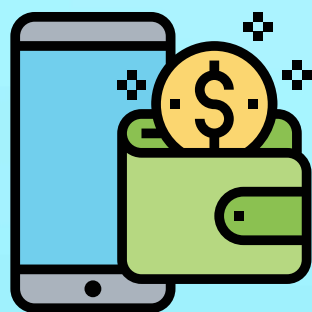


# Visions

Newsletter from North Jersey Federal Credit Union



Spring 2022



## Digital Wallets

COMING THIS SUMMER

- Add your NJFCU debit and credit cards to your Digital Wallet via NJFCU Mobile
- Link your external bank accounts and other debit and credit cards to your online banking
- All new Bill Pay features to track your spending and expenses
- and MORE!

*Look for our announcements soon!*



# HOME BUYING SEMINAR

## Ready to Buy Your First Home?

Learn about the home buying process from industry experts.

**Coming This Summer!**

## When is Homebuying Season?

Traditionally, the spring months herald the beginning of homebuying season. But major shifts in the housing market disrupted seasonal patterns in 2020 and 2021, and the changes may be long-lasting. Here's what's different, as well as approaches that buyers and sellers can take in what's become a year-round homebuying season.

### Why Spring Was Historically the Time to Sell

Home sales traditionally fall on a bell curve, with an increase in spring, a peak in early summer and then a gradual tapering as the market heads into fall. Looking back just a few years, existing home sales in 2018 and 2019 followed this pattern.

There are plenty of simple reasons for seasonality. Between December holidays, inclement weather and not wanting to pull up roots mid-school year, selling tended to slow down in the winter months. Heading into spring, most markets would begin to liven up.

"Late February to early March up until roughly June or July, we would see a spike in buyer activity," says Terry Hendricks, a real estate agent with Re/Max DFW in Frisco, Texas. Now, Hendricks says, the market's changed. "It's springtime all year long. That's what it's like."

### Now, It's Always Homebuying Season

The supercharged housing market that began in early 2020 has thrown these patterns into disarray. Existing home sales in 2020 and 2021 don't follow a curve; instead, jagged lines lurch up and down (but mostly up).

An outsized number of buyers and a dearth of available homes

means the season hardly matters. Matthew Atwood, owner of Century 21 Atwood in Mankato, Minnesota, says despite extreme cold, "we're off to the strongest January-February we've had in a long, long time." Buyers are ready to jump on any property that hits the market.

In today's market, "the best time to sell is whenever you want to put a sign in your yard, and the best time to buy is whenever you finally have an offer go through," says Maura Neill, an agent with Re/Max around Atlanta.

### When Wanting to Sell Means Having to Buy

In the current market, there's no doubt your home will sell. The biggest hurdle for many potential sellers is finding a new home. "It's a struggle because there's not a home for them to purchase," Chorba says. "You do see people moving in with a friend or family member, or moving to a short-term rental."

Atwood recommends getting your home in for-sale condition early, so that when you do find a home to buy, you're ready to list. "When the house comes up that you've fallen in love with, there's almost always another buyer or 12 that have also been waiting for that house, and their house is ready to go," he says.

Whether you're buying, selling or both, you're looking at a major life change regardless of the time of year or what's happening in the housing market. And in an unpredictable market, there's no "wrong" time to get started.

*(By Kate Wood, NerdWallet)*



# HONORING JUNETEENTH

**Branches are Closed on Monday, June 20, 2022**



# CONGRATULATIONS TO OUR CREDIT UNION BABIES

*Baby Boy Michael*  
(born August 2021)

*Baby Boy Xander*  
(born October 2021)

*Baby Girl Zarah*  
(born February 2022)



## NJFCU Volunteer Day

The credit union regularly gives back to the community by participating in volunteer events. Members of our staff recently volunteered with Habitat for Humanity Bergen.

“It felt great knowing I was able to bring assistance to families in need. My favorite part was how we were able to give back to the families. I am proud to say that volunteering with Habitat for Humanity Bergen allowed me to be a part of their community outreach.”

—Aliyah Copper  
Loan Processor



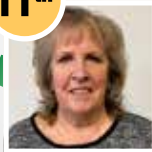
## Happy Birthday to our employees celebrating their birthdays in May!

