



First-Time Home-Buyers' Series

Breaking down what it takes to buy in NYC —
so you feel confident navigating the market.

November 19, 2019

StreetEasy is more than a trusted search platform.

Our mission is to help unlock the excitement and opportunity of NYC by helping you into a home you love.

We're Here To ...

- ✓ Educate & empower you
- ✓ Share pro tips & insights
- ✓ Answer your questions

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Industry Trends

Understanding the NYC Sales Market

Nancy Wu

Economist, StreetEasy

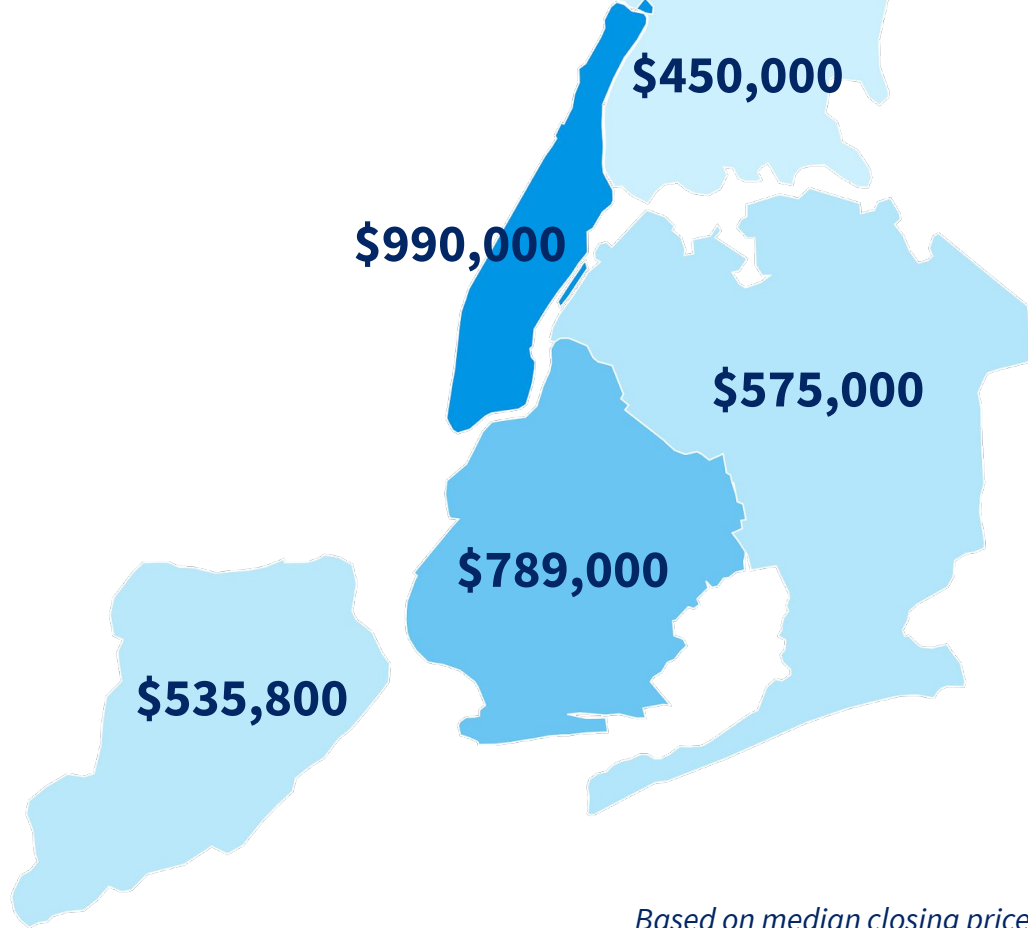
01 Market Overview

02 Navigating the Market

03 Top Markets

Prices by Borough

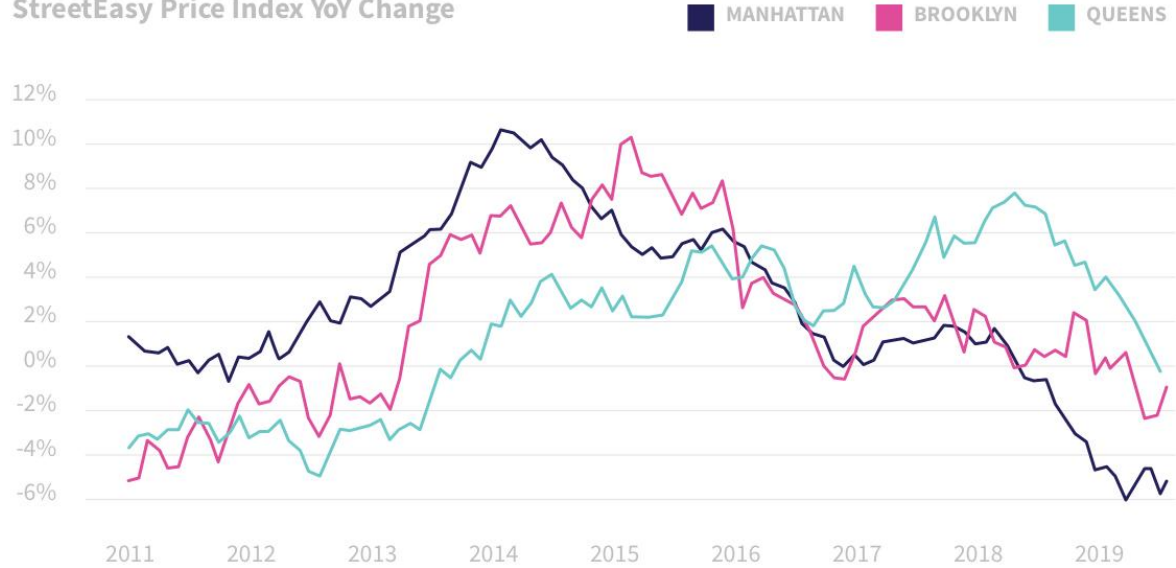
Median Closing Price



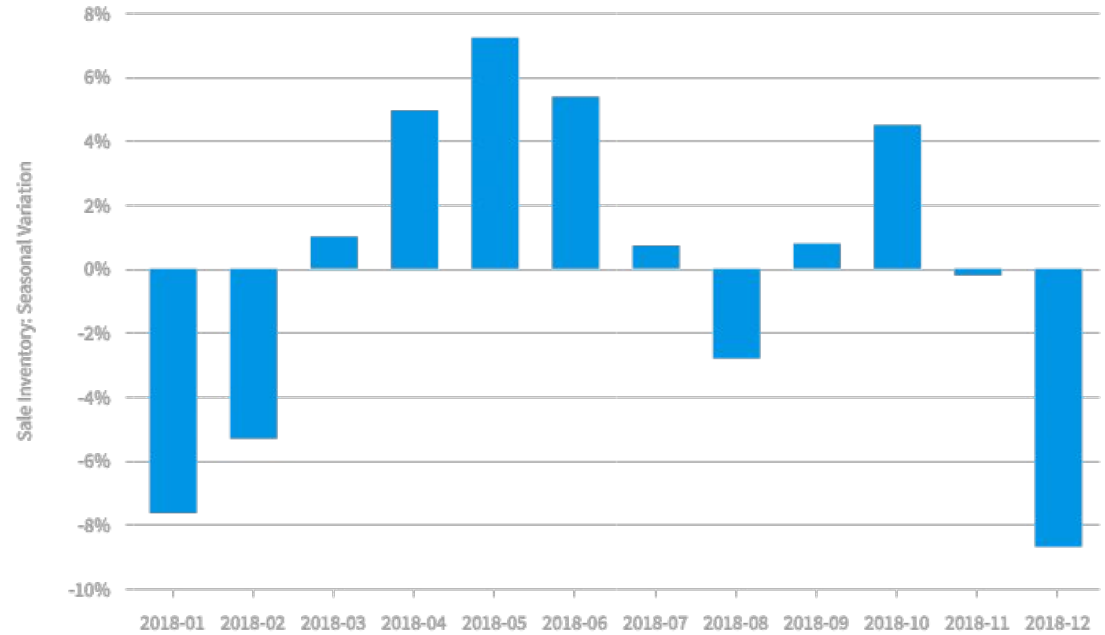
Based on median closing price in Q3 2019

