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# Newsletter

## VENETIAN BAY EDITION

### THIS MONTH'S TOPICS

A message from your Venetian Bay Top Realtors.

What your Real Estate agent wants you to know about the housing market now

Lentil Soup

Venetian Bay Listings Available!

Why home prices may be rising during the pandemic

A message from your Venetian Bay Top Realtors....



Carl & Jane



Jane and I both wanted to take a moment to let you know how important your business is to us. Now, more than ever, you need a trusted advisor with a proven success record to give your most valuable asset the attention it deserves. Team Vasile with EXIT REPS will meet and exceed your expectations during this uncertain time. We look forward to working with you.

**Call Us Today!**

**CARL VASILE**  
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# WHAT YOUR REAL ESTATE AGENT WANTS YOU TO KNOW ABOUT THE HOUSING MARKET RIGHT NOW

By Ana Durrani | Apr 29, 2020

Even in the midst of a deadly pandemic that is devastating the economy, many Americans still want or even need to buy a home in the near future.

So, what does the current state of the housing market mean for buyers? With so much uncertainty these days, buying—or planning to buy—a home during a pandemic requires extra careful consideration. That's why we reached out to real estate agents to get their honest takes on what's really happening in the housing market in the time of COVID-19, how buyers can prepare, and what we can likely expect when the pandemic subsides.

## There may be some reductions in home prices

The federal government has provided relief through cash payments, and lenders are also offering mortgage forbearance options. But with unemployment numbers rising, more people could be forced to sell their homes or enter foreclosure, potentially leading to reductions in home prices.

## More homes will come onto the market

A bigger inventory of homes on the market may soon be on the horizon for buyers.

"There's an inventory of sellers on the sidelines, and it is growing every day," says Grassi. "These are owners that still reside in their property and don't want strangers—agents and potential buyers—walking through their home at the moment due to the health crisis. Once it is clear the risk is minimal, I think we are going to see a big increase in the number of homes for sale."

There's a chance that buyers are also waiting in the wings for the coronavirus pandemic to end and the economy to get back on its feet. But the likely big inventory of homes for sale could put buyers in a good position.

## Interest rates are likely to stay low

Over the past few months, mortgage interest rates have been lower than we've ever seen. And experts expect that trend to continue.

"The general consensus of the experts is that mortgage interest rates will remain attractive for many months to come," says Grassi. "If buyers are hoping to try to find a deal on their mortgage during this health crisis, they should be writing offers now."

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New Home Specialist  
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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

## Why Home Prices May Be Rising During the Pandemic

Many sellers are reluctant to cut prices. Realtor.com: About 4% of sellers cut their prices in the week ended April 25, down from 5.7% in the same week last year.

WASHINGTON – The median home price rose 8% year-over-year in March, according to the National Association of Realtors (NAR). While buyer demand has softened and sales fell 8.5% from February, recent preliminary data indicates that the supply of homes on the market is contracting even faster.

The March NAR data largely reflects purchase decisions made in February or January. Even by the end of last month, many sellers were reluctant to cut prices. Only about 4% of sellers cut their prices in the week ended April 25, down from 5.7% during the same week last year, according to Realtor.com. Some sellers believe their homes aren't moving because buyers haven't viewed them in person or do not want to make offers right now, not because the asking price is too high.

Redfin Corp. said its measure of home-buying demand was down 15% in the week ended April 26, while total listings of homes for sale have hit a five-year low and the median listing price was up 1% from last year at \$308,000.

While many economists expect home sales to tumble this year, many forecasts call for prices to climb slightly or hold flat. A new forecast from CoreLogic predicts that nationwide home prices will rise 0.5% between March 2020 and March 2021.

CoreLogic forecast annual price declines in some cities including Houston, Miami, and Las Vegas. It is unclear if mortgage-forbearance policies will prevent a wave of distressed sales.

"In the next 12 months it's hard to anticipate price declines because of the mortgage forbearance in place," said NAR chief economist Lawrence Yun. "You would have to see continuing job losses for a prolonged period leading to foreclosures and even then we may not have oversupply."

Source: Wall Street Journal (05/05/20) Friedman, Nicole

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# Your Top Questions About Purchasing Property During the Coronavirus Pandemic

The coronavirus pandemic has thrown millions of people’s financial plans off the rails, and that certainly includes home buying. If you were hoping to purchase a property soon, you no doubt have a lot of questions—about whether it’s possible to buy or tour a house now, COVID-19’s impact on home prices, and more.

We’re already written a guide to home buying in the age of coronavirus to help you navigate this new reality in real estate, but we know there’s a lot you still want to know. So here are the answers to your most pressing questions about buying a home right now. Whether you’re wondering what’s up with home prices or open houses, read on to learn everything you need to know.

