

NEW YORK CITY

# Seller's Guide

**Brown  
Harris  
Stevens**

# Selling in New York

Brown Harris Stevens is uniquely qualified to market your residential property. Every marketing program is carefully tailored to the individual residence and is built around a highly effective advertising and interactive marketing campaign that precisely targets critical audiences, both domestic and international.

By utilizing our own resources and inviting co-brokerage with all Real Estate Board of New York residential members and our Brown Harris Stevens local, national and international partners, we reach an extensive global audience.

Importantly, we possess a unique insight into board requirements through Brown Harris Stevens Residential Management, LLC, which manages many of Manhattan's most distinguished buildings.

Brown Harris Stevens has remained at the forefront of marketing and technological innovation to ensure that we generate the greatest interest in your property. Our goal is to complete the sale of your property in the shortest possible time and realize the maximum market price while providing you with the highest level of service.

It is not surprising we regularly hold records in all residential sales categories throughout New York City.

Brown Harris Stevens offers the advantage of the firm's considerable depth of market analysis resources. Our exceptional market coverage and fully dedicated Research Division enables us to provide the most accurate evaluation of your property's current market value and guide you towards optimal pricing.





# The Decision To Sell Your Home

Everyone has a different set of needs and goals when they decide to sell their residence. To assist us in tailoring the support we offer, we encourage you to consider the questions below.

- What are your main reasons for selling?
- Do you need to sell by a certain date, or are you flexible with regard to timing?
- Do you have a price in mind for your property? If so, what factors did you consider in determining it?
- Are there any aspects related to the process of listing and selling your residence that you have questions about?
- Do you need assistance in relocating to another area?



# Evaluating Your Home

Every property has distinctive features with regard to location, architectural style, interior amenities, property setting and so much more. Oftentimes a buyer will value some of the very same qualities about your residence that you fell in love with.

- Are there any notable improvements and/or updates you have made to your residence?

It is important to evaluate any maintenance or improvements that could help increase your residence's value before you place it on the market, and your agent would be happy to assist you with this. Take some time to go through and note anything that needs addressing, starting at your front door. We recommend that you assess your residence's condition based on the criteria below.

- Walls & Ceilings
- Floors
- Kitchen
- Bathroom(s)
- Living Room
- Dining Room
- Bedroom(s)
- Terrace/Balcony



# Tips For Preparing Your Home For Sale

**After you have addressed any maintenance issues, the following tips will help you to present your property in its best light. Your agent can assist with your residence preparations.**

- **Declutter:** When preparing the interior of your residence for sale, remember that “less is more.” If there is too much clutter or unnecessary furniture, it can get in the way of a buyer seeing the home itself. Go through each room and see if there are any unnecessary items in the room that you can remove. Temporary storage is a great option if you aren't sure what to do with certain items.
- **Depersonalize:** Buyers want to be able to envision themselves living in your residence, but seeing too much of an owner's memorabilia can make that hard. It does not mean you have to remove all personal items but it is a good idea to keep them to a minimum.
- **Clean and eliminate odors:** Be sure your residence has a thorough cleaning, particularly before showings. A clean, fresh-smelling residence helps to assure the buyer that your home is well cared for.
- **Pets:** If you have pets, make sure you have a plan for their care during showings.
- **Consider some repainting:** Particularly in rooms that are not currently painted in a neutral color. You want to appeal to as wide a group of potential buyers as possible.
- **Let the light in:** Make sure to clean windows, clear window sills and consider adding floor or table lamps to rooms that tend to be dark. The lighter and brighter a residence is, the more welcoming it will feel.



**Maximize your residence's value and minimize its time on the market.**

**Curate by BHS makes your residence-selling process seamless, whether your residence needs a minor refresh or a complete transformation. With no upfront costs, Curate lets you unlock your residence's true potential and pay for your upgrades only after you sell.**

## How it Works

- 1.** You and your BHS agent discuss what upgrades will best position your residence for sale and decide on an estimated budget.
- 2.** You will be assigned a dedicated project manager who will work with you to curate by BHS vendors from our network of fully insured and vetted service providers.
- 3.** The vendors get to work. Your project manager oversees everything and your BHS agent is there every step of the way.
- 4.** Once the projects are complete, you and your agent place your residence on the market.
- 5.** Your residence sells more quickly at a higher price as a result of the upgrades. The cost of services is deducted from your selling price.



