

# BUYER'S GUIDE



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AT DOUGLAS ELLIMAN

## MEET YOUR TEAM

# Adam Bokunewicz

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Adam Bokunewicz is a savvy millennial New Yorker of the highest caliber. Adam's humble and efficient leadership has led to great success during his years of experience, making him an expert on the Manhattan and Brooklyn residential markets. His rapport with past clients is unparalleled with expertise that includes preparing some of the most extensive Board Packages in NYC.

Prior to working in real estate, Adam was the Assistant to Emmy, Grammy, Oscar, and Tony Award winning producer, Scott Rudin. Adam is an award winning group fitness instructor with over 10 years of experience at some of the finest health clubs in the industry. He still teaches several weekly classes at Equinox Fitness clubs in Manhattan. He is on the Board of Directors for his CoOp in Midtown Manhattan, and lives with his partner Bransen Gates and their beloved French Bulldog.

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# KEY TERMS

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**APPRAISAL:** Assessment of the property's market value, typically done for the purpose of obtaining a mortgage.

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**COMMON CHARGE:** Monthly maintenance fee paid by condo owners. Property taxes are not included in the common charges.

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**CONTRACT DEPOSIT:** A percentage of the agreed-upon purchase price paid by the buyer at the time of signing the contract.

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**CO-OP SHAREHOLDER:** Owner of a co-op unit, since what they are actually purchasing are shares of stock in the co-op corporation.

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**DEBT-TO-INCOME RATIO:** The percentage of an individual's monthly gross income relative to the amount of debt owed.

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**ESCROW DEPOSIT:** Deposit of funds to be transferred upon completion of the deal.

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**FINANCIAL STATEMENT:** A formal record of all your financial assets, debts, and liabilities.

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**FLIP TAX:** A tax levied by a co-op and paid by the seller when a sale is made. They are designed to generate funds for the co-op's cash reserve.

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**MAINTENANCE FEE:** Fees paid by co-op shareholders that contribute to building operations.

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**LIEN SEARCH:** A background check on the property and the seller to ensure there are no outstanding debts or claims upon the property.

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**POST-CLOSING:** The amount of cash the buyer must have on hand after deducting the down-payment and closing costs.

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**PRE-APPROVED:** Advanced approval from a bank or other lending institution for a home mortgage.

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**PRE-QUALIFIED:** Potential buyers provide an overall financial picture and mortgage brokers provide an estimate of what level of loan you will likely be pre-approved for.

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**RECORDING FEE:** A fee paid to the local government to officially report a sale of a home; usually paid by the buyer.

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**TAX ABATEMENT:** Newly constructed buildings sometimes receive abatements so that owners do not have to pay taxes on their units for a specified amount of time.

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**SPONSOR:** The entity responsible for developing a new building or converting an existing rental building to a condo or co-op

# CO-OP VS. CONDO

There are a few key differences between owning a condo and owning a co-op. Owning a condo is like owning a house. Those who buy condos receive deeds and specified deeds of real estate, while those who buy co-ops maintain shares of corporations that own the buildings where their units are. Condos are typically more expensive from purchase to closing but provide more flexibility to the owner.

	CO-OP	CONDO
<b>SUPPLY</b>	75% of NYC's housing. Built before the 1980s.	25% of NYC's housing. Built after the 1980s.
<b>ESTIMATED CLOSING TIME</b>	3-4 months after contract signing.	1-2 months after contract signing.
<b>APPROVAL PROCESS</b>	Very strict and thorough. Personal interview required.	Less rigorous—no interview. Quicker to approve.
<b>OWNERSHIP TYPE</b>	Indirect. Stock certificate and lease.	Direct. Buyer owns real property.
<b>TAXES</b>	Taxes are included in monthly maintenance.	Owner pays typical homeowner taxes.
<b>RENTING OUT YOUR UNIT</b>	Limited, based on building regulations.	Investor friendly.
<b>RESALE</b>	New buyer must be approved by co-op board.	New buyer will rarely be denied.
<b>INVESTOR FRIENDLY</b>	Rarely.	Yes.

# BUYER'S 6 STEP TIMELINE

The Rubin Team purchase outline.



**RUBINTEAM**  
— real estate —

 Douglas Elliman

# CLOSING COSTS

Estimated costs for sellers and purchasers

## BUYERS

### ESTIMATED CO-OP CLOSING COSTS

#### LEGAL

Real estate attorney	\$2,500 - \$5,000
Lien search	\$350 - \$450

#### BANK

Points (optional)	0.5%- 3% of loan value
Application fee and credit check	\$350-1,000
Mortgage origination fee	.5%-3% of loan value
UCC-1 filing fee	\$20-40
Appraisal fee	\$500 - \$1,500
Bank Attorney	\$1,000-\$1,500

#### BUILDING

Miscellaneous co-op charges	Varies by building
Recognition agreement fee	\$250
Maintenance adjustment	Pro-rated for month of closing
Flip Tax	Varies by building

### ESTIMATED TOWNHOUSE CLOSING COSTS

#### LEGAL

Real estate attorney	\$2,500 - \$5,000
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#### BANK

Points (optional)	0.5%- 3% of loan value
Application fee and credit check	\$350-\$1,000
Mortgage origination fee	.5%-3% of loan value
Tax excrow	2-6 months of property taxes
Appraisal fee	\$500 - \$1,500
Bank Attorney	\$1,000-\$1,500
Mortgage recording tax	1.8% of mortgage amount <\$500,000 1.925% of mortgage >\$500,000

#### OTHER

Recording fee	\$250
Title Insurance	0.45% of purchase price
Municipal Searches	\$350-\$500

### ESTIMATED CONDO CLOSING COSTS

#### LEGAL

Real estate attorney	\$2,500 - \$5,000
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#### BANK

Points (optional)	0.5%- 3% of loan value
Application fee and credit check	\$350-\$1,000
Mortgage origination fee	.5%-3% of loan value
Tax excrow	2-6 months of property taxes
Appraisal fee	\$500 - \$1,500
Bank Attorney	\$1000-1500
Mortgage recording tax	1.8% of mortgage amount <\$500,000 1.925% of mortgage amount >\$500,000

#### BUILDING

Common Charges Adjustment	Pro-rated for month of closing
Transfer tax (NYC)*	1% of mortgage amount <\$500,000 1.425% of mortgage amount >\$500,000

#### Transfer tax (NY State)\*

0.4% of transactions	<\$3MM
0.65% of transactions	>\$3MM

\* New developments only

#### OTHER

Recording fee	\$250
Title Insurance	0.45% of purchase price
Municipal Searches	\$350-\$500

#### MANSION TAX

##### (APPLIES TO CO-OP, CONDO AND TOWNHOUSE)

\$1,000,000-\$1,999,999	1%
\$2,000,000-\$2,999,999	1.25%
\$3,000,000-\$4,999,999	1.50%
\$5,000,000-\$9,999,999	2.25%
\$10,000,000-\$14,999,999	3.25%
\$15,000,000-\$19,999,999	3.50%
\$20,000,000-\$24,999,999	3.75%
\$25,000,000+	3.90%

# SELLERS

## ESTIMATED CO-OP CLOSING COSTS

### LEGAL

Real estate attorney	\$2,500 - \$5,000
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### TAXES

Transfer tax (NYC)	
1% of mortgage amount	<\$500,000
1.425% of mortgage amount	>\$500,000

Transfer tax (NY State)	
0.4% of transactions	<\$3MM
0.65% of transactions	>\$3MM

Electronic Filing with ACRIS	\$50
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Gains Tax Withholding (out of state US residents)	7.70%
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Federal Withholding Tax (FIRPTA) - Non-US residents	10%
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NYC administrative fee	\$50
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NYS equalization fee	\$75
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### RECORDING/FILING

UCC-Filing	\$300
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### BANK

Payoff bank fees	\$300
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Loan satisfaction fee	\$150
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### BUILDING

Managing agent/closing fees (if applicable) -	\$500
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Move out deposit	\$750
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Move out fee	Varies by building
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Flip Tax	Varies by building
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### BROKERAGE

Broker fee	6%
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## ESTIMATED CONDO CLOSING COSTS

### LEGAL

Real estate attorney	\$2,500 - \$5,000
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### TAXES

Transfer tax (NYC)	
1% of mortgage amount	<\$500,000
1.425% of mortgage amount	>\$500,000

Transfer tax (NY State)	
0.4% of transactions	<\$3MM
0.65% of transactions	>\$3MM

Electronic Filing with ACRIS	\$50
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Gains Tax Withholding (out of state US Residents)	7.70%
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Federal Withholding Tax (FIRPTA) - Non-US residents	10%
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NYC administrative fee	\$50
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NYS equalization fee	\$75
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### BANK

Payoff bank fees	\$300
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Loan satisfaction fee	\$150
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### BUILDING

Managing agent/ closing fees (if applicable)	\$500 Varies by building
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Move out deposit (varies)	\$750 Varies by building
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Move out fee	Varies by building
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Transfer fee	Varies by building
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### BROKERAGE

Broker fee	6%
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## ESTIMATED TOWNHOUSE CLOSING COSTS

### LEGAL

Real estate attorney	\$2,500 - \$5,000
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### BANK

Payoff bank fees	\$300
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Loan satisfaction fee	\$150
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### BROKERAGE

Broker fee	6%
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### TAXES

Transfer tax (NYC)	
1% of mortgage amount	<\$500,000
1.425% of mortgage amount	>\$500,000

Transfer tax (NY State)	
0.4% of transactions	<\$3MM
0.65% of transactions	>\$3MM

Electronic Filing with ACRIS	\$50
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Gains Tax Withholding (out of state US Residents)	7.70%
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Federal Withholding Tax (FIRPTA) - Non-US residents	10%
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NYC administrative fee	\$50
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NYS equalization fee	\$75
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# SUCCESS STORIES

Over a thousand reasons to choose the Rubin Team to help find your next home.

