

triple mint™

A SMARTER WAY TO BUY, SELL & INVEST IN REAL ESTATE

TRIPLEMINT.COM | (212) 235-1123



Meet Your Expert



Teresa Wakabayashi

With her drive, diligence, and stellar communication skills, Teresa has proven herself to be an excellent advocate when it comes to negotiating for her clients

As a new resident of Brooklyn and a former resident of the Upper East Side, Teresa specializes in neighborhoods such as the Upper East and West Side as well as Carroll Gardens and Park Slope.

Buying, selling, and investing real estate is an exciting experience; while timing and finances are of course the utmost concern, there should always be an element of enjoyment and empowerment that comes from working with the right agent.

Teresa excels in figuring out what her clients need and then delivering precisely that. "I've always loved real estate and I feel fortunate to have turned a passion into a profession."

In her free time, she enjoys doing yoga and spending time with friends, family, and her miniature schnauzer, Ernie. Her flair for style, business savvy, and energetic nature make her an outstanding real estate advocate you can trust throughout your New York real estate adventure. Enjoy the process, live the dream.

Contact Info

TERESA WAKABAYASHI
LICENSED ASSOCIATE REAL ESTATE BROKER

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www.triplemint.com



Teresa's Testimonials

“Teresa was highly professional, thorough and helped us to buy our dream house at a fantastic value.” JON B.

“Teresa is a terrific agent. She provided us with many listings to our specifications and worked very hard to get us to as many showings as possible. When it came down to the offer process, she represented us very well and her experience was invaluable to us. Once the details of the offer were worked out, she got us to closing quickly. She is very good at her job and we feel lucky to have found her.”

Kristin A.

“I am super excited to be closing on my first ever apartment on the UES! As a first time buyer I was very nervous to take this big step. Teresa walked me through each step and guided me through the process. I got an amazing deal on a co-op and couldn't be happier. Wouldn't have happened without Teresa's knowledge, diligence and dedication. She is fun and pleasure to work with as well.”

Jane M.



Our Mission

*To provide people everywhere with a smarter,
more successful real estate experience*

That's why we're on a mission to change the industry. Combining technology, data and a select group of real estate experts, we're empowering people to make smarter real estate decisions.

We start with a team approach to every transaction. Amplifying the expertise of a local real estate professional with a highly skilled group of researchers, data scientists, marketing and digital experts, and project managers, ensures the client has every aspect of the transaction supported. Taking it a step further, we customize our approach for buyers and sellers and offer unprecedented access not provided by any other real estate firm.

For buyers, TripleMint uses its proprietary algorithm to identify properties most likely to sell, but not currently listed on the market. This increased access empowers buyers to make sounder financial decisions on what is most likely their largest single purchase.

For sellers, TripleMint identifies the most likely buyers for a home and actively reaches out during the "pre-listing" phase. Generating demand 2-4 weeks before a property hits the open market greatly increases competition, pricing accuracy, and the likelihood a qualified buyer will be found during the critical, "30-day launch" period.

*"We're on a mission to
change the way people
buy, sell and rent homes.
Let us show you how."*



The TripleMint Advantage



Off-Market

With exclusive off-market and pre-market listings, TripleMint members have access to more inventory than any other brokerage. Whether buying or selling, TripleMint clients select from a wider array of options, so they can make more intelligent real estate choices.



Proprietary Data

Powered by proprietary predictive analytics, we anticipate market activity before anyone else, enabling you to take early action on the most desirable properties.



