

# NEWSLETTER

## VENETIAN BAY EDITION



### THIS MONTH'S TOPICS

What it Means to be in a Sellers Market

To Renovate or Not to Renovate Before You Sell

Earth Day Crossword Puzzle

Buyer & Seller Perks in Today's Housing Market

Venetian Bay Listings Available!

WORKING TOGETHER TO SERVE YOU BETTER



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### WHAT IT MEANS TO BE IN A SELLERS' MARKET

If you've given even a casual thought to selling your house in the near future, this is the time to really think seriously about making a move.

When the supply of houses for sale is as low as it is right now, it's much harder for buyers to find homes to purchase. As a result, competition among purchasers rises and more bidding wars take place, making it essential for buyers to submit very attractive offers.

As this happens, home prices rise and sellers are in the best position to negotiate deals that meet their ideal terms. If you put your house on the market while so few homes are available to buy, it will likely get a lot of attention from hopeful buyers.

### BOTTOM LINE

Home prices are appreciating in today's sellers' market. Making your home available over the coming weeks will give you the most exposure to buyers who will actively compete against each other to purchase it.

TEXT OR CALL TODAY (386) 690-8783



## To Renovate or Not To Renovate Before You Sell

When thinking about selling, homeowners often feel they need to get their house ready with some remodeling to make it more appealing to buyers.

However, with so many buyers competing for available homes right now, renovations may not be as vital as they would be in a more normal market. Here are two things to keep in mind if you're thinking of selling this season.

### THERE AREN'T ENOUGH HOMES FOR SALE RIGHT NOW

A normal market has a 6-month supply of houses for sale, but today's housing inventory sits far below that benchmark. According to the National Association of Realtors (NAR), there's only a 1.9-month supply of homes available today.

As a result, buyer competition is high and homes are only on the

market for about 21 days, during which time many receive multiple offers from hopeful buyers.

In a competitive market that's moving so quickly, it makes sense to sell your house when buyers are scooping homes up as fast as they're being listed. Spending costly time and money on renovations before you sell might just mean you'll miss your key window of opportunity.

While certain repairs on your house may be important, your best move right now is to work with a real estate advisor to determine which improvements are truly necessary, and which ones are not likely to be deal-breakers for buyers.

Today, many buyers are more willing to take on home improvement projects themselves in order to get the home they're after, even if it means putting in a little extra work.

**Home Advisor explains:** "When it comes to the number of home improvement projects completed,

Gen Z homeowners are leading the pack, completing an average of 3.5 projects. Millennials closely follow Gen Z, taking on an average of 3.3 projects, followed by Gen X at 2.8 projects. Boomers completed an average of 2 projects, and the Silent Generation completed the fewest projects, on average, at 1.8 per household. Compared to 2019, millennials are spending 60% more on home improvement and doing on average 30% more projects."

In this market, it may be wise to let future homeowners remodel the bathroom or the kitchen to make design decisions that are best for their specific taste and lifestyle.

As a seller, your dollars and time might be better spent working on small cosmetic updates, like refreshing some paint and power washing the exterior.

Instead of over-investing in your home with upgrades that the buyers may change anyway, work with a real estate professional to determine the key projects that will maximize your listing.

## FOCUS ON GETTING A GOOD RETURN ON YOUR INVESTMENT

When planning any bigger projects to tackle, you and your real estate agent will want to discuss the potential return on your investment and if those projects are worth the cost.

Some homes do need a kitchen or bathroom renovation, roof repairs, or other major work, but definitely not all of them. You might be surprised by how well your house could fair in today's sellers' market.

Hanley Wood states: "The 2020 Cost vs. Value report shows a predictable increase in costs for all 22 remodeling projects but a consistent dip in the perceived value of those projects at the time of home sale, as estimated by real-estate professionals in more than 100 metro areas across the U.S. This results in a slight downturn on the return on investment for nearly all projects relative to the trends we saw in last year's report."

According to the 2020 State of Home Spending report from Home Advisor: "The average household spending on home services rose to \$13,138, an increase over last year's survey results, where homeowners who did projects spent \$9,081 on average in 2019."

Before you renovate, contact a local real estate professional to see if it's the best course of action. You may find out that putting your house on the market as-is will help you sell quickly, and it may result in the best return on your investment.

