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NEWSLETTER

VENETIAN BAY EDITION



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THIS MONTH'S TOPICS

Top 7 Tips to Attract the Best Offers for Your Home

Pumpkin Snickerdoodle Cookies

Venetian Bay Listings Available!

Top 7 Tips to Attract the Best Offers for Your Home

Not long ago, home sellers were in their heyday, as historically-low mortgage rates triggered a real estate buying frenzy.

However, the Federal Reserve shut down the party when it began raising interest rates last year.¹

Now, it's not as simple to sell a home. While pandemic-era home-buyers were racing the clock—trying to lock in a low mortgage rate and gain a foothold in the market—current buyers are more discerning. Higher prices and mortgage rates have pushed their limits of affordability, leading them to prioritize cost, condition, and overall value.²

The reality is, home inventory remains low, so most properties will still sell with some basic prep, the

right price, and a good real estate agent. But owners who go the extra mile are more likely to sell faster and for a higher amount.

If you have plans to sell your home and want to net the most money possible, this list is for you. Here are our top seven strategies to attract the best offers and maximize your real estate returns.



TEXT OR CALL JANE TODAY (386) 690-8783



1. Undergo a Pre-listing Inspection

Many homebuyers hire a professional to complete a home inspection before they close. But did you know that a seller can order their own inspection, known as a pre-listing inspection, before they put their home on the market?

Having a pre-listing inspection on hand and ready to share shows interested buyers that you're committed to a transparent transaction. This can help you market your home, strengthen your negotiating position, and minimize roadblocks to closing.³

Of course, it's always possible that a pre-listing inspection—which looks at the home's major systems and structures, among other things—could turn up a significant problem. This does carry some risk, as you'll be required to either fix or disclose any issues to potential buyers. However, in most cases, it's better to know about and address deficiencies upfront than to find out mid-transaction, when it could cost you more in the form of concessions, a delayed closing, or a canceled sale.

We can help you decide if a pre-listing inspection is right for you. And if it identifies any concerns, we can

advise on which items need attention before you list your home.

2. Consider Strategic Upgrades

Embarking on major renovations before putting your home on the market doesn't always make financial (or logistical) sense. However, certain upgrades are more likely to pay off and can help elevate your home in the eyes of buyers.

For example, refinishing hardwood floors results in an average 147% return on investment at resale and new garage doors typically pay for themselves.⁴ Similarly, research shows that professional landscaping can boost a home's value by as much as 20%.⁵

Often, even simpler and less expensive fixes can make a big difference in how your home comes across to buyers. A fresh coat of paint in a neutral color, modern light fixtures and hardware, and new caulk around the tub or shower can help your property look its best.⁵

But before you make any changes to your home, reach out. We know what buyers in your neighborhood are looking for and can help you decide if a particular investment is worthwhile.

3. Hire a Home Stager

To get standout offers, you need potential buyers to fall in love with your home—and they're much more likely to do so if they can envision themselves in the space.

That's where home staging comes in. Staging can include everything from decluttering and packing away personal items to bringing in neutral furniture and accessories for showings and open houses.

According to the National Association of Realtors, home staging can both increase the dollar value of home offers and help a property sell faster. In fact, 53% of seller's agents agree that staging decreases the amount of time a home spends on the market, and 44% of buyer's agents see higher offers for staged homes.⁶

There's plenty of strategy and research behind the process, so it's smart to consider a professional. Reach out for a connection to one of our recommended home stagers who can help your property show its full potential.



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4. Employ a Competitive Pricing Strategy

While it's tempting to list your property at the highest possible price, that approach can backfire. Homes that are overpriced tend to sit on the market, which can drive away potential buyers—and drive down offers.⁷

Alternatively, if you price your home competitively, which is either at or slightly below market value, it can be among the nicest that buyers see within their budgets. This can ultimately lead to a higher sales price and fewer concessions.

To help you list at the right price, we will do a comparative market analysis, or CMA. This integral piece of research will help us determine an ideal listing price



based on the amount that comparable properties have recently sold for in your neighborhood.

