

FULTON GRACE

CHY 志豪  
PREMIER REAL ESTATE AGENT



## CHIH-HAO YANG

*Realtor, Managing Broker, Broker, RENE*

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Multilingual and culturally aware, Chih-Hao Yang, Realtor, Managing Broker, Broker, RENE with Fulton Grace Realty can move seamlessly between Mandarin and English. This has allowed him to help Mandarin speakers from China, Singapore, Taiwan and Hong Kong, among many others, when purchasing their first homes in America.

“I help them understand the cultural differences in purchasing a home here, and I help provide them comfort during a complicated process,” he says. “I also help international investors purchase income properties and lease them out.” Serving locales from the suburbs of the North side down to the Southside of Chicago and countless other suburbs, Yang’s specialization in rentals and sales makes him a dynamic Realtor who can match any challenge. An Illinois resident since 2003, he’s witness continual expansion of the area’s neighborhoods and the evolving needs of renters and buyers.

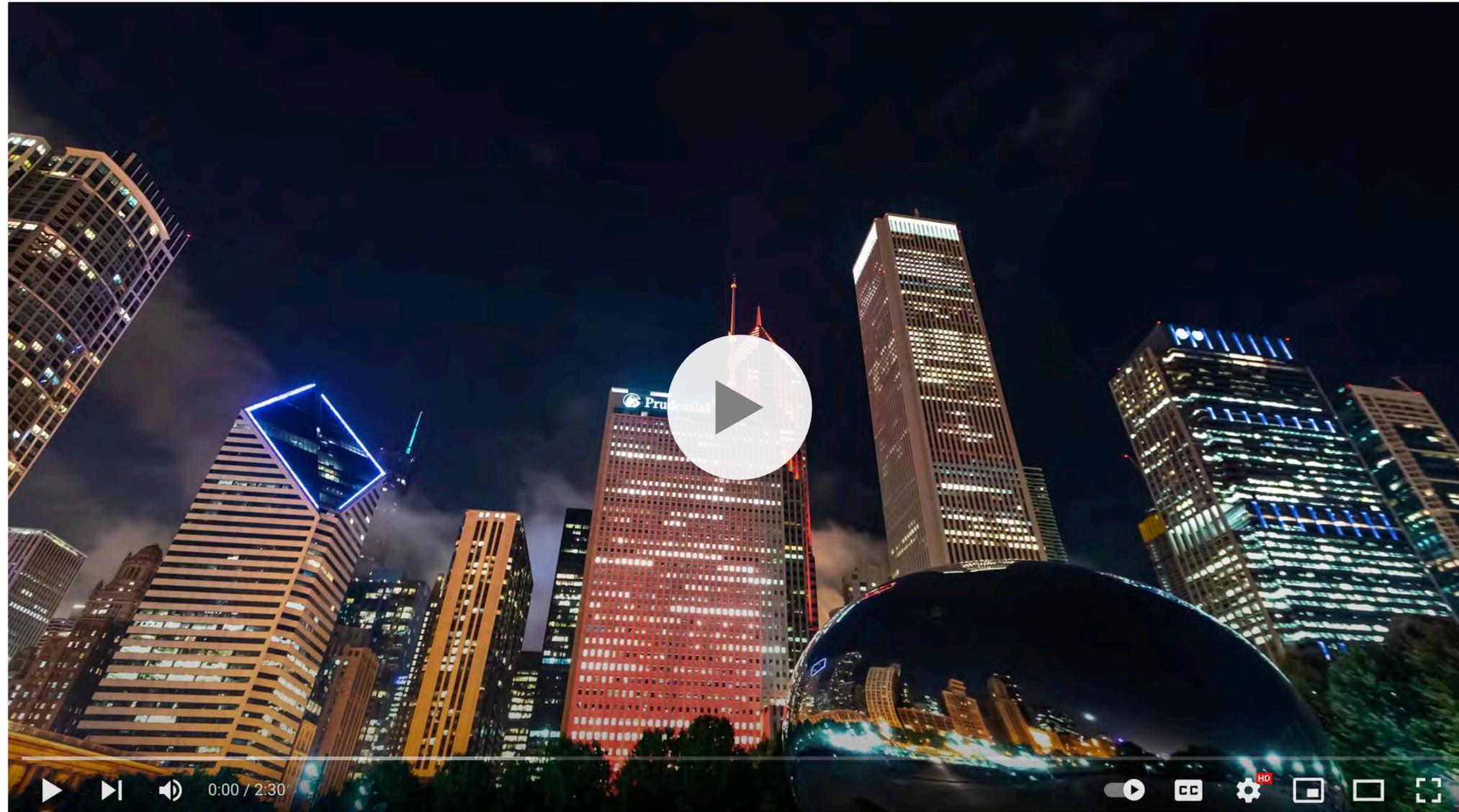
“My insight and marketing monitoring is part of how I am successful,” he says. And he specializes in ways to serve unique client needs. “For the last 10 years, I’ve held an EB-5 immigration investment specialist title from the United States Citizenship and Immigration Services (USCIS).”

