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Newsletter

VENETIAN BAY EDITION

THIS MONTH'S TOPICS

FOR-SALE INVENTORY LOWEST IN TWO YEARS

FOR-SALE Inventory Lowest in Two Years

SANTA CLARA, Calif. – December had the largest year-over-year decline for housing inventory in almost three years, with a notable 12% decline. It pushed the number of homes for sale in the U.S. to its lowest level since January 2018, according to the December 2019 Housing Trends report released by realtor.com.

In the four Florida cities included in the realtor.com study, however, inventory drops were more modest. They ranged from a 16.5% inventory decline in Tampa-St. Petersburg-Clearwater to 8.8% in Jacksonville.

Fourth Quarter Good Time to Buy and Sell Home, Realtor® Survey Says

Florida inventory year-to-year declines
 Tampa-St. Petersburg-Clearwater: 16.5%; median days on market up by 4 days to 64
 Orlando-Kissimmee-Sanford: 14%; median days on market down by 2 days to 68
 Miami-Fort Lauderdale-West Palm Beach: 8.9%; median days on market up by 1 day to 89
 Jacksonville: 8.8%; median days on market down by 5 days to 73

Best Italian Sausage Crockpot Soup

The realtor.com analysis, which considers only listings advertised on realtor.com's website, found that the national inventory decline accelerating across all price levels, including the luxury market.

Team Vasile Agent of the Month

In December, inventory of homes priced under \$200,000 declined by 18.1% year-over-year – higher than the 16.5% drop in November. Mid-tier housing priced between \$200,000 and \$750,000 also declined at an accelerated pace, up 10.2% year-over-year compared to November's decline of 7.4%. Listings of homes priced over \$1 million shrunk by 4.4% year-over-year, up from nearly 2% in November.

COMMUNITY EVENTS COMING IN FEB

"The market is struggling with a large housing undersupply just as 4.8 million millennials are reaching 30-years of age in 2020, a prime age for many to purchase their first home," says realtor.com Senior Economist George Ratiu. "The significant inventory drop we saw in December is a harbinger of the continuing imbalance expected to plague this year's markets, as the number of homes for sale are poised to reach historically low levels."

The inventory shortage gripping the U.S. housing market is showing no signs of slowing anytime soon. December's 12% year-over-year inventory decline is an acceleration from November's drop of 9.5% and equates to a loss of nearly 155,000 listings compared to December 2018. Additionally, new listings are failing to restore the market to equilibrium as the volume of newly listed properties also declined by 11.2% year-over-year.

Nationally, homes sold in 79 days in December 2019 – two days more quickly than December 2018.

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FOURTH QUARTER GOOD TIME TO BUY AND SELL HOME, REALTOR® SURVEY SAYS

Almost 2 in 3 Americans (63%) think it's a good time to buy a home; 1 in 3 (33%) strongly believe that. On the flipside, 3 out of 4 (74%) think it's a good time to sell.

WASHINGTON – It's a good time to buy a home – and also sell one – according to Americans polled in the National Association of Realtors® (NAR) latest consumer survey.

The 2019 fourth-quarter survey found that 63% of people believe it's a good time to buy a home, with 33% saying they strongly believe that it's a good time to buy. But even more think it's a good time to sell. When asked in the survey, 74% of those polled believe that now is a good time to sell.

Lawrence Yun, NAR's chief economist, said the positive sentiments can be linked to the strong job market and favorable economic conditions.

"The mobility rate has been very low as many (homeowners) have opted to stay put for longer," says Yun. "However, this latest boost – Americans saying now is a good time to move – is good news. With mortgage rates low, the timing is indeed ideal for those who want to enter into homeownership and for those looking to move on to their next home."

Respondents from the silent generation (born between 1925 and 1945) were most likely to state that now is a good time to buy (73%), while younger boomers (born between 1945 and 1964) also overwhelmingly viewed the market favorably in terms of being a good time to buy (70%).

NAR's fourth quarter Housing Opportunities and Market Experience (HOME) survey found that 82% of those who earn \$100,000 or more said it's a good time to sell a home, with 81% of those in the West region agreeing.

