

Keller Williams #1 Real Estate Team in New York City

Buying
in

NEW YORK CITY





A GUIDE

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MOVOTO PRO
Top NYC Sales Team



REALTRENDS VERIFIED
... 2025 ...

50+ Neighborhoods We're
StreetEasy Experts In

Top 10 Ranked Sales Team in
NYC in Apartments Sold

#1 Team at
Keller Williams NYC in
Sales Volume &
Apartments Sold

We Are the edry team



INTERACTIONS THAT TRANSCEND TRANSACTIONS We are an award-winning residential real-estate agency transforming the market through our forward-thinking, out-of-the-box services. We combine the best in boutique service, with the power of the nations largest brokerage.

At the Edry Team we help clients experience real estate in a fresh, personable and exciting way. We are relentlessly dedicated to every client we serve and never rest until their real estate goals are fulfilled.

We're creating a new philosophy when it comes to real estate services. Through the power of goodness, creativity, and professionalism we aim to make real estate an enjoyable, exciting, and positive experience.

We Are kw

WHAT WE STAND FOR

Keller Williams Realty is the largest real estate franchise in the world – home to more real estate professionals than any other company.

That's not just by chance.

Founded in 1983 by Gary Keller and Joe Williams, Keller Williams was built on one premise:

How high we go as a company will be determined by how high we lift our people.

Based on that simple philosophy, together, we have revolutionized the North American real estate industry.

Today, we are reshaping the global industry landscape as we extend the Keller Williams opportunity across the globe.



WIN-WIN

or no deal

INTEGRITY

do the right thing

CUSTOMERS

always come first

COMMITMENT

in all things

COMMUNICATION

seek first to understand

CREATIVITY

ideas before results

TEAMWORK

together everyone achieves more

TRUST

starts with honesty

EQUITY

opportunities for all

SUCCESS

results through people

kw NEW YORK CITY
KELLERWILLIAMS



MEET the leadership TEAM

We handle your transaction
from your first showing to
the closing table.

SANDY EDRY
Lic. RE Salesperson

CHIEF EXECUTIVE OFFICER

Sandy oversees the leadership team and wants you to know that he's at your disposal should you have any direct questions at anytime throughout this process.



sedry@kwnyc.com
646-319-6606

WILLIAM KROOSS-TADAS
Lic. RE Salesperson

DIRECTOR OF SALES

William works closely with our agents throughout the entire timeline of your purchase. His strengths are property evaluation and price negotiation.



williamkt@kw.com
631-827-1541

CASEY HARRIS
Lic. RE Salesperson

DIRECTOR OF OPERATIONS

Casey will guide you through every part of your purchase with clarity and calm. She is widely regarded as one of the strongest board package specialists in the city.



caseyharris@kw.com
925-639-0092



Your Home WISH LIST



Narrow it DOWN

- Who will be living in this home? Let's list adults, children, and pets that will inhabit the space.
- If you had to name your top five non-negotiables, what would they be?
- Beyond your top five needs, what is something you really want?
- Do you have a preference for the type of building?
- When people visit your home, what do you want it to say about you?
- Are there any specific features that would make your next house feel instantly like home?

TIP: Fill out our [Buyer Questionnaire](#). Through a series of questions we can help one another understand your wish list. [Click here to get started.](#)

CO-OP

Cooperatives, or co-ops, are a distinct form of ownership in which you purchase shares in the building's corporation rather than the property itself. Each apartment is assigned a specific number of shares based on its size and overall desirability, including factors like views and placement within the building. The corporation covers the building's mortgage, real estate taxes, staff salaries, and maintenance costs, and each shareholder pays a proportional share of those expenses according to the number of shares they own.

Townhomes, often referred to as brownstones, are typically two to five story residences that share exterior walls with neighboring buildings and are independently owned, often with private outdoor space. These homes range widely in scale, from narrow, low-rise two unit row houses to grand, undivided brownstones that can offer up to 10,000 square feet of living space. Pricing varies just as dramatically, influenced by location, size, condition, and legal configuration.