With hundreds of closed deals and five-star reviews, Yang’s clients say he is the most responsive they’ve ever worked with, replying to emails and messages any time he’s available. “I understand how important it is for them to achieve their goals.” And despite last year’s COVID challenges, Yang was able to help an investor client purchase and immediately lease to tenants – providing cash flow on day one.

Detail-oriented and a strong negotiator, Yang handles each detail of the process as if it’s his own home. “I’m continuously learning and educating myself so that I can be familiar with the market, the laws in place, my clients’ needs, and any challenges we may face.”

“My clients know by my service that we’re friends for life,” he says.

# WHY I BECAME A REALTOR



# TESTIMONIALS

“

The whole process of my first condo purchase was great and fast with the help of Chih-hao. He is really responsive and proactive. With my needs provided, he was able to send me options within a day and schedule tours on the same week. Besides that, he also shared with me his connections in lenders and lawyers and all of them synergized very well. It only took me 5-6 weeks from condo hunting to move-in day. I really appreciate Chih-hao's professional attitude and work. Thank you for helping me to find my first condo and make the experience way easier than I thought.

- Zillow Reviewer

“

Chih-Hao made the process of purchasing my first condo incredibly smooth and stress-free. Whenever I had any questions about the process, Chih-Hao was responsive in clarifying for me. Finally, he was super organized in setting up showings and ensuring that I was able to find the condo I was looking for. I was able to find and put an offer in on a condo that was accepted - all within a week. I would highly recommend Chih-Hao to anyone in the Chicagoland area looking for a home.

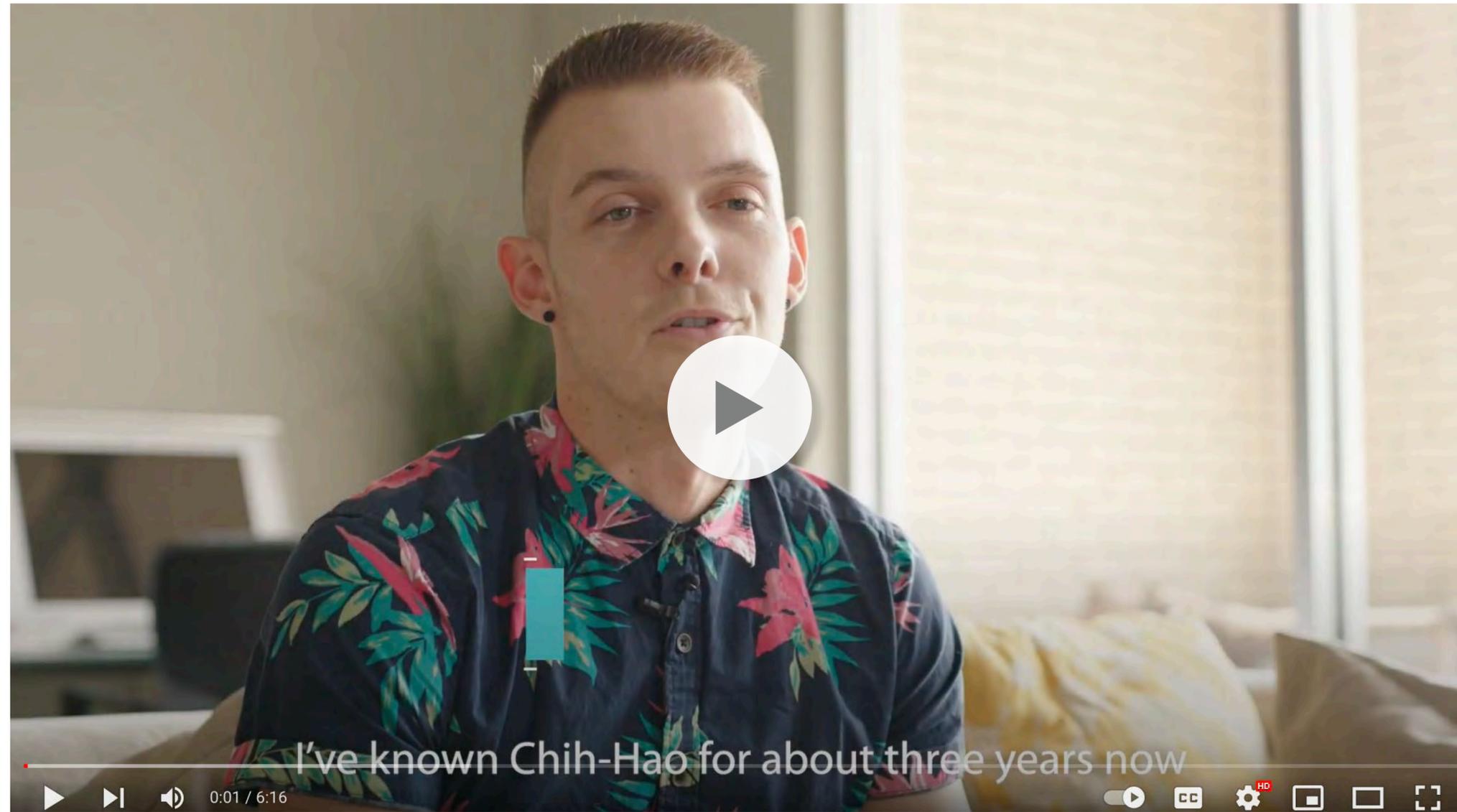
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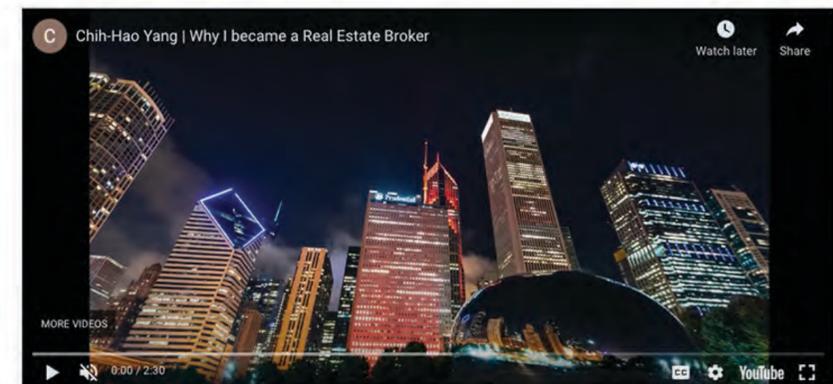
“

