

Inside Hillcrest

– Connecting Neighbors to Neighbors –



MARCH 2021

HOLLYWOOD, FLORIDA

VOLUME 15 • ISSUE 3

MARCH INSIDE HILLCREST

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There are two primary choices in life: to accept conditions as they exist or accept the responsibility for changing them.

– Denis Waitley

Hillcrest has long been known as a community of people who are kind, reasonable, responsible, and responsive. This is because whenever there has been an issue (like having a school in the neighborhood or converting our golf courses), we showed up at City Hall for the discussions and voting and behaved with grace and dignity. For the most part, our speakers were reasonable but passionate, firm but courteous. I have heard more than once from city officials how impressed they are with the residents of our community. It is a testament to Hillcrest's sense of duty and responsibility that Hillcrest had few cases of the COVID-19 virus overall because of those same qualities.

The fact that **State Representative Marie Woodson** was with us the day that we received our first dose of the vaccine, and that Linda Sherwood, our own City Commissioner spent the entire day personally keeping the recently vaccinated Hillcresters updated with their next step, was a testament to Hillcrest's reputation. People with grace and dignity most often have a great sense of humor and are also fun to be around and we are lucky our elected officials have all three. Our City of Hollywood **Mayor Josh Levy** came by and stayed the entire afternoon chatting with everyone and helping to calm the anxious. The efforts taken by the Leadership of the Hillcrest buildings was gratifying. Those of you who received the vaccine that day have the following people to thank.

The campaign to get our over-65 residents the COVID-19 vaccine was spearheaded by **State Representative Marie Woodson**. It started on February 3rd when she called me with the news that she was working to get Hillcrest seniors the vaccine. That was the day I sent out the first email. At that time, we were not positive her efforts would be successful, but we know Marie and we knew the odds were in our favor. It was a long 3 weeks as

each building contacted their residents and had them fill out the forms to submit for the vaccine. On Monday February 22nd, I got the call that Friday, the 26th was the day! Then came the scramble to take the 450 total forms and enter them into the official database for the appointments. By Tuesday night, all the forms were in – a monumental accomplishment that every participant can be proud of.

Inside Hillcrest's own **Steve Schneider** took it upon himself to take care of two low rise buildings who needed boots on the ground to help their working presidents. A special thanks to **Michael Einbinder from Command Association Management** who took care of the two mid-rise buildings that he manages.

Jim Bowers, president of Hillcrest 3, and one of my personal heroes when it comes to true leadership, got the job done in record time of course. **Emma Battiller**, who I have spoken to for a number of years but never met, took care of Hillcrest 4 AND I finally got to meet her on vaccine day! Emma, you rock! **Marlene Mandl** was running around Hillcrest 6 helping those who could not fill out the forms themselves. I am so happy I taught her how to read and write. Marlene is one of my closest friends so I can say whatever I want about her...unless she tells me not to...

managers who care about their residents like family are hard to come by!

Sam Tyler, president of Hillcrest 21 was one of the first to submit his forms. **Ron Cleary** whose term as president of Hillcrest 22 ended during the effort, did not miss a beat and he continued to keep the project together along with **Shelley Brancato** (VP) and **Anita Steinfeld** who took care of the data entry.

Barbara Hirschhorn, VP of Hillcrest 23 was in the process of moving and still gathered over 50 forms that were meticulously filled out. Bravo Barbara! I am grateful that two (under-65) unit owners stepped up to finish the job of entering them so that their residents could get appointments even though both were ineligible to get it for themselves. Hillcrest 23 has **Joe Dembinski** and **Lisa Ponzio** to thank for opportunity to be vaccinated. I wish I could have gotten Joe and Lisa fake ID's...

Yana Perez, property manager for Hillcrest 24 not only gathered the forms and entered them; she also came to Beverly Hills TWICE that day to make sure "her" people were being taken care of! **John Caizza**, the president of 24 does a great job of putting together a team, and hiring Yana was brilliant.

Steve Hurtig, president of Hillcrest 25 inspires his residents to be a part of making the building the best it can be. He delegated the project to **Harriet Dinari**, who was on top of the effort from Day 1 and did not stop until the job was done and done right!

Mark Roth, president of Hillcrest 26, had the most applicants and the most efficient method of entering the data which of course, knowing it now will not help us 100 years from now when the next pandemic is due to hit. His team – **Sylvia Parnis** and **Joyce DeRosa** – knocked out their data entering in record time!

In the end, every building (except one) took on the challenge to contact each one of their residents and sign them up for the vaccine. The only building that stonewalled me was one that actually has a board member in charge of Health and Safety who quickly abdicated her responsibility. Thanks to one lone responsive board member and one former board member, the residents were able to sign up for the vaccine.

SEE PAGE THREE FOR THE LATEST INFORMATION ON THE COVID-19 VACCINE FOR HILLCREST. SEE PAGE 8 FOR A HILLCREST DRIVE TRAFFIC NOTICE.

Sandy Goldstein (Property Manager of Hillcrest 19) and **Omaira Martinez** (Property Manager of Hillcrest 20), did not have a lot of candidates in that age range in their buildings, but made sure they were submitted. Property



Continued on Pg. 2

Continued from Pg.1

When I asked the board to submit the applications, I received an email stating, "it is not our responsibility". I ended up entering them. Oh yes, I am a little ticked off and more than disgusted. The unit owners are unhappily aware of the lack of care shown by their board members; hopefully, they remember their names come next year's election.

CONDO INSURANCE

Unfortunately, my knowledge of the financials of many Hillcrest buildings includes knowing that some of our buildings are woefully uninsured. It makes the board at the time look good when the maintenance fee is a few bucks lower but will almost always come back to bite them in the butt. Insurance is one of those things you hope you never need but when you do, it can be the best investment that you make. Part of a building's fiduciary duty is to be sure the building is protected in the face of any type of disaster. If you are unsure if your building insurance is adequate, call **Brandon Levy of Legacy Insurance Associates** who will review your policy for you and let you know EXACTLY what you are or are not covered for. Brandon knows Hillcrest better than anyone. You can call him on his cell at 561-945-3263; his business card is on page 7.