"The Western region has seen home prices increase to the point that costs have outpaced income," says Yun. "So, it is no wonder that those living in the West would think that now is a perfect time to place a home on the market. California especially is seeing some of the highest prices ever."

The NAR study also asked about local home prices over the past year, and 64% said they believe prices have increased, 30% believe prices have remained about the same, and 6% believe prices have decreased.

Respondents were also asked to share their expectations for local home prices over the next six months: 41% predicted that prices will remain the same in their communities, 48% said they believe prices will rise and 11% expected prices to fall.

At 47%, millennials were most likely to believe prices will increase in their communities. Out of the four major regions, the South had the highest number of residents who said home prices would climb over the next six months.

In general, 52% of the people polled by NAR believe the U.S. economy is improving, which is consistent with the third quarter of 2019. Optimism was highest among individuals who earn \$100,000 or more, as well as for those who reside in rural areas compared to other locations.

Less than half (47%) of millennials believe the economy is improving, however – the lowest of all age groups – and only 41% of Floridians in urban areas believe the economy is improving compared to 66% in rural areas.

"Whether it's a reflection of politics or true economic conditions, there is a difference of views between rural and urban areas," Yun says.

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Carl's Stats

Broker A, CDPE, MBRA, AWR,
Top 1% of Realtors for United States 2018
Personally Ranked #1 In North America 2018 for ER
Personally Ranked #1 in Florida 2012-2018

Leader of #1 Ranked Team in Florida for 2012-2018
Leader of #2 Real Estate Team in all of
North America 2018
carlsells386@gmail.com

Meet Charlotte Smith...

Being a native of the area and active member of the community, both professionally and privately, Charlotte is privileged to be involved with many local business people and residents in promoting and sustaining a positive atmosphere of progress and growth.

- Charlotte previously served on the Economic Development Board of the City of New Smyrna Beach. Charlotte's record of success is a result of her dedication to excellence. She is an award-winning, proven real estate professional with a record of satisfied customers and clients.

- Charlotte was previously Realtor of the Year and Chair of the MLS Committee of the New Smyrna Beach Board of Realtors and currently serves on the MLS and Legislative Committees.

- Charlotte founded and continues to attend Commercial Agents of New Smyrna Beach.

- Charlotte has been a licensed real estate agent for 17+ years and has provided consultation to many home buyers and sellers as well as to commercial developers in all stages of development from purchase, permitting, building construction, road construction and sales/leasing.

- Charlotte is a current and active member of the SE Volusia Chamber of Commerce.

- Charlotte is the immediate past President of Kiwanis Club of SE Volusia organization.

- Charlotte won the Pride in Professional Award in NSB in 2018.

- Tune in and listen to 'Focus on Real Estate' every Friday at 8:30 am on AM1230 NSB to hear Carl and Charlotte go over a variety of real estate topics weekly.



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Realtor.com's forecasted key 2020 housing trends

Millennials expand their market domination – Demand from those born between 1981-1997 will reach new highs in 2020 with millennials accounting for more than 50% of all mortgages by the spring. In 2020, the largest cohort of millennials – 4.8 million of them – will turn 30, a time when many purchase their first home, while the oldest members of the generation will reach 39, often a point when many look to move from the city to the suburbs for family-friendly amenities. The largest generation in history will consolidate their top spot in mortgage originations and effectively outnumber Gen X and baby boomers combined in their share of purchases.



Growing economic uncertainty – Although a recession isn't likely in 2020, the economy will show signs of softening. The pullback in business spending is expected to lead to a slowdown in consumer spending. Housing remains the largest single consumer expense, making home-buying activity a major contributor to the U.S. economy and a bellwether for economic expectations. Rising uncertainty about the economic outlook will dampen consumer enthusiasm about spending, leading to a decline in sales and an increase in homeowners' tenure.

Low inventory – Despite increases in new construction, 2020 will once again have an inventory shortage that has plagued the housing market since 2015. Inventory could even reach a historic low as a steady flow of demand, especially for entry level homes, and declining seller sentiment keep a lid on sales transactions. With housing prices expected to stabilize and concern over economic uncertainty, there will be little incentive for baby boomers to sell in the coming year. The younger Gen X is more likely to upsize and free up entry level homes, but not fast enough to ease inventory woes.

