



Welcome to The Stacey Froelich Team Buyers Guide



We are grateful to be working with you and are committed to finding you, not just any new home, but the right new home. We are a dedicated team that share the same core values of providing excellent service and honest advice throughout the real estate process. We do not view your purchase as a one off transaction but the beginning of what we hope will be a relationship for years to come.



Welcome to The Stacey Froelich Team Buyers Guide

Let our journey begin...

PRE-PURCHASE

- Set up a meeting/conference call to discuss your individual needs, wants and desires.
- Review your financial portfolio. We will send you a financial statement/offer form to complete. This information will help us guide you toward the proper property: coop, condo, condop, town home. All information you share with us remains confidential until we extend an offer.
- Assist you in choosing the proper price range we should focus on based on your financial profile and review closing costs and other fees that you will be responsible for in the process. We walk you through this in the beginning so there are no surprises down the line.
- If financing, we will get you pre-approved for a mortgage. This is a crucial step at the beginning of your search. We work with many wonderful professionals. Here are our top recommendations:



Welcome to The Stacey Froelich Team Buyers Guide

MORTGAGE BANKERS & BROKERS

- Adam Turkewitz - Wells Fargo
Tel 212-214-7878 / Cell 516-456-3687
Email: Adam.Turkewitz@wellsfargo.com
- Jason Schorr - Citibank
Tel: (516) 902-4788
Email: jason.schorr@citi.com
- Eric Stam - Bank of America.
Direct: 212.850.2133
Email: eric.stam@bankofamerica.com
- Jonathan Semon -Guaranteed Rate
212.745.9074
Email: JSemon@guaranteedrate.com
- Joseph Petze - Chase Home Lending
646-805-8805
Email: Joseph.L.Petze@Chase.com



Welcome to The Stacey Froelich Team Buyers Guide

THE SEARCH & COMPASS COLLECTIONS

- Customize a search that fits your parameters. We will share a Collection of properties through Compass' database with floor plans and photos. Your feedback is necessary for us to learn more about your likes and dislikes. You can request more information or an appointment to view any property. We understand that the majority of buyers are active on Streeteasy, as are we. We ask that if you see a property on Streeteasy or any other site that for some reason we did not send your way, to send it to us so we can answer any questions and make an appointment to show you the property. We will work together to find you the right home.
- Make appointments to see properties together. Seeing properties together will give us the opportunity to zone in on what you want in a home and offer you our expertise on the apartment, quality of renovations, aspects of the floor plan or design you can change to better fit your needs, the building, the board process, price, maintenance, common charges, taxes etc.
- Send you open houses to visit on Sunday. Most Sunday's we will be hosting open houses for our exclusive listings, therefore we will send you properties for you to visit on your own on Sundays. We ask that you sign our name on the open house sign in sheets so the seller's broker will know who sent you.

OFFER TIME

- When you identify a property that you would like to make an offer on, we will send you comparable sales in the building/neighborhood and recommend an offer price.
- Price is just one aspect of the offer. We will walk you through the other negotiable items, i.e. amount of financing, mortgage contingency, time frame, etc.
- All offers will be presented in writing accompanied by our Offer Form which you have already completed at the beginning of our process. In a competitive market like ours, it is crucial that we present the seller's broker with a full picture of why you are the strongest buyer.
- Negotiate



Welcome to The Stacey Froelich Team Buyers Guide

ACCEPTED OFFER

- It is important to note that an accepted offer in NYC is NOT binding. As a result, it is likely that the seller's broker will continue to show the property until contracts are executed. Therefore we help you choose an attorney who will conduct their due diligence thoroughly and quickly. We will continue to send you listings until contracts are signed.

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide

ATTORNEYS

We work with many wonderful Attorneys.

Here are some recommendations:

- Derin Edip-Walden, Esq.
Derin Edip Walden
750 Lexington Avenue, 4th floor NY, NY 10022
212 -324-1709
Derin@edipwalden.com
- Sharon Yehoshua Darouvar, Esq.
Partner | Konner Gershburt Melnick
462 Seventh Avenue, 12th Floor
New York, New York 10018
E. syd@kgm.law
O. 212.390.8866, Ext 412
D. 929.499.9672
- Steven J. Szczesny, Esq.
Katz & Matz, P.C.
1350 Avenue of the Americas, Third Floor NY, NY 10019
646 - 380-2458
sjs@katzmatz.net
- Barry Weidenbaum, Esq.
Weidenbaum & Harari, LLP
708 Third Avenue, 22nd Floor NY, NY 10017
212-832-7400 x 15
bjw@whfirm.com



