

A photograph of a room with a white wall, a black fireplace, a potted plant, and decorative architectural elements. The wall features ornate white moldings, including a decorative archway on the right and a decorative cornice at the top. A black fireplace is on the left, with a framed picture of the Statue of Liberty on top. A potted plant in a blue pot sits on the floor in the center. A small framed picture is on a shelf to the right.

# HARKOV LEWIS NYC

SELLER'S GUIDE

## Working for you

As one of the most renowned and respected real estate teams in the US, we strive to deliver an experience as exceptional as the properties we represent.

Our expert team has well over 100 years of experience in the New York City market and our large deal volume allows us to leverage real-time insights well ahead of conventional updates and market reports.

We use this knowledge to empower our clients, combining hard data with the warmth of human connection, to build long-lasting relationships based on honesty, integrity and respect.

**“Very professional, knowledgeable, always attentive, patient, and will always provide the client with the best service and help.”**

A. ROM, SELLER

[VIEW MORE OF OUR TESTIMONIALS HERE](#)





## The Harkov Lewis Team

Our team, made up of over 20 members, includes a robust and specialized operations and marketing department that handles all administrative, research, marketing, and operational needs. This back end support allows our sales agents to work more efficiently on your behalf by focusing their energies exclusively on showing and selling your property.

[WATCH OUR TEAM FILM HERE](#)

With extensive contacts in the city we provide access to highly vetted teams of vendors including:

Real Estate Attorneys  
Stagers  
Painters  
Handymen  
Contractors & Architects  
Movers

**“I can tell you that he always puts his client’s interests first and foremost, even if it means sacrificing a potential purchase because he didn’t think it was the best price or best option for us given our needs.”**

STEPHANIE S, SELLER





# Working with Sellers

## *Our Services*

### LISTING AGREEMENT

An exclusive right-to-sell listing agreement is a common practice that ensures only one agent or team can represent your listing. This allows us to be the gatekeeper to your home and find you the right buyer. Standard contracts run for a period of six months and typically highlight what access your agent will have and how much commission their services will cost. If your home hasn't sold by the end of the exclusivity agreement, we will work with you to determine a new sales and marketing strategy.

### PRICING

Pricing your home correctly can mean the difference between a fast sale or a lengthy process and can ultimately result in a higher price. Data consistently shows homes that sit on the market longer due to incorrect pricing at the beginning of the process end up selling for less. Factors that will impact this decision include neighborhood and building comps, the condition of your home, the size of your home, and the current market conditions.

### PREPARING YOUR PROPERTY

We will conduct a home visit to advise on any work that might be needed before showing your listing. This may include basic paint and repairs, staging, or decluttering, and we can recommend vetted vendors for all of these common needs.

Our general recommendations include:

1. Clean your home thoroughly including interiors and exteriors of windows.
2. Touch up any paint scratches or scuffs especially in high traffic areas.
3. Declutter and remove personal items as much as possible including personal photos, documents, etc.
4. Ensure all lighting works and replace any bulbs as needed.
5. Ensure remotes for lighting, fans, HVAC, or window treatments have working batteries.
6. Caulk and grout kitchens and bathrooms.



## ACTIVATING AND MARKETING YOUR LISTING

We will create a buzz and excitement around your property, showcasing it as a sought after residence to potential buyers in New York City, North America and around the globe.

Prior to going live, we will schedule marketing appointments with our trusted vendors to take high res photos, draw up-to-date floorplans and record a 3D walkthrough of your home. We will also draft a compelling description of the space, building and neighborhood and may shoot a narrated HD video tour.

All of these materials will be included in your listing with no hidden fees before being featured on our team's website, social media, emailed out to our extensive brokerage community, and featured in our monthly newsletter with over 35,000 recipients. Your listing will also be featured on our partner sites including Brown Harris Stevens, StreetEasy, Zillow, the Wall Street Journal, and more.





OUR MARKETING SERVICES INCLUDE

- Professional Photography
- Copy Writing
- Professional Floorplans
- 3D tours
- Guided HD video tours
- Bespoke Mailings
- E-Blasts
- Social Media Coverage
- E-Newsletters
- HLT Website feature
- BHSUSA.com Feature
- Listings with online partners
- Detailed listings documents
- Expert showings

#### SHOWING YOUR PROPERTY

One of our experienced showing agents will be responsible for showcasing your property in person to prospective buyers. They will coordinate with you for each appointment and will conduct open houses. As purchasers and their agents have questions, we will work with you to make sure all information is quickly and accurately conveyed to give purchasers comfort in their decisions. Each offer will be vetted and presented to you for consideration. We will negotiate with prospective buyers and their agents to ensure that we optimize the value of your property.

#### ACCEPTED OFFER TO CLOSING

1. Home Inspection, if applicable.
2. Contract negotiation.
3. Contract signing.
4. Appraisal, if applicable.
5. Condo/Co-op application submission and approval, if applicable.
6. Final walk through
7. Closing!