Chih-Hao really went above and beyond for us when we bought our first home. He helped us in a very attentive and responsive way. He made the effort to be present himself for all the steps of the process which I understand is quite rare in the industry. I was most impressed with how he was strategic with the negotiation process for securing a desirable property in a seller's market. Everything was professional and straightforward; no silly games! I would for sure work with Chih-Hao again!

- Zillow Reviewer

# TESTIMONIALS





## Finding Home, Together.

**Illinois Real Estate Broker Chih-Hao Yang**  
 楊志豪-伊利諾州房產經紀人

**RENE - Certified Real Estate Negotiation Expert**  
 房產談判專家

Whether you're looking to invest in a new property, need help selling or renting your current home, managing your house, or just renting an apartment, I'm happy to work with you in achieving your goals. With years of experience working as a licensed Real Estate Broker, I'm a seasoned and dedicated professional who is ready to cater to all your real estate needs.

不管是要在伊利諾州置產投資，還是賣出現有的房產，或只是想找個一年的短期租房，我會以最專業的經驗替您服務。

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## Chih-Hao Yang, Realtor, Managing Broker, Broker, RENE

Fulton Grace Realty



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## 15岁孤身赴美，小留学生杨志豪的成长故事

时间: 2021-08-21 13:41 作者: 芝加哥新闻网



2002年，杨志豪（右二）在台北读初中

2003年，一位15岁的初中生杨志豪（Chih-Hao Yang）独自背上行囊，从台湾出发，孤身奔赴美国芝加哥求学。

第一次离开亲人，踏上异国他乡的土地，他会是怎样的心情？在美18年，他经历了怎样的成长故事？我们来看今天的报道。

### 道别家人只身赴美 一夜之间长大

杨志豪还记得离开家乡的日子，是18年前的7月23号。初三毕业的他刚满15岁。在家人的鼓励下，杨志豪离开了台北的家，前往美国芝加哥开始求学之路。

那天，他拖着两箱比自己还重的行李，身上背着书包和一台电脑，在机场和家人道别。转身的一刹那，当看到父母默默流泪，他意识到，家里人鼓励他出国读书的同时，也是多么的不舍。



# PAST SALES + RENTALS

235 W Van Buren #2722  
600 N Lake Shore #1507  
400 E Randolph #2704  
1058 W Granville Ave #27  
155 N Aberdeen St Unit 202  
200 Ridge Ave #2F Evanston  
511 W Division St Unit 408  
719 W Blackhawk  
1160 S Michigan #3303  
1235 S Prairie Ave #3503  
1530 S State #14L  
1047 W Leland Ave Unit 1E  
756 W 14th St Unit 20  
5018 N Kenmore Ave 3N  
3930 N Pine Grove #3109  
1461 S Halsted St 3A  
1355 N Sandburg Ter Unit 1806  
4250 N Marine Dr 602  
127 Crab Tree Dr, Westmont  
440 N Wabash Ave Unit 2609