# What Services Does Curate Offer?

With Curate, you can move forward with complete cosmetic upgrades such as painting walls, decluttering and improving fixtures. Also available are professional staging and design, as well as full renovation services.

We also cover health and safety items like COVID-19 decontamination services.

**Our program covers a wide variety of services. Here is a sampling of the most popular in our program:**



## **Cleaning/Decluttering**

- COVID-19 Decontamination Services
- Vapor Aerial Decontamination
- Professional Deep Cleaning
- Decluttering
- Storage
- Packing/Moving

## **Staging & Design**

- Professional Staging
- Interior Design
- Painting
- Urban Landscaping

## **Renovation**

- General Contracting
- Counter-tops
- Plumbing
- Electrical Work/Lighting
- Flooring
- Carpentry

# Curate



# Pricing Your Property

Pricing is the most important, and most difficult, decision you have to make as a seller. Among other factors, pricing your property should reflect the location and condition of your residence, current market conditions, properties currently on the market and recent comparable sales. Your agent will provide you with a Competitive Market Analysis that offers an opinion of value.

**With regard to pricing, it is important to keep in mind that:**

- All properties generate the most interest within the real estate community within their first few weeks on the market.
- The number of showings is greatest during this initial phase.
- Starting too high and dropping the price later reduces the momentum that enthusiastic buyers and agents generate.
- It may become necessary to adjust the price to compete with new listings that come onto the market. The timing and extent of the adjustment are keys to the success of the sale.

*Realistic pricing generates the highest level of enthusiasm and interest among agents and buyers. The benefit is the sale of your property for the highest market price.*



# Steps In The Selling Process

- **Broker Open House:** Hosted by your agent and usually held during the week, this is an efficient and effective way to allow local real estate agents to preview your property.
- **Public Open House:** Hosted by your agent and typically held on the weekend, when appropriate. This allows potential customers in the market to view your property.
- **Showings:** Showings are a necessary part of the selling process. It is best to make arrangements for yourself, others living there, and/or pets to not be in the house during showings to allow the buyer the best chance to envision themselves living there.
- **The Offer:** All offers by a potential buyer will be conveyed to you by your agent. Oftentimes, an offer will lead to some negotiation between the buyer and seller. Your agent will guide you through this process and the negotiation.
- **Contract of Sale:** Prepared by the seller's attorney and signed by both parties, with typically 10 percent of the purchase price is put as a contract deposit by the buyer and held in escrow by the seller's attorney until closing.
- **Written Financing Commitment:** Often the buyer may request a financing contingency to ensure they can get financing for the residence. A mortgage/loan commitment is usually about 30 days to obtain.
- **The Bank Appraisal:** The bank will send an appraiser to verify the value of the residence, based on comparable sales and market conditions.
- **The Closing Date:** Early on in the negotiations, a closing date will be agreed upon by the sellers and buyers. While the closing date can vary, in most cases the sale is subject to co-op Board Approval or the condo's Waiver of Right of First Refusal.
- **Co-op/Condo Board Approval:** The typical process includes the completion of an application, including personal financials and other required documentation for review by the Board and potentially subject to a personal interview, particularly for co-ops.



# Agency Disclosures

It is important to understand the three types of Agency relationships when selling your residence.

**Seller's Agent:** A Seller's Agent acts only on behalf of the seller and has fiduciary duties to the seller, including loyalty, accountability, confidentiality, reasonable care, full disclosure and obedience to lawful instruction. A Seller's Agent is required by law to disclose all information on property defects material to any transaction which are known or should be known by the Seller's Agent.

**Buyer's Agent:** A Buyer's Agent acts only on behalf of the buyer. A Buyer's Agent's fiduciary duties are to the buyer, which include loyalty, accountability, confidentiality, full disclosure, reasonable care and obedience to lawful instruction. A Buyer's Agent must act with fairness and honesty to all parties.

**Dual Agency:** Dual agency occurs when a real estate company representing a buyer shows the buyer any properties that the company has listed and is acting as the Seller's Agent.

The real estate company may act as the agent of both the buyer and seller in a single transaction with the full knowledge and written consent of both buyer and seller. All fiduciary duties are the same, with the exception of disclosing confidential information to either the Buyer or Seller when representing both sides. Thereby the real estate company does not have undivided loyalty to either side.



