

# Inside Hillcrest

– Connecting Neighbors to Neighbors –



MAY 2021

HOLLYWOOD, FLORIDA

VOLUME 15 • ISSUE 5

## MAY INSIDE HILLCREST

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### MAGIC WORDS

Didn't we all learn that "Please" and "Thank you" are magic words? Then why do so few children know them? Over the years I have kept a list of friend's kid's birthdays so I can send them something. It was fun until I noticed that unless I asked, I wasn't even sure they got the gift. My list keeps getting shorter. If they don't have time for a thank-you, I don't have time for them.

### THANK YOU

This is a word that Board Members rarely hear also. And when a unit owner wants something – even an answer to a question, a "please" would be nice and when the issue is resolved, a "thank you" would be appreciated. It doesn't have to be a thankless job for those few board members who end up doing all the work. But when someone volunteers to actually work for the benefit of our community, "Thank You" doesn't seem to be magic enough. But I will try.

**To Betty Merk (15) and Dr. George Jacobson** (former resident of Hillcrest 4 and now a Parkview homeowner), THANK YOU THANK YOU THANK YOU! They are the only two people in Hillcrest who are keeping an eye on the redevelopment and going to bat for unit owners who take the time to point out what needs to be done before Pulte turns everything over to the new HOA. We have had a great working relationship with the Pulte representatives all along. They were always very responsive and promptly took care of things. But lately, it is like pulling teeth to get answers or to get anything done. I see the emails but that is another story. When unit owners write Inside Hillcrest about their concerns, they are forwarded to Betty and George. I can guarantee you that Betty and George are doing everything they can to get Pulte to do the right thing. Update inside.

### ANOTHER THANK YOU

Frustrated with Hillcrest parking limitations? Well one woman is working to do something about it. **Sandy Goldstein, Property Manager for Hillcrest 19** actually called a meeting with local City Officials including the Mayor and Commissioner Linda Sherwood. Story on page 2.

### A WORD FROM OUR ADVERTISERS – NOW HIRING

Please support our local businesses and especially our Inside Hillcrest advertisers who support our community. Great Clips salons are 100% franchisee owned, which means each salon is locally owned and operated. COVID has been tough on local businesses from both a sales and staffing perspective. Here is a message from **Jeff Tolley, owner of our local Great Clips**: "Please help our local Great Clips salon survive this pandemic by trusting your styling, cutting and product needs to us. We also need your help in staffing our salon with local talented customer focused stylists so we can serve you better. If you, or someone you know, is a Florida Licensed Cosmetologist or Barber, please contact Zarit at 954-964-0210 or stop by the salon at 3251 Hollywood Blvd, Suite 274."

### LEGACY INSURANCE

Brandon Levy has been our condo insurance guy for many years in several of our buildings. He has written several articles about insurance that we will be including in IH for the next few months. As always, if you want someone to look over your insurance policy so you know EXACTLY what your building is/is not covered for, call Brandon. If your premiums are lower than most, it is never because you brokered a great deal – any honest agent will tell you that you are missing something important.

You may be OK with that but you should at least know what your building is NOT covered for. Proper insurance coverage is an important FIDUCIARY responsibility of a reputable Board of Directors. Don't wait until it is too late to find out that you are under-insured. A bad agent can always beat a price. It's like the old joke about the Car Painting company that charged half-price to paint the entire car in less than an hour – sounded great until you realized it was extra if you didn't want your windows and tires painted.

### REAL ESTATE

If you have bought or sold a property, please remember that the title company made sure

that all funds were collected and dispersed at the closing. Do not pay attention to any mailings that offer you a copy of your deed for a fee or claim that you owe a small amount to some professional sounding entity. Marty Kiar, our Broward County Property Appraiser has more info inside this issue.

### BROWARD SPINE

We always love it when our doctors are within walking distance. We have heard of several doctors in the 3700 building that our residents were pleased with and Broward Spine was one of them. So, with a testimonial from one of our residents, we invited them to advertise.

*Thanks to Broward Spine my right knee is now pain-free and for the first time in a long time, I can walk without any pain. That is quite an amazing turnaround from where I was before I was treated by Dr. Vania Fernandez and her fine staff. I was crippled and confined to my bed most of the time. It is worth noting that sanitary precautions were taken at all times and that her office called me the next day just to see how I was doing. If you are in pain, I give Dr. Vania Fernandez and her support staff my highest recommendation. -M.S.*

### IMPACT WINDOWS

**Palm Aluminum and Glass** comes highly recommended by Sandy Goldstein, property manager of Hillcrest 19. They are in the process of installing impact windows in all their units. Not only is their quality of work excellent, but they are RESPONSIVE which we all know is becoming all too rare in customer service these days. **Palm Aluminum and Glass** also installed impact windows in Hillcrest 24 and John Caizza, president, told me he recommends them "100%". These are the kind of advertisers we are proud to be associated with. If you have a vendor who has done a great job for your building, or as a unit owner, if you patronize a business that does a great job and you want to spread the word, have them give us a call at Inside Hillcrest – **8-HILLCREST**.

### UNITED WE STAND

We stopped having in person meetings when the pandemic started and we all pretty much hunkered down and did the best we could dealing with related issues. The first two vaccine efforts with Pfizer and Johnson and Johnson "sold out". But when we offered the last batch, the Moderna vaccine, there were a lot of leftovers. I am guessing that most Hillcresters have been vaccinated and we may be able to have a Hillcrest Leadership Council meeting once again.



Building A Better Community

Continued on Pg. 2

Continued from Pg. 1

For those of you who are newer to the community, we used to have quarterly Hillcrest Leadership Council meetings where all of our Hillcrest Condominium building representatives got together and shared ideas, recommended great vendors, and even warned us about who NOT to use. These meetings are a great way to “pick the brains” of the presidents who have been around for a while, and the newer presidents not only learn a lot but usually have some fresh ideas to share with the veterans. I get to cook for the meetings, so of course, I enjoy them too. Hopefully in the next couple of months, we can get all the building presidents (or at least a board member from each) together and talk about the projects they have completed in the past year and share contact info.