1935 S Archer Ave 325  
1779 Bristol Walk, Hoffman Estates  
450 E Waterside Dr Unit 2805  
300 N State St #3626  
351 Meadowview Ct  
838 Juniper Rd Glenview  
400 N LaSalle 803  
600 S Dearborn St, Unit 1312  
2909 S Halsted Street Unit A  
400 E Randolph St Unit 3902  
520 S State St 1212  
222 N Columbus Dr 3606  
345 N La Salle Dr Unit 1008  
1 E 8th #911  
360 E Randolph 1506  
30 E Huron 2009  
1736 Sussex Walk, Hoffman Estates  
3600 S Winchester  
100 E 14th St #1609  
3001 S Michigan Ave 1302



\$10,000,000+

IN VOLUME FOR 2021  
AND COUNTING!

# FOR SELLERS



# STANDOUT PRINT MARKETING

Specially printed marketing brochures showcase new listings. These premier resources include detailed property synopses, neighborhood reports, and agents' contact information. Flyers also provide a succinct window to a listing with a swift turnaround. Expertly captured images and brief property descriptions enable buyers access to pertinent and visually pleasing content.

Made-to-order and designed for successful sales.

# WE SELL IT ALL



Condos



Townhomes



New Construction



Investment Properties



Single Family Homes



Luxury Highrises

# PRE-LISTING ADVICE

## DECLUTTER

Remove any extraneous items or personal effects to better showcase your home. Even furniture that detracts from a listing's features, flow, and possibilities, should be removed.

## REPAIRS AND STAGING

Address bulb replacement, wattage increase, and even balancing or disposing of fixtures. Before listing, any unfinished projects should also be complete

## PHOTOGRAPHY

The results of decluttering, repairs, and staging enhance our photographic representation of your home. Impressive photos shorten market time.



# PRICING & ANALYSIS

Marketing your home includes a vital component: selecting a listing price. This among must reflect the property's fair market value.

In order to recommend a listing price, our brokers evaluate and analyze the fair market value of properties. They Closely examine comparable home sales and overall market trends while considering unique characteristics of your property that might impact, and even increase, its value.

A listing price is not something to "set and forget". It requires reevaluation throughout the life of an active listing to ensure that the property remains competitive in ever-changing market conditions.



# LISTING TO CONTRACT



Consult a Fulton Grace  
Real Estate Broker



Execute Listing Agreement  
& Disclosures



Prepare an Effective  
Marketing Strategy



Show the Property through  
Appointments & Open Houses



Gather & Discuss  
Showing Feedback



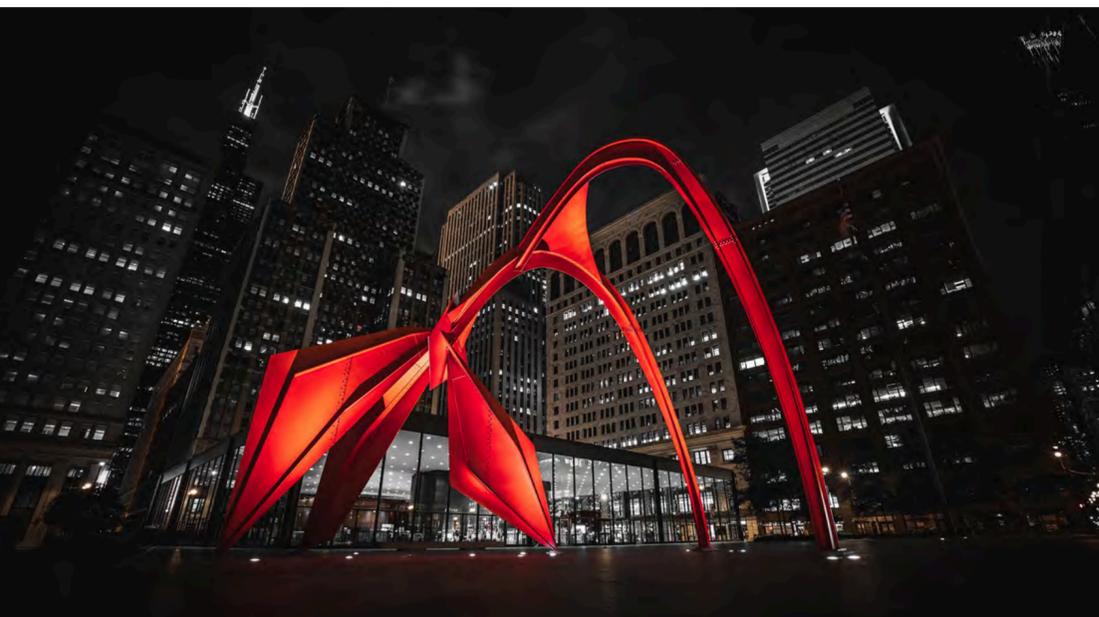
Receive &  
Negotiate Offers



Secure  
Accepted Contract!

