

THE REAL DEAL

NEW YORK CITY REAL ESTATE NEWS

Residential deals

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By Katherine Clarke

Greenwich Village

\$6.05 million

41 Bond Street



Three-bedroom, three-and-a-half-bath, 2,627 sf condo unit in a new development; apartment has private elevator, 11-foot ceilings and radiant heating; common charges \$5,674 per month; taxes \$599 per month; asking price \$6.05 million; 22 days on the market. (Brokers: Dennis Mangone, Prudential Douglas Elliman; Tamir Shemesh, the Corcoran Group)

"I had previously rented [the buyers] an apartment at 40 Bond Street. They watched the construction at 41 Bond from their window across the street. Bond Street is one of the most desirable streets in the city right now, so the hardest thing was to get [them] an appointment to view 41 Bond. But I was lucky enough to get them in. There was so much competition that they made a [full-price] offer the same day. If they didn't take it, someone else would have. The people who bought on the floor above paid \$1 million more. [My clients] went for the sixth floor, which was the highest floor available. The unit has a fireplace, as well as an elevator that opens into the apartment."

– Dennis Mangone, Prudential Douglas Elliman

Lincoln Square

\$8.3 million

45 West 67th Street

Five-bedroom, three-and-a-half-bath, 3,000 sf condo in a full-service doorman building; apartment has marble foyer, limestone-clad gas fireplace, 1,100 sf terrace and butler's pantry; building has valet service and a private courtyard; maintenance \$3,377 per month; taxes \$2,723 per month; asking price \$8.49 million; 112 days on the market (Brokers: Ryan Serhant, Nest Seekers; Nick Jabbour, Nest Seekers)

"The apartment had been on and off the market since 2007. It was originally listed for \$14 million, and at one point the owners turned down \$12.5 million. I got the listing when it expired from [another broker]. One family walked in and said they didn't want to buy, they wanted to rent. I knew the apartment rented at \$25,000 per month during the boom. The family wanted it, but I knew my owners didn't want to be landlords, so I said, 'If you really want it, the number is \$40,000.' I got them to just below that. They signed a lease. Four days later, we sold the apartment to a London investor for just under ask. With the apartment rented, the numbers made sense for an investor. When we were showing it, every broker would come in and say it was overpriced, but I knew the value was there."

– Ryan Serhant, Nest Seekers

Midtown West

\$700,000

310 West 56th Street

Two-bedroom, 1-bath, 900 sf co-op unit in a 1964 elevator building with full-time doorman; apartment has chef's kitchen and southern exposures; building has garden, laundry room, private storage; maintenance \$1,560 per month; asking price \$734,000; 14 weeks on the market. (Brokers: Barak Dunayer, Barak Realty; Brett Malvin, Condo Domain)

"The sellers [had] lived in this apartment for five years and raised one child there, but when the second child was born, the space became too small and they relocated to the suburbs. The biggest challenge with selling this apartment was the [recessed] lighting throughout the living room, which added great light to the space but dropped the ceiling in a way that made it a bit claustrophobic. Every single buyer walking through the space admired the renovated kitchen and bathroom, oohed and aahed about the open city views, but complained about the ceilings, which were 'just too darn low.' We finally got a couple who had the vision to look beyond the ceiling height. After multiple inspections by their contractor, coupled with a

late-night visit to the neighbor's apartment downstairs (who had the original ceilings intact), an offer was made, negotiated and accepted. After the contract was signed, it was smooth sailing." — Barak Dunayer, Barak Realty

Interviews conducted and condensed by Katherine Clarke