

# TeamRozell's Real Estate Roundup

Season never ends to find the home of your dreams

Fall 2020 Newsletter



## Ocean County NJ is a red-hot seller's market heading into Fall 2020 !

Real estate inventories are low, homes are selling in days, sellers are getting top dollar and there are many qualified buyers.

We have witnessed a larger than usual number of “out of state” buyers from NYC looking to purchase homes at the Jersey Shore. Many homes are getting above asking price and some have bidding wars as a result. Homes that are priced right, offer desirable amenities and safe communities are selling FAST. No better time to get a top price for your home. Interest rates are still low, and many buyers are motivated and are jumping in. How long will it last? We don't know. What we do know is right now we have a perfect alignment of “lower interest rates and eager buyers” and inventory is getting gobbled up. With bidding frenzies comes caution because houses still may need to appraise for appropriate values to secure financing .



**Joanne and Al Rozell**

Representing Ocean County homeowners and future homeowners, Team Rozell is committed to listening to our clients' needs and utilizing our keen skills to ensure a successful transaction.

**Better Homes and Garden Real Estate – Murphy & Co**

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**(Each Office Independently Owned and Operated)**

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The New York Times reported on 8/31/2020 commenting on the number of people moving out of NYC...*"In July, there was a 44 percent increase in home sales for the suburban counties surrounding the city when compared with numbers in 2019... Analysts say that the trend feels like the one that drove decades of suburbanization after World War II."* Fox Business Reported "Residents are headed south...*Roadway (a moving company) has experienced a 200 percent increase in leaving inquiries. Its clientele consists largely of higher net-worth individuals, typically 25-year-old to 45-year-old professionals in well-to-do parts of Manhattan."*

The above is contributing greatly to the housing demand we are seeing at the Jersey Shore, also some vacation property owners are deciding to stay, and many are trading up.

Many real professionals that have been at the Jersey Shore area for 20,30,40+ years cannot recall ever seeing a house demand surge like this at the Jersey shore.

How long will it last is unknown, but if your ready to sell your home or find the home of your dreams, TeamRozell of Better Homes and Gardens Real Estate – Murphy & Co. in Forked River NJ is ready to help!.



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