## MANHATTAN

### BATTERY PARK CITY

2 South End Avenue	6D
211 North End Avenue	23C
212 Warren	24AC
377 Rector Place	17C

### CENTRAL PARK SOUTH

22 Central Park South	4
40 Central Park South	6A
116 Central Park South	5B

### CHELSEA

100 West 15th Street	4E
100 West 18th Street	6F
100 West 18th Street	PH
100 West 18th Street	7C
100 West 58th Street	12H
101 West 24th Street	29H
101 West 24th Street	9E
116 West 29th Street	11th Fl
118 East 25th Street	9th fl
121 West 15th Street	2
126 West 22nd Street	4N
126 West 22nd Street	PHS
130 West 16th Street	7
132 West 22nd Street	11
135 West 16th Street	110
138 West 19th Street	2FI
138 West 19th Street	2
14 West 17th Street	4S
143 West 20th Street	10S
143 West 20th Street	10S
144 West 18th Street	2E
144 West 27th Street	6R
148 West 23rd Street	8K
15 West 24th Street	PH
15 West 24th Street	6
15 West 24th Street	10th fl
15 West 24th Street	PH
151 West 17th Street	PHF
151 West 17th Street	3G



**545 West 20th Street** | 4 Bedrooms | 3.5 Baths | Sold: \$7,200,000

151 West 17th Street	1H	214 West 17th Street	1A
151 West 21st Street	13th Flr	217 West 14th Street	4R
155 West 18th Street	304	222 West 15th Street	10A
161 West 15th Street	6E	223 West 21st Street	5L
161 West 15th Street	7H	225 West 25th Street	6E
161 West 16th Street	9D	231 West 21st Street	1D
161 West 16th Street	19C	233 West 26th Street	6E
161 West 15th Street	6FG	234 West 16th Street	4C
170 West 23rd Street	5UV	235 West 11th Street	3
170 West 23rd Street	5X	237 West 15th Street	2B
170 West 23rd Street	5UV	237 West 15th Street	3B
181 Seventh Avenue	7B	237 West 15th Street	3C
181 Seventh Avenue	14C	244 Eighth Avenue	3F
200 West 20th Street	215	244 West 23rd Street	3A
201 West 16th Street	7E	25 West 19th Street	5R
201 West 16th Street	10E	250 West 15th Street	4H
201 West 17th Street	PHF	250 West 27th Street	3F
201 West 21st Street	15F	250 West 15th Street	5I
201 West 21st Street	8B	250 West 21st Street	8
201 West 21st Street	12F	252 Seventh Avenue	9J
201 West 16th Street	6F	252 Seventh Avenue	7S
201 West 21st Street	4B	252 Seventh Avenue	9J
205 West 19th Street	6F	252 Seventh Avenue	6Q
207 West 21st Street	6	252 West 30th Street	5A
211 West 18th Street	1	254 West 18th Street	5
214 West 16th Street	1S/2S	255 West 23rd Street	4FE



259 West 21st Street	3
260 West 26th ST	9N
264 West 22nd Street	9
270 West 17th Street	4D
270 West 17th Street	4C
291 Seventh Avenue	4
300 West 23rd Street	13G
301 East 22nd Street	12F
301 East 22nd Street	12F
301 East 22nd Street	8R
301 East 22nd Street	11K
305 West 13th Street	6C
305 West 18th Street	1H
315 West 23rd Street	3E
315 West 23rd Street	10B
315 West 23rd Street	5D
315 West 23rd Street	8C
316 West 22nd Street	3
320 West 19th Street	4D
320 West 19th Street	1B
320 West 19th Street	3A
324 West 23rd Street	3A
330 West 17th Street	1W
331 West 21st Street	3FW
331 West 21st Street	4FE
333 West 21st Street	1RW
333 West 22nd Street	5D
334 West 17th Street	PH4/5W
334 West 22nd Street	18
337 West 20th Street	M3
337 West 20th Street	4B
337 West 20th Street	1A
345 West 14th Street	3A
345 West 16th Street	9
349 West 21st Street	D
354 West 23rd Street	2C
357 West 29th Street	PH
360 West 22nd Street	4L
365 West 19th Street	2F
365 West 19th Street	3R
365 West 19th Street	2R
365 West 20th Street	5B
365 West 20th Street	10C
365 West 19th Street	3F
40 West 15th Street	1A
40 West 22nd Street	11FI
40 West 24th Street	3E
405 West 23rd Street	3C
405 West 23rd Street	5E
410 West 23rd Street	4D
410 West 23rd Street	2F



### 205 West 19th Street, 6F

Asking Price: \$5,000,000 | Sold: \$5,000,000

3 Bedrooms | 3 Baths

Listed with another broker for six months who failed to sell this great loft. Listed with the Rubin Team and sold for 100% of asking price.

410 West 23rd Street	2G
410 West 24th Street	2I
42 West 15th Street	3rd Fl
420 West 25th Street	3A
426 West 23rd Street	4F
426 West 23rd Street	4R
429 West 24th Street	4F
430 West 23rd Street	A
433 West 24th Street	1F
436 West 23rd Street	A
440 West 24th Street	9A
444 West 19th Street	PH2
444 West 19th Street	7E

### 42 West 15th Street, 3rd Floor

2 Bedrooms | 2 Baths

Asking Price: \$3,500,000 | Sold: \$3,400,000

Seller bought and renovated six years prior to selling. Overall design placed more importance on windowed bedrooms resulting in no windows in the living room. We found the right buyer profile and guided the parties to a successful closing.



445 West 19th Street	1F
447 West 18th Street	4E
450 West 17th Street	1909
450 West 17th Street	2406
450 West 17th Street	1803
450 West 17th Street	2406
450 West 17th Street	1606
453 West 19th Street	4A
461 West 21 Street	House
465 West 23rd Street	2D
470 West 24th Street	16E
519 West 23rd Street	R1
520 West 19th Street	8A
520 West 23rd Street	6C
520 West 23rd Street	14G
520 West 28th Street	28
532 West 22nd Street	2B
545 West 20th Street	4B
55 West 16th Street	4FL
55 West 16th Street	4
55 West 17th Street	1203
555 West 23rd Street	S3C
555 West 23rd Street	S4P
555 West 23rd Street	N3P
650 Sixth Avenue	5C
650 Sixth Avenue	5H
655 Sixth Avenue	5G
77 Seventh Avenue	11M

### EAST VILLAGE

101 East 10th Street	8East
104 Second Avenue	18
120 East 29th Street	5B
123 Third Avenue	PH18
131 Avenue B	1C
143 Avenue B	9FG
170 Second Avenue	14A
172 East 4th Street	7B
185 East 3rd Street	4D
186 East 2nd Street	4
20 East 9th Street	7N
20 East 9th Street	5M
20 East 9th Street	17A
204 East 7th Street	15/16
206 First Avenue	2A
211 East 13th Street	4F
211 East 5th Street	9
217 East 5th Street	4
218 West 14th Street	5E
224 East 11th	21
224 East 11th Street	24

## SUCCESS STORIES

### EAST VILLAGE (cont.)

225 East 4th Street	12
226 East 12th Street	8BD
226 East 12th Street	4BD
227 East 12th Street	4B
228 East 13th Street	2
228 East 13th Street	1
228 East 13th Street	15
232 East 6th Street	6D
232 East 6th Street	6E
234 East 14th Street	1C
240 East 10th Street	4B
242 East 5th Street	
283 East 4th Street	6A
310 East 12th Street	5L
321 East 12th Street	33
321 East 12th Street	31
323 East 8th Street	6D
323 East 8th Street	4C
333 East 14th Street	16C
336 Street Marks Avenue	4A
346 2nd Street	5B
347 East 5th Street	9A
40 Street uyvesant	9
40 Street uyvesant Street	1
407 East 12th Street	4RNE
427 East 12th Street	3B
430 East 11th Street	19
438 East 12th Street	4C
440 9th Street	1
507 East 12th Street	PHB
544 East 11th Street	3A
546 East 11th Street	2A
546 East 11th Street	5B
613 East 11th Street	A3
613 East 6th Street	2B
613 East 6th Street	1G
619 East 11th	3B
619 East 11th Street	4B
645 East 11th Street	5A
85 Fourth Avenue	1M
87 Saintt Marks Place	4A
9 East 13th Street	5H
99 Avenue B	3E

