

# Lee Jenkins Real Estate Specialists

## South Florida Real Estate News

**We Truly Hope You, Family, Friends, Neighbors and Anyone Else Are Well Now and In the Future.**

*Our Principals, Commitments, Beliefs and Values are Very Simple:*

**“It’s never about us. It’s Only & Always About You.”**

### Keeping You Up To Date On Trends & The Local Real Estate Market

Provided By: Lee Jenkins, Real Estate Specialist

December 2020

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#### **I Hope This Brings Some Positivity and Helps Everyone Just a Little or, Hopefully, a Lot.**

It's still a very difficult time right now but, as always, please remember you only have 168 hours to live your life this and every week. It may be tough to do some of the things below if experiencing sadness from anyone you know unfortunately medically affected or worse and loss of job. You may be working outside, in an office, medical field, school, law enforcement, fire fighter/EMT, sales, etc. normally because of your profession or from home, but still invest your 168 hours doing the things that are truly important to you, even when this is all over with. Invest more time now and in the future with the people you love (And tell them you love them, too). If you can't do it in person, do it via Skype, Zoom, Facebook, Instagram or just on a phone call. Do activities to help improve your health, fitness and mental life. Engage in activities that give joy to others

(and see how much you benefit, too) even if not in person. Smile a lot and laugh out loud if you can. Take a friend to lunch or dinner (or for the time being send them lunch or dinner via one of the food delivery services and do a Skype, Zoom, Facebook or a phone call meeting and eat together). Donate your time (even if not in person if possible) or resources to a worthy charity. Try and have a routine if stuck at home to make the days productive to keep yourself secure and calm as possible. Have a normal time for breakfast, lunch and dinner. Try new recipes. Get back to or start exercising for better health. Express your creativity by art, writing, play acting with kids, playing games. Hopefully things like this or anything else will keep you well balanced and normal as possible. "Let's All Live a High-Performance Life Now and in the Future!" We have also been waving and smiling to anyone we see walking, bike riding, stop next to us in our car, etc. Just trying to make people feel good. My husband Tim gives flowers when in Publix to women, moms and their daughters, wives, others with husbands or boyfriends with them or any others. The response of surprised but very grateful smiles and many saying "you made my day because I was having a bad one" truly makes his day. Most of time, it's the small, simple things that can change a person's day, week, month, year and sometimes a life. Let's all just really do what we have control over to make ourselves and many others as happy and feeling good as possible.

## Should We Meet Soon?

It certainly has been a year to remember and for a likely once in a life time unfortunate experience for many people. But in the real estate world, we experienced another 8 or 9 months of unmatched growth and appreciation that is still happening.

The Holidays were a good time to spend time with family and reflect on the best things that happened for you in 2020. While all of us also hit some bumps in the road, we all hopefully had several blessings as well. If you had some regretful things happen we send our sincere condolences. We truly hope you, family, friends, neighbors, business associates and anyone else you now are all really well now and I the future.

I've noticed that for this year, several of my clients have a new house at the top of their list for 2021. Why? Because the market will eventually shift for many, if they don't make the move soon, they may need to commit to another 8 years in their current residence. As is customary, we tend to see 4 or 5 years of lowering prices, followed by 4 or 5 years of recovery to get back to where we were to begin with. Right now, we at the PEAK in home values.

The truth is, a move may be right for some families and not for others. It's wise to have a sit down, if open to that, with us for 15 minutes or so to discuss the pro's and con's of each option. Many times, I find that it may be best to sit and ride it out for 8 or 10 years if prices have started to go down. Other times, you may want to move to a home right now that better fits your needs. Your ultimate decision may come down to your current mortgage amount, where you plan to move, if you are moving to a higher priced or lower priced home and much more. I offer a totally free sit-down, phone or Zoom meeting with all of my real estate clients where they can get all the answers they need to make an

educated decision. As Always, whatever is best for you. Most importantly, they know it will be a zero pressure meeting just to gain the knowledge you need to decide if now is the right time. I know that we'll work together again whenever the time comes so we need to see if that should be sooner or later due to the market changes eventually happening. I always want you to do what's best for your family's needs and your financial situation.