Without this data, you risk pricing your home too high (and getting no offers) or too low (and leaving money on the table). Combined with our local market insights, we'll help you find that sweet spot that will attract the best offers while maximizing your profit margin.

5. Offer Buyer Incentives

Sometimes, sweetening the deal with buyer incentives can help you get the best possible offer. Incentives are especially helpful in the current market, when many

buyers are struggling with affordability and concerned about their monthly payments.

Options that can pay off include:

- Buying down their interest rate – You can pay an up-front sum to reduce the buyer's mortgage rate. This approach can save far more than that cost over the life of the loan, meaning it's worth more to the buyer than a simple price reduction.⁸
- Offering closing cost credits – You might pay a set amount or a certain percentage of the buyer's closing costs.
- Paying HOA costs – You could cover homeowner association or condominium fees for a set period of time.
- Including furniture or appliances in the sale – If your buyer is interested, throwing in the furniture or appliances that they want and need can make your property more appealing.

Buyer incentives vary and valuing them can get complicated. We're happy to talk through the options that might make sense for you.

6. Use a Proven Property Marketing Plan

Gone are the days when it was enough to put a "for sale" sign in your yard and place a listing on the MLS. A strategic marketing plan is now essential to get your home in front of as many interested and qualified buyers as possible.

The truth is, buyers who don't know about your house can't make an offer. That's why we utilize a multi-step approach to marketing that starts with identifying your target audience, effectively positioning your home in the market, and communicating its unique value. We then use a variety of distribution channels to connect with potential buyers and performance-based metrics to monitor and improve our campaign results.

Our proven approach can have a big impact on the success of your sale. Reach out to learn more about our multi-step marketing plan and discuss how we can use it to generate interest and offers for your home.

7. Work with an Agent who Understands your Area

Any agent can pull comparable sales data, but in a quickly-evolving market, even the latest comps can lag the current market reality. We have our fingers on the pulse of the local market because we're working directly with sellers like you. We also represent local buyers who are active in the market, searching for homes like yours.

That puts us in an ideal position to help you price your home for a quick sale and maximum profit. And since we hear first-hand what local buyers want, we can help you prep your home to broaden its appeal and highlight its most-coveted features. Additionally, we can use our extensive network of local agents to solicit feedback and get your home in front of more potential buyers.

All of these factors can add up to a significant difference in your profit: In 2021, the typical home sold by owner went for \$225,000 compared to a median price of \$330,000 for agent-assisted home sales.⁹

Are you ready to get a great offer for your home? Our multifaceted approach can help you maximize your real estate returns. Reach out for a free home value assessment and customized sales plan to get started!

The above references an opinion and is for informational purposes only. It is not intended to be financial, legal, or tax advice. Consult the appropriate professionals for advice regarding your individual needs.

Sources:

1. U.S. Bank - <https://www.usbank.com/investing/financial-perspectives/investing-insights/interest-rates-impact-on-housing-market.html>
2. National Association of Realtors - <https://www.nar.realtor/sites/default/files/documents/2023-home-buyers-and-sellers-generational-trends-report-03-28-2023.pdf>
3. Bankrate - <https://www.bankrate.com/real-estate/prelisting-inspection/>
4. National Association of Realtors - <https://www.nar.realtor/sites/default/files/documents/2022-remodeling-impact-report-04-19-2022.pdf>
5. Bankrate - <https://www.bankrate.com/homeownership/landscaping-increase-home-value/>
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8. U.S. News & World Report - <https://money.usnews.com/loans/mortgages/articles/a-guide-to-seller-paid-mortgage-rate-buydowns>
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Pumpkin Snickerdoodle Cookies

www.cambreadbakes.com

Serving: 13 | Prep Time: 50min | Total Time: 1hr

INGREDIENTS

- 1 cup butter
- 2/3 cup Pumpkin Puree
- 1/2 cup sugar
- 1/2 cup brown sugar
- 2 large egg yolks
- 2 tsp vanilla extract
- 1 2/3 cup flour
- 1 1/2 tsp pumpkin spice
- 1 tsp baking soda
- 1 1/2 tsp cream of tartar
- 1/2 tsp kosher salt

