly



SELLER EXPECTATIONS

Sellers continue to have an advantage in many Tampa Bay neighborhoods, but strategy matters more than ever:

- Correct pricing is critical from day one
- Homes that are overpriced are sitting longer and often require reductions
- Presentation, condition, and insurance affordability strongly impact buyer interest
- Competition from new construction continues to influence resale demand



LOCAL MARKET DRIVERS

Several key factors continue shaping Tampa Bay real estate:

- Elevated **flood/insurance costs**, especially in coastal areas
- Continued **new construction expansion** in suburbs like Wesley Chapel, Lakewood Ranch and Riverview
- Stabilized but still impactful **mortgage rates**
- Slower but ongoing **out-of-state migration**
- School seasonality continues to influence buyer activity, especially in popular school districts from March through August.

Fall 2026 Outlook

HEADING INTO SEPTEMBER, *the market is expected to remain:*



STABLE IN PRICING OVERALL

Prices are expected to remain steady across Tampa Bay.



SLIGHTLY FAVORABLE TO BUYERS IN MOST SEGMENTS

Buyers have more choices, more negotiating power, and less competition.



HIGHLY DEPENDENT ON LOCATION AND MOVE IN READY CONDITION

Location, property condition and presentation continue to make a big difference.



THE RIGHT PRICING STRATEGY FROM THE BEGINNING

Strategic pricing from day one is more important than ever in today's market.

JUST SOLD!



LOCAL KNOWLEDGE
YOU CAN TRUST



DEDICATED TO
YOUR SUCCESS



5-STAR
SERVICE
CLIENTS COME FIRST



3,500+
HOMES SOLD
AND COUNTING!

Thank you for letting us be part of your journey! ❤️



11441 HAMMOCK OAKS CT
5 Bed 5.5 Bath 5,786 Sq Ft
5 Acres Pool Home
Lithia, FL 33547

SOLD \$1,700,000



7878 TUSCANY WOODS DR
4 Bed 3.5 Bath 2,809 Sq Ft
Pool Home
Tampa, FL 33647

SOLD \$565,000



1221 CADENCE CT
4 Bed 3 Bath 3,463 Sq Ft
Pool Home
Brandon, FL 33511

SOLD \$760,000



808 OLD WELCOME RD
4 Bed 4 Bath 3,275 Sq Ft
10 Acres Pool Home
Lithia, FL 33547

SOLD \$1,422,500



9328 CHANNING HILL DR
4 Bed 2.5 Bath 2,439 Sq Ft
Pool Home
Ruskin, FL 33573

SOLD \$500,000



813 MANNS HARBOR DR
4 Bed 3.5 Bath 4,640 Sq Ft
Waterfront Pool Home
Apollo Beach, FL 33572

SOLD \$2,617,770



3515 BRIDGEFIELD DR
4 Bed 2.5 Bath 2,821 Sq Ft
Pond View Pool Home
Lakeland, FL 33803

SOLD \$730,000



11201 LELAND GROVES DR
5 Bed 2.5 Bath 2,983 Sq Ft
Solar Pool Home
Riverview, FL 33579

SOLD \$530,000



TB BUZZ



2530 E. State Road 60 Valrico, FL 33594

866-479-8577

www.TonyBaroni.com

HURRICANE REAL ESTATE PRO TIPS

- 

Take out your phone and do a quick walk-through video. Take photos of each room and capture recent upgrades. Hopefully you will never need it for insurance claims.
- 

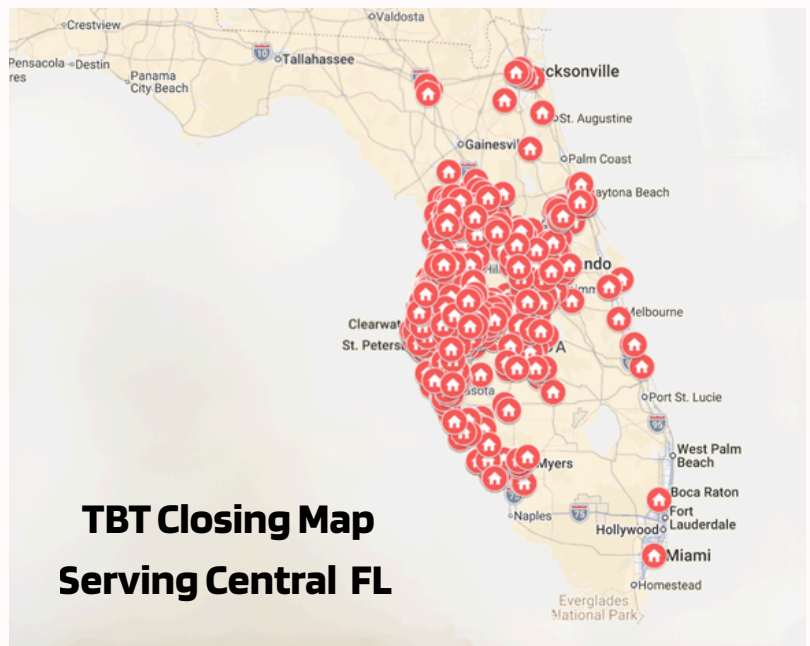
If you have any broken windows, loose roof shingles, or trees that are in dangerous proximity to your home, take care of it now before it is a bigger issue.
- 

Go ahead and buy some water—it is the first thing to go if a storm is coming and fill your car with gas.

BE PREPARED.
STAY SAFE. PROTECT YOUR HOME.



Covering Coast to Coast of Central Florida



Need Help Leasing Your Rental? TB Property Management Pros is your full-service property management resource, helping landlords market their property, secure qualified tenants, and manage the leasing process from start to finish.

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