**INSIDE THIS ISSUE**

Two more Hillcresters have joined IH in offering their services. Summer is a great time to hire a tutor to help your child prepare for the next grade, especially if they are struggling. Meet **Carol Bradford, Hillcrest 21** if you need an experienced tutor who can make learning fun! See page14.

Those of you who started using **Young Living Oils** from previous ads know how amazing they are. Panaway and Cool Azul beat anything we have ever used for muscle aches. My new rep lives in Hillcrest 22, **Bridget D’Arco’s** contact info is on Page 8.

We also have a few Pandammit, interesting articles, timely legal advice for condo associations (and owners), delicious recipes, your monthly Hillcrest/ Parkview Real Estate Market update, a great product that cleans just about anything and smells great, **TWO FUN EVENTS** coming up next month at **Championship Academy** right here on Hillcrest Drive, the annual **Diamonds in the Rough Golf Tournament** just up the street at Orangebrook Golf and Country Club, and finally, a much needed boost for thinking positive in this month’s Meditation article. Enjoy!

**AND THE WINNER IS...  
(DRUMROLL)**

**LINDA POLLOCK, HILLCREST 26** has won a free kitchen cabinet makeover from the folks at **WRAP MY KITCHEN**. She sent in her pictures and told her story why she would love having a fresh look in her kitchen. What really tipped the scales is that Linda even took the time to go to their website and pick out her color, Scandinavian Blond Wood.

Congratulations, Linda! But wait, there’s more...For all 9 runners-up, **Wrap My Kitchen** is offering a 20% discount on materials so you can do yours. You can hire the Wrap My Kitchen folks to do the installation OR you can bring one of your cabinet doors to their shop and they will teach you how to do it yourself. You can take your time wrapping your cabinets in the comfort of your own home and end up with bragging rights! Either way, contact Lina directly at [linawrapmk@gmail.com](mailto:linawrapmk@gmail.com) before June 30, 2021.

A big THANK YOU to Lina Villasana & Patrick Henri, owners of our local **Wrap My Kitchen at 1249 Stirling Road, Ste 9**, for offering this wonderful contest to Hillcresters!



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## PROBLEM: PARKING IN HILLCREST – By Steve Schneider

Thanks to the efforts of **Sandy Goldstein, Property Manager for Hillcrest Building 19**, City of Hollywood officials met with representatives from Hillcrest 19 and 20 on March 15 to discuss possible solutions to our parking problem here in Hillcrest. “Everyone agrees that the parking in Hillcrest buildings is definitely a problem which needs to be addressed sooner, rather than later”, said Goldstein.

She invited representatives from Hillcrest 20, **Omaira Martinez**, property manager and Ivelisse Pira, building 20 treasurer to join her at the meeting. Inside Hillcrest’s Steve Schneider was also in attendance.

The City of Hollywood was represented by **Mayor Josh Levy** as well as **Shiv Newaldass**, Director of Developmental Services, **John Chidsey**, Code Manager; **Alejandro Araya**, Code Compliance supervisor and City Engineer **Azita Behmardi**.

The problem exists because Hillcrest was built in an era when the building code only provided for limited parking in a time when Hillcrest was mostly snowbirds and most families owned one car. Therefore, our parking lots were constructed with one parking space per unit and limited guest parking. **Demographics have changed; families now have more than one car.**

The main ideas discussed: A parking garage could be built on Hillcrest property. Hillcrest would be responsible for the costs, which could be about \$2 million, according to an Inside Hillcrest source. And people who use the garage would also have to pay to park in it.

### PULTE UPDATE – submitted by the Hillcrest Compliance Committee

As of May 7th, we have been told that the gate locks (mainly behind the high rises) have still not been fixed, but Pulte is working on it. The approximately nine dead trees have been identified with an “X” and three of them have been replaced. The remaining dead trees will be removed/replaced within the next few weeks.

Pulte is still waiting for the city permit for the Gazebo and feel they should have it by end of May and construction would take a month or two to complete. Pulte’s electrician now has a plan in place to connect the electrical to our 3 Hillcrest entrance signs on Washington.

As for the new pond behind the high rise buildings on Hillcrest Drive, there was a minor setback due to the dewatering. The reason for the plastic lining that you see is to hold reclaimed water which is required by the city for irrigation. However, the pond should be completed by the end of the month.

(Dewatering and construction dewatering are terms used to describe the action of removing groundwater or surface water from a construction site. Normally the dewatering process is done by pumping or evaporation. It is usually done before excavation for footings and will help to lower the water table that might cause problems during excavations.)

Pulte will then work on the irrigation behind building 26 and 27 to remedy the reclaimed water going into the water table situation as a result of not lining the pond. This will most likely take place mid-June and at that time the tarp that had blown into the pond will be removed. As soon all of the homes and townhomes have been sold, which is projected to happen before the end of the year, Parkview will establish their own HOA and Pulte will no longer be involved. Before this happens, if you have any questions or concerns that the Hillcrest Compliance Committee need to address with Pulte, please email inside.hillcrest@comcast.net.

Before doing this, Hillcrest leaders might want to conduct a survey of unit owners to determine how many people need an additional parking space, and how much they may be willing to pay for the additional service.

Less costly alternatives were also discussed.

Representatives from Hillcrest 19 and 20 brought up a nearby parking lot adjacent to the Tobin office, near the tennis courts. They said the site could park about 80 cars. Mayor Levy followed up after the meeting by contacting a Tobin official who said the parking lot is already promised to the nearby Charter School for after-school activities when parents attend events.

After the meeting, Goldstein spoke with representatives who own other parking spaces -- near the Recreation Center. She learned these spaces are also not available – they are under contract for use by the Charter School, on Hillcrest Drive.

And Mayor Levy promised to contact the principal of Orange Brook Elementary School, across Washington Street, to see if he supports letting Hillcrest residents, for a fee, park in spaces that are empty at night.

