



# COLUMBUS INTERNATIONAL

NEW YORK | MIAMI | BEVERLY HILLS | FLORENCE

# Relocation Experts

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Columbus International's extensive knowledge and experience in private and corporate relocation are readily available for clients looking to move into the city as efficiently and expeditiously as possible. Our solid understanding of both the relocation process and the local real estate market, with all its nuances, is all it takes for us to make the perfect move-in recommendations. With our clients' preferences in mind, we help them identify unique rental properties, schedule viewing tours and negotiate offers.

Our Relocation Services cater to corporate clients and employees, fresh graduates, interns, families and any foreign nationals looking to move to New York City or Miami. We know these cities inside out and can recommend the very neighborhoods that would best suit their lifestyles. We are but a phone call away, always ready to guide newcomers in their quest to find a place to call home in the city.

Our Corporate Relocation Service serves companies of any size and industry, and provides all the necessary tools to seamlessly navigate the real estate landscape. Our team, international and multilingual, facilitates the process of corporate client relocation and handles the moving requirements down to the last detail.

Our team at Columbus International has an integrated approach to finding the finest rental property for each and every person. Our broad experience means that we can easily anticipate our clients' needs and priorities. Professional and resourceful, the team leverages its market intelligence to help transferees and their families settle in to what would otherwise be an overwhelming relocation experience.

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# International Clients

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Columbus International assists international clients in their efforts to relocate to NYC or Miami. Our team wants nothing more than to render the house search experience as easy and exciting as possible. Through our extended network of vendors and service-providers, we can offer the additional assistance of the physical relocation and administrative matters related to moving to the United States.

Well-versed in the moving process, our agents can find the ideal rental space within days and once everything is approved, clients with the key in hand, can move in and enjoy to the maximum the rest of their transition into the cities.

## Benefits

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- Neighborhood orientation guide
- Personalized attention and exclusive customer service
- Perfect apartment - lifestyle pairing/matching
- Real estate expertise and wide-range of resources at client disposal
- Start base rent negotiations
- Management of necessary documents required for leases
- Recommendations for insurance companies for tenants
- Recommendations for utility

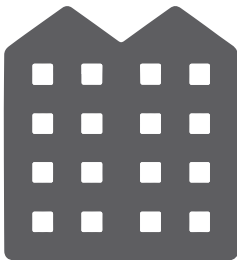
# Our Services

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## Relocation of Employees

Columbus International services are tailored to the particular context and preferences of each staff member. Leaving nothing to chance, we address our clients' specific housing expectations, taking into consideration their goals, urgency, budget and overall circumstances. Through presentations to staff members and one-to-one consultations, we ensure that our clients are well informed on the leasing processes and the local market requirements of NYC and Miami.



## Rental Division

Columbus International's rental division is designed to provide clients, private or corporate, international or regional, with the necessary tools to choose the house that speaks to them.

Furnished or Unfurnished. Three-month rentals or longer. Columbus International is always in a position to find the perfect properties to rent.



## Employee Benefits Scheme

Working with a Columbus International agent on relocation, offers company employees the distinct advantage of having the legwork done for them before they even move to the city. By being featured on the intranet or any company-related platform, employees can kickstart the whole process with a simple click of the mouse. Clients who contact our industry experts find that with some preparation, the team can expedite the process of moving. Our relocation agents can assist employees with their upsizing or overall move from one home to another.



## New Starters and Graduates

Whether clients are fresh college graduates or CEOs, the prospect of starting a new job can be daunting and is often made worse by the thought of looking for a new home. With our guidance and flexibility, the renting process is smooth and hassle-free. Well-versed in relocation, Columbus International ensures a stress-free experience whereby clients can focus on their new roles and take advantage of everything New York or Miami have to offer.



# Personalized Assessment

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Committed to finding the ideal space to rent for clients, Columbus International's agents work around the clock to understand the housing requirements of each individual.

Through a one-to-one consultation and a personalized assessment of our clients' priorities, the team is able to generate results that meet the relocation criteria of each client. A designated agent is always available to answer any questions or concerns, and meet a client's needs in every way possible.

# Neighborhood Orientation

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Our relocation experts guide their clients through the various neighborhoods of NYC and Miami with the aim of ensuring that they are familiar with all that these areas have to offer. With all the relevant neighborhood and property information at the team's disposal, clients can make informed decisions on where they want to live.

