

THE LETENDRE TEAM

BOND
NEW YORK

BRIAN LETENDRE



BRIAN LETENDRE, Licensed Associate Real Estate Broker

"Brian's mark on the real estate market is simple: He puts himself in his client's shoes and with his experience, compassion, and a relentless drive, he seamlessly gets them to the closing table. No one is better, faster, or more knowledgeable!"

For Buyers: A native New Yorker, Brian has a tremendous amount of knowledge when it comes to the five boroughs and combines that with his obsessive personality, lining clients up with the perfect home for them without fail. He has no stakes in what roof you put over your head. He just makes sure it's the right roof (and investment) for you!

For Sellers: Brian stands by his statement that if properly priced and smartly staged: It WILL sell! His research, taste, and strategy are what's kept all of his sellers happy at the closing table.

With training from The Juilliard School and a 16-year stint on Broadway, I don't think anyone would argue that Brian knows how to put on a show. He's the perfect choice and gets the deal done!

RECENT SALES

- 99 Bank Street, #6/7L | \$1,585,000 | 1 Bed, 2 Bath
- 500 West 43rd Street #18C | \$835,000 | 1 Bed, 1 Bath
- 330 West 72nd Street #7D | \$985,000 | 1 Bed, 1 Bath
- 634 Washington Street #4B | \$1,595,000 | 3 Bed, 1.5 Bath
- 64 West 15th Street #1W | \$1,805,000 | 1 Bed, 2.5 Bath
- 14 East 4th Street #601 | \$1,075,000 | Commercial Condo
- 14 East 4th Street #501 | \$1,069,000 | Commercial Condo
- 23 West 9th Street #1 | \$1,400,000 | 2 Bed, 1 Bath
- 10 West End Ave #6H | \$1,999,999 | 2 Bed, 2 Bath
- 163 Saint Nicholas Ave #7A | \$1,410,000 | 2 Bed, 2 Bath
- 370 West 118th Street #1D | \$899,000 | 2 Bed, 1.5 Bath
- 101 West 81st Street #505 \$860,000 1 Bed, 1 Bath

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RUSSELL "RUSTY" MOWERY, Licensed Real Estate Salesperson

Rusty is known for his positive energy, great listening skills and unwavering desire to help people be their best. These qualities have proven invaluable to his clients when they are facing the many challenges that arise in any real estate transaction. No matter what comes his way, Rusty remains calm under pressure, providing guidance and support every step of the way.

His expertise in high pressure situations, comes from his successful twenty-year career as a Broadway Dancer and Actor. He has appeared in five Broadway shows and numerous national tours. He was also the Associate Choreographer of Kinky Boots Broadway and seven international companies of Kinky Boots as well as the Associate Choreographer of Pretty Woman the Musical Broadway, in London and Germany.

Rusty's passion for real estate has always run parallel to his love of the arts and he pours the same energy into helping clients find their dream home as he does mounting a show. Throughout his performing arts career, he has mastered the ability to deal with all kinds of people and personality types, be creative when it comes to finding solutions to problems and always finding a way to make the process fun, regardless of how stressful it can be. His signature ability to find the funny in any given situation is the key to keeping everyone sane.

Rusty has lived on the Upper West Side since moving to New York in 1993. He currently owns a condo close to Central Park, offering the perfect balance of urban and nature. And while the neighborhood is his personal favorite, he knows and can assist with every neighborhood in the city.

In addition to his passion for performing arts and real estate, Rusty is a huge fundraiser for Broadway Cares Equity Fights Aids, The Actors Fund. He is also a big animal rights advocate. For fun, he favors international travel, beaches, his dog, and gardening on his deck.

THE LETENDRE TEAM



TOM BERKLUND, Licensed Real Estate Salesperson

Tom is a New Yorker of 17 years, he is well aware how exciting and often overwhelming the process of purchasing or selling real estate can be. He is eager to help you navigate this process so you feel confident and excited about these major decisions - and have fun along the way!

Throughout his life Tom has lived in a world of real estate entrepreneurship. From a very young age, he remembers his father always on the hunt for residential or commercial property investments in his hometown of Madison, Wisconsin. Whether touring potential properties after soccer practice or helping his father install a new roof to a property over the summer, he always shared his father's excitement and passion for investing in real estate.

The majority of Tom's professional background comes from the theatre. He trained and received his Bachelors of Fine Arts from the University of Michigan. He has appeared in several Broadway productions as well as television/films. These experiences have helped equip him with the ability to gracefully handle high pressure situations while remaining focused on the goal at hand. He has also been studying ASL for several years and is always striving to improve his skills and participate with the deaf community.