# Marketing

Effective marketing is key to bringing potential buyers through your front door. Your agent has access to the Brown Harris Steven Marketing Team as well as a network of vendors who create collateral and content that will bring maximum exposure to your residence.

Brown Harris Stevens offers tools and services such as virtual staging, virtual restorations, video tours produced by a professional film crew, 3D walkthroughs, email blasts, and promotional videos.

We also promote listings by engaging in automatic re-targeting with online ads based on consumers' search behaviors as well as social media boosted campaigns to organically reach our followers across Facebook and Instagram.

Brown Harris Stevens' national and international media exposure is second to none. Strategic programs, both internally created and those with our print and online partners, focus on luxury properties and draw interest from far and wide.

Your agent will go over marketing and advertising opportunities with you to best sell your property.

# Syndication

**Where does your listing appear online?**

BHS has a number of partners online that automatically feature our listings.

**At present, our primary partners are:**

WSJ.com

Barrons.com

MansionGlobal.com

Juwai.com

Barrons.com/penta

Marketwatch.com

LuxuryPortfolio.com

LeadingRE.com

Realtor.com

Brownstoner.com

UrbanDigs.com

Zumper.com

Apartments.com

WSJ

BARRON'S

MANSSION  
GLOBAL



PENTA



*Leading*  
REAL ESTATE COMPANIES  
OF THE WORLD

LP LUXURY  
PORTFOLIO  
INTERNATIONAL

Brownstoner

UrbanDigs



zumper

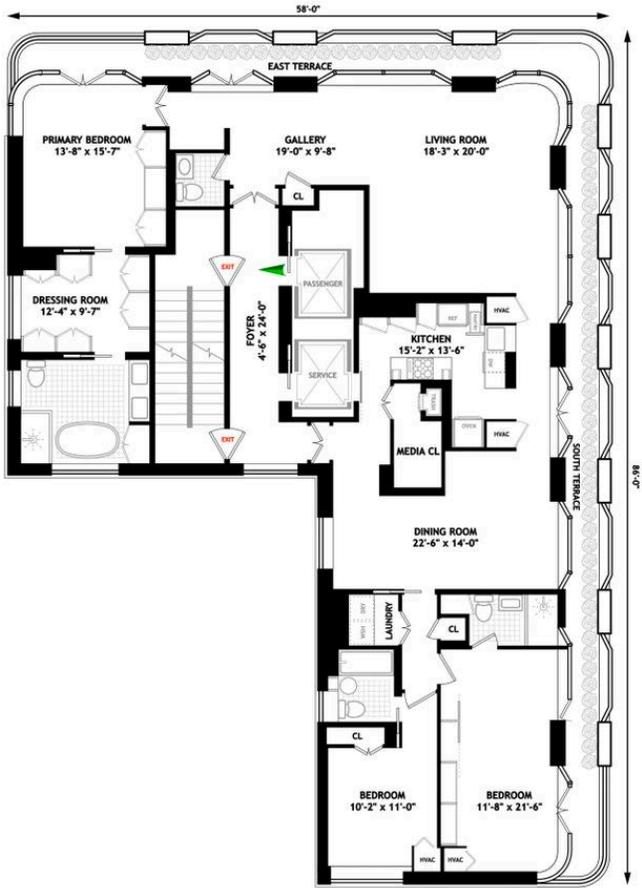


Apartments.com™



# Professional Photographers & Floorplans

In today's world the first showing is typically online, therefore showcasing your listing with great photos is paramount in today's digital world. All of our listings utilize professional photography and floorplans. 3D walkthroughs allow buyers to tour the entire home through a 3D floorplan technology.





# *In-House* Global Services/Relocation

Our reach extends far beyond the New York City area as a preferred partner for corporations and relocation management companies. In fact, BHS Global Services is the destination of choice for clients relocating their executives to the Connecticut and New York Metro Area, making it a tremendously high-volume source for qualified buyers.

Need assistance in finding a qualified agent where you are moving? Just ask. Through our global network, including Leading Real Estate Companies of the World, Luxury Portfolio International, BHS Partnering Worldwide and Mayfair International Realty, we are linked to more than 1,750 offices and 159,000 sales associates in over 70 countries. No matter where you are going, we can make sure you work with that area's top agents.