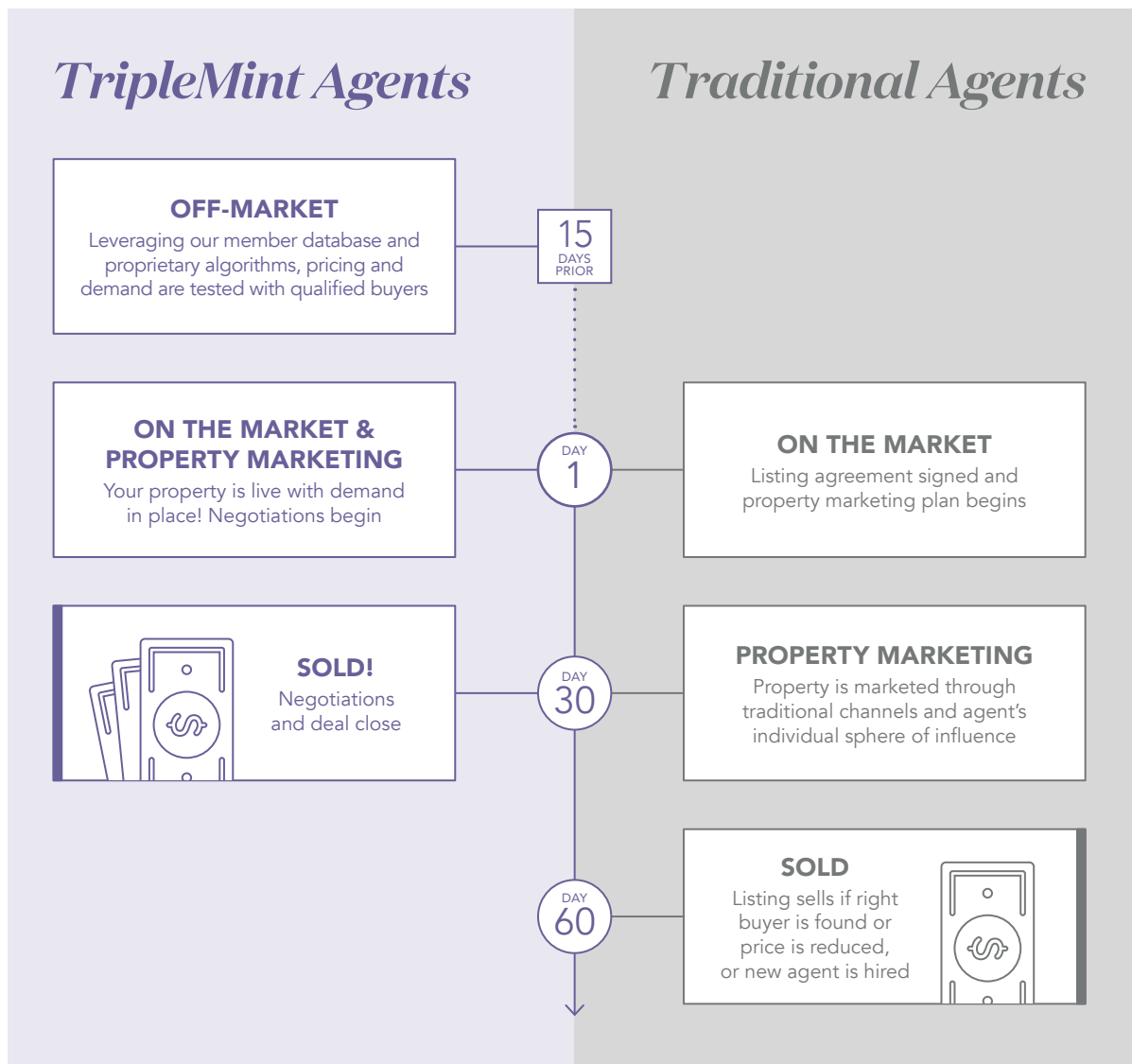
End-to-End Experience

Our dedicated member experience team works in tandem with your agent – replacing the unpredictable and chaotic with a process that makes every transaction faster, smarter, and more successful.



A Smarter, More Effective Approach

TripleMint's pre-listing phase, proprietary algorithms and robust member database adds value that a traditional agent can't deliver



Meet Ted, A Case Study

A newly-married lawyer, Ted had been struggling to sell his apartment for nearly a year

After two failed attempts with big-name brokerages, Ted switched to TripleMint. Analyzing 1,492 qualified buyers from TripleMint's database of members, we sourced 42 high-caliber candidates. In short order, Ted saw the impact of our customer-centric, data-driven approach. After 17 days, he had three strong offers; four days later, he closed at \$150,000 above asking price.

