

cover story

Written by: Dave Danielson
Photos by: URSPECIAL



J.L. FORKE & JENNIFER SHINDLER

BIG PICTURE PERSPECTIVE

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A REAL ESTATE TRANSACTION HAS A DEFINITE START AND END. BUT, A FAMILY'S LIFE IN A PROPERTY GOES WAY BEYOND THAT AND IN UNPREDICTABLE WAYS.

J.L. Forke and Jennifer Shindler keep that in mind with each client they work with.

As REALTORS® and team members who work together at Briggs Freeman Sotheby's International Realty, J.L. and Jennifer put a big-picture perspective to work with their clients.

"One of the things I love the most about what I do is seeing the beautiful homes we sell and seeing our clients be happy with them," J.L. says.

Jennifer agrees, adding, "I really enjoy making connections with clients and becoming friends with them. It's fun to see them raise kids and send them off to college – just seeing them grow as a family in their home."

J.L. and Jennifer are a 50/50 team, sharing in the work and rewards of each transaction.

Getting Their Start

J.L. earned his real estate license in 1998, while Jennifer entered the business and got her license in 2007.

Jennifer grew up in a real estate family, and her father was a commercial real estate developer. She moved around a lot as a kid and watched her parents build many houses. This is where she found the love of residential real estate from a young age.

As J.L. began his career, he worked in pharmaceutical sales. Like Jennifer, something else had pulled on him through time.

"I had always been drawn to houses as a kid. I remember drawing pictures of houses and giving them to my classmates. I always thought I wanted to be an architect," J.L. says. "When I bought my first home, I enjoyed the process and the REALTOR® I met as part of the process. When I went under contract, I asked my agent if I could meet his manager."

The meeting did take place. As a result, J.L. was licensed and started his career with Ebby Halliday.

Joining Forces

J.L. moved away to Nashville and Los Angeles for a few years, and two months after he closed on his home, he moved back to Dallas and was working as a REALTOR® when he met Jennifer and they started working on transactions together.

As J.L. says, "I brought her in on a listing, and then she brought me in on a listing. For a year, we did that and liked how hard each other worked and decided to work as a 50/50 team."

"I think the fact that our team has a male and female dynamic has also helped us win some listings and buyers as well," Jennifer says. "In addition, our personalities are opposites, as well, which also helps us connect with more people than we would individually."

Serving Their Clients' Interests

Those who have an opportunity to work with J.L. and Jennifer trust that their long-term interests are always the driving force in the advice they receive.

"When we work with someone, we let them know that we only want to sell them a property that they can easily resell if their plans change in the future," J.L. says.

And Jennifer adds, "We want them to enjoy their homes and also hopefully be able to make money on those properties when they go to resell them in the future."

Local Impact

The knowledge of the market that J.L. and Jennifer have translates to tangible benefits for their clients. They specialize in the tight-knit, gated community of Vaquero.

"We both know Dallas very well, and we also work with a lot of relocation buyers. We sell in many of the suburbs, as well, including Southlake, Westlake, and Coppell, where I grew up," Jennifer says. "When a buyer comes to Dallas, we can show our clients any area they want to see." ...

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The love that J.L. and Jennifer have for architect-designed homes sometimes shows up when opportunities to make off-market transactions come up.

“We have been known to sell some significant architectural homes. We sell well-known homes in Preston Hollow, including The Haggerty House that was built in the 1960s for one of the founders of Texas Instruments and designed by mid-century architect, O’Neil Ford,” J.L. remembers. “We had a lot of publicity on this home, and it was in near original mint condition. We even hosted architectural tours there. I’m very passionate about modern architecture. We just sold a Forest Hills neighborhood home in an off-market deal we had with *Surf Shack*, designed and built by Chad Dorsey. Our buyer was moving back from New York City.”

Rewarding Lives

Away from work, J.L. has a passion for traveling. He also lives near the Katy Trail and enjoys time exploring that, as well. J.L. has a heart for helping. He has been involved with the Design Industry Foundation Fighting AIDS, along with supporting the Children’s Center for



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North Texas ... a group that brings hope to children victimized by abuse.

In her free time, Jennifer has three dogs that she enjoys spending time with. She also looks forward to chances to travel, along with bird

watching and golf. When it comes to giving back, Jennifer supports local groups such as the Humane Society of Dallas and various other local charities.

Congratulations to J.L. Forke and Jennifer Shindler for the positive impact they make each day with their relentless, big-picture perspective.