

REAL ESTATE WEEKLY

July 22, 2015

<http://rew-online.com/2015/06/25/done-deals-allison-gets-to-the-heart-of-the-deal/>

DONE DEALS: Allison gets to the heart of the deal

Even open heart surgery couldn't stop Douglas Elliman agent Allison Dubuisson closing a deal.



ALLISON DUBUISSON

The Gilad Azaria Team member had been working with a young couple and their growing family to sell their Perry Street one bedroom for several months when she received an offer — just as her mom was having surgery.

“Literally, while she was on the operating table with her heart on a pump outside her body,” said Dubuisson, whose clients had bought unit 1R at 167 Perry Street at the height of the market for just over \$1 million.

\$100,000 in renovations, two kids and three dogs later, they were in desperate need of a bigger home — and a profit on their old one.

Dubuisson had done everything from staging the unit to getting the kids out to school and the dogs walked when she had showings. When a solid \$1.33 million offer came in, despite her own personal drama, she worked to close the sale. “My clients had now become part of my family. They had entrusted me to help them and I take that seriously.”

And the good news kept rolling. Weeks after selling the Perry Street apartment, Dubuisson is about to help the family close on a \$1.375 million two-bedroom on the Upper West Side.

Meanwhile mom Paula is making a full recovery. Said Dubuisson, “This was definitely a stressful time, but my clients trusted me and my ability to get their buyer and themselves approved by the boards and simultaneously close these deals. I couldn’t let them down.”



MANHATTAN
Upper East Side
200 E74th St. #17D
\$745,000

West-facing one bedroom, 1-bath co-op with skyline views from the 17th floor. Oversized living area with room for dining table. King-sized master bedroom and galley kitchen. Five closets, including a walk-in. Building features include a live-in super, laundry room, bike room, storage room, garage, and gym. Asking Price: \$779,000. CC: \$1,046. Days on the Market: 10 weeks.

Agents: **Vincent Falcone, Corcoran; Caroline Bass, Citi Habitats.**

Sutton Place
320 E57th St. #6A
\$1,149,000

Two bedroom apartment. Split bedrooms offer total privacy. The two baths and kitchen are windowed. Gallery entry leads to living room with windows facing north. The building features a roof garden. CC: \$2,327. Asking Price: \$1,149,000. Time on the Market: 26 days.

Agents: **Cordelia Robb, Brown Harris Stevens ; Judyth S. Goldberg, Corcoran Group.**

Midtown East
251 E1st St. #6C
\$615,000



SIENAM LULLA

One bedroom, 1-bath with foyer, east facing open living room that includes a dining area. There is a closet in the bedroom and two additional closets. Reovated kitchen has granite counters, stainless steel appliances and new cabinets. Close to Whole foods, Dainobu, Ideal Cheese Shop, Buttercup bake shop, Zagat-rated restaurants, Fifth avenue shopping, Broadway theaters. Full service 24-hour doorman, pet friendly building with a live-in super, health club, garage. Landscaped roof deck and central laundry room. Co-purchasing and pied a terres permitted. CC:

\$1,212. Asking Price: \$629,000. Time on the Market: 52 days. Agent: **Sienam Lulla, Corcoran Group.**

West Village
15 W12th St. #10A
\$500,000

Studio co-op off Fifth Avenue. Main living area features parquet floors, track lighting and wall of casement windows facing north and west. Kitchen with stainless steel appliances, granite countertops and a breakfast bar. Building amenities include a 24-hour doorman, live-in super, laundry, rentable storage spaces, bike room. Asking Price: \$483,000. CC: \$1,216. Days on the Market: 22 weeks. Agents: **Marguerite Martin, Douglas Elliman; Corlie Ohl, Citi Habitats.**

Financial District
90 William St. 11G
\$1,150,000



JOHNNY LAL

Two bedroom, 2-bath loft-style condo with solid white oak floors, modern open kitchen with white glacier countertops and custom appliances. Master bedroom with en-suite master bath. 9.6 ft. beamed ceilings, custom track lighting. Building amenities include a 24-hour doorman, sky lounge, kids playroom, outdoor fireplace and rooftop fitness center. 421G tax abatement. Asking Price: \$1,240,000. CC: \$1,142. Days on the Market: 20 weeks. Agents: **Steve Lopez, Corcoran; Johnny Lal, Citi Habitats.**



BROOKLYN
Crown Heights
1056 President St.
\$1,130,000

Single-family three bedroom home with a fireplace, two stained glass skylights, built-in wooden seating, high ceilings, spacious kitchen and a backyard. Original wood floors run throughout the home and there is a finished basement. Located blocks away from the Brooklyn Public library, the Brooklyn Museum, Brooklyn Botanical Gardens, Prospect Park and chic bars, cafes and

shops. Asking Price: \$1,100,000. Time on the Market: 21 days. Agents: **Sydney Blumstein, Corcoran Group; Chaya Zarchi, BH Tal Real Estate.**

QUEENS

Astoria

24-40 31st Ave. #3K

\$407,000

700 s/f one bedroom, 1-bathroom apartment at The Concord pre-war co-op. Newly renovated kitchen with a west facing window, good closet space and foyer. Original hardwood parquet floors throughout. Windowed bathroom with adjacent linen closet. Coat closet and space for home office. Large bedroom with wall-to-wall closets and separate coat closet complete the comfort. Hardwood floors throughout and South West exposures. Central laundry, courtyards, storage room and bike storage. Cats okay, no dogs. CC: \$616. Asking Price: 399,000. Time on the Market: 40 days. Agent: **Bibi Calderaro, Corcoran Group.**