Meanwhile, Goldstein, in an email, said she plans to work with the mayor to examine some possible parking spaces for Hillcrest residents at the Orangebrook area.

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# May Kitchen Korner - by Cindy Abraham

## AMAZING PORK TENDERLOIN

This is another recipe that was worth a repeat. When you can get small pork tenderloins on sale, stock up. They freeze and defrost easily. We used sugar free orange marmalade the first time we made it and chopped mangoes the second time – both were delicious! Don't worry about leftovers on this one, we always make Cuban-like sandwiches the next day.

1 -2 pound pork tenderloin  
 3/4 cup pureed fruit or your favorite fruit preserves (mangoes, peaches, or orange marmalade)  
 1 small jalapeno pepper, thinly sliced  
 2 cloves chopped garlic  
 ¼ cup white-wine or cider vinegar  
 1 ½ TBS soy sauce or tamari  
 2 TBS lemon or lime juice divided  
 ¼ tsp salt



Preheat oven to 350. Combine the pureed fruit/preserves, water, jalapeno, and garlic in a medium saucepan. Bring to a boil over medium heat. Cook, stirring occasionally, until reduced by half, 10-15 minutes. Add vinegar and soy sauce (or tamari) and cook until thick enough to coat the back of a spoon, 4-8 minutes more. Remove from heat. Stir in 1 TBS lemon or lime juice.

Season tenderloin with salt and baste all over with glaze. Bake for 30 minutes, remove from oven and re-glaze. Bake another 20-30 minutes or until internal temperature is 145. Remove from oven, brush with more glaze and let it rest. Serve with remaining glaze.

## CUBAN-LEBANESE SANDWICH

Kinda like my Italian-Lebanese Chicken soup, the ingredients make it Cuban and because I make it my own way, that makes it Lebanese. Make sense? Of course not.

Thinly slice the leftover pork loin. Getting Cuban bread is easy but you can use any type of soft loaf. Buy good quality smoked ham and plenty of swiss cheese. Yes, dill pickles are a must. Yellow mustard is traditional but if you are a poupon person, go for it. Nice phrase – poupon-person...



To assemble: Slice the loaf of bread in half and cut into 4 equal parts. Cover the bottom half with swiss cheese. Then layer the smoked ham, sliced pork, and pickles. Top with swiss cheese and spread the mustard on the top half of the bread.

Melt butter in a skillet over medium heat. Place the sandwiches in the pan and put a heavy skillet on top to press them down until nicely browned. Flip and repeat. Slice sandwiches in half before serving.

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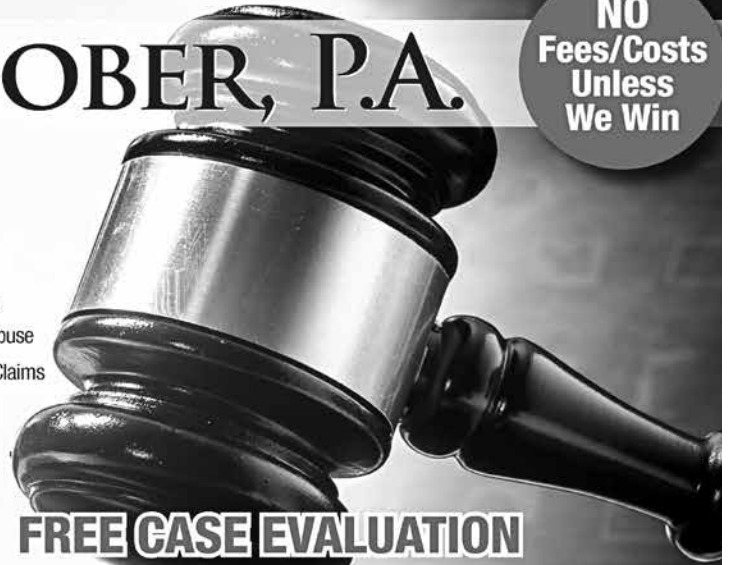
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# ♪♪♪♪♪♪♪♪♪♪ **EARWORMS** ♪♪♪♪♪♪♪♪♪♪



*I have told you all before that when I heard about “restless leg syndrome” I thought it was silly until my mom got it. And then when a friend claimed she had “facial recognition disorder”, I thought “what a crock”...until I got it. And now, I’ve got this music in my head thing going on - always at night when I am trying to sleep - so of course I googled it... In the top ten of my Earworm “hit list” are “More Hearts than Mine” by Ingrid Andress (one of the most amazing songs I have heard in a long time), “We Are Young” by Fun!, “The House That Built Me” by Miranda Lambert and others that have unique melodies and great lyrics. Here is what the internet has to say:*

“Earworms” are unwanted catchy tunes that repeat in your head. These relentless tunes play in a loop in up to 98% of people in the western world. For two-thirds of people they are neutral to positive, but the remaining third find it disturbing or annoying when these songs wriggle their way into the brain’s memory centers and set up home, threatening to disrupt their inner peace.

### **Which songs become earworms?**

Certain songs are catchier than others, and so more likely to “auto repeat” in your head. When music psychologist Kelly Jakubowski and her colleagues studied why, they found these songs were faster and simpler in melodic contour (the pitch rose and fell in ways that made them easier to sing). And the music also had some unique intervals between notes that made the song stand out. The catchiest tunes on the UK charts between 2010 and 2013 were “Bad Romance” by Lady Gaga, “Can’t Get You Out of My Head” (somewhat ironically) by Kylie Minogue, and “Don’t Stop Believin’” by Journey.

### **What predisposes to earworms?**

In order to get stuck in your head, earworms rely on brain networks that are involved in perception, emotion, memory, and spontaneous thought. They are typically triggered by actually hearing a song, though they may also creep up on you when you are feeling good, or when you are in a dreamy (inattentive) or nostalgic state. And they may also show up when you are stressed about having too much to think about. It’s as if your stressed-out brain latches onto a repetitive idea and sticks with it. Also, if you have a musical background, you may be more susceptible to earworms too. Certain personality features also may predispose you to being haunted by a catchy tune. If you are obsessive-compulsive, neurotic (anxious, self-conscious, and vulnerable), or if you are someone who is typically open to new experiences, you may be more likely to fall prey to an earworm.”

