

We Hope Your Holidays Were Full Of Happiness And Good Times! Now That We Are In 2020, We Wish You A Nice Normal Year But With Great Days, Events, Birthdays, New Beginnings And Wonderful Surprises As Well.

**Lee Jenkins Real Estate Specialists
South Florida Real Estate News
Keeping You Up To Date On Housing Trends
& The Local Real Estate Market**

Just Give Us 1% of Your Trust and We Will Earn the Other 99%

December 2019

What's Inside:

- **P. 2 – Is This Some Kind of Dream?**
- **P. 3 – Local Real Estate Update**
- **P. 3 – Christmas Dinners & Toys Donations**
- **P. 4 - Agent Spotlight**

Congrats to America!

Wow this year has been amazing! I just saw a report that shows consumer confidence at an all-time high and retail sales on line up 19% and in stores up 3%. People are spending money and the stock market is currently at an all-time high too!

As a real estate professional, I always keep my eye on consumer confidence and consumer spending. Both of these criteria make a difference in the overall value of real estate here in our area. When things are going good, home values are strong and owners are able to net a healthy profit from their home sale.

There are always “cycles” to the real estate market regardless of the political or economical climate and we should be on a down-turning

cycle soon, as we experience at specific times throughout each decade. This shouldn't be cause for concern and depending on if you are moving to a larger home or a smaller home, it can actually be a great opportunity.

You've probably heard that the Fed's are planning to tinker with interest rates again soon which will affect mortgages and home affordability. Again, these are normal cycles which create up and down movement in all financial markets as well as the real estate world.

Personally, I'm incredibly excited to see lots of changes and improvements going on not only in America, but also here in our little “neck of the woods” as well.

You may remember seeing on the news back in 2016 that homeownership was at a new 50 year low. As of the end of 2016, there were far fewer homeowners in America than any other time in five decades and that was true even with interest rates at historic lows! Those things are changing now and we are seeing a lot more Americans owning their own home which also strengthens our economy.

Change is always hard but it appears these changes will make America stronger and more productive. Let's do our part and buy American!

Is This Some Kind of Dream?

I always encourage my real estate clients not to get in a big hurry when thinking about selling their home. It's extremely exciting to think about a new home in a new neighborhood but you don't want to get too excited about selling the current house unless you've casually looked around at available homes to ensure you'll find your dream home.

In turn, it's important that you know about our Dream Home Finder Program where my team will invest up to \$1,500 in direct marketing to the exact neighborhoods, price range and style of home you are most interested in which allows us to find OFF market homes that nobody else knows are for sale! This is an extremely popular program which has allowed our clients to find their dream home that matches EXACTLY what they are looking for, rather than being stuck with whatever is available on the MLS.

The happiness of my real estate clients is priority #1 with me and I know that if I can find you the perfect house, matching exactly what you want in your most desired area, you'll be a friend and a fan for life. The Dream Home Finder Program does this for us time and time again.

Here's how it works: Most people get in too big of a hurry in deciding to move when they haven't even looked around to see what else is available yet. Our Dream Home Finder Program allows you to look at homes that are currently available as well as any unlisted homes that we find for you and gives you NO PRESSURE to ever make a move at all! It's nice to be able to consider a possible move without actually putting your home on the market yet. With this approach, you can feel more educated as to your best options and you'll have a really good idea of what may be available

for you before you decide to put your current home on the market.

After we've looked at a few homes together, I'll have a very good idea of what you are most interested in as far as features, amenities, areas, etc. and I will invest up to \$1,500 to find you an off-market home matching your exact Dream Home specifications. This puts you in a "category of one" meaning you are the ONLY potential home buyer that knows these sellers want to sell. This is a tremendous benefit because it can allow you to secure a property possibly below market value since it's not on the open market, allowing multiple buyers to bid on the home.

This is a very popular program for my clients that may be getting a slight itch to move but haven't fully decided yet. This makes it simple. If you find the perfect home, you move forward. If not, you've committed to nothing and you don't have to make a move!

If you'd like more information on the Dream Home Finder Program, just give me a quick call. I'm sure you have a general idea of the areas you are most interested in and what type of home may better fit your needs compared to the one you are in now. Let's have a quick discussion on the phone to see if this is something you'd want to pursue. After all, there's nothing more fun than casually looking at homes and finding out about tremendous deals on unlisted properties that you may get at a tremendous discount. Let's chat about it today!

Quote of The Month

"If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know it when you find it."