### FINANCIAL DISTRICT

2 South End Avenue	6D
8 Spruce Street	33H
20 Broad Street	2603



### 131 Avenue B, 1C

Asking Price: \$1,200,000 | Sold: \$1,300,000  
 2 Bedrooms | 1 Bath | Duplex  
 4 Days On Market | Sold 31x faster than average | 108.3% of original Asking Price

20 Pine Street	1805
20 Pine Street	3204
20 Pine Street	2006
25 Park Row	33A
67 Wall Street	13C
113 Nassau Street	21A
120 Greenwich Street	PHD
140 Nassau Street	12C
15 Broad Street	1916
176 Broadway	PHC
211 North End Avenue	23C
212 Warren	24AC
377 Rector Place	17C

### FLATIRON

4 West 21st Street	8C
4 West 21st Street	4C
4 West 21st Street	9A

### 60 Gramercy Park North, 8M

Asking Price: \$1,895,000 | Sold: \$1,910,000  
 2 Bedrooms | 1.5 Baths | 20 Days On Market | In contract 7.6x Faster than average



4 West 21st Street	3D
4 West 21st Street	14B
4 West 21st Street	12D
4 West 16th Street	9B
10 West 15th Street	1405
10 West 15th Street	1105
10 West 15th Street	809
10 West 15th Street	322
10 West 15th Street	716
10 West 15th Street	512
10 West 15th Street	1514
15 West 24th Street	PH
15 West 24th Street	6
16 West 16th Street	8WN
16 West 19th Street	2C
30 West 18th Street	8C
31 West 16th Street	2
31 West 21st Street	7th Fl
35 West 15th Street	16C
35 West 15th Street	8C
35 West 15th Street	19B
35 West 15th Street	10C
35 West 15th Street	8B
50 West 15th Street	5C
108 Fifth Avenue	12B
108 Fifth Avenue	16A
117 East 24th Street	4B
117 East 24th Street	4A
117 East 24th Street	4B
140 Fifth Avenue	8B
141 Fifth Avenue	4C
141 Fifth Avenue	8C
254 Park AvenueSouth	PHC
254 Park Avenue South	PHBC
260 Park AvenueSouth	10D
280 Park Avenue South	7D
50 Lexington Avenue	8G
50 Lexington Avenue	4D
52 West 22nd Street	5PH
682 Sixth Avenue	7
7 West 21st Street	6G
889 Broadway	4B

### GRAMERCY

1 Rutherford Place	4F
5 East 22nd Street	14D
7 Gramercy Park West	2D
8 West 19th Street	R6
16 East 17th Street	4th fl
21 East 22nd Street	11C
21 East 22nd Street	PHCD

21 East 22nd Street	PHCD
21 East 22nd Street	9E
22 East 22nd Street	5B
22 Irving Place	4A
23 East 22nd Street	10A
29 East 22nd Street	4N
32 Gramercy Park South	8C
32 Gramercy Park South	PHF
32 Gramercy Park South	11D
32 Gramercy Park South	17ABC
32 Gramercy Park South	13D
38 Gramercy Park North	3E
39 Gramercy Park North	11E
41 East 19th Street	3
42 East 20th Street	8D
50 Gramercy Park N	3A
60 Gramercy Park N	8M
60 Gramercy Park North	5CD
81 Irving Place	16A
81 Irving Place	12CD
105 East 19th Street	1B
112 East 19th Street	10R
128 East 16th Street	5A
130 East 18th Street	7D
130 East 18th Street	3B
130 East 18th Street	11H
130 East 18th Street	7A
132 East 19th Street	PHF
137 East 15th Street	Garden
142 East 16th Street	2G
142 East 16th Street	2E
148 East 19th Street	5B
148 East 19th Street	3A
148 East 19th Street	4A
148 East 24th Street	11A
148 East 19th Street	5B
152 East 22nd Street	6B
152 East 22nd Street	5A
160 East 22nd Street	11B
200 East 16th Street	8K
200 East 16th Street	3C
200 East 16th Street	12K
200 East 16th Street	13L
200 East 21st Street	16A
201 East 15th Street	2G
201 East 17th Street	21F
201 East 17th Street	31A
201 East 17th Street	22D
201 East 17th Street	11G
201 East 17th Street	12D
201 East 21st Street	2L



### 9 East 13th Street, Penthouse H

Asking Price: \$1,250,000 | Sold: \$1,628,000 | 1 Bedroom | 2 Baths

Building had significant structural damage visible in building façade and common areas due to neighboring new construction. Comparable Market Analysis indicated value to be \$1,400,000 to \$1,500,000. We advised seller to price at a more attractive level to offset buyer perception on underlying issues. We listed at \$1,250,000 and received multiple offers within 48 hours of listing. After showing for one week, our team advised seller to request best offers resulting in an all cash buyer paying \$378,000 or 30% more than the asking price.

201 East 21st Street	14K
201 East 21st Street	4J
201 East 17th Street	9F
201 East 17th Street	19B
205 East 22nd Street	PH6B
205 Third Avenue	11T
205 Third Avenue	15D
205 Third Avenue	20E
205 Third Avenue	17E
210 East 15th Street	7J
210 East 15th Street	10C
211 East 18th Street	1R
211 East 18th Street	1E
211 East 18th Street	5R
211 East 18th Street	5C
215 East 19th Street	5C
215 East 24th Street	325
215 East 24th Street	409
215 East 24th Street	502
222 East 17th Street	PH
222 East 24th Street	4A
224 East 17th Street	4F
229 East 21st Street	19
230 East 15th Street	12A
230 East 15th Street	12K

230 East 15th Street	9A
230 East 15th Street	11H
230 East 15th Street	12K
230 East 15th Street	7B
233 East 17th Street	PH2
235 East 22nd Street	16K
235 East 22nd Street	9J
235 East 22nd Street	14N
235 East 22nd Street	3B
242 East 19th Street	3D
245 East 24th Street	7H

### GREENWICH VILLAGE

2 Fifth Avenue	15Q
2 Fifth Avenue	18U
2 Fifth Avenue	PHA
2 Fifth Avenue	25
9 East 13th Street	PHH
11 Fifth Avenue	7U
13 West 13th Street	4GS
23 East 10th Street	705
23 East 10th Street	321
23 East 10th Street	4H
23 East 10th Street	3B
23 Waverly Place	2T

## SUCCESS STORIES

### GREENWICH VILLAGE (cont.)

23 Waverly Place	2Z
24 Fifth Avenue	826
24 Fifth Avenue	619
24 Fifth Avenue	1129
24 Fifth Avenue	1629
24 Fifth Avenue	1210/1211
24 Fifth Avenue	602
28 East 10th Street	1K
28 East 4th Street	4E
28 East 10th Street	1L
28 East 4th Street	PHE
30 East 10th Street	9S
30 East 10th Street	8S
30 East 9th Street	2NN
35 East 10th Street	7H
35 East 10th Street	3K
35 East 9th Street	50
40 Bleecker Street	3H
42 West 13th Street	5B
43 East 10th Street	3K
45 East 9th Street	76
45 Fifth Avenue	4A
45 Fifth Avenue	15B
45 West 10th Street	3A
48 East 13th Street	4A
49 East 12th Street	4E
49 West 12th Street	2A
50 East 8th Street	2O
52 East 4th Street	4N
55 East 9th Street	3P
55 East 9th Street	2M
55 East 9th Street	3AR
60 East 13th Street	4W
60 East 13th Street	3E
60 East 13th Street	3E
60 East 8th Street	31F
60 East 8th Street	34P
60 East 9th Street	328
60 East 8th Street	16D
60 East 9th Street	410
60 East 9th Street	431
61 West 9th Street	6E
63 East 9th Street	5K
63 East 9th Street	10L
65 West 13th Street	7G
67 East 11th Street	505
70 East 10th Street	3P
70 East 10th Street	17G