TOWNHOUSE

Property TYPES

CONDO

With a condominium, you own your apartment outright along with a percentage of the building's common areas. Ownership is conveyed by deed and recorded with the county clerk. If you finance the purchase, your mortgage is recorded there as well. By buying a condo, you become part of the building's association, which handles responsibilities such as maintaining common areas, employing building staff, and ensuring city compliance in exchange for a monthly fee. Because a condo is considered real property, you are responsible for property taxes, paid either separately or as part of your mortgage escrow.

Condo VS CO-OP



REQUIREMENTS AND DIFFERENCES

CONDOMINIUMS

Condos are generally easier to purchase, and a wider pool of buyers can qualify for them, which is one reason they tend to be 15 to 25 percent more expensive than comparable cooperatives. Down payment requirements can be as low as 10 percent, and banks typically allow debt to income ratios up to, and sometimes slightly above, 45 percent. Once a contract is signed, the application process for a condo is usually more straightforward than a co-op, and because the review period moves more quickly, buyers can often reach the closing table sooner.

COOPERATIVES

Co-ops are more challenging to qualify for. They typically require larger down payments, most often between 20 and 30 percent, along with verifiable income that can comfortably support the ongoing monthly expenses of ownership. Debt to income ratios are usually expected to be at or below 28 percent, and buyers must also demonstrate substantial post close liquidity to reassure the co-op they can weather unforeseen circumstances. This requirement often begins at roughly two years of total monthly obligations held in liquid assets. Because of these financial thresholds, far fewer purchasers qualify for co-ops, which reduces the buyer pool and allows qualified buyers to secure more space for their money compared to condos.

Once a contract is signed, buyers must complete a detailed board application outlining their full financial picture and providing personal or professional references. This review process extends the timeline, and closings on co-ops typically take about 30 days longer than those for condos.



THERE ARE TWO PARTS NEEDED TO MAKE AN OFFER IN NEW YORK CITY.

Part 1: REBNY Financial Statement

Co-op sellers and most condo sellers will want a full financial picture before negotiating. Our team will help you complete your financial statement during your offer meeting with our Director of Sales.

Part 2: Pre-Approval/Proof of Funds

Financed offers in NYC require a pre-approval, and cash offers require proof of funds for the full purchase amount. Our team will help you gather what you need when the time is right.

Making an OFFER

WHAT DO I NEED TO MAKE AN OFFER IN NEW YORK CITY?



HOME INSPECTIONS

Do You Need One?

The Edry Team is committed to guiding you with expert recommendations throughout your purchase. If you're weighing the pros and cons of a property inspection, we can walk you through what to consider and help you decide whether it serves your best interest. When you're ready, we'll provide a curated list of trusted inspectors.