TESTIMONIALS

It is always good when we get feedback about our advertisers. Two residents wrote to us about **Dino Petropoulos** from **Justingems Jewelers**. This from Barbara S: "Recently I had to have a clasp on a gold necklace replaced. The clasp is perfect, as was Dino himself. He is knowledgeable, helpful, and returned the necklace to me in a timely manner. I know I'll go back to him for future needs." And this testimonial from Gregory G: "I would like to take the opportunity to show my gratitude for the exceptional service and attention to detail I received from Dino. I would definitely recommend him to anyone who is interested not only in fine jewelry but great service. He is my go-to for all things jewelry!"

As I have mentioned, I love it when I don't have to drive far for anything – from groceries to hair-cuts to doctor visits. The closer they are the better. I love going to Dr. Amir (page 3) because she is right next door and I can walk over for appointments. **Sandy Goldstein**, property manager of Hillcrest 19, recommended **Broward Spine Institute**. And yes, it is right next door. Chronic pain is the worst; if you are having back problems, see page 7.

Working from home is something I have done for a long time since at least 50% of Real Estate is computer and phone related. I have always liked having services come to me rather than me going to them. The next best thing is to home service, is finding a place less than 5 minutes away where I can park in the shade, get a GREAT haircut from **Zarit** and I can get in and out in less than 30 minutes. **Great Clips** is located on the south side of the Target building right on the corner of N Park and Hollywood Blvd.

A former Hillcrest is an in-home licensed **medical manicurist/pedicurist** who specializes in in-grown nails. I don't have that problem thanks to my mom who had a trick to prevent in-grown toe nails. **Ildiko (Ingrid) Sorensen** surprised me when she knew the same trick! She gives a great **in-home pedicure** for regular folks like me for only \$30. Plus, she is licensed to treat those who have ingrown nails or fungal problems. She also treats fatigue feet and does massage for poor circulation in the legs. Call Ingrid at 954-330-2700 for a great in home experience. Her services, rates and contact info are on page 9.

REAL ESTATE UPDATE

If it seems that prices are going down lately, be sure to stay tuned for the April issue of Inside Hillcrest that will cover all things Real Estate. The market has definitely taken a weird turn when it comes to values.

But we are seeing strong interest from the out-of-state folks who want to live in Hollywood. Our city maintains a great reputation these days thanks to our current leadership in City Hall. Miami is perceived as too crowded, Hallandale's reputation has been rocky for a while now, and Fort Lauderdale is having a lot of infrastructure problems.



Hillcrest is the Hidden Jewel in Hollywood and Hollywood is the Diamond of the Gold Coast. In the past week we have gotten calls from agents in Kansas, Arizona and Boston who sent us clients who specifically want to buy in HOLLYWOOD. Read all about it next month.

HILLCREST HISTORY

Also, in the April issue of Inside Hillcrest we will reprint the history of Hillcrest as told to us by the Tobin Family back in the early 2000's. It is an interesting story and one day we will include our Parkview at Hillcrest neighbors to the narrative very soon. **Championship Academy of Distinction** is also one of our neighbors (who doesn't love a school within walking distance?!)

Principal, **Dr. Frank Gaines**, would like to remind everyone that "Championship Academy is open for enrollment in grades **K - 8, for the 2021-22** school year and there are still seats available for this year. A focal point for our students is to connect school with real world opportunities through a career exploration program we are implementing in grades K-8. An open house event for prospective students is scheduled for Saturday, May 1st, 10am-2pm."

AND FINALLY (HOPEFULLY) THE LAST PANDAMMIT

When we go into another lockdown, we should just train all the Amazon delivery drivers to give the vaccine. Entire population immunized by Saturday. Wednesday if you've got Prime.





Cindy Abraham, Secretary
Hillcrest Leadership Council

hillcrestleadershipcouncil@comcast.net

**STATE REPRESENTATIVE MARIE WOODSON
CAME THROUGH FOR HILLCREST AGAIN!**

Read all the way to the bottom and PLEASE POST!

(For those of you who have asked for her email address to thank her for her efforts on behalf of the Hillcrest community, I am sure she would love to hear from you. Her email is: Marie.Woodson@myfloridahouse.gov.)

SECOND DOSE COVID-19 VACCINE FOR HILLCRESTERS

Beverly Hills Clubhouse
5300 Washington Street
FRIDAY, MARCH 19, 2021

Those of you who received your first dose **AT BEVERLY HILLS** on Friday February 26, here are the times for your building:

**HILLCREST BUILDINGS 1 THROUGH 22
HILLCREST BUILDINGS 23 THROUGH 27**

**10AM to 12NOON
NOON to 3PM**

If you received your first dose of PFIZER VACCINE **SOMEWHERE ELSE** and would like to come to Beverly Hills for your second dose, bring your official first dose vaccine card and your ID:

**HILLCREST BUILDINGS 1 THROUGH 22
HILLCREST BUILDINGS 23 THROUGH 27**

**10AM to 12NOON
NOON to 3PM**

**IF YOU ARE OVER 60 YEARS OF AGE
AND YOU WANT THE FIRST DOSE OF THE PFIZER VACCINE**
You must email hillcrestleadershipcouncil@comcast.net
for a copy of the Official Sign-Up form

CELEBRATING FRIENDSHIP AND OTHER THOUGHTS

(Ed Note: My sister Kathy sent me one of those viral emails entitled: "Why do I have a variety of friends who are all so different in character? How is it possible that I can get along with them all?" The email is printed to your right but...

