

On the Market

with Manuel Vargas July 2007



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“Information is pretty thin unless mixed with experience.”

—Clarence Day

“La informacion es algo futil a menos que se junte con la experiencia.”

—Clarence Day

Buying and Selling Simultaneously. Or is it Selling and Buying?

According to the national association of Realtors®, almost 70% of home sellers do sell their primary residence with the intention to buy another one. So from home sellers, they become homebuyers. Years of experience have taught me that doing both things almost simultaneously is a source of stress and anxiety. I have also found out the best way to make these two things happen to reduce the hassles, depending on your own personal situation. So read on and whatever you do, make it a project, make it fun, make it a goal you want to accomplish. Your attitude is key. And remember, because of space constraints, I cannot give you all the tips and tell you all the secrets I accumulated over years of experience, so whenever you are ready, call me; I will be ready to assist you!

“Whatever you do, make it a project, make it fun, make it a goal you want to accomplish. Your attitude is key.”

The first question you have to ask yourself is where the funds to buy the new home are coming from. If they are coming from the sale of your house, then stop right here before you get into trouble: It is obvious you need to sell first. End of the story. Of course, you can get creative over this one, but you risk losing your down payment, being declared in default in the new purchase or at the very list going through an embarrassing waste of time if you cannot sell your primary residence as expected. It is important to note that very, very few homeowners (if advised by a good real estate attorney) will agree to sell you their house, contingent upon you selling your house.

Another pressing question is if the timing for both transactions will be perfectly coordinated. The answer is that very seldom you

close on your house today and move into the new one tomorrow. There are too many people involved, maybe two banks and 5 lawyers to deal with and your best choice is to give yourself time and allow for flexibility. How do you do that? Read below and listen up, now that you have the chance.

Some of you may be thinking, “oh, we don’t have that problem” because years ago, you purchased a secondary residence in North Carolina, Arizona or Florida, which you will turn into your retirement quarters where to see the sunsets from. So this is a non-issue for you. Well, lucky you; the following is intended for the rest of us.

Buying and Selling (in that order).

Let’s assume that you want to buy first and sell later and that the funds to purchase are not coming directly from the sell of the house, but from a low-interest (adjustable, maybe?) equity line that your bank offered you. Well, the issues with this strategy of getting an equity line and buying before selling could be the following:

You are putting as a down payment only part of the money you could have gotten from the sale of the house. This makes your mortgage in the new house larger, the payments higher, the closing costs



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Comprar y Vender al mismo tiempo. O Vender y Comprar?

Según la asociación nacional de Realtors, casi el 70% de dueños vende su residencia para comprar otra. De vendedores se convierten en compradores. Tras años de experiencia he aprendido que hacer las dos cosas a la vez resulta en stress y ansiedad. También he descubierto la mejor manera de hacer las dos transacciones sin tanto lío y según su situación personal. Siga leyendo y no olvide que, haga lo que haga, tómese como un proyecto, como algo interesante y conviértalo en una meta a cumplir. Su actitud es fundamental. También recuerde que, debido a limitaciones de espacio, no puedo compartir aquí todos los secretos que he acumulado al cabo de los años, así que, cuando esté listo, llámeme. Yo estaré listo para asistirlo.

La primera pregunta que deber hacerse es de dónde van a venir los fondos para comprar la nueva casa. Si vienen de la venta de su casa, entonces paremos aquí mismo antes de que se meta en problemas: es evidente que Ud. necesita vender primero. Y punto.

“No olvide que, haga lo que haga, tómese como un proyecto, como algo interesante y conviértalo en una meta a cumplir. Su actitud es fundamental.”

Claro que se puede volver creativo con esto, pero se arriesga a perder su cuota inicial o a incumplir el contrato o por lo menos a una vergonzosa pérdida de tiempo si no puede vender su residencia como Ud. esperaba. Hay que destacar que muy pocos dueños (si son aconsejados por un buen abogado de bienes raíces) aceptan vender su casa, bajo la condición de que Ud. venda la suya.

Otra pregunta acuciente es la de si las dos transacciones se consumarán al unísono. La respuesta es que muy rara vez se da el hecho de que Ud. cierre en su casa hoy y se mude a la nueva mañana. Hay mucha gente con la que contar, a veces dos bancos y cinco abogados y a Ud. le conviene darse tiempo y ser flexible. Cómo? Siga leyendo y atienda, ahora que tiene la oportunidad.

Algunos de Uds. puede estar pensando, “ah, a mí esto no me afecta”, porque hace años que compraron una segunda residencia en Carolina del Norte, Arizona o Florida, la cual Uds. convertirán en su residencia de jubilación desde donde disfrutar de las puestas de sol. Bueno, qué suerte la suya; lo que sigue está dirigido al resto de nosotros.

Compar y Vender (en ese orden)

Vamos a asumir que Ud. quiere comprar primero y vender después y que el dinero de la compra no proviene directamente de

sigue en la pag. 4

Buying and Selling Simultaneously. Or is it Selling and Buying?

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higher (a percentage of the mortgage you are taking) and it also makes you a weaker prospective buyer and a weaker negotiator.

If you close on the new house today, but your old house takes 1, 2, 3 or 6 months to close, you will have to support two houses and two mortgages for all of this time.

“The appraisals that you get when you take out an equity line or refinance your house are not as accurate as when there is a sale. Therefore, you may be misled as to market value of the property you want to sell.”

The appraisals that you get when you take out an equity line or refinance your house are not as accurate as when there is a sale. Therefore, you may be misled as to market value of the property you want to sell.

If you refinance your property instead of taking an equity line (allowing you to cash out more money), not only will you incur into a higher monthly payment in the old house, but also into new closing costs, which will be an added expense that you have to compute when you sell the property.

Another important consideration is related to the market trends where you intend to buy and sell. All things being equal, if the market is going up, whatever property you intend to buy will go up in price as will your old property. In this case, you may have an excuse to consider buying first (cheaper) and selling later (for more); that sounds good if you are willing to swing the pros and cons. In a market that is coming down, conversely, it may make more sense to sell first (for more) and buy later (cheaper). Like I said above, this market ingredient may be independent of your financial situation and the need for down payment money may override this speculative consideration. But is a good one to consider when the writing is on the wall.

“So we have seen that when you buy first and sell later, you are taking the risk of having a double housing expense.”

So we have seen that when you buy first and sell later, you are taking the risk of having a double housing expense. In addition to that, not having all of your money in hand (like when you really close) makes you less confident and less capable of negotiating. Another issue is that if you made the purchase decision based on a certain selling price for the old property, which was mistaken, you may find yourself in trouble.

All of this may result in a pressured sell. In the same fashion that you did not purchase your new house with all the confidence you should have, now you are going to sell the old property under pressure because you need to sell it fast because you must get a certain price that may or may not be what the market can get you now. And this, my friends, is very noticeable when people put their house on the market. This is what is called by opportunity seekers “a motivated seller.” But don’t blame anyone; rather, think carefully before you make this important decision.

“The only time when I would advise you to buy before you sell is when you have plenty of cash to buy the new home without creating an encumbrance on the old property and/or when you have a very small mortgage in the old house.”