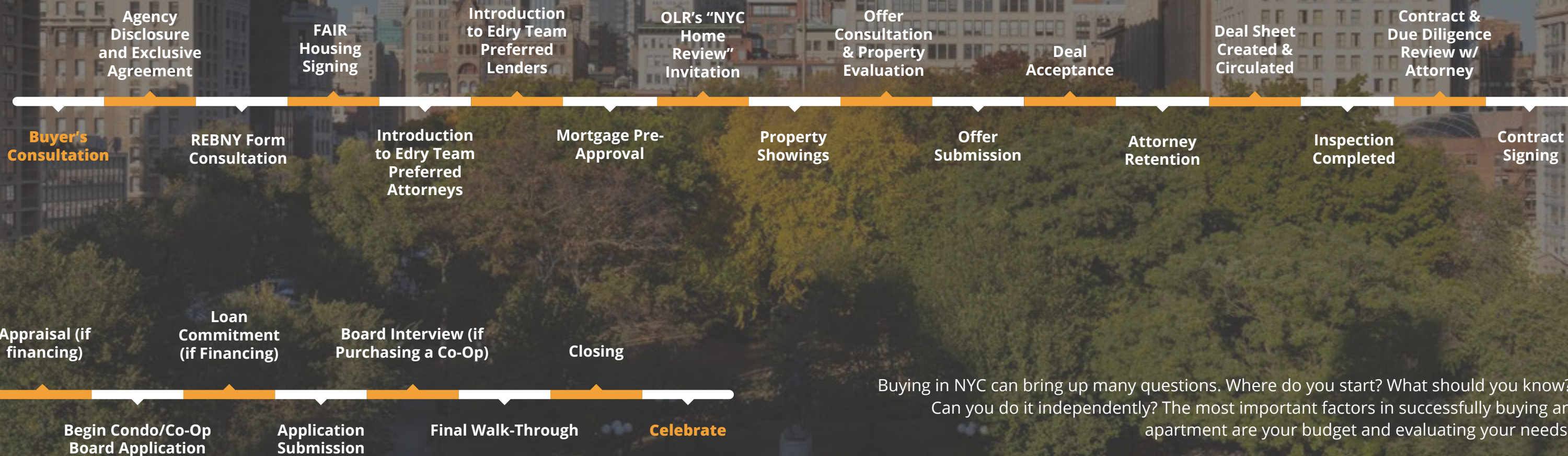
**OUR OPERATIONS
DEPARTMENT
SUPPORTS YOU
FROM THE DAY
YOUR OFFER IS
ACCEPTED AND
CONTINUES LONG
AFTER YOUR DEAL
HAS CLOSED.**

Contract to CLOSE

Once your offer is accepted, our Operations Department steps in to manage every moving part of the process so nothing stalls and nothing gets missed. They gather the information needed for the deal sheet, coordinate with building management and your attorney during due diligence, and stay in close communication with the seller's attorney to keep the contract on track. As your application comes together, they work directly with you to complete the condo paperwork or co-op board package and check in with your lender to help keep your financing on schedule. When it is time to submit the application and prepare for a co-op board interview, they guide you through each step with the kind of precision and support that makes the entire experience feel manageable and seamless.



Timeline of a PURCHASE



Buying in NYC can bring up many questions. Where do you start? What should you know? Can you do it independently? The most important factors in successfully buying an apartment are your budget and evaluating your needs.

ON-MARKET LISTINGS

Your agent will create a comprehensive search of all available properties that meet your criteria and set up a recurring search so you're among the first to see every new relevant listing the moment it comes to market.

OFF-MARKET LISTINGS

Our team has been in business for over a decade, giving us a deep network of property owners throughout the city. We speak with many of them regularly, including those who aren't yet ready to bring their homes to market. When that happens, we always ask whether we can secure an exclusive early showing for our active buyers.

EDRY TEAM & KW EXCLUSIVE LISTINGS

Our team and our company list hundreds of properties each year, and during your search you may find yourself interested in one of those exclusive listings. If you do, we can represent your interests in that purchase as well, ensuring you're fully protected on both sides of the transaction.



**WE CAN
REPRESENT
YOU
IN MANY
WAYS**

See [New York State Agency Disclosure](#)
and [Fair Housing](#) for More Details.

Benefits of a Buyers Agent



- ◇ A true fiduciary relationship focused only on your best financial outcome.
- ◇ Full-time advocacy and a long-term partnership.
- ◇ Access to custom campaigns for new inventory in your target buildings and neighborhoods.
- ◇ Expert negotiation protecting your bottom line.
- ◇ Comprehensive support for post-contract steps including applications and board interviews.
- ◇ A second set of eyes from your first showing through your final walk-through and closing.