It got me thinking...I have the weirdest group of friends. They could not be more different or on more opposite sides of the belief spectrum from Religion to Politics to Favorite Color or Movie) But we all respect each other and do not rub our beliefs in each other's faces. None of us would dream of making someone else uncomfortable. I have one friend who still thinks that the virus is a hoax but she ALWAYS wears a mask because she feels it is a sign of respect. I think I told you all the story in another issue about one of my friends who said, when the Bill Cosby story came on TV, "Why can't those women just get over it? It happened 30 years ago!" I almost dropped my teeth! I just looked at her and said, "How the hell are we still friends?" At least she listened when I remarked that if she or someone near to her was ever date-raped back in the 70's or 80's, maybe she would think differently. Then we dropped it.

Unless someone is mean or hateful to others with no provocation, I can be their friend. If someone is stupid, I can be nice to them but I probably can't spend a lot of time in their company. If someone is a bigot or racist, I can tolerate their company unless they are so crass that they air those beliefs with the intention of shocking or offending me or others.

I miss the days when hateful and/or stupid people were careful about what they said in polite company. Then Jerry Springer came along followed by Maury, Rikki Lake and the rest of the trash TV hosts and all of a sudden, the dregs of American society were not only publicly introduced to the American public as entertainment, but they were also celebrated. The legacy continues with today's staged "Reality shows" designed to shock and dismay, and basic human decency has become a threatened commodity.

Lately it seems decent people have had enough and the pendulum is starting to swing the other way. It will probably go too far as it usually

does, but somehow, we need that to balance out the years when it was OK to expose our dark sides, our prejudice, intolerance, narrow-mindedness and chauvinism. After a while, the pendulum will come to rest somewhere in the middle and maybe finally we can all feel safe and accepted as the diverse human beings we are instead of ugly labels.

THIS IS DEDICATED TO THE ONES I LOVE...

I think that each one helps to bring out a "different" part of me. With one of them I am polite. With another I joke, with one I can be a bit naughty. Another, I can sit down and talk about serious matters. With another I laugh a lot. I listen to one friend's problems. Then I listen to another one's advice for me. My friends are like pieces of a jigsaw puzzle. When completed, they form a treasure box. A treasure of friends! They are my friends who understand me - better than I understand - me ! They are friends who support me through good days and bad. It is really great to have you as a friend.

Real Age doctors tell us that friends are good for our health. Dr's calls them Vitamin F (for Friends) and counts the benefits of friends as essential to our well-being. Research shows that people with strong social circles have less risk of depression and terminal strokes. If you enjoy Vitamin F constantly, you can feel up to 30 years younger than your real age. The warmth of friendship stops stress and even in your most intense moments, it decreases the chance of a cardiac arrest or stroke by 50%. I am so happy that I have a stock of Vitamin F!

That is why I value my friends and keep in touch with them. We should try to see the funny side of things and laugh together and pray for each other in the tough moments. Some of my friends are friends on line. I know I am part of their circle because their names appear on my computer screen often and I feel blessed that they care as much for me as I care for them.

The most beautiful thing about friendship is that we can grow separately without growing apart. No matter what, we always want to be respectful and kind to each other. So, to all the people who bring a smile to my face when I see you or even think about you, thank you for being my friend.

MARTY KIAR - BROWARD COUNTY PROPERTY APPRAISER



Owner Alert Notification Service

The Broward County Property Appraiser's Office is pleased to announce Owner Alert – a FREE service designed to help you protect your property from scams or fraud by notifying you if a document is received by our office changing the ownership of your property. Property fraud is a very serious issue! Criminals can record fraudulent deeds transferring ownership and then try to mortgage, sell, or rent the property. Owner Alert helps stop

these unlawful acts. Let's work together to protect your home from possible fraud.

Subscribing to this service is quick and easy – simply visit our website at <https://web.bcpa.net/owneralert> to register your property. There is no fee for this service and you can unsubscribe at any time.

Ownership records are changed based on deeds recorded with the Broward County Records Division and then provided to our office. BCPA has no legal authority to determine whether a deed is fraudulent. Once registered, Owner Alert will notify you if there is a change of ownership to your property and provide you with important information.

If you have any questions about the Owner Alert notification service, please call 954-357-5579 or email us at OwnerAlert@bcpa.net

Commercial Property Surveys

COVID-19 has seriously impacted our community and everyone has felt its effect in some way. To help our office better understand any impact this pandemic has had on businesses, our office recently mailed a letter to all commercial and apartment building owners. Any information provided by local business owners will assist our office with accurately determining a fair and just market value for these properties for the upcoming 2021 tax year. Should you have any questions about this survey, please call 954.357.6835 or email IncExp@bcpa.net.

If my office can ever be of assistance to you, please do not hesitate to contact me directly at 954.357.6904 or by email at martykiar@bcpa.net

Take Care,

Marty Kiar, CFA
Broward County Property Appraiser



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Rotem Amir, MD completed her education at the prestigious Tel-Aviv University. She then entered the renowned Cleveland Clinic Program and completed her Internal Medicine Specialty with honors. She served on the medical jeopardy team and won several tournaments. Dr. Amir is double board certified in internal medicine and continues to provide the most updated care to her patients. She shares her love for practicing medicine with her patients at her established medical practice in Hollywood, FL., where she is an expert diagnostician and loves to take care of seniors. Additionally, she is an Associate Clinical Professor Nova Southeastern University.

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STATE OF THE COUNTY - County Commissioner Beam Furr - District 6



Greetings Hillcrest Residents,

The COVID-19 pandemic has imposed a hefty economic burden on all of our residents – but it has been especially difficult on our seniors. Many seniors are worried about receiving the resources and assistance they need to make it through what has been both a public health crisis and an economic calamity. Fortunately, help is on the way. The American Rescue Plan, passed by Congress and signed by President

Biden, dedicates \$1.9 trillion of assistance to citizens, businesses, and communities. But there are also resources that can be accessed on the local level. With tax season in full swing, there are resources available right here in Broward County to help our senior residents received the assistance they need.