| | |
|---|---------------------------------|
|  | 155 PERRY STREET, PENTHOUSE APT |
|  | 2 BED 2 BATHROOM |
|  | WEST VILLAGE |
|  | \$4,100,000 |

The TripleMint Process

MEMBER PROFILES ANALYZED

150,322

TOTAL PROFILE MATCHES

1,492

CURATED PROFILES

42

SHOWINGS

7

OFFERS

1

ACCEPTED OFFER



\$4,100,000

LIST PRICE: \$3,950,000

DAYS ON MARKET: 17



Notable Sales



155 PERRY STREET PH 8A | \$4.1M



450 WEST 17TH STREET 2303/4 | \$7.0M



17 EAST 96TH STREET 2A | \$3M

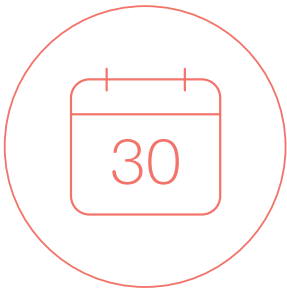
Smarter Pricing

A competitive price point will generate the most activity from buyers and brokers



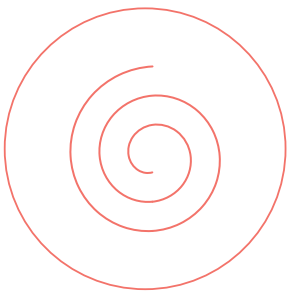
Attracting Buyers

Pricing your property right, the first time, will generate the most activity. Pricing too high can drop the price below market value to compete with new listings.



First 30 Days are Crucial

A property generates the most interest when it first hits the market. The number of showings is greatest during this time if it is priced at a realistic market value.

