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431 Canal Street, Suite B, New Smyrna Beach, FL 32168
424 Luna Bella Lane, Suite 135, New Smyrna Beach, FL 32168
3132 S. Ridgewood Ave, South Daytona, FL 32119

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Judy Reiker
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The Home Loan Expert LLC, NMLS #1326241 IL/MO Mortgage Licensee 1600 S. Brentwood Blvd, Suite 700, St. Louis MO 63144

We need your home NOW more than ever!

Carl 386-690-8783

ISSUE 21



Newsletter

VENETIAN BAY EDITION

THIS MONTH'S TOPICS

A message from your Venetian Bay Top Realtors

Buyers' Biggest Hurdle in June?
Lack of Inventory

Healthy Banana Cookies

Venetian Bay Listings Available!

Buyers Waiting for Prices to Come Down Will Be Disappointed

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!

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BUYERS' BIGGEST HURDLE IN JUNE? LACK OF INVENTORY

By Kerry Smith

Today's buyers have 27.4% fewer homes to choose from than they did one year ago, though in Fla. it ranges from 31.4% near Tampa to 9.4% in South Fla.

SANTA CLARA, Calif. – Buyer demand has risen thanks to record-low mortgage rates and frustration after spending time quarantined in less-than-ideal housing. As a result, sellers who enter the market find continually rising prices and, many times, competitive bids for their property.

But more sellers may be avoiding a potentially strong summer housing market, according to realtor.com's June Monthly Housing Trends report. Economists found that housing inventory – the number of homes actively available for sale – continues to decline.

Nationally, housing inventory was down 27.4% year-to-year in June, which translates into 363,000 fewer homes listed for sale.

Some Florida metro areas have an even greater drop in inventory, but some have less. In a year-to-year comparison, four metros showed a year-to-year decline ranging from 31.4% to 9.4%:

Tampa-St. Petersburg-Clearwater: Inventory down 31.4%

Jacksonville: Down 21.8%

Orlando-Kissimmee-Sanford: Down 14.4%

Miami-Fort Lauderdale-West Palm Beach: Down 9.4%

Newly listed properties – ones that came onto the market within the past month – may suggest future improvements, and in Florida, one metro area even saw an increase. Also, every Florida metro bested the national average with rates ranging from an 18.6% decline to a 2.5% increase:

Tampa-St. Petersburg-Clearwater: Inventory down 18.6%

Orlando-Kissimmee-Sanford: Down 17.5%

Jacksonville: Down 0.8%

Miami-Fort Lauderdale-West Palm Beach: An increase of 2.5%

Nationally, the volume of newly listed properties was down 19.3% over last year – but that's an improvement over the 44.1% and 29.4% year-over-year declines posted in April and May, respectively.

"Our June data reinforces that buyers are out in force and serious about finding a home," says realtor.com Chief Economist Danielle Hale. But "inventory continues to decline, indicating that what is coming onto the market is selling."

Hale says the overall real estate market has shown resilience, "but conditions vary market by market. In particular, the nation's largest metros are seeing a better new listings trend and smaller increase in the time it takes for a home to sell, which could signal they may lead the recovery."

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Carl's Stats
Broker A, CDPE, MBRA, AWR,
Top 1% of Realtors for United States 2019
Personally Ranked #1 In North America 2020 for ER
Personally Ranked #1 in Florida 2012-2020

Leader of #1 Ranked Team in Florida for 2012-2020
Leader of #2 Real Estate Team in all of
North America 2020
carlsells386@gmail.com

Buyers Waiting for Prices to Come Down Will Be Disappointed

NEW YORK – The current economic downturn has been odd in so many ways. Why shouldn't it expose some economic myths and misconceptions as unreliable, if not outright untrue?

When it comes to understanding the relationships involving home prices, bank deposits, interest rates and unemployment, many disconnects arise. Here are a few:

High unemployment and home prices

You might think that as the nation's unemployment rate has spiked during this social-distancing recession, that would put pressure on home prices, forcing some owners to miss payments and discouraging buyers.

So far, that hasn't been apparent. Home prices were up 2.5% on average this year through April, according to S&P CoreLogic Case-Shiller.