-Steve Jobs

Just Listed

**** 6080 Ravenswicke Terrace
Davie, FL 33331 3/2/2 Car
Garage/Brand New Roof 12-19.
New AC/Accordion Shutters
\$425,000**

**** 9200 SW 56 St.
Cooper City 33328
4/2/Pool/Canal/2 Car
Garage/New Roof/New Impact
Windows/Completely Upgraded
\$475,000**

Sold

**** 1900 Van Buren Street
2/2 Hollywood \$230,000**

Buyers Actively Looking For:

***2/2 Townhome - East Pembroke Pines
North Of Pines Blvd. Up To \$270,000**

***4+/2+ Coral Springs/Plantation
Up to \$550,000**

***3/2/Garage – Plantation Up To \$400,000**

***Davie Acre+ Of Land Up To \$450,000**

**If you know of anyone, including yourself,
considering a move, these buyers are fully
approved and ready to buy. Will pay
market price & save you all the stress of
selling. Know anyone? 954-540-8509**

Coming Soon Homes

***** 3/2.5/Lake/2 Car Garage.**

West Davie. Mid \$400,000's Range.

***** 7/6/2 Half Baths/Loft/Movie Room/3 Car
Garage/Pool/Lake All Custom Upgrades Plus
Much More. Parkland - \$1,700,000**

***** 4/4/Acre/Lake/Custom Upgrades
West Davie. \$800,000+**

***** Off Market home available to be seen.
4/2/Pool/Upgraded/West Davie/\$525,000**

****We had a very rewarding and humbling day of
Christmas Dinners to 35 families plus Toys, Games,
Books, Sports Equipment, etc. give away to over 60
kids not getting much if anything at all. All from the
donations received. Just about filled up our garage.
Had to have 5 SUVs from friends, neighbors who
helped deliver on 2 separate fill up trips to these
families. Just a few pictures below.**



**Very Happy to see our 104 year old Eme again and
she was even more funny and inspiring then our visit
at Thanksgiving. We Truly Thank Everyone who
donated the gifts, dinners and their time or we would
not have been able to help so many. We hope to be
able to help even more families for the next Holidays.
If you hear about or know others who may know of
anyone needing help, please let us know. Let's all do
little & big things if possible to help all year long.**



Lee Jenkins

Realtor

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Marketing
Specialists**

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**Want Free Updates about
your community to keep
educated about the market?
954-540-8509**

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 2,200 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 or buying? **We have our 34 Point, Up to Date Marketing Plan for homeowners detailing all our newest marketing strategies. For buyers, we find off market homes as well as notify them about new homes on the market within 1 hour.** Ask for our newest Homeowner and 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.

Want to Save Some Money? Our Preferred Mortgage Broker offers up to 3% paid closing costs to help you lower your down payment. Don't hesitate to call or email us if you are considering buying soon or in the future. We will work together for you and his team will help in any way they can.

Recommended Service Providers www.LeeJenkinsRealEstateSpecialists.com

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 40+ Member Service Team. If you know of anyone plus yourself to be added, let us know. Want our full list?
[954-540-8509](tel:954-540-8509) / Lee@LeeJenkins.com.

*Mortgages-Mike Lewis
Florida Mortgage Solutions
954-816-5112

*Property Insurance - Jay Kaiser
Brightway Insurance
954-367-8100

*First International Title
Jo Godinez - 954-349-4807

*Real Estate Attorney
Adam Zipper-954-659-2220

*Family/Divorce/Estate Law
Bernadene Rodriquez P.A.
954-424-2121

*Gates/Fencing/Railings/Trellis
Integrity Gates & Access Control
Scott Lodge – 754-265-3790

*Painting - R&M Enterprises
Richard Clifton - 786-395-0505

*Restoration - Water, Mold,
Fire, Smoke Damage
Alex Caccavale - 954-605-1196

*Plumber - Ganz Plumbing
Billy Ganz - 954-473-8255

Yard Maintenance/Landscaping
Hector Valiente - 754-224-1669

*Air Conditioning-New & Repair
Lindstrom AC and Plumbing Co.
Call Direct to Joe - 954-275-0692

*Electrician-Premier Electrical
Jim Milardo - 954-495-3006

*Sprinkler Service & Repair
S.T.A.R. Sprinkler Inc.
Antonio Nieves 954-709-0304

*Handyman/Remodeling
Luigi Navaro - 954-391-1147

*Appliance Doctor
Raul - 954-901-7887

*Roofing - Native Roofing
954-966-5446

*Patios/Driveways/ Pools
5 Star Pavers/Pool Remodels
Dom Ziccardi - 954-642-6169