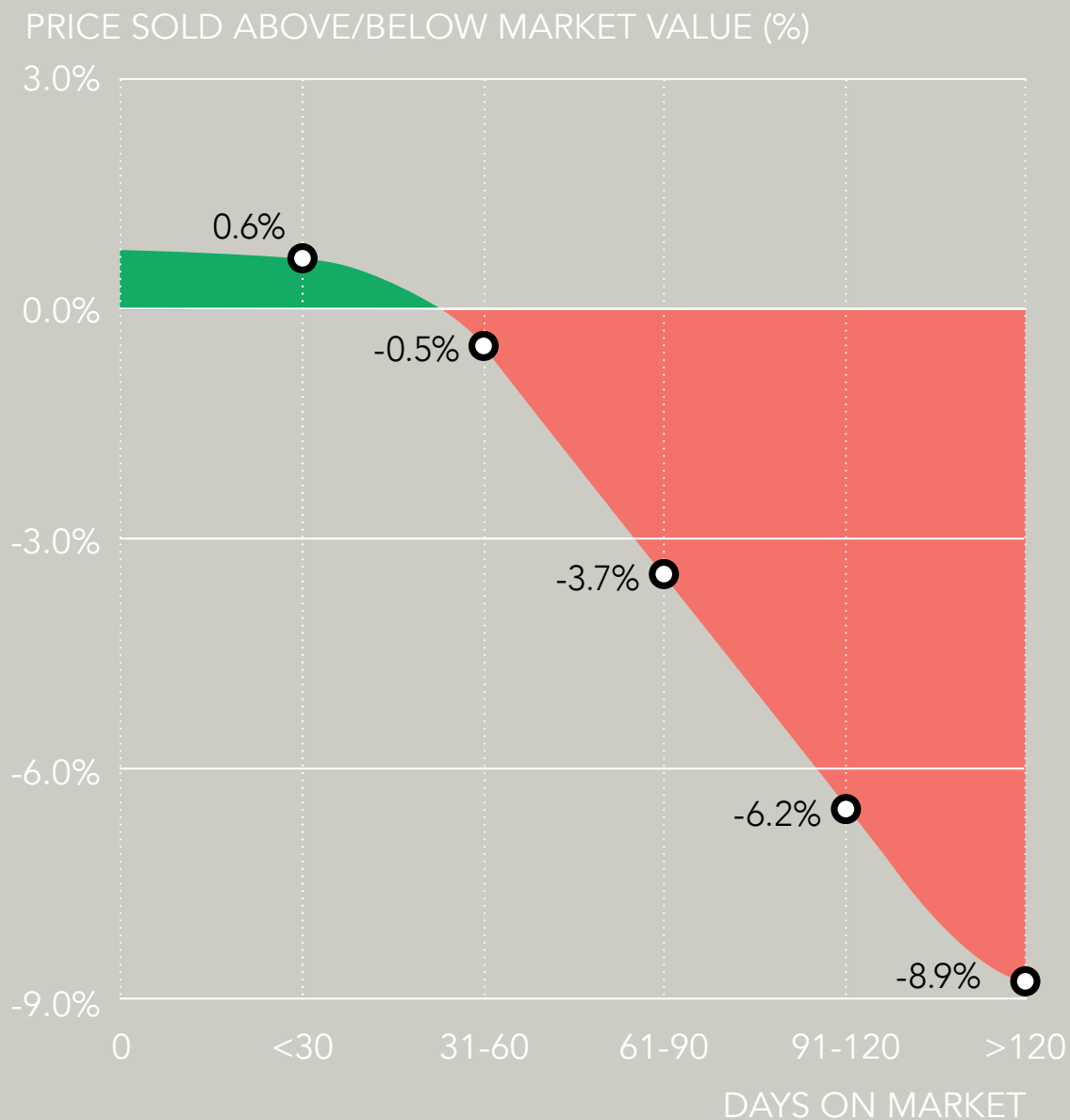


Pricing Misconceptions

The value of your property is based on how much a buyer is willing to pay. NOT on: what you paid, what you want, what your neighbor says, or what another agent says.

Days On The Market

*Research shows that there is a direct correlation
between final selling price and days on the market*



Seller's Timeline

Our advanced sales process in six simple steps



1

Enlist TripleMint

(x to x weeks)

Complete the building questionnaire.



2

Prepare Your Apartment

(x to x weeks)

It is essential for your apartment to be shown in its best light. TripleMint has the experience and know-how to set your property up for a successful sale. This includes:

- Professional staging services
- Architectural Digest quality photos



3

Team Approach

(x to x weeks)

We're expert negotiators and will get you the best possible price for your property.

- Retain a real estate attorney
- Receive and negotiate an offer (1 day to 1 week)



4

Property Marketing

(x to x weeks)

TripleMint shows your property to prospective purchasers.

We create superior marketing collateral, customized for your property. This includes:

- E-mail blasts
- Social media posts
- Property landing pages
- Broad reach print advertising



5

Offer Acceptance

(10 to 14 weeks)

- Attorney Contract review (1 week)
- Sign contract, buyer provides 10% deposit (1 to 3 days)
- Wait patiently as buyer obtains a loan and board approval, if applicable (2 to 6 weeks)
- Loan application and commitment letter (2 to 4 weeks)
- Prepare purchase application (1 week)



6

Final Closing

(2 to 6 weeks)

- Co-op board interview (1 to 2 weeks)
 - Board approval (1 day to 2 weeks)
- After your purchaser meets with the board, the board will discuss their application and decide on approval. Often times this is decided and disclosed very quickly, but the timeline for approval varies for each building.
- Final walkthrough

Custom Marketing

Working directly with you, we bring an unparalleled array of resources to develop the marketing plan that will sell your property, your way

Phase 1

- PLAN & DEVELOP
Property pricing, marketing plan and creative, professional photography, direct mail, website, email campaign, property staging, etc., begins.
- CREATE BUZZ
Word is spread through our sphere of influence (clients, broker network, influencers, etc.). Initial contacts with the press (if applicable) are made.
- GO LIVE
Website rolls out. Email campaign is launched. PR and social media sources are activated.
- FULL FORCE
Your property is featured on triplemint.com – and appears across TripleMint's unmatched syndication of search engines, events, print and digital advertising, social media and more.



Phase 2

- REVIEW OFFER
Our goal is to deliver multiple offers at the highest price and in shortest time on the market. This stage involves negotiations and buyer pre-approvals.
- ACCEPT OFFER
Accepting an offer involves attorney review, due diligence and contract execution.
- APPROVALS COMPLETE
Board package and interviews, mortgage, legal and title clearance are completed.
- DEAL DONE!
With an accepted offer and approvals, the final walkthrough is done and deal is complete!