Price growth has slowed substantially across the city.

StreetEasy Price Index YoY Change



More homes go on the market in the spring than in the winter.



The number of units listed for sale is increasing to the highest on record.

13K Units

Listed for sale in Manhattan in Q3 2019, increasing by 8% year over year.

8K Units

Listed for sale in Brooklyn in Q3 2019, increasing by 12% to an all-time high.

5K Units

Listed for sale in Queens in Q3 2019, increasing by 11% to an all-time high.

Homes are spending more time on the market.

95 days

Is the median time on market for Manhattan homes in Q3 2019, which remains unchanged since last year.

79 days

Is the median time on market for Brooklyn homes in Q3 2019, up 7 days from last year.

70 days

Is the median time on market for Queens homes in Q3 2019, up 7 days from last year.

Market weakness is forcing sellers to reconsider pricing strategies.

32 percent

Of units listed for sale on StreetEasy received a price cut in 2018.

\$3.2 billion

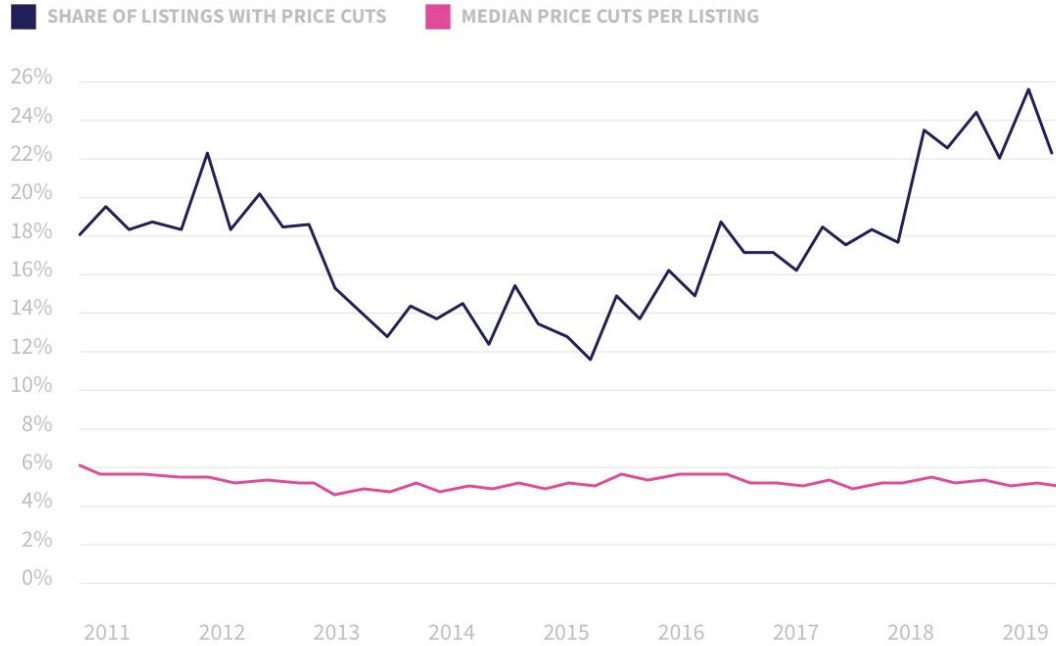
Cut in total from listing prices on StreetEasy.