Closing COSTS

Condominium Apartments



For the Purchaser

Buyer's Attorney	Approximately \$3,000
Bank Fees	\$750-\$1,000
Application Fee	\$350-\$650
Processing Fee	\$330-\$500
Appraisal Fee	\$500-\$2,000
Credit Report Fee	\$45-100+
Bank Attorney	\$650-\$1,000
Tax Escrow	2-6 months
Recording Fees- NYC & Westchester	Appr. \$250-\$750
Title Insurance Fees, Flip Tax	Varies by transaction and building

Mortgage Tax

Property Type	Mortgage Tax
Residential Condo Unit up to \$499,999.99	2.05% (0.25% paid by lender; 1.8% by mortgagor)
Residential Condo Unit \$500,000 and up	2.175% (0.25% paid by lender; 1.925% by mortgagor)
Commercial Condo Unit up to \$499,999.99	2.05%
Commercial Condo Unit \$500,000 and up	2.80%

Other

Maintenance Adjustment	Pro-rates for the month closing
Short-term interest	Equal interest for the balance of month in which you close

This closing-cost guide is designed to give you the general costs associated with the purchase or sale of a property. Please note that these are estimates and that potential buyers and sellers should consult their real estate attorney or financial advisor for specifics. All transfer taxes and filing fees are subject to change by government agencies in each location.

MANSTION TAX: 1-3.9% of purchase price from \$1million to \$25 million.

Cooperative Apartments

For the Purchaser

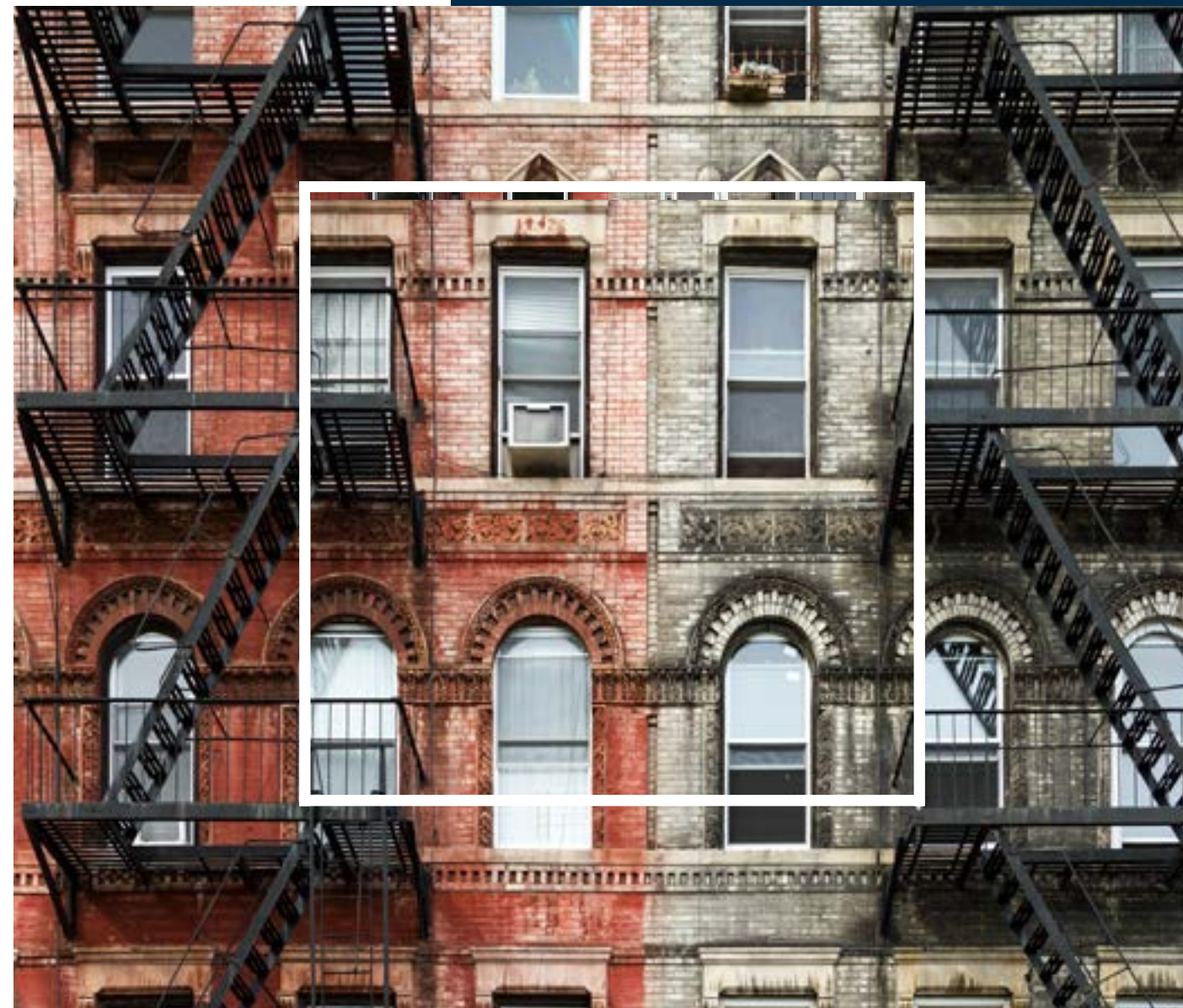
Buyer's Attorney	Approximately \$3,000
Bank Fees	\$550-\$1,000
Application Fee	\$350-\$650
Processing Fee	\$330-\$500
Appraisal Fee	\$500-\$2,000
Credit Report Fee	\$45-100+
Bank Attorney	\$650-\$750
Lien Search	Appr. \$350-\$450
UCC-1 Filing Fee	\$20 - \$40 in all counties except for Nassau

