# UNLOCKNJHOMES MONTHLY **APRIL 2020** NestSeekers UNLOCK NJ HOMES



THE UNLOCKNJHOMES TEAM



**CHRISTOPHER CHIN TEAM LEADER** 908.656.2635 CHRISTOPHER.CHIN@UNLOCKNJHOMES.COM



**ALBERT TORRES** 908.875.4401 ALBERT.TORRES@UNLOCKNJHOMES.COM



**BRITNEY ABREW** 908.313.8002 BRITNEY.ABREW@UNLOCKNJHOMES.COM



**SALLY ELKHOLY** 908.292.8077 SALLY.ELKHOLY@UNLOCKNJHOMES.COM



# **GREETINGS FRIENDS!**

How is it going? For starters, The UnlockNJHomes has officially moved over to **Nest Seekers International** in Summit. For those who are unfamiliar with Nest Seekers, our company has been seen on media outlets such as CNN, CNBC, Bloomberg, Wall Street Journal, NY Times, and reality TV shows such as Million Dollar Listing NY on Bravo TV.

So on to the exciting news! There has been alot happening with *The* UnlockNJHomes Team lately. We have recently sold the MOST **EXPENSIVE HOME EVER** in Springfield on the GSMLS with 556 Ashwood Rd selling for \$1.3 MILLION. We then closed One of the TOP 10 MOST EXPENSIVE HOME EVER SOLD IN UNION on the GSMLS with 750 Fairway Dr in Union closing at \$670,000.

What makes this so exciting? This means BUYER ARE STILL FIGHTING FOR HOMES! With MORTGAGE RATES recently hitting an **ALLTIME LOW**, we have been engaging with more action then we ever have and submerged in paperwork! NOW is the time to buy! Houses are flying off the market!

With all these new listings hitting the market.we're excited to see what this year brings. STAY TUNED! BIG THINGS COMING! Sincerely, Christopher Chin







REALTOR® - Sales Associate | Premier Marketing Expert | UnlockNJHomes Team Leader 908.656.2635 | 908.386.5244 NestSeekers

 $Christopher. Chin@unlocknjhomes.com \mid Christopher C@Nestseekers.com$ WWW.UNLOCKNIHOMES.COM | WWW.NESTSEEKERS.COM







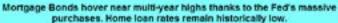
# CATHY'S MORTGAGE TABLE

# **FORECAST**

Expect the recent extreme volatility to likely continue this week, but probably to a lesser extent with the Fed stepping in to stabilize the U.S. financial markets.

In addition, the massive stimulus bill enacted by Congress may help to soothe the nerves of many Americans who were hurt both physically and financially from the coronavirus.

Economic reports may not be market movers this coming week as everyone is expecting negative readings everywhere, especially in the labor market. Weekly initial jobless claims, ADP Private Payrolls for March, and the closely watched Jobs Report for March will reveal the initial economic impact of the coronavirus.





This past week, home loan rates ticked up again despite the Fed recently cutting rates by a full point and the 10-year Note remaining just above 1%. Why?

Mortgage backed securities (MBS) are Bonds that price home loan rates. This week, the spread or difference in yield between the 10-year Note and MBS spiked to the highest level in decades. This means that despite the record low yield in Treasuries, home loan rates continue to rise.

# Q&A

We at **Atlantic Home Loans** understand that these are difficult times. There is a lot of information that may be confusing. Here are some answers to some frequently asked questions

I saw on the news that the Federal Reserve's Fed Funds Rate is near zero. Doesn't this mean that the rate on my mortgage loan should be near zero too?

The Fed Funds Rate is not a consumer lending rate. The Fed Funds Rate is the rate that the Federal Reserve Bank (the government) charges banks when banks borrow money overnight to meet their short-term obligations. Businesses may have trouble borrowing money over the coming weeks, the Federal reserve's move to lower Fed Funds will give banks confidence to lend money knowing they can borrow from the Federal Reserve at low rates.

I hear US Treasury Bonds are at Record low yields, shouldn't my mortgage rate be lower?

Mortgage rates are determined by the price of Mortgage Backed Securities (MBS). MBSs have their own market where prices are determined by supply and demand. Over the past week, the supply of MBSs have overwhelmed demand, causing the value of MBS's to drop. When the value of MBS drops, mortgage interest rates move higher.

Is the Government doing anything to bring rates back down?

The Federal Reserve Bank has pledged to buy US Mortgage Backed Securities (MBS) to stabilize the MBS market. While rates may fall back to early Marchz lows, it is unclear whether supply will overwhelm demand again as it did last week.

What can I expect in the coming weeks?

The Covid 19 Corona Virus has introduced new risks to the entire economy which makes all of the markets unpredictable. Please be patient with us as the MBS market tries to find a level of balance so that lenders like us can provide a stable rate to consumers.