## 1. Is it possible to buy a house now?

While buying a house today may be more challenging due to health and economic concerns, it is certainly possible. In fact, the U.S. Department of Homeland Security has declared that residential and commercial real estate services are an essential service that should be allowed to continue. (State orders, however, may overrule that guidance.)

Furthermore, the real estate industry has quickly adopted new technologies to help home buyers and sellers stay safe for as long as this pandemic lasts.

However, certain aspects of the home-buying process might be restricted or look a bit different these days. For instance, as COVID-19 outbreaks gained momentum, certain hard-hit states (such as New York) banned in-person home viewings. And while home closings typically involve the presence of the buyers, the sellers, their agents, and a notary, some states (such as Florida) loosened restrictions and allowed remote or “curbside” closings, where documents are slipped through car windows to lower the exposure levels of all parties involved.

Aside from federal and local restrictions, a lot will depend on the home sellers’ comfort levels. Some sellers might be fine with your touring their house. But others might not be comfortable letting strangers in their home, even if property tours are allowed in your area.

A local real estate agent will have the best handle on what home buyers can and can’t do in your area, so feel free to consult an agent for the most up-to-date information.

## 2. How has the coronavirus affected home prices?

The coronavirus has the world economy in turmoil. But so far at least, this does not mean that home prices have plummeted across the board or that buyers can lowball their way to a bargain. Instead, in most real estate markets, home inventory remains very tight.

“I don’t expect the slowdown to be like the last recession where prices fell,” says realtor.com chief economist Danielle Hale. “There are more than enough buyers out there to keep home sales from slowing in any major way.”

Some sellers have pulled their listings as they wait for better market conditions. On the flip side, a home seller who doesn’t have the luxury of time is facing a smaller buyer pool, due to safety concerns and limited physical access to touring homes. So buyers could have the upper hand for a short period when it comes to homeowners who need to sell.

The only way to test a seller’s level of motivation is to make an offer. But play it safe. Buyers should not assume that because of the pandemic they can automatically lowball a seller—this could turn the seller off. You might want to try offering a modest discount below asking price to simply start a dialogue.

# Caprese Salad with Grilled Flank Steak

Prep 20 min | Cook 10 min | Ready in 35 min

Author: [www.allrecipes.com](http://www.allrecipes.com)

## INGREDIENTS

- 2 tomatoes, diced
- 1 (4 ounce) ball fresh mozzarella, cut into 1-inch cubes
- 1/4 cup coarsely chopped fresh basil
- 1 clove garlic, minced, or more to taste
- 1 tablespoon olive oil
- 1 pound flank steak
- 1 clove garlic, minced
- 1 tablespoon olive oil
- salt and ground black pepper to taste
- 1 (6.5 ounce) bag butter lettuce mix
- 2 tablespoons balsamic vinegar, or to taste
- olive oil, or to taste

Per Serving: 321 calories; 24 g total fat; 49 mg cholesterol; 115 mg sodium. 5.8 g carbohydrates; 20.2 g protein

## INSTRUCTIONS

Step 1 - Mix tomatoes, mozzarella, basil, 1 clove minced garlic, and 1 tablespoon olive oil in a bowl; toss to coat. Cover bowl and refrigerate.

Step 2 - Preheat an outdoor grill for medium-high heat and lightly oil the grate.

Step 3 - Place steak in a large resealable bag; add 1 clove minced garlic, 1 tablespoon olive oil, salt, and pepper. Seal the bag and distribute the oil mixture over the steak.

Step 4 -Cook the steak on the preheated grill to your desired degree of doneness, about 5 minutes per side for medium. An instant-read thermometer inserted into the center should read 140 degrees F (60 degrees C). Let stand for 5 minutes before thinly slicing across the grain.

Step 5 - Divide lettuce onto 4 serving plates; drizzle about 1 1/2 teaspoons balsamic vinegar and 1 1/2 teaspoons olive oil onto each lettuce portion. Top each salad with 1/4 the steak and 1/4 the tomato mixture.