10 percent

Of the total value of homes listed on StreetEasy reduced through cuts.

Price cuts may be more frequent, but they are not deeper.

Share of Rental Listings Advertising Concessions



Price cuts are often indicative of flexibility among sellers.

80 percent

Of home receiving price cuts while listed ultimately sell below **final** asking price.

6 percent

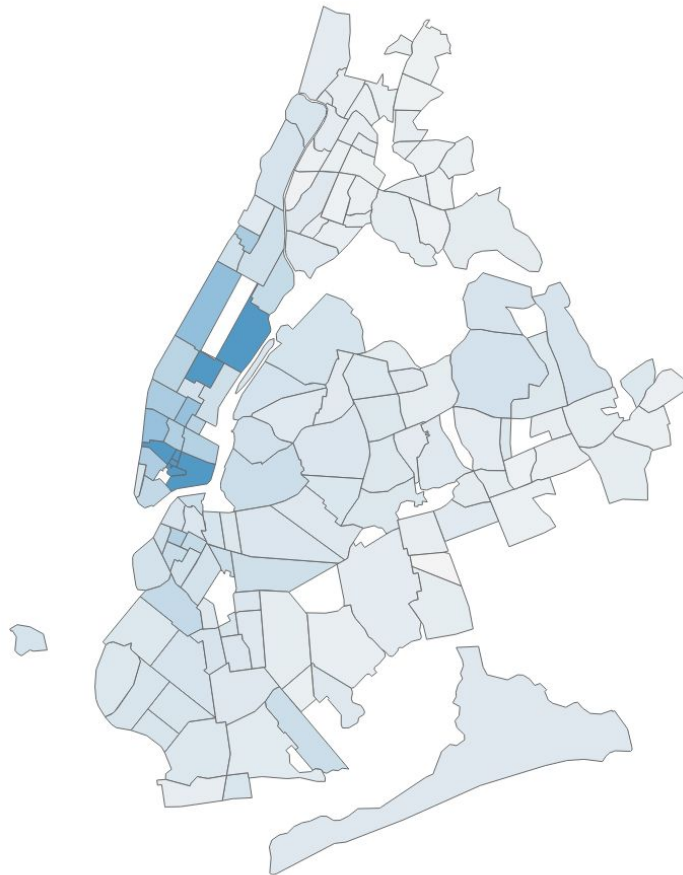
Approximate median discount from **initial** asking price to **final** asking price.

4 percent

Approximate median discount from **final** asking price to **closing** price.

Metrics reflect listings created from 2014 through 2018 and sold as of June 1, 2019.