Last year, the Broward County Commission officially approved an additional \$25,000 homestead exemption for low-income seniors. The increase will boost the maximum exemption for low-income seniors (65 and older) to \$50,000. This new exemption will help keep seniors in their homes and save them money to live a better life here in Broward County. Over 10,000 units are expected to be eligible under this new exemption. There are also many other tax benefits available to residents and seniors throughout Broward County.

This includes a \$500 benefit for those who have a disability, \$500 benefit for those who are widowers, a \$500 exemption for those who are legally blind, and up to \$5,000 if you are a veteran or the widower of a veteran. I encourage every resident to research and utilize all of the exemptions they are eligible for. To find out about your eligibility for various exemptions, go to bcpa.net.

Hispanic Unity of Florida, located in Hollywood, also provides assistance for all residents during tax season, particularly low-income seniors. Hispanic Unity offers free tax preparation services to low-income seniors, and helps them to receive all of the exemptions and benefits that they qualify for. Any individual earning less than \$66,000 a year qualifies for assistance and savings through Hispanic Unity. This organization helps several hundred residents in District Six every year alone. Residents should visit vitataxesfree.org or call 954-964-8884 to learn more. As always, my office is here if you need further assistance. Please see the contact information – and never hesitate to reach out.

Vaccination Update

With the approval of the Johnson and Johnson vaccine, there are now three vaccine options available in Broward County – with more eligibility and locations than ever. Eligibility has been expanded to residents with certain high-risk conditions such as cancer, high blood pressure, and other factors – to learn more about eligibility, please go to browardhealth.org.

The vaccine is also available to all teachers! Broward County is also working to expand the number of sites that administer vaccines, including a new site at TY Park that has just opened – you can learn more about vaccination locations at <https://www.broward.org/CoronaVirus/Pages/Vaccination-Sites.aspx>. Appointments for COVID-19 vaccination sites operated by the Florida Department of Health in Broward can be scheduled using the State appointment system. Seniors age 60+ and frontline healthcare workers can call 866-201-6313 to request an appointment.

Those who are eligible for the vaccine (60 and older and frontline healthcare workers) can pre-register and get in line for a vaccine at <https://myvaccine.fl.gov>. There are also vaccination options at Wal-Mart and Sam's Club. If you are eligible, getting a vaccine is the safest way to protect against COVID-19!

Contact Us

Our District office is conveniently located in the lobby of the Hollywood Branch of the Broward County Public Library at 2600 Hollywood Blvd, next to Hollywood City Hall. However, during the COVID-19 crisis, it has been temporarily closed. We are in the process of creating a part-time opening of this office, which should be in effect in March. Keep tuned for a schedule.

My staff is presently working from our office in Fort Lauderdale and from other remote locations within our District. The Fort Lauderdale office is open for your convenience Monday through Friday from 9AM to 5PM. If you would like to schedule an appointment, or you have a great idea, suggestion or an issue that needs my attention, feel free to call me at 954-357-7006/786-559-2306 or send me an email at bfurr@broward.org.

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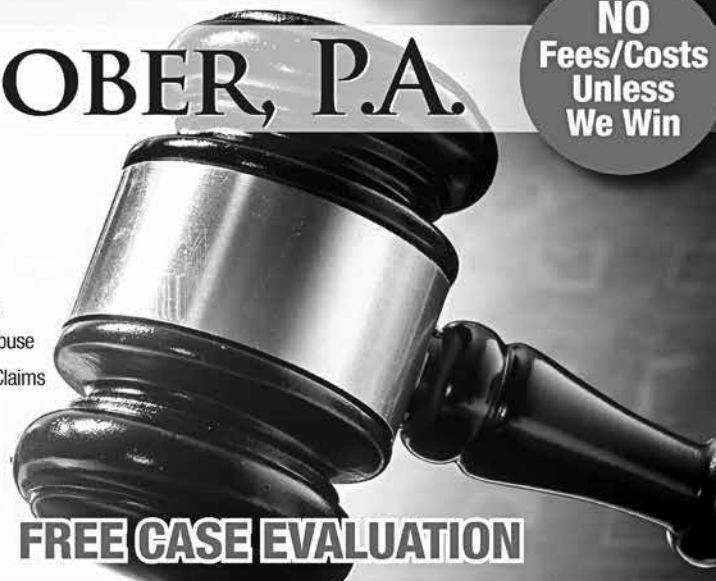
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Attorneys Peter and Samara Bober



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HILLCREST COMPLIANCE COMMITTEE MARCH UPDATE

– submitted by Betty Merk, Hillcrest 15

To date, we have been informed all fence, gates and walkways have been fixed. The developer's landscaper has replaced some dead trees in the park and in the coming days will continue to identify what still needs to be done.