Welcome to The Stacey Froelich Team Buyers Guide

DUE DILIGENCE

- Your attorney will conduct their due diligence which consists of: Reviewing the building financials and offering plan, reading the minutes of the board meetings, asking the managing agent their questions and negotiating the contract of sale with the seller's attorney
- Once due diligence is complete (usually 5 business days) you will sign the contract of sale and provide a 10% contract deposit which will remain in an attorney escrow account until close

IN-CONTRACT

- Once in contract we work together to put your board package together (if the building requires one). We provide step by step directions, share sample letters, format the package in a way to present you to the board in the best light.
- Assist you in getting financing (if necessary)
- Prep you for your board Interview (for coops only)
- Conduct the pre-closing final walk through to ensure that everything is in working order
- Get you to close and give you the keys to your new home



Welcome to The Stacey Froelich Team Buyers Guide

POST CLOSE

- Long after you get the keys to your new home, we are here for you as a resource. Our clients call us if they need a painter, contractor, handyman, tub re-glazer, decorator, local doctor, local dry cleaner, restaurant recommendation, nanny, baby-sitter, etc. You name it, we are here to help!!!
- Our business is based on referrals which is why providing unparalleled customer service and total attention to your specific needs are our top priorities. We hope your experience will make you want to refer your friends, coworkers and family to The Stacey Froelich Team for their real estate needs. We will take great care of anyone you send our way.

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide

Co-ops

Closing cost estimates for the purchaser

FEE	ESTIMATED COST
Attorney	
Your Attorney	Consult your attorney ~\$2,500 - \$5,000+
Lien Search Fee	~\$350
Bank	
Points	~0 - 3% of the loan value
Bank Application, Credit Check, etc	\$400 - \$600
Bank Attorney	\$900 - \$1,500
Mortgage Origination Rate	~0 - 3% of the loan value
UCC 1 Filing	\$125
Appraisal	~\$300 - \$1,500
Building	
Board Package Processing Fees	\$500 - \$2,000
Credit Check Fee	\$100 - \$300 per buyer
Move-in Fee	\$250 - \$500
Move-in Deposit	\$500 - \$1,000 (refundable)
Maintenance Adjustment	Pro-rated for the month of closing
Recognition Agreement Fee	\$200 - \$300
Miscellaneous Co-op Charges	Varies by building. Consult the co-op's transfer agent & board package
Government	
Transfer Tax Filing Fee	\$100
Mansion Tax	\$1M to < \$2M: 1.00% \$2M to < \$3M: 1.25% \$3M to < \$5M: 1.50% \$5M to < \$10M: 2.25% \$10M to < \$15M: 3.25% \$15M to < \$20M: 3.50% \$20M to < \$25M: 3.75% \$25M or more: 3.90%



Welcome to The Stacey Froelich Team Buyers Guide

Condominiums

Closing cost estimates for the purchaser

FEE	ESTIMATED COST
Attorney	
Your Attorney	Consult your attorney ~\$2,500 - \$5,000+
Bank	
Points	~0 - 3% of the loan value
Bank Application, Credit Check, etc	\$400 - \$600
Bank Attorney	\$900 - \$1,500
Appraisal	\$300 - \$1,500
Tax Escrow	~ 2 - 6 months of property taxes
Mortgage Recording Tax	1.8% of mortgage amount < \$500,000
	1.925% of mortgage amount > \$500,000+
Mortgage Origination Fee	~0 - 3% of loan amount
Building	
Board Package Processing Fees	\$500 - \$2,000
Move-in Fee	\$250 - \$1,000
Move-in Deposit	\$500 - \$1,500 (refundable)
Common Charges Adjustment	Pro-rated during the month of closing
Condo Credit Check	\$300 - \$500 per buyer
New Development	
Residential NYC Transfer Tax*	1% < \$500,000
	1.425% < \$500,000+
Progressive NY State Transfer Tax*	0.4% for Residential transactions < \$3M
	0.65% for Residential transactions > \$3M

