



Your Weekly News & Updates

Here is this week's "Weekly Roundup" from [Real Estate Investing Today](#), the news & views site from the [National Real Estate Investors Association](#).

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Existing-Home Sales Surge 9.4% in September

The National Association of Realtors is reporting that existing home sales jumped 9.4% in September to a seasonally-adjusted annual rate of 6.54 million (up 20.9% from one year ago). [Click here to read more.](#)

New Home Sales Close to 1 Million in September

The U.S. Government is reporting that sales of new single-family houses in September, 2020 were at a seasonally adjusted annual rate of 959,000, which is 3.5% lower than August's revised rate, and is 32.1% higher than one year ago. [Click here to read more.](#)

Foreclosure Activity at Historical Lows Due to Moratoria

According to ATTOM Data's Q3 2020 U.S. Foreclosure Market Report, foreclosure filings were down 81% from one year ago to the lowest level since they began tracking quarterly filings back in 2008. The report says there were a total of 27,016 properties with foreclosure filings for the quarter. [Click here to read more.](#)

Young Families Driving Exodus From New

York City to Suburbs

People are on the move. Whether it's pandemic related, high-taxes, better schools, safer neighborhoods, larger home, or any/all of the above. A recent story in the Wall Street Journal takes a look at the exodus from New York City and that factors are driving it. [Click here to read more.](#)

Who's Driving Self Storage Expansion and What are They Looking For?

STORAGECafé says that self-storage has seen tremendous growth in recent times, fueled by strong demand. In fact, developers have been building facilities in every corner of the US in an effort to respond to this increasing demand for extra space. [Click here to read more.](#)

Negotiation Tip - Be A "Don't-Wanter" of the Deal

I've been involved in a lot of negotiations, and read a lot of books on the subject. There is a basic principal of negotiation that is fundamental; that is below the level of tactics and techniques. In fact, it doesn't apply to negotiations alone, but to almost every type of human interaction. [Click here to read more.](#)

U.S. Homeownership & Rental Vacancy Rates for Q3 2020

The U.S. government is reporting that the national vacancy rates in Q3 2020 were 6.4% for rental housing and 0.9% for homeowner housing. The national homeownership rate for Q2 2020 was 67.4%. [Click here to read more.](#)

S&P CoreLogic Case-Shiller Index Up 5.7% in August

According to the latest S&P CoreLogic Case-Shiller Indices, covering all nine U.S. census divisions, the rate of home price increases reported a 5.7% annual gain in August, 2020. Their 10-City Composite annual increase came in at 4.7% and the 20-City Composite posted a 5.2% year-over-year gain. [Click here to read more.](#)

Zombified Homes Uprising in America!

Infographic: Halloween is finally upon us (although many of us are still unsure about the kids' trick-or-treating) and we're talking zombies! According to ATTOM Data's latest Vacant Property and Zombie Foreclosure Report, nearly 1.6 million residential properties in the U.S. (1.6% of all homes) are vacant. [Click here to read more.](#)