# CONTRACT TO CLOSE





# SELLER COSTS

## SALE PRICE

## TYPICAL COST

SALE PRICE	TYPICAL COST
COMMISSION	6% OF PURCHASE PRICE
ATTORNEY FEE	\$600 - \$1,000+
TITLE INSURANCE (SELLER)	\$2,000-\$3,500*
RECORDING FEE	\$75 - \$250
CITY OF CHICAGO TRANSFER TAX	\$3.00 PER \$1,000 OF SALES PRICE
STATE TRANSFER TAX	\$1.00 PER \$1,000 OF SALES PRICE
COUNTY TRANSFER TAX	\$0.50 PER \$1,000 OF SALES PRICE
SURVEY	\$500 - \$1,000**
CHICAGO WATER CERTIFICATION	\$125 - \$150
CHICAGO ZONING CERTIFICATION	\$175 - \$200
PROPERTY TAX CREDIT TO BUYER	105 - 110% OF LAST TAX BILL
MANAGEMENT COMPANY PROCESSING FEES	\$250 - \$500***

The figures above are intended to give you a general idea of costs and could be less or more than the amounts stated. Actual costs vary per lender, loan amount, property type and other factors.

\*Title insurance premiums vary depending on the size of the sales price. \*\*Not applicable for condo sales. \*\*\*If applicable, usually condos only.

# FOR BUYERS

# BUYING PROCESS



# THE BUYER'S TEAM

## FULTON GRACE REAL ESTATE AGENT

From establishing the search criteria to scheduling property tours, your real estate agent will be with you every step of the way. Once you target a potential home, your agent will compare the property to similar homes in the area and together, you will determine the details of your offer. Your agent will prepare the purchase contract and negotiate the terms to your satisfaction. Most importantly, your real estate agent will be a trusted advisor - one that will help you determine the property's value and guide you through the complex process of buying a home.

## REAL ESTATE ATTORNEY

In Illinois, all buyers and sellers of real estate are strongly encouraged to be represented by a licensed attorney. Your attorney will review the important documents associated with your purchase, such as the real estate contract, loan and mortgage documents and title policies. Not only will the attorney walk you through the "legalese", they will make sure everything is in order so that you can be confident in your purchase.