*NYC & NYS Transfer Taxes are paid by the purchaser in case of a new development



Welcome to The Stacey Froelich Team Buyers Guide

FEE	ESTIMATED COST
Government & Title	
Recording Fees	~\$250
Title Insurance	~0.45% of purchase price
Municipal Searches	\$350 - \$500
Real Estate Tax Adjustment	Pro-rated amount depends on when the tax is collected
Mansion Tax	\$1M to < \$2M: 1.00% \$2M to < \$3M: 1.25% \$3M to < \$5M: 1.50% \$5M to < \$10M: 2.25% \$10M to < \$15M: 3.25% \$15M to < \$20M: 3.50% \$20M to < \$25M: 3.75% \$25M or more: 3.90%
Residential Deed Transfers Title	\$75
Fee Closer	\$100 - \$500
Lenders Policy Title Insurance	Rates may vary

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide



The Stacey Froelich team provides knowledge and expertise of the Manhattan Real Estate Market. We utilize best-in-class engineering, business, marketing and technology to make the process of selling/buying/renting a home intelligent and seamless. Our business is referral based as we focus on delivering unparalleled personalized customer service.

As you can see, purchasing a home in NYC is a challenging process. It is our job to guide you through each step to make this process as seamless and stress free as possible. Not only will we help you find the right home but we hope to have a lot of fun doing it together!!!!

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide



Stacey Froelich

sjf@compass.com | 917-623-7616

Stacey grew up in New York and moved back to live in Manhattan after graduating from the University of Florida. She started her career in Event Planning, and shortly realized that the ultimate event is finding and moving into a new home. Stacey knew a career in real estate would be a great fit due to her ability to connect with people and her experience balancing a fast-paced business, juggling many balls at once, and maintaining focus and organization throughout the process.

Stacey has worked hard to grow her business and knowledge of the market over the past 15 years. Stacey now heads her team of dedicated, hard-working, driven agents. Stacey is a proud co-operative owner on the Upper East Side with her husband, two daughters and Bernadoodle, Josie, and has intimate knowledge of her neighborhood. As she continues to grow her business through the support of loyal customers and referral network, Stacey spends time exploring Manhattan and all its neighborhoods to suit the needs of her new and existing clientele. Stacey is extremely conscientious in making sure all of her endeavors yield successful results for her clients, with no exception. She is driven to ensure her buyers find a place that feels like home and that her sellers receive maximum exposure with a goal to procure the most qualified buyer at the highest possible price.

Stacey truly sees the value in building long-standing relationships with her clients. She spends time with each of them to ensure they know she is there to support and guide them throughout this process. Stacey's motto is that relationships are the key to her success, which is what makes her personal and professional life so fulfilling.



**Welcome to The Stacey Froelich Team
Buyers Guide**



Carla Slocum-Friedman

csf@compass.com | 917-533.1815

Her love of architecture, interior design, and the elements of home are what most draw Carla to the world of selling real estate. This, combined with her passion for life in New York City and her in-depth knowledge of Manhattan make her a powerful partner for anyone seeking a home or apartment here. Carla believes that the purchase of any piece of real estate should ideally be two-fold. It should afford an opportunity for investment and capital appreciation, while acting as a sanctuary and emotional haven for the owner. Her goal is to deliver the highest possible quality service to enable both buyers and sellers to seamlessly achieve their financial and personal goals. Carla brings skill, dedication, honesty, and integrity to her work, as well as a sense of humor.

Having lived in Manhattan since graduating magna cum laude from the University of Pittsburgh, Carla has spent the last thirty years exploring the diversity of each of the neighborhoods within the city, and is well-versed on the landmarks and distinctive attributes of each, especially parks, restaurants, transportation, and services. Prior to entering real estate, Carla spent twenty-five years as a senior fashion executive who successfully built brands and grew revenue and profit within a variety of retail and wholesale venues. Carla's expertise in design, merchandising, and marketing serves her extremely in real estate.

Outside of work, Carla spends leisure time with her fearless Wire Fox Terrier, Asta, her husband David, and her two children. She enjoys working on design projects, theatre, antiques, and spending as much time as allowed at her home in Bridgehampton.

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide



Carolyn Levitan

carolyn.levitan@compass.com | 917-767.7499

Carolyn Levitan is known for her unwavering passion, integrity and ability to communicate and connect with a wide range of clients from novice to expert. Her understanding of the intricate New York real estate landscape has been cultivated over a lifetime of education and experience. With a background in luxury interior design and more than 20 years of experience as a dedicated real estate advisor, Carolyn brings a refreshing passion and professionalism to an ever-evolving industry.

Carolyn is consistently ranked in the top 2 percent or higher of real estate agents nationwide with the record highest price per square foot in multiple buildings, Carolyn's knowledge of the Manhattan market is flawless. Her keen awareness of what buyers are seeking and strong grasp on how sellers should position their properties in a variety of markets make her a natural fit to sell some of New York City's most extraordinary townhouses, luxury lofts, -op and condo apartments.

