



COUNSELLORS TITLE AGENCY

TITLE WISE

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Title Wise

The New Jersey Real Estate News You Use

Greetings!

Higher demand for housing, low interest rates and a sustained economic engine continue to drive the New Jersey real estate market forward. The most recent beneficiaries are the northern rental offices, which are commanding higher rates. And now more and more Millennials are jumping into this market by purchasing smaller homes.



Please feel free to email me at ralph@counsellorstitle.com if you have any questions or would like to follow up on any of this edition's articles.

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Northern NJ Office Market Picking Up

The Northern New Jersey office market showed signs of stability and improvement at the end of 2019, positing positive net absorption, lower availability and higher asking rents, according to a report released by Newmark Knight Frank.



The brokerage firm reports that the fundamentals of the Northern New Jersey area are poised to continue to improve steadily entering 2020.

The office market in Northern New Jersey ended the year with stable conditions as availability declined slightly from 21.9% to 21.8% during the fourth quarter. Over the past 12 months, more than 600,000 square feet in net absorption was recorded while availability fell by 60 basis points.

The average asking rent in the Northern New Jersey office market continued to rise, increasing by 1.4% over the past year, though some submarkets are seeing stronger growth, Newmark Knight Frank states in its report. Total inventory shrank by 1.0 million square feet in 2019 in Northern New Jersey as obsolete buildings

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are getting torn down.

###

Millennials Go Smaller

Within this current market, Millennials represent the largest and newest demographic. The Millennial generation represents over 75 million, comprising nearly a quarter of the total U.S. population.



Other Options

Millennials are participating in this historic economic boom, making homeownership an objective. Because the home values in most markets have risen between 25% and 40% over the last 4 years, Millennials are seeking-out new options. One option is the purchase of less expensive and smaller homes in order to enter the market and begin building home equity.

Certain studies have found that:

- Over 25% of Millennials plan to buy a house this year have less than \$1,000 in savings
- 44% of Millennial respondents have outstanding debt, with 23% owing more than \$10,000
- 45% found saving for a down payment as the biggest barrier to homeownership
- 41% found homes are too expensive
- 36% found the cost of living being too high
- 31% of potential homebuyers found themselves carrying too much debt

Going small when it comes to real estate has become one viable point of entry into this market.

Millennials Stats:

- Willing to purchase less expensive and smaller houses
- 24% of Millennial homebuyers are looking to spend less than \$100,000 on a new home
- Millennials are looking for homes that are about 1,694 square feet
- Millennials are exploring lower down payments - 70% of Millennials in a survey said they were planning to put down less than 20% on a new house
- 27% of Millennials said they would put down less than 10%
- 27% will look to getting money from family; 34% are looking for rent-to-own properties
- 40% are taking a mortgage loan with an interest rate of 6% or higher

###

Mortgage Debt Climbs to \$15.8 Trillion

The Federal Reserve reported that outstanding U.S. mortgage debt



increased 1.2% to \$15.8 trillion in the third quarter of 2019 from Q2 2019.

This increase represents the largest quarter-to-quarter gain in almost two years, much of which is due to the robust demand for housing, low interest rates and the increase in home prices. Still, in the context of the overall value of real estate,

U.S. owner-occupied home values also increased to a new record \$29.2 trillion in the third quarter, 21% higher than the peak reached in 2006.



Debt Per Category

Home mortgages - \$11.1 trillion

Commercial mortgages - \$3 trillion

Multifamily mortgages - \$1.6 trillion

Farm mortgages - \$254.1 billion

Low mortgage interest rates are giving Millennials a chance to get into the real estate market as buyers are able to qualify for higher-balance mortgages and bid more for properties.

Some housing experts are projecting that mortgage rates will set new lows in 2020, thus fueling a market that is appreciating. According to Fannie Mae, the average fixed rate probably will be 3.6% in 2020, which would be the lowest annual average ever recorded in Freddie Mac records going back to 1973.