FOR ROLLING

- 1/3 cup sugar
- 1/2 tsp cinnamon

INSTRUCTIONS

- Preheat oven to 350
- Brown butter in a large pan
- Pour it into a bowl and chill butter in fridge until it's cold to the touch but is NOT solid.
- When butter is cool, whisk in brown sugar and granulated sugar
- Whisk in eggs, vanilla, and pumpkin puree
- Fold in flour, pumpkin spice, salt, cream of tartar, and baking soda
- Set dough in fridge for 5 min to firm up
- Combine cinnamon and sugar. Scoop dough and roll in the cinnamon sugar.
- Bake for 10 min
- Let the tray cool then enjoy!

2023

VENETIAN BAY TEAM VASILE SALES

Solds

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

STREET NAME	BR	BA	CLOSED PRICE	SQFT	\$ PER SQFT	AGENT
3351 Torre Boulevard	3	2	\$449,000.00	1,976	\$227.23	Carl/Team Vasile
3343 W Locanda Circle	3	4	\$654,000.00	3,242	\$201.11	Carl/Team Vasile
3515 Casalta Circle	3	2	\$438,500.00	1,831	\$239.49	Carl/Team Vasile
147 Portofino Boulevard	3	3	\$700,000.00	2,245	\$311.80	Carl/Team Vasile
3529 Romea Circle	2	3	\$324,900.00	1,634	\$198.84	Carl/Team Vasile
3363 Tesoro Circle	3	2	\$525,000.00	1,884	\$278.66	Carl/Team Vasile
232 Caryota Court	3	2	\$395,000.00	1,650	\$239.39	Carl/Team Vasile
3585 Romea Circle	3	3	\$369,900.00	2,030	\$182.22	Carl/Team Vasile
3342 Caterina Drive	4	3	\$875,000.00	3,202	\$273.27	Carl/Team Vasile
3309 Meleto Boulevard	4	2	\$449,900.00	1,878	\$239.56	Carl/Team Vasile
3363 Tesoro Circle	3	2	\$525,000.00	1,884	\$278.66	Carl/Team Vasile
2805 Paradiso Court	4	5	\$1,450,000.00	3,338	\$434.39	Carl/Team Vasile
260 Caryota Court	3	2	\$365,000.00	1,610	\$226.71	Carl/Team Vasile
330 N. Airport Road	2	3	\$299,900.00	1,824	\$164.42	Carl/Team Vasile
3021 Borassus Drive	3	2	\$575,000.00	1,839	\$312.67	Carl/Team Vasile
566 Luna Bella Lane	3	2	\$700,000.00	2,270	\$308.37	Carl/Team Vasile
2810 Cassanova Ct	4	2	\$815,000.00	2,952	\$276.08	Carl/Team Vasile
646 Marisol Dr	3	3	\$500,000.00	2,292	\$218.15	Carl/Team Vasile
215 Venetian Palms Blvd	4	3	\$565,000.00	2,175	\$259.77	Carl/Team Vasile
3303 Bellino Boulevard	3	2	\$540,000.00	1,717	\$314.50	Carl/Team Vasile
3544 Tuscany Reserve	4	3	\$825,000.00	3,487	\$236.59	Carl/Team Vasile
424 Luna Bella Ln, #330	3	3	\$355,000.00	1,953	\$181.77	Carl/Team Vasile
3003 Borassus Dr	3	2	\$544,000.00	1,839	\$296.36	Carl/Team Vasile
3062 Borassus Dr	3	2	\$559,000.00	1,830	\$305.46	Carl/Team Vasile
3369 W. Locanda Cir	3	3	\$600,000.00	2,328	\$258.84	Carl/Team Vasile
565 Venetian Palm Blvd	2	2	\$367,900.00	1,274	\$288.78	Carl/Team Vasile
563 Venetian Palm Blvd	2	2	\$361,500.00	1,274	\$283.75	Carl/Team Vasile
561 Venetian Palms	4	4	\$496,450.00	2,332	\$205.83	Carl/Team Vasile
3064 Meleto Blvd	3	3	\$340,000.00	1,687	\$201.54	Carl/Team Vasile
569 Venetian Palm Blvd	2	2	\$368,285.00	1,274	\$289.08	Carl/Team Vasile
3611 Romeo Cir	2	3	\$320,000.00	1,667	\$191.96	Carl/Team Vasile
3434 Medici Blvd	4	3	\$449,900.00	2,379	\$189.11	Carl/Team Vasile
3348 Caterina Dr	3	2	\$730,000.00	2,130	\$342.72	Carl/Team Vasile
646 Marisol Dr	3	3	\$500,000.00	2,292	\$218.15	Carl/Team Vasile
3362 Tuscano Blvd	3	2	\$3,250,000.00	1,449	\$224.29	Carl/Team Vasile
3617 Casello Dr	2	2	\$349,888.00	1,824	\$188.86	Carl/Team Vasile
3475 Tesoro	3	2	\$624,900.00	2,165	\$277.14	Carl/Team Vasile
567 Venetian Palms Blvd	2	2	\$374,000.00	1,274	\$293.33	Carl/Team Vasile
225 Caryota Ct	5	3	\$495,000.00	2,508	\$189.39	Carl/Team Vasile
559 Venetian Plams	2	2	\$366,500.00	1,274	\$287.68	Carl/Team Vasile