Our guides provide useful information regarding transportation, recreation, social and cultural activities, shopping and entertainment.







A modern living room with a white sofa, a black coffee table, and a large white rug. The room has a wooden floor and a white wall. A black pendant light hangs from the ceiling. A black speaker is visible on the right side of the room.

# Home Search

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A Columbus International orientation tour offers clients the opportunity to better understand a neighborhood's profile, its essence, vibe and characteristics. These tours allow Columbus International to do what it knows how to do best: match clients with the New York City or Miami apartment of their dreams.

The vast resources and databases available to Columbus International combined with the savvy nature of our agents, allow us to help clients avoid all the pitfalls associated with finding apartments to rent in New York City and Miami.

## Our Promise

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No matter who  
you are or what  
your property  
requirement is,  
we make your  
business our  
business



# Our Rental Guide

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Renting in big cities such as New York or Miami may be different from renting in the rest of the world. The fact that there is no standardized rental process means that the requirements can vary from one landlord to another. After an initial consultation with our professionals at Columbus International, here is a step-by-step outline of the process and the typical requirements necessary to successfully rent an apartment.

## KNOWING WHAT YOU WANT

### **The Budget.**

A decisive factor in the rental process, the budget needs to be determined right from the onset. The price of an apartment depends on the size, location, condition and features on offer and needs to correspond to the client's financial objectives.

### **Neighborhoods of interest.**

New York City and the Greater Miami area have dozens of neighborhoods, each with their own particular character. A number of factors come into play when choosing a neighborhood to live in, namely the presence of schools, parks, great restaurants and cultural venues.

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The good news is that both cities offer something for everyone. A brief consultation with our real estate agents can make all the difference as they would be able to identify the neighborhood that would best suit a client's needs and lifestyle.

**Apartment size and features.**

With the budget and neighborhood already established, apartment sizes and features become a client's next most important decisions. A Columbus International agent can locate the apartment and building that would make a client feel most comfortable: from studios to three-bedroom units, from walk-up townhouses to full service buildings with luxury amenities such as a fitness center, a lap-pool and rooftop dining suites.

**WHEN TO START LOOKING**

The team recommends looking for an apartment approximately 30 - 45 days before moving.

Beginning a search too soon or too late can lead nowhere as the market and inventory change quickly, oftentimes on a weekly basis.

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## **WHY DO I NEED A REAL ESTATE BROKER?**

Tenants and landlords usually have opposing views on how much an apartment should go for but with Columbus International, clients are their first priority. As one of the leading experts in the market, with access to over 99% of available apartments in New York City, Columbus International can bring forth some of the most exclusive properties for rent. The team consistently fosters a relationship of trust and reciprocity with landlords and building managers to ensure access to properties that would otherwise not be open to the public.

Our team leaves no stone unturned, often uncovering for clients every rental opportunity in New York and Miami. Columbus International makes the inaccessible accessible, starting with apartments that have not yet been advertised to apartments that are difficult to visit for security reasons.

Our agents will open all doors until clients find their apartment of preference. From setting up a daily itinerary to guiding the client through the entire application process, our agents are fully dedicated to obtaining a client's complete satisfaction.



# Our Rental Guide

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## **FEE OR NO FEE?**

A fee apartment requires renters to pay the broker's fee directly to their agent. A no fee apartment means that the management company or landlord pays the broker's fee. While a no fee apartment can be an attractive option, there are a few caveats to consider, namely that there is a limited selection of no fee apartments on offer. Note that in New York it is customary for the tenant to pay the broker's fee. Furthermore, the availability of no fee units depends on the market conditions, the time of the year and the incentives a landlord is willing to provide.

Columbus International's real estate experts offer clients the guidance they need to uncover the most desirable apartments, around New York City and Miami. The team's special relationship with landlords enables them to stay abreast of all the latest developments in the rental landscape and as result, are the first to know about apartment availability and the first to expedite the process of securing them. While the publicly accessible databases are more limited in their offerings, our agents have access to a much larger inventory.

# Our Rental Guide

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Clients who seek a no fee apartment on their own, sometimes deprive themselves of the expert help of agents who constantly scope out the real estate scene in search of hidden gems and unique deals. Whether a fee or no fee apartment, a Columbus International professional can outline the differences between the two and negotiate and secure the starting base rent.

