# ASSEMBLY, No. 4332 **STATE OF NEW JERSEY** 213th LEGISLATURE

INTRODUCED DECEMBER 7, 2009

Sponsored by: Assemblyman VINCENT PRIETO District 32 (Bergen and Hudson)

SYNOPSIS

The "Residential Distressed Property Leaseback Act."

#### **CURRENT VERSION OF TEXT**

As introduced.



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AN ACT concerning certain residential sale-leaseback transactions,

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2 and supplementing Title 46 of the Revised Statutes. 3 4 **BE IT ENACTED** by the Senate and General Assembly of the State 5 of New Jersey: 6 7 1. This act shall be known and may be cited as the "Residential 8 Distressed Property Leaseback Act." 9 10 2. As used in this act: 11 "Distressed homeowner" means any person residing in a 12 property as an owner-occupied residence that is collateralized by a 13 mortgage, and the property is the subject of a foreclosure as 14 evidenced by a notice of intention to foreclose served upon the 15 person pursuant to the "Fair Foreclosure Act," P.L.1995, c.244 16 (C.2A:50-53 et al.) and the filing of a notice of lis pendens 17 concerning the foreclosure action pursuant to N.J.S.2A:15-6 et seq. 18 "Distressed property buyer" means any person who purchases a 19 property from a distressed homeowner or otherwise secures an 20 interest in title to the property from the distressed homeowner, with 21 the intention of permitting the distressed homeowner to reside at the 22 property as a tenant pursuant to a residential lease agreement, or a 23 tenant-buyer if the residential lease agreement is accompanied by an 24 option to purchase agreement for the property. 25 "Distressed property conveyance" means any transaction 26 involving the sale or other transfer of interest in title by a distressed 27 homeowner to a distressed property buyer, permitting the distressed 28 homeowner to reside at the property as a tenant pursuant to a 29 residential lease agreement, or a tenant-buyer if the residential lease 30 agreement is accompanied by an option to purchase agreement for 31 the property. 32 "Option to purchase agreement" means a contract between a 33 distressed property buyer and distressed homeowner which contains 34 an exclusive, irrevocable right for a specified period, provided by 35 the distressed property buyer to the distressed homeowner for a fee 36 or other consideration, to purchase a property that was subject to a 37 distressed property conveyance for a determinable price. The 38 distressed homeowner as a tenant-buyer shall not be required to 39 exercise the optional right to purchase the property under any 40 contract agreed to with the distressed property buyer. 41 "Property" means residential real property in this State, 42 consisting of one to four dwelling units, at least one of which is 43 occupied by a distressed homeowner as a primary residence, and 44 which will continue to be occupied by the distressed homeowner as 45 a primary residence following a distressed property conveyance, 46 either as a tenant pursuant to a residential lease agreement, or a 47 tenant-buyer if the residential lease agreement is accompanied by an 48 option to purchase agreement for the property.

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1 "Residential lease agreement" means a contract between a 2 distressed property buyer and distressed homeowner that contains 3 terms, including the monthly rental obligation, under which the 4 distressed homeowner, as former owner of a property, is permitted 5 to lease the property for a specified period and reside there as a 6 tenant.

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8 3. a. Any distressed property conveyance between a distressed 9 homeowner and distressed property buyer shall be in writing in a 10 form containing at least 12-point type. The distressed property 11 buyer shall provide an executed copy of the written agreement, 12 properly notarized by a notary public who is commissioned pursuant to the "Notaries Public Act of 1979," P.L.1979, c.460 13 (C.52:7-10 et seq.), to the distressed homeowner at the time at 14 15 which the homeowner signs the agreement.

b. The written agreement for the distressed propertyconveyance shall contain at least the following:

(1) the name and mailing address of the distressed homeowner;

(2) the name and mailing address of the distressed propertybuyer;

(3) the date on which the conveyance agreement is signed byboth the distressed homeowner and distressed property buyer;

23 (4) the recorded physical location of the property that is the24 subject of the conveyance;

25 (5) the purchase price or other consideration provided for the 26 property that is the subject of the conveyance, and an indication that 27 this consideration represents the greater of: at least 82% of the current appraised fair market value of the property; or at least the 28 29 amount necessary to satisfy any lien or encumbrance upon the 30 property, unless the lien or encumbrance is forgiven as part of a 31 short sale, as set forth under paragraph (2) of subsection d. of this 32 section;