Affordability brings more focus to secondary markets – As more buyers are priced out of suburban environments near large metropolitan areas, they will begin searching for family-friendly lifestyles in other metros or across state lines. Cities in Arizona, Nevada and Texas will continue to benefit from shoppers looking for more affordable alternatives to California. Meanwhile, home seekers from expensive Northeast markets will find the warmer options in the Carolinas, Georgia and Florida attractive. Midwest markets will become more attractive, as buyers will find the affordable housing and solid, diversified economies of Ohio, Indiana and Kansas compelling.

The elections are 2020's wild card – Along with the presidential election, candidates will run for 35 of the 100 seats in the U.S. Senate, along with 435 seats in the House of Representatives. The 2020 elections will be closely watched by consumers and businesses for indications of potential changes. Although the outcome of the presidential election is not directly tied to the performance of the housing market, business optimism and investments and consumer confidence influence economic output, and those can have an indirect effect on housing activity, especially employment, wages and interest rates.

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Best Italian Sausage Crockpot Soup

Prep 30 min | Cook 6 hr | Ready in 6hr 30 min

Author: www.allrecipes.com

INGREDIENTS

1 1/2 pounds sweet Italian sausage
2 cloves garlic, minced
2 small onions, chopped
2 (16 ounce) cans whole peeled tomatoes
1 1/4 cups dry red wine
5 cups beef broth
1/2 teaspoon dried basil
1/2 teaspoon dried oregano
2 zucchini, sliced
1 green bell pepper, chopped
3 tablespoons chopped fresh parsley
1 (16 ounce) package spinach fettuccine
pasta
salt and pepper to taste

Per Serving: 436 calories; 17.8 g fat; 43.5 g carbohydrates; 21 g protein; 33 mg cholesterol; 1609 mg sodium.

INSTRUCTIONS

1. In a large pot, cook sausage over medium heat until brown. Remove with a slotted spoon, and drain on paper towels. Drain fat from pan, reserving 3 tablespoons.
2. Cook garlic and onion in reserved fat for 2 to 3 minutes. Stir in tomatoes, wine, broth, basil, and oregano. Transfer to a slow cooker, and stir in sausage, zucchini, bell pepper, and parsley.
3. Cover, and cook on Low for 4 to 6 hours.
4. Bring a pot of lightly salted water to a boil. Cook pasta in boiling water until al dente, about 7 minutes. Drain water, and add pasta to the slow cooker. Simmer for a few minutes, and season with salt and pepper before serving.

Calendar of Events in New Smyrna

2/13- NSB Food Walking Tour, Canal St, 2-5pm (\$150pp)

2/16 - Daytona 500, International Speedway

2/22 - Wine Walk/Art Walk, Flagler Ave, 1-7pm

2/22 - 2/23 - Art Fiesta, 115 Julia St, 12pm

2/22 - Chalk it Up Art Festival, Canal St, 9-4pm

2/25 - Mardi Gras Parade, Flagler Ave, 7-8pm

CHOOSE THE REALTOR THAT LIVES, WORKS, AND BREATHES VENETIAN BAY LIVELIHOOD.