How can you be affected if your property is a multifamily? Well think about negotiating vacancies; it takes time to get a tenant to move; if you don’t have the time, you may have to offer your property subject to the other tenants. You may be looking to sell to an investor only (see, investors look only at income, they don’t care much about your new deck...) No doubt that you will be eliminating all the prospective buyers that may want, one or more vacancies. This will result in a lesser selling price because these buyers

that intend to occupy your house usually pay more money than investors.

The only time when I would advise you to buy before you sell is when you have plenty of cash to buy the new home without creating an encumbrance on the old property and/or when you have a very small mortgage in the old house. If you are willing to wait out until your old property sell, from the comfort of your new home, you must have pockets deep enough to pay for the carrying costs of both homes. **Or is it Selling and Buying?**

The obvious problem with selling first is “but where am I going to live. I don’t want to be left in the street.” Let me tell you something: if you have good equity in your primary residence, you are not going to live in no *S-T-R-E-E-T!* We are talking about making the best financial decisions and avoiding losses and trouble. The best solution is not perfect; it may result in some uncomfortable temporary situations (storage anyone?), but at least you don’t get into T-R-O-U-B-L-E.

Now, the best advantage of selling first is that you can take your time to sell. You can try to get your price. You are under no pressure to negotiate, reduce the price and sell tomorrow. You do have to make sure that your buyer is qualified (really qualified, like the buyers I deal with!) and that they can close when they say they are going to close.

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That brings us to the next point. Although not an ideal situation, you should be able to negotiate a possession agreement: a certain time when you will deliver the house empty, even after closing on it. This will give you extra time and flexibility for your next move. You may not need to stay, but you do have a legal agreement in case you have to do it. This is best proposed before you agree on a price, while you negotiate offers. As your listing agent, I will even introduce this subject to prospective buyers from the beginning, when I show your property. They may or may not agree to letting you stay 2 weeks, 1 month or 2 months after closing but your chances will be much less if you ask for this 2 months into the transaction, when you have already signed a contract!

You have already read my article about capital gains; I am not a big proponent of 1031 exchanges for small residential properties because you pay sooner or later; but as it pertains to selling and buying, for the purpose of doing a 1031 exchange, you have to be very careful. The IRS has very strict deadlines for these exchanges and if you blow them you are going to be unable to complete the rollover of the gains. Any questions? Call me, it will cost you a coffee (no instant coffee, please).

Let’s say that you want to buy something as soon as you put your old property in contract. “*What? Is there any other way?*” you may ask. Of course, you may propose a post closing possession agreement, you may move into an apartment or rent from your in laws or move in with your daughter. Oh, you will never do that? OK, then, let’s try to buy a house when you put your old property in contract (see, I was trying to give you options; options allow for flexibility; options are power; options are peace of mind; options are money; think “options: good”). Well, if your buyer is really qualified keep in mind the following: there is no guarantee that you may close on the desired date at all; even if the buyer gets the mortgage there are other contingencies like title issues, tenancies, repairs, appraisal conditions, etc. So in reality it is best to start home hunting after you have the money in the bank. But...

If you decide to start buying before you complete the sale of the old property, at the very least, make sure the buyer has a F-I-R-M commitment from the bank, there are no appraisal issues, no title clouds and your vacancies are as you agreed upon signing the contract. Ah, and make sure the buyer is healthy and his job secure.

If all looks good, then you may start browsing the available inventory and if you fall into the temptation of making an offer,

disclose to those owners what the status of your transaction is. It may not give you the most power to negotiate but it will save aggravation to all the parties. Besides, your new house has to be ready to close and empty on the desired date.

But there are more ways of doing this business of selling and buying or buying and selling.

“Well, first of all, we all have to recognize that our market is coming down. Back in April, it looked like it was stabilizing and I proclaimed the good news. Not anymore.”

Selling and Renting

What? Moving twice? Yes, why not? Well, first of all, we all have to recognize that our market is coming down. Back in April, it looked like it was stabilizing and I proclaimed the good news. Not anymore. The fallout of the subprime loans, (yes, even in our area), the increase in mortgage rates, the higher foreclosure indexes, the accumulation of for sale inventory and the political and economical uncertainties have made this market falter and its recovery to be pushed further into the future. So, in a market that is beginning to slow down, the logical thing would be to capture the still high prices resulting from the phenomenal appreciation we enjoyed in the past years. Even if the market comes down 5 – 10%, if you own your house for over 2 (yes, just two) you still have a lot of equity to bank on.

You can thus, get all of the advantages of selling first: holding of to get your price (if you are priced reasonably and you have adjusted to the lower market), controlling the timing of your sale and being able to negotiate all terms with more power. And then what do you do? You put the money in a 1-year CD and rent for a year. If you have enough equity the interest will pay for the rental and you will have plenty of time to house hunt and snatch an opportunity. Think about going to all those open houses with no pressure at all; about negotiating with the confidence of having your money in the bank; about being able to take advantage of a buyers market... Are all of those things worth moving twice? May be yes, maybe not. You decide.

Renting and Buying.

Unless you are a big landlord (with an 8 or more units building) I think this is a no-no. If you live on a 1, 2, 3, 4 or more units property, remember that you do have a capital gains exemption in the portion of the property that you occupy. In 1 – 4 family homes, this exemption results in big savings. If you decide to buy first and then rent the old property for long enough time, you will forgo up to \$500,000 in capital gains tax exemptions. In many cases, this is much more than whatever rental income you can collect from the unit you occupy, many, many times over.

But there are other situations that happen when you rent the old property and become an absentee landlord (I am a landlord, so I talk from experience):

Your property will not look as nice as when you used to live there (chances are).

You will have to manage the property responsibly (cleaning, repairs, etc.) or pay a management agent or super. You have to make sure you collect the rent timely.

If you decide to sell the property after you have rented it for a while, you won’t have the same access to show it, it will probably not look as nice and you will have less control over the vacancies that you can offer. Remember a prospective user will pay more than an investor for the same house.

I hope I have been able to assist you in your decision-making process or that I have enlightened you for when the time is right. As your agent, I want to put all my knowledge and experience to your service. It will be an advantage to have me by your side when the time to sell comes. Please do not hesitate to call me. I really appreciate your business. About the coffee, instant coffee is OK, I guess, but I could also do tea.

Buenas Noticias: El Mercado Inmobiliario Se Estabiliza en El Noroeste de Queens.

viene de la pag. 1

la venta de su casa sino de una línea de crédito hipotecario a bajo interés (probablemente ajustable) que su banco le ofreció. Bueno, en este caso los inconvenientes podrían ser los siguientes:

Ud. está dando una cuota inicial más baja de la que pondría si hubiera vendido su casa. Esto hace que la hipoteca de la casa nueva sea más grande, los pagos mensuales más altos, los gastos de cierre más altos (pues son un porcentaje del préstamo) y también lo vuelve un comprador menos calificado y un negociador más débil.

Si Ud. cerrara en la casa nueva hoy, pero su casa vieja tardara 1,2,3, o 6 meses en venderse, Ud. tendría que pagar los gastos de dos casas y dos hipotecas por todo este tiempo.

Los avalúos que se obtienen cuando se saca una línea de crédito o se refinancia la casa no son tan confiables como cuando se vende. Por tanto, Ud. podría equivocarse respecto al valor de la casa que quiere vender.