33 (6) the period of time the distressed property buyer has to
34 purchase or otherwise acquire title to the property and otherwise
35 perform all conditions contained in the conveyance agreement;

36 (7) the amount of any down payment or other initial
37 consideration provided by the distressed property buyer to the
38 distressed homeowner at the time of the execution of the
39 conveyance agreement;

40 (8) the address at which the settlement of the conveyance41 agreement will occur;

42 (9) the name of the attorney or other representative for one or
43 both parties handling and administering the settlement of the
44 conveyance agreement;

45 (10) the date on which the settlement of the conveyance46 agreement shall occur;

47 (11) a notice that, as a condition of the settlement of the 48 conveyance agreement, a residential lease agreement shall be

executed between the distressed property buyer and distressed
 homeowner, as former owner of the property, unless the conveyance
 agreement involves a short sale, as set forth under paragraph (2) of
 subsection d. of this section;
 (12) a notice that, as an option accompanying the settlement of
 the conveyance agreement, an option to purchase agreement may be

executed between the distressed property buyer and distressed
homeowner, as former owner of the property, permitting the
distressed homeowner the opportunity to purchase back the property
from the distressed property buyer; and

(13) a notice concerning a seven-day right of cancellation on theconveyance agreement, which includes:

(a) an attorney review period of seven days for any party to the
agreement, from the date the conveyance agreement is executed by
all parties;

(b) instructions that cancellation of the conveyance agreement
during the seven-day period shall be effectuated in writing, sent by
certified mail, informing the recipient of the decision to cancel the
agreement, which may be done with or without cause; and

20 (c) the following text presented to the distressed homeowner in21 bold face 14-point type:

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This agreement is an important legally binding contract that will result in the forfeiture of some or all ownership interest you have in this property. Please take the next seven (7) days to review this agreement with competent legal counsel to determine if this arrangement is in your best interest.

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c. Any distressed property conveyance between a distressed
homeowner and distressed property buyer shall comply with the
provisions of this act, and may be conducted by an attorney or a
title insurance company licensed pursuant to "The Title Insurance
Act of 1974," P.L.1975, c.106 (C.17:46B-1 et seq.).

d. The purchase price or other consideration provided for the
property that is the subject of the conveyance agreement shall be
the greater of:

(1) at least 82% of the current appraised fair market value of the
property as determined by a real estate appraiser licensed or
certified pursuant to the "Real Estate Appraisers Act," P.L.1991,
c.68 (C.45:14F-1 et al.); or

42 (2) at least the amount necessary to satisfy any lien or 43 encumbrance upon the property including, but not limited to, 44 mortgage principal, mortgage interest, mortgage arrears and tax 45 arrears, unless the conveyance agreement involves a short sale, in 46 which the purchase price or other consideration for the conveyance 47 is less than the amount a person is owed under a lien or

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encumbrance on the property, but that person agrees to accept the
 lesser amount resulting from the conveyance and forgive any
 unpaid balance remaining on the lien or encumbrance.

e. Any money or other consideration due to the distressed
homeowner from the distressed property buyer at the time of the
settlement of the conveyance agreement shall be paid directly to the
homeowner in full, and shall not be held in escrow.

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9 4. a. As a condition of the settlement of the conveyance agreement for a distressed property conveyance set forth pursuant to section 3 of this act, a residential lease agreement shall be executed for the same property between the distressed property buyer and distressed homeowner, as former owner of the property, unless the conveyance agreement involves a short sale as set forth under paragraph (2) of subsection d. of that section 3.