Every home is different, but a conversation with your agent is mission-critical to make sure you make the right moves when selling this season.  
<https://www.simplifyingthemarket.com/en/2021/03/18/to-reno-vate-or-not-to-reno-vate-before-you-sell/?a=593642-efbe89c19db21d293100de7b2307f044>

### BOTTOM LINE

We're in a strong sellers' market, and that means you have the leverage to sell your house on your terms. Let's connect today to determine if renovating is really the best way to spend your time and money before you sell.

## WORKING TOGETHER TO SERVE YOU BETTER



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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
- Personally Ranked #1 in Florida 2012-2020
- Leader of #1 Ranked Team in Florida 2012-2020
- Leader of #2 Real Estate Team in North America 2020

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# 20 21

## VENETIAN BAY TEAM VASILE SALES

Statistics don't lie.  
We personally SOLD all these homes.

STREET NAME	BR	BA	SELL PRICE	LIVING SQFT	\$ PER SQFT	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



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

STREET NAME	BR	BA	SELL PRICE	LIVING SQFT	\$ PER SQFT	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
566 Luna Bella Lane	3	2	\$468,782.00	2,270	\$206.51	Carl/Team Vasile
460 Venetian Villa Dr	4	3	\$335,000.00	2,543	\$131.73	Carl/Team Vasile
3565 Casalta Cir	3	2	\$272,500.00	1,900	\$143.42	Carl/Team Vasile
3386 Bellino Blvd	4	2	\$450,300.00	2,233	\$201.66	Carl/Team Vasile
492 Venetian Villa Dr	4	3	\$335,000.00	2,450	\$136.73	Carl/Team Vasile
324 Leoni St	3	2	\$360,000.00	1,852	\$194.38	Carl/Team Vasile
2913 Palma Lane	4	3	\$775,000.00	2,632	\$294.45	Carl/Team Vasile
234 Caryota Ct	3	2	\$252,993.00	1,504	\$168.21	Carl/Team Vasile
3449 Tesoro Circle	3	2	\$489,000.00	2,306	\$212.06	Carl/Team Vasile
2822 S Asciano Ct	3	3	\$503,700.00	2,880	\$174.89	Carl/Team Vasile
424 Luna Bella Lane #224	2	2	\$267,000.00	1,575	\$169.52	Carl/Team Vasile
3648 Pini Ave	3	2	\$347,000.00	1,700	\$204.12	Carl/Team Vasile
2808 Casanova Ct	4	3	\$830,000.00	3,204	\$259.05	Carl/Team Vasile
3478 Tesoro Cr	3	3	\$506,000.00	2,250	\$224.89	Carl/Team Vasile
3451 Tesoro Cr,	3	2	\$425,000.00	1,928	\$220.44	Carl/Team Vasile
574 Luna Bella Lane	3	2	\$540,000.00	2,289	\$235.91	Carl/Team Vasile
3614 Casello Dr	2	2	\$229,900.00	1,669	\$137.75	Carl/Team Vasile
2656 Star Coral Lane	3	2	\$270,000.00	1,672	\$161.48	Carl/Team Vasile
3415 Torre Blvd,	3	2	\$299,000.00	1,983	\$150.78	Carl/Team Vasile
271 Venetian Palms Blvd	3	2	\$375,000.00	1,897	\$197.68	Carl/Team Vasile
3 Trap Cr	2	2	\$209,000.00	1,482	\$141.03	Carl/Team Vasile

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**WORKING TOGETHER TO SERVE YOU BETTER**

**AVAILABLE 2811 Casanova | \$759,000**

Welcome to your premier estate home located on one of the most desirable lot locations offering captivating views of the lake, fountain, and golf course. This wonderful two story home with a 3 car garage offers a large ground floor master as well as a second true master upstairs. Dont like the stairs? Well there is a custom chair lift also already in place.



**SOLD 2810 Casanova Ct | \$599,000**

From the moment you enter the home you feel as though you are on an island, you immediately see through the large glass sliders nothing but water, trees and golf course. This is certainly considered to be one of the most desired lots in all of Venetian Bay, offering captivating views of both the large lake and golf course.

**SOLD 318 Leoni St | \$480,000**

Better than new POOL HOME in the exclusive Venetian Bay community. Built by premier builder PLATINUM BUILDERS, located on a rare PRESERVE LOT. Home is open, light and bright. Dream kitchen with upgraded wood cabinets, GRANITE COUNTER TOPS, glass backsplash and SS appliances. Split bedroom plan, 3 sun tunnels, Corian countertops in bathrooms. Master bath is luxurious w/ large shower, soaking tub, water closet, 2 separate vanities.



