

NEWSLETTER

VENETIAN BAY EDITION

THIS MONTH'S TOPICS

5 Ways to Write a
Winning Offer in Today's
Real Estate Market

Blueberry Crumble
Bars Recipe

Venetian Bay
Listings Available!

WORKING TOGETHER TO SERVE YOU BETTER



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Our nation is in the midst of a serious housing crunch. Last year, a lack of inventory and soaring prices left many would-be homebuyers feeling pinched. But now, with interest rates climbing, many of them are also feeling desperate to lock in a mortgage—which has only added fuel to the fire.¹

Fortunately, if you're a buyer struggling to find a home, we have some good news. While it's true that higher mortgage rates can decrease your purchasing budget, there are additional ways to compete in a hot market.

Yes, a high offer price gets attention. But most sellers consider a variety of factors when evaluating an offer.

With that in mind, here are five tactics you can utilize to sweeten your proposal and outshine your competition.

We can help you weigh the risks and benefits of each tactic and craft a compelling offer designed to get you your dream home—without giving away the farm.

Keep reading to learn more.

TEXT OR CALL TODAY (386) 690-8783



5 Ways to Write a Winning Offer in Today's Real Estate Market

DEMONSTRATE SOLID FINANCING

The reality is, no one gets paid if a home sale falls through. That's why sellers (and their listing agents) favor offers with a high probability of closing.

Sellers particularly love all-cash offers because there's no chance of financing issues cropping up at the last moment. But don't despair if you can't pay cash for your home. According to the National Association of Realtors, only about 1 in 4 home purchases are all-cash deals, which means the vast majority are financed with a mortgage.²

If sellers are assured that financing will come through, buying with a mortgage doesn't have to be a big disadvantage. The most important step you can take as a buyer is to get pre-approved before you start looking for homes. A pre-approval letter shows sellers that you are serious about buying and that you will be able to make good on your offer.

It's also important to consider the reputation of your lender. While sellers may not know or care about a lender's reputation, their agents often do. Some lenders are much easier to work with than others, especially if you are pursuing certain types of mortgages like FHA or VA loans.³ If so, you'll want a lender who specializes in these types of mortgages. If you're unsure who to choose, we are happy to

refer you to reputable lenders known for their ease of doing business.

PUT DOWN A SIZE-ABLE DEPOSIT

Buyers can show sellers that they're serious about their offer and have "skin in the game" by putting down a large earnest money deposit.

Earnest money is a deposit held in escrow by a title company or the seller's broker or lawyer. If the purchase goes through, it is applied to the down payment and closing costs—if the sale falls through, the buyer may lose some or all of that deposit.

While an earnest money deposit is typically around 1-2% of the sale price, offering a higher deposit can help demonstrate to the buyer that you are serious about the property.⁴ However, this strategy can also be risky. We can help you determine an appropriate deposit to offer based on your specific circumstances.



ASK FOR FEW (OR NO) CONTINGENCIES

Most real estate offers include contingencies, which are clauses that allow one or both parties to back out of the agreement if certain conditions are not met. These contingencies appear in the purchase agreement and must be accepted by both the buyer and seller to be legally binding.⁵

COMMON CONTINGENCIES INCLUDE:

- **Financing:** A financing contingency gives the buyer a window of time in which to secure a mortgage. If they are unable to do so, they can withdraw from the purchase and the seller can move on to other buyers.
- **Inspection:** An inspection contingency gives the buyer the opportunity to have the home professionally inspected for issues with the structure, wiring, plumbing, etc. Typically, the seller may choose whether or not to remediate those issues; if they do not, the buyer may withdraw from the contract.
- **Appraisal:** Most lenders will not offer a mortgage on a home that costs more than it's worth. An appraisal contingency gives the buyer an opportunity to get the home professionally assessed to ensure that its value is at or above the sales price. If an appraisal comes in low, the seller may be asked to renegotiate the contract.
- **Sale of a prior home:** Some buyers cannot afford to purchase a new home until they sell their previous one. If the buyer is unable to sell their current home within a specified window of time, this contingency enables them to withdraw from the contract without penalty.

Since contingencies reduce the likelihood that a sale will go through, they generally make an offer less desirable to the seller. The more contingencies that are included, the weaker the offer becomes. Therefore, buyers in a competitive market often volunteer to waive certain contingencies.