16 The residential lease agreement shall be in writing in a form b. 17 containing at least 12-point type. The distressed property buyer shall provide an executed copy of the written lease agreement, 18 19 properly notarized by a notary public who is commissioned pursuant to the "Notaries Public Act of 1979," P.L.1979, c.460 20 (C.52:7-10 et seq.), to the distressed homeowner, as former owner 21 22 of the property, who will reside at the property as a tenant, at the 23 time at which the distressed homeowner signs the agreement.

c. The written residential lease agreement shall contain at leastthe following:

(1) the name and mailing address of the distressed property
buyer and any agent for the buyer acting as a landlord for the
property;

(2) the name of the former distressed homeowner residing at,and responsible for, the property as a tenant;

(3) the name of any additional occupant residing at the property;

32 (4) the date on which the residential lease agreement is signed
33 by both the former distressed homeowner to be a tenant under the
34 agreement and the distressed property buyer;

(5) the recorded physical location of the property that is the
subject of the residential lease agreement, which shall be the same
property that is the subject of the distressed property conveyance set
forth pursuant to section 3 of this act;

(6) the monthly rental obligation for the former distressedhomeowner as a tenant residing on the property, with an indication:

(a) that the monthly rental obligation shall not exceed 31% of
the tenant's gross monthly income, as required by subsection d. of
this section; and

(b) that each monthly rental obligation may not be declared due
more than 30 days immediately preceding the month during which
the tenant shall reside at the property, as required by subsection e.
of this section;

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(7) the length of time of the residential lease agreement;

(8) the mailing address to which the monthly rental obligation
 shall be remitted, if different from the mailing address for the
 distressed property buyer and agent provided under paragraph (1) of
 this subsection; and

5 (9) the amount of any security deposit required by the 6 residential lease agreement, and an indication that all information 7 concerning the investment or deposit of the security deposit shall be 8 provided to the former distressed homeowner as a tenant under the 9 agreement, as required by section 1 of P.L.1967, c.265 (C.46:8-19).

d. The monthly rental obligation of the former distressed
homeowner as a tenant set forth in the residential lease agreement
shall not exceed 31% of his gross monthly income at the time of
executing the agreement, determined as follows:

(1) the average of salary or wages for the three most recent
calendar months, as evidenced by an employer provided paycheck,
pay stub, or other similar proof of compensation; or

(2) the average of the bank deposits for compensation for work,for the three most recent calendar months, if the tenant is self-employed.

e. The monthly rental obligation set forth in the residential
lease agreement may not be declared due more than 30 days
immediately preceding the month during which the former
distressed homeowner as a tenant under the agreement shall reside
at the property.

f. In addition to the provisions of this section, the residential
lease agreement shall comply with any State law applicable to
residential real property in this State consisting of one to four
dwelling units.

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30 As an option accompanying the settlement of the 5. a. 31 conveyance agreement set forth pursuant to section 3 of this act and 32 an executed residential lease agreement set forth pursuant to section 33 4 of this act, an option to purchase agreement may be executed 34 between the distressed property buyer and distressed homeowner, as 35 former owner of the property, permitting the distressed homeowner 36 the exclusive, irrevocable right, as a tenant-buyer, to purchase back 37 the property from the distressed property buyer. The terms and 38 conditions of the option to purchase agreement shall be contingent 39 upon the tenant-buyer's fulfillment of all obligations under the 40 residential lease agreement. The failure to fulfill any obligation 41 under the residential lease agreement shall render the option to 42 purchase agreement voidable by the distressed property buyer.

b. The option to purchase agreement shall be in writing in a
form containing at least 12-point type. The distressed property
buyer shall provide an executed copy of the written option to
purchase agreement, properly notarized by a notary public who is
commissioned pursuant to the "Notaries Public Act of 1979,"
P.L.1979, c.460 (C.52:7-10 et seq.), to the distressed homeowner, as

former owner of the property, residing as a tenant-buyer under the
 executed residential lease agreement set forth pursuant to section 4
 of this act and this agreement, at the time at which the distressed
 homeowner signs the option to purchase agreement.

5 c. The written option to purchase agreement shall contain at6 least the following:

7 (1) the name and mailing address of the distressed homeowner
8 as the tenant-buyer under the executed residential lease agreement
9 and the option to purchase agreement;

10 (2) the name and mailing address of the distressed property11 buyer;

(3) the date on which the option to purchase agreement is signed
by both the former distressed homeowner as a tenant-buyer and the
distressed property buyer;

(4) the recorded physical location of the property that is the
subject of the option to purchase agreement, which shall be the
same property that is the subject of the distressed property
conveyance and residential lease agreement set forth pursuant to
sections 3 and 4 of this act;

20 (5) (a) the purchase price or other consideration provided for
21 the property that is the subject of the option to purchase agreement;
22 or