**BHS** PARTNERING  
WORLDWIDE

**LP** LUXURY  
PORTFOLIO  
INTERNATIONAL

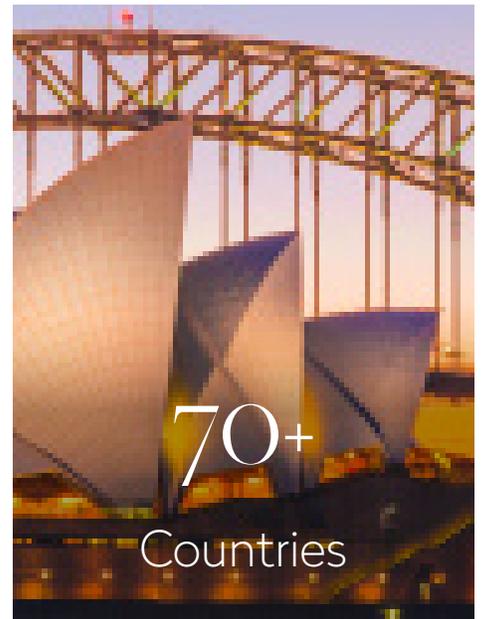
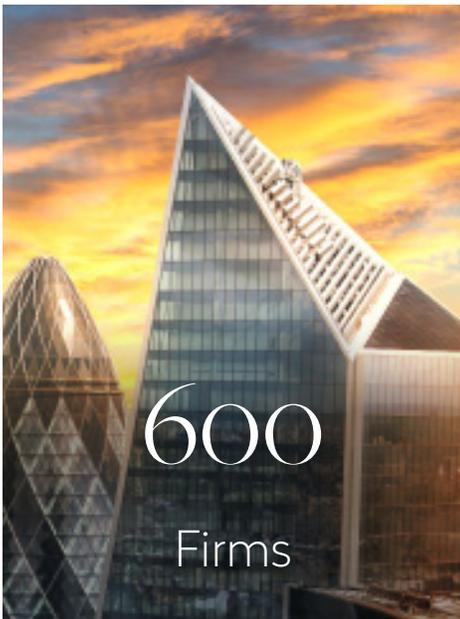
*Leading*  
REAL ESTATE COMPANIES  
OF THE WORLD

**MAYFAIR**  
International Realty

# Our Global Reach

## Where heritage meets innovation since 1873

Brown Harris Stevens is an influential Affiliate Member of Leading Real Estate Companies of the World® and its luxury marketing arm, Luxury Portfolio International®. We are also exclusive members in our regions with London based Mayfair International further expanding our reach in Western Europe Markets. This premier network affiliation combined with our innovative exclusive co-marketing program, BHS Partnering Worldwide® enables us to provide you with a uniquely targeted global reach, bringing your property to the attention of the highest number of qualified buyers worldwide.



The largest global referral network in the industry.



*Leading*  
REAL ESTATE  
COMPANIES  
OF THE WORLD

Leading Real Estate Companies of the World brings your Brown Harris Stevens listing to a network of 550 other top independent real estate firms across the globe, encompassing 150,000 sales associates, across 70 countries.

**LP**  
**LUXURY  
PORTFOLIO  
INTERNATIONAL®**

Luxury Portfolio International's global reach is demonstrated by its website visitors from over 200 countries/territories every month, site translation in nine languages, conversion to multiple currencies and more than 1 Million transactions resulting in over \$296 billion in U.S. home sales last year.





BHS Partnering Worldwide is a thriving mutual advertising and marketing vehicle for exceptional listings of the most respected high-end residential real estate brokerages from around the world, whom we have hand-selected to be our partners. BHS Partnering Worldwide is unique in that it allows for the listing agent's firm and direct contact information to be prominently shown to bring buyers directly to your property.

The benefits of our partnerships are reciprocal. Partners help to promote very high-end listings from BHS on their respective websites, across social media, and in print.

64 Partners

91 Communities

16 States

29 Countries



**MAYFAIR**  
International Realty

- Headquartered in London and the hub of our UK and European network enabling us to work with other like-minded brokerages as well as the European investor.
- Listings are featured on the websites of the Global Financial Times and Country Life.
- Promoting our listings via editorial features in the international property press.