Tom's eclectic skill set and passion for real estate is a combination for a successful experience with regards to your real estate goals. He looks forward to meeting with you!

THE LETENDRE TEAM



JONATHAN GEALT, Licensed Real Estate Salesperson

Jonathan Reid Gealt has built a reputation on his ability to put himself in his client's shoes and truly understands where they are coming from in order to fully arrive at the next level of their real estate journey. He is a problem solver by nature and will not stop until he has achieved his client's goals. His clients know that they are in the hands of an expert who is beyond thorough, always transparent and impeccably organized. His clients are his top priority and making them happy is his number one goal.

Jonathan has a successful parallel career as a composer for contemporary musical theater and pop. He has released multiple albums worldwide featuring some of the greatest voices in the business today, and his first full-length musical is aiming for Broadway when theaters are able to safely reopen after the pandemic. His creative instincts have helped him be successful in understanding there are always multiple ways to achieve the same end goal. This skill is invaluable to his clients when obstacles arise. Jonathan is a professional multitasker, having produced multiple projects simultaneously, and these skills translate seamlessly across professions allowing him the ability to manage all the moving parts of a real estate transaction with no stress to his clients.

Having lived and worked in New York City for the past sixteen years, Jonathan has tremendous knowledge of the city and the neighborhoods, many of which he has resided in personally. Having lived in multiple neighborhoods, he understands the differences between them and what each neighborhood, as well as type of residence, has to offer. He always works to help his clients feel they can make the most educated decision on the potential home and neighborhood they might be interested in so they can make the best possible choice for their needs.

A native of the Adirondack Mountains in upstate New York, Jonathan is still in awe of a city where eight million people live completely different lives, all while working toward similar goals yet pursuing different dreams. For Jonathan, New York City is a miracle and its never-ending heartbeat is his favorite part about living here.

THE LETENDRE TEAM



KIMBERLY SILVERMAN, Licensed Real Estate Salesperson

Kim is known for her personable and friendly demeanor that instantly makes her clients feel comfortable. She is extremely adept at analyzing a person's style and taste and her on-point needs assessment provides her clients with a seamless, stress-free experience. Kim is an excellent communicator who not only listens to her clients but makes sure they are heard.

After twenty successful years managing actors and dancers in Broadway shows, Kim made the transition to guiding clients through their real estate journey. Her previous career made her an expert in working efficiently and effectively under pressure to deliver results under deadline, all while maintaining a positive attitude. She provides her clients with the perfect balance of strong advocate, always going to bat on their behalf and trusted confidant, who will be honest and kind.

Kim currently owns her own property on the Upper East Side. She purchased two separate properties and then converted them into a two bedroom, two bath home. Kim understands first-hand how difficult it can be to navigate complex real estate transactions and is an excellent sounding board when it comes to understanding and working through the logistics of taking on any real estate endeavor. While Kim loves the Upper East side because of its close knit community and relative quiet, she has found something to love in the unique vibe and style of just about every neighborhood in New York City.

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RYAN SILVERMAN, Licensed Real Estate Salesperson

Ryan is known for his compassionate and understanding approach to handling every individual's real estate journey no matter how challenging they may be. As a successful actor for the last twenty years, the desire to succeed and an indefatigable drive to get results translates to his clients' having a true advocate fighting for them every step of the way.

Ryan's career in the performing arts also serves him well when it comes to being able to hear what a client wants and interpret it into what they need. As an actor, he developed this skill after years of taking direction from directors and musical directors. The hard work that goes into having a nuanced understanding of what an individual is asking for, is an invaluable asset for his clients.

Ryan has performed award nominated leading roles on Broadway and around the world, and knows what it means to reach for and obtain a goal. Besides having talent and a passion for it, he believes in hard work as the driving force behind his achievements. He applies these same principles to his real estate career.

Having lived in New York City for the last seventeen years, Ryan also understands first-hand the challenges of buying and selling property. He purchased his apartment on the Upper East Side and eleven years ago purchased his neighbors in order to combine the two. This was an exciting endeavor to take on and he learned a tremendous amount in the process.

Ryan loves the city and believes every part of it has something different than the next. He loves the accessibility as soon as you walk out the door. The Upper East Side in particular, has proven to be the perfect retreat for him and his wife, where they have established a great network of friends and community within their everyday lives from going to the post office to grabbing a coffee at their favorite cafe.