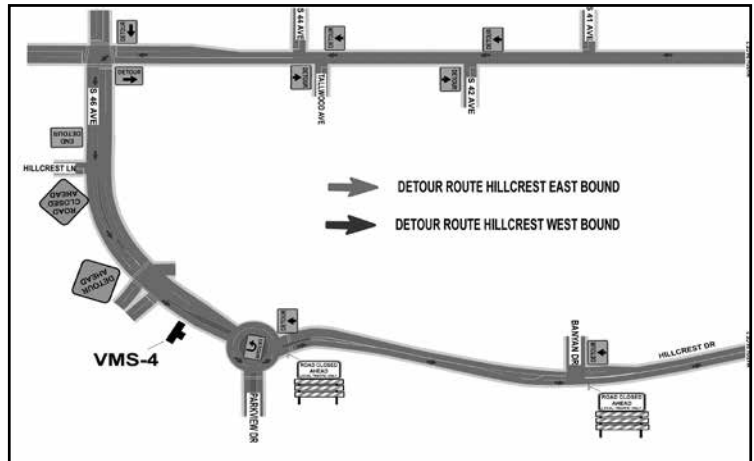
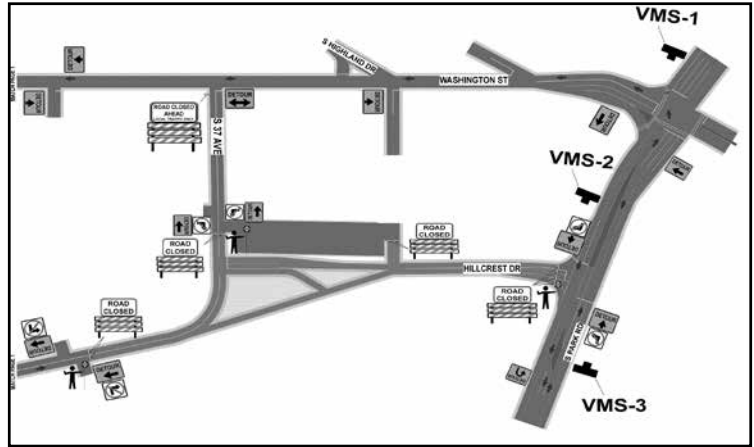
The additional Gazebo (behind the school near Parkview) will be completed around the end of April. The loose screening around the school fence is being looked into by Tobin Properties.

The new pond (behind Hillcrest 22, 23 and 24) should be complete in the next month after which the walking paths and sod will be restored. Note: there will not be additional landscaping.

The concern about the current state of the grassy areas (patchy and yellow) if being looked into and we will follow up to make sure it will be addressed.

The lighting issue involving the 3 entrances into our Hillcrest community from Washington Street is ongoing and hopefully a solution will be found soon with the continued help of our proactive Hillcrest Low and Mid-Rise Presidents Council.

And finally, good news! The small Clubhouse will reopen April 1st, 2021. As always, if you have any concerns, please contact the HLC at hillcrestleadershipcouncil@comcast.net.




IMPORTANT NOTICE

Please be aware that there will be city requested road improvement work at the intersection of S37th Ave and Hillcrest Dr starting Monday 3/22/21. The improvements will require for the intersection to be close for approximately 2 months. Attached is a copy of the maintenance of traffic plan that details the extents of the closure and the detour routes.

Please let me know if you have any questions,

Daniel Lemus - Land Project Manager
Pulte Group



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David Treece
 Registered Representative*

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WEDNESDAY, MARCH 17 COMMISSION MEETINGS

Normally the CRA Board meets at 9:00 and the Commission meeting starts at 1:00. This week there is a combined Special/Joint Commission and CRA Meeting. Starts at 12:00 with the regular meeting to follow at 1:00 and you can watch on Comcast 78 or ATT 99 or the city's website.

THE PURPOSE OF THE SPECIAL MEETING

The combined boards, which are the same members acting as both the CRA and Commission, are to act on a Resolution authorizing a funding commitment for a project known as Tropic, a residential building of 210 units, at Van Buren and Federal Highway. One third of the units would be set aside for families making 100% of the County's Area Median Income; another third for those earning 120%; and the final third at market rate. The developer proposes that the CRA and City provide gap funding to the project. Combining all sources, the amount being requested is just over \$10 million of the projected \$57 million cost. \$3.5 million of that comes from an Inter Local Agreement (ILA) between the City, CRA and Broward County. The County is committed to refund \$10 million to the City to be used for housing projects outside the CRA. The \$3.5 comes out of that, and I believe the County previously refunded \$2 million. Still a balance in the account.

The ILA envisioned the refund be dedicated to projects outside the CRA. Although the funding sources and mechanisms have been identified, the concept raises questions the combined boards will have to address. A biggie is that Tropic is in the middle of the Downtown CRA, and that troubles some Commissioners as a disruption of the conditions of the ILA funding from the County. Normally, because the project is within the Downtown CRA, upon completion the CRA would negotiate a portion of the incremental tax financing (TIF) generated by Tropic, to the developer. This is legal, and routine and appropriate. However, this does raise the question of gap funding public projects vs waiting for the reward post construction.

Tropic does have merit. Now let's see how the combined boards feel.

OTHER KEY ITEMS ON THIS WEEK'S AGENDA

Beach Community Center (1:30 ITEM) - The City accepted a Public

Private Partnership proposal for redevelopment of the Beach Community Center and adjacent city owned property. There were eight respondents, now short-listed to four and the Commission will be asked to accept the recommendation of the selection committee. They can reject and chose anyone else of the four ranked proposals. This will be controversial, probably as all include a high rise residential building cited along A1A. However, the respondents are all highly qualified and experienced. This is one to watch to see how this will enhance services to the community, and what benefits there are to the City.

Vehicle purchasing -23 trucks, cars and special equipment for \$1,058,907.

LOOKING BACK

At Feb. 17 Commission meeting, the board agreed to suspend the 4:00 am liquor license of Amsterdam, a bar/restaurant downtown. This suspension was the result of numerous COVID and Code violations. Henceforth, Amsterdam will only be allowed to serve alcohol until midnight for the next six months. The Board also accepted the Public Private Partnership proposed for Orangebrook. The law requires that other golf course operators and designers have a period of time to make their own offer. They will have 90 days to do so, although I am not sure when the clock began. This is exciting.

WHAT ARE THEY UP TO IN TALLAHASSEE?

Most of the time, it is not good for cities. For me, the big issue is all the voter suppression bills moving through the legislature. These would require annual re-application for absentee ballots, eliminate ballot drop boxes, permit only the voter to drop of ballots (from your family?) etc.

Florida's 67 County Election Supervisors ran excellent 2020 campaigns. If it ain't broken, why do the "electeds" feel compelled to fix it. Tell your legislators not to support these bills, which would make it much harder, rather than much easier for us to exercise our right to vote.

