



## A Timeline for Buying Your New Home

When purchasing a condominium or co-op, it is wise to understand how much time you will need to invest, from pre-purchase to post-purchase. Before you begin searching for an apartment, you must first be pre-approved for a mortgage, which may take a day or two. Condominiums generally require a 10% down payment, while co-ops may require more sometimes, but not always.

Once you are pre-approved for a mortgage, you can then begin your search for an apartment. Depending on how much research you have done, this can take anywhere from three to six months, as the average person sees 20 – 25 apartments before they choose the one that's right for them.

Now that you have found your apartment, it's time to negotiate. Negotiations can take three days to two weeks. Know that everything is negotiable. Make sure the apartment is in ideal condition before you sign. The process of signing a contract usually takes one to three weeks. During this process, the seller's attorney draws up the contract; the buyer's attorney does 'due diligence' – reading minutes, financial statements of buildings, etc. The buyer signs the contract and forwards it with a 10% deposit. The seller executes the contract. A contract is binding only after both parties sign it.

Now that the contract is signed, it is time to apply for a mortgage. Mortgage applications cannot be fully processed without an executed contract. The seller needs a copy of the commitment letter from the lender. This process takes six to nine weeks. If you are looking to purchase a condominium, you need to complete an information package. If you are looking to purchase a co-op, your Leiter Realty Agent will help you complete a board package, which must be reviewed by the Board of Directors and approved. The commitment letter from the lender will be part of the application. This process takes three to nine weeks, if financing; if you are not financing, it takes approximately two to four weeks.

Once the condominium application or the board package is complete, it will be submitted to the managing agent for review and assessment of completion. If you are applying for a co-op, the board package will be sent to the Board of Directors, and they will determine whether they want to schedule an interview. This process takes one to four weeks. If the Board of Directors wants to meet the prospective buyer, they will conduct an interview, which is usually scheduled during the evening on a weeknight, and will last from thirty minutes to an hour. If the Board of Directors approves the applicant, the managing agent will contact the seller's broker. This can take anywhere from a day to a week after the interview.



You are now ready for closing. The date of the closing is arranged by the managing agent, usually a week or two after approval. Now that you understand the process of purchasing a co-op or condominium, anticipate that you will invest three to five months, from the beginning of the search to closing, to owning your new apartment.