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	4			5			3	6
7		3		1	8			

# 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	<b>\$322,000.00</b>	1,720	\$187.20	Carl/Team Vasile
3370 Tuscano Ave	4	2	<b>\$230,000.00</b>	2,180	\$105.50	Carl/Team Vasile
3414 Medici Blvd	3	3	<b>\$266,982.00</b>	2,034	\$131.25	Carl/Team Vasile
3398 Torre Blvd	3	2	<b>\$294,900.00</b>	1,944	\$151.70	Carl/Team Vasile
324 Leoni St	3	2	<b>\$349,900.00</b>	1,852	\$188.93	Carl/Team Vasile
3363 Luna Bella Lane	3	2	<b>\$299,000.00</b>	2,136	\$139.98	Carl/Team Vasile
3021 King Palm Dr. Lot 112	4	2	<b>\$389,500.00</b>	1,900	\$205.00	Carl/Team Vasile
3092 Borassus Dr. Lot 70	4	3	<b>\$319,900.00</b>	3,144	\$101.75	Carl/Team Vasile
3006 King Palm Dr. Lot 123	4	3	<b>\$397,500.00</b>	2,194	\$181.18	Carl/Team Vasile
3088 Borassus Lot 72	3	2	<b>\$375,450.00</b>	1,729	\$217.15	Carl/Team Vasile
3017 King Palm Lot 114	4	3	<b>\$437,500.00</b>	2,320	\$188.58	Carl/Team Vasile
3094 Borassus Lot 69	4	2	<b>\$339,500.00</b>	1,900	\$178.68	Carl/Team Vasile
3096 Borassus Lot 68	3	2	<b>\$315,500.00</b>	1,724	\$183.00	Carl/Team Vasile
268 Venetian Plams Lot 39	4	2	<b>\$352,500.00</b>	2,194	\$160.66	Carl/Team Vasile
3334 Torre Blvd	3	2	<b>\$319,900.00</b>	2,349	\$136.23	Carl/Team Vasile
3357 Torre Blvd	3	2	<b>\$299,000.00</b>	2,010	\$146.27	Carl/Team Vasile
529 Luna Bella Lane	3	2	<b>\$425,000.00</b>	2,179	\$195.04	Carl/Team Vasile
3588 Grande Tuscany Way	5	4	<b>\$799,000.00</b>	4,582	\$174.38	Carl/Team Vasile
312 Leoni St	3	2	<b>\$376,000.00</b>	1,836	\$196.08	Carl/Team Vasile
3083 Borassus Lot 23	4	3	<b>\$436,750.00</b>	2,630	\$166.06	Carl/Team Vasile
253 Venetian Palm Lot 66	3	2	<b>\$320,000.00</b>	1,724	\$185.61	Carl/Team Vasile
3355 Torre Blvd	3	2	<b>\$305,000.00</b>	2,010	\$151.74	Carl/Team Vasile
3455 Poneta Ave	3	2	<b>\$249,000.00</b>	1,749	\$142.36	Carl/Team Vasile
265 Venetian Palms Lot 33	3	2	<b>\$394,700.00</b>	1,729	\$228.28	Carl/Team Vasile
3332 Torre Blvd	3	2	<b>\$283,880.00</b>	2,064	\$137.54	Carl/Team Vasile
3432 Medici Blvd	3	2	<b>\$282,878.00</b>	2,034	\$139.07	Carl/Team Vasile
3087 Borassus Lot 25	4	3	<b>\$364,500.00</b>	2,320	\$157.11	Carl/Team Vasile
3095 Borassus Lot 29	4	2	<b>\$378,325.00</b>	1,900	\$199.12	Carl/Team Vasile
3209 Medici Blvd	3	2	<b>\$419,892.00</b>	2,376	\$176.72	Carl/Team Vasile
3207 Meleto Blvd	3	3	<b>\$319,900.00</b>	2,186	\$146.34	Carl/Team Vasile
261 Venetian Palms Lot 31	3	2	<b>\$325,500.00</b>	1,790	\$181.84	Carl/Team Vasile
272 Venetian Palms Lot 37	3	2	<b>\$309,900.00</b>	1,750	\$177.90	Carl/Team Vasile

## Check out these Beautiful Listings in Venetian Bay

You may think you have it all until you walk into a home like this that truly does have it all. This one story 4 bedroom home has water views, preserve views, golf course views, 3 full baths, over-sized 3 car garage, 800 plus sq ft covered outdoor living area with stone fireplace, marine weather outdoor cabinetry complimenting a full summer kitchen, a resort style custom large pool and hot tub, custom open kitchen floor plan with custom drop ceilings.

Call Carl for Info 386-527-5357



2913 Palma



2805 Paradiso

The best of the best is what this custom Olsen Construction home offers. The owners are extremely meticulous and it shows when you enter this estate home situated on one of the largest preserve cul-de-sac lots. Your eyes are immediately drawn to the 10 foot tall glass pocket sliders that open the inside to the outside allowing for captivating views of the salt water pool and large lanai area.

Call Carl for Info 386-527-5357

Welcome to your dream home. Amazing lake front views with a majestic fountain feature in perfect view. There are so many great and wonderful features that we aren't going to try to name them all but you will need to come see this amazing one of a kind home for yourself. Also be sure to check out the 3d tour.