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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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However, it's very important to make this decision carefully and recognize the risks of doing so. For example, a buyer who chooses to waive a home inspection contingency may find out too late that the home requires extensive renovations, and a buyer who waives the appraisal may risk their mortgage falling through. If you back out of a home purchase without the protection of a contingency, you could lose your earnest money deposit.⁶ We can help you assess the risks and benefits involved.

OFFER A FLEXIBLE CLOSING DATE AND/OR LEASEBACK OPTION

When it comes to selling a house, money isn't everything. People sell their homes for a wide variety of reasons, and flexible terms that work with their personal situations can sometimes make all the difference. For example, if a seller is in the process of planning a significant move, they may prefer a longer closing timeline that gives them time to find housing in their new location.

Similarly, short-term leaseback options, in which the sale is completed but the seller retains the right to

rent the home for a specified period of time, can be compelling.⁷ These arrangements enable the seller to use the money from the sale of their home to purchase their next house. A leaseback agreement also makes it possible for them to avoid moving twice when their next home is not yet ready to occupy.

Flexible closing dates and leaseback options can provide a powerful advantage for first-time home buyers. If you have a month-to-month or easily transferable lease, for example, you may be able to offer a more flexible timeline than a buyer who is simultaneously selling their existing home.

Of course, the value of these terms depends on the seller's situation. We can reach out to the listing agent to find out the seller's preferred terms, and then collaborate with you to write a compelling offer that works for both parties.

WORK WITH A SKILLED BUYER'S AGENT

In this ultra-competitive real estate market, one of the greatest advantages you can give yourself is to work with a skilled and trustworthy real estate professional. We will make sure you fully understand the process



and help you submit an appealing offer without taking on too much risk.

Plus, we know how to write offers that are designed to win over both the seller and their listing agent. The truth is, listing agents play a huge role in helping sellers evaluate offers, and they want to work with skilled buyer's agents who are professional, communicative, and courteous.

Once your offer is accepted, we'll also handle any further negotiations and coordinate all the paperwork and other details involved in your home purchase. The best part is, you'll have a knowledgeable, licensed advocate on your side who is watching out for your best interests every step of the way.

HELPING YOU GET TO THE RIGHT OFFER

In many cases, a competitive offer doesn't need to be all-cash, contingency-free, or significantly above asking price. But if you're serious about buying a home in today's market, it's important to consider what you can do to sweeten the deal.

If you're a buyer, we can help you compete in today's market without getting steamrolled. And if you're a seller, we can help you evaluate offers by taking all the relevant factors into account. Contact us today to schedule a free consultation.

Sources:

1. National Association of Realtors - <https://www.nar.realtor/newsroom/pending-home-sales-dwindle-4-1-in-february>
2. National Association of Realtors - <https://www.nar.realtor/newsroom/existing-home-sales-fade-7-2-in-february>
3. Forbes - <https://www.forbes.com/advisor/mortgages/housing-crisis-tips/>
4. Realtor.com - <https://www.realtor.com/advice/finance/earnest-money-deposit-mistakes-buyers-make/>
5. Bankrate - <https://www.bankrate.com/real-estate/contingency-clause/>
6. Home Buying Institute - <http://www.homebuyinginstitute.com/mortgage/risks-of-waiving-a-contingency/>
7. Realtor.com - <https://www.realtor.com/advice/sell/what-is-a-rent-back-agreement>



Blueberry Crumble Bars

www.cookiesandcups.com

Total Time: 1.5 hrs | Servings: 20

INGREDIENTS

Crumble Mixture:

1.5 cups flour

1.5 cups oats

3/4 cups brown sugar

1/2 tsp salt

1 cup cold butter

Filling:

1/2 cup sugar

3 tbsp cornstarch

2.5 cups blueberries

1 tbsp lemon juice

INSTRUCTIONS

- Line pan with parchment paper and coat with nonstick spray. Set aside.
- Pulse together flour, oats, sugar and salt. Add butter and pulse until combined.
- Divide mixture in half and press into bottom of pan to form the crust. Set aside.
- Whisk together sugar and cornstarch. Add in blueberries and coat in sugar mixture. Add in lemon juice and combine.
- Spread blueberries on top of the crust.
- Spread remaining crust mixture on top of blueberries and press lightly.
- Refrigerate the pan for 30 minutes.
- Preheat the oven to 350°F and bake for 35-40 minutes until the fruit starts to bubble.