**The tipping point
for New York City
is 5.75 years.**

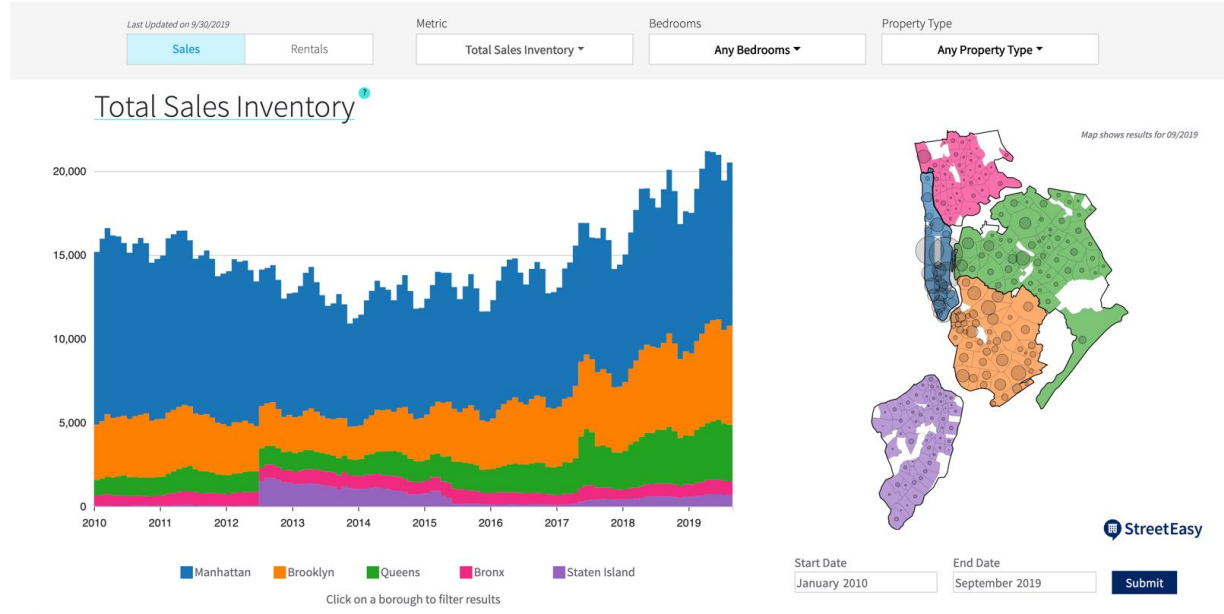


Top Markets

Here are the neighborhoods with the most inventory accessible to first-time home buyers.



Leverage the vast StreetEasy database of sales and rentals data — and tailor it to your needs.



Thank You

 [@nancyfwu](https://twitter.com/nancyfwu)

 streeteasy.com/blog/research

Home-Buying Finance

Financing 101: Preparing to Buy in NYC

Agenda

- 01 Qualifying for a Mortgage
- 02 Credit Basics
- 03 Home-Financing Basics
- 04 Home-Financing Process

A Lender Considers

What to Ask Yourself

Income

Do I have a source of income to make monthly payments?

Debt & Credit History

Do I pay all bills, loans, credit cards on time?

What's my credit history? Credit score?

Do I have any other outstanding debt? How much?

Assets & Available Funds

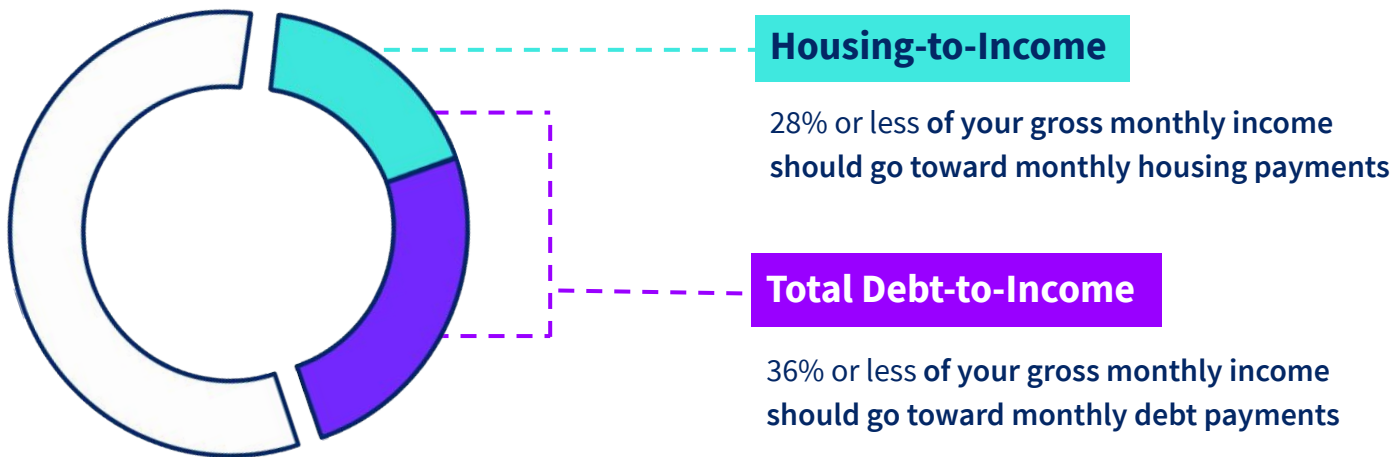
Do I have enough for a down payment and closing costs?