2022 Venetian Bay Team Vasile SOLD! Statistics don't lie.

STREET NAME	BR	BA	CLOSED PRICE	SQFT	\$ PER SQFT	AGENT
151 Portofino Blvd	3	-	\$814,000.00	-	-	Carl/Team Vasile
3303 Modena Way	3	2	\$710,000.00	2,301	\$308.56	Carl/Team Vasile
3505 Casalta Circle	3	3	\$385,000.00	2,030	\$189.66	Carl/Team Vasile
3365 Tuscano Avenue	4	2	\$439,900.00	1,662	\$264.68	Carl/Team Vasile
3316 E Locanda Circle	3	3	\$710,000.00	2,285	\$310.72	Carl/Team Vasile
424 Luna Bella Lane #C415	2	2	\$350,000.00	1,478	\$236.81	Carl/Team Vasile
3548 Mirano Terrace	3	2	\$650,000.00	2,017	\$322.26	Carl/Team Vasile
2904 Palma Lane	5	4	\$1,080,000.00	3,372	\$320.28	Carl/Team Vasile
352 Caryota Court	2	2	\$362,490.00	1,614	\$185.32	Carl/Team Vasile
3239 Modena Way	3	3	\$949,000.00	2,497	\$380.06	Carl/Team Vasile
3539 Tuscany Reserve Blvd	4	3	\$985,000.00	3,321	\$296.60	Carl/Team Vasile
424 Luna Bella Ln #222	3	3	\$350,000.00	2,170	\$161.29	Carl/Team Vasile
3412 Medici Blvd	4	3.5	\$425,001.00	2,372	\$179.17	Carl/Team Vasile
3607 Casello Drive	2	3	\$329,990.00	1,826	\$180.72	Carl/Team Vasile
323 Caryota Ct	3	2	\$359,490.00	1,649	\$218.00	Carl/Team Vasile
3362 Caterina Drive	4	2	\$599,000.00	2,170	\$276.04	Carl/Team Vasile
3581 Maribella Dr	3	3	\$845,000.00	2,500	\$338.00	Carl/Team Vasile
511 Romdini Street	3	2	\$635,000.00	1,904	\$333.51	Carl/Team Vasile
3353 Torre Blvd	3	2	\$400,000.00	1,953	\$204.81	Carl/Team Vasile
3085 Borassus Dr	3	2	\$630,000.00	1,820	\$346.15	Carl/Team Vasile
430 Venetian Palms Blvd	3	2.5	\$325,100.00	1,758	\$184.92	Carl/Team Vasile
424 Luna Bella Ln #234	2	2	\$280,000.00	1,492	\$187.66	Carl/Team Vasile
270 Ventian Palms Blvd	3	2	\$589,983.00	1,767	\$333.88	Carl/Team Vasile
234 Caryota Ct	3	2	\$366,000.00	1,505	\$243.18	Carl/Team Vasile
3459 Medici Blvd	3	2	\$389,672.00	2,311	\$168.61	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
2922 Meleto Blvd	4	2	\$375,777.00	2,063	\$189.99	Carl/Team Vasile
3077 Borassus Drive	3	2	\$515,000.00	2,016	\$255.46	Carl/Team Vasile
3363 Pegaso Avenue	4	3	\$551,000.00	4,382	\$166.57	Carl/Team Vasile
3096 Borassus Drive	3	2	\$500,000.00	1,716	\$291.38	Carl/Team Vasile
3348 W Locanda Circle	3	2	\$621,000.00	2,206	\$281.50	Carl/Team Vasile
3430 Leonardo Lane	3	2	\$565,000.00	2,317	\$243.85	Carl/Team Vasile
3525 Casalta Circle	3	3	\$375,000.00	2,124	\$176.55	Carl/Team Vasile
2912 Linari Ct	5	4	\$881,402.00	3,159	\$264.32	Carl/Team Vasile
3061 Borassus Drive	2	2	\$472,000.00	1,738	\$271.58	Carl/Team Vasile
424 Luna Bella Lane 229	3	2	\$295,000.00	1,659	\$177.82	Carl/Team Vasile
3449 Medici Blvd	4	4	\$400,000.00	2,379	\$168.14	Carl/Team Vasile
208 Venetian Palms Blvd	4	3	\$465,000.00	2,095	\$221.96	Carl/Team Vasile
3655 Pini Ave	3	2	\$370,000.00	1,682	\$219.97	Carl/Team Vasile
424 Luna Bella Lane 228	3	3	\$345,000.00	2,172	\$158.84	Carl/Team Vasile
3317 Meleto Blvd	3	2	\$399,000.00	1,617	\$246.75	Carl/Team Vasile

