

Hesterberg & Keller L.L.P.

ALEXANDER G. HESTERBERG (1911-1981)
DAVID KELLER (1927-1990)
JONATHAN L. MATE**
GREGORY X. HESTERBERG
*NEW YORK AND NEW JERSEY BARS
FLORIDA BAR
OF COUNSEL
CHERYL GOLDSTEIN

COUNSELLORS AT LAW
1305 FRANKLIN AVENUE
SUITE 225
GARDEN CITY, NEW YORK 11530
—
(516) 747-0001
(718) 253-0001
FAX (516) 741-9213
E-MAIL - gxhesterberg@aol.com

BROOKLYN OFFICE*
32 COURT STREET
BROOKLYN, NEW YORK 11201

32 MERCER STREET
HACKENSACK, NEW JERSEY 07601
(201) 457-1980

3301 SOUTH OCEAN BOULEVARD*
BOCA RATON, FLORIDA 33487

*BY APPOINTMENT ONLY

Real Estate: How to Buy a House!

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Real Estate Purchase

I) Purchase

- 1) Find the property
- 2) Inspect
 - a) Engineer report
 - b) Costs- immediately
 - c) Costs- 2-5 years
- 3) Can we afford the money
 - a) Financial Advisor-Accountant
 - b) What can we draw on
 - (i) Savings (Cash)
 - (ii) Investments (Securities)
 - (iii) Retirement Funds
 - (iv) Family Loans
 - c) Tax Consequences
 - d) Repair Costs
 - (i) Immediately
 - (ii) 2-5 years

II) Contract

- 1) Seller prepares contract- buyer attorney reviews- advises the doable, not do able- maybe walk away
- 2) Condition of property
- 3) Mortgage contingency
- 4) Timing- 60 day mortgage
- 5) Closing date- plus 30 days
- 6) Normal terms- escrow-deposit- how much?
- 7) Title exceptions
- 8) Title requirements
- 9) The more you know, the better off you are
- 10) Contract signed

III) Mortgage Contingency

- 1) Mortgage broker
- 2) The bank
- 3) The appraisal
- 4) Condition of the property
- 5) Tax information
 - a) Back taxes
 - b) 1099's

- c) Credit reports
- d) Family loans to you "non refundable"
- 6) Conditions
- 7) Bank may require repairs
- 8) Seller may pay or not- negotiation
- 9) Mortgage approved

IV) Title Report

- 1) Ordered by the buyer
- 2) Protects the buyer
- 3) Clearing objections/problems seller's responsibility
- 4) Search of deeds- search of estate records (Family transfers)
- 5) Title questions must be satisfied
 - a) Search the family estate transactions (Tax questions, kinship questions, name changes)
 - b) Present affidavits by disinterested parties
- 6) Set the closing

V) The Closing

- 1) Prepare the adjustments
 - a) Deposit- received
 - b) Taxes

(i) NYC	Adjusted
(ii) NYS	to
(iii) Water	Date of
(iv) Sewer	Closing
- 2) Remove title exceptions/objections
- 3) Affidavits
- 4) Escrow money to clear title
- 5) Pay outstanding changes
 - a) Commissions to broker
 - b) Mortgage broker
 - c) Title changes for:
 - (i) Title insurance
 - (ii) Mortgage taxes
 - (a) NYC
 - (b) Nassau
 - (c) NYS
 - (iii) Outstanding real estate taxes
- 6) Buyer to deal with:
 - a) The bank
 - b) The mortgage

- c) The note
- d) Mortgage explanations

VI) Pay you Attorney

- 1) Exchanges keys
- 2) Copies of deed
- 3) Do not shut off utilities
- 4) Post closing problems- RARE, Hopefully!

VII) Move in- ENJOY!

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