Low interest rates, which make homes more affordable, are one factor supporting prices. Also, stimulus and other government payments have enabled millions of Americans to meet their obligations. Plus, the economic slump has lasted only about four months so far, so the full impact may not have been felt yet. If the economy recovers strongly from here, negative housing fallout might not materialize in a big way.

Still, it does seem like the other shoe could drop. Fitch Ratings, the credit-rating agency, currently sees home prices nationally as 6.1% overvalued based on recent price increases, heightened unemployment and the possibility of lower incomes and rents. Values are most frothy in Nevada, Idaho, North Dakota, Texas and Arizona, Fitch said.

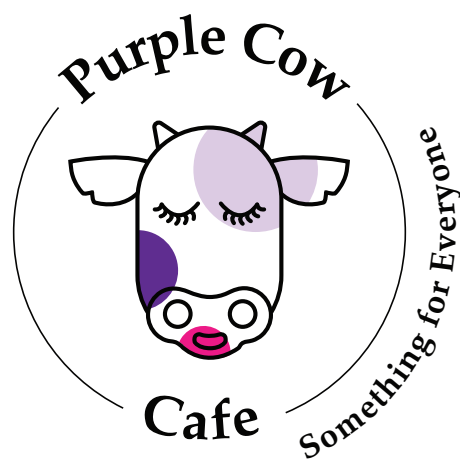
The degree to which housing might become more overvalued depends on the future path of unemployment and personal incomes, said Suzanne Mistretta, a Fitch senior director.

The company sees the U.S. unemployment rate easing to 7.8% next year from an average 10.3% in 2020. Though not approaching overvaluation levels of 20%-plus from 2005 to 2007, housing still could reach its highest level of overvaluation in a decade, Fitch warned. By Martin Crutsinger JUNE 23, 2020

By Russ Wiles JULY 20, 2020 Copyright 2020 The Associated Press. All rights reserved.

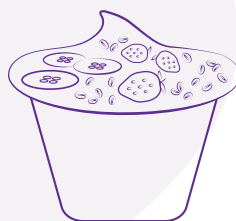
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Venetian Bay Town Center



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Choose from 24 hand dipped ice cream flavors to create your favorite ice cream treat (try our delicious chocolate shake!!!!)



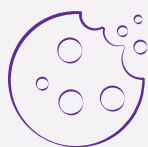
Acai Bowls

(acai berry, banana, blueberries, nut mylk) - topped 3 different ways



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with our house made sweet cream



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(vanilla or chocolate / whey or plant based)

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Healthy Banana Cookies

Prep 15 min | Cook 20 min | Ready in 35 min

Author: www.allrecipes.com

INGREDIENTS

- 3 ripe bananas
- 2 cups rolled oats
- 1 cup dates, pitted and chopped
- cup vegetable oil
- 1 teaspoon vanilla extract

Per Serving: 56 calories; 0.8 g protein; 8.4 g carbohydrates; 0 mg cholesterol; 0.5 mg sodium.

INSTRUCTIONS

Step 1 - Preheat oven to 350 degrees F (175 degrees C).

Step 2 - In a large bowl, mash the bananas. Stir in oats, dates, oil, and vanilla. Mix well, and allow to sit for 15 minutes. Drop by teaspoonfuls onto an ungreased cookie sheet.

Step 3 - Bake for 20 minutes in the preheated oven, or until lightly brown.

		5			2	1	8	
			9			3		2
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4	1	8				9	7	6
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				9	5			8
1		9			8			
	3	6	7			5		

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
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
3207 Meleto Blvd	3	3	\$319,900.00	2,186	\$146.34	Carl/Team Vasile
261 Venetian Palms Lot 31	3	2	\$325,500.00	1,790	\$181.84	Carl/Team Vasile
272 Venetian Palms Lot 37	3	2	\$309,900.00	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

Offered for sale is this rare large (one story) 4 bedroom 3 full bath home plus a den/office that is located in desired Venetian Bay that includes a community pool just a few steps away. This home has it all. Just to name a few of the amazing features and upgrades, custom wood tile in all areas except bedrooms, like new stainless appliances, tile roof, huge screened in area that offers a solid roof and top of the line hot tub.



492 Venetian Villa

Listings in Venetian Bay Are Going Fast!

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.



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.