**“Ari is the best real estate broker we have ever come across in our fifteen years of renting and buying in NYC and London.”**

**GABRIEL B & NADYA P, SELLERS**





## Estimated Residential Condominium Closing Costs in New York City

FOR THE SELLER	
BROKER	As provided in exclusive agreement with Broker
OWN ATTORNEY	Approx. \$3,500-\$5,000, varies as negotiated
MANAGING AGENT'S FEE	Approx. \$1,000, or as determined by Condominium
MOVE-OUT DEPOSIT (REFUNDABLE)	\$500-\$1,000, or as determined by Condominium
NEW YORK CITY TRANSFER TAX	1% of entire gross sale price, if price is \$500,000 or less; or 1.425% of entire gross sale price, if price exceeds \$500,000; plus \$100 filing fee
NEW YORK STATE TRANSFER TAX	0.4% (.004) of gross sale price if \$2,999,999 or less; or 0.65% (.0065) of gross sale price is \$3,000,000 or more
SATISFACTION OF MORTGAGE	Approx. \$500, or as determined by Lender
RECORDING, OTHER FEES	\$250
NON US CITIZEN/NON RESIDENT (FIRPTA)	15% of price withheld or paid towards amount owed
FLIP TAX OR CAPITAL CONTRIBUTION	Certain Condominium, formula varies

All costs are estimated, and will vary based on transaction details, changes in rates and taxes, and other factors. No representation is made as to the accuracy of these estimates. Parties to transaction must consult their own Counsel and refer to transaction details for verification of all costs.



## Estimated Residential Co-op Closing Costs in New York City

FOR THE SELLER	
BROKER	As provided in exclusive agreement with Broker
OWN ATTORNEY	Approx. \$3,500-\$5,000, varies as negotiated
MANAGING AGENT'S FEE	Approx. \$1,000, or as determined by Co-op
MOVE-OUT DEPOSIT (REFUNDABLE)	\$500-\$1,000, or as determined by Co-op
MOVE-OUT FEE (NON-REFUNDABLE)	\$250-\$750, or as determined by Co-op
NEW YORK CITY TRANSFER TAX	1% of entire gross sale price, if price is \$500,000 or less; or 1.425% of entire gross sale price, if price exceeds \$500,000; plus \$100 filing fee
NEW YORK STATE TRANSFER TAX	0.4% (.004) of gross sale price if \$2,999,999 or less; or 0.65% (.0065) of gross sale price is \$3,000,000 or more
SATISFACTION OF CO-OP LOAN	Approx. \$500, or as determined by Lender
UCC-3 TERMINATION FEE	\$75-\$100 if applicable
NON US CITIZEN/NON RESIDENT (FIRPTA)	15% of price withheld or paid towards amount owed
FLIP TAX	Certain Co-op, formula varies
STOCKS TRANSFER TAX	Certain Co-op, formula varies

All costs are estimated, and will vary based on transaction details, changes in rates and taxes, and other factors. No representation is made as to the accuracy of these estimates. Parties to transaction must consult their own Counsel and refer to transaction details for verification of all costs.

## Estimated Residential Townhouse/House Closing Costs in New York City

FOR THE SELLER	
BROKER	As provided in exclusive agreement with Broker
OWN ATTORNEY	Approx. \$3,500-\$5,000, varies as negotiated
NEW YORK CITY TRANSFER TAX	1% of entire gross sale price, if price is \$500,000 or less; or 1.425% of entire gross sale price, if price exceeds \$500,000; plus \$100 filing fee
NEW YORK STATE TRANSFER TAX	0.4% (.004) of gross sale price if \$2,999,999 or less; or 0.65% (.0065) of gross sale price is \$3,000,000 or more
SATISFACTION OF MORTGAGE	Approx. \$500, or as determined by Lender
NYS EQUALIZATION FILING FEE	\$125
NYC ADMINISTRATION FEE	\$125 for Residential Deed Transfer/\$250 Commercial Deed Transfer
RECORDING, OTHER FEES	Approx. \$250
NON US CITIZEN/NON RESIDENT (FIRPTA)	15% of price withheld or paid towards amount owed
PROPERTY DISCLOSURE CREDIT	\$500 (unless exempt)

All costs are estimated, and will vary based on transaction details, changes in rates and taxes, and other factors. No representation is made as to the accuracy of these estimates. Parties to transaction must consult their own Counsel and refer to transaction details for verification of all costs.

“He not only helped guide us through the process with some very difficult buyers, but he managed to stay cool and optimistic the entire time. I would definitely recommend Ari and his team to anyone looking to buy or sell..”

JEREMY S & LUIS V, SELLERS



THE HARKOV LEWIS TEAM

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TEAM PRINCIPALS  
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