## **DO I NEED A GUARANTOR?**

Clients unable to meet the standard income requirement will need a guarantor. Landlords have strict income and credit requirements. To get around the 40x salary prerequisite, most buildings will accept a guarantor - usually a family member or a friend - to co-sign the lease.

The guarantor's income will need to be approximately 80x the monthly rent and a credit check for good credit verification will need to be performed. Some landlords only accept local guarantors, while others accept guarantors who live in the U.S.



# Our Rental Guide

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## REQUIREMENTS FOR APPLYING AND SIGNING A LEASE

Most landlords require proof of sufficient income to cover the monthly rent as determined by the landlord and applicable law. These requirements are not standardized and may vary but historically, property management companies have asked for a range of financial documents. Although landlords alone are responsible for outlining the lease requirements, Columbus International can answer many lease-related questions. Clients are requested to provide the following:

- Proof of income equal to 40x the monthly rent or prepayment of a portion or entirety of the lease term
- Executed lease
- Fully completed and signed application
- Proof of source(s) of income or ability to pay rent
- Bank account information (checking/savings)
- Reference letter(s) with names, address and phone numbers of previous landlord(s). If applicable, include the same for your accountant
- Names, addresses and phone numbers of personal and business references
- Tax returns (first two pages)

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The lease requirements will be specified by the Landlord at the time of application. Upon receipt of the documents, the landlord will review the details and either accept the application or request further documentation. The timing of the approval process can vary and usually does not exceed 14 business days. It is important to have all the funds available at the time of the move as landlords typically require certified checks drawn from a U.S. bank account as form of payment for the security deposit and first month's rent.

It is advisable to establish a U.S. bank account before beginning a search. If that is not possible, landlords will typically request that you possess the equivalent of four month's rent as security. Those funds would also help avoid collection issues. Other charges to take into account:

- Broker's fee 12-15% of the first year's rent (paid by the tenant)
- Application fee
- Credit check fee
- Potential move-in/move-out fees

Note: Higher application fees and longer board approval processes can often be associated with apartment in condominiums or co-ops. A co-signer or a guarantor may be necessary to guarantee a lease if a tenant's source(s) of income and complete financial profile do not meet the landlord's requirements.