Have more questions. Call us any time



# **CATHY HADDAD**

NMLS #: 51156 | Production Manager Atlantic Home Loans, Inc. Parsippany, NJ 07054 (848) 203-2272 chaddad@atlantichomeloans.com www.cathyhaddad.com



# PRISCA'S TITLE CORNER

# Title Insurance Agencies are Still Open, Just Operating Differently

It's important to understand that while title insurance agencies are open, willing, and happy to provide title insurance and conduct closings, it is not business as usual. Here are some things that have changed.

# **CLEAN CLOSING PROTOCOLS**

Many agencies have adopted ways to create a closing experience that is safe and healthy, minimizing the potential for infection. Clear Skies Title Agency, like many, have office personnel working from home, leaving an empty facility conducive for social distancing. Hand sanitizer is readily available, and they are able to conduct closings where the notary sits in a separate room to limit interaction. Additionally, they have adopted a policy where non-essential parties will not be allowed into the closing room and will be requested to participate using Zoom or Google Meet (free video conference services). Clear Skies has also created closing from home policies for those you can't or are uncomfortable leaving their home where a closer will travel to you home and conduct the closing either in your home or essentially through your front door. Coming soon, remote/video closings. Currently, there is a bill on Governor Murphy's desk that will make this possible.

Title insurance premiums are regulated by state but their fees are not. If you want to make sure you are getting a fair rate, ask for a second opinion or go to clearskiestitle.com



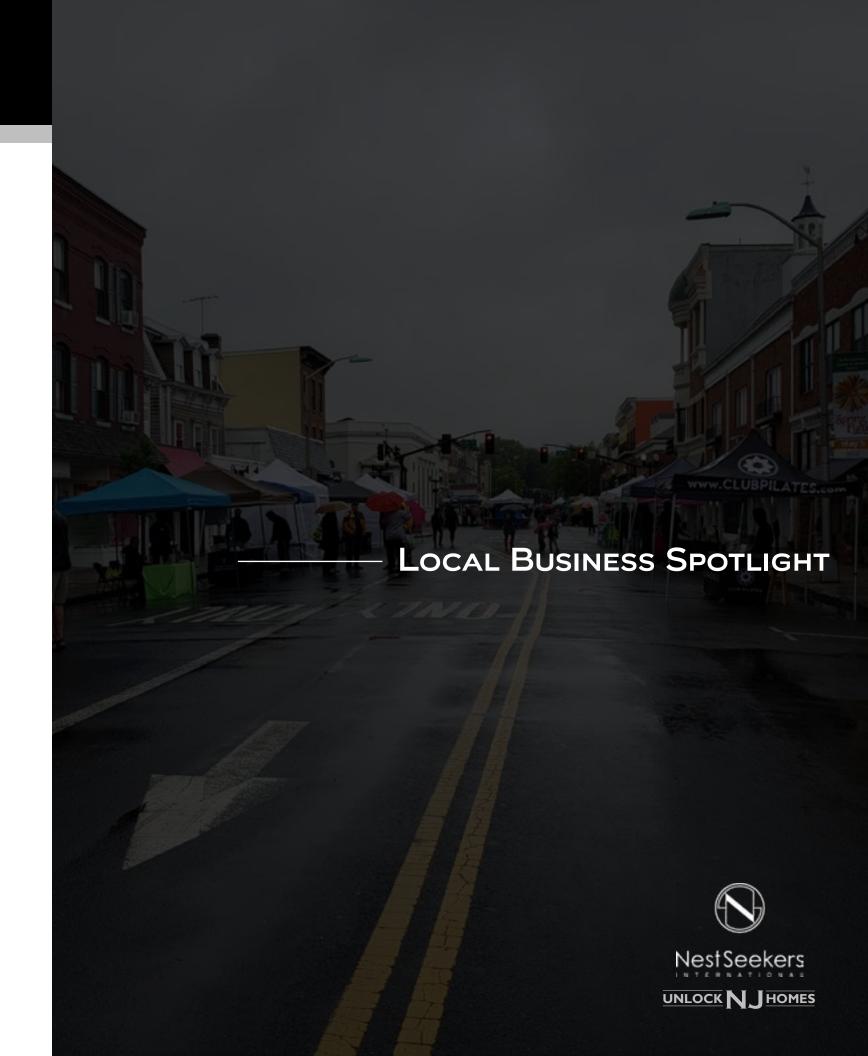
# **RECORDING & DISBURSEMENTS**

Clear Skies was an early adopter of e-recording or electronic recording and have been fortunate that while many counties have been closed to the public, the recorder's office remains open to approve e-recordings that still need to be done manually by a county employee. In the event recorder's offices close even to electronic recording, we have policies in place to allow us to continue closing and protecting our clients. Financial institutions like banks have kept their core functions open throughout the general shutdown and therefore, agencies are able to wire funds and payoffs as before.