**20 East 9th Street, Penthouse F** | Sold: \$3,950,000

Days On Market: 20 | In Contract 7.6x Faster than average

70 East 10th Street	17K	111 Third Avenue	17CD
70 East 10th Street	7G	115 East 9th Street	15A
73 Bleecker Street	7E	115 East 9th Street	3F
77 Bleecker	620	115 East 9th Street	9F
77 Bleecker	317	115 Fourth Avenue	7J
77 Bleecker Street	905	116 West 14th Street	7S
77 Bleecker Street	214	136 Waverly Place	3C
77 Bleecker Street	725	160 Bleecker Street	10AE
77 Bleecker Street	210	171 West 12th Street	2C
77 Bleecker Street	1025	175 West 12th Street	7D
79 East 2nd Street	R2	175 West 12th Street	3KL
99 East 4th Street	2M	175 West 12th Street	7D
100 West 12th Street	4E	175 West 13th Street	4H
100 West 12th Street	3M	180 Thompson Street	LB
101 West 12th Street	6C	222 West 14th Street	9D
101 West 12th Street	11A	222 West 14th Street	12G
101 West 12th Street	15L	250 Mercer	B1302
101 West 12th Street	20C	303 Mercer Street	A205
101 West 12th Street	12Y	808 Broadway	4G
101 West 12th Street	6L		
101 West 12th Street	2N		
101 West 12th Street	PHA		
111 Fourth Avenue	7B	<b>HARLEM</b>	
111 Fourth Avenue	3E	18 West 129th Street	3B
111 Fourth Avenue	3I	46 West 130th Street	Garden
111 Fourth Avenue	7A	72 Morningside Avenue	33
111 Third Avenue	9K	152 East 118th Street	6B
111 Third Avenue	10A	161 East 110th Street	5A
111 Third Avenue	6DE	225 East 111th Street	6A
111 Third Avenue	4A	253 West 138th Street	1R
		510 West 123rd Street	62
		1485 Fifth Avenue	12G

## HELL'S KITCHEN

235 East 49th Street	1B
300 West 53rd Street	5L
301 West 53rd Street	23G
305 West 55th Street	2D
310 West 56th Street	14C
315 West 55th Street	4F
317 West 54th Street	3E
320 East 42nd Street	607
322 West 57th Street	40M
328 West 47th Street	3A
333 West 57th Street	301
347 West 57th Street	38B
350 West 42nd Street	24F
350 West 42nd Street	57B
350 West 57th Street	15J
350 West 42nd Street	57B
350 West 50th	22H
416 West 52nd Street	307
420 East 54th Street	1103
424 East 52nd Street	7E
433 East 56th Street	7E
433 East 51st Street	4G
451 West 50th Street	
500 West 43rd Street	30A
521 West 47th Street	3B
560 West 43rd Street	27A
788 Ninth Avenue	5A
100 Overlook Terrace	86
245 Bennett Avenue	4C
269 Bennett Avenue	8C
295 Bennett Avenue	1B
870 West 181st Street	23

## HUDSON SQUARE

505 Greenwich Street	9H
505 Greenwich Street	14G
505 Greenwich Street	4F
505 Greenwich Street	9H
505 Greenwich Street	1D
77 Charlton Street	N10A
77 Charlton Street	N5D

## KIPS BAY

137 East 28th Street	3A
148 East 24th Street	11A
160 East 27th Street	6A
165 East 32nd Street	18DE
200 East 24th Street	609
200 East 24th Street	602
200 East 27th Street	9X



## 180 Thompson Street, 5B

Asking Price: \$1,150,000 | Sold: \$1,150,000

1 Bedroom | 1.5 Baths | 15 Days On

Market | In contract 9x Faster than average

200 East 27th Street	2V
200 East 27th Street	4D
200 East 27th Street	11W
200 East 27th Street	10F
200 East 27th Street	11P
200 East 27th Street	15B
201 East 25th Street	12CD
201 East 28th Street	6B
201 East 28th Street	4B
201 East 28th Street	4E
211 East 35th Street	4G
216 East 32nd Street	4
219 East 30th Street	4
219 East 30th Street	3
219 East 30th Street	4

## 708 Greenwich Street, PHE

2 Bedrooms | 2 Baths

Sold: \$3,750,000

Elderly seller owned this home for 35 years. In original condition, this space benefitted from a large private terrace and open southern views over Village Community School to the World Trade Center. Focus here was on unique features of the space which needed complete renovation.



242 East 25th Street	1A
25-14 31st Avenue	4D
25-14 31st Street	40
250 East 30th Street	PHC
250 East 30th Street	11D
250 East 30th Street	9G
324 East 30th Street	2F
330 Third Avenue	20A
330 Third Avenue	16G
330 Third Avenue	18K
330 Third Avenue	15J
333 East 30th Street	7D
333 East 30th Street	19K

## LOWER EAST SIDE

115 Norfolk Street	301
118 Suffolk Street	4AB
118 Suffolk Street	PHB
118 Suffolk Street	3A
118 Suffolk Street	1C
133 Essex Street	801
133 Essex Street	802
154 Attorney	503
160 Henry Street	1F
199 Bowery	7F
210 East Broadway	H2005
242 Broome Street	12A
268 East Broadway	A2002
387 Grand Street	K1606
530 Grand Street	E1D

## MIDTOWN

57 West 58th Street	9H
58 West 58th Street	28B
60 East 55th Street	19C
139 East 30th Street	3B
220 Madison Avenue	14/15H
220 Madison Avenue	10Q
10 Park Avenue	3F
10 Park Avenue	24K
100 West 58th Street	6F
100 West 58th Street	12H
100 West 58th Street	15E
100 West 58th Street	12H
120 West 58th Street	6D
135 West 52nd Street	39A
139 East 33rd Street	5M
139 East 33rd Street	2J
14 East 33rd Street	6S
14 East 33rd Street	7S
143 West 30th Street	5A

## SUCCESS STORIES

### MIDTOWN (cont.)

145 West 58th Street	3C
146 West 57th Street	50B
146 West 57th Street	45A
146 West 57th Street	42D
15 West 53rd Street	23F
15 West 53rd Street	37D
150 West 56th Street	6802
160 Madison Avenue	31B
160 Madison Avenue	PHA
171 West 57th Street	PH
220 Madison Avenue	5HJ
220 East 57th Street	11G
301 East 48th Street	7L
325 Fifth Avenue	33A
333 East 46th Street	3D
337 East 50th Street	1C
350 West 42nd Street	16F
350 East 54th Street	4B
372 Fifth Avenue	3C
400 East 52nd Street	7G
430 West 34th Street	12H
445 Fifth Avenue	15A
448 West 37th Street	8C
2025 Broadway	24K

### MURRAY HILL

300 East 40th Street	28S
303 East 37th Street	4B
311 East 38th Street	28C
121 East 38th Street	
132 East 35th Street	10J
132 East 35th Street	10F
132 East 35th Street	10K
160 East 38th Street	9C
166 East 35th Street	10F
166 East 35th Street	14F
20 East 35th Street	7BC
20 East 35th Street	7L
20 East 35th Street	11M
20 East 35th Street	5A
200 East 36th Street	15C
200 East 36th Street	17CD
201 East 36th Street	7B
201 East 36th Street	4E
201 East 36th Street	19D
201 East 36th Street	8E
201 East 37th Street	14GH
201 East 36th Street	8E



**148 East 24th Street, 11A** | Sold Price: \$1,910,000

Days On Market: 20 | In Contract 8.4x Faster than average

224 East 52nd Street	23
224 East 52nd Street	9
225 East 34th Street	20H
225 East 36th Street	1G
23 Park Avenue	PHB
235 East 40th Street	8F
235 East 40th Street	16H
235 East 40th	22H
245 East 37th Street	4H
25 Tudor City Place	303
288 Lexington Avenue	LA
305 East 40th Street	6A
305 East 40th	7X
308 East 38th Street	8D
310 Lexington Avenue	PHB
325 East 41st Street	602
325 Lexington Avenue	18E
330 East 39th Street	32M
35 Park Avenue	17G
5 Tudor City	1208
5 Tudor City Place	2203
67 Park Avenue	3C
67 Park Avenue	11C
80 Park Avenue	7M

### NOHO

25 Bond Street	5th Flr
27 Great Jones Street	2W
710 Broadway	7

### NOLITA

122 Elizabeth Street	4A
225 Lafayette	11B
225 Lafayette Street	9C
225 Lafayette Street	8A
225 Lafayette Street	6C
240 Centre Street	2G

### NOMAD

11 West 30th Street	10F
208 Fifth Avenue	2E
225 Fifth Avenue	PHA
225 Fifth Avenue	6B
260 Fifth Avenue	7NS
260 Fifth Avenue	13FL
260 Fifth Avenue	8NS
35 East 30th Street	8A
35 East 30th Street	2C
407 Park Avenue South	3C
45 East 30th Street	8C
76 Madison Avenue	7C
88 Lexington Avenue	702

### RIVERDALE

6035 Broadway	6D
6035 Broadway	1B

### ROOSEVELT ISLAND

455 Main Street	16A
455 Main Street	16H
455 Main Street	3C
455 Main Street	11G

455 Main Street	3E
<b>SOHO</b>	
100 Greene Street	3
139 Wooster Street	3B
14 Prince Street	1B
14 Prince Street	4E
140 Sullivan Street	5fl
15 Renwick Street	PH4
155 Prince Street	3
158 Mercer Street	7M
170 Mercer Street	PH
170 Mercer Street	3E
2 King Street	2C
2 King Street	7B
2 King Street	3E
210 Lafayette Street	3A
210 Sixth Avenue	6FG
25 West Houston Street	4E
311 West Broadway	N Street
ore	
311 West Broadway	4G
330 Spring Street	2A
37B Crosby	2
37B Crosby Street	4
40 Mercer Street	3A
451 Broome Street	5W
451 Broome Street	7E
465 West Broadway	5
473 Broadway	5E
475 Broadway	6E
515 Broadway	6A
57 Thompson Street	5D
64 MacDougal	12
64 MacDougal	15
One Vandam	5C
One Vandam	7B