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Si Ud. refinancia en lugar de obtener una línea de crédito (lo que le permite tomar más dinero prestado), no solamente subirán sus gastos mensuales sino que también tendrá que pagar gastos de cierre que deberá añadir a los gastos normales de la venta.

También es importante considerar las tendencias del mercado donde Ud. piensa comprar y vender. En iguales condiciones, si el mercado sube, la propiedad que Ud. va a comprar sube al igual que la propiedad que va a vender. En este caso puede que le convenga comprar primero (por menos) y vender después (por más); suena bien si Ud. se atiene a las consecuencias. En un mercado que está bajando, por el contrario, puede que le convenga más vender primero (por más) y comprar después (más barato). Como dije antes, este factor de mercado no tiene que ver con su situación financiera y la necesidad de una cuota inicial puede anular estas especulaciones. Pero es bueno tenerlas en cuenta cuando están claras las tendencias a subir o a bajar.

Hemos visto ya que cuando Ud. compra primero y vende después, se toma el riesgo de tener gastos por dos propiedades. Además, no tener toda la plata junta (como cuando Ud. cierra de verdad) le da menos confianza y lo hace menos capaz de negociar. Por otra parte, si Ud. se basó en un avalúo erróneo de la

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propiedad vieja para comprar la nueva, entonces si que esta metido en un lío.

Todo esto puede provocar una venta bajo presión. Así como Ud. se precipitó a comprar sin tener los medios necesarios, ahora Ud. tiene que vender su propiedad de afán y a un precio determinado que a lo mejor no es el que soporta el mercado. Y esto, amigo mío, se nota cuando Ud. pone la casa en venta. Es lo que los cazadores de oportunidades llaman “un vendedor motivado”. Pero no le eche la culpa a nadie; más bien piense con cuidado antes de tomar esta decisión.

Qué tiene que ver que su propiedad sea de varias familias? Piense en la negociación de las unidades que van a estar vacantes; como sabemos, un inquilino tarda en mudarse; si Ud. no tiene tiempo, tendrá que ofrecer su propiedad sujeta a los inquilinos. U ofrecérsela a un inversionista solamente (a ellos solo les importan las rentas, no el balcón nuevo que Ud. acaba de construir...) No hay duda de que Ud. eliminará a los posibles compradores que necesitan uno o más apartamentos vacíos. El resultado es un precio de venta más bajo, porque estos compradores que quieren vivir en la casa suelen pagar más que los inversionistas.

La única ocasión en la que aconsejo comprar antes de vender es cuando hay dinero suficiente para comprar la casa nueva sin

endeudarse más y/o cuando Ud. tiene una hipoteca muy baja en la casa vieja. Si quiere esperar hasta que su casa se venda, desde la comodidad de su nuevo hogar, deberá tener suficientes ahorros

“La única ocasión en la que aconsejo comprar antes de vender es cuando hay dinero suficiente para comprar la casa nueva sin endeudarse más y/o cuando Ud. tiene una hipoteca muy baja en la casa vieja.”

para pagar los gastos de ambas.

O es mejor Vender y Comprar?

Cuando se vende primero el problema más evidente es “¿dónde voy a vivir ahora?. No me puedo quedar en la calle”. Permítame decirle algo: ¡si tiene buena plusvalía en su casa, no se va a quedar en ninguna C-A-L-L-E! Estamos tratando de tomar la mejor decisión financiera y evitar pérdidas y complicaciones. La mejor solución no es perfecta; a lo mejor provocará situaciones temporalmente incómodas (como guardar sus enseres en una

“Estamos tratando de tomar la mejor decisión financiera y evitar pérdidas y complicaciones. La mejor solución no es perfecta; a lo mejor provocará situaciones temporalmente incómodas (como guardar sus enseres en una bodega) pero por lo menos Ud. no se mete en un L-I-O.”

bodega) pero por lo menos Ud. no se mete en un L-I-O.

En cambio, la mayor ventaja al vender primero es que Ud. puede hacerlo a su debido tiempo. Y vender tratar de conseguir su precio. No hay presión para negociar, para reducir su precio y vender mañana. Si tiene que asegurarse de que su comprador este preaprobado (realmente preaprobado, como los compradores que yo atiendo) y que puede cerrar en el tiempo que se propone cerrar.

Esto nos lleva al siguiente punto. Aunque no es lo ideal, Ud. puede proponer un acuerdo de posesión después del cierre: una fecha posterior al cierre en la cual Ud. puede entregar la casa. Esto le dará tiempo adicional y flexibilidad para su próxima mudanza. A lo mejor no le hará falta, pero es reconfortante tener un acuerdo legal, por si acaso. Es mejor proponer esto desde cuando se negocian las ofertas y se acepta un precio. Como su agente inmobiliario, a mí me gusta tocar el tema con los compradores desde que muestro su casa. Puede que estén o no de acuerdo en dejarlo quedarse 2 semanas, 1 mes o 2 meses después del cierre, pero seguro que estarán más renuentes si Ud. pide estos cambios después de firmar el contrato.

Ya ha leído mi artículo acerca de los impuestos sobre la ganancia; en general yo no abogo por los intercambios 1031 para propiedades residenciales porque tarde o temprano le tocará pagar los impuestos; pero cuando se compra y se vende, con la intención de hacer un intercambio 1031 hay que tener en cuenta los estrictos plazos que impone el IRS o de lo contrario no podrá aprovechar el beneficio del intercambio 1031. Si tiene más preguntas llámeme. Le costará un café (instantáneo no, por favor).

Supongamos que Ud. va a comprar apenas se firme el contrato de venta de la propiedad vieja. Puede que Ud. se pregunte: “¿Cómo? ¿Es que hay otro modo?”. Claro que sí: puede negociar un acuerdo de posesión después del cierre, mudarse a un apartamento, mudarse con su yerno/nuera/suegros o con su hijo/a. ¿No? ¿Nunca lo haría? Está bien, entonces vamos a ver que pasa cuando se compra una casa nueva apenas se firma el contrato de la casa vieja (Si ve? Le quería dar opciones; las opciones le ofrecen flexibilidad; tener opciones es poder; tener opciones es tranquilidad; tener opciones es dinero; diga conmigo “¡opciones: qué bueno!”). Entonces, si su comprador está realmente preaprobado, tenga en cuenta lo siguiente: no hay garantía de cerrar en una fecha determinada; aunque el comprador haya sido aprobado hay otras contingencias como asuntos de título, inquilinos, reparaciones, condiciones impuestas por el evaluador, etc. En realidad es mucho mejor empezar a buscar casa después de tener la plata en el banco. Pero...

Si decide empezar a comprar antes de completar la venta de

su antigua casa, por lo menos: asegúrese de que el comprador tiene un préstamo F-I-R-M-E (*firm commitment*), de que no hay condiciones impuestas por el evaluador o problemas de título y de que los apartamentos que Ud. se comprometió a dar vacíos lo están. Ah, y no está de más verificar que el comprador está sano y salvo, y su empleo asegurado.

Si todo está en regla, puede empezar a mirar el inventario disponible; si cae en la tentación de hacer una oferta, aclárele a esos propietarios cual es la situación de su transacción. Puede que esto le quite poder para negociar pero le evitará dolores de cabeza a todo el mundo. Además, la casa nueva que Ud. compre deberá estar lista y vacía en la fecha deseada.