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WHEN A REALTOR TELLS YOU WHAT YOU WANT TO HEAR

– BY BRIAN GAIEFSKY, KELLER WILLIAMS A TEAM FLORIDA



One of the first questions Sellers ask Real Estate Agents when they think of listing their property for sale is "How much do you think we can get?" or "How much would you list it for?" A common error many sellers make (when choosing a Realtor to sell their property is selecting an agent who

merely suggests the highest price in order to get the listing.

Many years ago (when I first began in real estate) another agent told me if I want to get more listings, I should always quote the highest price to get the client to sign, lock them in for a year, and then keep reducing the price until you get a buyer. This advice did NOT sit well with me. Besides the inherent lack of integrity, this strategy is a bad one because the list price is an important part of marketing my seller's property.

When a Buyer is searching online for properties to visit, they will search within their budget and they learn market values very quickly. Most buyers are smart enough to hire their own agent who will also be protecting their interests in the transaction. Showing properties that have little chance to appraise is a waste of everyone's time.

The rule of thumb is that if you underprice your property (this strategy works best with homes), you could put a turnstile at your front door because you will get dozens of showings right away. In many cases, a bidding war ensues and the home ends up selling at a higher price in a shorter amount of time.

Priced right, whether it is a home or condo, you will get the most showings in the first week and probably an offer close to or at list price. If you overprice, yours will get shown when the agent wants the buyer to see the contrast in prices between yours and the one the buyer ends up choosing; you just made the competition look like a good deal.

SHOULD YOU HIRE A REALTOR WHO IS A RELATIVE OR FRIEND?

It depends. If they live in your area and are good at what they do, why not? But what if their friend/relative does not live close to your listing or has little experience?

Some people dread the thought of doing business with friends or family. I have met people who have a long standing rule that, regardless of the person or circumstances, they will never do business with friends or family. Alternatively, others feel obligated to do business even if their friend or relative is a Realtor who is new to the trade. And yet others do not want to hire their friend/relative but hate confrontation and fear putting a strain on the relationship. What to do?

My best advice (which I recommend for any important negotiation or tough decision in life) is to remove all emotions from your decision making. In matters of health – personal or financial – you need to do what is best for you. And that means hiring someone with the experience, knowledge & skills to do a good job for you. When it comes to Real Estate, you want someone well versed in selling the type of property you are selling and who has a personal style of doing business that is a good fit for you. Ultimately you want to hire the most qualified individual who will not only get the job done right but also make the experience stress (and drama) free.

HILLCREST 2021 FEBRUARY STATE OF THE MARKET

– by Cindy Abraham, Keller Williams Realty Professionals A Team Florida



February was a good month with 13 closed sales and 17 more going under contract. However, we are down to only 47 listings: 32 two bedrooms and 15 one bedroom units. 27 are in the over-55 buildings; 19 in the all-age buildings and one in a building that allows rentals. Seven of the 47 active listings are in the low and mid-rise buildings.

Appraisals have been a problem. I am not sure what the appraisers are being told, but they seem to be trending down and I totally disagree with that concept. Because homes have gone up so much that they are becoming out of reach for many, I believe the larger condos – especially 3 bedroom units and corners – are going to do well. Corner unit sales are designated by C and the rental building sales by R.

PARKVIEW AT HILLCREST

Currently in Parkview at Hillcrest, there are only 3 listed in the MLS and all are single family homes with no pool. Three pending sales were entered into the MLS for the month of February and no closed sales. Pending Sales (T = Townhome, S = Single Family Home, W = Waterfront)



PENDING SALES

Building	Unit #	B/B	SF	Orig. List	Final List	Sold/DOM
26	1006	2/2	1132	167,000	166,000	243
24	C-520	2/2	1284	165,000		68
18	C-111	2/2	990	170,000	164,900	90
7	114	2/2	899	147,900		37
23	703	2/2	1132	149,000	147,000	424
11	109	1/1/1	768	139,000		54
21	C-511	2/2	1216	124,900		45
23	C-911	2/2	1312	109,000		152
26	402-04	3/3/2	2,200	199,900		128
23	C-419	2/2	1284	179,900		126
27	908	2/2	1164	189,900	169,900	162
21	C-619	2/2	1284	159,000	153,000	79
21	706	1/1/1	844	113,000		54
11	315	1/1/1	775	105,000		5
9	110	1/1/1	672	104,999		88
9	107	1/1/1	672	89,900		8
26	715	1/1/1	994	89,000		8

CLOSED SALES

Building	Unit #	B/B	SF	Orig. List	Final List	Sold	DOM
25	915	3/2	1714	259,000		259,000	57
19	R-202	2/2	1150	190,000		182,500	14
24	902	2/2	1132	160,000		150,000	170
19	R-307	1/1/1	830	135,000		127,000	27
21	908	1/1/1	896	125,000		123,000	32
24	C-900	2/2	1312	117,000		127,200	6
23	C-301	2/2	1284	189,900		155,000	24
23	914	2/2	1216	115,900		115,000	12
22	418	2/2	1132	148,900	115,500	112,000	104
21	605	1/1/1	844	114,500		108,000	99
27	309	1/1/1	844	122,500	104,000	101,000	418
24	505	1/1/1	844	99,000		93,000	27
1	202	1/1/1	775	99,000		90,000	122

ACTIVE LISTINGS

TOWNHOME	B/B	SF	Orig. List	Final List	DOM
1455 Myrtle Oak Terr	5/3/0	2795	670,000	650,000	187
1396 Silk Oak Dr	4/2/0	1901	689,000	629,000	150
1054 Banyan Drive	3/2/1	1881	575,000	565,000	89

PENDING SALES

TOWNHOME	B/B	SF	Orig. List	Final List	DOM
S/W - 3747 Greenway Dr	4/2/1	2802	867,005	799,000	27
T/W - 5056 Greenway Dr	3/2/1	2056	485,000		14
S - 4706 Greenway Drive	3/2/1	1998	550,000		7

PARKVIEW TOWNHOMES RENTED during the month of February:

TOWNHOME	B/B	SF	List Price	Closed Price	DOM
5110 Eucalyptus Dr	3/2/1	1561	2,800	2,600	70
3964 Black Olive Dr	3/2/1	1499	2,300	2,300	6

Curious as to how much equity you have built up in your Parkview home? Call us at **8-HILLCREST** or email INFO@ATeamFlorida.com.