Comparatively speaking, for the last two years, that average mortgage rate has come down: with 3.9% in 2019 and 4.5% in 2018, according to Fannie Mae. The current record rate was set in 2016 when the annual average fell to 3.65%.

###

A.S.A.P. Attorney Settlement Assistance Program

Our real estate secretarial services are able to assist you in every aspect of the sale, purchase, refinance or loan closing process. We will directly communicate with all the parties involved in the transaction and coordinate and obtain all the items necessary to bring the matter to closing.



Our ASAP services can be individually customized to fit your needs. These services include:

- Documentation Preparation
- Disbursement of Funds
- Attendance at Closing
- HUD Preparation or
- Post-Closing Matters


Our Commitment to Excellence

**YOUR FEEDBACK IS
IMPORTANT TO US**



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REVIEW ►**

Counsellors Title Agency wants to thank you for the opportunity to work with you and your clients to grow your business. Please feel free to click the link above or **here to leave us a review on Google**. We appreciate your business.




Counsellors Title Agency, Inc.
 PROVEN • TRUSTED • PROFESSIONAL

Counsellors Title Agency, founded in 1996, is one of New Jersey's most respected title agencies, serving all 21 counties with title insurance, escrow, and settlement services for:

Commercial or Industrial, Waterfront & Marinas, Condominiums, Townhouses, Residential, Single-family homes, Disbursement of Funds, Attendance at Closing, CD Preparation or Post-Closing Matters, TRID Compliant

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Careers @ Counsellors

Sales: Leading NJ title insurance agency seeks experienced licensed salespersons to help expand its market share throughout the entire state. Benefits include health insurance, 401k with an employer match, flexible spending account, expense account, & marketing support. Send resumes by fax: 732-914-8898 or ralph@counsellorstitle.com



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Free Online Title Insurance Calculator

Counsellors Title Agency announced its updated Title Calculator for New Jersey home purchases & refinances at: [Title Calculator](#)

Loan officers, real estate agents and home buyers can find out how much title insurance will cost for purchases made in New Jersey.

Easy-To-Use Functionality

This online tool includes many of the endorsements involved in calculating the cost of a title policy in New Jersey. CTA's Title Calculator is a great tool for real estate salespersons, loan officers, attorneys and those who are buying or refinancing their home.



It calculates the cost of title insurance based upon the purchase price of the home, the loan amount, and the various endorsements that can accompany the loan. The calculator provides the user the scalability of selecting the various endorsements involved in the transaction.

Counsellors Title Closing Services for Attorneys

Counsellors Title provides its Attorney Settlement Assistance Program [ASAP] with the real estate attorney in mind.

The Counsellors ASAP program offers secretarial services to assist in the process of a sale, purchase, refinance or loan closing.

Counsellors will even communicate directly with all the parties involved in the transaction to coordinate and obtain all the items necessary to assist in the close.



ASAP includes:

- Documentation Preparation
- Disbursement of Funds
- Attendance at Closing
- HUD Preparation or
- Post-Closing Matters

For more information about the attorney services provided by Counsellors Title call our home office: 732.914.1400 or email us at info@counsellorstitle.com.

Handy Guide to Real Estate Sources

Here are some of the most widely used governmental websites for the real estate industry.



Consumer Financial Protection Bureau
U.S. Department of the Treasury
HUD
U.S. Department of Veterans Affairs
Federal Housing Finance Agency
Fannie Mae
Freddie Mac

I look forward to being of service to you, providing you with outstanding real-time information and some humor to make doing business a pleasure.

Sincerely,

Ralph

Ralph Aponte
Counsellors Title

Counsellors Title Agency, Inc. specializes in providing title insurance, title search services and loan closing services serving attorneys, Realtors, banks and various mortgage companies throughout the State of New Jersey. CTA offers full search and insurance capabilities within all 21 counties of New Jersey for commercial, residential and new construction purchases in our Toms River, Freehold, Chatham, and Union locations. CTA is equipped with the latest digital technologies to ensure a complete and timely transaction.

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