Pero hay otras formas de comprar y vender o vender y comprar.

Vender y Rentar.

¿Cómo? ¿Mudarse dos veces? Si, ¿porqué no? Bueno, en primer lugar, aclaremos que nuestro mercado está bajando. En abril yo fui el primero en indicar que el mercado se estaba estabilizando. Ya no. La caída de los préstamos marginales, (sí, incluso en nuestra área), la subida de los intereses hipotecarios, los índices de casas reposeídas, la acumulación de inventario y la incertidumbre política y económica han hecho que el mercado se tambalee y que la recuperación sea más lejana. Por tanto, en un mercado que baja, lo lógico es tratar de capturar los altos precios que resultaron de la fenomenal apreciación de que gozamos los últimos años. Aunque los precios bajen un 5-10%, si Ud. compró hace más de 2 años (tan solo 2 años) aún Ud. cuenta con bastante plusvalía.

De esta manera, Ud. puede aprovechar las ventajas de vender primero: esperar a conseguir el precio deseado (sobre todo si se

“Bueno, en primer lugar, aclaremos que nuestro mercado está bajando. En abril yo fui el primero en indicar que el mercado se estaba estabilizando. Ya no.”

ajusta razonablemente al nuevo mercado), en el tiempo deseado y con poder para negociar todos los terminos. ¿Y después que? Después ponga el dinero en un CD de un año y alquile un apartamento por un año. Si tiene suficiente plusvalía, el interés pagará su alquiler y tendrá tiempo de sobra para buscar casa y conseguir una oportunidad. Piense en visitar todos esos *open houses* sin presión ninguna; en negociar con la confianza de tener el dinero en el banco; en poder beneficiarse de un mercado de compradores... ¿Vale todo esto la pena para que Ud. se mude dos veces? A lo mejor sí o a lo mejor no. Ud. decide.

Alquilar y Comprar.

A menos de que Ud. sea un casero grande (con un edificio de 8 familias o más) no pienso que esto sea lo indicado. Si vive en una propiedad de 1,2,3 o 4 familias, recuerde que Ud. tiene derecho a un exención de impuestos sobre la ganancia en la porción de la propiedad que ocupa. En una casa de 1-4 familias, esta exención es sustancial. Si decide comprar primero y después rentar su antigua residencia por un tiempo suficientemente largo, Ud. renunciará a una exención de impuestos de hasta \$500,000. En muchos casos, esto supone mucho más que cualquier ingreso de renta en la unidad que Ud. ocupa.

Pero hay otras situaciones que ocurren cuando Ud. alquila la antigua residencia y se convierte en un casero ausente (yo tengo inquilinos, así que hablo por experiencia):

Su propiedad ya no se verá tan atractiva como cuando Ud. vivía allí (imáginese).

Tendrá que atender la propiedad responsablemente (limpieza, reparaciones, etc) o pagarle a un administrador o superintendente.

Tendrá que asegurarse de que le paguen la renta a tiempo. Si decide vender después de rentar la casa por un tiempo, no tendrá el mismo acceso a mostrarla, no se verá tan bien como cuando Ud. vivía en ella y tendrá menos control para ofrecer apartamentos vacíos.

Espero que le haya servido de asistencia para tomar sus decisiones o que le haya informado bien para cuando llegue el momento. Como su agente inmobiliario quiero poner a su disposición todos mis conocimientos y experiencia. Será una ventaja para Ud. tenerme de su parte cuando venda. No dude en llamarme. De verdad que lo aprecio como cliente. Acerca del café, bueno, café instantáneo está bien, pero si tiene té, mejor.



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Public Record of APRIL, MAY, JUNE 2007 Home Sales (Including co-ops)

