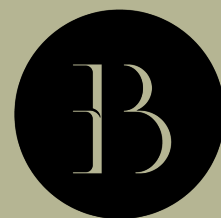




COMPASS

Seller's Guide

The BAHAR Team
New York City



The BAHAR Team

How to Sell a Home

New York City

01

Setting the Stage

From applying a fresh coat of paint to rearranging furniture, we work with you to ensure that the property is visually ready for showing. We will schedule a professional photo shoot, commission an illustrative floor plan, and prepare a compelling listing description.

02

Going Live

The listing is broadcast on compass.com and sent across our 100+ partner sites for the duration of the selling process.

03

Spreading the Word

We will develop and execute on an intelligent & effective marketing plan inclusive of beautiful collateral to strategically showcase your property.

04

Making Connections

We continuously leverage professional contacts and the Compass Network Tool to find ideal buyer brokers. Open houses are hosted for both brokers and buyers on an ongoing basis.

05

Test the Market

We will conduct an assessment of the market response within the first 30 days of your listing going live. Feedback from agents and buyers is aggregated, and the listing strategy revised if needed.

06

Measuring Success

We provide ongoing updates and metrics.

07

Optimizing the Offer

Following an offer, we contact all interested parties, review the offer terms, and raise all counter-offer options with you. An offer is negotiated and accepted, and the transaction summary is circulated. Contract is negotiated by your attorney and once finalized, signed by all parties.

08

Finalizing the Details

We note and observe all contingency periods throughout the in-contract stage. All financial and supplemental information is collated and submitted to the managing agent if applicable.

09

Completing the Close

The property appraisal (if applicable) and home inspection takes place. The closing date is set with the attorney. We arrange the final walkthrough and closing, at which time the keys are handed over to the buyer.

Co-Op

FEE	ESTIMATED COST
Broker Commission	
Listing Broker	Per your listing agreement
Seller Broker	Per your listing agreement
Bank	
Payoff Bank Fees	\$500-\$1,000
Attorney	
Your Attorney	Consult your attorney ~\$2,500-\$5,000+
Building	
Co-op's Attorney/Managing Agent Closing Fee	\$400-\$1,000
Move-out Deposit	Varies by co-op, typically \$500-\$1,000
Move-out Fee	\$500-\$1,000 (Non-refundable)
Admin Fee	\$250-\$1,000
Flip Tax or Transfer Tax	Refer to managing agent (typically 1-3% of price or \$ per share)
NY Stamp Tax	\$0.05/Share
Government	
Residential NYC Transfer Tax	1% if purchase is < \$500,000 1.425% if purchase price is > \$500,000
Progressive NY State Transfer	0.4% for Residential transactions <\$3M 0.65% for Residential transactions > \$3M
Transfer Tax Filing Fee	\$100
UCC-3 Filing Fee	\$125

Condos

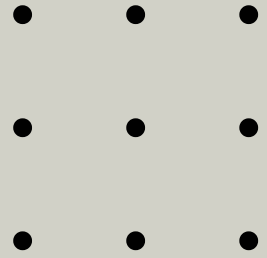
FEE	ESTIMATED COST
Broker Commission	
Listing Broker	Per your listing agreement
Seller Broker	Per your listing agreement
Bank	
Payoff Bank Fees	\$300-\$1,000
Attorney	
Your Attorney	Consult your attorney ~\$2,500-\$5,000+
Building	
Managing Agent Closing Fee	\$500-\$1,000
Move-out Fee	\$500+
Move-out Deposit	\$500-\$1,500 refundable)
Government	
Residential NYC Transfer Tax	1% if purchase is < \$500,000 1.425% if purchase price is > \$500,000
Progressive NY State Transfer	0.4% for Residential transactions <\$3M 0.65% for Residential transactions > \$3M
UCC-3 Filing Fee	\$125
Recording and closing	
Pick up / Payoff Fee to Title Closer	~\$250 - \$500

Townhouses & Multi Family Homes

Closing
cost
estimates
for the
seller

FEE	ESTIMATED COST
Commission	
Listing Broker	Per your listing agreement
Seller Broker	Per your listing agreement
Attorney	
Your Attorney	Consult your attorney ~\$2,500-\$5,000+
Bank	
Payoff Bank Fees	\$500-\$1,000
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Tools and Services to Help You Sell Your Home



At Compass, we strive to deliver a modern, seamless sale. From providing a sophisticated search experience to targeting prospective buyers, every one of our tools and services are designed to help us sell your home as quickly and for as much money as possible.

Compass Concierge

With Compass Concierge, your agent can help you sell your home faster and for a higher price. From staging to renovation, Concierge transforms your home.

Compass Network Tool

The Compass Network Tool is a powerful resource to analyze your property across 350+ parameters to determine similar sold listings, identify the brokers who already have buyers in that area, and correspond with ideal prospective buyers. Your Compass agent can use the Network tool to reach out to agents with listings in-contract or recently sold to find out if they have any leads for your similar listing.

Compass Collections

Collections lets you and your agent compare properties similar to yours—size, neighborhood, amenities—in a visual workspace. Monitor market activity in real time, stay in constant contact with each other, and invite other collaborators to join in on the discussion throughout.



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