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WORKING TOGETHER TO SERVE YOU BETTER

FOR SALE 2817 Paradiso Court | \$3,750,000

Introducing a truly extraordinary estate home, a shining jewel among residences in not just the esteemed Portofino Estates of Venetian Bay, but arguably across all of New Smyrna Beach. Nestled within a prestigious gated enclave of just 76 exclusive homes, this architectural marvel stands in a league of its own.



FOR SALE 3362 Poneta Avenue | \$524,900

One of the rarest large one story floor plans offered in Venetian Bay. When this dual master suite highly sought after 2500 sq under ac model comes available, it brings out all the buyers. Offering a tile roof for longevity and beauty, large back yard that is also privacy fenced, granite counter tops throughout, tile in all areas with carpet in bedrooms, stainless appliances, manicured landscaping, large screen patio, and so much more.

FOR SALE 3116 Portofino Boulevard | \$449,888

Experience the allure of a nearly brand-new Key West-style cottage by the renowned Johnson Build, nestled in the Coastal Cottage section of The Palms in Venetian Bay. Setting on a rare lakefront facing lot with a community park on one side offering additional privacy and captivating views.



FOR SALE 386 Leoni Street | \$649,000

This The residence boasts three generously sized bedrooms and an adaptable office space--either enclosed for privacy or maintained as an open concept. Notably, the guest bedrooms have been significantly enlarged, offering unmatched size and comfort. Authentic wood plank flooring graces the home, with plush carpeting reserved for one guest bedroom.

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FOR SALE 3073 Isles Way | \$415,000

Presenting a brand-new, move-in-ready home by the acclaimed Johnson Group, this single-story, attached residence offers a seamless, maintenance-free lifestyle. Expertly constructed with enduring concrete block throughout, the home showcases top-grade materials and a plethora of standard features, often considered upgrades by other builders.



FOR SALE 3075 Isles Way | \$395,000

Presenting a brand-new, move-in-ready home by the acclaimed Johnson Group, this single-story, attached residence offers a seamless, maintenance-free lifestyle. Expertly constructed with enduring concrete block throughout, the home showcases top-grade materials and a plethora of standard features, often considered upgrades by other builders.