2022

VENETIAN BAY TEAM VASILE SALES

Statistics don't lie.

We personally SOLD all these homes.

Solds

STREET NAME	BR	BA	CLOSED PRICE	SQFT	\$ PER SQFT	AGENT
3317 Meleto Boulevard	3	2	\$399,000.00	1,617	\$246.75	Carl/Team Vasile
424 Luna Bella Lane 228	3	3	\$345,000.00	2,172	\$158.84	Carl/Team Vasile
3655 Pini Ave	3	2	\$370,000.00	1,682	\$219.97	Carl/Team Vasile
208 Venetian Palms Boulevard	4	3	\$465,000.00	2,095	\$221.96	Carl/Team Vasile
3449 Medici Boulevard	4	4	\$400,000.00	2,379	\$168.14	Carl/Team Vasile
424 Luna Bella Lane 229	3	2	\$295,000.00	1,659	\$177.82	Carl/Team Vasile
3061 Borassus Drive	2	2	\$472,000.00	1,738	\$271.58	Carl/Team Vasile
2912 Linari Ct	5	4	\$881,402.00	3,159	\$264.32	Carl/Team Vasile
3525 Casalta Circle	3	3	\$375,000.00	2,124	\$176.55	Carl/Team Vasile
3430 Leonardo Lane	3	2	\$565,000.00	2,317	\$243.85	Carl/Team Vasile
3348 W Locanda Circle	3	2	\$621,000.00	2,206	\$281.50	Carl/Team Vasile
3096 Borassus Drive	3	2	\$500,000.00	1,716	\$291.38	Carl/Team Vasile
3459 Medici Blvd	3	2	\$389,672.00	2,311	\$168.61	Carl/Team Vasile
234 Caryota Ct	3	2	\$366,000.00	1,505	\$243.18	Carl/Team Vasile
270 Ventian Palms Blvd	3	2	\$589,983.00	1,767	\$333.88	Carl/Team Vasile
424 Luna Bella Ln #234	2	2	\$280,000.00	1,492	\$187.66	Carl/Team Vasile
430 Venetian Palms Blvd	3	2.5	\$325,100.00	1,758	\$184.92	Carl/Team Vasile
156 Portofino Blvd	-	-	\$670,188.00	-	-	Carl/Team Vasile
3085 Borassus Dr	3	2	\$630,000.00	1,820	\$346.15	Carl/Team Vasile
3353 Torre Blvd	3	2	\$400,000.00	1,953	\$204.81	Carl/Team Vasile
511 Romdini Street	3	2	\$635,000.00	1,904	\$333.50	Carl/Team Vasile
3451 Medici Blvd	4	3	\$425,000.00	2,372	\$179.17	Carl/Team Vasile
3416 Medici Blvd	3	2	\$375,500.00	2,311	\$162.48	Carl/Team Vasile
3581 Maribella Dr	3	3	\$845,000.00	2,500	\$338.00	Carl/Team Vasile
3363 Pegaso Avenue	4	3	\$551,000.00	4,382	\$125.74	Carl/Team Vasile
2922 Meleto Blvd	4	2	\$374,872.00	2,063	\$181.71	Carl/Team Vasile

Pendings

STREET ADDRESS	BR	BA	LIST PRICE	SQFT	\$ PER SQFT	AGENT
3362 Caterina Dr	4	2	\$599,000.00	2,170	-	Carl/Team Vasile
3412 Medici Blvd	4	4	\$424,973.00	2,372	-	Carl/Team Vasile