Unprecedented Web Exposure

We broadcast your listing across the major listing portals, gaining millions of impressions and maximizing exposure for your property

StreetEasy

rentHop

zumper

apartable

THE WALL STREET JOURNAL
WSJ

Property
Shark.com

Newsday

naked
apartments

realtor.com

FT
FINANCIAL
TIMES

lovely

trulia

Zillow

The
New York
Times

NEWYORKPOST

agorafy



Property Marketing Tools

The most advanced marketing tactics in real estate. With all of these resources and more at our fingertips, we work with you to craft the campaign that will sell your property



- Property Analysis
- Expert Photography
- Property Brochure
- Professional Floorplans
- Survey Reserve Print Advertising
- Print advertising
- Virtual Property Tour
- Website & Digital Syndication
- Public Relations Outreach
- Website Integration
- Email Blast
- Digital Advertising
- Magazine Advertising
- Social Media Blast
- Open House Events





triplemint

450 West 17th Street

The very first luxury condominium built along the High Line

The Caladonia not only boasts luxurious homes with premium amenities, but it remains one of the only residential buildings offering residents direct access to the High Line. Commenced in 2006, The Caladonia, developed by Rubell and designed by Handel Architects, is the premier West Chelsea residence. The Caladonia is a hybrid building consisting of both luxury condominiums and rentals, which operate as separate entities. But common charges are kept to a minimum because of this intelligent design. Investors are home to 160 condominiums and 288 rental units, with the two towers are home to well-appointed floor plans offering something for everyone. At the crossroads of Chelsea, The West Village, the Lower East Side, and the neighborhood of Chelsea Market, Hudson River Park and Park West, the Caladonia is positioned as the nexus of culture, entertainment and convenience.

Building Amenities

- Bike Room
- Children's Playroom
- Concierge
- Garage Parking
- Gym
- Laundry in Building
- Live-in Super
- Parking Available
- Smoke-free
- Outdoor Space
- Garden
- Roof Deck
- NYC Storm Zone 2

Unique 1 Bedroom with Loft

This unique opportunity is set in a 19th Century... ue Church

- Property Includes:
- Ideally located in C...
 - Stained m...



triplemint



Closing Costs

Closing Costs

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| Co-Ops | | | |
|---------------------------------|---|--|--|
| FOR THE SELLER | | FOR THE PURCHASER (MORTGAGE CLOSING COSTS) | |
| Broker | Typically 6% | Buyer's Attorney | Consult your attorney |
| Own Attorney | Consult your attorney | Bank Fees | \$350-\$750 |
| Co-op Attorney | \$450+ | Application Fee | \$350 |
| Flip Tax | Typically 1% to 3% of price (if applicable) | Processing Fee | \$330 |
| Stock Transfer Tax | \$0.05 per share | Appraisal Fee | \$300-\$1,500 (depending on sales price) |
| Move-out Deposit/Fee | Varies by building | Credit Report Fee | \$10.10 single/\$15.20 joint |
| NYC Transfer Tax Residential | Up to \$500,000 = 1% | Bank Attorney | \$650-\$750 |
| \$500,000+ = 1.425% | \$75 | Lien Search | \$250-\$350 |
| NYC Transfer Tax Commercial | Up to \$500,000 = 1.425% | UCC-1 Filing | \$100 |
| \$500,000+ = 2.625% | \$4 per \$1,000 of price | Mansion Tax | 1% of entire purchase price where price is \$1,000,000 or more |
| Admin. Fee | Non-Deed Transfers (i.e., Co-ops) = \$50 | Mortgage Title Insurance | Amounts vary, please consult your attorney |
| Residential Deed Transfers | \$75 | Municipal Search | \$350-\$500 |
| Commercial Deed Transfers | \$165 | Mansion Tax | 1% of entire purchase if price is \$1,000,000 or more |
| NY State Transfer Tax | \$4 per \$1,000 of price | NYC Mortgage Tax (paid by borrower) | a. Mortgage less than \$500,000 = 1.80% b. Mortgage \$500,000+ on 1-3 family residential dwelling = 1.925% c. Mortgage on all other property over \$500,000.00 = 2.80% |
| NYS Equalization Fee | \$75.00 | | |
| Pick-up / Payoff Fee | \$250-\$500 | | |
| UCC-3 Filing Fee | \$100 | | |
| Miscellaneous Coop Charges | Vary by building | | |
| ADDITIONAL REAL ESTATE EXPENSES | | | |
| Miscellaneous Co-op Charges | Vary by building | Maintenance Adjustment | Pro-rated for the month of closing |
| Recognition Agreement Fee | \$200+ | Short Term Interest | Equal to interest for balance of month in which you close |