FOR SALE 3077 Isles Way | \$395,000

Presenting a brand-new, move-in-ready home by the acclaimed Johnson Group, this single-story, attached residence offers a seamless, maintenance-free lifestyle. Expertly constructed with enduring concrete block throughout, the home showcases top-grade materials and a plethora of standard features, often considered upgrades by other builders.



FOR SALE 3132 Meleto Boulevard | \$389,100

Why buy used, when you can own this brand new Johnson Built Key West style cottage series single family homes? Built of concrete block all the way up, offering a ton of standard features that are upgrades to many other local builders. Located in the Coastal Cottage section of The Palms within Venetian Bay.

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FOR SALE 551 Venetian Palms Blvd | \$456,500

Why buy used, when you can own this brand new Johnson Built Key West style cottage series single family homes? Built of concrete block all the way up, offering a ton of standard features that are upgrades to many other local builders.

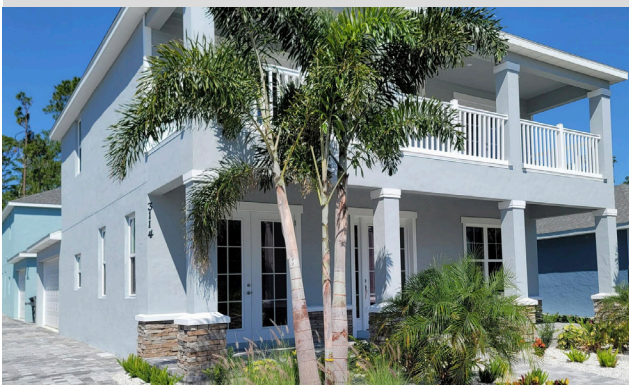


SOLD 2805 Paradiso Ct | Sold at \$1,460,000

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.

SOLD 3348 Caterina Dr | Sold at \$730,000

Spectacular, that is what you will say when you enter this amazing lakefront move in ready home that Mr and Mrs Clean would be proud of. Offering 3 large bedrooms plus an oversized off/den with french doors, this pool home is impeccable.



SOLD 561 Venetian Palms Blvd | Sold at \$480,000

Why buy used, when you can own this brand new Johnson Built Key West style cottage series single family homes? Built of concrete block all the way up, offering a ton of standard features that are upgrades to many other local builders.

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SOLD 3475 Tesoro Cir | Sold at \$600,000

One of the most popular floor plans offered by Paytas Homes is this move in ready lakefront beauty. The home has 3 large bedrooms as well as a separate true office/den.



SOLD 256 Cappella Ct | Sold at \$970,000

When you walk into this New Smyrna Beach Estate home your eyes are immediately drawn to the fantastic outdoor area with a heated pool, waterfront views, and pavers galore! The desirable layout, perfect for creating cherished memories, elevates this home's appeal in addition to the granite countertops, beautiful tile flooring and stainless-steel appliances.

SOLD 3611 Romea Cir | Sold at \$320,000

This townhome is meticulously maintained with a major renovation in 2018. As you walk up you immediately notice the large front porch for sitting and relaxing, and the newer glass storm door as you enter this magnificent home. This home offers (two) master bedrooms both of which are upstairs. The location of this home is perfect as it is in a private quiet section and close to all the amenities Venetian Bay has to offer.



SOLD 3617 Casello Dr | Sold at \$339,000

Presenting what may be one of the most tastefully upgraded townhomes listed in Venetian Bay. As you step into this 2-bedroom gem, you'll immediately be captivated by its pristine condition and high-quality enhancements. Notable features include stunning Cambria quartz countertops, a spacious open-concept kitchen, and modern appliances.

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

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM Retail

Local Postal
Customer



strengthened through our
NATIONAL REACH
dedicated to our
LOCAL COMMUNITY

Now Ranked #238 - Forbes Fortune 500

31.5% Market Share Overall Market Share	\$1.8 Billion Claims Reserve	348 Thousand Direct Orders Closed Q2 2022
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Are you ready to take your business to the next level?

Laurie Roshelli
Business Development Executive
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Visit our office!
304 N Causeway
New Smyrna Beach, FL 32169