Other

Maintenance Adjustment	Pro-rates for the month closing
Miscellaneous Co-op Charges	Varies by building
Recognition Agreement Fee	Approx \$250
Flip Tax	Please check with building
Short-term interest	Equal interest for the balance of month in which you close

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MANSTION TAX: 1-3.9% of purchase price from \$1 million to \$25 million.



Townhouse & Single Family



For the Purchaser

Buyer's Attorney	Approximately \$3,000
Bank Fees	\$550-\$1,000
Application Fee	\$350-\$650
Processing Fee	\$330-\$500
Appraisal Fee	\$500-\$2,000
Credit Report Fee	\$45-100+
Bank Attorney	\$650-\$750
Tax Escrow	2-6 months
Recording Fees - NYC and Westchester	\$250-\$750
Fee Title Insurance	Variable by transaction
Mortgage Title Insurance	Variable by transaction

Other

Property Type	Mortgage Tax
Single Family Residence \$499,999.99 and below	2.05% (0.25% paid by lender; 1.8% by mortgagor)
Single Family Residence at \$500,000 and up	2.175% (0.25% paid by lender; 1.925% by mortgagor)
Commercial Properties and Vacant Land \$500,000.00 and under	2.05%
Commercial Properties and Vacant Land \$500,000.01 and up	2.80%

This closing-cost guide is designed to give you the general costs associated with the purchase or sale of a property. Please note that these are estimates and that potential buyers and sellers should consult their real estate attorney or financial advisor for specifics. All transfer taxes and filing fees are subject to change by government agencies in each location.

MANSTION TAX: 1-3.9% of purchase price from \$1million to \$25 million.



Edry Team

ALLIED RESOURCES

SUGGESTED LENDERS

Melissa L. Cohn/Sarah Alvarez
Raveis Mortgage
917-838-7300
Melissa.Cohn@Raveis.com

Jim Kroll
TD Bank
917-568-3368
James.Kroll@TD.com

Jacqueline K. Plaza
Chase
917-921-6083
Jacqueline.K.Plaza@chase.com

SUGGESTED MOVERS

Imperial Movers
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Info@imperialMovers.com
ImperialMovers.com

SUGGESTED ATTORNEYS

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