Call Carl for Info 386-527-5357



3346 Bellino



3652 Cesi

This home is a piece of pure art work at its highest. This plan is one of the most desired with a 3 car garage, 3 bedrooms with a den bonus room with custom barn doors, and 3 Full bathrooms. This home is located in the "Premier" golf community of New Smyrna Beach called Venetian Bay. Located with total back yard privacy.

Call Carl for Info 386-527-5357

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

# 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 lot 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 premier 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.



3310 Modena Way



3200 Medici Blvd.

Custom Estate home on huge corner lakefront lot built by Platinum Builders who are known as the premier lot builder in Venetian Bay. This amazing (pool) home offers 3 large bedrooms and a very desired oversized three-car garage. The location of this premier 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.



2913 Linari



526 Bacio

Are you looking for the best of all the options? Then this is it. There are so many great and wonderful features that we were going to try to name them all but you will need to come see this amazing one of a kind home for yourself. Also be sure to check out the 3d tour of this large one-story home located in Promenade Park of Venetian Bay in New Smyrna Beach.

Call Carl for Info 386-527-5357

This luxurious 4 bedroom 3 bath home has been meticulously maintained by its one owner. Featuring brazilian cherry wood floors and tile throughout, spacious open living and beautiful kitchen with 42" wood cabinets, stainless appliances and granite. Enter the large master suite through double doors and oversized master bath with plantation shutters.

Call Carl for Info 386-527-5357



493 Luna Bella Lane

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

### 2020 Venetian Bay Team Vasile **SOLD** 1st Quarter! Statistics don't lie.

STREET NAME	BR	BA	SELL PRICE	Living Sqft	\$\$ PER SQ FT	Agent
3345 Tesoro Cir	3	2	<b>\$339,900.00</b>	1,870	\$181.76	Carl/Team Vasile
263 Venetian Palms Lot 32	3	2	<b>\$299,000.00</b>	1,691	\$176.82	Carl/Team Vasile
2805 Casanova Ct	4	3	<b>\$595,000.00</b>	2,605	\$228.41	Carl/Team Vasile
208 Venetian Palm Blvd.	4	3	<b>\$316,740.00</b>	2,113	\$149.90	Carl/Team Vasile
3353 Poneta Ave	4	3	<b>\$359,900.00</b>	2,430	\$148.11	Carl/Team Vasile
3309 Modena Way	3	2	<b>\$409,000.00</b>	2,073	\$197.30	Carl/Team Vasile
3089 Borassus Dr Lot 26	4	3	<b>\$431,600.00</b>	2,630	\$164.10	Carl/Team Vasile
3652 Pegaso Ave	3	2	<b>\$330,000.00</b>	2,075	\$159.04	Carl/Team Vasile
270 Venetian Palm Blvd.	4	3	<b>\$328,500.00</b>	2,400	\$136.87	Carl/Team Vasile
610 Marisol Dr	3	2	<b>\$344,782.00</b>	2,032	\$169.84	Carl/Team Vasile
3091 Borassus Lot 27	4	2	<b>\$345,500.00</b>	1,900	\$181.84	Carl/Team Vasile
3342 Caterina Dr.	4	4	<b>\$568,000.00</b>	3,102	\$183.11	Carl/Team Vasile
3310 Modena Way	3	2	<b>\$392,000.00</b>	1,906	\$205.67	Carl/Team Vasile
254 Capella Ct	4	4	<b>\$550,550.00</b>	2,986	\$184.38	Carl/Team Vasile
424 Luna Bella Lane #123	-	-	<b>\$31,000.00</b>	Comm.	-	Carl/Team Vasile
2813 S. Asicano Ct	3	3	<b>\$580,000.00</b>	2,613	\$221.97	Carl/Team Vasile

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

STREET NAME	BR	BA	SELL PRICE	Living Sqft	Agent
3652 Cesi Ave	3	3	<b>PENDING</b>	2,163	Carl/Team Vasile
526 Bacio St	3	3	<b>PENDING</b>	2,575	Carl/Team Vasile
3346 Bellino	4	3	<b>PENDING</b>	2,318	Carl/Team Vasile
493 Luna Bella Ln	4	23	<b>PENDING</b>	2,495	Carl/Team Vasile
3079 Borassus Dr	4	3	<b>PENDING</b>	2,194	Carl/Team Vasile
3423 Medici Blvd	-	-	<b>PENDING</b>	-	Carl/Team Vasile

**We SOLD all of these. Don't be misled. We sell more homes in Venetian Bay than anyone else!**  
**Call us today to get your home on this list!**



**CARL VASILE**  
 BROKER ASSOCIATE  
**386-527-5357**



**JANE RADELL**  
 REALTOR®  
**386-690-8783**

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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

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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



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