**Ed note: For the record, I have been called “anal” and I am always open to new experiences.**

### **Why might earworms be good for you?**

There is a particular characteristic of music that lends itself to becoming an earworm. In contrast to our daily speech, music typically has repetition built into it. Can you imagine how absurd it would be if people repeated themselves in chorus? Yet, though repetition of speech is associated with childishness, regression, and even insanity, in the case of music it may signify a process that becomes pleasurable when it is understood through repetition. Also, each time music repeats, you hear something subtly different. This learning may constitute one of the positive aspects of earworms. Also, earworms are a form of spontaneous mental activity, and mind-wandering states confer various advantages to the brain, contributing to clear thinking and creativity.

### **Are earworms ever worrisome?**

Not all “stuck songs” are benign. Sometimes they occur with obsessive-compulsive disorder, psychotic syndromes, migraine headaches,

unusual forms of epilepsy, or a condition known as palinacousis — when you continue to hear a sound long after it has disappeared. Persistent earworms (lasting more than 24 hours) may be caused by many different illnesses, such as stroke or cancer metastasizing to the brain. A physician can help you determine if your earworm is serious or not.

### **How do you get rid of earworms?**

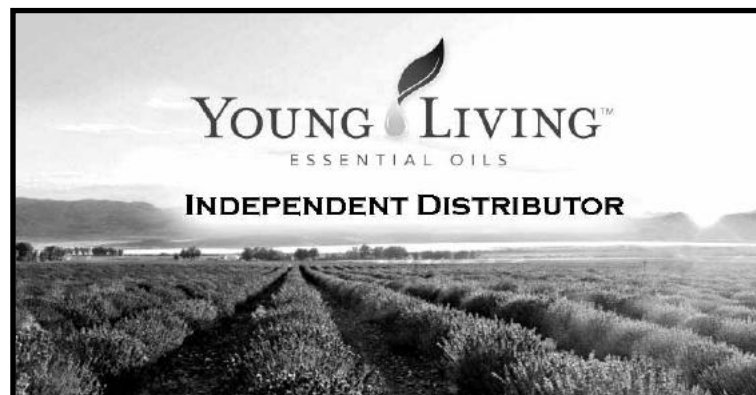
If you’ve had enough of your earworm and need to stop it in its tracks, you would be well warned not to try to block the song out, but rather to passively accept it. A determined effort to block the song out may result in the very opposite of what you want. Called “ironic process” and studied extensively by psychologist Daniel Wegner, resisting the song may make your brain keep playing it over and over again. Some people try to distract themselves from the song, and it works. In one study, the most helpful “cure” tunes were “God Save The Queen” by Thomas Arne and “Karma Chameleon” by Culture Club. Others seek out the tune in question, because it is commonly believed that earworms occur when you remember only part of a song; hearing the entire song may extinguish it.

**Ed note: I have absolutely done this – looked up the lyrics and learned them and then the song went away.**

Other techniques found to be helpful include those from cognitive behavioral therapy, such as replacing dysfunctional thoughts like “These earworms indicate I am crazy” with “It is normal to have earworms.” A less intuitive cure for earworms is chewing gum. It interferes with hearing the song in your head. In the most severe cases where the earworms are overwhelming, a physician may prescribe antidepressants (which also help obsessive-compulsive disorders).

### **Conclusion**

In most cases, earworms are neutral to pleasant, not serious, and may even be part of your brain’s creative process. In a few cases, especially when they continue for more than 24 hours, earworms may indicate something more serious. In those cases, seeing your primary care physician may help you metaphorically take the needle off the stuck record so that you can regain your peace of mind. And if you want to see and hear the amazing story told by Ingrid Andress, “More Hearts than Mine” go to: [https://www.youtube.com/watch?v=j\\_A8Zjwr9m0](https://www.youtube.com/watch?v=j_A8Zjwr9m0)



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Here we go again! It is approaching that time of year that none of us look forward to but one that we all need to prepare for, Hurricane Season. The 2020 year was unprecedented with 30 named storms by the end of the season. Thirty! That has never happened before and many analysts are anticipating a similar season again in 2021.

I have had the pleasure to insure condominium associations for the last 20 years, and I have especially enjoyed working with the Hillcrest community for more than 15 years of those years. Because of my knowledge of the

Hillcrest buildings and their needs, my agency is especially qualified to advise your community on what to expect regarding insurance rates for this coming year. I can also help provide your association with a comprehensive analysis of what types of coverages you need and what coverages you may not need to ensure you are getting the lowest premiums possible for your community without compromising coverage.

Over the past year, your agent should have been asking you questions about what updates you have done to your building and what risk management tools you are using to minimize claims

activities. Does your insurance agent offer to help you educate your unit owners so they understand what their responsibilities are vs. the responsibilities of the association? Does your agent help you put a proactive plan in place in the event of a hurricane?

Please feel free to reach out to me any time to discuss additional questions you may have about this article as well as to set up a time for us to discuss your upcoming insurance renewal for your community.

Sincerely,

Brandon Levy, CPIA  
 President  
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**Brandon Levy, CPIA**  
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## LETTER TO THE EDITOR

(I received this email in response to my comments in the April cover story assuring people that the vaccine did not hurt. I assumed that was why some folks were hesitant to get vaccinated. I not only learned a lesson, I made a friend! Here is what she wrote before and after going for the COVID vaccine.)

I wanted to respond to a comment in IH regarding the vaccine. I don't think that some people are delaying or refusing to get vaccinated because they are afraid of "pain" from the shot, it is because of a phobia, a fear of the needle. I've gotten many shots in my life, blood tests - both finger stick and vein - and none of it has been painful but it has always been horrible. I freeze, get dizzy, sweaty, nauseous and have fainted. I don't experience all these symptoms every time but I have experienced all of them at one time or another. I've had some good experiences with people who distracted me, told me stories or jokes until the deed was done. Others scolded me and told me I was acting like a baby. The latter kind make it so difficult to go back and get another shot or blood test - you never know which one you are going to encounter and one certainly doesn't want to be scolded for something they can't control.