# CERTIFICATE OF OCCUPANCY

Though Certificates of Occupancy (CO) is managed by a title insurance agency, it is a common question today whether a seller will be able to obtain one. Some attorneys are allowing the transaction to close even if a CO cannot be obtained since many township inspectors are no longer performing this service. A diligent attorney would have both parties sign proper agreements so that once an inspector is available, the seller will fulfill their obligation to obtain the CO and also pay any fines for not having a CO. Since this is such a widespread issue, some townships have announced that they will waive fines and some are even looking to perform virtual inspections.

These are challenging times, and the impact is resonating with many industries, including real estate. But many in the real estate industry, such as Nest Seekers International and Clear Skies Title, are working hard to ensure everyone has an opportunity to live in their dream home.





# THE UNLOCKNJHOMES LOCAL BUSINESS SPOTLIGHT

# **BOXWOOD COFFEE ROASTERS**

Ever since they've opened in January 2015, **Boxwood**Coffee Roasters in Summit has been serving some of the best coffee and teas in all of New Jersey. Besides beverages they also provide lunch, and snack options making them the ideal gathering spot in town. Either way, **Boxwood** does an incredible job at providing an incredible experience for every customer. They often host social gatherings like their **Open Mic Nights**. When you go to their **Westfield** location, you can watch them roast the coffee beans.

During the **COVID-19** pandemic, **Boxwood** has been actively supporting the community by providing front-line health care workers at local hospitals coffee and food free at charge. They are also currently taking donations which will allow the public to purchase coffee for healthcare workers. For \$30, **Boxwood** will deliver a box of coffee, 12 cups with lids, and condiments to the hospitals. They are working with the community to fight this pandemic by keeping our healthcare workers well fed and caffeinated.

# **DONATE VIA VENMO**

www.venmo.com/boxwoodcoffee

They now have an app available on iOS and Android. You can order a pick up or have them deliver right to your door! Boxwood is more then a cafe, it is an experience.

Follow them on Instagram and check our in depth review below!

www.unlocknjhomes.com/the-boxwood www.instagram.com/boxwood\_coffee www.boxwoodcoffee.com











# THE UNLOCKNJHOMES LOCAL BUSINESS SPOTLIGHT

# Salan Arry 973

LAVE PIZZE

# Cioffi's Deli & Pizza

Whether it is a hot slice fresh out of the oven, the pasta dishes, or the massive variety in deli options, **Cioffi's Deli & Pizza** is a local staple that has been servicing the town of **Springfield** for over 40 years.



Let me start out by saying that the food is just great. My personal favorites are the Cioffi Sub (Ham, genoa, provolone & capicola.), the stuffed shells, and any of their massive selection from their pizza menu which includes their cheesy calzones. You can also take home a cannoli or select something delightful from their dessert options.



With the **COVID-19** encouraging people to stay home, **Cioffi's** has been taking extreme precautions to keep their business sanitized so that they can continue feeding their community. They have been selling a do it yourself kit to keep families occupied during these chaotic times. They have also recently delivered pizzas to children celebrating their birthdays making even this down moment an upbeat one for those who really are in need of it. In times like this where we really need to stick together. **Cioffi's** has been supporting the residents and the people who have been working hard through these difficult times. They currently offer contactless delivery and curbside takeout options. These guys are really awesome and now is the perfect time to give try them out for the first time if you have not done so already!





Follow them on Instagram today! www.instagram.com/cioffisofspringfield



Cioffi's Deli & Pizza 762 Mountain Ave Springfield, NJ 07081 973.467.5468 www.cioffis.com

# **BOXWOOD COFFEE ROASTERS**

# THE UNLOCKNJHOMES LOCAL BUSINESS SPOTLIGHT

# THE BODY DEPARTMENT NJ

When it comes to "Exceeding Flawlessness" "The Body **Department** is the ultimate rejuvenating experience." Which is exactly how you will look and feel after trying one of their many services. After seeing her post on Facebook and Instagram, something told me I should give her services a try. This is when I reached out to her and asked her about her teeth whitening services. After drinking alot of heavily binging on coffee, my teeth was definitely not the whitest. I admit I was a bit nervous at first because I was not sure what to expect but Lauren was extremely friendly and comforting. She is also extremely knowledgeable about all of her services. I was able to catch up with a much needed nap between sessions. Overall the experience was extremely quick and though she warns of minor sensitivity after the treatment, it was actually very painless in my opinion. I highly recommend anyone to check Lauren and The Body Department in Garwood New Jersey out. My teeth look fantastic!