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date
11368	3750 100 ST	B2	25'x108.8'	20'x50'	2	1920	\$825,000	5/4/2007	11368	3411 99 ST	C0	25'x125'	20'x60'	3	1901	\$750,000	5/25/2007
11368	4025 100 ST	C0	23'x50'	23'x41'	3	2005	\$898,000	6/4/2007	11368	9808 ALSTYNE AVE	B3	16'x102.42'	16'x40'	2	1930	\$659,000	4/12/2007
11368	3420 101 ST	C0	25'x100'	18'x50'	3	1910	\$705,000	5/22/2007	11368	10321 ALSTYNE AVE	B1	22.25'x50'	22.25'x26.65'	2	2004	\$825,000	4/5/2007
11368	5005 101 ST	C0	25'x100'	21'x50'	3	2004	\$999,000	5/28/2007	11368	5803 CALLOWAY ST	21					\$140,000	5/16/2007
11368	5005 101 ST	C0	25'x100'	21'x50'	3	2004	\$1,100,000	5/29/2007	11368	5921 CALLOWAY ST	21					\$115,000	4/23/2007
11368	5007 101 ST	C0	25'x100'	21'x60'	3	1920	\$999,000	5/28/2007	11368	5921 CALLOWAY ST	21					\$179,000	4/27/2007
11368	5007 101 ST	C0	25'x100'	21'x60'	3	1920	\$1,080,000	5/29/2007	11368	5921 CALLOWAY ST	21					\$236,000	5/22/2007
11368	5030 101 ST	B1	50'x50'	25'x40'	2	2006	\$720,000	5/7/2007	11368	5921 CALLOWAY ST	21					\$195,000	5/14/2007
11368	3738 102 ST	B1	25'x100'	20'x54'	2	1920	\$875,000	4/13/2007	11368	9813 CORONA AVE	B2	19.08'x49.54'	18'x48'	2	1910	\$628,300	6/5/2007
11368	3784 102 ST	B1	49.25'x100'	20'x54'	2	1920	\$740,000	5/10/2007	11368	9834 CORONA AVE	C0	23.25'x54.33'	18'x45'	3	1920	\$730,000	4/5/2007
11368	5317 102 ST	C0	25'x100'	20'x60'	3	2006	\$950,000	6/5/2007	11368	9912 CORONA AVE	C0	35.27'x58.88'	42'x20'	3	2005	\$990,000	5/3/2007
11368	53-15 102ND ST	UN					\$825,000	5/14/2007	11368	11066 CORONA AVE	C0	24.36'x94.75'	19'x43'	3	1920	\$810,000	4/18/2007
11368	53-11 102ND ST	UN					\$825,000	5/18/2007	11368	11150 CORONA AVE	C0	20.6'x76.77'	20.42'x56'	3	1960	\$795,000	5/7/2007
11368	53-07 102ND ST	UN					\$958,000	6/5/2007	11368	4005 JUNCTION BLVD	K1	25.42'x100'	25'x100'	2	1967	\$11,000,000	4/5/2007
11368	3528 103 ST	C0	25'x110'	18'x50'	3	1930	\$850,000	6/8/2007	11368	4007 JUNCTION BLVD	K1	62'x90'	62'x74'	4	1967	\$11,000,000	4/5/2007
11368	5123 103 ST	B1	27.05'x97.95'	20'x51'	2	1930	\$776,000	4/16/2007	11368	4013 JUNCTION BLVD	K1	62'x84'	62'x69'	5	1967	\$11,000,000	4/5/2007
11368	5320 103 ST	C3	34.74'x94.55'	18'x30'	4	1920	\$897,600	4/18/2007	11368	102-14 LEWIS AVE	UN					\$245,000	5/1/2007
11368	3317 104 ST	C0	20'x100'	20'x52'	3	1910	\$763,200	6/11/2007	11368	102-14 LEWIS AVE	UN					\$255,000	5/22/2007
11368	3330 104 ST	A5	20'x93.17'	20'x33'	1	1910	\$655,000	5/31/2007	11368	102-14 LEWIS AVE	UN					\$250,000	4/25/2007
11368	3338 104 ST	C0	20'x100'	20'x52'	3	2006	\$1,050,000	5/31/2007	11368	102-14 LEWIS AVE	UN					\$245,000	4/27/2007
11368	3811 108 ST	R4	0'x0'	0'x0'	1	2005	\$355,000	5/23/2007	11368	102-14 LEWIS AVE	UN					\$262,500	5/17/2007
11368	4112 108 ST	B2	25'x100'	20'x28'	2	1920	\$773,800	4/25/2007	11368	102-14 LEWIS AVE	UN					\$262,500	5/15/2007
11368	5409 108 ST	R4	0'x0'	0'x0'	1	0	\$270,000	5/31/2007	11368	102-14 LEWIS AVE	UN					\$265,000	6/1/2007
11368	5930 108 ST	21					\$275,000	4/30/2007	11368	102-14 LEWIS AVE	UN					\$267,750	5/31/2007
11368	5930 108 ST	21					\$277,000	5/23/2007	11368	10109 NORTHERN BLVD	SA	20'x100'	20'x47'	5	1920	\$1,025,000	4/2/2007
11368	5930 108 ST	21					\$160,000	5/23/2007	11368	11224 NORTHERN BLVD	21					\$89,500	5/29/2007
11368	3523 109 ST	C0	20'x100'	20'x52'	3	2004	\$1,140,000	6/20/2007	11368	11224 NORTHERN BLVD	21					\$227,500	5/30/2007
11368	3906 112 ST	R3	0'x0'	0'x0'	1	0	\$265,000	5/1/2007	11368	10312 OTIS AVE	C3	25'x80'	25'x50'	4	1965	\$815,000	5/15/2007
11368	4112 114 ST	A5	25.42'x100'	18'x34'	1	1965	\$570,000	4/16/2007	11368	10507 OTIS AVE	R3	0'x0'	0'x0'	1	0	\$340,000	5/23/2007
11368	3409 126 ST	E1	100'x200'	150'x100'	1	1970	\$3,125,000	6/8/2007	11368	11035 SAUTTELL AVE	C3	20.44'x77.58'	20'x57'	4	1970	\$865,000	5/9/2007
11368	10117 35 AVE	B3	25.22'x100'	16'x38'	2	1920	\$800,000	5/21/2007	11368	10022 SPRUCE AVE	C3	20'x100'	20'x53'	4	2006	\$1,300,000	5/9/2007
11368	10448 37 DR	B3	50'x135'	20'x30'	2	1925	\$910,000	4/26/2007	11368	10213 STRONG AVE	C0	25'x100'	19'x26'	3	1920	\$640,000	4/3/2007
11368	10427 38 AVE	A1	25'x125'	19'x29'	1	1925	\$640,000	4/25/2007	11368	5719 VAN DOREN ST	G0	25'x100'	20'x20'	0	1901	\$310,000	4/17/2007
11368	112-09 38TH AVE	UN					\$290,000	5/18/2007	11368	5606 WALDRON ST	B2	20'x100'	18'x32'	2	1920	\$517,385.82	4/6/2007
11368	10010 39 AVE	A1	75'x73.73'	20'x40'	1	1925	\$1,325,000	4/16/2007	11368	5806 WALDRON ST	C0	43.45'x44.5'	21'x33'	3	1920	\$545,000	4/26/2007
11368	10421 39 AVE	R2	0'x0'	0'x0'	1	2004	\$280,000	4/5/2007	11369	2347 101 ST	B3	24'x100'	16'x36'	2	1925	\$704,900	5/18/2007
11368	10445 39 AVE	B2	20'x125'	18'x42'	2	1920	\$198,750	5/14/2007	11369	3127 101 ST	B1	29'x95'	20'x40'	2	1925	\$640,000	4/11/2007
11368	10464 39 AVE	A1	25'x125'	20'x30'	1	1910	\$660,000	5/18/2007	11369	3222 102 ST	B3	40'x100'	20'x40'	2	1925	\$100,000	5/8/2007
11368	10828 39 AVE	B2	25'x125'	20'x52'	2	1925	\$845,000	5/2/2007	11369	3140 103 ST	B1	20'x100'	20'x55'	2	1920	\$200,000	6/15/2007
11368	10007 40 RD	C0	25'x100'	18'x54'	3	1925	\$805,000	5/17/2007	11369	3146 104 ST	V0	20'x120'	0'x0'	0	0	\$185,000	4/6/2007
11368	11130 41 AVE	A1	25'x100'	19'x30'	1	1910	\$470,000	4/26/2007	11369	3212 104 ST	B2	20'x120'	20'x44'	2	1920	\$669,500	5/17/2007
11368	11171 41 AVE	B3	25.41'x100'	16'x32'	2	1950	\$600,000	4/12/2007	11369	3237 104 ST	B1	20'x100'	18'x46'	2	1920	\$728,000	5/14/2007
11368	9912 42 AVE	C0	20'x100.02'	20'x42'	3	1950	\$575,000	5/8/2007	11369	3233 110 ST	C3	26.42'x112.42'	20'x55'	4	1926	\$625,000	5/7/2007
11368	9915 43 AVE	C2	20'x100'	20'x70'	6	1931	\$815,000	4/13/2007	11369	3231 110 ST	C3	23.42'x112.42'	20'x55'	4	1926	\$625,000	5/7/2007
11368	10214 43 AVE	S2	20.83'x100'	20'x74'	3	1931	\$700,000	6/8/2007	11369	9810 23 AVE	C3	40'x80'	22'x36'	4	1930	\$620,000	5/10/2007
11368	10868 43 AVE	B3	25'x100'	18'x60'	2	1925	\$854,500	4/6/2007	11369	9909 24 AVE	A9	27.33'x87'	18'x34'	1	1955	\$600,000	4/6/2007
11368	11116A 43 AVE	A5	16.67'x100'	16.67'x39'	1	1910	\$715,500	4/5/2007	11369	9814 25 AVE	A5	25'x100'	16'x33'	1	1958	\$630,000	5/24/2007
11368	11160 43 AVE	B3	25'x100'	16'x36'	2	1925	\$784,400	4/5/2007	11369	10010 27 AVE	B2	28'x100'	22'x36'	2	1925	\$604,200	4/27/2007
11368	10825 44 AVE	A2	25'x100'	20'x35'	1	1901	\$460,000	5/30/2007	11369	8909 31 AVE	A5	20'x95'	20'x32'	1	1930	\$579,000	5/31/2007
11368	11157 44 AVE	C0	25'x93'	20'x37'	3	1915	\$704,900	4/5/2007	11369	9015 32 AVE	C0	25'x95'	20'x40'	3	1930	\$800,000	4/18/2007
11368	10816 45 AVE	A2	33.25'x100'	22'x43'	1	1910	\$480,000	5/31/2007	11369	9111 32 AVE	B1	25'x95'	20'x40'	2	1935	\$665,000	4/30/2007
11368	10856 48 AVE	B3	37.42'x100'	25'x34'	2	1910	\$350,000	5/3/2007	11369	3114 86 ST	C0	24'x100'	21'x49'	3	1950	\$850,000	5/24/2007
11368	10403 51 AVE	B2	33.62'x58.69'	17'x26'	2	1920	\$680,000	4/18/2007	11369	2459 86 ST	B1	53.09'x39.32'	25'x30'	2	1949	\$765,000	5/17/2007
11368	10851 51 AVE	A1	25'x100'	20'x29'	1	1920	\$500,000	5/8/2007	11369	3247 87 ST	A5	20'x92'	20'x33'	1	1950	\$175,000	6/4/2007
11368	10323 52 AVE	C0	29.15'x100'	21'x51'	3	2006	\$999,999	6/5/2007	11369	3024 88 ST	A5	20.42'x100'	20'x35'	1	1930	\$600,000	4/18/2007
11368	10838 52 AVE	B3	44'x100'	18'x26'	2	1930	\$715,000	5/7/2007	11369	2432 88 ST	A5	18'x100'	18'x34'	1	1940	\$510,000	5/4/2007
11368	10854 52 AVE	B2	18.67'x100'	18'x38'	2	1930	\$376,400	5/21/2007	11369	3049 89 ST	A5	20'x100'	20'x37.5'	1	1930	\$603,000	6/6/2007
11368	10421 53 AVE	C3	25'x100'	22'x60'	4	1931	\$920,000	5/31/2007	11369	3220 89 ST	21					\$115,000	4/13/2007
11368	10527 53 AVE	C3	25'x100'	17'x50'	4	1931	\$785,000	4/30/2007	11369	2424 90 PL	B3	60'x125'	28'x30'	2	1920	\$10	4/24/2007
11368	9906 58 AVE	21					\$200,000	6/20/2007	11369	3223 90 ST	21					\$145,000	4/30/2007
11368	9914 59 AVE	21					\$120,000	5/7/2007	11369	3245 91 ST	21					\$117,000	5/22/2007
11368	9914 59 AVE	21					\$252,000	5/2/2007	11369	3245 91 ST	21					\$160,000	4/25/2007
11368	5505 97 ST	A1	24'x100'	16'x38'	1	1920	\$645,000	5/23/2007	11369	2370 92 ST	B3	20'x100'	20'x36'	2	1950	\$280,000	5/8/2007
11368	5521 97 ST	B1	20'x100'	20'x51'	2	2002	\$840,000	5/14/2007	11369	3131 92 ST	A5	16'x100'	16'x36'	1	1930	\$445,000	5/16/2007
11368	5525 98 PL	21					\$91,500	4/16/2007	11369	2215 92 ST	B3	30.42'x100'	25'x38'	2	1950	\$630,000	