(b) the manner in which the purchase price or other
consideration shall be determined at the time the distressed
homeowner, as a tenant-buyer, exercises his optional right to
purchase back the property from the distressed property buyer,
which shall include an appraisal of the property by a real estate
appraiser licensed or certified pursuant to the "Real Estate
Appraisers Act," P.L.1991, c.68 (C.45:14F-1 et al.);

30 (6) the amount of any fee or other consideration provided by the 31 distressed homeowner as a tenant-buyer at the time of the execution 32 of the option to purchase agreement as consideration for the 33 agreement, which shall not exceed 3.5% of the purchase price or 34 other consideration provided for the property pursuant to paragraph 35 (5) of this subsection; and, the amount, if any, of this fee or other 36 consideration that shall be applied as credit towards the purchase of 37 the property if the tenant-buyer exercises his optional right to 38 purchase back the property from the distressed property buyer;

39 (7) the amount of any money to be provided by the former
40 distressed homeowner as a tenant-buyer to the distressed property
41 buyer, to be credited towards the purchase of the property, remitted
42 on a monthly basis in excess of the monthly rental obligation
43 established pursuant to the executed residential lease agreement
44 between the parties;

(8) the amount of any charge or fee to the distressed homeowner
as a tenant-buyer for services included in the option to purchase
agreement that is distinct from the fee, money, or other

consideration described in paragraphs (5) through (7) of this
 subsection;

3 (9) a notice that the distressed property buyer shall be 4 responsible for the payment of taxes, insurance, assessments, and 5 any other charges against the property during the length of time of 6 the agreement, and if the former distressed homeowner as a tenant-7 buyer exercises his optional right to purchase back the property, the 8 distressed property buyer shall deliver the deed and convey title to 9 the property free of any liens or encumbrances as a condition of the 10 settlement of the option to purchase agreement; and

(10) a notice that the distressed property buyer, as a condition of the settlement of the option to purchase agreement, shall not possess a mortgage on the property that is the subject of the agreement in an amount greater than the purchase price or other consideration provided for the property as agreed to between the distressed property buyer and former distressed homeowner as a tenant-buyer pursuant to paragraph (5) of this subsection.

d. The option to purchase agreement shall provide for a length
of time of at least three years within which the former distressed
homeowner as tenant-buyer may exercise his exclusive, irrevocable
right to purchase back the property from the distressed property
buyer.

e. With respect to the amount of any fee or other consideration provided by the former distressed homeowner as a tenant-buyer at the time of the execution of the option to purchase agreement as consideration for the agreement, as set forth in paragraph (6) of subsection c. of this section:

(1) the entire fee or other consideration shall be provided by the
tenant-buyer at the time of the execution of the option to purchase
agreement;

31 (2) the distressed property buyer may declare some or all of the 32 fee or other consideration to be non-refundable, regardless of 33 whether the tenant-buyer exercises his right to purchase back the 34 property from the distressed property buyer pursuant to the option 35 to purchase agreement, or declare that some or all of the fee or other 36 consideration shall be applied as credit toward the purchase of the 37 property, if the tenant-buyer does exercise his right to purchase 38 back the property, so long as this declaration is agreed to by the 39 tenant-buyer and expressly stated in the agreement; and

40 (3) the fee or other consideration provided to the distressed
41 property buyer shall not constitute an equitable ownership interest
42 in the property.

f. With respect to any money provided by the distressed
homeowner as a tenant-buyer to the distressed property buyer,
remitted as a monthly credit towards the purchase of the property in
excess of the monthly rental obligation established pursuant to the
exceuted residential lease agreement between the parties, as set
forth in paragraph (7) of subsection c. of this section:

1 (1) the distressed property buyer may declare some or all of the 2 money to be non-refundable, if the tenant-buyer does not exercise 3 his right to purchase back the property from the distressed property 4 buyer pursuant to the option to purchase agreement, so long as this 5 declaration is agreed to by the tenant-buyer and expressly stated in 6 the agreement; and

7 (2) the money provided the distressed property buyer shall not8 constitute an equitable ownership interest in the property.