# Estimated Residential Condo Closing Costs *in New York City*

## For The Seller

<b>Broker</b>	As provided in exclusive agreement with broker
<b>Own Attorney</b>	Approx. \$3,500-\$5,000, varies as negotiated
<b>Managing Agent's Fee</b>	Approx. \$1,000, or as determined by building
<b>Move-out Deposit or Fee</b>	Approx. \$1,000, or as determined by building
<b>New York City Transfer Tax</b>	See chart on reverse
<b>New York State Transfer Tax</b>	See chart on reverse
<b>Satisfaction of Mortgage</b>	Approx. \$500, or as determined by bank, title co.
<b>Recording, other fees</b>	Approx. \$150
<b>Capital Gains Tax</b>	Consult your accountant
<b>Non US Citizen/Non Resident (FIRPTA)</b>	15% of price withheld or paid towards amount owed
<b>Flip Tax or Capital Contribution</b>	Certain Condos, formula varies

\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

# Estimated Residential Condo Closing Costs *in New York City*

Price	NYS Transfer Tax*	NYC Transfer Tax	Total Taxes
\$0 - \$500,000	0.40%	1.00%	1.40%
\$501,000 - \$999,999	0.40%	1.425% + \$100	1.825% + \$100
\$1,000,000 - \$1,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$2,000,000 - \$2,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$3,000,000 - \$4,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$5,000,000 - \$9,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$10,000,000 - \$14,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$15,000,000 - \$19,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$20,000,000 - \$24,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$25,000,000 or more	0.65%	1.425% + \$100	2.075% + \$100

\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

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

## For The Purchaser

<b>Own Attorney</b>	Approx. \$2,750-\$5,000, varies as negotiated
<b>Bank Fees (application, credit, appraisal, bank attorney and miscellaneous)</b>	Approx. \$2,200, or as determined by bank
<b>Short-term Interest</b>	One month max (prorated for month of closing)
<b>Recording Fees, Searches, Miscellaneous</b>	Approx. \$1,200
<b>Managing Agent's Fees</b>	Approx. \$500, or as determined by managing agent
<b>Maintenance</b>	Approx. 1 month (prorated for month of closing)
<b>Mansion Tax</b>	See chart on reverse
<b>Move-in Deposit or Fee</b>	Approx. \$1,000, or as determined by building
<b>Lien Search</b>	Approx. \$300
<b>Apartment Insurance</b>	In addition to building's insurance. Varies. Consult insurance agent
<b>Flip Tax or Capital Contribution</b>	Certain Co-ops, formula varies

\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

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

Price	NYS Transfer Tax*	NYC Transfer Tax	Total Taxes
\$0 - \$500,000	0.40%	1.00%	1.40%
\$501,000 - \$999,999	0.40%	1.425% + \$100	1.825% + \$100
\$1,000,000 - \$1,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$2,000,000 - \$2,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$3,000,000 - \$4,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$5,000,000 - \$9,999,999	0.65%	1.425% + \$100	2.075% + \$100
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\$15,000,000 - \$19,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$20,000,000 - \$24,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$25,000,000 or more	0.65%	1.425% + \$100	2.075% + \$100

\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

For sale of multiple apartments together, rates are higher.

# Estimated Residential Townhouse Closing Costs *in New York City*

## For the Seller

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<b>Broker</b>	As provided in exclusive agreement with broker
<b>Own Attorney</b>	Approx. \$3,500-\$5,000, varies as negotiated
<b>New York City Transfer Tax</b>	See chart on reverse
<b>New York State Transfer Tax</b>	See chart on reverse
<b>Satisfaction of Mortgage</b>	Approx. \$500, or as determined by bank, title co.
<b>Recording, other fees</b>	Approx. \$150
<b>Capital Gains Tax</b>	Consult your accountant
<b>Non US Citizen/Non Resident (FIRPTA)</b>	15% of price withheld or paid towards amount owed

\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

# Estimated Residential Townhouse Closing Costs *in New York City*

Price	NYS Transfer Tax*	NYC Transfer Tax	Total Taxes
\$0 - \$500,000	0.40%	1.00%	1.40%
\$501,000 - \$999,999	0.40%	1.425% + \$100	1.825% + \$100
\$1,000,000 - \$1,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$2,000,000 - \$2,999,999	0.40%	1.425% + \$100	1.825% + \$100
\$3,000,000 - \$4,999,999	0.65%	1.425% + \$100	2.075% + \$100
\$5,000,000 - \$9,999,999	0.65%	1.425% + \$100	2.075% + \$100
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\*Tax is assessed on total price at the highest rate applicable to the total price, ie if price is \$5.5m, transfer tax is 0.65% of \$5.5m. NYS Transfer tax increases from 0.40% to 0.65% only in NYC and for residential property with a price of \$3m or more and other property with a price of \$2m or more.

