

DONE DEALS

How it's done

When it comes to customer loyalty, Roy Silber is an expert on how it's done.

The Citi Habitats senior associate just sold a \$1.2 million co-op to a woman he first met as a renter several years ago.

The now married marketing executive and her dot.com husband were wowed by a 1,425 s/f loft in the Capitol Loft Building Silber took them to view.

236 West 26th St, apartment 3SE, sold for the exact asking price after being listed seven weeks ago by Lisa Interdonato of Prudential Douglas Elliman.

When Silber and his clients viewed the apartment, it was set up as office space but, he said, they could immediately tell the loft had "great bones."

They were especially fond of the wall-to-wall south facing windows that overlook a private terrace.

"They were attracted to the spacious layout and the fact that it was a raw loft where they could put their imagination and creativity to work," said Silber.

"The outdoor space was a great addition to the loft and added great value and a wow factor that they couldn't resist."



MANHATTAN

EAST HARLEM
327 Pleasant Street
\$115,000

600s/f one bedroom, 1-bath apartment in pre-war co-op. Building features storage facilities and laundry. Apartment features high ceilings, windowed kitchen, hardwood floors. CC: \$719. Asking price: \$134,000. Time on the market: 33 weeks. Agents: **Citi Habitats; Alejandro Beitler, MNS.**



MORNINGSIDE HEIGHTS
301 W 110th St. #8F,
\$425,000

Renovated corner one bedroom, one bath condo in the Towers on the Park building with direct Central Park and Empire State Building views. Unit features red oak hardwood floors throughout. Kitchen with granite countertops, stainless steel appliances and extra-deep sink with garbage disposal. Marble bathroom. CC: \$324. Days on the Market: 55 weeks. Agents: **Janet Huffman, Belmarc Realty; Tracie Hamersley, Thuy Truong and Robert Falcone, Citi Habitats.**

WASHINGTON HEIGHTS
807 Riverside Drive 3D,
\$575,000

Classic five (or convertible 3-bedroom), 1.5 bath condo with pre-war detail. Unit was gut-renovated with all new hardwood floors, granite kitchen counters, stainless steel appliances, upgraded wiring and recessed lighting. Located in the Riverside Drive Condominiums. CC: \$860. Days on the Market: 33 weeks. Agents: **Kelly Cole, Corcoran; Sandy Edry, Citi Habitats.**

UPPER WEST SIDE
225 W 83rd St. #5N
\$763,500

One bedroom, one bath condo at the Bromley. New kitchen with stainless steel appliances, marble bathroom, parquet floors. Doorman, gym, indoor basketball court, yoga room, party room, indoor/outdoor roof deck, common laundry room, and children's play room. CC: \$774. Days on the Market: 2 weeks. Agents: **Barak Dunayer, Barak Realty (pictured); Rosia Remy, Citi Habitats.**

CHELSEA
100 Eleventh Ave. #3A
\$499,000

430 s/f studio with renovated kitchen featuring custom-designed islands. Building features concierge, health club and pool. CC: \$480.

Asking price: \$499,000. Time on market: 4 weeks. Agents: **Holly Parker, Prudential Douglas Elliman; Frances Katzen, Prudential Douglas Elliman.**

GREENWICH VILLAGE
88 Bleecker St. #5N
\$830,000

Renovated corner unit with two split bedrooms, entry foyer, renovated windowed kitchen with adjacent dining area and gut renovated bathroom. Stripped, red oak hardwood floors and closets in all rooms. Master bedroom with his-and-hers closets. Washer/Dryers allowed. Elevator building with 24-hour virtual doorman and bike storage. CC: \$1,110.74. Asking price: \$825,000. Days on the Market: 105. Agents: **Vanessa Brown (pictured) and Whitney Farber, City Connections Realty; Tara Gargiulo, Prudential Douglas Elliman.**