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Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date
11369	2361 93 ST	B1	18'x100'	18'x34'	2	1945	\$576,800	5/15/2007	11372	7612 35 AVE	21					\$245,000	5/21/2007
11369	2331 93 ST	A1	40'x100'	16'x35'	1	1940	\$100,000	4/3/2007	11372	7612 35 AVE	21					\$143,000	5/17/2007
11369	3106 93 ST	A5	20'x100'	20'x30'	1	1930	\$475,000	6/6/2007	11372	7615 35 AVE	R4	0'x0'	0'x0'	1	0	\$533,750	5/22/2007
11369	2358 94 ST	B1	18'x100'	18'x34'	2	1945	\$670,000	4/6/2007	11372	7615 35 AVE	R4	0'x0'	0'x0'	1	0	\$190,000	6/6/2007
11369	3240 96 ST	B1	20'x100'	18'x52'	2	1915	\$1,000	5/18/2007	11372	7702 35 AVE	21					\$365,000	6/20/2007
11369	2460 96 ST	A5	20'x95'	20'x37'	1	1955	\$600,000	4/19/2007	11372	7711 35 AVE	21					\$240,000	5/1/2007
11369	2358 96 ST	B1	35'x100'	20'x50'	2	2003	\$872,380	5/7/2007	11372	8312 35 AVE	21					\$115,000	6/11/2007
11369	2326 98 ST	A2	40'x97'	25'x30'	1	1925	\$1,000	5/18/2007	11372	8402 35 AVE	21					\$285,000	5/30/2007
11369	2351 99 ST	B3	67'x110'	20'x43'	2	1920	\$730,000	4/27/2007	11372	8402 35 AVE	21					\$285,000	5/30/2007
11369	CURTIS ST	B3	60'x100'	20'x50'	2	2006	\$10	5/29/2007	11372	8801 35 AVE	21					\$147,000	4/4/2007
11369	27-36 CURTIS ST	UN					\$10	5/29/2007	11372	8910 35 AVE	21					\$175,000	5/7/2007
11369	2551 MCINTOSH ST	A5	16'x97.42'	16'x42'	1	1940	\$408,100	5/16/2007	11372	9011 35 AVE	21					\$217,000	4/11/2007
11370	7917 21 AVE	A5	18'x100'	18'x37'	1	1960	\$590,000	4/30/2007	11372	9211 35 AVE	21					\$255,000	6/7/2007
11370	7814 24 AVE	A5	18'x100'	18'x37'	1	1955	\$610,000	4/11/2007	11372	9211 35 AVE	21					\$190,000	6/18/2007
11370	7907 24 AVE	B3	25'x100'	20'x38'	2	1920	\$455,000	4/19/2007	11372	9211 35 AVE	21					\$155,000	4/19/2007
11370	7720 31 AVE	C0	25'x90'	24'x47.5'	3	1950	\$980,000	5/29/2007	11372	9211 35 AVE	21					\$286,000	6/13/2007
11370	3043 71 ST	C0	25'x100'	22'x51'	3	1960	\$950,000	5/29/2007	11372	7215 37 AVE	21					\$286,000	6/13/2007
11370	3016 74 ST	C0	19'x100'	19.75'x38'	3	1970	\$625,000	4/26/2007	11372	3437 72 ST	A5	20'x100'	20'x35'	1	1930	\$654,000	4/4/2007
11370	3052 74 ST	C0	20.08'x100'	19.83'x46'	3	1965	\$10	5/30/2007	11372	3520 72 ST	21					\$215,000	5/2/2007
11370	2547 75 ST	B1	22'x100'	22'x44'	2	1960	\$680,000	6/12/2007	11372	3520 73 ST	21					\$255,500	6/19/2007
11370	3230 75 ST	C0	21.5'x100'	21.5'x47'	3	1960	\$787,500	5/3/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	2133 76 ST	B1	21.75'x100'	22'x53'	2	1955	\$1	5/16/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	3118 76 ST	A5	18'x100'	18'x34'	1	1950	\$636,000	6/4/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	3224A 76 ST	A5	16.42'x100'	16.5'x36'	1	1955	\$540,000	6/8/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	2237 77 ST	R2	0'x0'	0'x0'	1	0	\$268,000	4/16/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	3021 77 ST	A5	20'x100'	20'x37'	1	1955	\$620,000	6/5/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	3050 78 ST	A5	20'x100'	20'x37'	1	1955	\$680,000	6/4/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	3225 78 ST	21					\$285,000	5/14/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	21-12 78TH ST	UN					\$355,000	5/31/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	2124 79 ST	R2	0'x0'	0'x0'	1	0	\$287,000	5/18/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	2215 79 ST	R2	0'x0'	0'x0'	1	0	\$370,800	4/30/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	1950 80 ST	R2	0'x0'	0'x0'	1	0	\$360,000	4/4/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	2240 80 ST	R2	0'x0'	0'x0'	1	0	\$396,000	5/16/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	3037 80 ST	A9	50'x100'	20'x32'	1	1915	\$750,000	5/29/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	3243 81 ST	B1	24'x100'	20'x58'	2	1920	\$810,000	6/22/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	2439 82 ST	A5	21'x100'	21'x38.5'	1	1940	\$615,000	4/20/2007	11372	3730 73 ST	21					\$613,900	5/24/2007
11370	3247 82 ST	C0	24.42'x100'	20'x56'	3	1925	\$880,000	4/12/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	3255 82 ST	C3	24.42'x100'	20'x56'	4	1925	\$870,000	4/26/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	2533 83 ST	A5	20'x100'	16'x47'	1	1930	\$499,000	4/13/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11370	2544 83 ST	A5	16'x100'	16'x38'	1	1930	\$550,000	5/14/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	3246 83 ST	B1	25'x100'	20'x65'	2	1925	\$233,333.33	5/10/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	3246 83 ST	B1	25'x100'	20'x65'	2	1925	\$233,333.33	5/29/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	2426 84 ST	A5	22'x100'	22'x44'	1	1940	\$530,000	4/20/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	3144 84 ST	B3	22.42'x100'	18'x47.12'	2	1930	\$636,000	4/23/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	2507 85 ST	A5	20'x100'	20'x34'	1	1940	\$585,000	5/15/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	2543 85 ST	A5	20'x100'	20'x36'	1	1935	\$569,000	4/16/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11370	3030 85 ST	B3	20'x100'	20'x35'	2	1935	\$780,000	4/12/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11372	7217 34 AVE	21					\$139,000	6/11/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7217 34 AVE	21					\$250,000	4/16/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7402 34 AVE	21					\$109,000	6/15/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7402 34 AVE	21					\$188,000	4/20/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7610 34 AVE	21					\$400,000	4/24/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7610 34 AVE	21					\$275,000	6/13/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7610 34 AVE	21					\$115,000	4/19/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7610 34 AVE	21					\$215,000	6/13/2007	11372	3730 73 ST	21					\$2,374,507	5/24/2007
11372	7710 34 AVE	21					\$165,000	5/31/2007	11372	3730 73 ST	21					\$1,299,647	5/24/2007
11372	7810 34 AVE	21					\$127,500	6/18/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	7910 34 AVE	21					\$280,000	5/24/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8216 34 AVE	21					\$175,000	4/18/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8510 34 AVE	21					\$269,000	6/12/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8511 34 AVE	R4	115'x200'	0'x0'	1	1951	\$260,000	5/17/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8611 34 AVE	21					\$168,000	4/2/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8710 34 AVE	21					\$170,000	6/7/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8810 34 AVE	21					\$205,000	6/5/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	8810 34 AVE	21					\$187,000	6/15/2007	11372	3731 73 ST	21					\$7,156,114	4/13/2007
11372	8810 34 AVE	21					\$165,000	5/29/2007	11372	3731 73 ST	21					\$7,156,114	4/13/2007
11372	7105 35 AVE	A5	19'x93'	19'x36'	1	1935	\$640,000	4/12/2007	11372	3731 73 ST	21					\$992,950	4/13/2007
11372	7612 35 AVE	21					\$310,000	5/7/2007	11372	3731 73 ST	21					\$7,156,114	4/13/2007



