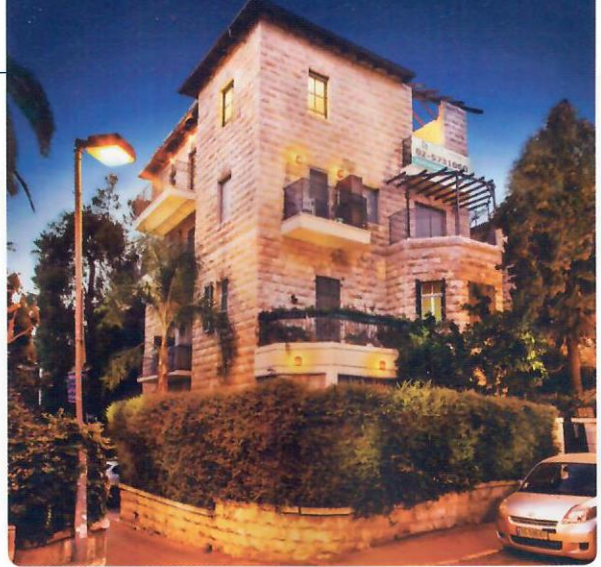


# 12 Tips

## for Purchasing Real Estate in Jerusalem

**P**rospective buyers from abroad are often puzzled re: some of the basics re: buying property in Jerusalem. Here are some tips:



1. Identify the neighborhoods you like best in the city and that are in your price range. For example, is being walking distance to the Kotel important? Would you consider more "Israeli" neighborhoods like pastoral Beit haKerem with easy access to the light rail and generally priced more reasonably than neighborhoods in the center?
2. As you plan your budget you may wish to take into account closing costs associated with purchasing property here. These include your realtor's fee, attorney's fee and state of Israel purchase tax. Generally this comes to an additional 8-11% depending on the cost of the flat and the other associated fees.
3. Mortgages to foreign residents are available with an option for either fixed or variable ones for approximately 50-65% of purchase price. Current interest rates are relatively low; this may be an option worth considering.
4. Is there a Multi Listing Service (MLS) in Jerusalem? The answer is a resounding yes! It is called Shiran (website [www.Shiran.co.il](http://www.Shiran.co.il)) only certified realtors may post properties there, but all member realtors may show you any property listed on Shiran. This is very convenient for you the prospective buyer, as it allows you to choose the realtor you are most comfortable working with, who will assist you in defining your criteria and then represent your interest as you view and negotiate any/all properties on the MLS.
5. Important to choose an experienced realtor, with excellent communication skills, so that if you don't see what you want this trip, your agent will be in touch with you when you return home, alerting you as listings matching your criteria become available. We specialize in finding unique properties for the discerning buyer. For example, two new to the market properties previewing with us in April are: **Rehavia Center**, beautifully renovated four-room unit with three en suites at a competitive price and in a **Talbieh historic landmark** building 145 sq m flat with high ceilings, four exposures and large terrace.
6. Choosing your attorney early in the process as you narrow

down the options is often a good idea as he/she may have good advice to give you even before you are ready to sign a contract. Be sure to ask your friends and family as well as your realtor for recommendations of a local

attorney who specializes in real estate law.

7. Buying new construction or an existing flat? Each has its advantages and disadvantages. For example, buyers of new construction are unaware of hidden costs requiring sometimes 20% or more (of the purchase price) to build closets, upgrading flooring, kitchen and bathrooms, etc.
8. What are the next steps after identifying the property you wish to purchase? Having an intelligent and savvy realtor (like the two authors of this article!) will give you many advantages. Your realtor can assist you in conveying an educated offer, negotiating a good deal re: price, payment schedule and date of occupancy as well as when/if to schedule with an engineer and/or property appraiser.
9. It is not essential but is often helpful to have a local bank account, for escrow transfers, etc. —
10. Having the right realtor will make some of the idiosyncrasies of the Israeli market comprehensible. Specifically understanding the multiple (bruto, net, 'contour') official measurements of one flat's square meters!
11. If your plan is to rent out your property, be aware that generally ROI (return on investment) today in Jerusalem is between 3-4%.
12. If you are interested in a higher ROI, you may wish to consider investing in a commercial property or hotel. We have a number of these options available; including a hotel in the Center of the country and a prime shopping area in Jerusalem.

We welcome your comments and inquiries! ■

### Authors:

**Shelly Landau-Weisburd**, The writer is a CEO of Shelly Landau Properties Ltd [www.shellylandau.com](http://www.shellylandau.com) 052-385-9944

**Yaron Sherman**, Opal Real Estate Services  
[opal.res@gmail.com](mailto:opal.res@gmail.com) 02-573-1060