BROOKLYN
CARROLL GARDENS
113 3rd Street, #5
\$620,000

Modern, 1053 s/f one bedroom unit in new LEED certified building. Features include energy-efficient appliance and water-saving fixtures, central AC, solid white oak floors and high ceilings. Pet friendly and two blocks to subway. CC: \$797. Asking price: \$715,775. Days on the market: 147. Agents: **James Cornell and Leslie Marshall, The Corcoran Group; Vanessa van der Linde Brown, City Connections Realty.**

WESTCHESTER
BRONXVILLE
19 Ridge Rd.
\$3,000,000

6,000 s/f eight-bed, six-bath renovated 1912 English manor home. Six fireplaces, skylights, a master suite with dressing room, and a family room. Eat-in kitchen with French doors leading to a 900 s/f deck. Library, tiled sunroom, and powder room. Estimated tax: \$69,842. Asking price: \$3,250,000. On the market for 16 days. Brokers: **Jane Vergari, Houlihan Lawrence; Valmarie Zorilla of Houlihan Lawrence.**

BEDFORD
10 Piping Brook Ln.
\$1,330,000

4,248 s/f, five-bed, five-bath Colonial with two-story entry foyer, hardwood floors, two fireplaces, family room with French doors, eat-in kitchen with center-island. Mud room, three-car garage and two attics. Estimated tax: \$25,952. Asking price: \$1,385,000. On the market for 229 days. Brokers: **Marcy Kroll, Houlihan Lawrence; Lisa Mangieri, Houlihan Lawrence.**

HAVE YOU HEARD ...

HUFFINGTON POST founder **Arianna Huffington** checked out the \$35,000 month rental at 55 Thompson Street.

Laurie Zucker, a principal at developer Manhattan Skyline, thinks the one-of-a-kind three bedroom is a headline maker.

"The townhouse is an extraordinarily unique home; a true, full-sized, private townhouse of this kind is not available for rent anywhere else in SoHo," said Zucker.

"Residents will enjoy the best of both worlds with the intimacy and scale of a full townhouse, coupled with all the services and staff of 55 Thompson Street. It is truly the pinnacle of luxury living."

The 2,600s/f townhouse has two in-home washer/dryers, motorized blinds for privacy and a private outdoor patio with gas grill.

FORMER Merrill Lynch Mexico head honcho **Alberto Ardura** is seeing green and living green.

The banker — who was recently lured to New York to work for Deutsche Bank — just paid \$3.638

million for unit 34E at The Visionaire, according to city records.

Ardura has been appointed head of the Latin American division at Deutsche Bank.

DALIA GARIH, former drummer and lead vocalist for the indie rock band Hopewell, purchased a \$2.125 million unit last week at 60 East 55th Street, a 47-unit luxury tower marketed by Stribling.

Garih left the Brooklyn-based band several years ago, but she'll be living in style at her new home, with its floor-to-ceiling windows and access to a spa, lounge, library, landscaped terrace, and private Tom Colicchio restaurant.

LAFFEY FINE HOMES, one of Long Island's most dominant real estate companies for almost

four decades, announced it will be a Presenting Title sponsor of the 2011 Meadowbrook Summer Polo Season.

Elizabeth Headley, Meadowbrook sponsorship director congratulated company founder **Emmet Laffey** on his vision, positioning himself with one of the most prestigious polo clubs in the country.

"He and his firm will be aligning the business of finding a luxury home or horse property on Long Island with the jubilation and excitement of a polo match," said Headley.

As Presenting Title Sponsor, the Laffey Team is hosting a continuous summer long schedule of events during the upcoming polo season, including private client soirées, a dog show and film festival.



ARIANNA HUFFINGTON

NEW LISTINGS



This corner three bedroom, 3 bath condo at 250 East 53rd Street has just been listed by **Danny Davis** at Citi Habitats for \$2,895,000. The kitchen features a breakfast bar, custom designed walnut cabinetry and wine refrigerator. The master bathroom has travertine floors and a "tea-for-two" soaking tub. Located in the Veneto, building, amenities include a lounge and kids playroom, outdoor garden, and an Equinox Gym for building residents only. Unobstructed skyline, Chrysler Building, bridge, and East River views.

