

# COMPASS



## Welcome to The Stacey Froelich Team

We are grateful to be working with you and are committed to finding you, not just any new home, but the right new home. My dedicated team share my 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.



Let our journey begin...

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## 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:
  - Adam Turkewitz  
Wells Fargo  
212-214-7878  
Adam.Turkewitz@wellsfargo.com
  - Brian Cowen  
Citi-Bank  
(347) 255-5391  
brian.s.cowen@citi.com
  - Peter B Chace  
Chase Bank  
peter.b.chace@chase.com  
212 577 7021
  - Jonathan Semon  
Guaranteed Rate  
212.745.9074  
JSemon@guaranteedrate.com
- Customize a search that fits your parameters. We will send you 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 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.

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- 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



## 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.
- We work with many wonderful Attorneys. Here are three of our top recommendations:
  - DERIN EDIP WALDEN  
Guadagno & Edip LLP  
NEW YORK CITY: 60 East 42nd Street, 46th floor, New York, NY 10165  
(212) 953-4441 x4821  
derin@ge-lawyers.com
  - Peter L. Graubard, Esq. and Debbie Blumenfield  
Graubard & Associates, P.C.  
31 West 34th Street, 7th Floor  
New York, NY 10001  
(212) 447-0500  
peter@graubard-law.com  
deborah@graubard-law.com
  - Fred Samuel, Esq.  
Law Office of Fred Samuel  
60 East 42nd Street, Suite 4700  
New York, NY 10165  
Business: (212) 249-6602 Ext. 1  
Fax: (646) 248-6207  
fred@fredsamuel.com
- 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

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## IN-CONTACT

- 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

## 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.

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!!!!



# Condominiums

## CLOSING COST ESTIMATES FOR THE PURCHASER

<u>FEE</u>	<u>ESTIMATED COST</u>	<u>APPROXIMATE COST</u>
Your Attorney	\$1,500–\$3,000	\$
Points	0–3% of loan value	\$
Bank Application, Credit Check, etc.	\$400–\$600	\$
Bank Attorney	\$500–\$1,500	\$
Board Package Processing Fee	\$500–\$2,000	\$
Appraisal	\$300–\$1,500	\$
Tax Escrow	2–6 months of taxes	\$
Move-in Deposit	\$500–\$2,000 (refundable)	\$
Recording Fees	\$100–\$200	\$
Mortgage Tax (less than \$500,000)	1.80%	\$
Mortgage Tax (\$500,000+ on 1–3 family dwellings)	1.925%	\$
Mortgage Tax (all other property types over \$500,000)	2.80%	\$
Title Insurance	0.5%–0.8% depending upon the purchase price	\$
Violation Search	\$400–\$500	\$
Common Charges Adjustment	Pro-rated during for the month of closing	\$
Real Estate Tax Adjustment	Pro-rated amount depends on when the tax is collected	\$
Mansion Tax	1% of price for all sales over \$1,000,000	\$
Title Fee Closer	\$100–500	\$



## Co-ops

### CLOSING COST ESTIMATES FOR THE PURCHASER

<u>FEE</u>	<u>ESTIMATED COST</u>	<u>APPROXIMATE COST</u>
Your Attorney	\$1,500–\$3,000	\$
Points	0%–3%	\$
Bank Application, Credit Check, etc.	\$400–\$600	\$
Bank Attorney	\$500–\$800	\$
UCC 1 Filing	\$75	\$
Board Package Processing Fees	\$500–\$2,000	\$
Appraisal	\$300—\$1,500	\$
Move-in Fee	\$250—\$500	\$
Move-in Deposit	\$500–\$1,000	\$
Recognition Agreement Fee	\$200—\$300	\$
Lien Search Fee	\$200—\$300	\$
Maintenance Adjustment	Pro-rated for the month of closing.	\$
Mansion Tax	1% of price for all sales over \$1,000,000	\$
Miscellaneous Co-op Charges	Varies by building. Consult the cooperative's Transfer Agent & Board Package.	\$



# Townhouses: 1-3 Family Homes

## CLOSING COST ESTIMATES FOR THE PURCHASER

<u>FEE</u>	<u>ESTIMATED COST</u>	<u>APPROXIMATE COST</u>
Your Attorney	\$1,500-\$3,000	\$
Points	0%-3% of loan value	\$
Bank Loan Application Fees	\$400-\$600	\$
Appraisal	\$300-\$1,500	\$
Bank Attorney	\$500-\$1,500	\$
Tax Escrow	Typically 2-6 months of property taxes	\$
Mortgage Title Insurance	0.5%-0.8% depending on the purchase price	\$
Real Estate Tax Adjustment	Pro-rated amount depends on when the tax is collected	\$
Mansion Tax	1% of price for all sales over \$1,000,000	\$
Recording Fees	\$200-\$800	\$
Municipal Search	\$350-\$500	\$
Mortgage Tax < \$500,000	1.80%	\$
Mortgage Tax > \$500,000	1.925%	\$
Miscellaneous Title Fees	\$200-\$500	\$
Pick-up / Payoff Fee to Title Closer	\$100-\$300	\$

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## Meet the Team



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.

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## 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 13 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 and two daughters 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.

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## 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.

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## Robert Godby

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New York is a city of serendipity, a fact Robert Godby can personally attest to. The path he walked to and from his former job at Mount Sinai Hospital led him past a real estate office window each day. "I would always stop and look 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 and 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 and rentals in Manhattan and prides himself on being available to his clients, even after a transaction is complete. "I want to make the process smooth and 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. A Philadelphia native, Robert holds a bachelor's in political science from Radford University in Virginia. He has called New York City home since 2009, and in his free time, he enjoys running and staying physically active, reading and traveling.



## Jennifer Ceccarini

jgc@compass.com | 917-692-0119

When it comes to Manhattan real estate, New York City native Jennifer Ceccarini has a remarkably informed perspective. She was born and raised here and has lived up and down the island, from the Upper East Side and Murray Hill to the Lower East Side. A lifetime of living in New York has given Jennifer an unparalleled understanding of the city, which she diligently shares with her clients.

Jennifer complements her extensive insider knowledge with an honesty and integrity that has already won her the admiration of clients and peers alike. Prior to real estate, Jennifer spent 12 years in the fashion industry, where she honed her people skills and developed a true passion for customer service. After a successful career at companies like Theory, Prada and Juicy Couture, Jennifer decided to pursue her lifelong interest in New York real estate. "I am a people person, and I'm thrilled to work with clients to help them find a home they will love in my favorite city in the world," she says.

After attending the renowned Dalton School, Jennifer earned a B.S. from Union College in Schenectady, New York. She currently resides in Sutton Place with her husband and two children. In her free time, she enjoys exploring the city with her family, spending time with friends, and staying active. Jennifer is a proud member of the The Stacey Froelich Team at Compass.