Manuel Vargas Broker/Owner Panamerican Realty

cell: 917-559-2002 • office 718-406-8615 • ManuelBroker@aol.com • www.isellny.com

Public Record of APRIL, MAY, JUNE 2007 Home Sales (Including co-ops)

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3731 73 ST	21					\$7,156,114	4/13/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3354 74 ST	A2	100'x75'	63'x41'	1	1950	\$1,690,000	4/12/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3538 75 ST	21					\$161,000	5/22/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3538 75 ST	21					\$153,000	5/18/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3536 76 ST	21					\$199,000	4/25/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3536 76 ST	21					\$264,000	6/18/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3536 76 ST	21					\$246,000	6/13/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3536 76 ST	21					\$272,000	5/21/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3514 77 ST	21					\$494,000	4/24/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3420 78 ST	21					\$255,000	4/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3421 78 ST	21					\$290,000	4/5/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3524 78 ST	21					\$300,000	6/8/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3550 78 ST	R4	160'x100'	0'x0'	1	1937	\$340,000	5/10/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3555 78 ST	21					\$402,000	4/17/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3555 78 ST	21					\$255,000	5/30/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3440 79 ST	21					\$265,000	4/2/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3440 79 ST	21					\$105,000	6/18/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3521 79 ST	21					\$290,000	4/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3526 79 ST	21					\$350,000	5/1/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3545 79 ST	21					\$275,000	4/23/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3545 79 ST	21					\$325,000	5/1/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3545 79 ST	21					\$215,000	5/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3546 79 ST	21					\$415,000	5/7/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3554 80 ST	21					\$539,000	5/24/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3716 80 ST	21					\$435,500	5/29/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3721 80 ST	21					\$95,000	5/16/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3721 80 ST	21					\$122,500	4/26/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3315 81 ST	21					\$173,000	5/30/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3316 81 ST	21					\$525,000	4/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3535 81 ST	21					\$241,000	6/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3535 81 ST	21					\$252,150	5/15/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3720 81 ST	21					\$124,000	4/19/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3526 82 ST	21					\$253,000	4/25/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3545 82 ST	21					\$290,000	5/31/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3326 83 ST	C0	25'x100'	20'x42'	3	1930	\$790,500	5/25/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3421 83 ST	B3	20.42'x100'	20.5'x37'	2	1935	\$860,000	4/6/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3730 83 ST	21					\$260,000	5/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3755 84 ST	21					\$209,000	5/10/2007
11372	3731 73 ST	21					\$200,000	5/16/2007	11372	3416 85 ST	21					\$240,000	5/3/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3441 85 ST	21					\$192,000	4/10/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3516 85 ST	21					\$285,000	6/5/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3516 85 ST	21					\$233,500	4/27/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3550 85 ST	21					\$258,700	4/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3756 85 ST	21					\$325,000	4/13/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3727 86 ST	21					\$200,000	5/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3329 88 ST	A5	20'x100'	20'x33'	1	1935	\$375,000	5/18/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3563 88 ST	R4	100'x200'	0'x0'	1	1927	\$289,000	5/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3765 88 ST	K2	14'x100'	14'x100'	2	1928	\$570,000	5/23/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3333 89 ST	B1	26.33'x100'	22'x70'	2	1925	\$996,100	4/30/2007
11372	3731 73 ST	21					\$992,950	4/13/2007	11372	3349 91 ST	21					\$146,500	4/23/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3349 91 ST	21					\$205,000	6/13/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3421 91 ST	B3	20'x100'	20'x52'	2	1925	\$889,000	6/20/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3457 91 ST	B3	20'x100'	20'x32'	2	1925	\$792,000	5/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3311 92 ST	21					\$200,000	4/17/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3311 92 ST	21					\$202,000	4/24/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3540 92 ST	C0	25'x100'	21'x60'	3	1920	\$875,000	6/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3550 92 ST	S4	40'x100'	31'x83'	5	2005	\$1,482,000	5/23/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3528 93 ST	A5	22'x100'	17'x40'	1	1920	\$700,000	5/1/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3304 94 ST	21					\$230,000	5/8/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3410 94 ST	21					\$205,000	5/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3755 95 ST	B1	24'x133'	20'x60'	2	1930	\$410,000	6/11/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	7035 BROADWAY	21					\$180,000	4/13/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	9018 ELMHURST AVE	07	21'x57.47'	21'x46.5'	1	1930	\$1,200,000	6/18/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3457 JUNCTION BLVD	K4	14.17'x69'	14.17'x55.83'	2	1988	\$643,500	5/4/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	3520 LEVERICH ST	R1	0'x0'	0'x0'	1	0	\$380,000	5/22/2007
11372	3731 73 ST	21					\$7,156,114	4/13/2007	11372	9502 NORTHERN BLVD	G2	60'x115'	60'x90'	1	1950	\$1,230,000	6/8/2007