# **AVAILABLE SERVICES**

# **FULL BODY WAXING**

# **FULL SERVICE EYEBROWS**

(SHAPING, TINTING, LAMINATING, MICROBLADING, 3D PERMANENT EYEBROWS)

# PERMANENT COSMETICS

(MICROBLADING, PERMANENT EYELINER, 3D AREOLA FOR RECONSTRUCTED BREASTS)

# **FACIALS**

(MICRONEEDLING, MICROCURRENT, LED, LUXURY MASKS & TREATMENTS)

# **LASERTEETH WHITENING**

(NOW ALSO SELLING DO ITYOURSELF HOME KITS)

# **INJECTABLES**

(BOTOX & FILLERS)

# **EYEBROW EXTENSIONS**

# MASSAGE

(REIKI)

# SHOP ONLINE OR IN STORE COMING SOON

Teeth Whitening Kits \$54.99

Lip Protector & Chapstick

\$3

Popsockets \$5

**T-Shirts & Hoodies** 

**Varies** 







343 S AVE GARWOOD NEW JERSEY 07027 908.875.6241 <u>WWW.THEBODYDEPTNJ.COM</u>



NOW ALSO OFFERING DO IT YOURSELF AT HOME TEETH WHITENING KITS! ORDER ONE TODAY FOR ONLY \$54.99. FREE SHIPPING INCLUDED!

# GIFT CARD SALE PURCHASE \$25 GIFT CARD - ADDITIONAL \$5 FREE PURCHASE \$50 GIFT CARD - ADDITIONAL \$15 FREE PURCHASE \$100 GIFT CARD - ADDITIONAL \$25 FREE PURCHASE OF \$150 GIFT CARD - ADDITIONAL \$50 FREE

PURCHASE OF \$200 GIFT CARD - ADDITIONAL \$100 FREE



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   Fri 6pm ET ~ weekly recordings
   on-demand
- · Private, 1:1 available by appt
- HSA/FSA, Spafinder gift cards accepted
- Call/text 908-219-9187 -orhttps://kika.studio/summit



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# THE PANDEMIC EFFECT

With the COVID-19 pandemic, Governor

Murphy has been actively trying to enforce curfews to help minimalize the spread of the coronavirus. Local restaurants have been shutting down their dine in options and have been offering take out and delivery options. There are alot of "no contact" and "social distancing" guidelines in place. Curfews are officially active with exceptions to "essential businesses".

Supermarkets are chaotic with lines going out the doors in which require patrons to have a 6' foot distance between each other. Malls will be closed "until further notice". Alot of towns are also extending tax deadlines.

On Monday, March 31st, Governor Murphy updated Executive Order 107, which clarifies which businesses may be allowed to operate during the pandemic "Realtors® can operate and show houses to prospective buyers on a 1-on-1 basis or to immediate family members. There is still a prohibition on open houses" said Murphy. This also applies to rental showings.

On a positive note, the real estate market **HAS NOT** been quiet. We have been seeing a massive spike in transactions. Realtors are actively and creatively resourceful by finding ways to safely show their listings sanitized or utilizing social media and other media platforms to showcase their inventory. Virtual tours are as important as ever during these times.

# FEELING SICK?

Union County Residents who are showing symptoms of COVID-19 can now call and schedule an appointment at the testing center. With the new "telehealth" procedure, patients will be able to speak with nurses who will assess the symptoms so that they can properly direct those who meet the CDC (Centers for Disease Control) guidelines. Patients will then be able to get an appointment at the Testing Center located in Kean University where primary care doctor prescription is no longer required.