But the phobia is real and I am hesitating getting vaccinated in public because of this reason. I can't wait in line watching others get their shots and I certainly don't want to embarrass myself in front of a crowd. I am waiting to get vaccinated at a doctor's office or CVS/Walgreens where I can have some privacy and get a little extra time to recover.

You have my permission to print this if you wish. SM - Hillcrest 23

### AND SHE DID IT!!!

I had an opportunity to get the Covid-19 vaccine and brought a friend with me for moral support. It was also Star Wars Day so I was hoping the Force would be with me. I was so happy to see only one other person there (besides the medical crew) because I ended up

having my usual meltdown. The crew could not have been nicer and were very patient with me. Of course, the jab just stung a little and I had just a little dizziness afterwards which went away after I drank some water. Thanks to Cindy and Shoshana for their support and thanks to the Cano Crew. P.S. I opted for the J&J vaccine - no surprise there.

SM-Hillcrest 23

## Why has Real Estate gotten so expensive?



On April 15, 2021, lumber futures hit \$1,260 per thousand board feet on the Chicago Mercantile Exchange. If that sounds like a lot, well, it is—an all-time high.

Lumber prices have soared during the pandemic. Last April, that same order would've cost just \$358.

If you think this doesn't affect you...you probably haven't been house hunting recently. Astronomical lumber prices have added \$24,000 to the cost of a typical single-family home and \$9,000 per apartment, according to the National Association of Home Builders.

Bottom line: The number of homes for sale continues to sit near a record low. While that should be a dream for construction businesses, rising prices and tight inventories for lumber and other building materials have made it more expensive for builders and, in turn, created an affordability crisis for buyers.

## What's Happening In The Real Estate Market in Hillcrest and Hollywood?



Cindy Abraham



Brian Gaiefsky

The market for single-family homes has exploded. Right now, homes are at a premium and buyers are paying over list price; either all cash or coming up with the difference between the appraised price and the list price. Bidding wars are common.

**What does this mean to us?** Homes are becoming out of reach for many. The next best thing is a townhome or large condo. As we all know, Hillcrest condos are known for their size and views. And Keller Williams A Team Florida are known as the Hillcrest experts which is why agents shopping Hillcrest look for our listings.

**Looking to buy or sell? Let's talk. Or send us an email or text:**

Chat – 954-964-2559 - Email – [Info@ATeamFlorida.com](mailto:Info@ATeamFlorida.com)

Text – Cindy - 954-895-1617 Brian – 954-415-5323



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## HOLLYWOOD REAL ESTATE – by Cindy Abraham



What a WILD first quarter this year! The inventory has been so tight for so long that the massive backlog of buyers have been forced to be as aggressive as we have ever seen. Many of them have been at it for a while and are still missing the boat due to bad direction and advice from their own agents.

We been very fortunate to be getting a lot of listings recently and it has given us a strong perspective on what the "Perfect Offer" truly looks like. But more importantly, the experience of looking at dozens of offers submitted to our sellers has given us the knowledge needed to get our buyer's offer chosen on the first couple attempts. Let's face it, there can only be one winner on each property.

Because Brian and I have been around so long, buyer agents have always looked for our listings because they know everything will get done right and go smoothly. Now the selling agents are happy to see our name on the bottom of an offer for the same reason.

One of our strengths is preparing the seller what to expect in a hot market and how easily ignorance of the process can kill their deals.

And for our buyers? Our experience goes a long way in helping them understand how structuring specific elements of the contract will affect their ability not only to get accepted as buyers but also maintain rights and protections along the way.

**Sellers:** Do you know why the highest offer may not be the best? Do you understand that properly preparing your property for sale can make a difference of thousands of dollars? Did your realtor ask you for certain documents up front in order to make the offer to close process stress free? Did your agent send you a copy of your listing BEFORE putting it on the MLS? Do you know what is expected of you in order to navigate these essential strategies and get you to the closing table?  
**Buyers:** The competition is fierce and properly priced properties sell within the first 7 days. Do you have your POF and/or pre-approval IN HAND before going out looking? Does your agent offer you strategies to get your offer taken over the others? For example, in the case of a condo purchase, do you have a full understanding of how the terms of a post-closing occupancy agreement can make all the difference? In the case of a home purchase, do you understand the wisdom of making a smaller down payment in order to hold some cash for the much needed Appraisal Shortage clause?

Winning offers are always very thoughtful and NEVER a reckless attempt at over bidding while relinquishing all your rights! The only two names you need to know for honest answers are Cindy Abraham and Brian Gaiefsky, Keller Williams A Team Florida. We are your Hillcrest Experts as well as your neighbors!

**Call 8-HILLCREST or email us at [info@ateamflorida.com](mailto:info@ateamflorida.com).**

# HILLCREST 2021 APRIL STATE OF THE MARKET

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

And then there were 25... A record low number of listings for Hillcrest condos. Unbelievably hot market. Appraisals are still a problem. The banks are not going to lend over market value and many buyers are having to come up with more cash to close. If the unit is completely remodeled and there is nothing to be done to fix or upgrade anything, the buyers are willing to do so. If not, they calculate what it will cost to make the unit the way they want it and offer that much less. Corner unit sales are designated by **C** and the rental building sales by **R**.



## PARKVIEW AT HILLCREST

The name of the game is EQUITY. It is amazing how much equity has been built up for homeowners just in the past year. If you are thinking of selling your Parkview home or townhome, give us a call at **8-HILLCREST** or email us at **Info@ATeamFlorida.com** for a current market analysis. The properties below are designated the letter S for single family homes or the letter T for townhomes.