Are there additional, reserve funds that could cover a few months of payments?

The Property

What's the market value of the property I want to buy?

How Lenders Evaluate Your Ability to Repay



The Factors of Your Credit Score

300-850



- Payment Track Record
- Amount Owed
- Length of Credit History
- New Credit, Type of Credit

The Keys to Better Credit

Do

- ✓ Pay down revolving debt
- ✓ Automate your bill pay
- ✓ Maintain your credit
- ✓ Contact your creditors if you're having trouble

Don't

- ✗ Make large purchases
- ✗ Open a lot of new accounts

Understand Your Options

You may be able to buy a home with less than 20% down payment.

If you do, you may be required to purchase mortgage insurance.

You have a number of loan options:

Fixed-rate mortgages | Adjustable-rate mortgages (ARM)

FHA loans | VA loans | Jumbo loans

Loans for newly built homes | Interest-only loans

Ways to Borrow & Types of Approval

Prequalification gives you an opinion on your home price range based on unverified information you provide.

Preapproval gives you an estimate of your home price range based on an initial review of your application and limited credit information.

Credit approval requires a full review of your file by an underwriter.
This is stronger than a preapproval and gives you an advantage over other prospective buyers.

Home-Financing Process

Steps & Timing

1. Completing Your Application
2. Financial and Property Review
3. Preparing to Close
4. Attending Your Closing

Pro Tips

- ✓ Provide accurate information
- ✓ Return calls promptly
- ✓ Get homeowners insurance quotes
- ✓ Get a home inspection
- ✓ Avoid making large deposits