THE LETENDRE TEAM



COURTNEY CHEATHAM, Licensed Real Estate Salesperson

Courtney's philosophy on real estate is: it's all about what you want. She will bring the knowledge, expertise, and experience to make your vision a reality.

Courtney loves New York City! Originally from Phoenix, Arizona, Courtney fell in love with the city's coffee shop culture, gorgeous architecture, and immense history that serve as the backdrop to the energy and drive that define New York. She grew up wanting to live here and made that dream come true over six years ago. Currently renting on the Upper West Side, her professional endeavors have given her the ability to explore and get to

know all of the city's boroughs.

Having grown up in the real estate business, Courtney learned from her father, who has been one of the top commercial brokers in the southwest for over thirty-five years. Under his mentorship, Courtney developed key skills that have enabled her to carve out her own successful real estate career path. She is an excellent communicator, has a strong attention to detail, is able to multi-task and maintain deadlines, and is extremely thorough when it comes to following up and following through. As an investor in raw land and retail properties herself, Courtney understands first-hand the importance of excellent customer service. Courtney takes on each client's real estate journey as if it were her own, giving her highest level of attention, and full commitment to seeing it through. She is reliable, discrete, and respectful of her clients' time and expectations.

Extremely driven, Courtney has been able to pursue a parallel career as both an Actor and a Makeup Artist, finding success in both. As an Actor she has performed on four continents, in twelve countries for countless audiences, and has appeared on network and cable television. As a Makeup Artist, Courtney has created looks seen on Good Morning America, The Today Show, Teen Vogue, New York Fashion Week, New York Bridal Fashion Week, Investment Magazine, book backs, and red carpets on both coasts. Courtney aims to always be at the top of her craft, to come to the table well researched, providing creative ideas and solutions, while being flexible enough to follow direction.

Courtney attended Biola University in Southern California, graduating with a degree in Communications and went on to study acting at the British American Drama Academy in Oxford, England. She is an Enneagram enthusiast who loves baking and firmly believes coffee deserves its own food group.

THE LETENDRE TEAM



TYLER PALO, Licensed Real Estate Salesperson

"I like to leave every person I meet feeling a little better than they did when I found them. If I can take a minute to make someone's day better, I'll do it."

As a person, Tyler prioritizes clear communication and kindness. And as a performer, he has developed a thick skin and strong work ethic. For his clients, these attributes translate into a fearless agent who will work hard and handle difficult situations while cultivating a stress-free environment in order to best serve his clients. He is known for his dependability, honesty and professionalism no matter how difficult a situation may be.

Tyler has moved six times in the past five years and can relate, first-hand, to how stressful and sometimes overwhelming it can be. He brings his personal experiences as a renter and buyer to the table, in order to help give his clients a better experience than the ones he has had. Tyler has recently invested in his current home and manages properties in Utah where he is also licensed. He provides invaluable advice and insight as both a landlord, investor and client. Tyler prides himself on his ability to make others feel at ease and fully taken care of. On the personal side, he is friendly, approachable and accountable. He always makes sure his clients can be completely honest with him and not feel that they would say the wrong thing. On the Business side, he's persistent, dedicated and consistent and always works in the best interest of his client.

Originally from Salt Lake City Utah, Tyler got his BFA in Acting from Westminster College, and his MFA in Musical Theatre from The Guildford School of Acting, just south of London. As someone who has relocated to New York, he offers the comfort and reassurance from the shared experience of moving from a smaller city or town to others also relocating.

In addition to working as a real estate professional, Tyler is a musical theatre performer, and has worked throughout the United States, as well as various theatres in the UK, including the West End. Additionally, he has worked in Marketing and Communications, most prominently as the Assistant Director of Communication for the Great Salt Lake Fringe Theatre Festival. His experience in the theater industry has trained him on how to connect with people and make them feel comfortable. He also learned the importance of relying on his own hard work and grit to get things done. Outside of work and play, Tyler volunteers and is involved with R.Evolución Latina, a nonprofit organization that offers arts outreach and performance/training opportunities to youth and adults, focusing on the Latinx communities.

WHO WE ARE

BOND WAS BUILT ON THE LIFELONG FRIENDSHIP OF ITS FOUNDERS. The trust, support, and camaraderie they have relied on to sustain that relationship all these years is the backbone for which BOND exists. permeates every relationship at our firm from management to agent, from agent to client.

At BOND, we align with you to form a Partnership. Our job is to help you make sound decisions. Armed with the most accurate database in New York and buyer assistance technology to keep you informed every step of the way, our commitment is to provide you with the best personalized home-finding experience.