## TRIBECA

10 Jay Street	5B
100 Hudson Street	2D
100 Jay Street	17B
101 Warren Street	3160
101 Warren Street	2330
101 Warren Street	540
11 Beach Street	3A
111 Murray Street	60Wes
138 Watts Street	2fl
14 Jay Street	3fl
150 Franklin Street	5th Fl
152 Franklin Street	3

155 Franklin Street	4N
166 Duane	PHB
166 Duane Street	PHA
184 Franklin	3NS
200 Chambers Street	29D
200 Chambers Street	15D
200 Chambers Street	12A
27 North Moore	8E
275 Greenwich Street	4B
288 West Street	5E
35 North Moore	4C
354 Broadway	11th Flr
395 Broadway	14B
415 Greenwich Street	4H
50 Walker Street	5A
53 Leonard	4
7 Hubert Street	6B
74 Reade Street	4E
93 Worth	602

## UPPER EAST SIDE

10 East End Avenue	14C
1025 Fifth Avenue	5CS
1056 Fifth Avenue	PH18CI
112 East 83rd Street	3A
1199 Park Avenue	10B
1212 Fifth Avenue	10C
122 East 82nd Street	7C
123 East 101st Street	2B
129 East 82nd Street	1A
148 East 84th Street	2C

151 East 85th Street	17H
151 East 85th Street	15G
151 East 85th Street	14D
152 East 94th Street	4F
155 East 73rd Street	1D
156 East 79th Street	9F
161 East 79th Street	1RW
162 East 82nd Street	3D
170 East 88th Street	1H
176 East 71st Street	12B
241 East 76th Street	8G
301 East 64th Street	5J
353 East 72nd Street	34A
40 East 78th Street	8F
952 Fifth Avenue	4C
1760 Second Avenue	7B
179 East 79th Street	3C
180 East 93rd Street	5
181 East 73rd Street	9C
20 East 68th Street	12E
200 East 66th Street	B1804
200 East 74th Street	11D
200 East 78th Street	PHB
200 East 90th Street	2F
200 East End Avenue	16EF
201 East 62nd Street	7C
203 East 72nd Street	19C
205 East 63rd Street	15A
205 East 59th Street	8C
206 East 95th Street	5A
210 East 63rd Street	10B

## The Penthouse at 170 Mercer Street

Sold: \$7,550,000 | 3 Brokers before Rubin Team | Days On Market with those Brokers: 973 | In Contract with Rubin Team 8.5x Faster



## SUCCESS STORIES

### UPPER EAST SIDE (cont.)

215 East 96th Street	37E
220 East 65th Street	2K
226 East 95th Street	40A
229 East 79th Street	2AB
230 East 79th Street	14E
230 East 71st Street	1B
233 East 86th Street	11B
233 East 69th Street	15LM
233 East 86th Street	16A
240 East 76th Street	7P
240 East 79th Street	11D
300 East 71st Street	12E
300 East 77th Street	27B
301 East 64th Street	15B
301 East 78th Street	2D
301 East 79th Street	24J
305 East 63rd Street	8J
305 East 72nd Street	8E
310 East 70th Street	10K
311 East 61st Street	17
314 East 83rd Street	3W
315 East 70th Street	6A
328 East 73rd Street	5B
329 East 75th Street	3D
330 East 70th Street	3G
330 East 80th Street	3F
333 East 66th Street	1N
333 East 66th Street	7G
333 East 66th Street	12L
333 East 68th Street	6E
338 East 78th Street	5R
340 East 64th Street	3F
340 East 80th Street	7H
340 East 80th Street	15H
340 East 80th Street	19L
345 East 81st Street	11D
345 East 73rd Street	9D
345 East 86th Street	12A
345 East 86th Street	10C
350 East 82nd Street	2G
400 East 70th Street	2103
404 East 76th Street	7D
405 East 63rd Street	12CE
420 East 72nd Street	7J
425 East 79th Street	15H
435 East 65th Street	3B
440 East 62nd Street	10G
444 East 75th Street	16A



**166 Duane Street, Penthouse B** | Last Asking: \$17,500,000

Recorded as #1 New York City Transaction of the Week

444 East 75th Street	15DE	150 West 95th Street	7C
445 East 86th Street	9G	156-08 Riverside Dr West	5A
451 East 71st Street	3A	164 West 83rd Street	4R
451 East 83rd Street	14C	165 West End Avenue	8L
455 East 86th Street	16B	170 West 89th Street	2B
500 East 83rd Street	1L	175 West 93rd Street	9D
520 East 72nd Street	8P	18 West 70th Street	7A
525 East 72nd Street	40B	1991 Broadway	5D
525 East 86th Street	11BDE	201 West 77th Street	12G
529 East 88th Street	5D	203 West 81st Street	3C
530 Park Avenue	4C	204 West 92nd Street	3F
55 East 65th Street	2B	205 West End Avenue	20A
550 Park Avenue	11E	210 West 101st Street	2K
710 Park Avenue	19B	223 West 80th Street	7
389 East 89th Street	23A	225 West 83rd Street	18OZ
411 East 85th Street	3D	229 West 97th ST	5M
		230 Riverside Dr	10N
		235 West 102nd Street	17K
		235 West End Avenue	6H
		242 West 104th Street	4ER
		250 West 89th Street	15K
		255 West 108th Street	4A
		255 West 84th Street	12F
		260 West End Avenue	2C
		265 Riverside Dr	2A
		267 West 71st Street	2FR
		27 West 70th Street	2E
		272 West 107th Street	6D
		29 West 65th Street	1A
		300 West 108th Street	4D
		301 West 108th Street	1D
		310 West 106th Street	15D

### UPPER WEST SIDE



310 West 114th Street	6
32 West 96th Street	3A
32 West 96th Street	3B
320 Riverside Drive	1D
330 West 72nd Street	3A
336 West End Avenue	6E
370 Central Park West	610
372 Central Park West	11F
4 West 109th Street	6A
400 Riverside Dr	2H
410 Central Park West	8E
410 Central Park West	2E
410 CPW	3E
425 Central Park West	6B
445 East 86th Street	10CD
456 West 167th Street	6E
514 West End Avenue	3B
52 Riverside Dr	10BC
575 Riverside Drive	55
590 West End Avenue	3B
666 West End Avenue	9K
7 West 96th Street	17D
7 West 96th Street	2C
779 Riverside	C6364
808 Columbus Avenue	26G

## WEST VILLAGE

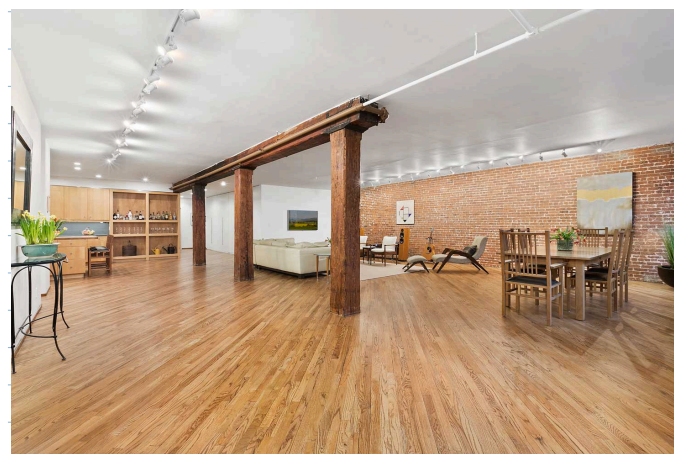
100 Bank Street	3A
104 Perry Street	4C
13 Downing Street	8
131 Perry Street	1B
135 Perry Street	7
14 Horatio	7G
14 Horatio	6B
14 Horatio Street	8D
14 Horatio Street	2A
140 Charles Street	12E
150 Charles Street	3DS
155 Perry Street	1B
165 Christopher Street	2R
165 Christopher Street	5A
167 Perry Street	6L
167 Perry Street	3H
167 Perry Street	1N
167 Perry Street	3N
22 Grove Street	6BC
25 Charles Street	2B
259 West 10th Street	4F
269 West 11th Street	3
270 West 11th Street	3C
281 West 11th Street	4A



**118 West 79th Street, 5C** | Sold: \$3,450,000

Days On Market: 33 | In Contract 4.4x Faster than average

295 West 11th Street	4L	63 Downing Street	9C
299 West 12th Street	7C	708 Greenwich Street	PHE
299 West 12th Street	1G	729 Greenwich Street	J22
3 Sheridan Square	7M	75 Bank Street	5P
302 West 12th Street	12C	78 Bedford Street	3C
306 West 13th Street	5	80 Charles Street	5R
31 Jane Street	8F	815 Greenwich Street	1D
31 Jane Street	10E	838 Greenwich Street	2EF
380 West 12th Street	4C	84 Charles Street	21
380 West 12th Street	5D	88 Jane Street	2W
41 Jane Street	2C	9 Barrow Street	6F
474 Greenwich	PHN	9 Barrow Street	5G
50 King Street	5F	99 Bank Street	7E
50 King Street	8D	99 Bank Street	7D
534 Hudson Street	6A	2 Grove Street	2EF
6 Barrow Street	6F	2 Horatio	10J
622 Greenwich Street	4D	2 Horatio Street	8LNP
626 Washington Street	4B		



## 150 Franklin Street, 5th Floor

4 Bedrooms | 2 Baths

Sold Price: \$4,047,000

Days On Market: 11

In Contract 12x Faster than average

Sold for 101.2% of Ask

**WHO YOU WORK  
WITH MATTERS!**

# OUR CLIENTS SAY IT BEST

★★★★★ Reviews really do say it all. Thanks to all our satisfied buyers and sellers!