9 If the distressed homeowner as a tenant-buyer exercises his g. 10 right to purchase back the property from the distressed property 11 buyer pursuant to the option to purchase agreement, any amount 12 still owed toward the purchase price or other consideration on the 13 property, as set forth in the agreement, following the application of 14 any fee, money, or other consideration described under paragraphs 15 (6) and (7) of subsection c. of this section by the distressed property 16 buyer as credit towards the purchase, shall be the sole responsibility 17 of the tenant-buyer.

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19 6. a. A distressed homeowner or distressed property buyer may 20 bring an action in a court of competent jurisdiction for legal and 21 equitable relief against the other party for failing to comply with the 22 provisions of this act, or if the other party violates any of the 23 contract provisions set forth in any written agreement for a 24 distressed property conveyance, residential lease agreement, or 25 option to purchase agreement between the parties as provided by 26 The relief sought by the distressed homeowner or this act. 27 distressed property buyer may include enforcement or rescission of 28 any agreement, damages, including consequential damages, and 29 restitution.

30 b. A distressed property buyer, in accordance with 31 N.J.S.2A:18-51 et seq. and any other applicable State eviction law, 32 may initiate an eviction action against a distressed homeowner as a 33 tenant under a residential lease agreement, for failure to comply 34 with the provisions of that agreement.

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7. The provisions of this act shall not be construed to affect,
modify, or rescind any right, benefit, privilege or obligation, or
available legal remedy to enforce or cancel any right, benefit,
privilege or obligation, under any applicable State and federal law
concerning the purchase of a property, and any mortgage or other
financing of the purchase, that is the subject of a distressed property
conveyance.

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8. This act shall take effect on the first day of the third month
next following enactment, and shall apply to any distressed property
conveyance agreement and related residential lease and option to
purchase agreements executed on or after the effective date.

#### STATEMENT

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3 This bill, titled the "Residential Distressed Property Leaseback 4 Act," intends to regulate those transactions in which a distressed 5 homeowner, facing a foreclosure action, conveys property or an 6 interest in title to the property to another party, a "distressed 7 property buyer," with the intention of residing at the property as a 8 tenant; and in some cases, possessing a prearranged opportunity to 9 purchase back the property from the distressed property buyer. The 10 bill applies to residential real property in this State, consisting of 11 one to four dwelling units, at least one of which is occupied by the 12 distressed homeowner as a primary residence.

Any such distressed property conveyance shall be in writing, as well as properly notarized by a notary public at the time the distressed homeowner signs the agreement. This agreement shall include a seven-day right of cancellation by any party, which shall be effectuated in writing, sent by certified mail, informing the recipient of the decision to cancel the agreement.

19 The purchase price or other consideration provided for the 20 property that is the subject of the conveyance shall be the greater 21 of: (1) at least 82% of the current appraised fair market value of the 22 property as determined by a real estate appraiser licensed or 23 certified pursuant to the "Real Estate Appraisers Act," P.L.1991, 24 c.68 (C.45:14F-1 et al.); or (2) at least the amount necessary to 25 satisfy any lien or encumbrance upon the property including, but 26 not limited to, mortgage principal, mortgage interest, mortgage 27 arrears and tax arrears, unless the conveyance agreement involves a 28 short sale, in which the purchase price or other consideration for the 29 conveyance is less than the amount a person is owed under a lien or 30 encumbrance on the property, but that person agrees to accept the 31 lesser amount resulting from the conveyance and forgive any 32 unpaid balance remaining on the lien or encumbrance.

33 As a condition of the settlement of the distressed property 34 conveyance, a residential lease agreement shall be executed for the 35 same property between the distressed property buyer and distressed homeowner, as former owner of the property, unless the conveyance 36 37 agreement involves a short sale as described above. As with the 38 conveyance agreement, the residential lease agreement shall be in 39 writing, and notarized by a notary public at the time the former 40 homeowner, who will reside at the property as a tenant, signs the 41 agreement.

The monthly rental obligation of the former distressed homeowner as a tenant set forth in the residential lease agreement shall not exceed 31% of his gross monthly income at the time of executing the agreement, determined as follows: (1) the average of salary or wages for the three most recent calendar months, as evidenced by an employer provided paycheck, pay stub, or other similar proof of compensation; or (2) the average of the bank

deposits for compensation for work, for the three most recent calendar months, if he is self-employed. This obligation may not be declared due more than 30 days immediately preceding the month during which the former distressed homeowner as a tenant under the agreement shall reside at the property.

