

TRUMP

INTERNATIONAL REALTY





Trump International Realty is world-renowned for its excellence in service and real estate expertise in the New York Market. Our highly qualified agents are trained to provide each client with a home-selling experience that is unique, engaging and fulfilling, both emotionally and functionally.

Our agents' thorough market knowledge combined with their negotiating skills and top-tier services will make selling your home a pleasant and gratifying process.

This Sellers's Guide will list key information to help you smoothly navigate throughout this exciting journey.

Your Trump International Agent Will...

Lead you through the entire process.

Manage all aspects of your property sale, from pricing, marketing and showing, to every step involved in getting you the deal that meets your unique goals and needs.

Promote your listing on both digital and print platforms.

Provide personal representation at every showing.

Report to you regularly.

Once offers come in, negotiate on your behalf ensuring the best price and fastest closing.

Help you review building rules and all the specifics of transfer of ownership.

Work as your partner until closing of the transaction.





- 1 Locate your Title Insurance Policy or Abstract of Title.
- 2 Make sure you have Building Permits and Certificates of Occupancy in place.
- 3 Hire a real estate attorney to represent your interests during the selling of your property.
- 4 Hire an inspector and if necessary, a contractor to repair any primary problems.
- 5 Remove and repair all signs of damage and deterioration to add both perceived and real value to your property. Investing some time and energy will make a big difference, bringing you the highest possible price in the shortest period of time.
- 6 Evaluate your property and decide if you would like to make any renovations. Consider painting, cleaning or replacing carpeting.
- 7 Make sure all plumbing, heating and electrical items are functioning properly.
- 8 Clean closets, doors and windows.
- 9 Organize, eliminate clutter and neutralize the environment. Remove your personal imprint on the house such as family photos, cosmetics, waste cans etc.
- 10 Determine if you would like to stage your property; well-staged homes sell approximately 32% faster than non-staged homes. Additionally, property value rises approximately 10%.
- 11 Review your property's Comparative Market Analysis with your agent.
- 12 Evaluate best pricing based on the current market, property condition, the location, square footage, recent comparable sales, and amenities among others.
- 13 Once your property looks fresh, clean, and well maintained, your agent will have your home professionally photographed.

THE SELLING AND CLOSING PROCESS

1 4 Go over your property's marketing plan with your agent.

1 5 Your agent will begin showing your property. Make sure to leave while your home is being shown. This way, buyers will feel more comfortable discussing your property with your agent.

Once you have achieved your goal of an acceptable offer you can expect the following to occur:

- ◇ Home Inspection
- ◇ Appraisal
- ◇ Written Mortgage Commitment
- ◇ Determining Closing Date
- ◇ Property Walk-Through 24-28 Hours Prior to the Closing
- ◇ Closing

The Closing Process

1 6 Your agent will send a memorandum of the accepted offer to you, to your attorney, and to the buyer's attorney.

1 7 Your attorney will prepare a contract of sale and send it to the buyer's attorney.

1 8 The buyer's attorney will examine the contract and then discuss adjustments, if necessary, with your attorney.

1 9 Before your closing appointment, you and your attorney will review all of the closing paperwork.

2 0 The buyer will sign the contract and provide down payment indicated. Then the signed contract and down payment check are sent to your attorney.

2 1 You will sign the contract and your attorney will send a fully executed copy to the buyer's attorney.





Closing Paperwork

- ◇ A current photo identification (driver's license or passport)
- ◇ Original deed
- ◇ Warranty information
- ◇ Repair Receipts
- ◇ Any other paperwork you might need to refer to during the closing

Closing Locations and Participants

Co-ops and condos - The closing is commonly held at the office of the building's management company and is attended by you, your agent and your attorney, the buyer, buyer's attorney, lender's attorney and a representative from the management transfer department.

Townhouses and Condominiums - The closing is usually held at the office of the seller or lender's attorney, with the buyer, the buyer's attorney, you, your attorney, lender's attorney, Title Company closer and your agent.

At the closing

2 2 If there is a bank loan on your property it will be satisfied at the closing. If your buyer is obtaining a mortgage, the mortgage documents will be signed at the closing as well.

2 3 After the process is completed and all funds are exchanged you will be receiving a deed (if you are buying a condo) or a certificate of shares (if you are buying a co-op). Additionally, you will collect the keys to your new residence.

IMPORTANT INFORMATION

Paperwork Included in the Contract of Sale

- ◇ Legal description of the property including boundaries, property size and address.
- ◇ Selling price of the property.
- ◇ Down payment amount.
- ◇ Balance due on closing.
- ◇ Specific terms of the financing by personal assets and/or by loans.
- ◇ Provision voiding the agreement if the mortgage contingency is not met.
- ◇ Target closing date.
- ◇ Provisions regarding incomplete inspections.
- ◇ Clause specifying that the sale is conditional upon the seller providing the title and certificate of occupancy.

Closing Costs

- ◇ Real Estate Commission.
- ◇ Mortgage Principal Remaining on the Property.
- ◇ Real Estate Attorney Fees (\$3,000 and Up).*
- ◇ New York City Property Transfer Tax (Calculated by your attorney and prorated at the closing.
- ◇ New York State Transfer Tax (0.4% of Purchase Price).*
- ◇ Move-Out Deposit (\$500 and Up).*

* Estimated closing cost are approximate and may vary. Please confirm closing costs for specific transactions with your attorney.









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