Call Carl for Info 386-527-5357



One of the nicest and best priced homes in all of Venetian Bay. This larger one story home offers 3 bedrooms and 2 full bathrooms, No carpet in this home, all tile or wood style flooring throughout. There is a custom built in electric fireplace with stone and ship lap ready for your big screen tv to hang. Kitchen offers granite, stainless and wood cabinets.

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



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	\$339,900.00	1,870	\$181.76	Carl/Team Vasile
263 Venetian Palms Lot 32	3	2	\$299,000.00	1,691	\$176.82	Carl/Team Vasile
2805 Casanova Ct	4	3	\$595,000.00	2,605	\$228.41	Carl/Team Vasile
208 Venetian Palm Blvd.	4	3	\$316,740.00	2,113	\$149.90	Carl/Team Vasile
3353 Poneta Ave	4	3	\$359,900.00	2,430	\$148.11	Carl/Team Vasile
3309 Modena Way	3	2	\$409,000.00	2,073	\$197.30	Carl/Team Vasile
3089 Borassus Dr Lot 26	4	3	\$431,600.00	2,630	\$164.10	Carl/Team Vasile
3652 Pegaso Ave	3	2	\$330,000.00	2,075	\$159.04	Carl/Team Vasile
270 Venetian Palm Blvd.	4	3	\$328,500.00	2,400	\$136.87	Carl/Team Vasile
610 Marisol Dr	3	2	\$344,782.00	2,032	\$169.84	Carl/Team Vasile
3091 Borassus Lot 27	4	2	\$345,500.00	1,900	\$181.84	Carl/Team Vasile
3342 Caterina Dr.	4	4	\$568,000.00	3,102	\$183.11	Carl/Team Vasile
3310 Modena Way	3	2	\$392,000.00	1,906	\$205.67	Carl/Team Vasile
254 Capella Ct	4	4	\$550,550.00	2,986	\$184.38	Carl/Team Vasile
424 Luna Bella Lane #123	-	-	\$31,000.00	Comm.	-	Carl/Team Vasile
2813 S. Asicano Ct	3	3	\$580,000.00	2,613	\$221.97	Carl/Team Vasile
261 Venetian Palms Dr Lot 31	3	2	\$333,750.00	1,790	\$181.84	Carl/Team Vasile
3652 Cesi Ave	3	3	\$455,000.00	2,162	\$212.71	Carl/Team Vasile
3346 Bellino Blvd	4	3	\$450,000.00	2,318	\$204.91	Carl/Team Vasile
3423 Medici Blvd	-	-	\$285,000.00	-	-	Carl/Team Vasile
345 Venetian Palm Lot 472	-	-	\$395,500.00	-	-	Carl/Team Vasile
493 Luna Bella Lane	4	3	\$362,500.00	2,495	\$147.90	Carl/Team Vasile
526 Bacio St	3	3	\$489,991.00	2,575	\$193.74	Carl/Team Vasile
2913 Linari Ct	4	3	\$765,000.00	2,624	\$296.80	Carl/Team Vasile
209 Venetian Palms Blvd	4	3	\$329,991.00	2,262	\$145.88	Carl/Team Vasile
272 Venetian Palms Lot 37	3	2	\$352,210.00	1,750	\$201.26	Carl/Team Vasile
206 Venetian Palms Blvd	3	3	\$307,991.00	2,028	\$151.87	Carl/Team Vasile
3079 Borassus Dr	4	2.5	\$470,000.00	2,194	\$214.22	Carl/Team Vasile
206 Caryota Ct	3	2	\$249,992.00	1,504	\$166.22	Carl/Team Vasile
3014 King Palm Lot 127	4	2	\$510,400.00	1,900	\$207.89	Carl/Team Vasile
3503 Sonesta Ct	4	3	\$480,000.00	3,101	\$154.79	Carl/Team Vasile

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

STREET NAME	BR	BA	SELL PRICE	Living Sqft	Agent
3451 Poneta Ave	3	2	PENDING	1,754	Carl/Team Vasile
3325 Tuscano	3	2	PENDING	1,910	Carl/Team Vasile
3565 Casalta	3	2	PENDING	1,900	Carl/Team Vasile
566 Luna Bella	3	2	PENDING	2,270	Carl/Team Vasile
3200 Medici	3	2	PENDING	2,414	Carl/Team Vasile