### ACTIVE LISTINGS

TOWNHOME	B/B	SF	List Price	DOM
S-3943 Mahogany Ln	3/2/1	2148	639,000	1
T-4000 Black Olive Ln	3/2/1	1561	419,500	2
T-1070 Eucalyptus Dr	3/2/1	1421	425,000	8

### APRIL PENDING SALES

TOWNHOME	B/B	SF	List Price	DOM
S-1372 Silk Oak Drive	3/2/0	2329	595,000	16
S-1054 Banyan Dr	3/2/1	1881	565,000	95
T-4774 Eucalyptus Dr	3/2/1	2149	550,000	7
T-1030 Eucalyptus Dr	3/2/1	1497	439,000	22
T-1070 Eucalyptus Dr	3/2/1	1421	425,000	31

### APRIL CLOSED SALES

TOWNHOME	B/B	SF	Final list Price	Sold Price	DOM
T-4812 Greenway Dr	3/2/1	1768	439,900	439,900	110



### PENDING SALES

Building	Unit #	B/B	SF	List Price	Sold/DOM
27	C-1101	2/2	1344	190,000	108
27	C-501	2/2	1344	184,900	3
27	C-201	2/2	1344	179,999	74
23	C-419	2/2	1284	179,900	14
19	R-406	2/2	1100	161,500	111
2	304	2/2	990	139,000	382
17	109	2/2	770	134,900	41
18	510	2/2	990	133,999	159
23	612	2/2	1132	130,000	18
22	615	2/2	1216	125,000	6
22	314	2/2	1216	125,000	13
5	315	1/1/1	744	125,000	8
25	417	1/1/1	844	125,000	4
22	806	1/1/1	844	124,888	22
22	216	2/2	1132	124,000	54
25	508	1/1/1	844	119,000	29
6	301	1/1/1	744	116,900	113
21	116	2/2	1132	115,900	37
22	505	1/1/1	844	105,000	24
6	204	1/1/0	672	104,000	14
4	109	1/1/1	744	84,900	4
8	105	1/1/0	672	79,900	36
15	104	1/1/1	770	79,000	2

### CLOSED SALES DURING APRIL (List price is final list price – price may have been lowered several times)

Building	Unit #	B/B	SF	Orig. List	Sale Price	DOM
9	306	3/3/1	1519	229,900	219,900	11
26	708	2/2	1132	188,500	185,000	99
27	108	2/2	1164	185,000	185,000	11
21	C-619C	2/2	1284	153,000	150,000	79
23	703	2/2	1132	129,900	125,000	443
21	C-501	2/2	1284	147,000	142,000	79
26	1012	2/2	1132	119,900	110,000	25
17	C-201	2/2	992	112,000	112,300	181
24	208	1/1/1	884	107,500	101,000	55
18	504	1/1/1	770	99,900	95,000	288
27	115	1/1/1	844	99,000	80,000	77
26	715	1/1/1	844	89,000	85,000	8
17	305	1/1/1	770	88,000	88,600	43
18	209	1/1/1	770	84,500	79,000	8
11	315	1/1/1	775	\$101,000	\$105,000	5
11	209	1/1/1	775	\$98,900	\$98,900	88
8	107	1/1/0	672	\$85,000	\$89,900	8



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Hours of Operation: Monday - Friday

9 a.m. to 9 p.m. Eastern Time

Call this dedicated toll-free phone number to get a COVID-19 Funeral Assistance application completed with help from FEMA's representatives. Multilingual services will be available.

## 55 AND OVER COMMUNITIES – HOW TO BECOME ONE AND STAY ONE

– Contributed by Eric Glazer

March 10th was a big day. I turned 50. It's a time to not only reminisce about the past, but also a time to think about the future, and retirement and whether or not a "retirement community" or "55 and over" community is in the future. So, what actually is a "55 and over" community? Generally speaking, state and federal law prohibit an association from discriminating against families with children. This simply means that a community cannot say that children are not allowed to live here. The exception to the rule is when the community provides "housing for older persons" and is a 55 and over community. If your condominium or HOA governing documents prevent children from living in the community, but you are not a "55 and over" community, the restrictions against children are unenforceable.

In a 55 and over community, the declaration of condominium or declaration of covenants must specifically state that at least one person age 55 or older must live in the unit or home. Moreover, in order to qualify as a 55 and over community, at least 80% of the units or homes must be occupied by one person age 55 or older. There is often times confusion about this 80% number. In sum, the 80%

number is simply a threshold that must be maintained in order to be classified as a 55 and over community. It does not mean that if the community already has 95% of the units being occupied by someone 55 and older, the association must now allow a unit to be occupied by someone who is not age 55 or older.

**Additionally, ownership of the units are not a concern. The unit can be owned by anyone and their age is irrelevant. An 18 year old can own the unit. The critical issue in a 55 and over community is occupancy, not ownership.**

**One serious problem** that 55 and over communities face is that they can lose their exemption to preclude children, if at least once every two years the association is not taking "reliable surveys" to ensure that the units are occupied by at least one person age 55 or older. When taking these surveys, the association can ask for copies of birth certificates, driver's licenses, passports, or other identification from which the age of the occupant can be determined.

## LIMITING ACCESS TO RECORDS – IT AIN'T EASY. – By Eric Glazer, Esq. Published May 3, 2021

**The failure of an association to provide the records within 10 working days after receipt of a written request creates a rebuttable presumption that the association willfully failed to comply with this paragraph.**

Almost every association I ever represented complains about the community pest who won't stop asking for access to records. Can the association stop it or at least limit it?

