

*bohemia*  
REALTY GROUP

# The *Art* Of **REAL ESTATE**

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*Seller's Guide*





Bohemia Realty Group is a dynamic team of dedicated real estate professionals that focus on residential rentals and sales in Upper Manhattan, the Bronx, Brooklyn, Queens, and other developing neighborhoods.

Our mission is a three-pronged approach to improving quality of life: To service clients/property owners in an efficient way, to create a positive work environment for our agents and employees, and to enrich the community that we serve.

The sales market in NYC is fast-paced and limited. By offering potential purchasers property in a low inventory marketplace, sellers are in return given the opportunity to maximize their bottom line. The advantages of selling in a seller's market are too good to pass up if now is a time where you find yourself in the sales arena.

Selling can be a seamless and stress-free experience with the right team of people. Let Bohemia represent your best interests through the entire selling process.

# *Why List With Us?*

Bohemia Realty Group has thousands of exclusive and co-exclusive properties, and sales and rentals is what we do. Our relationships with Manhattan landlords, developers and individual owners has spanned over fifteen years and made us the go-to firm for uptown product knowledge. Whether you have a studio for rent, a two bedroom condo for sale, or are looking for a partner to lease or sell an entire building, our firm will help you achieve your vision.

# *Choose Your Agent*

## **5 Reasons To Hire A Bohemia Real Estate Agent**

1. Your Bohemia agent is well educated and experience with the entire sales process.
2. Your Bohemia agent acts as a 'buffer' in negotiations with all interested parties throughout the entire transaction.
3. Your Bohemia agent will help you understand today's real estate values when setting the price on a listing.
4. Your Bohemia agent will deliver the constructive feedback you need from the marketplace to ensure the sale of your property.
5. Your Bohemia agent is your neighborhood specialist, ensuring you never list with a company that doesn't know where you live.

# The Selling Track



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*Austin is a consummate professional. He was available or quick to call back whenever we needed him. Austin heard us when he expressed our aims and advised us when we needed to adjust our expectations or presentation of our home. Austin marketed our property well and provided tremendous exposure and activity. We would recommend Austin Oakes without hesitation.*

*Stuart & Vivian Fisher, Sellers*

## *About Austin*

Austin Oakes, a licensed real estate salesperson at Bohemia Realty Group, has built strong relationships with landlords, developers, homeowners, prospective purchasers, and investors across Manhattan. Austin prides himself on delivering white-glove service and empathetic real estate advisory. By leveraging real market data, exceptional client dedication, and advanced technology, Austin provides a unique approach to real estate. He also maintains a wide network of contacts, including mortgage professionals, real estate attorneys, and general contractors, ensuring a seamless experience for clients throughout the home buying and selling process.



## *How I Support Sellers*

- Provide you with accurate market data and analysis to help you make informed decisions about pricing and marketing your property.
- Help you prepare your property by offering staging and decluttering services, as well as professional photography and virtual tours.
- Utilize a variety of marketing channels to promote your property, including online listings, print advertising, and targeted email campaigns.
- Negotiate on your behalf with potential buyers and their agents to ensure that you receive the best possible price for your property.

# *Benefits of an Exclusive*

- Industry Wide Exposure – we are REBNY Members (Real Estate Board of New York) which guarantees your listing will be seen by every broker in the New York City.
- In New York City, over 85% of deals are co-broked – so missing out on this exposure equals missing out on the majority of people already working with an agent to find an apartment.
- We pay for and execute best in class marketing & advertising plan for you to ensure the sale of your property, including professional photos & floor plan generation.
- We make ourselves available to show the property. You don't have to worry about taking off from work or canceling an important event in your life.
- Devoted agents have a stake in your success – agents make guaranteed money when they sell the exclusive you've given them, so they will bend over backwards to do the job right and build a lasting relationship with you.





# Estimated Closing Costs

## CO-OP APARTMENTS

Broker's Commission	Negotiable
Seller's Attorney	\$1,500 - \$2,500+ (Paid by Seller, except sale by Sponsor)
Co-op Attorney/Managing Agent	\$400 - \$600
Flip Tax	Varies
Stock Transfer Tax	\$0.05 per share
Move-out Deposit	\$500 - \$1000 (refundable)
Move-out Fee	\$250 and up
New York City Transfer Tax	1%-4.55% of price, for purchase of \$500,000 or less; 1.42 5% of price for purchase over \$500,000 (Paid by Seller, except sale by Sponsor)
Transfer Tax Filing Fee	\$25 recording fee
New York State Transfer Tax	0.4%-0.65% of price (Paid by Seller, except sale by Sponsor)
Payoff Bank Attorney	\$300
UCC-3 Filing Fee	\$75 and up

## CONDOMINIUM APARTMENTS & TOWNHOUSES

Broker's Commission	Negotiable
Seller's Attorney	\$1,500 - \$2,500+ (Paid by Seller, except sale by Sponsor)
Managing Agent Processing Fee	\$450 - \$650
Move-out Deposit	\$500 - \$1000 (refundable)
New York City Transfer Tax	1%-4.55% of price, for purchase of \$500,000 or less; 1.425% of price for purchase over \$500,000 (Paid by Seller, except sale by Sponsor)
New York State Transfer Tax	0.4%-0.65% of price (Paid by Seller, except sale by Sponsor)
Miscellaneous Title & Recording Fee	\$100
Mortgage Satisfaction Fee	\$150 - \$300

\*Note: Some of the above fees are estimates. All information is subject to errors, omissions, and changes in facts or circumstances.

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# *Sell With Us*

Contact a Bohemia Realty Group agent today to help you with all of your real estate needs.

## **Harlem**

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Proud Member  
**REBNY**  
REAL ESTATE BOARD OF NEW YORK