**PENDING 3557 Casalta Cir | \$284,963**

What an amazing home. Offering one of the most desired floor plans in the area this larger one story home offers 3 large bedrooms, 2.5 bathrooms and a den/office that can be used as a formal dining room as well if you wish. Located on a larger lot with a full privacy fenced backyard, the home offers a true tile roof designed to last 50 plus years.



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**SOLD 3325 Pintello | \$284,462**

What a rare opportunity to own one of the most desired 4 bedroom floor plans offered. As you enter the front door you immediately notice the open floor plan with vaulted ceilings, large kitchen with granite counters and stainless steel appliances and so much more. There is NO carpet in this home, tile throughout. The backyard is very inviting with an added patio area for family gatherings and a fenced yard.



**SOLD 271 Venetian Palms | \$375,000**

What a stunning home and location. This large 3 bedroom home also includes a huge private den/office that can easily be used as a fourth bedroom located just a short walk to the exclusive golf course and clubhouse in Venetian Bay. This Johnson Group home only 1 year old offers the best of the best.

**SOLD 3219 Modena | Listed: \$669,872**

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 4 large bedrooms (plus) a den/office/bonus room and a very desired huge over sized three to four car garage with epoxy coated floors and 3 (full) bathrooms one of which doubles as a pool bath.



**SOLD 424 Luna Bella Lane #227 | \$239,000**

Rarely offered is this large 2 bedroom condo located in the sought after location Tuscan Square in the Town Center of Venetian Bay overlooking the greenery with amazing views of the clock tower. Watch the sunrises from your East facing balcony. The condo has upgrades galore which include cabinets, granite, appliances, with newer cook top and oven, not the lower cost range.



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**SOLD 3401 Meleto | \$325,000**

You want like new, at a not new price? Then this is it. Pure perfection and upgraded to the max home with gourmet kitchen, top of the line stainless appliances, granite counters, upgrades cabinets, screened lanai, lake view lot, ceiling fans, window treatments, and storm shutters are just a few of the many wonderful amenities this onse 4 bedroom home with 3 full bathrooms offers.



**SOLD 572 Luna Bella | \$455,000**

Truly the rarest of rare homes and locations. Watch the amazing views of the fountain and lake from your oversized lanai. The home offers an extra large 3 car garage, 3 beds, 2 bath, with a den./office option. As you enter this amazing home you immediately notice the 18 ft high ceilings, captivating lake views through the triple 8 ft tall sliders while you walk onto the Pergo XP floors that are especially durable.

**SOLD 3355 Caterina | \$450,000**

Location is everything. The magnificent home sits on a rare oversized WATERFRONT lot located in front of the large lake's fountain view and sits just inside the Promenade section of Venetian Bay that offers extra space between your neighbors homes unlike many of the other lots. This large 3 bedroom home offers an oversized den/office with glass french doors as well as porcelain tile along with many wonderful upgrades.



**SOLD 2421 Medici | \$355,000**

What an amazing home. Offering one of the most desired floor plans in the area this larger one story home offers 3 large bedrooms, 2.5 bathrooms and a den/office that can be used as a formal dining room as well if you wish. Located on a larger lot with a full privacy fenced backyard, the home offers a true tile roof designed to last 50 plus years.



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**PENDING 2827 Casanova Ct | \$974,877**

This estate home sits on a private corner lot with preserve area to the rear. Offering nearly 3300 sq ft under ac and a 5 car air conditioned garage with drive on lift, huge master suite with 2 walk in closets with one being the size of a small bedroom, custom wood lapped wall, as well as a triple tray ceiling wrapped in crown molding. The master bath offers a massive walk in shower with 3 shower heads one of which is a true rain head.



**PENDING 3115 Areca Ave | \$316,490**

A laidback community with endless local amenities, the Palms at Venetian Bay is the forever home of your dreams! Located on Florida's Atlantic Coast in New Smyrna Beach, this community is surrounded by history, culture, and endless outdoor water activities. Nearby is a drivable beach and a bustling downtown filled with one-of-a-kind boutiques and local eateries.

**PENDING 330 Venetian Palms | \$382,500**

A laidback community with endless local amenities, the Palms at Venetian Bay is the forever home of your dreams! Located on Florida's Atlantic Coast in New Smyrna Beach, this community is surrounded by history, culture, and endless outdoor water activities. Nearby is a drivable beach and a bustling downtown filled with one-of-a-kind boutiques and local eateries.