PROPERTIES OFFERED BY MANUEL

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BY QUEENS MALL

**ELMHURST/92ND ST
EXCELLENT DETACHED CORNER COLONIAL**

Mint condition 1 family home with 3 BR, 2.5 new baths, renovated kitchen, windows and boiler. Lovely gardens and yard. Finished basement. Private driveway and 1-car garage. Walk to Queens Center, subway, buses, and all. Call today



SOLD WITHIN 95% OF ASKING PRICE

E. ELMHURST/JACKSON HEIGHTS

Beautiful 2 BR all-brick ranch with finished basement, garage and back yard. Excellent residential and convenient block.

\$525,000



SOLD, YOURS COULD BE NEXT

**E. ELMHURST/JACKSON HEIGHTS
BEAUTIFUL 1-FAMILY DUPLEX**

Featuring LR, formal DR, eat-in kitchen with stainless steel appliances, 3 BR, marble BA, lots of closets, rear parking and finished basement. Too many improvements to list. Walk to the mall and Northern Blvd.

\$639,000



CLOSED IN FEB. FOR \$1.2 MIL

**ASTORIA PRIME. ON 36TH ST. AND 28TH AVE.
3 BLOCKS TO TRAINS!**

Very large building (24.5' x 52') on a 25' x 104' R6 lot. Excellent condition, new boiler, many extras. Layout is 6/6/5/ + finished basement and garage. There is a total of 5 BA. The house has great income and it has a lovely yard. Won't last.

Price below \$1,250,000

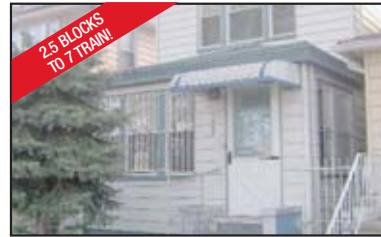
**I AM THE
NUMBER 1 EXPERT
IN YOUR AREA,
EXPERIENCE SELLS!
CALL MANUEL
917-559-2002**



NEED ANOTHER ONE FOR WAITING BUYERS

**JACKSON HEIGHTS/ E. ELMHURST
EXTRA-LARGE BUILDING SIZE**

2-family detached brick featuring 3 bedrooms + 4 bedrooms + finished basement and 2-car garage. I have others.



2.5 BLOCKS TO 7 TRAIN

JACKSON HEIGHTS/35TH AVE

Fully detached 1-family Colonial featuring 4 BR, LR, formal DR, EIK, porch, 3 full bath, private yard and 1-car garage. R6 zoning allows for extension, expansion.

Will fly at \$619,000



SCHOOL DISTRICT 26

BAYSIDE/40-08 CLEARVIEW EXPWY

Extra large high ranch on 40'x100' lot. 3 large bedrooms, 3 full BA, LR, FDR, EIK. Solid-brick construction. Needs very little work. Estate sale/motivated owners. Won't last.

Negotiable at \$735,000

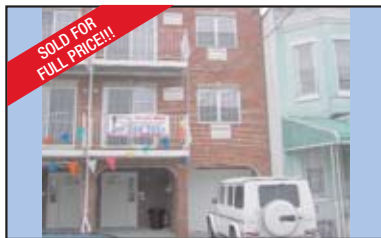


SOLD TO A LUCKY BUYER

CORONA/108-ROOSEVELT AVE

Steel and concrete 4-family building on commercial zoned block. Walk to train and all amenities. 24-yr tax abatement. Separate heating systems. I have others, call me today.

\$1,200,000



SOLD FOR FULL PRICE!!!

NORTHERN BLVD/CORONA

Brand new 3-family with 25-yr tax abatement and separate boilers. A lucky buyer is a proud owner. I could find one for you. Call today, don't delay.

\$950,000



AFFORDABLE INVESTMENT

GLENDALE/OFF MYRTLE AVE

Excellent detached 2-family brick colonial on very residential and convenient block. Each apt. A 3 BR, LR, DR, EIK, fbth. Basement is unfinished with 3 exits. Brand new boiler. Large private yard. Owner wants to see offers.

Unbeatable at \$625,000



PERFECT FOR HOME BUSINESS.

MASPETH/WOODSIDE-44TH ST & 54TH AVE

This lovely 3 BR duplex colonial is on an M-1 zoning block. The basement is semifinished and there is a garage in the back. Owner relocating.

How does \$480,000 sound for starters?



LOCATION, LOCATION

JACKSON HEIGHTS/80TH ST

2-family brick Colonial on very residential Jackson Heights/E. Elmhurst block. There are a total of 4 BRs, 2.5 BAs and a semi-finished basement and 2-car garage. The house is in great shape and it's owner occupied.

\$828,000



SEMIDETACHED TUDOR

FLUSHING NORTH, ON 166TH ST

OLD WORLD CHARM, EXCELLENT CONDITIONS—LR with wood-burning fireplace, formal dining room, EIK with breakfast nook, 3 large BR, full BA, fully brand new basement, lovely paved patio and 1-car garage. Call manuel, this is one of those that won't last...



INCOME PRODUCER

E.ELMHURST/110TH & NORTHERN

Semidetached brick 19'x60' building on 25'x112' lot. There is a 3br apt + one 4br apt+ a full finished basement and a 2 car garage. Excellent condition throughout. This is the moneymaker you have been waiting for.

\$849,000

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look at our insert
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I UNDERSTAND YOU MAY NOT BE ENTERING THE MARKET RIGHT NOW BUT PLEASE KEEP MY INFORMATION HANDY FOR ANY INQUIRY YOU MAY HAVE. I WANT TO BE YOUR REAL ESTATE ADVISOR. I WANT YOU AS A CLIENT FOR LIFE.