IF YOU ARE EXPERIENCING ANY SYMPTOMS, FEEL FREE TO CALL

908.373.5105

# **NEED WORK?**

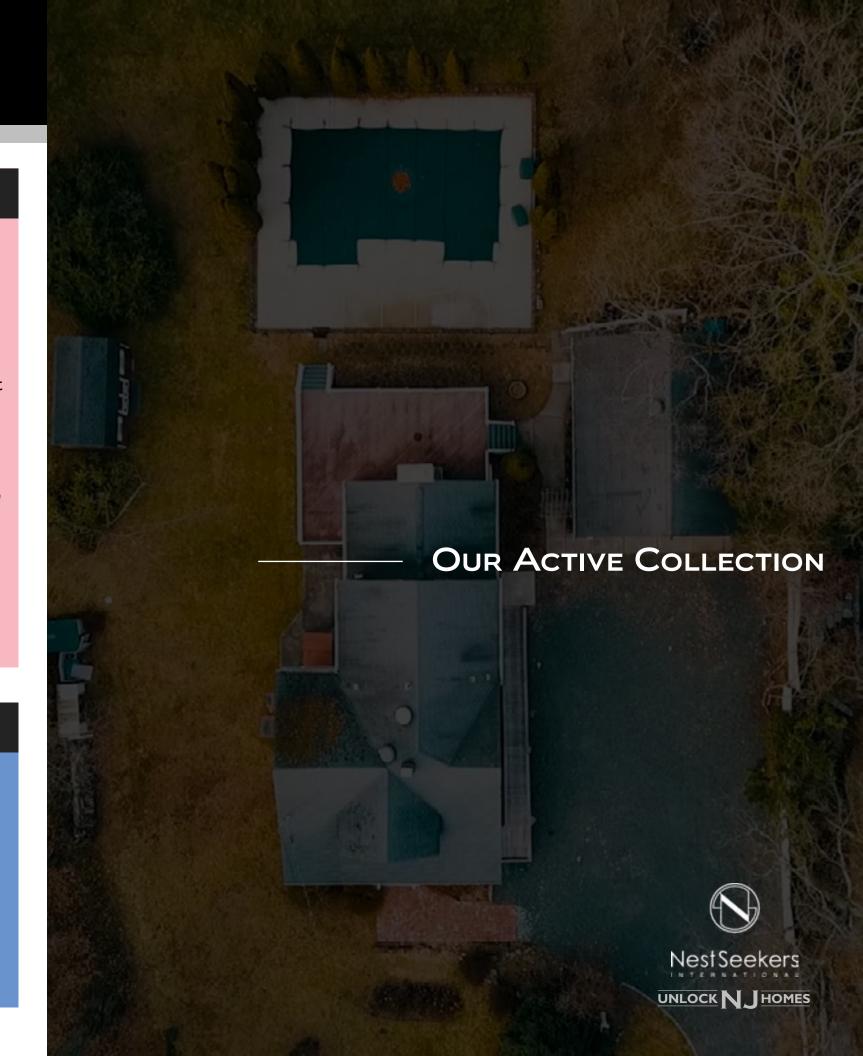
JOBS ARE LOOKING TO HIRE,
INCLUDING THOSE WHO MAY HAVE
LOST THEIR JOBS OVER THE COVID-19
PANDEMIC

# **APPLY HERE**

https://jobs.covid19.nj.gov

# **LOOKING TO HIRE?**

https://jobs.covid19.nj.gov/intake





# **22 MOUNT VERNON AVE**

Summit, NJ 07901 3 BEDROOMS 2.1 BATHS 0.66 ACRES

# **ABOUT THIS HOME**

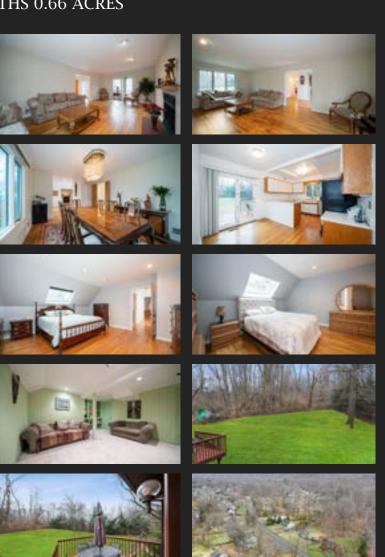
Located in the highly desired town of Summit and within close proximity to it's lovely downtown is this custom home nestled over a spacious 0.66 acre lot space, this commuter's dream home has incredible natural light, hardwood throughout besides the carpeted finished basement, large living room, eat in kitchen and spacious private backyard with an endless array of possibilities. The master bedroom has its own master bath and walk in closet. This home also has a large deck perfect for entertaining guests, a two car oversized garage, and a large circular driveway that offers several parking spaces. Located within close proximity to both New Providence and Summit train stations and easy access to The Mall at Short Hills. This home is ideal for NYC commuters. This home is full of potential and not to be missed!

**List Price:** \$609,000



REALTOR® - Sales Associate | Premier Marketing Expert | UnlockNJHomes Team Leader 908.656.2635 | 908.386.5244

Christopher.Chin@unlocknjhomes.com | ChristopherC@Nestseekers.com WWW.UNLOCKNJHOMES.COM | WWW.NESTSEEKERS.COM







# 532 WOODLAND AVE

MOUNTAINSIDE, NJ 07029 3 BEDROOMS 3.1 BATHS 1.29 ACRES

# **ABOUT THIS HOME**

Come unpack and move right into this beautiful 3 beds 3.1 bath breathtaker located in the immaculate town of Mountainside. With over 1.29 acres of lot space and easy accessibility to all major highways, this home is perfect for both commuters and someone who is looking for one of the most spacious lot spaces you can get on the market today. This home also has incredible finishes and a lovely pool. With Mountainside being a highly desirable town and the incredible potential this home has, this beautiful listing is not expected to last a long time on the market. You do not want to miss out on this opportunity!