I always find that any time is a good time to look at a real estate status check, see what your neighborhood values have been doing and to determine if they are in the right spot based on predictions of where the market may be going.

Some of our clients are interested in picking up a rental property or two. Others are looking for a possible condo in a vacation area within another state. Regardless of what the need is, we have connections to make it happen and can talk you through the "good and bad" to determine if it really makes sense for you to move forward on it.

With me being in real estate, I truly let my Holiday's be a HoliDAY, not a HoliWEEK or HoliMONTH! We have to keep working all week, month and year!

I truly love meeting (we are starting Zoom Calls because of the problem with the virus) with my inactive real estate clients just to touch base with the family, see how they've been doing, any upgrades they've done to their home and to chat about the real estate market.

If you'd like to have a phone, face-to-face or Zoom meeting with no cost or obligation at all, just give me a call. That's what I'm here for and I'm always happy to hear from you!

### Quote of The Month

*"A dream doesn't become reality through magic; it takes sweat, determination, and hard work."* **Colin Powell**

All but one of our listings have sold with a minimum of 6 offers. Lowest was \$505,000 and highest \$850,000. Two were with no appraisal contingency!

We are working with many buyers from \$350,000 to \$900,000 range. Because of the lowest interest rates in history of 2.5% or less, there are dozens of buyers for each new home on the market and only one buyer wins. If you are considering a move, let us know. We may have a buyer for your price range and area who could offer more than the current market value. That will stop all the necessary things that must be done to get your home ready. You will also receive a generous lower commission.

If considering buying a home, we have several owners from \$365,000 to \$850,000 looking to move but not right away. Let me know what you may be looking for soon or in the future, what price range and criteria and I will let you know when any homes come up before they go on the market.

**Important** – Our Mortgage Team and I have programs that can help with closing costs. Call us for details.

\*\*\*[Want To Know How To Get More Money For Your Home? Go to: https://youtu.be/MIKWxSWNHTo](https://youtu.be/MIKWxSWNHTo)

\*\*\*[Does Your Dream Home Exist in South Florida? Go To: https://youtu.be/GOxErt\\_M9D4](https://youtu.be/GOxErt_M9D4)

### Thanksgiving Dinners to Those In Need.

We delivered 37 dinners to families with kids 4 months to 18 and individuals as well. Our Wonderful Eme, see picture below, is now an amazing 105 years young. Thank you Ana and Chris for your donation of the dinner for her. All the ones we met were incredibly happy & thankful. All of this done by truly great people who donations showed how much they sincerely cared for those less fortunate. As Eme shown below told us, take care of others before yourself. If everyone does that, we all will be smiling every day forever. She made us take our masks down because she wanted to see our faces and smile. Cannot say no to 105 year young Eme. It was all a really wonderful success and we truly thank all of you who donated so much and for all your help. We couldn't have done it without you. For Tim and myself, it was very humbling as always. Always shows us to never take anything for granted. So, Hopefully Soon A Very Happy and Successful 2021 to Everyone!

We had to leave some dinners at the trailer park office because some parents were working. The middle picture is of Carla Gambino who had 15 families who were in need of the turkey dinners. She has now been helping us for 2 years. We are extremely thankful for her kindness and helping others.



These are the names of Very Wonderful People who donated this year: Laura & Scott, Maritza & Dennis, Christine & Michael, Luana, Carolann, Judy, Luisa, Jenny, Barry & Sue, Susan & Jim, Pat, Andrea & Bob, Jennifer & Daniel, Grant & Randi, Michele & Alex. There were also donations for the Christmas Dinners from these same very generous and kind people. There will be pictures of the Christmas gifts and dinners in the January Newsletter.