9<sup>th</sup>



**Decire**  
Call Center

11<sup>th</sup>



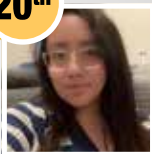
**Michelle**  
Human Resources

18<sup>th</sup>



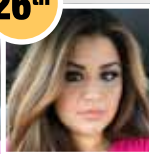
**William**  
MRS

20<sup>th</sup>



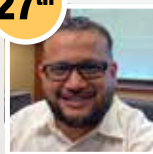
**Lissett**  
Teller

26<sup>th</sup>



**Elyzabeth**  
Branch Manager

27<sup>th</sup>



**Bayardo**  
Operations

29<sup>th</sup>



**Thamare**  
Teller

## MEMBER SURVEY TESTIMONIAL

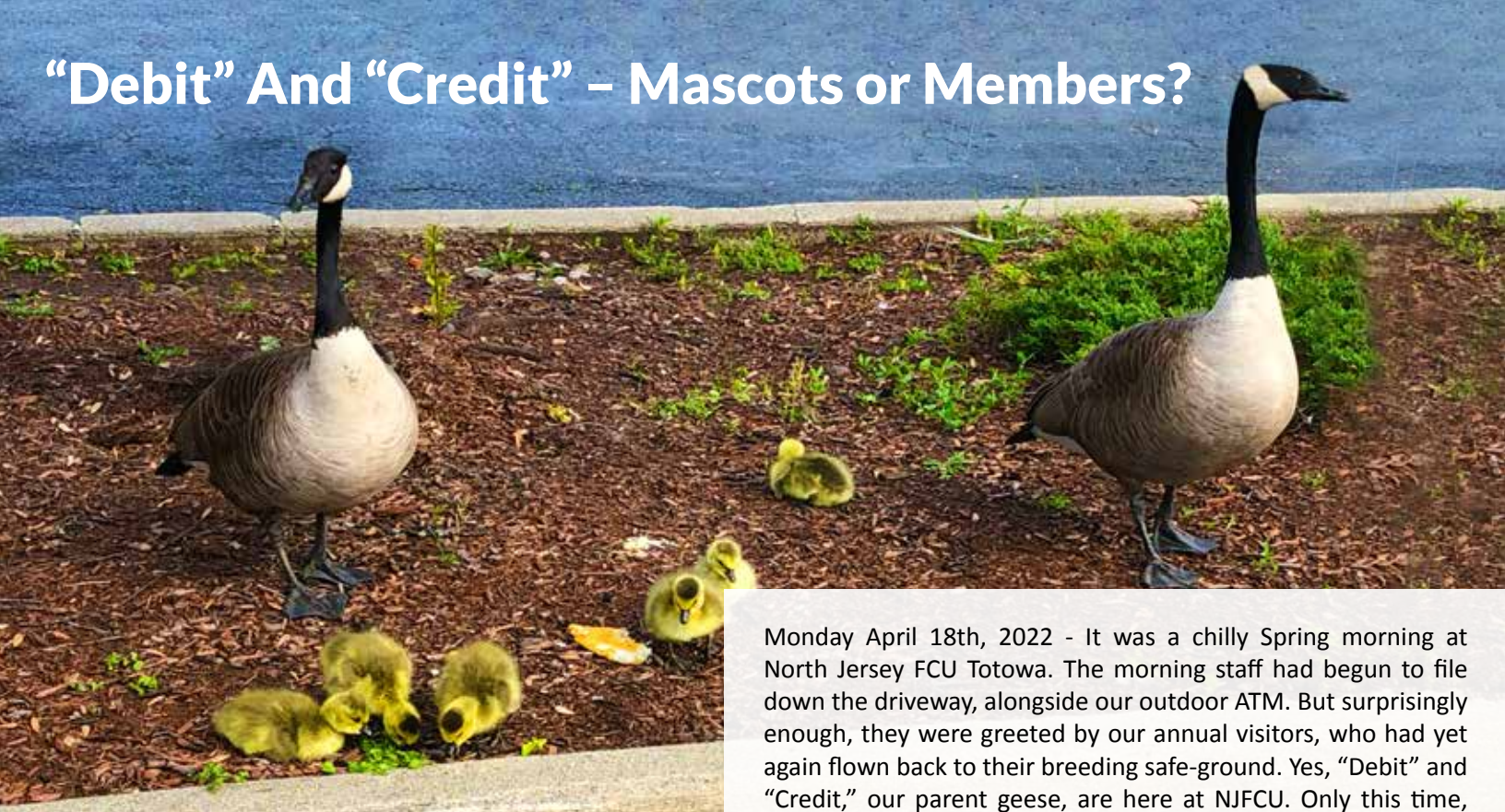
“The reason why I can count on NJFCU as my financial intuition is because they are reliable and very responsible when providing me assistance. Everyone is kind, very respectful and truly cares about your needs. Not just me. My family members feel the same way too.”

I always leave there with a smile, and I know my financial interests were prioritized and taken care of. If you're not yet a member, you should seriously consider becoming one.”

—Jimmy Cook



# “Debit” And “Credit” – Mascots or Members?



Monday April 18th, 2022 - It was a chilly Spring morning at North Jersey FCU Totowa. The morning staff had begun to file down the driveway, alongside our outdoor ATM. But surprisingly enough, they were greeted by our annual visitors, who had yet again flown back to their breeding safe-ground. Yes, “Debit” and “Credit,” our parent geese, are here at NJFCU. Only this time, they have taken “high-caution.”

About 4-years ago, several long-time employees had taken notice of a family of geese and baby birds. They had taken shelter in the Totowa Branch parking lot. Quickly, we learned of how protective the mother goose, “Debit,” was. In years past, we’ve seen mother Debit and father Credit chase member vehicles down the drive-thru and out of the parking lot; they’re almost like volunteer security.