**List Price:** \$699,000





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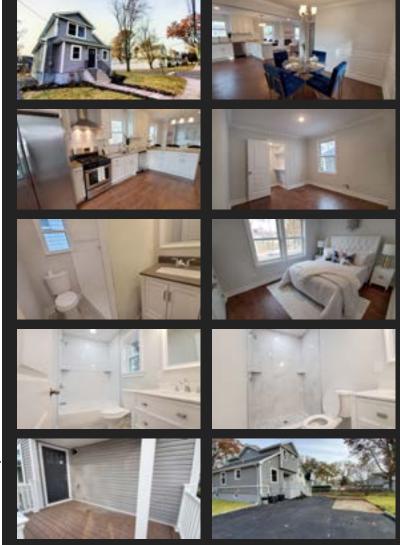


KENILWORTH, NJ 07033 3 BEDROOMS 3.2 BATHS

# **ABOUT THIS HOME**

From beautiful finishes to accessibility, this 3 beds 3.2 Bath fully renovated custom expanded cape cod is the dream home you have been waiting for. Within close proximity to Joseph Dimario Park, shops, garden state parkway and rt 22. The home itself is absolutely captivating with its modern finishes by RJB Properties, there is a beautiful open concept living room, dining room, and kitchen along with a spacious finished basement. If you are looking for the perfect home with incredible accessibility and tranquility, look no further as this amazing home is awaiting for you to unpack to the perfect example of home sweet home.

**List Price:** \$449,950



CHRISTOPHER CHIN

REALTOR® - Sales Associate | Premier Marketing Expert | UnlockNJHomes Team Leader 908.656.2635 | 908.386.5244

Christopher.Chin@unlocknjhomes.com | ChristopherC@Nestseekers.com | WWW.UNLOCKNJHOMES.COM | WWW.NESTSEEKERS.COM





OLD BRIDGE, NJ 08857 2 BEDROOMS 1.1 BATHS

# **ABOUT THIS HOME**

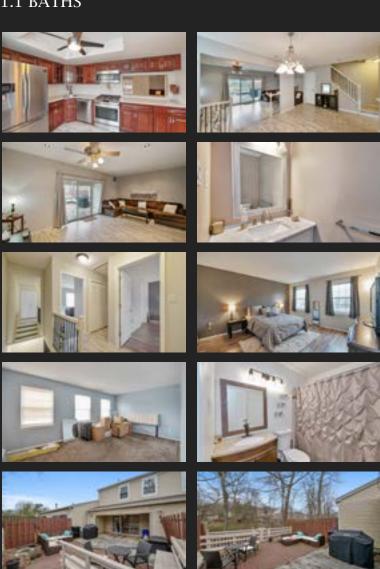
This lovely and highly sought after 2 bedroom, 1.5 bathroom unit in Society Hill is located in a cul de sac across from the pool and tennis court and club house. Immaculate lighting throughout. Home includes a foyer, formal living room, dining room, a lovely eat in kitchen with stainless steel appliances, marble countertops, lovely backsplash, and ceramic flooring. Newly replaced hot water heater, furnace, roof and gutters. There are laminate floors throughout with the exception of the second bedroom which is carpeted. Master bedroom comes with a spacious walk in closet. w/d included. Sliding glass doors lead to a semi private fenced in yard. This home is also a commuter's dream located within close proximity to all major highways and train station to NYC. Assigned parking available.

Rent Price: \$2,250 p/month



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106-108 MAIN ST MANVILLE, NJ 08835 RETAIL SPACE AVAILABLE **92 BATTLE HILL** SPRINGFIELD, NJ 07081 EMPTY LOT FOR SALE