MANHATTAN
UPPER EAST SIDE
124 East 84 St. #5D,
\$825,000

Two bedroom, 1.5 bath home within steps of Park Avenue in pre-war co-op. Restored hardwood floors, 9 ft. ceilings, gracious floor plan. Pet friendly with board approval. Washer/dryer. 75% financing. Doorman, live-in super. Shown by appointment. Listing agent: **Corinne Pulitzer, Prudential Douglas Elliman.**

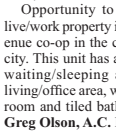


UPPER WEST SIDE
140 West 69th
\$350,000



Furnished (or unfurnished) studio with stainless steel appliances in renovated kitchen, dishwasher, Cherrywood Cabinets. Newly renovated bathroom with Kohler fixtures and mosaic glass tiling. 10.5 ft. ceilings and large closet. Owner willing to leave all furniture and the 46-inch TV with surround sound system. Building amenities include laundry room and 24-hour doorman. Listing agent: **Vicario Brensley Philip, MNS.**

MURRAY HILL
10 Park Avenue, 2C
\$450,000



Opportunity to purchase a live/work property in a Park Avenue co-op in the center of the city. This unit has a designated waiting/sleeping area, and a living/office area, with a separate windowed kitchen, dressing room and tiled bath. Listing brokers: **Cheryl Greenberg & Greg Olson, A.C. Lawrence & Company.**

FLATIRON
22 West 26th Street
\$1,850,000

Two bedroom, two bath loft with wall of windows with decorative cast-iron railings framing views of the Empire State and New York Life Buildings. Living/dining spaces, open chef's kitchen with granite counters and two split corner bedrooms. Pre-war building with planted roof deck, attended lobby and bicycle storage. The master bedroom wing has pocket doors which create a small study or sitting room in front, a dressing room with built-in drawers, cabinets and fitted walk-in closet, leading to en suite windowed master bath with double sinks, a Jacuzzi and separate shower enclosure. Listing agent: **Vals Osborne, Stribling & Associates.**



CHELSEA
650 Sixth Ave. #5B
The Cammeyer
\$950,000

701 s/f studio in pre-war building that once housed the world's largest shoe store. The Cammeyer was converted into loft residents in 2007 and includes 12 ft. ceilings and oversized windows. Poggenpohl kitchen with Corian countertops and Miele, Sub-Zero and Thermador appliances; and bathroom by Waterworks, Duravit and Catalano. Gym, private storage room. Planted 3,600 s/f common roof deck. Listing Brokers: **Kirk Rundhaug, Mark Lynch, Ryan Fitzpatrick, CORE.**



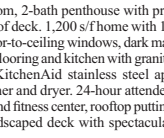
BROOKLYN
CARROLL GARDENS
408A Clinton Street
\$1,150,000

1899 two-family brownstone retains much of its original detail. Three bedroom lower duplex with a desirable top floor 1-bedroom. It currently offers 3,360 s/f and still has some FAR left. It will be delivered vacant and can be easily restored and used as one-family. Listing agent: **Lisa Sulfaro, Corcoran.**



NEW JERSEY
JERSEY CITY
205 Luis Munoz Marin Blvd. PH03
Gulls Cove
\$759,000

Two bedroom, 2-bath penthouse with private 640 s/f roof deck. 1,200 s/f home with 11 ft. ceilings, floor-to-ceiling windows, dark mahogany wood flooring and kitchen with granite countertops. KitchenAid stainless steel appliances. Washer and dryer. 24-hour attended lobby, health and fitness center, rooftop putting green and landscaped deck with spectacular views. Listing agents: **Natalie Miniard & Janice DeAngelis, The Marketing Directors, Inc.**



Jacky Teplitzky, managing director, Prudential Douglas Elliman, has a charmer on her books right now. The three bed, 2-bath apartment in the Oxford Condo at 422 East 72 Street is an A-line style apartment. At 1,880 s/f, it has a master bedroom with three closets and an en-suite bathroom with Jacuzzi. The Oxford Condo is an award-winning building with a health club, children's playroom, courtyard, full time doorman, laundry on each floor, pool, roofdeck and private outdoor space. The unit is listed at \$2,349,000.