

Looking to Buy?



Elegran | **Forbes**
GLOBAL PROPERTIES

Buyer's Guide



Moving has long been considered a stressful process and we work to change that every day. Rediscover the fun and excitement of real estate with us. Your Elegran advisor is a trustworthy guide to streamline the experience, from the decision to move all the way to the closing table and beyond. This guide will help you make a plan and achieve your goals.

CONTENTS

1. Choosing a Neighborhood

2. Buyer's Agents

3. Condo vs. Co-Op

4. FAQ

5. The Forbes Advantage

7. Buyer's Path to Purchase

8. Glossary

Choosing a Neighborhood



LET'S GET STARTED

From Hamilton Heights to Fidi, Gowanus to Astoria and everything in between, selecting the right neighborhood can be overwhelming, so we recommend narrowing your search to your three top areas before hitting the streets. While you may love Soho for shopping or the Upper East Side for restaurants, there are a variety of factors to consider.

INVENTORY & PRICING

Are you looking for a high rise or a brownstone? Do you want an area that's evolving or one that's more established?

GETTING AROUND

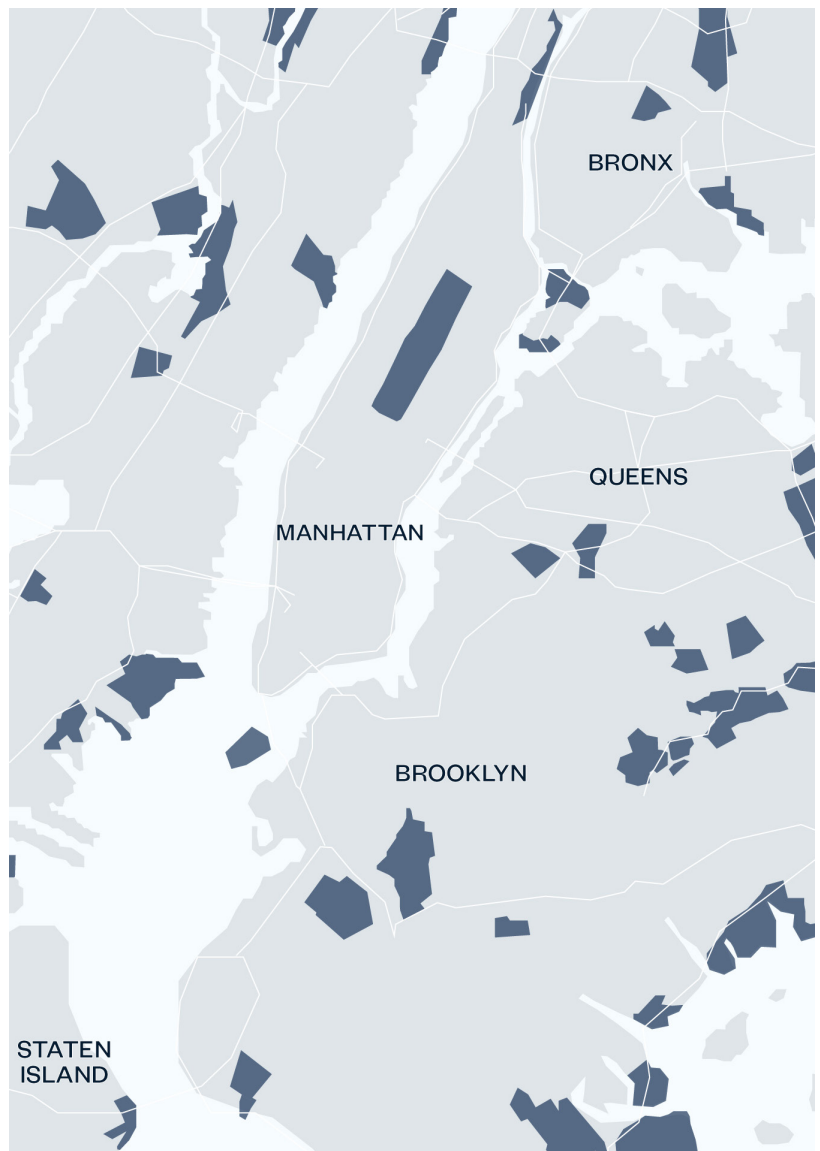
How much time are you willing to spend commuting? Do you want a variety of subway options or prefer to walk? And do you want an easy city getaway by car?

GREEN SPACE

What do you do outside? How do you exercise? Do you picnic or stroll? Pick: Central Park or Hudson River Park.

THE VIBE

Do you feed off of busy streets? How do you feel about cobblestone? Pick: museums or gallery hopping? Early morning coffee or late night dinners? Trendy or classic?



Buyer's Agents



WHAT IS A BUYER'S AGENT?

A buyer's agent has one job: protect the buyer's interests during the purchasing process. The agent negotiates with the listing agent on price and contingencies, and assists the buyer with navigating the mortgage, board approval and closing processes. The listing agent solely represents the interests of the seller. Their job is to negotiate the highest possible price for the apartment. The Buyer's agent goal, in contrast, is to find you the right home for the best possible price with minimal inconvenience to your life.