# In the Press

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**Forbes**

america24

*Classeditori*

**la Repubblica**



**THE REAL DEAL**  
NEW YORK REAL ESTATE NEWS

Robb Report

REAL ESTATE WEEKLY

**LETTERA 43**

DOVE

**MANN  
REPORT**

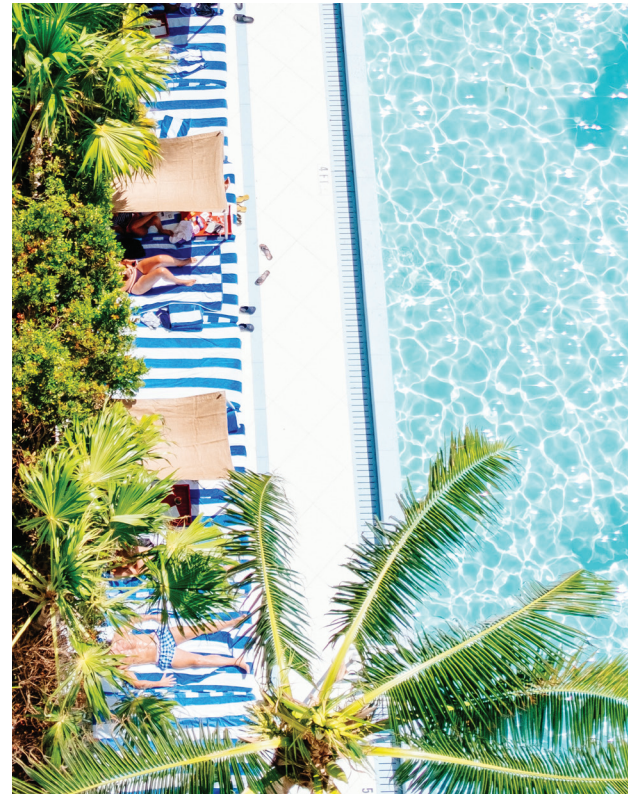
**LA STAMPA**

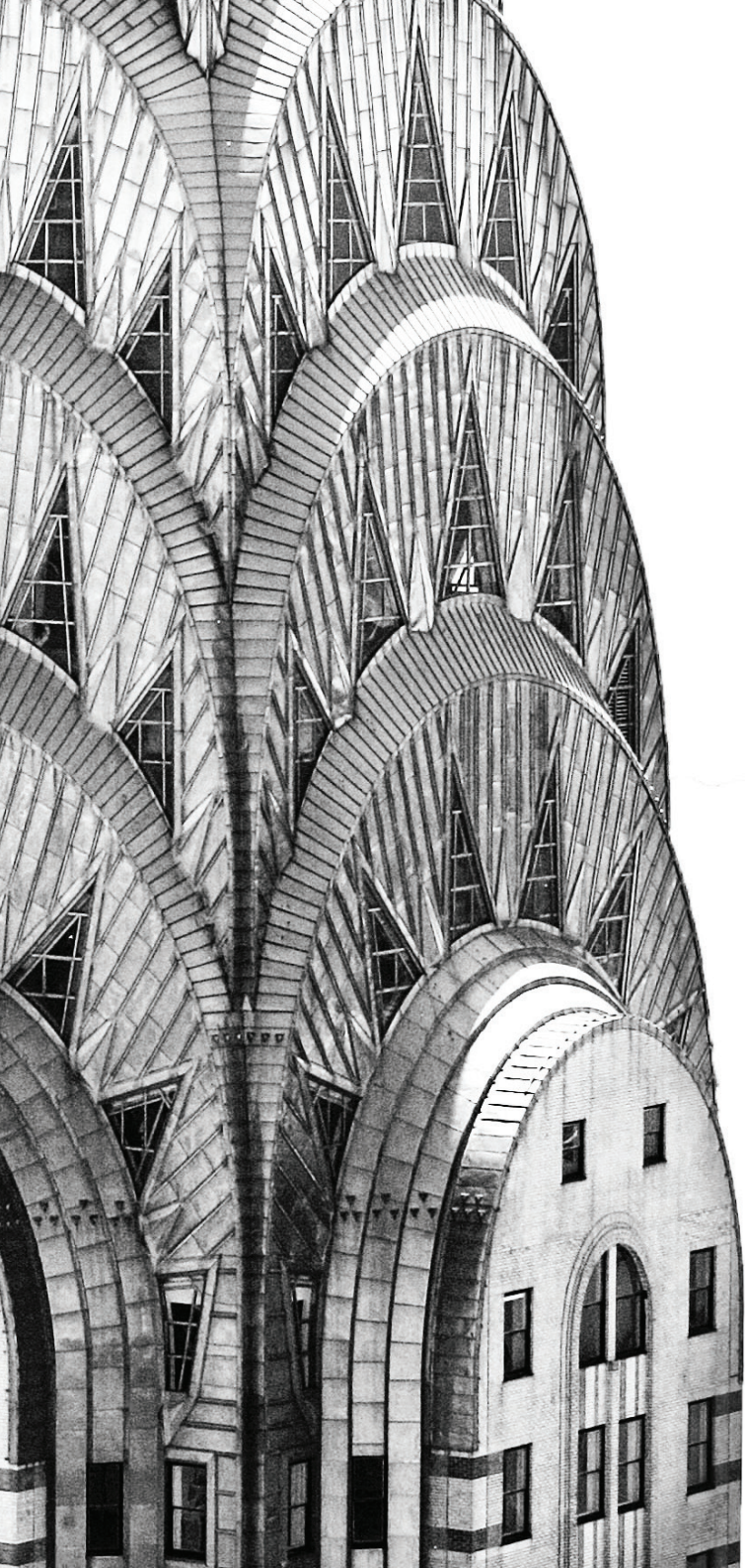
**LA NAZIONE**

**Panorama**

**MILANO  
FINANZA**

Il Sole **24 ORE**





## Keller Williams

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Keller Williams NYC (KWNYC) is the New York City master franchise of Keller Williams Realty International, the largest real estate company worldwide by agent count. Locally, KWNYC has several offices in the city and a growing agent base. Ranked in the top 10 real estate agencies of New York City, KWNYC, with its vast network affords its agents the opportunity to provide a full-service advisory real estate experience for the consumer. Columbus International's team in Miami is based out of the Keller Williams Miami Beach office.



# Contact Us

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Columbus International is committed to offering a straightforward and personalized approach to clients. Every team member is dedicated to walking clients through each step of the complex real estate market and helping them find their perfect place to call home in New York, Miami and Italy.

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