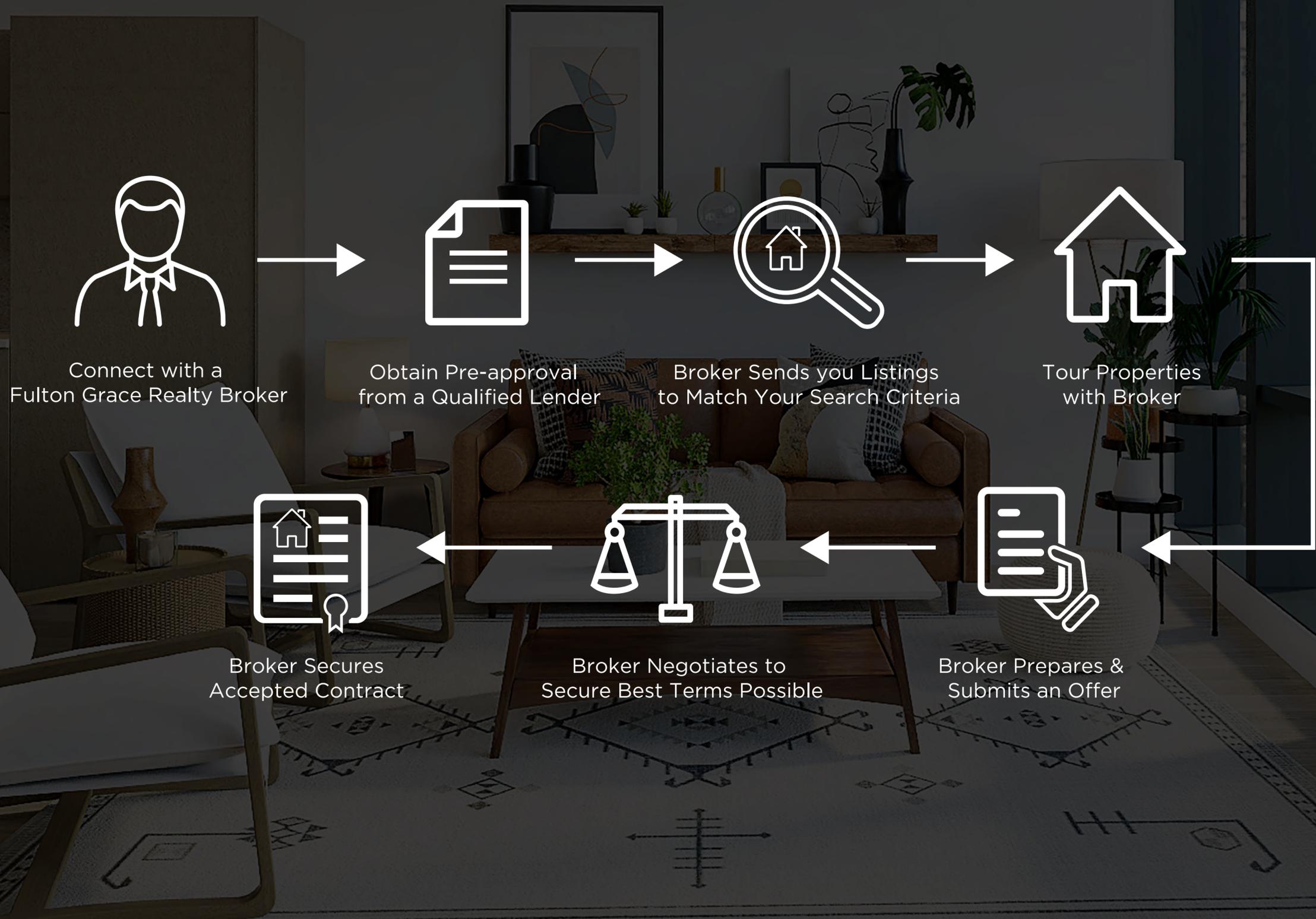
## HOME INSPECTOR

A professional home inspection is an important step in the home buying process. Home inspectors provide a thorough and systematic evaluation of your new home. During a home inspection, the home inspector may uncover certain defects that were not visible during the showing. They will generate a detailed inspection report, which will allow you (in consultation with your agent and attorney) to request the seller make recommended repairs.