**PENDING 508 Campana | \$539,862**

This magnificent home sits on a rare oversized lot just inside the Promenade section of Venetian Bay. This large 3 bedroom home also provides a huge oversized den/office as well as porcelain wood tile throughout the home with upgraded carpet only in the bedrooms along with heavy duty PGT custom sliders that open up to your resort style pool and hot tub oasis wrapped in true travertine stone decking.



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## Buyer & Seller Perks in Today's Housing Market

Right now, the housing market is full of outstanding opportunities for both buyers and sellers. Whether you're thinking of buying your first home, moving up to a bigger one, or selling so you can downsize this spring, there are perks today that are powering big moves for people across the country.

### **THE BIGGEST PERK FOR BUYERS: LOW MORTGAGE RATES**

Today's most compelling buyer incentive is low mortgage interest rates. The 30-year fixed-rate is now averaging just over 3%. While that's slightly higher than the record-lows from 2020 and earlier this year, it's still way lower than historic norms, making purchasing a home an ongoing perk for hopeful buyers.

Buyer & Seller Perks in Today's Housing Market | Simplifying The Market This is a huge advantage for buyers and helps to make owning a home attainable for more households – and there's good reason to strive for homeownership.

The latest Homeowner Equity Report from CoreLogic shows how homeowners saw major gains in their net worth last year, all thanks to owning a home.

Frank Martell, President and CEO of CoreLogic, explains: "Positive factors like record-low interest rates

and a booming housing market encouraged many families to enter homeownership. This growing bank of personal wealth that homeownership affords was noticed by many but in particular for first-time buyers who want a piece of the cake. As a result, we may see more of those currently renting start to enter the market in the near future."

Low mortgage rates are a plus for buyers right now, but experts forecast we'll see them continue to rise as the year goes on. If you're ready to purchase a home, it's wise to get started on the process soon so you can secure today's comparatively low rate.





## THE BIGGEST PERK FOR SELLERS: LOW INVENTORY

Today, there are simply not enough houses on the market for the number of buyers looking to purchase them, and it's creating a serious sellers' market.

According to Danielle Hale, Chief Economist at realtor.com: "Total active inventory continues to decline, dropping 50 percent. With buyers active in the market and sellers still slow to put homes up for sale, homes are selling quickly and the total number actively available for sale at any point in time continues to decline."

## BUYER & SELLER PERKS IN TODAY'S HOUSING MARKET: SIMPLIFYING THE MARKET

The lack of houses for sale continues to challenge the market, and with low mortgage rates fueling buyer demand, homes are hard for buyers to find today.

According to the latest Realtors Confidence Index Survey by the National Association of Realtors (NAR), the average house is now receiving 4.1 offers and is on the market for only 20 days.

Buyers are clearly eager to purchase, and because of the shortage of inventory available, they're often entering bidding wars. This is one of the factors keeping home prices strong and giving sellers leverage in the negotiation process.

Homeowners who are in a position to sell shouldn't wait to make their move. Listing this spring will get your house on the market when conditions are most favorable.

With low inventory and high buyer demand, homeowners can potentially earn a greater profit on their houses and sell them quickly in the fast-paced spring market.

<https://www.simplifyingthemarket.com/en/2021/03/25/buyer-seller-perks-in-todays-housing-market/?a=593642-efbe89c19db21d293100de7b2307f044>

### BOTTOM LINE

Whether you're thinking about buying or selling a home, there are major perks available in today's housing market. Let's connect today to discuss how these favorable conditions play to your advantage in our local area.



## Earth Day Crossword Puzzle



CLIMATE  
ENDANGERED  
GARDEN  
ORGANIC  
REUSE

CONSERVATION  
ENERGY  
EARTH  
RECYCLE  
ENVIRONMENT

**EXIT Real Estate Property Solutions**  
**Servicing Volusia County & 3 office locations:**  
 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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**National Reach**  
*while remaining dedicated to our*  
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 Manager

Jamie Clark  
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**fast · convenient · affordable**

We are a 24 hour a day 365 days a year. Tom and Jane opened Snap Fitness in Venetian Bay in 2008 and have been voted gym of the year for the past 8 years.

Our 4 certified personal trainers can help you start a work-out program and guide you to a healthier lifestyle.

Need to jump start your fitness?  
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