STREET NAME	BR	BA	SELL PRICE	LIVING SQFT	\$ PER SQFT	AGENT
3016 Borassus Dr	4	3	\$320,378.00	2,113	\$151.62	CARL/TEAM VASILE
3591 Romea Cr	3	2	\$264,990.00	2,020	\$131.18	CARL/TEAM VASILE
3339 Tesoro Circle	3	2	\$379,872.00	1,847	\$204.66	CARL/TEAM VASILE
2930 Bella Flore Tc	3	3	\$469,000.00	2,030	\$231.03	CARL/TEAM VASILE
3018 Borassus Dr	4	3	\$335,740.00	2,113	\$158.89	CARL/TEAM VASILE
3401 Meleto Blvd	4	3	\$325,000.00	2,186	\$148.67	CARL/TEAM VASILE
513 Bacio St	3	2	\$370,000.00	1,889	\$195.87	CARL/TEAM VASILE
3562 Maribella Dr	3	2	\$465,000.00	1,974	\$235.56	CARL/TEAM VASILE
3355 Caterina Dr	3	2	\$450,000.00	2,247	\$200.27	CARL/TEAM VASILE
3029 Borassus Dr	4	3	\$338,740.00	2,113	\$160.31	CARL/TEAM VASILE
3325 Pintello Ave	4	2	\$284,462.00	1,662	\$171.15	CARL/TEAM VASILE
3319 E Locanda Circle	3	2	\$470,000.00	2,123	\$221.38	CARL/TEAM VASILE
2938 Meleto Blvd	4	2	\$271,620.00	2,070	\$131.21	CARL/TEAM VASILE
3363 Luna Bella Lane	3	3	\$355,000.00	2,136	\$166.20	CARL/TEAM VASILE
572 Luna Bella Lane	3	2	\$455,000.00	2,438	\$186.63	CARL/TEAM VASILE
318 Leoni St	4	3	\$480,000.00	2,169	\$221.30	CARL/TEAM VASILE
2810 Casanova Ct	4	2	\$599,000.00	2,952	\$202.91	CARL/TEAM VASILE
424 Luna Bella Lane #227	2	2	\$239,000.00	1,492	\$160.18	CARL/TEAM VASILE
3219 Modena Way	4	3	\$645,000.00	2,569	\$251.07	CARL/TEAM VASILE
3007 Borassus	3	3	\$400,000.00	2,006	\$199.40	CARL/TEAM VASILE
3581 Casalta Cr	3	2	\$324,900.00	1,877	\$173.09	CARL/TEAM VASILE
3557 Casalta Cr	3	2	\$320,000.00	2,030	\$137.93	CARL/TEAM VASILE
3421 Medici Blvd	4	4	\$330,000.00	2,402	\$137.39	CARL/TEAM VASILE
3344 Torre Blvd	3	2	\$310,000.00	1,942	\$159.63	CARL/TEAM VASILE
3365 Pintello Ave	4	2	\$339,873.00	2,162	\$157.20	CARL/TEAM VASILE
3457 Medici Blvd	3	2	\$314,000.00	2,402	\$130.72	CARL/TEAM VASILE
3656 Pini Avenue	3	2	\$460,000.00	2,032	\$226.38	CARL/TEAM VASILE
508 Campana St	3	2	\$540,000.00	2,184	\$247.25	CARL/TEAM VASILE
2819 S Asciano Ct	3	3	\$670,188.00	2,457	\$272.76	CARL/TEAM VASILE
3301 Modena Way	3	2	\$775,000.00	2,045	\$378.97	CARL/TEAM VASILE
324 Leoni St	3	2	\$435,000.00	1,852	\$234.88	CARL/TEAM VASILE
2827 Casanova Ct	4	3	\$995,000.00	3,397	\$292.91	CARL/TEAM VASILE
3204 Medici Blvd	3	3	\$570,000.00	2,381	\$239.40	CARL/TEAM VASILE
206 Venetian Palms Blvd	3	3	\$412,000.00	2,040	\$201.96	CARL/TEAM VASILE
3339 Torre blvd	3	2	\$351,000.00	2,002	\$175.32	CARL/TEAM VASILE
3355 Torre Blvd	3	2	\$355,000 .00	2,101	\$168.97	CARL/TEAM VASILE
3363 Torre Blvd	3	2	\$340,900.00	1,941	\$175.63	CARL/TEAM VASILE
3463 Tesoro Circle	3	2	\$499,000.00	2,245	\$222.27	CARL/TEAM VASILE
3078 Borassus Dr	3	2	\$599,000.00	2,099	\$285.37	CARL/TEAM VASILE
2940 Meleto Blvd	3	2.5	\$309,000.00	1,758	\$175.76	CARL/TEAM VASILE
308 Leoni St	4	3	\$567,900.00	2,185	\$259.91	CARL/TEAM VASILE
3017 King Palm Drive	4	3	\$549,879.00	2,186	\$251.55	CARL/TEAM VASILE
3501 Venetian Villa Circle	4	2	\$445,000.00	2,142	\$207.74	CARL/TEAM VASILE
3433 Torre Blvd	2	2	\$340,000.00	1,973	\$172.33	CARL/TEAM VASILE
2913 Linari Ct	4	3	\$885,000.00	2,624	\$337.27	CARL/TEAM VASILE
3323 Montese St	3	2	\$389,000.00	1,920	\$202.60	CARL/TEAM VASILE
2917 Linari Court	4	4	\$1,600,000.00	4,029	\$397.12	CARL/TEAM VASILE
3432 Medici Boulevard	3	2	\$330,000.00	2,034	\$162.24	CARL/TEAM VASILE
2942 Bella Flora Ter	3	3	\$501,936.00	2,084	\$240.86	CARL/TEAM VASILE
424 Luna Bella Lane #226	4	4	\$359,000.00	2,263	\$158.64	CARL/TEAM VASILE
3339 Torre Boulevard	3	2	\$351,000.00	2,002	\$175.32	CARL/TEAM VASILE
3320 Gallia St	4	2	\$370,000.00	1,662	\$222.62	CARL/TEAM VASILE
330 Venetian Palms Dr	-	-	\$411,900.00	-	-	CARL/TEAM VASILE
424 Luna Bella Lane #430	3	3	\$334,000.00	1,953	\$171.02	CARL/TEAM VASILE
3060 Borassus Drive	3	2	\$590,000.00	2,169	\$273.27	CARL/TEAM VASILE
3356 Pegaso Ave	3	2	\$405,000.00	2,836	\$142.80	CARL/TEAM VASILE
3357 Tesoro Circle	3	2	\$459,000.00	1,636	\$280.56	CARL/TEAM VASILE
3201 Meleto Blvd	3	2	\$395,000.00	1,643	\$240.41	CARL/TEAM VASILE
3370 Caterina Drive	4	3	\$655,000.00	2,548	\$257.06	CARL/TEAM VASILE