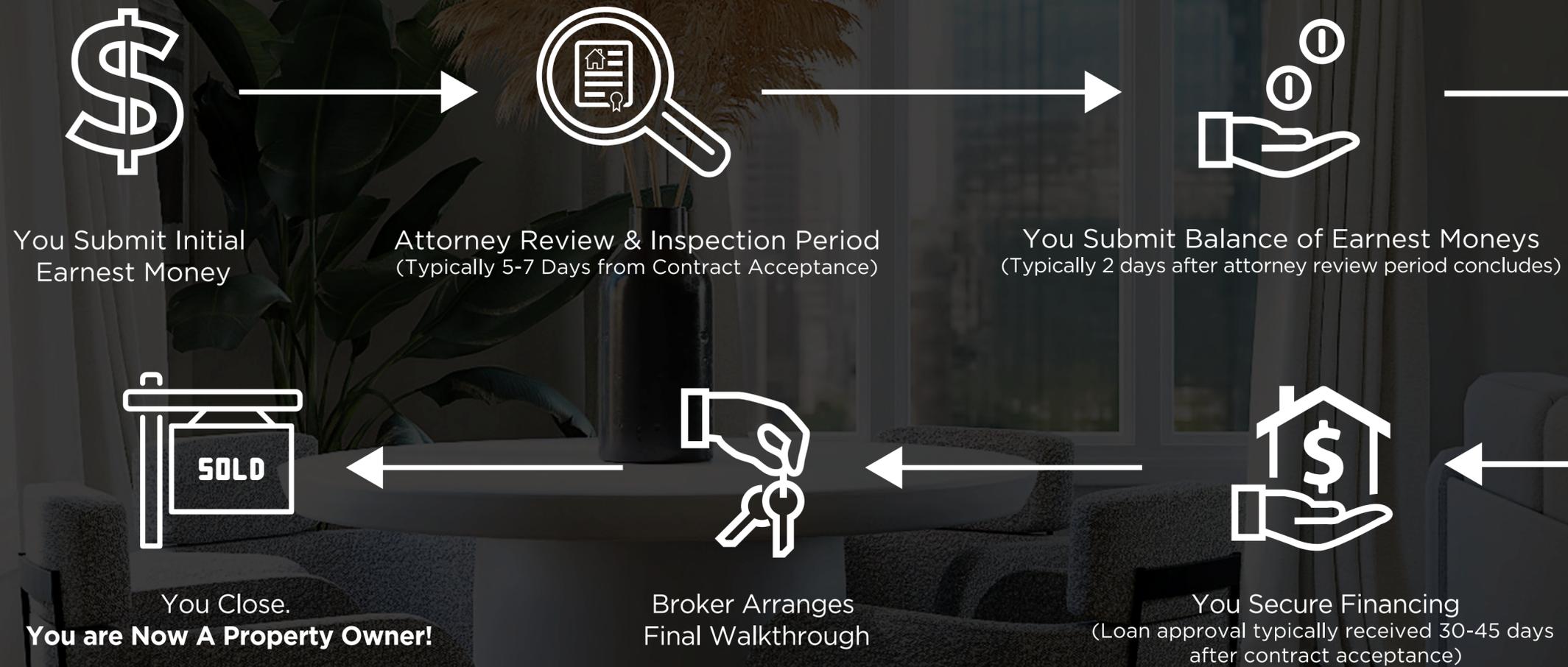
## LENDER

A lender, whether a mortgage broker or banker, will help you secure financing for your purchase. It is important to make contact with a lender to obtain a "pre-approval letter" before you begin your home search. A preapproval letter is a document stating that a lender has reviewed your financial information and believes you are qualified to purchase a home for a certain price. Your lender will be your primary point of contact for all questions and concerns related to your mortgage options and payments.