WHY DO I NEED A BUYER'S AGENT?

As a buyer, using an agent protects your interests in what is an expensive and often very complex purchase which is often complicated by the board approval process. Buyers that rely on the seller's agent to handle both sides of a deal do not have a professional, dedicated and unconflicted advocate during negotiations and may not hear about problems with the apartment or the building until it's too late. Legally, a buyer's agent has a singular fiduciary duty to you, the buyer. During a transaction, a buyer's agent also works to remove pressure, absorb stress, and remove emotion from the process. This leads to clearer information, greater knowledge, and more thoughtful decisions, all of which benefit the buyer.

HOW IS A BUYER'S BROKER COMPENSATED?

In many real estate transactions, the seller or owner of the property offers a commission [compensation] to the buyer's broker. If the buyer's broker accepts this offer, they will be directly compensated by the seller or property owner. However, in cases where the seller does not offer compensation to the buyer's broker, the buyer may be responsible for compensating their buyer's broker. In such instances, the buyer and their agent will agree on terms of compensation, often outlined in a Buyer Representation Agreement. The buyer then pays their agent directly for their services.

WHAT IS A BUYER REPRESENTATION AGREEMENT?

A Buyer Representation Agreement for real estate is an agreement between a homebuyer and a real estate broker. It outlines the broker's services, compensation, the duration of their relationship, and the buyer's obligations. It's important for clarity and legal protection during the homebuying process.

Condos vs. Co-ops



TRYING TO DECIDE WHICH IS BEST FOR YOU?
HERE'S A HEAD-TO-HEAD ON THE DIFFERENCES.

WHAT DO YOU OWN?

Co-op

Shares of the corporation that owns the building, with a proprietary lease for occupation of the specific unit.

Condo

Real property. The physical “four walls” of the apartment and everything within, allowing for greater ease of renovations.

WHAT'S THE APPROVAL PROCESS?

Co-op

It varies by each building, but typically a board package with full financial disclosure and references and an interview are required. Co-op boards have the ability to reject any applicant.

Condo

The process is simpler as boards generally don't have the right to refuse new owners without purchasing the unit themselves, although an application package is still required to be submitted by the purchaser(s).

HOW LONG DOES IT TAKE?

Co-op

Typically close 2–3 months from contract signing.

Condo

Typically 1–2 months from contract signing.

HOW MUCH CAN I FINANCE?

Co-op

Typically 70–80% of your purchase price, but some buildings require a larger downpayment.

Condo

Typically 80–90% of your purchase price.

CAN I SUBLET MY APARTMENT?

Co-op

Generally no, but sometimes within time limits and with additional fees.

Condo

Generally yes, but additional fees, time limits and financial disclosures may apply.

ANY BARRIERS TO MY OWN SALE OF THE APARTMENT?

Co-op

Just the same approval process you went through, and some boards also impose transfer fees called “flip taxes.”

Condo

The buildings can exercise a right of first refusal, which is uncommon. Some new development condos have also imposed a flip tax for units sold before a certain time period.

WHAT ABOUT MONTHLY CHARGES AND TAXES?

Co-op

Generally based on how many shares are attributed to a unit; include heat, hot water, staffing, real estate taxes and debt service for mortgages.

Condo

Based loosely on the square footage of the unit; include building maintenance, common area upkeep and staffing; real estate taxes are billed individually.



WHAT WOULD YOU LIKE TO KNOW?

WHY BUY VERSUS RENT?

New York City real estate is often considered to be a solid financial investment in a relatively stable market. Many purchasers like that they are paying their monthly fees toward a goal of ownership versus monthly rent payments, or like the freedom to make the home their own with renovations and decorating.

WHAT GOES INTO A BUDGET?

First consider if you're financing and the necessary down payment funds, closing costs, moving fees, and contingencies for unforeseen renovations and decorating costs.

HOW LONG DOES IT TYPICALLY TAKE TO BUY A HOME?

Buyers shop for the right home for any length of time, from a week to a year. Once you pull the trigger and reach a signed contract, the time to closing is generally 60 to 90 days for a condo and 90 to 120 days for a co-op. See "10 steps to purchase" for details.

WHAT GOES INTO A BOARD PACKAGE?