6 Additionally, the residential lease agreement shall comply with 7 any State law applicable to residential real property in this State 8 consisting of one to four dwelling units.

9 As an option accompanying the settlement of the conveyance 10 agreement and an executed residential lease agreement, an option to 11 purchase agreement may be executed between the distressed 12 property buyer and distressed homeowner, as former owner of the 13 property, permitting the distressed homeowner the exclusive, 14 irrevocable right, as a tenant-buyer, to purchase back the property 15 from the distressed property buyer. The terms and conditions of the 16 option to purchase agreement shall be contingent upon the tenant-17 buyer's fulfillment of all obligations under the residential lease 18 agreement. The failure to fulfill any obligation under the residential 19 lease agreement shall render the option to purchase agreement 20 voidable by the distressed property buyer.

The option to purchase agreement, as with the conveyance agreement and residential lease agreement, shall be in writing, and notarized by a notary public at the time the former homeowner, who will reside at the property as a tenant-buyer pursuant to the executed residential lease agreement and option to purchase agreement, signs the latter agreement.

27 The option to purchase agreement shall provide for a length of 28 time of at least three years within which the former distressed 29 homeowner as tenant-buyer may exercise his exclusive, irrevocable 30 right to purchase back the property from the distressed property 31 buyer. The agreement shall contain provisions concerning any fee 32 or other consideration provided by the tenant-buyer as consideration 33 for the agreement, which shall not exceed 3.5% of the purchase 34 price or other consideration for the property, as well as provisions 35 concerning the amount of money to be provided, in monthly 36 installments in excess of the monthly rental obligation, and credited 37 toward the purchase of the property.

38 With respect to the amount of any fee or other consideration 39 provided as consideration for the option to purchase agreement: (1) 40 the entire fee or other consideration shall be provided by the tenant-41 buyer at the time of the execution of the agreement; (2) the 42 distressed property buyer may declare some or all of the fee or other 43 consideration to be non-refundable, regardless of whether the 44 tenant-buyer exercises his right to purchase back the property from 45 the distressed property buyer pursuant to the option to purchase 46 agreement, or declare that some or all of the fee or other 47 consideration shall be credited toward the purchase of the property, 48 if the tenant-buyer does exercise his right to purchase back the

property, so long as this declaration is agreed to by the tenant-buyer and expressly stated in the agreement; and (3) the fee or other consideration provided the distressed property buyer shall not constitute an equitable ownership interest in the property.

5 With respect to any money provided as a monthly credit towards 6 the purchase of the property: (1) the distressed property buyer may 7 declare some or all of the money to be non-refundable, if the tenant-8 buyer does not exercise his right to purchase back the property from 9 the distressed property buyer pursuant to the option to purchase 10 agreement, so long as this declaration is agreed to by the tenant-11 buyer and expressly stated in the agreement; and (2) the money 12 provided to the distressed property buyer shall not constitute an 13 equitable ownership interest in the property.

14 If the former distressed homeowner as a tenant-buyer exercises 15 his right to purchase back the property from the distressed property 16 buyer pursuant to the option to purchase agreement, any amount 17 still owed toward the purchase price or other consideration on the 18 property, as set forth in the agreement, following the application of 19 any of the credit toward the purchase, shall be the sole 20 responsibility of the tenant-buyer.

21 A distressed homeowner or distressed property buyer may bring 22 an action in a court of competent jurisdiction for legal and equitable 23 relief against the other party for failing to comply with the 24 provisions of the bill, or if the other party violates any of the 25 contract provisions set forth in any written agreement for a 26 distressed property conveyance, residential lease agreement, or 27 option to purchase agreement between the parties. The relief sought by the distressed homeowner or distressed property buyer may 28 29 include enforcement or rescission of any agreement, damages, 30 including consequential damages, and restitution.

In addition, a distressed property buyer, in accordance with N.J.S.2A:18-51 et seq. and any other applicable State eviction law, may initiate an eviction action against a distressed homeowner as a tenant under a residential lease agreement, for failure to comply with the provisions of that agreement.