# **ABOUT THIS PROPERTY**

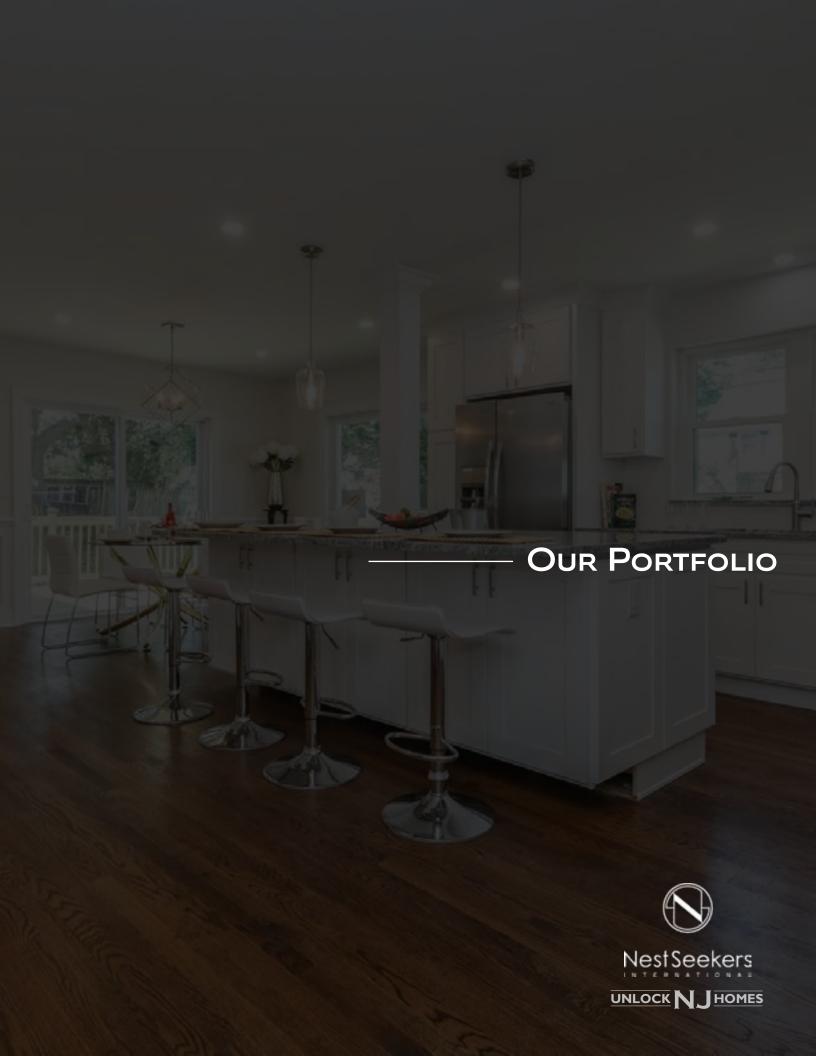
Located within the center of town near restaurants, banks, retail stores, and other professional businesses making this an ideal location for a retail and small businesses. Tenant pays utilities such as electric, gas, heat, central AC, water and sewer. Was previously a MetroPCS. Amazing location full of potential.

List Price: \$2,250 p/month

# **ABOUT THIS PROPERTY**

Empty lot located on a quiet street in the beautiful town of Springfield. Within close proximity to the NJ Transit Buses to NYC, and Summit, Millburn, and Short Hills Train Stations. This is a commuter's dream come true. This 0.26 Acre lot has incredible potential be the home of your dreams. This is the perfect location for any investor or anyone looking to build an incredible home. This is an opportunity you do not want to miss out on.

