



# BUYERS GUIDE

THE COMPLETE GUIDE TO BUYING A HOME

*Yousaf Rehman*  
Real Estate Agent

W O

*Yousaf is a tremendous resource for your search for finding a new home in NYC. As we just moved from London to NYC we had limited to minimal knowledge of the city. Yousaf knows the city, different neighborhoods, and properties in each and as such can customize based on your interests, preferences and budget. We highly recommend and endorse his expertise, knowledge and professionalism and most importantly his guidance in navigating New York City market. To me honesty and being straight up when dealing with these matters are key characteristics that distinguishes people and Yousaf is just that.*

*Thank you for helping us find our new home.*

-Clark S.

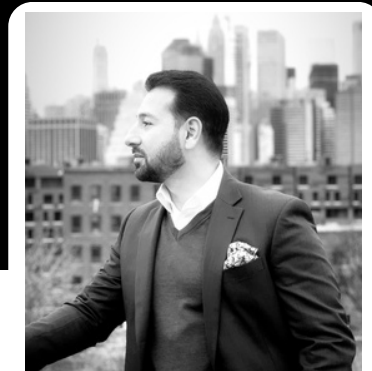
R D

## Listing Agent



Our master negotiator and listing agent extraordinaire. You want this guy on your side!

## Neighborhood Specialist



The guy we turn to whenever we've got questions...our fearless leader and knower of all things real estate!

## A B O U T M E

## Client Care



Our resident client care expert. I got you every single step of the way!

## Marketer



Our in-house graphic designer and all things social!  
I love making your home look stellar!

# TEAM STATS

In 2021, we sold 25% more homes than any other team in our city!

We sell 12 homes every month.

Our team worked with 100s of buyers in 2021

In 2021, our listings sold for an average of 20% above asking!



# THE STEPS

So, you want that dream home? We know exactly how to get you there. Here are the typical steps involved in buying a home.



## GET PRE-APPROVED

You'll want to get this process started asap, as getting pre-approved for financing is essential.

## CHOOSE AN AGENT

Choose an agent whose personality meshes with your own and whose experience can work in your favour!



## HUNT FOR HOMES

We'll take note of your requirements and start searching for properties that fit the bill!

## RESEARCH NEIGHBOURHOODS

Your new neighbourhood is just as important as your home. Look at schools, recreation and shopping.



## MAKE AN OFFER

We'll draw up an offer and negotiate on your behalf.



6

## INSPECTION

This will address any hidden issues in the property.



## CLOSE THE SALE

Arrange a closing date and sign the paperwork!



8

## MOVE IN!

You did it! Welcome to your new home!



# BUY OR SELL FIRST

Each situation is unique, and several factors need to be looked at to determine which option is right for you. Here are some things to consider with each.



## BUY FIRST

### Works best when

There is a lot of competition in the market and property prices are rising

You're confident there will be a high level of demand for your existing property

You can negotiate or make it conditional on selling your own home

You're prepared to accept an offer that lets you move on or pay bridging finance.



## SELL FIRST

### Works best when:

Property prices are flat or declining  
if you want greater certainty about how much you have to spend on your next home

If you're moving locations and buying in a different and slower market

If you can negotiate a long settlement or know that you'll be able to find something that suits your requirements.

# PRE-APPROVAL

Getting a pre-approval is one of the best things you can do to simplify the process and give yourself more confidence in your buying power. Here's what you can expect from the process.

**ONE**



## YOUR CREDIT SCORE

Knowing your credit score will help lenders decide if you're a good candidate for a loan. The higher your credit the better.

## YOUR EMPLOYMENT HISTORY

Lenders want to make sure you can regularly make mortgage payments, with no major gaps in income.



**TWO**

**THREE**



## YOUR ASSETS AND DEBTS

Lenders want to know your debt-to-income ratio to know if you can make each loan payment with the income you earn.



Choosing a home that complements your lifestyle, income and preferences is no easy task. There are many moving parts to finding a home that will work for you and your family. Here are some things to consider when looking for that perfect home.