2021 Venetian Bay Team Vasile SOLD! Statistics don't lie.

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AVAILABLE 424 Luna Bella Lane 222 | \$374,900

Rare 3-bedroom, 3-bathroom condo is located in the Tuscany Square community within Venetian Bay. Large open floor plan with spacious rooms and private garage parking. The community is gated and secured. Located on the 2nd floor of a 4 story building you have the security and privacy on your side with electric gates and each building has its own elevator.



SOLD 511 Romdini | \$635,000

Welcome to your dream Pool home. This amazing home is located in Promenade Park of Venetian Bay on one of the largest lots in all of the area with a privacy fenced in back yard. Venetian Bay is the premier golf course community in all of New Smyrna Beach in my opinion. The large open floor plan is well decorated and the furniture and décor can be purchased separately if you like.

SOLD 424 Luna Bella Lane 330 | \$344,000

Rare 3-bedroom, 3-bathroom condo is located in the Tuscany Square community within Venetian Bay. Large open floor plan with spacious rooms and private garage parking. The community is gated and secured. Located on the 3rd floor of a 4 story building you have the security and privacy on your side with electric gates and each building has its own elevator.



SOLD 3085 Borassus Dr | \$630,000

Amazing Johnson Group built home, as like new as you can get. This is by far one of the rarest and most unique homes you will ever find. Offering a space that with a touch of a button turns the outside to the inside. There is a huge lanai with a built-in kitchen/grill, fireplace, cedar tongue and groove ceilings that when you hit a button the electric weather shutters come down to enclose it completely in.

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SOLD 424 Luna Bella Lane 228 | \$354,900

Rare 3-bedroom, 3-bathroom condo is located in the Tuscany Square community within Venetian Bay. This is one of the largest and most open floor plans offer here. Large open floor plan with spacious rooms and private garage parking. The community is gated and secured. Located on the 2nd floor of a 4 story building you have the security and privacy on your side with electric gates and each building has its own elevator.