# Glossary Of Terms

**This is a reference guide to important legal and environmental issues and real estate terms most pertinent to sellers, as per the National Association of Realtors and the U.S. Department of Housing and Urban Development.**

**24-hour notice:** Allowed by law, any tenant must be informed of a showing 24 hours before you arrive.

**Addendum:** An addition to a document or contract.

**Appraisal:** A document of opinion of property value at a specific point in time by a licensed real estate appraiser.

**“As-is”:** A contract or offer clause stating that the seller will not repair or correct any problems with the property. Property will be transferred in its existing condition without repairs.

**Back-up offer:** When an offer is accepted contingent on the voiding of an accepted first offer on a property.

**Broker’s tour:** A preset time and day when real estate sales agents can view listings by multiple brokerages in the market.

**Carrying costs:** Cost incurred to maintain a property (taxes, interest, insurance, utilities, closing costs, typical fees, taxes, insurance and so on).

**Comparative market analysis (CMA):** A study done by real estate sales agents and brokers using active, pending and sold comparable properties to estimate the best listing price for a property.

**Contingency:** A provision in a contract requiring certain acts to be completed before the contract is binding.

**Continue to show:** After an offer has been accepted, inspections are done, and contracts have been drawn, but the seller requests that the property continue to be shown to prospective buyers until contingencies are released.

**Counteroffer:** The response to an offer or a bid by the seller or buyer after the original offer or bid.

**Disclosures:** Federal, state, county and local requirements of disclosure that the agent provides and seller and buyer acknowledges.

**DOM:** Days on market.

**Contract deposit (down payment):** See steps in selling process, contract of sale.

**Exclusions:** Fixtures or personal property that are excluded from the contract or offer to purchase.

**Fixture:** Personal property that has become part of the property through permanent attachment.

**IDX (Internet Data Exchange):** Allows real estate brokers to advertise each other’s listings posted to listing databases such as the multiple listing service.

**Inclusions:** Fixtures or personal property that are included in a contract or offer to purchase.

**Listing agreement:** A document that establishes the real estate agent’s agreement with the sellers to represent their property in the market.

**Residential Listing Service (RLS):** A service that compiles available properties for sale by member brokers through the Real Estate Board of New York.

**Offer to purchase:** When a buyer proposes certain terms and presents these terms to the seller.

**Punch List:** A list of items incomplete or requiring repair at the pre closing walk through but for which the seller remains liable.

**Withdrawn/Temporarily off the Market:** A listed property that is taken off the market due to illness, travel, repairs, and so on. The terms of the listing contract are still in place.