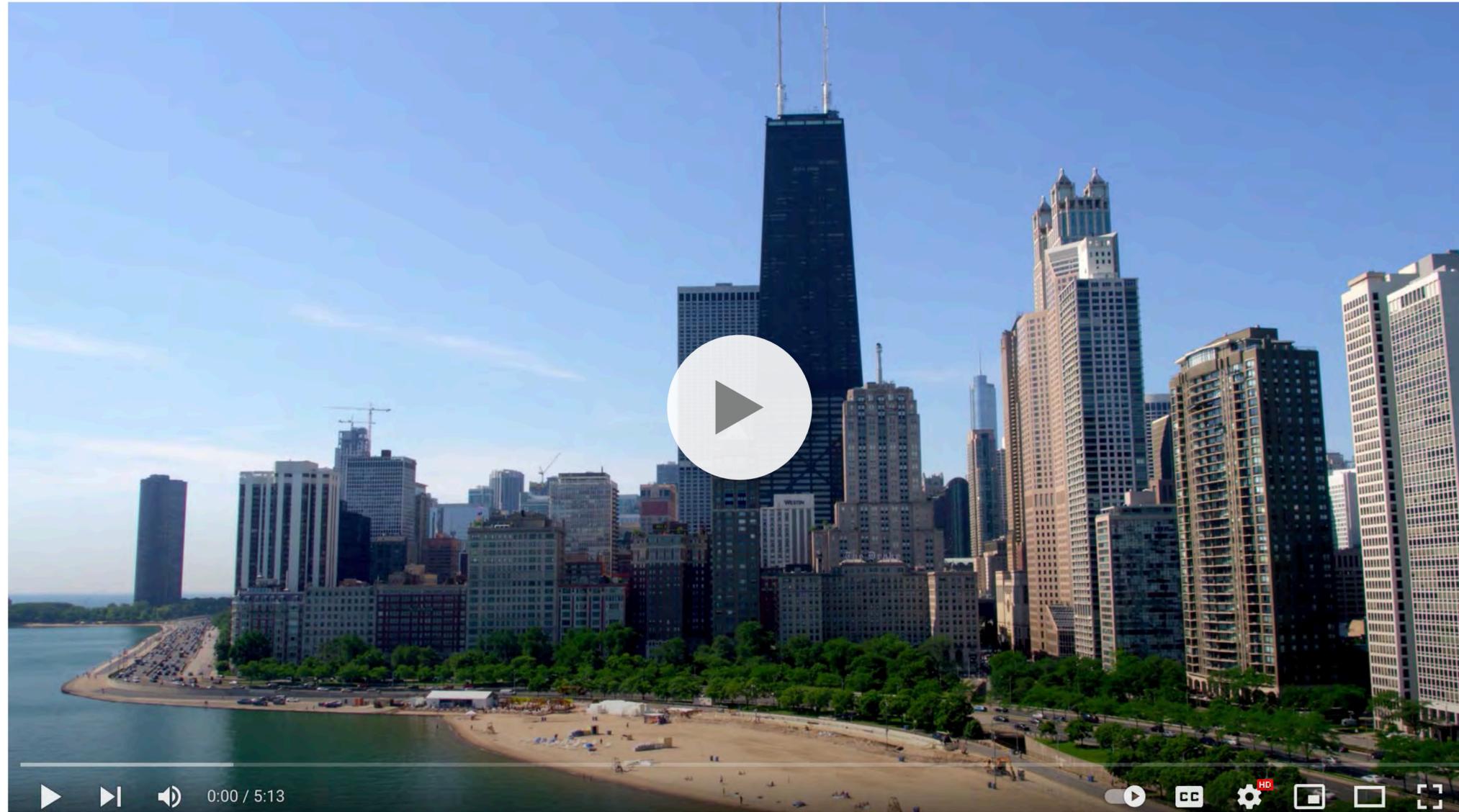
# HOME SEARCH TO CONTRACT ACCEPTANCE

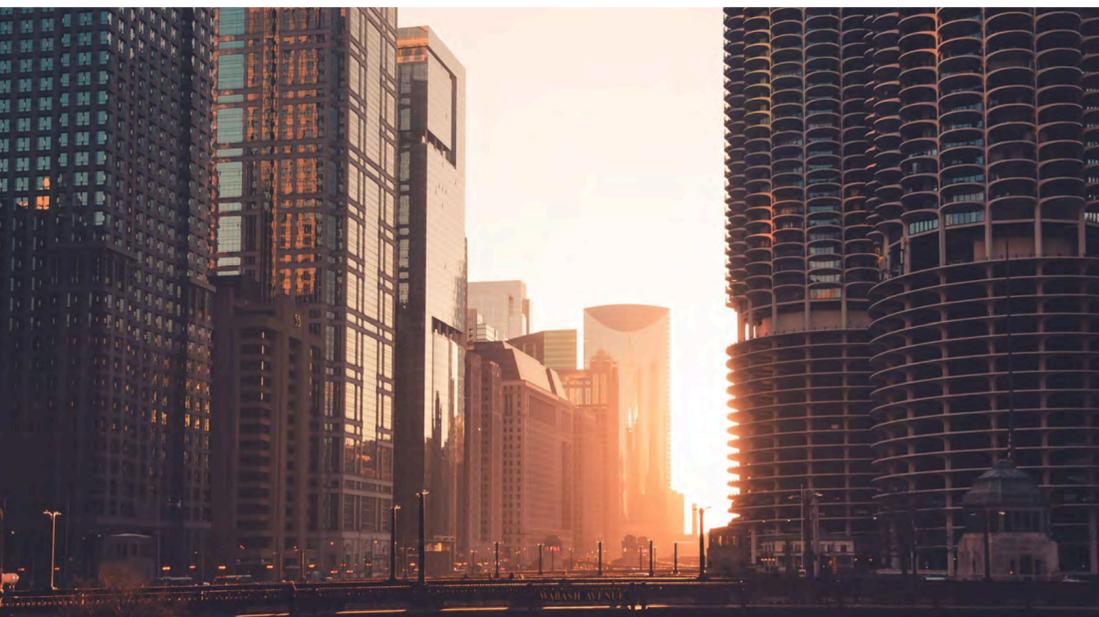


# CONTRACT ACCEPTANCE TO CLOSE



# HOME INSPECTION FAQ'S





# BUYER COSTS

## SALE PRICE

## TYPICAL COST

HOME INSPECTION FEE	\$350+/VISIT
APPRAISAL	\$250 - \$500
CREDIT REPORT	\$30 - \$75 PER BORROWER
LOAN ORIGATION FEE	\$750 - \$1,250
PROCESSING FEE	\$150
TAX SERVICE FEE	\$75-\$100
ATTORNEY FEE	\$600 - \$1,000+
ESCRO W/ SETTLEMENT FEE	\$1,275 - \$2,000*
BUYER'S TITLE CHARGES	\$1,300 - \$1,800
RECORDING FEE	\$75 - \$250
CITY OF CHICAGO TRANSFER TAX	\$7.50 PER \$1,000
HOMEOWNER'S INSURANCE	\$300 - \$400**
INTEREST PER DAY	LOAN AMOUNT X RATE/365
INITIAL ESCROW (FOR PROPERTY TAXES)	1-9 MONTHS*** (IF APPLICABLE)
INITIAL ESCROW (FOR HOMEOWNER'S INSURANCE)	1-3 MONTHS (IF APPLICABLE)

The figures above are intended to give you a general idea of costs and could be less or more than the amounts stated. Actual costs vary per lender, loan amount, property type and other factors. \*If cash transaction, shared equally between buyer and seller. \*\*Premium listed represents coverage for a condo. Premiums for a single family home range between \$1,300 - \$2,000, depending on coverage selection. \*\*\*Partially offset by property tax credit from Seller.

# THANK YOU!

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If you have any questions, please reach out to me at any time!

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