*Florida Statute 718.111 (12) states:*

*The association may adopt reasonable rules regarding the frequency, time, location, notice, and manner of record inspections and copying. The failure of an association to provide the records within 10 working days after receipt of a written request creates a rebuttable presumption that the association willfully failed to comply with this paragraph.*

Even though the statute allows for rule making, arbitration case law suggests that most rules that associations make go too far and are struck down routinely as being illegal. With respect to all of the requests for access to official records, it is noted that while section **718.111(12), Florida Statutes**, allows an association to adopt reasonable rules governing owners' access to official records, that provision cannot be construed as allowing an association to adopt rules or set forth requirements that would substantially erode or eliminate the right of access granted to unit owners. *MCCABE v. DAYTONA BEACH RIVERHOUSE, INC.*, Case No. 01-2711, August 15, 2001

*There is nothing in section 718.111(12), Florida Statutes, that prohibits a unit owner or his authorized representative from making repeated requests for access to records. Although section 718.111(12) (c), Florida Statutes, does authorize the association to adopt reasonable rules regarding the frequency, time, location, notice, and manner of record inspections and copying of official records, such restrictions cannot unreasonably deny reasonable access to such records. Whether a particular rule is reasonable or unreasonable depends on the facts and circumstances of each individual case. Rule that stated "No more than two (2) requests to inspect the records shall be permitted from a single unit owner and/or his authorized representative, or a single authorized representative irrespective of the number of unit owners said individual represents, within six (6) months period declared invalid. WANDA DIPOLA STEPHEN RINKO GENERAL PARTNERSHIP, Petitioner, v. BEACH TERRACE ASSOCIATION, INC., Respondent. Case No. 2007-02-2785, February 2008.*

Association's rule limiting a unit owner to one records request per month is unreasonable because it erodes Petitioner's right of access to inspect the records. The arbitrator further concludes that Rule IIIb., that limits the total amount of time a unit owner may inspect records to eight (8) hours in a calendar month, is also unreasonable. *KEITH L. NAPIWOCKI, Petitioner, v. ONE THOUSAND OAKS, INC., Respondent. Case No. 20-03-5230, September 28, 2020. However, In Porta Bella Yacht & Tennis Club Condominium Association, Inc. v. Mechler, Arb. Case No. 98-3476, Final Order Dismissing Petition (April 17, 1998), the arbitrator suggested that a reasonable rule might restrict access to "3 or 4 times per month, for no more than 4 hours per viewing, during enumerated times of the day, at the offices of the manager, upon the owner giving 3 days' advance notice."*

I have searched the arbitration database and could not find an example where the arbitrator upheld a rule by the association as reasonable. Therefore, if you want to make a rule limiting access to records, I would follow the guidance as suggested in Porta Bella. Restrict access to three or 4 times a month, for no more than 4 hours per viewing, during certain times, at the office of the manager, upon giving 3 days' notice. I would also mandate that the owner provide a means of contacting them to schedule the appointment and/or to let them know that the records are available, i.e., an e-mail address or telephone number.

Bottom line --- don't go too far or you face an arbitration proceeding.

# GLAZER & SACHS P.A.

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**“Meet Carol Bradford, Tutor Extraordinaire”**



Hello fellow Hillcresters! I am a South Florida native and I have enjoyed living in Hillcrest for the past 6 years. Both my father and mother were educators, so teaching was in my genes! Following a BA at Asbury College in KY, and teaching elementary school for several years, I decided to go for my Master's in Reading at Barry University, since I have always had a particular interest in helping students in this area. I really

enjoy the one-to-one relationship that tutoring offers. For me it is more fulfilling than being in the classroom. So... for the past 8 years, I have concentrated on tutoring all subjects from PK4-6th grade. In addition, I have helped countless 3rd-6th graders prepare for and pass the dreaded FSA! Over the years I have found that hands-on materials are always effective, even in this electronic age.

I have my place laden with board games and every type of learning activity possible! I strive to make learning FUN! My motto has always been that **every child can learn**; it is just a matter of discovering the right methods and strategies. I would love to have a chance to talk to you in person about how tutoring can open up a world of learning for YOUR child!

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Florida law says that new directors must either attend an educational class and obtain a certification of completion form or sign a new director certification form.

Within 90 days after being elected or appointed to the board of an association of a residential condominium, each newly elected or appointed director must satisfactorily complete the educational curriculum administered by a division-approved condominium education provider within 1 year before or 90 days after the day of election or appointment.

A director of an association of a residential condominium who fails to timely file the written certification or educational certificate is suspended from service on the board until he or she complies with this sub-subparagraph. The board may temporarily fill the vacancy during the period of suspension.

Eric Glazer is offering this class next Tuesday, May 18th at 6PM. Get board certified from the comfort of your own home. Remember if you do not get certified within 90 days of getting on the board – YOU ARE OFF THE BOARD.

**GET BOARD CERTIFIED AND FULFILL YOUR 2021 LEGAL UPDATE CREDITS!**

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To Register go to: <http://condcrazeandhoas.com/events/> or call the office at 954-983-1112

If you do not want to take a class and believe you already know everything there is to know about your building by-laws and condo law, you can contact your building attorney for a form to fill out to that effect, sign it and present it to the unit owners at the next board meeting. Loopholes, aren't they grand?

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**Copies of Deeds are Public Records and Free**

Every year our office hears of new mailings aimed at Broward County property owners offering to provide the owner with a “certified deed” for their property. The company will provide this service for a fee; however, most documents are available for free through Broward County Records Division.

Your deed is a document or written legal instrument which, when executed and delivered, conveys an interest in or legal title to a property. Deed recordation is the process of registering a transfer of real property with the Broward County Records, Taxes & Treasury Division. Once the deed is recorded with County Records, it is provided to the Property Appraiser's Office so the property record can be updated. If a property owner is registered with our Owner Alert notification service, the owner will receive an email notification of this change. Property owners can register for the Owner Alert notification service online at <https://web.bcpa.net/owneralert>

Deeds and many other important documents are already available online and free on Broward County's Records, Taxes & Treasury Division's website and linked from our office's website. Deeds recorded prior to

January 1, 1978 and recorded deeds utilizing social security numbers must be ordered in person or by written request. The county charges a nominal fee for reproduction (\$1.00 a page/\$2.00 certified) along with a \$2.00 search fee per name, per year. County Records can be reached at 954-831-4000.