# Office Locations

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## Manhattan

### EAST SIDE

445 Park Avenue  
New York, NY 10022  
Phone: 212-906-9200

### WEST SIDE

1926 Broadway  
New York, NY 10023  
Phone: 212-588-5600

### WEST SIDE / COLUMBUS

408 Columbus Avenue  
New York, NY 10024  
Phone: 212-769-3000

### DOWNTOWN

130 Fifth Avenue  
New York, NY 10011  
Phone: 212-906-0500

### VILLAGE

831 Broadway  
New York, NY 10003  
Phone: 212-381-6500

### SOHO

451 West Broadway  
New York, NY 10012  
Phone: 212-381-4200

### TRIBECA

43 North Moore Street  
New York, NY 10013  
Phone: 212-452-4500

### HARLEM

2169 Frederick Douglass Boulevard  
New York, NY 10026  
Phone: 212-381-2570

### MIDTOWN

770 Lexington Avenue, 10th Floor  
New York, NY 10065  
Phone: 212-508-7200

## Brooklyn

### BROOKLYN HEIGHTS

129 Montague Street  
Brooklyn, NY 11201  
Phone: 718-875-1289

### PARK SLOPE

100 Seventh Avenue  
Brooklyn, NY 11215  
Phone: 718-230-5500

### PARK SLOPE, 7TH AVE

160 Seventh Avenue  
Brooklyn, NY 11215  
Phone: 718-878-1960

### BEDFORD STUYVESANT

1191 Bedford Avenue  
Brooklyn, NY 11216  
Phone: 718-878-1750

### COBBLE HILL

166 Court Street  
Brooklyn, NY 11201  
Phone: 718-613-2020

### SOUTH SLOPE

1214 8th Avenue  
Brooklyn, NY 11215  
Phone: 718-878-1888

### BAY RIDGE

8324 4th Avenue  
Brooklyn, NY 11209  
Phone: 718-878-1880

## Riverdale/Bronx

### RIVERDALE

3531 Johnson Avenue  
Riverdale, NY 10463  
Phone: 718-878-1700

## Queens

### LONG ISLAND CITY

47-12 Vernon Boulevard  
Long Island City, NY 11101  
Phone: 718-878-1800

### FOREST HILLS

108-23 Ascan Avenue  
Forest Hills, NY 11375  
Phone: 718-520-0303

## Hudson Valley

### HUDSON

526 Warren Street  
Hudson, NY 12534  
Phone: 518-828-0181

## Development Marketing

451 West Broadway  
New York, NY 10012  
Phone: 212-521-5757

# Office Locations

## Hamptons

### EAST HAMPTON

27 Main Street  
East Hampton, NY 11937  
Phone: 631-324-6400

### EAST HAMPTON / NEWTOWN LANE

2 Newtown Lane  
East Hampton, NY 11937  
Phone: 631-324-6100

### BRIDGEHAMPTON

2408 Main Street  
P.O.Box. 683  
Bridgehampton, NY 11932  
Phone: 631-537-2727

### SAG HARBOR

96 Main Street  
P.O. Box 1606  
Sag Harbor, NY 11963  
Phone: 631-725-2250

### SOUTHAMPTON

31 Main Street  
Southampton, NY 11968  
Phone: 631-287-4900

### WESTHAMPTON BEACH

70 Main Street  
Westhampton Beach, NY 11978  
Phone: 631-288-5500

### NORTH FORK

13105 Main Road, P.O. Box 6  
Mattituck, NY 11952  
Phone: 631-477-0551

## Connecticut

### GREENWICH

125 Mason Street  
Greenwich, CT 06830  
Phone: 203-869-8100

### DARIEN

671 Boston Post Road  
Darien, CT 06820  
Phone: 203-655-1418

### NEW CANAAN

183 Elm Street  
New Canaan, CT 06840  
Phone: 203-966-7800

### STAMFORD

1099 High Ridge Road  
Stamford, CT 06905  
Phone: 203-329-8801

### ROWAYTON

140 Rowayton Avenue  
Rowayton, CT 06853  
Phone: 203-853-1419

### WESTPORT

56 Post Road East  
Westport, CT 06880  
Phone: 203-221-0666

## New Jersey

### HOBOKEN

200 Washington Street  
Hoboken, NJ 07030  
Phone: 201-478-6700

### MONTCLAIR

635 Valley Road  
Montclair, NJ 07043  
Phone: 973-744-6033

## Florida

### COCOANUT ROW

50 Coconut Row, Suite 104  
Palm Beach, FL 33480  
Phone: 561-659-6400

### WORTH AVENUE

353 Worth Avenue  
Palm Beach, FL 33480  
Phone: 561-659-6400

### SOUTH DIXIE HIGHWAY

1970 South Dixie Highway, Suite C1  
West Palm Beach, FL 33401  
Phone: 561-805-5050

### CONTINUUM OFFICE

40 South Pointe Drive, Suite 110  
Miami Beach, FL 33139  
Phone: 305-695-1111

### SUNSET HARBOUR OFFICE

1820 Bay Road  
Miami Beach, FL 33139  
Phone: 305-726-0100

### COCONUT GROVE OFFICE

2665 South Bayshore Drive, Suite 100  
Miami, FL 33133  
Phone: 305-666-1800

### SOUTH MIAMI OFFICE

7500 Red Road, Suite A  
South Miami, FL 33143  
Phone: 305-662-9975

## Long Island / Commercial Services

### GARDEN CITY

585 Stewart Avenue-Suite 790  
Garden City, NY 11530  
Phone: 516-203-8100

**Brown  
Harris  
Stevens**

Thank  
You

We look forward to being of service  
to you in the sale of your property.