SOLD 270 Venetian Palms Blvd | \$589,983

Amazing Johnson Group built home, as like new as you can get. Located on a premier lakefront lot with an amazing solar heated salt filtered pool. This amazing home can be all yours. Offering 3 bedrooms and 2 bathrooms with high end vinyl plank flooring throughout, 12 ft ceilings, granite, counters, soft close doors and drawers, skylight, huge lanai.

SOLD 234 Caryota Court | \$366,000

This beautiful 3 bedroom, 2 bath, 2 car garage home completed in August of 2020 sits on one of the most beautiful lots in the Palms located within the Venetian Bay subdivision. The layout of this 1504 square foot home features a formal dining room or den area, great room, with the master bedroom located at the back of the home to be front and center of the waterfront lot, with preservation bordering the back of the lake.



SOLD 3525 Casalta Cir | \$375,000

Most likely the nicest home in the Palms of Venetian Bay. Offering a custom salt filtered pool with wifi controls, updated ac, level 4 cambria quartz counters, electric blinds in dining and living area, double doors at entry with built in blinds, plantation shutters throughout the home, 3 sun tunnels to let in all natural light, built in electric fireplace, epoxy painted garage floor, and so much more.

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SOLD 3451 Medici Blvd | \$425,000

Your like new Platinum built town home awaits you. Located in the very desirable golf community of Venetian Bay offered with all kinds of upgrades, such as granite throughout, custom wood look tile, stainless appliances, custom backsplash, tiled stairs, tiled countertop wall, custom barn door, master bedroom down stairs AND another master upstairs, balcony and much much more.



SOLD 3459 Medici Blvd | \$389,672

Your like new Platinum built town home awaits you. Offering 3 bedrooms and 2.5 bathrooms. Located in the very desirable golf community of Venetian Bay offered with all kinds of upgrades, such as granite throughout, custom wood look tile, stainless appliances, master bedroom down stairs, 2 balconies and much much more.

PENDING 3412 Medici Blvd | \$375,500

Your like new Platinum built town home awaits you. Located in the very desirable golf community of Venetian Bay offered with all kinds of upgrades, such as quartz throughout, custom wood look tile on main floors, stainless appliances, high end custom fridge, full home surge protector, master bedroom down stairs AND another master upstairs, balcony and much much more.



SOLD 3449 Medici Blvd | \$400,000

Your like new Platinum built town home awaits you. Located in the very desirable golf community of Venetian Bay offered with all kinds of upgrades, such as granite throughout, custom wood look tile, stainless appliances, mater bedroom down stairs AND another master upstairs. balcony and much much more.

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AVAILABLE 3607 Casello Dr | \$349,873

Spectacular is what you will say the moment you walk into this rare 2 bedroom 2.5 bathroom townhouse with a bonus area for an office and outdoor patio area. Features include an oversized 2 car garage, custom vinyl plank wood style flooring throughout the ground floor, ac unit newer, just too many wonderful upgrades and features to mention them all.



SOLD 3363 Pegaso Avenue | \$599,000

This is truly a home that can accommodate all lifestyles and needs. Your estate style home without the estate price awaits you here. The first floor features a bedroom or home office, dining, family room, living room, kitchen, and a bath. The second floor offers a large suite along with 2 other bedrooms, another full bath, and a gathering room.

SOLD 3096 Borassus Drive | \$500,000

Amazing Johnson Group built home, as like new as you can get. Hardly lived located on a premier lakefront lot with views of the tranquil fountain. This amazing home can be all yours. Offering 3 bedrooms and 2 bathrooms with high end vinyl plank flooring throughout, 12 ft ceilings, quartz counters, soft close doors and drawers, skylight, huge lanai, extra wide paver driveway and so much more. A true must see, won't last long.



SOLD 3430 Leonardo Lane | \$565,000

Spectacular is what you will say the moment you walk into this rare 3 bedroom 3 bathroom townhouse with a ground level floor bedroom. Features include an oversized 2 car garage, quartz counters, custom tile throughout with carpet in bedrooms, just too many wonderful upgrades and features to mention them all.

EXIT Real Estate Property Solutions
Servicing Volusia County & 4 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
 602 W Indian Blvd, Suite 6, Edgewater, FL 32132

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Jamie Clark
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Judy Reiker
 Executive Consultant



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