

# The LDM Team

---

## Why Hire The LDM Team To Purchase Real Estate?

### *The Benefits Are Many:*

- **Time** means **money**, and with the right broker at your service, you'll save both.
- You'll also **spare yourself frustration**, adding precious hours to your life as your broker advises you through every step of the process to prevent crucial mistakes.
- What's more, you'll be kept **constantly informed** of the market so decisions flow easily.
- She'll not only make you aware of market trends, but of the **properties for which you are qualified**.
- Ever try to prepare a lengthy **board package** yourself? Then you know how valuable that service alone can be!

**Just find a broker you like and trust, and let him/her do the rest.**

*Finding the right broker can be difficult, but once you do, the rest is gravy.  
Let's see how that pays off...*



- The **fee for service is paid by the seller**. Ethics in New York City state that the sellers' broker's fiduciary responsibility is to that seller and the requirement is to cast the widest audience possible. How is this done? By giving access to agents bringing their buyers via co-brokering.
- Why not **save yourself hundreds of hours of navigating and searching for a property** by hiring a broker who is committed to you! You will benefit from expert representation, not to mention highly specialized searches sent via email from the largest database in NYC, the industry leading site that's more accurately updated than any other.

### **What happens when you do find the right property?**

- Your broker can provide **comparables** in your building of the units currently available and those recently sold, as well as neighborhood comparables, all to ensure that you're not paying above market price.
- A broker will **ask the right questions** and direct you to a skilled mortgage broker who can tell you how much home you can afford, and can provide the best financing strategy and tips. Your broker will also have experience with coop buildings, meaning he/she has access to infinite information that helps identify what various boards are looking for to assure an effective board passage presentation and smooth navigation through the challenging approval.



### **Would I get a better deal going direct?**

While it may seem obvious to think so, the answer is clearly NO. Brokers representing sellers expect 6% to be split to ensure that the seller has the most exposure to the brokerage community (where 90% of all transactions are consummated). Basically, you're paying for the 6% either way but not receiving any of the benefits, negotiating skills or services of having a professional broker on your side. Don't you think such an important purchase in your life deserves the finest representation?

**A broker represents and protects your interests and understands your needs** whether they entail finding a condo to rent after two years or a place to live with your 70-pound golden retriever. Either way, a caring, knowledgeable professional will match you to the property of your dreams and negotiate on your behalf.



**Think finding a property is easy?** Here is where your broker shines to make sure you not only find, but actually obtain the property, seeing you successfully through to the closing.

**The benefits of a full-service team:** We strive to continuously provide outstanding service and uphold the deepest commitment to our real estate clientele. In return, we ask that you reciprocate in forging a loyal trusting relationship with us that will serve well both now and in the future.



### **What will that loyalty mean for you?**

**Utmost Knowledge** – to keep you always abreast of the real estate scene.

**Seasoned Experience** – an education through the process to result in your very best decisions

**Constant Access** – Your phone call is important, and will be returned within 24 hours.

**Always Available** – We'll work with your schedule to show you homes within your search criteria.

**Unparalleled Diligence** – We're passionate about searching for properties and providing you valuable advice throughout the transaction.

**Genuine Care** – Because we listen to and care about your unique needs, we also become as passionate about them as you do.

***Your dream home is just a click away!***