Final Considerations

- ✓ Interest Rates
- ✓ Purchase CEMA

Thank You

The Home-Buying Process

The Buyer's Broker: Just What the Doctor Ordered

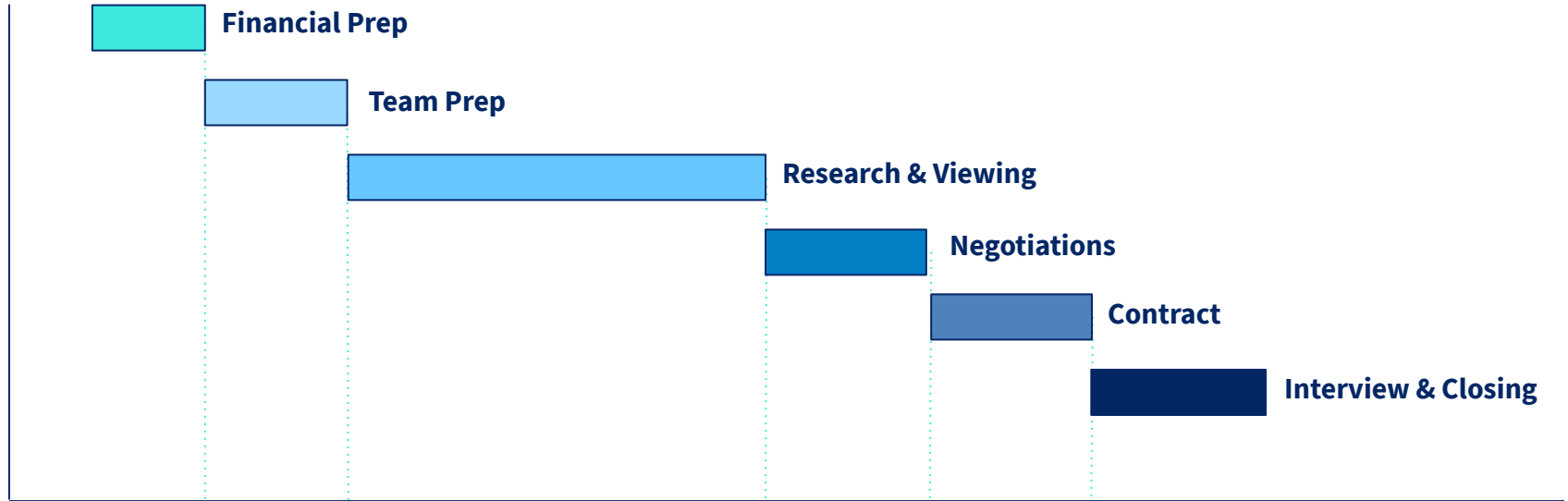
Ben Willig | Jeff Dyksterhouse

Anchor Associates

Compass

- 01 Understanding the Buying Process
- 02 The Case for a Buyer's Broker
- 03 Meet Your Teammates
- 04 The Best Strategies for Buying

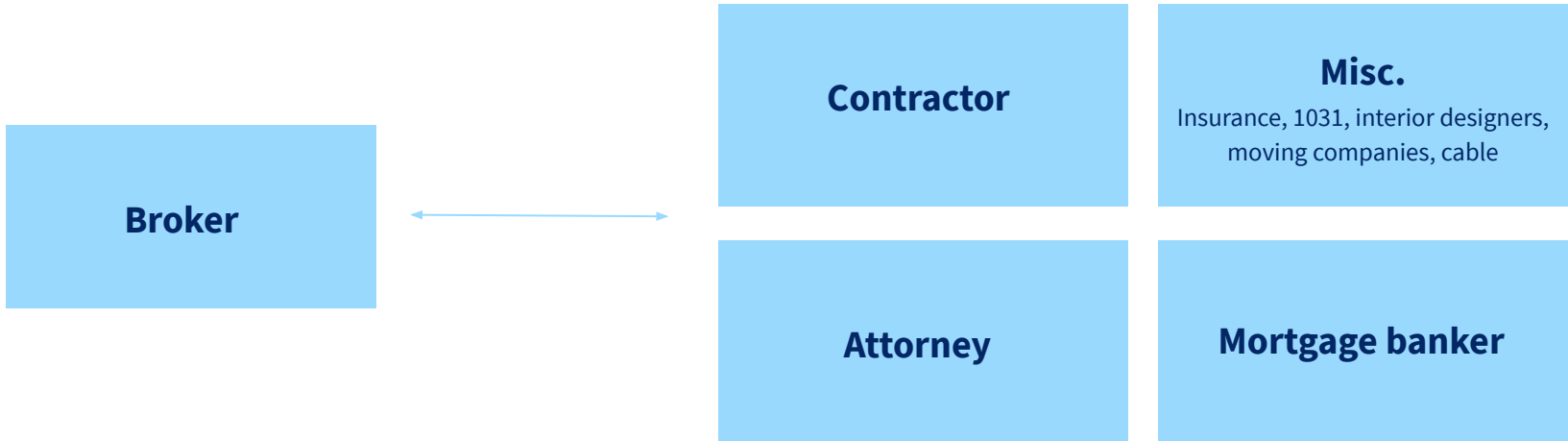
Everyone's Buying Process Looks Different



Why Work With a Buyer's Broker?

- ✓ Going it alone presents pitfalls.
- ✓ The potential savings are big.
- ✓ You don't know what you don't know.

It Takes a Team to Buy in NYC



The Buyer's Blueprint for Success

- ✓ Research the market.
- ✓ Prepare a buyer-specific plan.
- ✓ Stick to your plan.
- ✓ Don't try to time the market.

A Parting Word of Advice

- ✓ Expect the unexpected ...
- ✓ And stay calm!

Thank You

Find more tips and resources for your home search at
streeteasy.com/blog

Q & A

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