March Kitchen Korner - by Cindy Abraham



Not sure why I have been looking for a recipe for Brussel sprouts to make them taste good but it has been a quest. We found some we liked at a Chamber event at the Diplomat. The chef said that all he did was sauté the heck out of them with good olive oil, salt and pepper. I tried it and they just were not as good. Of course, I finally found one that was GREAT and easy. I paired them with a fast and easy pork chop recipe and we really enjoyed it. Among the staples I keep in the freezer are cans of frozen apple and orange juice concentrate – you will need the apple for the pork recipe. And I did make the balsamic glaze from scratch because it was easy but honestly, I think store bought is just as good. For you gourmands who just winced at that last line, I admit that I don't have the most sophisticated palate in the world.

PS I like very few cooking magazines and at one time or another I have gotten all of them. If you subscribe to a magazine, keep in mind that they all have this trick of sending you renewals and hoping you sign up for another year or two when your subscription isn't even expiring for at least a year. So, I mark down the date and length of the subscription. It really galls me but they all do it.

One of my few favorites is Cooking Light. Their "Five-Ingredient, 5-Minute" meal issue was really wonderful. The pork chop recipe is from that issue. Both recipes from start to finish took less than 40 minutes and only 5-10 minutes were prep. The stove did most of the work. You already have the oven on 425 degrees so I am including a nice dessert to go with your pork chop and Brussel sprout dinner. This recipe was from the same Cooking Light magazine. Nectarine season just started so there are some nice ones in the stores.

Also on this page is a picture of a splatter screen – the fine mesh makes it indispensable when you are cooking or frying anything in a skillet with oil. It keeps the area around the burner clean AND is great when you are making sauces and glazes that need to be reduced or thickened.



APPLE-MUSTARD GLAZED PORK CHOPS

- 4 boneless center cut pork chops
- ½ tsp salt and a sprinkle of cayenne to season the chops
- 1 TBS canola oil

For the Glaze:

- 1/8 tsp cayenne
- ¼ cup thawed apple juice concentrate
- 1 TBS cider vinegar
- 1TBSP water
- 2 tsp stone ground mustard



Heat a large skillet with the canola oil. Brown the pork chops on both sides. In the meantime, whisk the glaze ingredients in a small bowl. When the pork chops are browned on both sides, reduce the heat to medium low and pour the glaze over the chops. Cover with a splatter screen or with something that will let the steam escape. Simmer for an additional 20 minutes or so until the glaze thickens, flipping the chops at least once.

BRUSSEL SPROUTS WITH BACON AND BALSAMIC

- 1 LB. BRUSSEL SPROUTS, washed, trimmed and halved from top to stem
- ¼ cup real bacon pieces (store bought or make your own)
- Balsamic Glaze (if you want to make it yourself)
- 3 minced garlic cloves
- Salt and pepper to taste
- ¼ cup extra-virgin olive oil

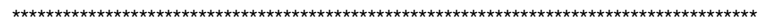


Preheat oven to 425 degrees. Toss Brussel sprouts in a bowl with the oil, bacon pieces, garlic, and salt/pepper. Arrange on a large baking sheet. Bake for about 30 minutes until sprouts are nicely charred and tender.

While they are baking combine the balsamic glaze ingredients in a small saucepan. Bring to a boil and simmer on low until reduced by half, stirring occasionally (at least 15 minutes).

When the sprouts are done, drizzle with the balsamic glaze and serve.

- ¼ cup balsamic vinegar
- ¼ cup honey
- 1 TBS chopped fresh rosemary or 1 tsp dried



MINI NECTARINE GALETTES

- ½ (14.1 oz) pkg. refrigerated pie dough
- 1 large egg white, lightly beaten
- 2 TBS turbinado sugar, divided
- 3 firm ripe nectarines, pitted and sliced
- 2 TBS apple jelly



Preheat oven to 425 degrees. Line your baking sheet with parchment paper.

Roll the dough into a 13-inch circle and cut into 8-4 ½ inch circles. I found that one of my larger white ramekins was about the right size to cut the circles. As you place the circles on the baking sheet, reroll the dough to make more circles.

Brush the circles with the beaten egg while and sprinkle evenly with 1TBS turbinado sugar. Arrange the nectarine slices evenly in the center of the circles leaving a ½" border. Fold edges over fruit to partially cover.

Brush the remaining egg white over the dough edges and sprinkle evenly with the remaining 1TBS sugar. Bake at 425 degrees for 25 minutes until crust browns.

Microwave the apple jelly on high for 1 minute until melted. Brush jelly evenly over fruit and let stand at least 10 minutes before serving. You can top with a little whipped cream and almonds if you like.

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FREE CREDIT REPORT EXTENSION
- Submitted by Carl Cyrius, the Oasis Firm

According to Consumer Reports, complaints about errors on credit reports increased drastically in 2019 to 2020 from 90,172 to 196,073, respectively. Unfortunately, during times of difficulty like we are in, hackers and scammers do not slow down their unscrupulous activities. Considering the pandemic, the three largest credit reporting agencies, Equifax, Experian, and Transunion, have come together with measures to help the public protect one of their biggest assets, their credit. Before the pandemic, you were allowed free access to your credit report once yearly through the website www.annualcreditreport.com. To help combat fraud, the big 3 announced in April 2020 that starting on the 20th of that month, they will give you **free access to credit report weekly** instead of yearly until April 20th 2021. However, on March 2nd of 2021, they announced an extension of the free access to your credit report until April 20th, 2022.