Originally from Sands Point, Long Island, Carolyn lived on Manhattan's Upper East Side for more than two decades where she raised her daughter, Samantha. Now, she enjoys a unique home in the Flatiron, where she resided the last ten years.

COMPASS

Welcome to The Stacey Froelich Team Buyers Guide



Meg Walhimer

meg.walhimer@compass.com | 917-751-8360

While Meg enjoyed a highly-successful career in luxury event-planning at The St. Regis New York Hotel as well as having spent a decade at the iconic Rainbow Room her years of experience designing, planning, managing, and consummating unforgettable weddings and other once-in-a-lifetime events has taught Meg just how greatly clients deserve and need professional and loyal representation when navigating life's biggest decisions, including whether, when and where to purchase or sell a home.

These same experiences form the basis for Meg's approach to being a Real Estate Salesperson – listen first, pay attention to detail, do your homework, communicate timely and honestly, be the voice of reason when emotions run high, and provide consistently excellent service.

Meg's choice to affiliate with the Stacey Froelich Team at Compass reflects her complete espousal of the Team's commitment to providing truthful, informed and exceptional service to each and every one of its clients. Equally important, Meg's genuine warmth, persistent optimism, unfailing transparency and heartfelt concern for her clients' happiness greatly reduces the anxiety and frustrations so commonly associated with real estate transactions, and of the unique technological, financial and other tools Compass makes available for their benefit.



**Welcome to The Stacey Froelich Team
Buyers Guide**



Nicholas Smith

nicholas.smith@compass.com | 570-396-0453

Not your conventional suit-and-tie broker, Nicholas Smith is proud to bring his own brand of charisma and talent to the New York City real estate scene. His hard work and dedication to his clients are unmatched, and his unique background in opera gives him a presence and fearlessness that's praised by his loyal clientele.

Nicholas built his real estate career from the ground up, beginning as an administrator in the new development sector. He then ascended from assistant to manager for several top residential teams. Today, as a proud member of the Stacey Froelich Team at Compass, he delivers consistent success for homebuyers seeking their perfect dream home and sellers ready to start their next chapter. Nicholas knows the business of real estate inside and out, and he delivers responsive communication, creative thinking and a natural talent for beautifully preparing listings for the marketplace. With an intuitive and inquisitive nature, he excels at discovering his clients' true wants and needs and exceeding their expectations.

A native of Northeastern Pennsylvania, Nicholas came to New York City a decade ago. In his free time, he enjoys shopping, watching movies and taking in live performances.



**Welcome to The Stacey Froelich Team
Buyers Guide**



Henry Weinstock

henry.weinstock@compass.com | 516-673-8321

Young and hungry in the real estate game, Henry Weinstock is thrilled to bring his colored background and unique approach to sales to the Stacey Froelich Team. His degrees in Psychology and Communications from UCLA have led him to realize his passion for helping people, keeping his clients' best interests in mind while acting diligently.

Born and bred in Long Island, Henry is extremely familiar with New York City and its distinctive market. He is starting his real estate career in a hybrid role, as both an administrative assistant and a licensed real estate salesperson. Henry's interest in real estate stems from working under an award-winning interior designer for two summers, where he realized his passion for real estate and developing dream homes for his clients. His strong interpersonal skills, compassionate demeanor, and attention to detail make him an excellent choice for all types of clients.

Henry now lives in Manhattan full time and loves to explore the city, exercise, go to the beach, and adventure with friends and family in his free time.



**Welcome to The Stacey Froelich Team
Buyers Guide**



Robert Godby

rdg@compass.com | 917-971-9685

New York is a city of serendipity, a fact Robert Godby can personally attest to. The path he walked to from his former job at Mount Sinai Hospital led him past a real estate office window each day. "I would always stop look and at the floor plans and photos," he says. In 2010, Robert decided to take the leap into real estate himself, starting as the executive assistant to the CEO of one of New York's top firms then as a licensed salesperson. Robert is a proud member of the Stacey Froelich Team at Compass since 2013.

Since then, he's separated himself from the pack with his tenacious dedication, detail-oriented focus, and ability to maintain calm during any stressful situation. Robert specializes in sales rentals Manhattan prides himself on being available to his clients, even after a transaction is complete. "I want to make the process smooth fun," he explains. "My favorite part of this job is meeting people."

Robert combines his love for working with people, technology, and marketing expertise in order to make the buying and selling process as seamless as possible.