2019 Venetian Bay Team Vasile Sales Statistics don't lie. We personally SOLD these homes.

STREET NAME	BR	BA	SELL PRICE	Living Sqft	\$\$ PER SQ FT	Agent
3648 Pini Ave	3	2	\$322,000.00	1,720	\$187.20	Carl/Team Vasile
3370 Tuscano Ave	4	2	\$230,000.00	2,180	\$105.50	Carl/Team Vasile
3414 Medici Blvd	3	3	\$266,982.00	2,034	\$131.25	Carl/Team Vasile
3398 Torre Blvd	3	2	\$294,900.00	1,944	\$151.70	Carl/Team Vasile
324 Leoni St	3	2	\$349,900.00	1,852	\$188.93	Carl/Team Vasile
3363 Luna Bella Lane	3	2	\$299,000.00	2,136	\$139.98	Carl/Team Vasile
3021 King Palm Dr. Lot 112	4	2	\$389,500.00	1,900	\$205.00	Carl/Team Vasile
3092 Borassus Dr. Lot 70	4	3	\$319,900.00	3,144	\$101.75	Carl/Team Vasile
3006 King Palm Dr. Lot 123	4	3	\$397,500.00	2,194	\$181.18	Carl/Team Vasile
3088 Borassus Lot 72	3	2	\$375,450.00	1,729	\$217.15	Carl/Team Vasile
3017 King Palm Lot 114	4	3	\$437,500.00	2,320	\$188.58	Carl/Team Vasile
3094 Borassus Lot 69	4	2	\$339,500.00	1,900	\$178.68	Carl/Team Vasile
3096 Borassus Lot 68	3	2	\$315,500.00	1,724	\$183.00	Carl/Team Vasile
268 Venetian Plams Lot 39	4	2	\$352,500.00	2,194	\$160.66	Carl/Team Vasile
3334 Torre Blvd	3	2	\$319,900.00	2,349	\$136.23	Carl/Team Vasile
3357 Torre Blvd	3	2	\$299,000.00	2,010	\$146.27	Carl/Team Vasile
529 Luna Bella Lane	3	2	\$425,000.00	2,179	\$195.04	Carl/Team Vasile
3588 Grande Tuscany Way	5	4	\$799,000.00	4,582	\$174.38	Carl/Team Vasile
312 Leoni St	3	2	\$376,000.00	1,836	\$196.08	Carl/Team Vasile
3083 Borassus Lot 23	4	3	\$436,750.00	2,630	\$166.06	Carl/Team Vasile
253 Venetian Palm Lot 66	3	2	\$320,000.00	1,724	\$185.61	Carl/Team Vasile
3355 Torre Blvd	3	2	\$305,000.00	2,010	\$151.74	Carl/Team Vasile
3455 Poneta Ave	3	2	\$249,000.00	1,749	\$142.36	Carl/Team Vasile
265 Venetian Palms Lot 33	3	2	\$394,700.00	1,729	\$228.28	Carl/Team Vasile
263 Venetian Palms Lot 32	3	2	\$299,000.00	1,691	\$176.82	Carl/Team Vasile
3332 Torre Blvd	3	2	\$283,880.00	2,064	\$137.54	Carl/Team Vasile
3432 Medici Blvd	3	2	\$282,878.00	2,034	\$139.07	Carl/Team Vasile
3087 Borassus Lot 25	4	3	\$364,500.00	2,320	\$157.11	Carl/Team Vasile
3095 Borassus Lot 29	4	2	\$378,325.00	1,900	\$199.12	Carl/Team Vasile
3209 Medici Blvd	3	2	\$419,892.00	2,376	\$176.72	Carl/Team Vasile
2805 Casanova Ct	4	3	\$594,873.00	2,605	\$228.36	Carl/Team Vasile
3207 Meleto Blvd	3	3	\$319,900.00	2,186	\$146.34	Carl/Team Vasile
3345 Tesoro Cir	3	2	\$339,900.00	1,870	\$181.76	Carl/Team Vasile



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Check out these Beautiful Listings in Venetian Bay

Well Well Well, Another fine quality home never offered for sale before. Are you looking for the best of the best when it comes to a home. This estate home is located in Venetian Bay in the gated community of Portofino (Reserve). This home offers, tiled roof, custom pavers, large 3 car garage with Florida basement in the attic that allows for a large entry ladder and storage above your garage.



2813 S Asciano Ct

Call Carl for Info 386-527-5357



3077 Borassus Dr

Like new is what you will say when you walk into once was the Johnson Group's model home. Just barely 1 year old this home offers, high end granite, wood style floors, premier large lake front lot, 42 in cabinets with soft close drawers and doors, stainless appliances, 12 ft ceilings, 8 ft doors, crown molding throughout, very large screened in lanai, carport, and many many other features.

Call Carl for Info 386-527-5357

Welcome to paradise is what you will feel when you see the captivating views from the pool area of this true estate home located in the prestigious Portofino Estates of Venetian Bay, the entertainment area surrounding the heated salt-water pool, and summer kitchen provide a dramatic long view of the eighth hole. Entertaining? No better place than the custom-built bar and built-in grill, or step onto the lawn and relax by the fire pit.