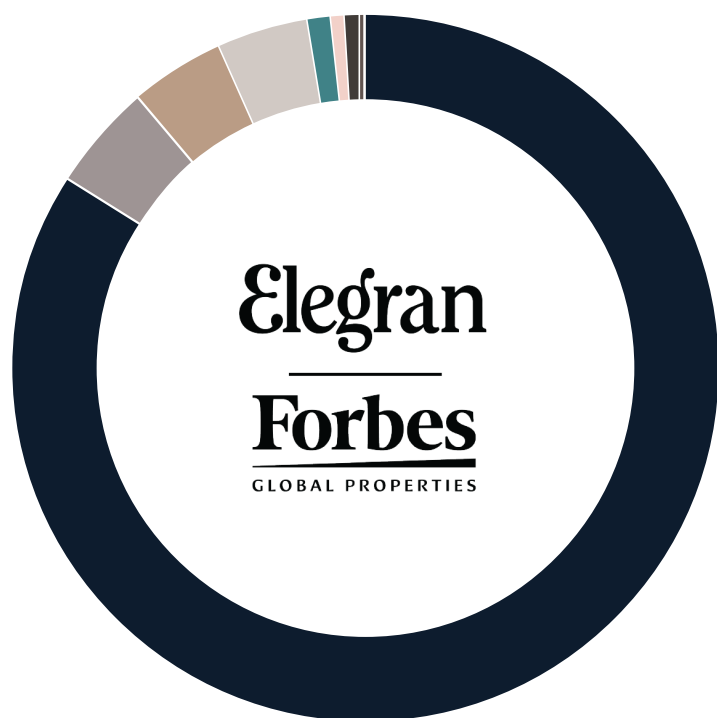
A: Co-ops typically require two years of income tax returns and W2 forms, business and personal reference letters, the last three employer pay stubs and a letter confirming employment, and statements for all accounts. If you're financing, you'll also provide a loan application, commitment letter, and recognition agreements. Condo boards require an application and many require similar materials to co-op boards, but very rarely refuse a purchaser based on this package.

I'M AN INTERNATIONAL BUYER — HOW IS FINANCING DIFFERENT?

In regards to both condos and co-ops, many lenders require international purchasers to make a larger down payment. Not all US lenders will provide financing to non-residents.

The Forbes Advantage

Local experience and Global access help you achieve your real estate goals. Forbes Global Properties is a robust resource for luxury home buyers and sellers—a curated consumer marketplace that connects discerning buyers directly to the world's finest homes and the top-tier agents that represent them.



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4%	Sotheby's / Sotheby's Int. Real Estate
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1%	Coldwell Banker
1%	Savills
1%	Knight Frank
0.5%	Engel & Völkers

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WHAT SETS FORBES GLOBAL PROPERTIES APART?

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The Forbes Advantage

WHY FORBES?

150M

Digital Ecosystem

5M

Magazine
Readership

#1

Most Trusted
Magazine in the US

42M +

Social Media
Footprint

80

Countries

Sources: Google Analytics, December 2021; MRI Doublebase 2021; GfK MRI Starch YTD 2021, Average (January-November); MRI-Simmons, Fall 2019, Updated June 2022. Forbes Global Properties® is a registered trademark used under license.

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Powerful consumer analytics and tools that help agents to pinpoint, engage, and target prospective home buyers.

The Buyer's Path to Purchase

- 01 MUSTER YOUR RESOURCES**
Finances, credit score and lending options define your budget.
- 02 IDENTIFY MUST-HAVES**
To narrow things down, make lists.
- 03 ASSEMBLE YOUR TEAM**
Interview and partner with your preferred agent, attorney and mortgage lenders.
- 04 EXPLORE THE MARKET**
Understand what you like and don't like.
- 05 SUBMIT AN OFFER AND NEGOTIATE.**
- 06 CONDUCT A DUE DILIGENCE REVIEW**
- 07 EXECUTE THE CONTRACT**
- 08 SECURE FINANCES**
Submit your loan application, have the property appraised, and sign the commitment letter.
- Extra step for co-ops**
SUBMIT YOUR BOARD PACKAGE AND ATTEND THE INTERVIEW
- 09 SAY HELLO TO CLOSING DAY**
Conduct a final walk-through and close the deal.

LET US HELP DEMYSTIFY THE INDUSTRY JARGON.

Board package

An assembled document provided to co-op and condo boards prior to board approval, which typically includes income tax returns and W2 forms, references, confirmation of employment and statements for all accounts.

Board Interview

A meeting which may be required by a co-op board prior to board approval, following submission of a board package; an opportunity for the board members to meet you in person and ask questions.

Brownstone

A category of townhouses in New York City, primarily found in Brooklyn, Greenwich Village and the Upper West Side; refers to the type of material used as facing on the building's front.

Cooperative

The formal term for co-op, a type of NYC residential building that accounts for approximately 75% of the for-sale market; cooperatives function as corporations, with each owner becoming a "shareholder" and signing a lease for their individual unit.

Condominium

The formal term for condo, whereby homeowners receive separate individual ownership of their specific unit as well as a percentage ownership of the building's communal space.

Conversion

As it relates to real estate, this refers to a building whose purpose has changed from its original construction; potential conversions: 1) from manufacturing or commercial to residential, 2) within residential: from rental to for-sale

Escalation

A lease provision in which the landlord requires the tenant to pay a higher aggregate rent by adjusting the annual base rent by an agreed method during the term of the lease agreement.

Guarantor

A person who is willing to pay the rent if a tenant can't, or if an applicant doesn't meet a landlord's requirements. Typically, this person is an immediate family member, but people can use anyone, like a friend or a colleague, who is qualified and willing.

Rent Control

A term for apartments in buildings constructed prior to 1947 with a continuous tenant since 1971, where regulation allows for rents far below market value; leases can be passed on to family members in occupancy prior to the death of the primary tenant; accounts for only 1% of NYC's rentals and the amount continues to dwindle.

Precisely
You 

OUR GOAL IS SIMPLE:

To Humanize the
World of Real Estate.

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