Buying a home is one of the most important financial and emotional decisions you will make, and it is our responsibility to make the process as stress-free as possible. We will help you determine what type of property and price range are best for you, provide in-depth information and neighborhood tours, and educate you on the best financing steps to take. We can also recommend appropriate vendors for other settling-in services you may require.

WE'VE GOT THE CITY COVERED

Our offices are an essential part of the BOND experience and each office is part of the fabric of its neighborhood. In addition to our three beautiful retail location window displays marketing our properties, we regularly hold events to promote our community and the culture within it.

EXPERIENCED INDUSTRY LEADERS

BOND New York was founded in 2000 and has since grown to become the largest independently owned real estate brokerage in the city with over 600 agents and five offices strategically located throughout the city. BOND is ranked among the top seven firms in the city.

CUTTING EDGE TECHNOLOGY

BOND has a dynamic web presence with over a million hits a month, 60,000 unique users running searches in our database and up to 12 chat leads per hour at peak. We have a state-of-the-art portable database connected to top web platforms including *Facebook*, *Twitter*, *Craigslist*, *NY Times*, *Trulia*, *Zillow* and *StreetEasy*. We also have an automatic listing update feed sent to our customers.

ELITE IN-HOUSE MARKETING TEAM

Our in-house creative team has over 15 years of experience in every media form. We have in-house copywriters and graphic designers as well as in-house public relations and social media teams. BOND has one of the highest Klout Scores in the industry for social media and has one of the top real estate blogs in NYC.

GLOBAL REACH

BOND New York is part of a select group of brokers in Manhattan servicing the largest global relocation network in the industry with access to hundreds of top qualified buyers from all over the world.

ESTIMATED CLOSING COSTS

FOR BUYERS

Co-operatives (Co-op)	Estimated Costs
Buyer's Attorney	\$2,500+
Building Application Fee	\$500+
Credit Report (on Each Applicant)	\$50 to \$100+
Mansion Tax	0% of price when price is less than \$1 million 1% of price when price is \$1 million - \$1,999,999 1.25% of price when price is \$2 million to \$2,999,999 1.50% of price when price is \$3 million to \$4,999,999 2.25% of price when price is \$5 million to \$9,999,999 3.25% of price when price is \$10 Million to \$14,999,999
Move-In Deposit	\$500 to \$1,000 (typically refundable if there are no damages to hallways, elevators, etc.)
Maintenance Adjustment	Up to one month
Origination Fees/Points	0% to 3% of loan value
Application, Credit, Appraisal, Bank Attorney, etc.	\$1,600+
UCC-1 Filing	\$100+
Recognition Agreement Fee	\$250+
Lien Search	\$350+

Condominiums (Condos)	Estimated Costs
Buyer's Attorney	\$2,500+
Origination Fees/Points	0% to 3% of loan value
Application, Credit, Appraisal, Bank Attorney, etc.	\$1,600+
Real Estate Tax Escrow	2 to 6 months
Recording Fees	\$200+
NYS Mortgage Recording Tax	1.8% of mortgage on loans under \$500,000 and 1.925% if over \$500,000
Title Insurance	Amounts vary, consult your attorney
Municipal Search	\$350+
Building Application Fee	\$350+
Common Charge Adjustment	Up to one month
Real Estate Tax Adjustment	1 to 5 months
Title Closer Fee	\$150+
Mansion Tax	0% of price when price is less than \$1 million 1% of price when price is \$1 million - \$1,999,999 1.25% of price when price is \$2 million to \$2,999,999 1.50% of price when price is \$3 million to \$4,999,999 2.25% of price when price is \$5 million to \$9,999,999 3.25% of price when price is \$10 Million to \$14,999,999
Move-In Deposit	\$500 to \$1,000 (typically refundable if there are no damages to hallways, elevators, etc.)

If Purchase from Sponsor	(New construction/conversions)
NYC Real Property Transfer Tax	1% of purchase price up to \$500,000 and 1.425% over \$500,000
NYS Transfer Tax	.65% - If greater than 3 Million .4% - If under 3 Million
Sponsor's Attorney Fee	\$1,450 - \$2,500

PROPERTY TYPES

THERE ARE SEVERAL DIFFERENT TYPES OF PROPERTIES AVAILABLE FOR PURCHASE IN NEW YORK.

COOPERATIVES (CO-OPS)

Cooperatives are buildings in which you buy shares of the company that owns, and is responsible for, the entirety of the building. Co-ops comprise approximately 80 percent of the overall inventory in Manhattan. Generally, you will need to appear in front of the building's Board of Directors for an interview. The Board may approve or reject a buyer for a myriad of reasons. Owners are responsible for monthly maintenance fees.