Credit reports errors are cancerous as the longer they stay on your report, the more damage they can cause. Take for example, a scammer uses your information for a big purchase like a Versace couch, and make no payment towards that financed furniture. In a month, you will have a 30-day late mark on your report. The following month, that late reporting section will now have a more damaging remark of 60-day late. Next thing it will be past 90-day past due, then move onto delinquency status to eventually end up a charge-off. And that's one of the worse things for your credit. The best way to prevent such catastrophe is to be aware of its initial benign existence. **Catching an error early on your credit helps prevent further damages and may also help authorities in catching the bad guys.** Ultimately, you may end up not just saving your credit but also assist others by preventing those hackers from striking again.

If you need to take the step to find out what is on your credit, head over to www.annualcreditreport.com. If you need help in deciphering what is on your report and how it affects your score, feel free to head over to www.theoasisfirm.com to book an appointment. We would love to be a resource for the Hillcrest community.

VOTING FROM ABROAD - By Eric Glazer, Esq. - Published March 1, 2021



This year I am hearing the following complaint more than ever before: **I live out of the state, or out of the country and I never received a ballot to vote in the election.**

A little over a year ago I was involved in a case where many owners who lived in Finland did not get their ballots timely. Instead of having their vote not count, someone who lived in the condominium e-mailed them the ballot. These owners then took that ballot, placed it in a ballot envelope, placed that ballot envelope in another envelope and signed the exterior, and mailed it back to the association usually by overnight mail. Some owners did not bother to use the interior ballot envelope.

The association did not want to count these votes. The association also did not want to count the votes of owners who had their ballot envelopes dropped off by a neighbor, claiming that this was voting by proxy.

So, the issue was two-fold. Many out of town owners were not given the chance to vote and those who found out about it sent their votes

to friends to submit. Because the outside envelope was not used, the association wanted to discount those votes so that they could control who was elected. All the outer envelope does is keep the vote secret.

The ruling: "These thirteen (13) voters should not have had their votes disregarded for failure to utilize an interior envelope." The ruling also noted "...secrecy may be waived by the voter."

The ruling also stipulated that the board member who "won" due to discarding the 13 votes had to step down immediately. The board seat went to the owner who had the most votes overall.

Go to <http://www.hoa-condoblog.com/> to read the entire case and decision. It makes for interesting reading.

The bottom line: if you are out of town have the ballot e-mailed to you. **YOUR VOTE WILL COUNT!**

GLAZER & SACHS P.A.

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Attorney at Law

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Condominium & Planned Development

HAVING A BIG HEART... GENERATES MIGHT AND INNER STRENGTH

WRITTEN BY ARUNA LADVA, BRAHMA KUMARIS UNITED KINGDOM - SUBMITTED BY BK ETTA STEVENS



When we have a big heart, we open the doorway for blessings to come our way. Sometimes we are not exactly aware of how much power we have within and around us. We need to be reminded that we are powerful beyond belief. And today I am going to remind you just how powerful you are.

As we wake up with good health today... out of the many billions of souls around the world, we are blessed. We have a roof over our head... we are so fortunate. Many millions of people exist under very challenging situations on a daily basis. When we easily have food and water on our table... Wow we are some of the lucky few! We may have a phone or laptop, and we are reading this... then amazing! But we forget that not everyone lives like we do.

Basically, we do not appreciate what we have until we realize that not many others out there have the same. It's a bit like sitting in the second row of the theatre, and wishing we were sitting in the first row. And when we look back we notice that we are well ahead of 28 other rows! Suddenly we begin to have a sense of appreciation of our good fortune in having that seat!

Big Heart

One of my biggest strengths is my big heart. When I am able to embrace everyone with an open heart that reveals my greatness. Without bartering or bargaining, big hearts give generously without measuring, without wanting anything in return. Because the big heart has realized that the power is within them to give, they do not wait for any acknowledgment from the other. As soon as the big heart has opened and shared, it has already become full again with gratitude and happiness.

Big Attitude (in the right way!)

Having an attitude of openness is being big and mighty. When I see others with a narrow judgemental vision that is being petty and small.

Attitude is everything. Not only for myself but having the right attitude for others. It can mean the difference between causing some damage to someone and being able to help them to develop. Always keep a big Attitude!

Quote of the week:

Be grateful... you are blessed more than others can even dream to be

Nothing is bad, nothing is wrong. Everything is as it should be. I am learning to drift with the 'all' and 'everything' of life. This life's drama and is always accurate. Meditation fills us with these qualities and powers very easily. This is because meditation is a beautiful relationship and connection with the Supreme Source of spiritual energy and power – God. God is full of those qualities and powers and never loses them ever, unlike us, who need to fill ourselves when we lose them.

MEDITATION IS THE ONLY WAY TO BRING UP YOUR CONNECTION TO YOUR HIGHER POWER AND COMBINE YOUR ETERNAL GIFTS OF LOVE, PEACE, HAPPINESS, WISDOM, AND PURITY. Our MEDITATION CLASSES ARE NOT OPERATIONAL IN PERSON AT THE CURRENT TIME DUE TO THE PANDEMIC.

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I AM CONDUCTING A FACEBOOK LIVE EVERY TUESDAY MORNING ON THE ETTA STEVENS FACEBOOK PAGE. I begin promptly at 10:30 EDT on the Etta Stevens Facebook page. Please join me. I meditate with students, play soothing music, and also talk to help souls get through their own situation

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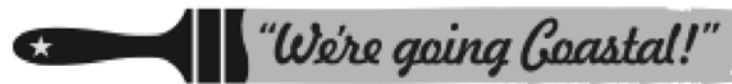


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