254 Cappella Ct

Call Carl for Info 386-527-5357



3353 Poneta Ave

You will be amazed at how this lovely family style home has been maintained and updated. From the moment you enter will immediately notice the new wood style floors and ship-lap walls. With tasteful coastal colors and granite counters and stainless appliances just the beginning of the features to see. Large open floor plan with a huge master bedroom on the ground floor and 3 more bedroom upstairs.

Call Carl for Info 386-527-5357

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Check out these Beautiful Listings in Venetian Bay

Rare one-of-a-kind home and lot by Platinum Builders who are known as the premier builder in Venetian Bay. This amazing home offers 3 large bedrooms and a very desired oversized three-car garage with professionally done epoxy coated floors. The location of this premiere lot offers the best of both worlds with lake frontage as well as total privacy with a natural nature preserve just beyond the beautiful lake views.

Call Carl for Info 386-527-5357



3310 Modena Way



3200 Medici Blvd.

Custom Estate home on huge corner lakefront lot built by Platinum Builders who are known as the premier builder in Venetian Bay. This amazing (pool) home offers 3 large bedrooms and a very desired oversized three-car garage. The location of this premiere lot offers the best of both worlds with lake frontage as well as total privacy with a natural nature preserve just beyond the beautiful lake views and huge corner lot.

Call Carl for Info 386-527-5357

Location, Location- THIS gorgeous 4 bedroom home has it all, water views, 3 bath, oversized 3 car garage. Covered outdoor living area with stone fireplace, marine weather outdoor cabinetry complimenting a full summer kitchen overlooking the pool, golf course view and has beautiful sunsets you can truly appreciate. Situated in the gated section of Portofino Estates with only 78 estate homes, near completion with only 4 lots left.

Call Carl for Info 386-527-5357



2913 Linari



3079 Borassus Drive

Welcome to the most desired 4 bedroom floor plan in the Palms by well know builder The Johnson Group. Just about a year new, this 4 bed 2.5 bath customized lake front (pool) home is impeccable. From the moment you walk in you notice the 12 ft high ceilings and wood (tile) flooring throughout which make you feel as though you have entered into a very special one-of-a-kind home. The custom-designed corner glass sliders with remote shades allows the inside to become the outside with their unique corner connections.

Call Carl for Info 386-527-5357

CHOOSE THE REALTOR THAT LIVES, WORKS, AND BREATHES VENETIAN BAY LIVELIHOOD.

2020 Venetian Bay Team Vasile *PENDING!* Statistics don't lie.

STREET NAME	BR	BA	SELL PRICE	Living Sqft	\$\$ PER SQ FT	Agent
261 Venetian Palms Lot 31	3	2	\$325,500.00	1,790	\$181.84	Carl/Team Vasile
610 Marisol Dr	3	2	\$344,782.00	2,030	\$169.84	Carl/Team Vasile
3091 Borassus Lot 27	4	2	\$345,500.00	1,900	\$181.84	Carl/Team Vasile
3353 Poneta Ave	4	3	\$359,900.00	2,430	\$148.11	Carl/Team Vasile
3309 Modena Way	3	2	\$409,000	2,073	\$197.30	Carl/Team Vasile
272 Venetian Palms Lot 37	3	2	\$309,900	1,750	\$177.90	Carl/Team Vasile



Call Jane and Carl to have your home added on this list!



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THE ISLES

AT VENETIAN BAY

Welcome to The Isles of Venetian Bay Townhomes



Pre construction prices, limited townhomes available

Artist Rendering Of A Typical 4 - Plex Building



Weather Ready, Maintenance Free

This maintenance free townhome community is a cut above the rest with full-service yard and property maintenance, private pool & cabana; gated for privacy and security.

The homes are built with lasting features that reinforce Platinum Builders' philosophy of quality and integrity. Some of the defining features of these unique homes are:

- Impact Rated Storm Windows & Doors
- Durable Tile Roofs
- Enhanced Exterior Waterproofing
- Energy Efficient Construction
- Fully Customizable Interiors
- Professionally Designed Landscaping
- Maintenance Free Living
- Roof Repair and Replacement by HOA
- Annual Power Washing
- Pest Control Service



If you use Jane and Carl to list your home and purchase a Platinum townhome through us, We will give you a valuable discount on your home. Call Jane or Carl only for details. **386-527-5327**