Fast forward to the present, Debit and Credit have since returned. Rather than fending over their coveted nesting areas, they have taken “high-caution.” We have noticed the parent geese are on the roof of our Totowa Branch! Sometimes, if you walk along the sidewalk, you can see Debit and Credit perched on the roof looking down at their fellow members.

Beginning early April 2022, mother Debit had begun scanning the Totowa Branch grounds for the most comforting nesting area. Although, that doesn’t always mean it’s the safest location! Typically, Debit makes her nest in the cool shady areas of our drive thru lanes; near lane 1, you can sometimes see Debit nesting near the bushes. As we move further along into May and June, we will see a nest of eggs. New life is a beautiful sight to see.

Similar to our credit union, Debit and Credit come and go like funds in and out of a banking institution. Every day we make transactions, and throughout each year, we do our best to set aside a nest egg in our bank accounts.

We enjoy having fun with mother Debit and father Credit and their babies; more and more each year, they have started to feel more like members!

**Warning:** We do ask that you take caution when in close contact with the geese. As parents, Debit and Credit are very cautious and won’t hesitate to use their protective instincts against violators.

## Employee Spotlight



### Monique Scott

Celebrating 27 years at the Credit Union!

Monique started working at North Jersey Federal Credit Union when she was 22 years old. Her first position was a Receptionist where she greeted members with her bright and welcoming smile.

Working her way up to being a Member Relationship Specialist and holding several lending roles, “Mo” is now the Business Development Representative, a position she has held since 2019. Through the years, she realized her love for people and she gets the most enjoyment out of supporting others.

The credit union helped Monique as well by giving her the tools to strengthen her credit score, consolidating debt, and lowering her monthly payments. As a result, she had a more comfortable financial cushion and helped her make better financial decisions.

Outside of the credit union, Monique pursues a comedy career throughout the Tristate area, and started her own comedy club during the pandemic! She is also a motivational speaker and holds financial literacy and life coaching sessions.

Monique recently became a new grandmother to a baby boy! Congratulations and thank you for your many years with NJFCU!



# MEMBER EXPERIENCE SWEEPSTAKES

Give us your feedback by  
filling out a member survey  
and you will be entered  
into our quarterly drawing  
for a \$250 gift card!

For full sweepstakes rules,  
terms, and conditions,  
please visit [www.njfcu.org](http://www.njfcu.org).

**NEW  
SURVEY**

## Systems Update Schedule

In keeping our commitment to providing efficient and advanced banking services to our members, we will be upgrading your Member Experience. We are notifying you of important updates to our branch hours throughout our system conversions:

### Saturday, June 4th

All branches closed.

### Tuesday - Thursday, June 7th - 9th

Newark Branch: Closing at 2:00pm

Elmwood Park Branch: Normal hours

Totowa Branch: Normal hours

### Tuesday, June 14th

All Branches: Closing at 12:00pm

### Wednesday - Thursday, June 15th - 16th

Elmwood Park Branch: Closing at 3:00pm

Newark Branch: Normal hours

Totowa Branch: Normal hour

### Tuesday - Thursday, June 21st - 23rd

Totowa Branch: Closing at 3:00pm

Elmwood Park Branch: Normal hours

Newark Branch: Normal hours

### Saturday, July 9th

All branches closed.

### Monday, July 11th - Launch Day

All branches re-opening at 1:00pm



# Vacations can be expensive.

Start building your vacation fund today.

- 1 Choose how much you want to save.
- 2 Earn dividends.
- 3 Your funds are automatically transferred into your checking account next July, just in time for vacations.

The entire account balance is distributed annually in July for Vacation Club accounts. A \$10.00 fee applies to withdrawals outside of the annual distribution.



# Road Trip Season is Coming!

## New Auto Loans Starting at 2.24% APR\*

Plus a \$100 Gas Card when your loan funds!

\*APR = Annual Percentage Rate. Rates Are Subject To Change Without Notice And Restrictions May Apply. Rates Apply To New Vehicles. Rates May Vary Depending On Credit, Loan Amount, Loan Term And Value Of Your Vehicle. DMV And Other Fees May Apply. A 5-Year, Fixed-Rate New Car Loan For \$25,000 Would Have 60 Monthly Payments Of \$449.11 Each, At An Annual Percentage Rate (APR) Of 2.99%. Members With Auto-Pay, Direct Deposit, And An NJFCU MasterCard Credit Card May Be Eligible For An Annual Percentage Rate (APR) Deduction Up To 0.75%. \*\*Refinancing APR Rates Are Subject To Change Without Notice And Restrictions Apply.



Additional coverage up to \$250,000  
provided by Excess Share Insurance  
Corp., a licensed insurance company.

NMLS #420255

Totowa: 711 Union Blvd., Totowa, NJ 07512  
Elmwood Park: 444 Mola Blvd., Elmwood Park, NJ 07407  
Newark: 186 W. Market St., Newark, NJ 07103

📞 973.785.9200 ✉ info@njfcu.org 🌐 www.njfcu.org

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Credit Union

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