CONDOMINIUMS (CONDOS)

Condominiums represent approximately 12 percent of the housing inventory in Manhattan. Unlike co-ops, condos generally do not require Board approval. When buying a condominium, you are purchasing the deed to the real estate within that building and will be responsible for real estate taxes and monthly common charges. Moving, renovation and subletting rules are generally less strict in condos. Most new inventory entering the market is condominiums, and prices are generally higher.

CO-OP VS CONDO

You purchase shares of stock in the corporation that owns building. You receive proprietary lease.	OWNERSHIP TYPE	You receive title to home.
Renovations are generally permitted with Board approval; subletting must be approved by Board.	OWNERSHIP RULES	Renovations are permitted with Board approval; subletting is generally permitted.
Board approval is required; there is an interview with the Board.	APPROVAL PROCESS	Generally do not require Board approval; there is no interview process.
Maintenance fees include the upkeep of common areas, staff salaries and managing agent fees, as well as real estate taxes and interest on any underlying building mortgage.	FEES	Property taxes to the city (which are tax deductible) and common charges to the Board of Managers.
Board must approve buyer.	RESALE	Can be sold at will.

THE DIFFERENCE BETWEEN

PRE-QUALIFIED

Pre-qualification is the first step you can take and will provide you with a close idea of how much a bank will loan you. Pre-qualification is quick and easy; most banks can do it over the phone. A loan officer will ask you about your income, assets, debts and projected down payment, and then calculate what you will most likely qualify for.

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PRE-APPROVAL

Pre-approval is more involved. In this step, the lending institution gathers all the information it requires to offer you a loan, such as recent bank statements and your recent tax returns, and your credit report will be checked. This process usually requires an appointment and you may be charged a fee. The result is a more accurate, good-faith estimate in which the bank will let you know in writing how much it will lend you.

PURCHASING PROCESS

STEP-BY-STEP

GATHER YOUR TEAM

Gather your team of professionals for your purchase. You will need an agent, an attorney and a mortgage broker or lender. Having the support and guidance of a team of professionals will make all the difference.

GET A PRE-APPROVAL LETTER

Obtaining a pre-approval letter is an easy, often cost-free service provided by your bank or mortgage brokers and essential to become a real contender for a property. If you don't already have a pre-approval letter, talk to your BOND agent.

NEEDS AND WANTS LIST

Make a list of your criteria by order of importance. Our state-of-the-art proprietary database will provide you with a smart search, prioritizing your needs and wants, and try to meet as many of your requirements as possible.

VIEWING PROPERTIES

Your BOND agent will present an itinerary of available properties based on your criteria. He/she will accompany you to view your selections and help you analyze the pros and cons of each based on his/her expert knowledge.

MAKING AN OFFER

Once you have found the perfect property, your agent will submit a written offer. It will include your offer price, the name and contact information of your New York attorney, and financial and personal information.

DEAL SHEET

After negotiations are complete and the seller accepts your offer, your BOND agent will prepare and distribute a "deal sheet." This provides the required information to both parties' attorneys and brokers, and conveys the terms for the sales contracts.

CONTRACT OF SALE

Your attorney receives a contract drafted by the seller's attorney. Once signed, it is sent back with a deposit check. When the seller signs, it will be "fully executed" and binding. This may take one to three weeks, depending on review and due diligence by the attorney.

MORTGAGE APPLICATION

This process may take 45 or more days to complete. It is important to contact your bank or mortgage broker immediately after signing your contract. Lenders will require a "fully executed" contract with your application.

PREPARATION OF THE BOARD PACKAGE

Your BOND agent will assist you in the preparation of your co-op or condo Board package, craft the Board application, provide copies to the management company, and help with any other requirements.

BOARD INTERVIEW (THIS APPLIES TO CO-OP SALES ONLY)

You will be contacted for a scheduled interview with the Board of Directors. Notification of its decision will be given in 48 to 72 hours. Your attorney will coordinate the closing once the Board has given purchase approval.

THE WALK-THROUGH

Your BOND agent will accompany you to inspect the property prior to the closing of the sale. This inspection is important to verify all is working properly in the apartment and the seller has or is moving out as agreed.

THE CLOSING OF SALE

Closings are normally held at the office of the managing agent, with your attorney, the seller and seller's attorney, the lender's attorney, and a representative of the management company's transfer department in attendance.

REFERRALS

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