THE ISLES

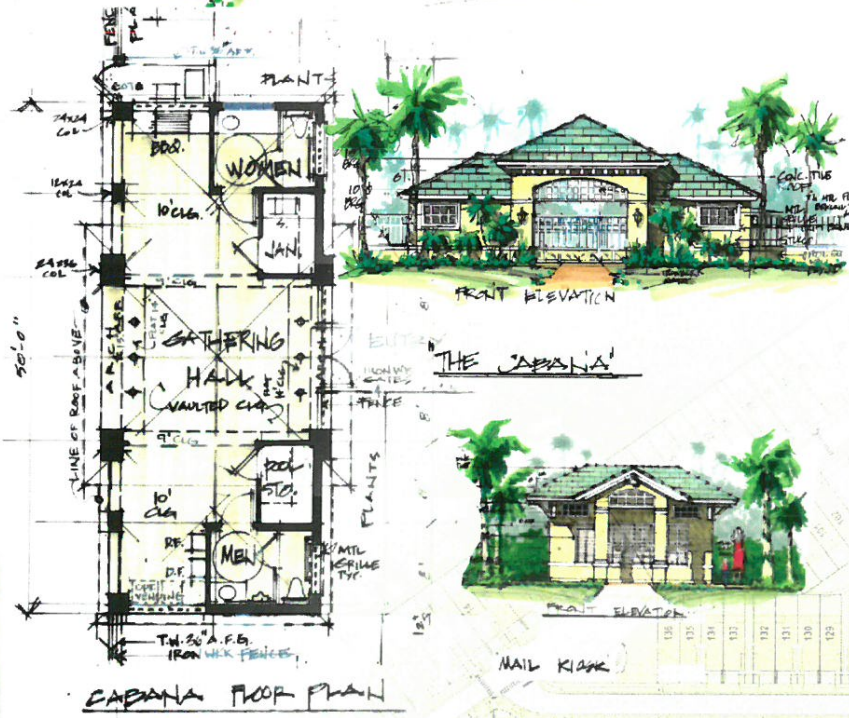
AT VENETIAN BAY

Welcome to The Isles of Venetian Bay Townhomes



Pre construction prices, limited townhomes available

Artist Rendering Of A Typical 4 - Plex Building

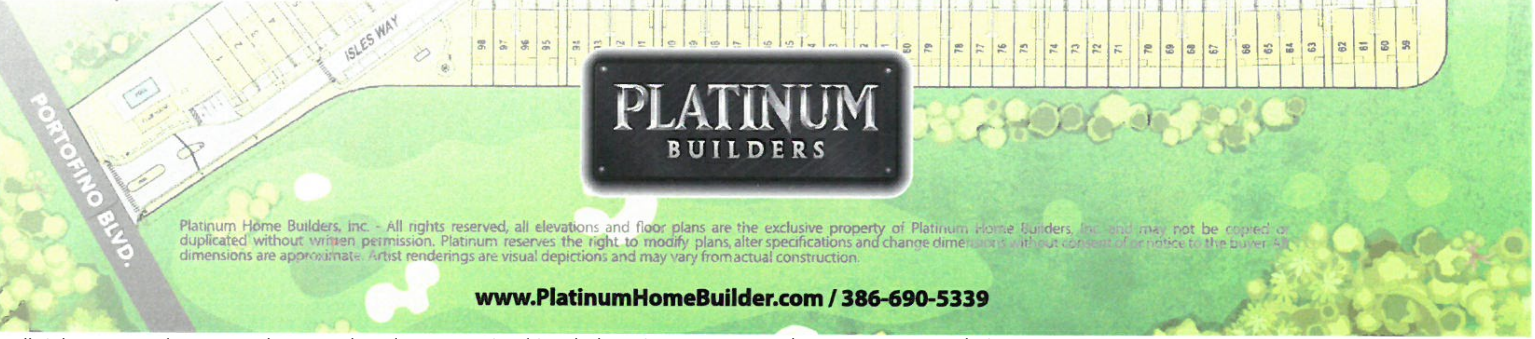


Weather Ready, Maintenance Free

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



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www.PlatinumHomeBuilder.com / 386-690-5339

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