"Josh and his team provided excellent service from the first meeting to the sale of our apartment in mere days and above the asking price. His team was responsive, knowledgeable and kept us updated throughout the process. We have worked with brokers and real estate professionals in several cities across the country. Josh's team is the best we have experienced. We are recommending him and his team without reservation."

–G. Ogunsanya

"Josh Rubin and his team did a stellar job in listing, marketing and selling my co-op apartment. Josh has a deep knowledge of the NYC market and was able to advise me to get the price I wanted. I had 3 offers and was able to select from the best offer which sailed smoothly and timely through the coop approval process. Thanks to an amazing team led by Josh!"

–K. Leung

"Josh Rubin and team have been amazing! They sold our co-op in a month and got multiple offers which resulted in 100k over ask! Josh handled the negotiations beautifully. Thanks Josh!"

–L. Heeger

"We received full ask on the first viewing. Josh's calm demeanor, sense of humor, persistence without being overbearing, working knowledge, marketing skills and follow-through staff definitely made this seamless."

–L. Edwards

"I went from the worst broker, with an apartment sitting vacant for a year, to working with Josh, who sold it for a great price in two weeks. I took all his advice re staging, marketing, and pricing, and it paid off well and quickly. His recommendation for an attorney and a stager were also absolutely excellent people to work with. Josh has a sterling reputation for a reason and I highly recommend working with him."

–A. Barret

"Josh is the best broker I have ever worked with. This was my fourth purchase and third sale in NYC and by far the easiest set of transactions I have ever been a part of. He priced my apartment perfectly so that it sold in 28 days. His team are all seasoned professionals who understand the process and are a pleasure to work with. I will never do another real estate transaction without the Rubin Team!" –L. Nichols

“Josh Rubin is truly a great help when it comes to New York Real estate. Not only does his team have an **extensive knowledge** of the ins and outs, but working with him is a great experience. He worked with me along the way to eliminate any hurdle which can appear when selling a property in NYC.”  
–Y. Assoun

“I had a **complex transaction** of selling and buying simultaneously - Josh was able to **navigate complex timelines**, providing guidance and negotiating the deal. he was **calm, knowledgeable**, and he did this with **integrity**. I highly recommend Josh, and will use him again.” –L. Rhoads

“Josh and his team were the **utmost professionals**. Their **exemplary reputation** is well-deserved. Their strong communications skills and **amazing attention to detail** ensured the process flowed easily. They quickly brought in an **all-cash deal**. If I could give them a **6-star rating**, I would. Thank you, Josh and team!”  
–Deborah R

“Josh is truly **outstanding** in his field. He knows the market and has an eye for true value. He is **responsive day or night**. He has a real ability to understand each client’s particular needs. He and his team make a **co-op application seem easy**. I have worked with other realtors and can honestly say I found him to be **the best**.”  
–N. Mahoney

“Josh Rubin was a **true professional** from our first meeting through the closing process. I chose him because he is particularly knowledgeable about the West Village and because he had **extensive experience** with apartments in my price range. Mr. Rubin’s team provided ample time to prepare the apartment for showings and was diligent in finding prospective buyers. They were **trustworthy, helpful, and knowledgeable** about all aspects of the selling process.” –J. McLean

“Our experience with Josh and his team was **PHENOMENAL** - three reasons why we recommend

**“ Josh and his team were professional, efficient and effective. We were in contract shortly after listing and the rest of the process was flawlessly executed. I highly recommend Josh and his team to anyone looking for the best of the best. ”** – D. Neu



“If you are thinking of buying or selling in New York, you quite simply **HAVE to talk to Josh Rubin**. He is an **honest, genuine, straight-talking and responsive expert** in this field. Key to what sets Josh apart is that he has built an equally committed and reliable team around him who are awesome too. They are collectively, and individually, an **absolute pleasure** to deal with.”  
–J. Marques

“Josh and his team did a **great job** with the listing and sale of my cooperative. From start to finish, the entire process was **effortless** on my part because of **how hard they worked**. From **pricing**, to **staging**, to **showing**, to **contract**, to **closing** - every step of the way the communication was **constant**, the suggestions **invaluable**, and in a less than great market, a **huge win**. Listen to his advice, he **knows what he’s talking about**.” –L. Cunningham

him without reservation: 1) **transparent** assessment of home value, how best to stage, and how to organize **highly efficient** sale process to maximize outcome - 2) **excellent listener**, very creative problem solver in addressing a number of inevitable issues which surface in any sale; 3) **extraordinary market knowledge** - we are using him for both selling existing home and buying new one- access to hidden homes not yet listed plus total recall of properties. He’s **Top 100** for lots of reasons!”  
–P. Lee

“Josh has a **positive outlook** and a **no-nonsense approach**. At the same time his sense of humor keeps things in perspective. He was **persistent, flexible, hard-working**. We followed his advice from beginning to end and we think we got a **great deal and fantastic representation**.”  
–R. Schwenk

## CLIENT REVIEWS

"Josh loves real estate and this shows up in a combination of being **extremely responsive, an excellent listener and a lot of patience** with both the buyer and seller. His negotiation skills are **the best in the business**. His goal is to forge a deal on his client's terms, at the pace of his client. Josh is the **most consistent hard-worker** I have encountered in real estate. I recommend Josh as an **outstanding professional** who brings **excellence and passion to his work**."

–M. Arnone

"Right from the first time I met Josh I felt like I could **trust** him and that feeling was **100% correct**. He worked with us on **setting the right price**, getting the apartment **staged**, and was able to get an **offer at asking within 8 days** of going on the market. He helped **shepherd the deal through** the board approval process and has done everything he could to get us to closing. Thank you so much to Josh and his entire team!" –L. Miller

"Josh was a dream to work with. **Always pleasant and encouraging** as well as supportive. Josh is **intimately familiar with the downtown market** and educated himself on all the buildings in our block so as to present a cohesive picture to our buyer. Another important thing: Josh was **ALWAYS available no matter what** the hour. You can't go wrong hiring Josh to sell your space, or to find you the perfect new space."

–V. Tcherevkoff

"Josh is **true pro** and has extensive knowledge of the market. He's **honest, objective and works hard** to make sure his clients are happy and get exactly what they want. We were first time buyers and Josh led us through the entire process and went **above and beyond**."

–A. Sarti & A. Stockton

"I have conducted 3 real estate transactions using Josh as my broker in Manhattan. Josh is **real-time** with his communications which is essential when buying and selling in NYC because of how competitive the market is. I sold my apartment at **full asking price** faster than I expected."

–N. Tristan

"We chose Josh to represent us on the sale of our Flatiron Loft in 2006 and again in 2012 for the sale of our West Chelsea penthouse. Both times it was his **personal dedication** to showing the apartment that I think was the key to success in getting us our asking price. **He even came at 9pm to show** a buyer the view at night. We also recommended him to someone in our building whose apartment didn't sell after 3 or 4 months. He relisted with Josh and **sold it right away**. So **we definitely highly recommend Josh**."

–A. Bartlett

"Josh gave us **great advice up front** about pricing strategies and had a professional photographer take amazing pictures of the apartment for an **aggressive marketing strategy**. We had 4 above ask offers within a week! The team was very responsive and are **highly recommended**."

–V. Tcherevkoff

"Plain and simple, Josh and his team **deliver what they promise**. Josh didn't waste any time in getting traffic to our co-op and within weeks got our asking price to a qualified buyer. He guided us through the process and referred a awesome attorney for a drama free close. **I would not hesitate to refer Josh Rubin** to anyone looking to buy or sell real estate."

–D. Quaglietta

"We reached out to Josh to sell after noting the other apartments he had sold in the area. He was **very thorough** by giving us recent sales figures and current listing details for comparables to **help us** make a decision, but was also willing to negotiate with us and **took to heart our feelings, needs, and unique selling situation**. Once we had a signed contract, Josh and his team covered every step of the process and sold our apartment **swiftly and seamlessly**."