Condominiums

| FOR THE SELLER | | FOR THE PURCHASER | |
|--|--|-------------------------------------|--|
| Broker | Typically 6% | Buyer's Attorney | Consult your attorney |
| Own Attorney | Consult your attorney | Bank Fees | \$350-\$750 |
| Processing Fee | \$450 | Application Fee | \$350 |
| NYC Transfer Tax Residential | Up to \$500,000 = 1% \$500,000+ = 1.425% | Processing Fee | \$330 |
| NYC Transfer Tax Commercial | Up to \$500,000 = 1.425% \$500,000+ = 2.625% | Appraisal Fee | \$300-\$1,500 (depending on sales price) |
| Admin. Fee | Wells Fargo Private Mortgage Banking | Credit Report Fee | \$10.10 single/\$15.20 joint |
| Non-Deed Transfers (i.e., Co-ops) | \$50 | Bank Attorney | \$650-\$750 |
| Residential Deed Transfers | \$75 | Tax Escrows | 2 to 6 months |
| Commercial Deed Transfers | \$165 | Recording Fees | \$250-\$750 |
| NY State Transfer Tax | \$4 per \$1,000 of price | Fee Title Insurance | Amounts vary, please consult your attorney |
| NYS Equalization Fee | \$75 | Mortgage Title Insurance | Amounts vary, please consult your attorney |
| Pick-up/Payoff Fee | \$250-\$500 | Municipal Search | \$350-\$500 |
| UCC-3 Filing Fee | \$100 | Mansion Tax | 1% of entire purchase where price is \$1 million or more |
| Misc Condominium Charges | Vary by building. Note: For condominiums in new developments, the Purchaser will pay costs normally paid by the Seller. These include Seller attorney fees as well as NY and NYC Transfer Taxes. | NYC Mortgage Tax (paid by borrower) | a. Mortgage less than \$500,000 = 1.80% b. Mortgage \$500,000+ on 1-3 family residential dwelling = 1.925% c. Mortgage on all other property over \$500,000.00 = 2.80% |
| ADDITIONAL REAL ESTATE EXPENSES | | | |
| Common Charge Adjustment | Pro-rated for the month of closing | Miscellaneous Condominium Charges | Vary by building |
| Real Estate Tax Adjustment | Pro-rated depending on when the tax is collected | Short Term Interest | Equal to interest for balance of month in which you close |

Townhouse and Single Family Homes

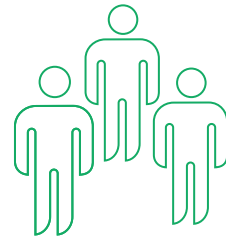
| FOR THE SELLER | | FOR THE PURCHASER (MORTGAGE CLOSING COSTS) | |
|------------------------------------|---|--|---|
| Broker | Typically 6% | Buyer's Attorney | Consult your attorney |
| Own Attorney | Consult your attorney | Bank Fees | \$750 |
| NYC Transfer Tax Residential | Up to \$500,000 = 1% | Application Fee | \$350 |
| \$500,000+ = 1.425% | Up to \$500,000 = 1% \$500,000+ = 1.425% | Processing Fee | \$330 |
| NYC Transfer Tax Commercial | Up to \$500,000 = 1.425% | Appraisal Fee | \$300-\$1,500 (depending on sales price) |
| \$500,000+ = 2.625% | Wells Fargo Private Mortgage Banking | Credit Report Fee | \$10.10 single/\$15.20 joint |
| Admin. Fee: | | Bank Attorney | \$650-\$750 |
| Non-Deed Transfers (i.e., Co-ops) | \$50 | Tax Escrows | 2 to 6 months |
| Residential Deed Transfers | \$75 | Recording Fees | \$250-\$750 |
| Commercial Deed Transfers | \$165 | Fee Title Insurance | Amounts vary, please consult your attorney |
| NY State Transfer Tax | \$4 per \$1,000 of price | Mortgage Title Insurance | Amounts vary, please consult your attorney |
| NYS Equalization Fee | \$75 | Municipal Search | \$350-\$500 |
| Miscellaneous Title Fees | \$200-\$500 | NYC Mortgage Tax (paid by borrower) | If mortgage is less than \$500,000: 1.80%. If mortgage is \$500,00 or more: 1.925% of loan amount |
| Pick-up/Payoff Fee to Title Closer | \$100-\$300 | | |