*There's no place like ...*

HOME



### WHAT KIND OF HOME DO YOU WANT?

Are you interested in single-family, condo or townhome? Do some research of what types of homes offer what that will help narrow down your search area.



### CONSIDER YOUR COMMUTE

Do you need a car to get to work? Are you going to be taking transit? Do a test run before committing to a certain area.



### OLD HOUSE OR NEW HOUSE

Older neighbourhoods are great for their charm and character, but often older homes require more repairs, newer developments have modern finishes and less repairs needed.

# CHOOSING A HOME



### COMMUNITY

What would you like to see in your new community? Is it more coffee shops? Events? Closer to the water? Whatever it is write it down and choose areas that have those features.



### WALKSCORE

How important is it to you to be walking distance to things like schools, shopping and groceries? Think of what you want or need to be close to.



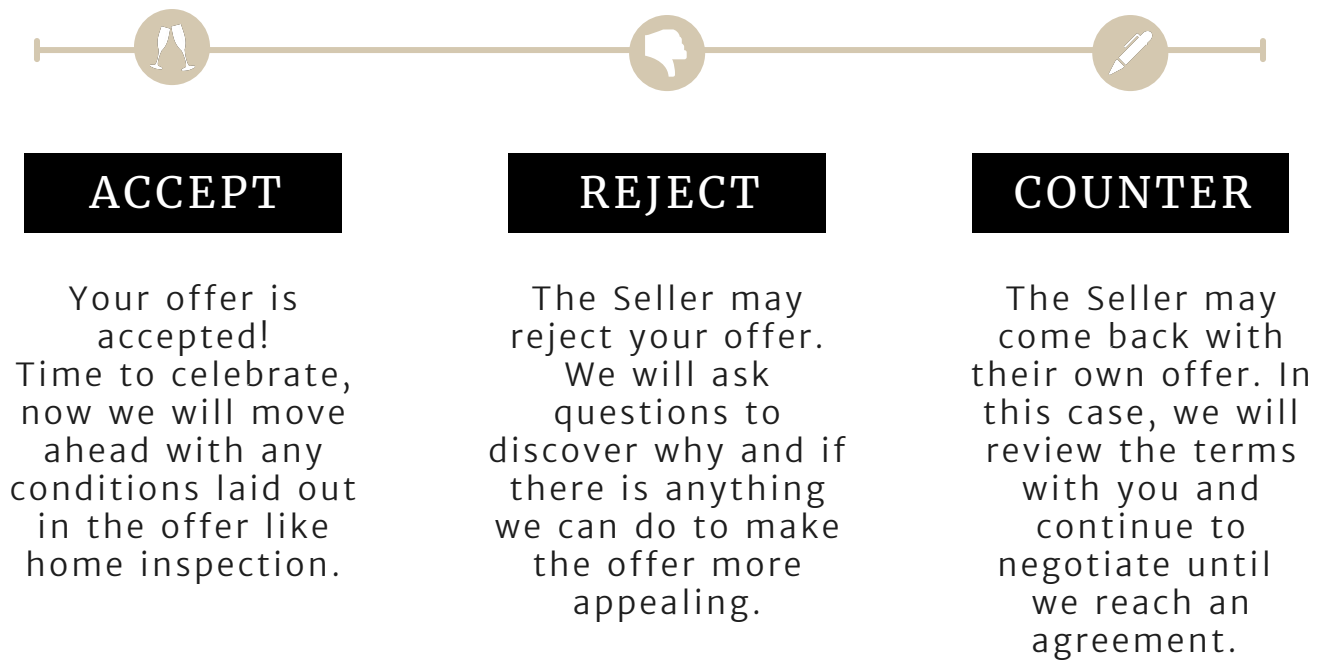
### MUST NOT HAVE

Everyone has wants but have you considered the things you don't want? If you hate noise you might want to steer clear of the college area for example.