–P. Murtha

"Josh was **knowledgeable, sensitive to our needs** and a pleasure to work with. He also has a **sense of humor** which I consider essential to the process. We initially met with Josh more than 8 months before we were able to put our condo on the market, due to illness in the family. Josh did not pressure us and waited until we were able to move forward. **His responsiveness and that of his staff rate an A+**."

–J. Odes

“Josh and his team are **absolutely fantastic**. By following his advice on pricing and how to best present our apartment, we were able to **accept an offer at full price within a week of listing!** The Rubin team was **responsive** throughout the entire sales process, making sure everything moved forward **seamlessly**. There’s no other team I would use!”  
– rachelkirs1

“I hired Josh to sell my Unit and **he met all expectations**. He and his team are **very professional and are very honest** with what your apartment is worth in current market conditions. My apartment had over **51 showings in a short amount of time** and after every single showing I got immediate response from Josh’s team on what the buyer liked and disliked about my apartment. He also managed to get a young buyer into a building with a very strict board which I’m sure she is very happy about. All and All I had a **wonderful experience** with Josh and his Team. I highly recommend. **5 STAR TEAM!!!**” – joekapinos

**“ Josh and his team are absolutely fantastic. We were able to accept an offer at full price within a week of listing! The Rubin team was responsive throughout the entire sales process. There’s no other team I would use! ”** – Rachel K.



“Josh and his team are **excellent**. He brought the **full court press to my listing and delivered** a very strong buyer for my property. He was attentive to each step of the process and made sure he was on top of every detail. I **enthusiastically endorse** Josh and will be using him again for future real estate transactions.”  
– pmiller212

“Josh is **by far the best real estate broker I ever worked with**. First and most important he is very **trustworthy**. But in addition to that, **his process is top notch**. His advice as far as staging and timing were **excellent** and **yielded results exceeding my expectations** both in terms of time to contract as well as price. He also has been **incredibly reliable**, taking care of any small, medium or large issues that inevitably come up with any real estate sale. If you are looking for a **knowledgeable, trustworthy, down to earth, reliable and efficient** broker who yields results above expectations, you won’t do better than Josh.”  
–Ezra N.

“15 years ago, I purchased my first home -- an NYC co-op -- and met Josh Rubin as the seller’s agent. It was a great introduction to home ownership, and I always knew that if I sold my place, Josh would be my agent. Flash forward to January 2020, when it became time to put that same co-op on the market. Josh and his team **handled everything, beginning to end**. Refreshing and **staging, listing, showing** and bringing in **multiple offers in less than two weeks** of it being on the market. I accepted an offer (**11% over ask!**) and then... a global pandemic lockdown order hit. Was this all going to fall to pieces?? No worries! JR and his team safely landed the plane with minimal stress and worry for me, and we closed in May. I can’t thank Josh enough for his **expertise, guidance and a really fantastically smooth process** in unprecedented circumstances. I can’t recommend the Rubin team highly enough!”  
–Daria D

“Josh Rubin helped us sell our SoHo co-op. His **knowledge and expertise is top notch**. Every step of the process was very **professional** and **well managed**. If you are looking to sell, Josh and his team are **the best.**” –John D.

“Josh and his team recently helped us complete a deal for our dream NYC apartment. They were **always available for questions, extremely knowledgeable** about the area and market landscape, and **extremely helpful** in navigating the board approval process. My wife and I would recommend Josh and his team to anyone looking to buy.” –Simona C.

“We had a **great experience** with Josh/team. He was **very knowledgeable** about the market, pricing/comps and actions we could take to increase our odds of a **favorable outcome** (staging/etc). We sold our property **over ask in about a week.**”  
– Travis Chmelka

## CLIENT REVIEWS

"I highly recommend Josh Rubin. He is an experienced professional. He moved the apartment quickly and in our target price range. He is efficient and you never feel like the process is lagging. He was personally engaged and not "just a face". It was Josh who walked most prospective buyers through the apartment." – snliang

"Working with Josh and his team has been an absolutely fantastic experience. Right from the first time I met Josh I felt like I could trust him and he would take good care of us and that feeling was 100% correct. He worked with us on setting the right price, getting the apartment staged, and was able to get an offer at asking within 10 days of going on the market. He helped shepherd the deal through the board approval process and has done everything he could to get us to closing and in general to make this as easy a process for us as possible. Thank you so much to Josh and his entire team!"  
– David G.



**“ Josh is focused, and has the expertise, knowledge, and experience to consummate transactions smoothly and timely. He was always available to answer questions and relay information, and has a fair and honest demeanor you can trust. I’m happy to have worked with him! ” – Kate C.**

"Josh and his team recently helped us complete a deal for our dream NYC apartment. They were always available for questions, knowledgeable about the area and market landscape, and extremely helpful in navigating the board approval process. We would recommend Josh and his team to anyone looking to buy."  
– Simona Cohen

"I just sold my co-op in the east village over asking, thanks to the vision, hard work and patience by Josh and his team. It was all handled with me in a different continent, during the pandemic. They navigated all the twist, turns and surprises of the sale making the whole experience better and smoother than I expected. I highly recommend using Josh!"  
– Jose Ortega

"Josh is a great case study in how to become #1 in sales volume in Manhattan:

1. He and his team maximized the positives & minimized the negatives of our property through careful cost-effective staging that allowed buyers to visualize their own style rather than be distracted by our strong design - it was no easy task to convince us of the need for this
2. He wrote succinct copy and hired the best photographers/videographers that accurately captured the strengths of the great views, unique outdoor space and house-like layout - important to attract new buyers and give remote buyers a real sense of the property
3. He priced the property competitively based on his knowledge of peer properties & market trends
4. Whilst all the above is important, Josh is not the only realtor in NYC to have these skills. On the contrary, few if any brokers have his work ethic (nearly 20 personal showings before contract signing at 99% of asking in 13 days), his persistence - never

taking success for granted, and his ability to connect across a broad network of brokers and buyers that comes from 25 years in the business. When he says he has buyers where others don't, he's not kidding!"  
–Bruce C. & Franklin S.

"Josh was immensely patient and diligent in our look for a new apartment in lower Manhattan. We ultimately ended with a very different unit type than we originally had in mind and Josh was a large help in that journey. He spent a lot of time working through the different options and as the search proceeded he was able to make recommendations that were thoughtful and didn't waste our time. Once we made our selection, his team helped us through the bid process and the Board approval package seamlessly. We would highly recommend Josh and his team."  
–Brian Cogliandro

"Josh helped us sell our NYC co-op apartment. [He and his team are true professionals](#). They managed every step of the process. If you are looking to sell (or buy) [I highly recommend the Rubin Team](#)."

–Joseph Friederich

"Josh and his team are [truly a professional group with exceptional work ethics](#). It's what you get in everyone you work with, [every step of the way](#), when you sign up with him. As soon as I met Josh [I knew I had found the person I knew I could trust and work with](#) to list my apt and find the right match for a new owner. They go [above and beyond to make your experience the best](#) you could hope for. Thank you Josh and your entire team! [Highly recommend](#)."

–R. Hondros

"Josh and his team are [top notch](#) in terms of [market knowledge, service, and overall pricing strategy](#). After [less than 10 days on the market](#), Josh was able to secure an [all cash full price offer](#) for my condo! I would [highly recommend](#) the Rubin team to [any serious seller looking to get the best deal](#) in any market!"

–Andrew Hildreth

"Josh and Lindsay are a great team. They've been [a great partner in this whole process](#). They were [responsive and understood our needs](#). We would highly recommend them for anyone who is looking for help in the real estate market."

– Michael King

"Josh is [the best broker I have ever worked with](#). This was my fourth purchase and third sale in NYC and this was [by far the easiest set of transactions](#) I have ever been a part of. He [priced my apartment perfectly so that it sold in 28 days](#), even during the slow period in the summer, and he didn't let me negotiate against myself in my purchase, which was a real danger given how much I love my new home! [He negotiated a great deal for me](#) and we closed last week. [His team is fantastic](#) as well. They are all seasoned professionals who understand the process, [do all the heavy lifting](#) and are [a pleasure to work with](#). Sandor Krauss and his legal team are a great extension who work seamlessly with Josh. I will never do another real estate transaction without The Rubin Team!"

– Laura Nichols

"My sister, brother and I interviewed three well-known agents when we were ready to sell our late parent's apartment, an emotionally fraught experience. We selected Josh based on his [presentation, his reputation, and his experience](#). We are so glad we did... from that moment, through the entire process, he was [responsive, available and totally in command](#). He convinced us to spend enough money to stage the apartment, which I am sure [earned us several hundred thousand dollars](#) in the eventual sales price. His team was equally [responsive and competent](#). I highly recommend him; he is the consummate professional and a mensch as well. His knowledge of the market, his negotiating skills and his quiet, calm and reassuring demeanor make him the consummate professional. I look forward to working with him in the future! I cannot recommend him highly enough!"

–Bruce T.

"[Josh and his team were fantastic](#) in leasing our unit in the flatiron area. They generated significant interest, were [responsive in showing the unit](#) and [transparent](#) and timely in providing feedback. We could not be happier with our experience!"