Reviewing and obtaining a copy of your deed on County Records website is simple: go to <https://officialrecords.broward.org/AcclaimWeb> and select your search criteria. Documents matching these criteria will be displayed and you can print a copy of the document you select. To search for a recorded deed on the our website, search for the property record at <https://web.bcpa.net/bcpaclient/#/Record-Search> and simply click on the blue “Book/Page or CIN” number located under the “Sales History for this Parcel” on the property record page.

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Bars need YOUR help! We can only open with 1/3 capacity. If you cannot drink enough for THREE people, we kindly ask that you leave your place to the professionals.

Education is important but opening all the bars is more importanter.

So.... you've been eating hotdogs and McChicken nuggets all your life, and you don't want to get the COVID vaccine, because you don't know what's in it?!?!?

They say we can now have gatherings of up to 8 people, without any issues. I don't even KNOW 8 people without issues!



**SPEAKING OF GIVING IT A TRY...**



This is the BEST cleaning product I have ever found and it works on all hard surfaces (do NOT use it on floors). I use it on granite, stainless steel, wood, mirrors, all my tables, cabinets and countertops. It is great for glass shower doors and windows. I also use it on leather and vinyl furniture. It makes the whole house smell GREAT!

I found it at AAA Vacuum, a family owned business right down the street at 5708 Washington. They repair vacuums, sewing machines and make copies of your keys that will actually work! They are also an authorized dealer for Miele products. Stop by, grab a can of Beeswax and say "hi" to Ed.

## NEWNESS AT EVERY STEP - SUBMITTED BY ETTA STEVENS



Living a life of positivity and creativity makes life a beautiful journey that one loves completely and enjoys to the fullest extent. Different thoughts, words, and actions full of newness and enthusiasm are the driving energy of your life. Life should not be a routine with the same type of thoughts, words, and actions every day. On the other hand, life should be a journey full of happiness and variety with different types of events and not the same scenes and situations every day. Also making a lot of interactions with different types of people every day gives life a new touch of positivity and relaxation which would not be possible if we met the same people every day. So, make it a point to meet new people every day and give life a new meaning and purpose by doing different types of creative activities. Even in your job, look for different types of activities which give life a new purpose. Don't become accustomed to a similar routine every day which can make the job or even the house work a boring exercise. Be creative and bring newness at every step.

Also, **whenever you start your day, create a few positive thoughts or affirmations in your mind.** Let them be full of success and a lot of determination which will keep you full of positive energy in the entire day so that actions can be performed without getting tired. This is what joyful living is. Also, **after every couple of hours in the day, stop your work for 3 minutes and check the thoughts in your mind.** If they are going in the wrong direction, give them a new direction by meditating and creating a lot of powerful and positive thoughts, or at times if you feel it more comfortable, experience silence in meditation by connecting with God, the Ocean of Peace. One is an expansion of thoughts and the other is packing up. Both are spiritual methods of empowering the mind. Both have their own benefits and help in mind control. Try either one depending on the situation. Also, throughout the day, **talk to God and make Him a part of your life** as you would make a close relative or friend, in the same manner. **The first step of courage is to consider oneself fortunate at every step.**

**Expression: The one who is courageous never has a doubt of being fortunate. Even if there are difficult situations and challenges, the faith in being fortunate never fades away. This faith enables such a person to recognize and use the available resources in a worthwhile way. Even during difficult situations, there is never a need to stop as faith gives the courage to move on.**

**Experience: When I consider myself to be fortunate, I never experience fear in spite of difficult situations. I am always happy with whatever is happening. Along with it I also have the enthusiasm to make effort to better the situation. I never worry but am able to enjoy each and every moment and make the best use of it.**

An important aspect of newness in our lives is a different perspective to life's situations. **A positive perspective makes life experiences more beautiful. A positive-minded person with a positive perspective looks at life differently than a person with a somewhat negative mindset.** Let's say a person is facing a challenge at work and is not being able to come to a solution to overcome it. If he were to look at the current crisis in his life with a different perspective, he would arrive at a solution much

faster and more easily than if he were to remain with the same perspective which he has been keeping for a long time. Solutions to problems can be arrived at magically at times with a different attitude and viewpoint. But to make life full of new ideas and thoughts, one needs to fill the mind with fresh knowledge, not only from the world but also from spiritual sources which talk a lot about the self and also about God. Remember the more you know about yourself and about the Supreme Being, the wiser you will become and will look at life with a fresh perspective, which is the key to success.

Also, looking at people's specialties, in fact, different specialties in different situations, adds a positive flavor to life. The same people will look different and nicer when you do that. Don't forget, everyone has different specialties that we generally know and are aware of. Say, you are not on good terms with a person and you receive negative energy from that person regularly. See that person's different specialties for a few days and you will never get tired of the situations involving him or her. **This is practical positive thinking and also new thinking.**

**A life that is above the ordinary makes it full of joy.** Also, a spiritual perspective of joyful living is talking to yourself at all times and seeing the positives in life's situations, no matter how negative they may be. Along with that, loving each one and spreading the energy of good wishes in every relationship of yours makes life beautiful and full of positivity. Do this, once every day, remember all those whom you are close to and say – *You are all special souls and I have a pure bond full of love with you all. It is my positive good wish that you all remain extremely happy and full of all qualities and also you overcome different life situations easily and experience success at every step.* This is giving blessings to everyone. This is positivity in karma and not only positivity kept restricted at the consciousness level, which is theoretical. Remember, people are one of the most important aspects of our life. So, interactions with them, which are positive and full of love, make life enjoyable and full of newness.

Even God should be admired and loved in a new light each day. In this way, a relationship with Him remains full of love and enthusiasm and not just a repetitive remembrance routine that is forgotten, once completed. In fact, God is our Father and Mother and even our Friend, Teacher, and Guru. Remembering God through these different relationships and also remembering God's different virtues or qualities is a way of loving God differently; e.g. you call God your Friend but do you experience that relationship with Him? Or you call God an Almighty source, but do you feel that might or power in your day-to-day life? So, **everything you do should be full of variety and creativity, which will make life's journey smooth and something to look forward to every day.** 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, NEWNESS, AND PURITY.**

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