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**Want Free Updates about your community to keep educated about the market? Call/Text 954-540-8509 or Lee@LeeJenkins.com**

Our ongoing research of absolutely the best new, proven strategies to help all our clients is what is most important to us. **We just want to do a great job for you.**

**Happily working with sellers and buyers in South Florida for 40 years in all price ranges. We are very grateful every day for the opportunity of having helped over 3.000 clients with their real estate needs.** Thank you to all who continue to refer your family, friends, business associates and any others for us to help.

**Thinking of selling? We have our 34 Point, Up to Date Marketing with our newest marketing strategies. Buying? We find off market homes as well as notify about new homes in 1 hour.** Ask for our Homeowner or Buyer Assistance Packages.

**We are Specialists in the Luxury Market and Horse Properties also.** Lee is a Certified Premier Luxury Marketing Consultant, Certified Residential Specialist and Master Broker Member. Some agents don't work with First Time Buyers but We Love Them. We help Investors find properties to boost their portfolios.

**We have been through all the real estate cycles since the 1980's so we are completely knowledgeable about how, why and when the market changes.** Plus, how it affects anyone whether selling or buying and what to do to make sure you have absolutely the best outcome for your personal situation. **Without us actually coming to see you in person, please see complete information when considering a move soon or in the future.** \*\*\***Want To Know How To Get More Money For Your Home? Go to: <https://youtu.be/MLKWXsWNHTo>.** \*\*\***Does Your Dream Home Exist in South Florida? Go To: [https://youtu.be/GOxErt\\_M9D4](https://youtu.be/GOxErt_M9D4)**

**Recommended Service Providers**

<p>As a Real Estate Professional, I work with many local vendors and recommend those that give great service. Here are just a few of many professionals on our 50+ Member Service Team. If you know of anyone plus yourself to be added, let us know. Want our full list? <a href="tel:954-540-8509">954-540-8509</a> / <a href="mailto:Lee@LeeJenkins.com">Lee@LeeJenkins.com</a>.</p>	<p>*Mortgages: Mike Lewis                  Florida Mortgage Solutions                  954-816-5112</p> <p>*Property Insurance: Jay                  Kaiser Brightway Insurance                  954-367-8100</p>	<p>*First International Title                  Jo Godinez - 954-349-4807</p> <p>*Real Estate Attorney                  Adam Zipper-954-659-2220</p> <p>*Family/Divorce/Estate Law                  Bernadene Rodriquez P.A.                  954-424-2121</p>
<p>*Gates/Fencing/Railings/Trellis                  Integrity Gates &amp; Access Control                  Scott Lodge – 754-265-3790</p> <p>*Painting - R&amp;M Enterprises                  Richard Clifton - 786-395-0505</p>	<p>*RestorationWater/Mold/Fire                  Alex Caccavale - 954-605-1196</p> <p>*Plumber- Manin Plumbing                  Service LLC – 954-450-7057</p> <p>*Lighting - Interior/Exterior                  Andy Dieppa – 786-344-9888</p>	<p>*Yard Maintenance/Landscaping                  Hector Valiente - 754-224-1669</p> <p>*Air Conditioning-New &amp; Repair                  Lindstrom AC and Plumbing Co.                  Call Direct to Joe - 954-275-0692</p>
<p>*Electrician-Premier Electrical                  Jim Milardo - 954-495-3006</p> <p>*Public Adjuster Gil Martin                  5 Star Claims 305-342-8111</p> <p>*General Contractor                  Paul Carrabba 305-297-6533</p>	<p>*Handyman/Remodeling                  Luigi Navaro - 954-391-1147</p> <p>*Appliance Doctor                  Raul Menendez 954-901-7887</p> <p>*S.T.A.R Sprinklers, Inc.                  Antonio Nieves -954-709-0304</p>	<p>*JAE Roofing 954-242-6402                  Juan Carlos Ceballos</p> <p>*Patios/Driveways/ Pools                  5 Star Pavers/Pool Remodels                  Dom Ziccardi - 954-642-6169</p> <p>*Garage Doors                  Rudy Guevara 954-965-9988</p>