Strength in Numbers

*We believe that buyers, sellers and renters deserve
a better real estate experience*

150K

+
ACTIVE BUYERS,
SELLERS AND RENTERS
IN OUR DATABASE



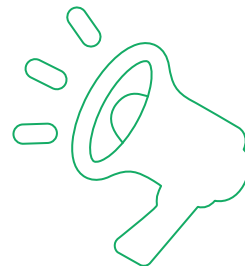
200

+
FIVE STAR
YELP REVIEWS



5M

LOCAL
ADVERTISING
IMPRESSIONS
ANNUALLY



TripleMint in the News

Our in-house public relations team is building our brand into a household name. We're in all the places your clients are looking

KEY COVERAGE



Real Estate Startup Suitey Rebrands
As TripleMint, Raises \$1.65M



100 of the most exciting
startups in New York City



'It's Limitless': More People Moving
To New York City For Retirement



Advice for Home Buyers
with Lynda Baquero

ALSO FEATURED IN

Forbes

THE REAL DEAL

Slate



NEW YORK POST

WSJ

**TRAVEL+
LEISURE**

NEW YORK BUSINESS JOURNAL

trulia

TripleMint Testimonials

*Here's what people have been saying
about the TripleMint Experience*

Snehal P.

TripleMint was absolutely great. They knew about our time constraints in looking for a place, but did not pressure us at all. We had a lot on our wish list and TripleMint was able to find us a place that had virtually everything we wanted in a great area. Moving to New York from out of town is a big jump for us and we just wanted to be in a nice neighborhood with nice people and in a nice apartment. TripleMint was able to find us all of that and more!

Taylor D.

After a negative experience with my previous broker, I was very much against going through an agency again, but TripleMint turned out to be a fantastic aid in my search. They accounted for my wishlist and showed me a variety of units, always offering their honest opinion and support. I am so thrilled with the turnout and couldn't be more thankful to TripleMint for helping me find the perfect apartment!

Rory C.

TripleMint was fantastic! We got on the phone with an agent around two hours after I initially emailed them. They were highly engaged from the very first day. We spent two days looking at apartments with TripleMint. The second day, TripleMint found us a great place and our agent fought hard for us to get it. That very day the application was submitted and the lease was signed. We could not be happier. The best part of the experience was that we trusted TripleMint fully. They were always patient and positive regarding our search.

TripleMint Promise

We are committed to making one of life's most financially and emotionally important transactions as personal, intelligent and frictionless an experience as possible for you

Utilizing proprietary predictive analytics allows us to anticipate and capitalize on future market activity, and to match prospective buyers and sellers, while next-generation technology ensures efficiency and ease.

We're revolutionizing the real estate experience to provide better service, deliver more data and offer more inventory than anywhere else.

Join us and discover the real estate experience that puts you first





Teresa Wakabayashi

LICENSED ASSOCIATE REAL ESTATE BROKER
CARROLL GARDENS SPECIALIST

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teresa@triplemint.com



Any Questions?

WE'RE HERE TO HELP, CALL
MEMBER EXPERIENCE TODAY

(212) 235-1123

hello@triplemint.com

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triplemint™

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WWW.TRIPLEMINT.COM