

## Chad Roffers, Concierge Auctions, Uncovers Surprising Real Estate Trend

Written by Australian Business

---

NEW YORK, NY, October 15, 2013 **/24-7PressRelease/** -- Chad Roffers, Concierge Auctions head of client services, has long understood that the real estate market is one that fluctuates over time. Like retail, hospitality, and other industries, the luxury real estate sector is one that has busy seasons. But according to a recent [article](#) by the SunSentinel, the luxury real estate activity that has taken place in Florida during this past summer has proven surprisingly high.

The article reports: "Palm Beach County last month posted 98 sales of homes priced at \$1 million or more, up 53 percent from a year earlier, according to the Realtors Association of the Palm Beaches. Sales jumped 70 percent in the \$600,000 - \$999,000 range."

Broward County, too, experienced a surge in luxury property sales. Steven Presson, who is an agent with Corcoran Group Real Estate located in Palm Beach, Florida, asserts that consumer confidence and great prices are the key to this boost in activity.

"Summer is typically the slow time of year for luxury real estate," Presson comments. "But I've seen a major uptick. People are willing to pull the trigger. They say, 'Steve, just get the deal done. We know it's the right time.'"

Chad Roffers, Concierge Auctions head of client services, agrees that consumer confidence has played a major role in the luxury real estate activity that has taken place this season. With the economy continuing, in most places throughout the country, to improve, many individuals are turning to real estate professionals to help them invest their money into new properties.

"Three or four years ago the housing market was still so unstable, we certainly saw a great deal of people looking to invest their funds elsewhere," Roffers discloses. "Now, though, the general stability of the market--and of the economy as a whole--has allowed individuals to feel more secure when purchasing real estate assets. Instead of fearing that they would lose money on the investment, rising housing prices are a source of major encouragement to investors who are interested but still on the fence."

These prices are only going to continue to rise, Roffers explains, which is why many individuals are enthusiastic about purchasing their next property as soon as possible. Getting into the real estate market early in the economy's recovery will help these investors to make a higher return when--and if--they opt to sell in the near future.

## Chad Roffers, Concierge Auctions, Uncovers Surprising Real Estate Trend

Written by Australian Business

---

"Prices are only going to continue to go up, and it's important that individuals who are interested in making a real estate purchase understand that," Roffers states. "Luxury real estate is available at such a great value right now. I highly encourage anyone who is thinking about investing in a new property to check out auctions that will allow them to get the best price."

Chad Roffers, Concierge Auctions head of client services, is happy to speak with new and existing clients about the luxury real estate opportunities that are currently available.

### ABOUT:

Chad Roffers, Concierge Auctions head of client services, is a real estate professional who specializes in luxury properties. With an extensive amount of experience in the field of luxury real estate, Roffers is a noted member of the National Auctioneer Association and the National Association of Realtors. Through his insight, he has the ability to guide clients--both buyers and sellers--through the auction process to create mutually beneficial terms for the sale of multi-million dollar and other premier estates.