# UNDERSTANDING OFFERS

Once we draft and present the offer a few things could happen, here's a breakdown of the offer process and what you can expect.

## OFFER PRESENTED



“He walked us through the entire offer and negotiated so well, we felt completely taken care of... and we got the Apartment.

- Mary Richards & John Richards

## **Price**

The price of the home

## **Deposit**

Will be applied against the purchase of the house when the sale closes.

## **Terms**

Terms include the total price offered and the financing details.

## **Conditions**

Conditions are items that must be completed or fulfilled prior to the closing (such as a home inspection, obtaining financing, or selling your existing house).

## **Inclusions and exclusions**

Items included or excluded. These items can be anything from appliances to decorative items, such as window coverings or mirrors.

## **Closing day**

The closing day is generally the day the title of the property is legally transferred and the transaction of funds finalized.



# CLOSING COSTS

We count ourselves as lucky that Silvie landed in our lives...we would have been lost without her guidance and savvy know-how

## BEFORE CLOSING

- DEPOSIT
- PROPERTY APPRAISAL
- HOME INSPECTION

## ON CLOSING

- LAND TRANSFER TAX
- PROPERTY TAX
- MORTGAGE INSURANCE

## AFTER CLOSING

- MOVING EXPENSES
- UTILITY CONNECTIONS
- RENOVATIONS
- REPAIRS + MAINTENANCE

## FAQ'S

*We count ourselves as lucky that Yousaf landed in our lives...we would have been lost without her guidance and savvy know-how*

### HOW MUCH DO I NEED TO PAY YOU?

There are some rare exceptions that I discuss in the video, but generally, buyer agents do charge a fee, and the fee is paid by the seller. So as a buyer, you will almost never pay any commission fee.

### WHY DO I NEED A BUYER AGENT?

It's in your best interest to have representation the Seller Agent is working in the best interest of the seller which means you need someone on your side to make sure you get the best possible deal.

### HOW LONG DOES THE PROCESS TAKE?

Finding the right home can take weeks to months depending on your timeline and needs. Once we find a home you like, the offer can be accepted within days and the closing is typically 1-3 months, which means you could be moved into your new home in a few short months.

# MOVING CHECKLIST

## TWO MONTHS BEFORE

- Start downsizing and donating old and unwanted items
- Start researching moving costs and companies
- Collect school records and transfer
- Order packing supplies

## ONE MONTH BEFORE

- Change your address and send moving notifications to friends and family
- Find local healthcare providers and shopping necessities
- Buy any new appliances or make plans for what to buy

## TWO WEEKS BEFORE

- Contact utilities
- Finalize moving arrangements

## 2-3 DAYS BEFORE

- Plan payments and expenses for moving
- Defrost your fridge
- Clean as you continue to pack
- Pack things you will need right away separately

## MOVING DAY

- Do a final walkthrough
- Keep all receipts
- Pre-clean, seal any windows or doorways
- Check for damages in your new home that will need to be fixed
- Unpack room by room

## TESTIMONIALS



*Yousaf was amazing to work with! We looked for an apartment during covid, and were worried about renting without seeing it in person. Not only did he facetime us in, show us all the specs, and send photos and videos afterwards, he went out of his way to show us other units in the nearby area until we found our perfect match! We are so excited about the unit he found for us, and it checked every box!*

*-Mullaney*



*Yousaf was extremely helpful working with us to find our apartment! He took all of our requirements into consideration, and stayed on top of everything when we found a building we were interested in. He is always very quick to respond and kept us updated throughout the entire process. Could not recommend him more!*

*-Kelsey*



*The team's real estate expertise was invaluable to us novices. They explained market conditions and walked us through the whole selling process.*

*-Mary Richardson*





SALES - RENTALS - GUIDANCE

# YOUSAF REHMAN

REAL ESTATE AGENT

*Yousaf Rehman*  
Real Estate Agent



10 WEST 37TH ST  
NEW YORK NY 10018  
YOUSAF@HLRESIDENTIAL.COM