– Nicholas Fong

"[Josh and his team were great](#). I interviewed several brokers, and it was clear to me from the outset that [Josh had his finger on the pulse of my local market](#). He was aggressive, but realistic about what the current market would bear. Thus, we priced it appropriately, and [Josh got multiple offers](#) in the correct zone in a relatively short period of time, before negotiating the final sale. [It all went very smoothly](#). I would highly recommend the Rubin Team!"

– Robert Ennis

"[Josh and his team did a great job](#) with the listing and sale of my cooperative. From start to finish, the entire process was [effortless on my part because of how hard they worked](#). From pricing, to staging, to showing, to contract, to closing - [every step of the way I felt heard and represented more than fairly](#). The [communication was constant](#), the [suggestions invaluable](#), and in a less than great market, we got [above asking in a very reasonable amount of time](#), a huge win. Listen to his advice, [he knows what he's talking about](#)."

–Lynnette Cunningham

## CLIENT REVIEWS

"A broker friend found Josh for me after a really bad experience with someone else. So I went from the worst broker with an apartment sitting vacant for a year, to working with Josh who **sold it for a great price in two weeks**. I took all his advice re staging, marketing, and pricing, and **it paid off well and quickly**. His recommendation for an attorney and a stager were also **absolutely excellent people to work with**. Not all brokers are alike, and the stakes are really high. Josh has a **sterling reputation** for a reason and I highly recommend working with him."  
– Andrew Barrett

"Josh Rubin and his team did a stellar job in listing, marketing and selling my co-op apartment. Josh has a **deep knowledge of the NYC market** and was able to advise me to get the price I wanted despite a challenging seller's market. **I had 3 offers** and was able to select from the best offer which sailed smoothly and timely through the coop approval process. Thanks to an amazing team led by Josh!"  
– Kay Leung

"Josh was terrific, was definitely a great person to have in the metaphorical foxhole with me in the New York real estate battles. Was pleased with the final dispensation of the property and assuaged by his **calming influence**. Though the process was lengthy (through no fault of Josh's), **he was able to create the right outcome**."  
– Ra Kumar

"Josh Rubin and team have been amazing! They sold our co-op in a month and got **multiple offers which resulted in 100k over ask!** Josh is **incredibly knowledgeable about the market** and handles the negotiations beautifully. Thanks Josh!!!"  
–Laura Heeger

"I had a complex transaction of selling and buying simultaneously - **Josh was able to navigate complex timelines creating a transaction** that resulted in a timely transition providing guidance and negotiating the deal. he was **calm knowledgeable**, and he did this with **integrity**. I highly recommend Josh, and will use him again." – Lisa Rhoads

“ Josh and his team are the gold standard for real estate in New York City. Not only do they have their finger on the pulse of the NYC market, but they also truly have their clients’ best interest at heart. ” – Greg S.



"As a result of working with Josh Rubin and his team, I was able to **stage and sell my apartment at a strong price in a somewhat difficult market**. Josh provided **superb recommendations** from a staging consultant to a closing attorney to a moving company. Josh, his team and all his referrals were **professional, extremely knowledgeable and responsive throughout the process** and were there for me every step of the way. I especially appreciated that Josh made the whole transaction so **smooth and easy** for me. I would strongly recommend Josh and his team and look forward to working with them again in the future."  
– Adrienne Driben

"We utilized Josh and his team at Douglas Elliman both for sale of our Coop and the purchase of another. **We received flawless service from start to finish**. His assistant Lindsay was equally helpful. There can be a degree of complexity to the purchase and sale of a NYC Coop. The team did an **outstanding job on both ends of the process**. All calls were immediately answered. Anything that ever went to VM was answered in few minutes. Our sale was somewhat unusual in that it was a 2BR, in perfect condition but very small. Despite multiple viewings and open houses, it took a while to get an offer. We were never pressured to lower the price. We knew the value of the place and **we were fully supported by Josh**. We found that very valuable. All of his advice worked for us. You will do well to put yourself in his **capable hands**." – Joel Goldstein



"We received full ask on the first viewing in a market that was starting to slide. Stating anything further is probably not necessary, however, Josh's calm demeanor, sense of humor, persistence without being obnoxious, working knowledge, marketing skills and follow-through staff definitely made this seamless."

– Lisa Edwards

"The entire team displays Impressive professionalism and integrity. They were a pleasure to deal with. Josh and his team are very competent and expedient in their follow up. Josh is also a great negotiator. I couldnt be happier with the entire experience."

– Daniel Gonnella

"Highly recommend! True experienced professional. Strong advocate. Moves apartments quickly."

–Sarah Kress

"There are a lot of brokers out there but you need to at least give Josh & his team the chance to tell you how they're different. Professional & Responsive!" – Brock Forkey

**“ Highly recommended for sure!**

– *coopersantarelli*

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**“ Josh and his team were easy to work with, and negotiated an attractive offer in a difficult market environment.**

– *Graig Keklikian*

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**“ Josh was professional, efficient, and quick to answer any questions that I had about the market.**

– *Nick Wolfe*

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**“ Josh and his team are the best around! Would recommend to anyone!**

– *Valerie Bernard*

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# WE CAN DO THE SAME FOR YOU

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#1 Zillow Requested Broker (27 years experience)



Top Google Search Real Estate Team

Read more reviews at [www.rubinteam.com](http://www.rubinteam.com)

# CONTACTS

The Rubin Team list of vendors to help you make your new house a home.



## UTILITIES

Con Edison	800.752.6633
Time Warner Cable	855.243.8892
Verizon Fios	800.837.4966
Spectrum	833.267.6094

## ATTORNEYS

Name	Address	Email	W	M
Sandor Krauss	360 Lexington Avenue, Suite 1502	sandor@krausslegal.com	212.764.3377	646.387.6341
Andrew Grabiner	1430 Broadway, 4th Floor	agrabiner@grabinerlaw.com	212.344.0200 x103	516.445.5935
Steven Hafif	1430 Broadway, 17th Floor	shafif@agmblaw.com	212.904.0055	646.350.0258

## LOAN PROVIDERS

Name	Address	Email	NMLSR-ID	W	M
Greg Socha	Wells Fargo	gregory.a.socha@wellsfargo.com	62414	212.214.7762	917.327.5492
John Vlogianitis	Citizensbank	johnny.v@citizensbank.com	420544	516.410.4583	
Gary D. Farro	First Republic	gfarro@firstrepublic.com	487241	212.259.3653	732.859.3021
Kira Geller	Chase	kira.geller@chase.com		212.622.6851	646.808.7247
Ron Riemer	Citibank	ron.riemer@citi.com		212.300.3739	
Jason Ritchie	HSBC	jason.p.ritchie@us.hsbc.com		646.676.8603	

## MOVERS

Name	Company	W	M	Website	Email
Judd Levine	Maffucci Moving		516.384.6965	maffuccimoving.com	judd@maffuccimoving.com
Steven Bailey	Roadway Worldwide Moving	800.338.8415	917.969.6030	roadwaymoving.com	steven@roadwaymoving.com

## ARCHITECTS

Name	Firm	T	Website	Email
Alex Stojanovic	5H Architecture & Design	212.271.9310		as@5hco.com
Melissa Baker	Pulltab Design	212.727.9488	www.pulltabdesign.com	melissa@pulltabdesign.com
James Ramsey	RAAD Studio	212.254.5490	www.raadstudio.com	jramsey@raadstudio.com

## CONTRACTORS

Company	Contact	T	Website	Email
Complete Construction	Praq Rado	646.238.6141	www.completeconstructionny.com	info@completeconstructionny.com
SORA LLC	Agron Oshlani	212.729.8729	www.sora.nyc	office@sora.nyc
Van Gogh Construction	Nick	646.739.3684		
PM Renovates	Peri Masco	917.806.4749	www.pmrevovates.com	pm@pmrevovates.com

## FLOORING

Company	T	Website	Email
Connolly Floor Service Inc	914.966.1715		connollyfloorinc@aol.com
New York Wood Flooring	212.367.9888	www.nywflooring.com	nywflooring@gmail.com
Verrazano Flooring Co	212.367.8888	www.verrazanoflooring.com	
Delta Flooring	917.749.7021		

## ELECTRICIANS

Company	T	Email
Steve Hiotis	347.386.4785	stevesmaintelec@aol.com
Klear Electric - Teddy Reynolds	718.361.5366	treynolds@klearlectricalcorp.com
Major Electric Inc	718.278.5278	

## PAINTERS

Sammy Elezaji	718.386.3521
Giuseppe Raicovi	631.786.9401

## HOUSE CLEANERS

Company	T	Email
Obsessive Cleaning	347.933.0122	gina@obsessivecleaning.com
Metro Maids	718.635.3901	adam@metromaidsnyc.com
Ana Criollo	347.423.7475	

## HVAC

Joe Vella	917.836.8171
Hamilton Air	212.682.2710