**List Price:** \$260,000





**4 DOUGLAS ST**NEW PROVIDENCE, NJ 07974
5 BEDS 3 BATHS

**SOLD PRICE** \$575,000

SOLD BY CHRISTOPHER CHIN

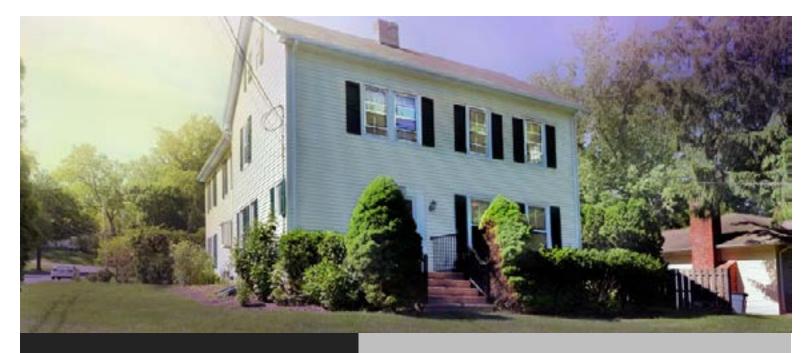


**204 MOUNTAIN PARKWAY**GREEN BROOK, NJ 08812
3 BEDS 2 BATHS

**SOLD PRICE** \$245,000

SOLD BY CHRISTOPHER CHIN

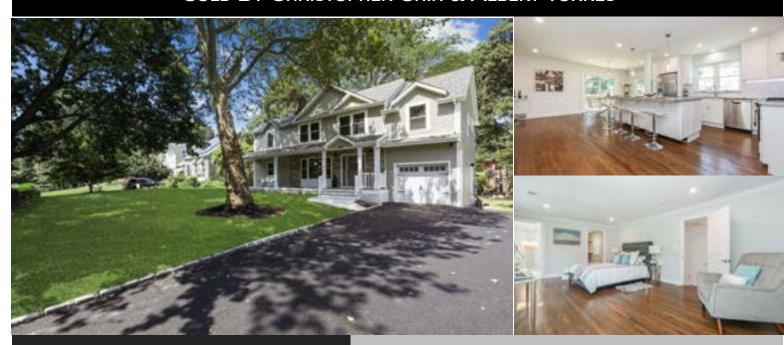
UNLOCK NJ HOMES



**243 ASHLAND ROAD**SUMMIT, NJ 07901
5 BEDS 3 BATHS

**SOLD PRICE** \$700,000

# SOLD BY CHRISTOPHER CHIN & ALBERT TORRES



**750 FAIRWAY DR**UNION, NJ 07083
4 BEDS 4.2 BATHS

# **SOLD PRICE**

\$670,000

Top 10 Most Expensive Home Ever sold in Union on the GSMLS

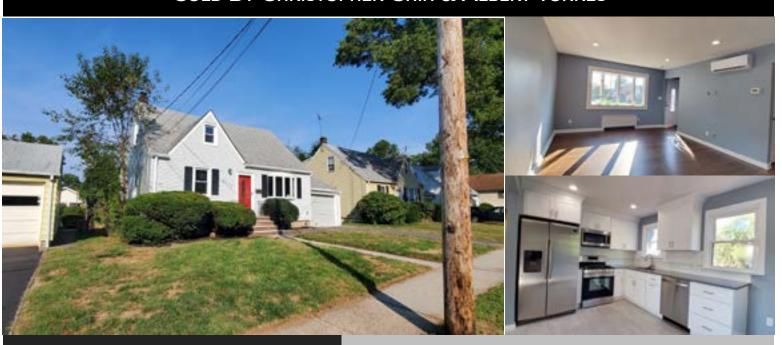
SOLD BY CHRISTOPHER CHIN & ALBERT TORRES



19 KIPLING AVE SPRINGFIELD, NJ 07081 4 BEDS 3.1 BATHS

**SOLD PRICE** \$665,000

# SOLD BY CHRISTOPHER CHIN & ALBERT TORRES



**2577 BURNS PL** UNION, NJ 07083 4 BEDS 2 BATHS

**SOLD PRICE** \$355,000

**SOLD BY CHRISTOPHER CHIN** 

UNLOCK NJ HOMES

UNLOCK NJ HOMES





**556 Ashwood Road** SPRINGFIELD, NJ 07081 4 BEDS 4.1 BATHS

# **SOLD PRICE**

\$1,300,000

Most Expensive Home Ever sold in Springfield on the GSMLS

# SOLD BY CHRISTOPHER CHIN





1252 CRESCENT AVE ROSELLE, NJ 07203 4 BEDS 3 BATHS

# **SOLD PRICE**

\$375,000

SOLD FOR OVER \$15K ABOVE ASK UNDER CONTRACT IN 6 DAYS

SOLD BY CHRISTOPHER CHIN





# **SOLD PRICE**

\$255,000

SOLD FOR OVER \$15K ABOVE ASK UNDER CONTRACT IN 6 DAYS

# SOLD BY CHRISTOPHER CHIN



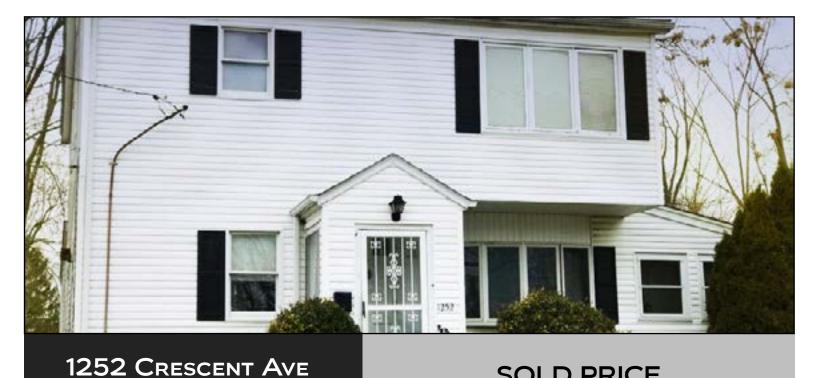


# SOLD PRICE

\$373,500

LESS THAN 40 DAYS ON MARKET

SOLD BY CHRISTOPHER CHIN



**SOLD BY CHRISTOPHER CHIN** 



4 DOUGLAS ST NEW PROVIDENCE, NJ 07974 3 BEDS 2 BATHS

ROSELLE, NJ 07203

4 BEDS 3 BATHS

**SOLD PRICE** \$290,000 15 DAYS ON MARKET

**SOLD PRICE** 

\$134,900

SOLD BY CHRISTOPHER CHIN



SOLD BY CHRISTOPHER CHIN



1600 Essex Ave LINDEN, NJ 07036 2 BEDS 2 BATHS

**SOLD PRICE** \$243,470 LESS THAN 10 DAYS ON MARKET

SOLD BY CHRISTOPHER CHIN

UNLOCK NJ HOMES UNLOCK NJ HOMES



**1311 CRESCENT AVE**ROSELLE, NJ 07203
4 BEDS 2 BATHS

**SOLD PRICE** \$183,000

# SOLD BY CHRISTOPHER CHIN



**30 PORTER PL**NEW PROVIDENCE, NJ 07974
3 BEDS 2 BATHS

**SOLD PRICE** \$580,000

45 DAYS ON MARKET

SOLD BY CHRISTOPHER CHIN





