

Voyeur Insights: CORE's Tom Postilio

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He's making a name for himself in the entertainment industry for his role in HGTV's realty show "Selling New York," but Tom Postilio already has the street cred in the real estate biz. The CORE Group NYC managing director has got nearly \$1 billion in sales to his credit over his career. And though he won't kiss and tell about sales, he will tell you just about anything else you want to know.

Q: Highest sale in the last 12 months?

I'm not one to kiss and tell, so I have to plead the Fifth. Discretion is a must in this business.

Q: What's your next hottest nabe in NYC?

I truly believe that the Financial District has yet to see its best days. Stay tuned...

Q: Craziest showing story?

Several years ago, I had a staged, unoccupied listing in SoHo. Whenever I would show it, I noticed that the beds were rumpled. Before each showing, I would arrive early to make the beds, all the while wondering who the apartment's mysterious "Goldilocks" might be. You can imagine what was going through my head! It turns out that one of the doormen had been secretly allowing his family members to stay in the apartment. Needless to say, he is no longer employed by the building. "The Three Bears," of course, were delighted to have the mystery solved and have referred several clients since.

Q: What's your top tip for pricing a home?

Understandably, most sellers are house-proud, but when it comes to pricing, they need to think like a buyer. I ask sellers, what would you be willing to pay for your own home in a fair market when presented with the most recent comparable sales?

Q: What's the biggest mistake buyers make when looking for a home?

The endless pursuit of perfection. Perfect is a fantasy, but happiness can be achieved by prioritizing. ("Compromise" is a word that needs a better publicist.)

Q: What was your first big sell?

A three-bedroom condo conversion at 150 Nassau Street.

Q: What'd you buy yourself after?

An iPod. It was the very first model released and I was delirious with joy to know that I could have the entire Frank Sinatra Songbook in my pocket!

Q: What did you do before you became a broker?

I made a living as a professional singer of The Great American Songbook. I toured internationally with the Glenn Miller Orchestra, recorded two albums, and played the Hollywood Bowl and NYC's Rainbow Room, among many other venues. It's an interesting life, and I am fortunate that making music is still a part of it.

Q: Personal motto or favorite saying?

"Flexibility is the hallmark of good mental health." New York State should have buyers, sellers and brokers sign a disclosure to that effect.

Q: Favorite room in your own house?

Definitely the living room, which enjoys a lot of good living.

Q: Person dead and alive you most admire?

Harvey Milk.

Q: What part of business do you love the most?

Closings. And lots of them.

Q: Which neighborhood in New York you could live without?

East Side, West Side, all around the town ... Gotham would not be the same without all of its neighborhoods. Eight million people, from all walks of life, live stacked on top of one another. It's preposterous, but for the most part, it works just fine. Start spreadin' the news!

Q: Which neighborhood in New York you could NOT live without?

Chelsea and West Chelsea. They represent the spirit of constant and thoughtful transformation and embody what it means to be a true New Yorker.

Q: In which era in New York City history would you want to be selling or living?

I think living in New York when there was no shortage of nightclubs - like the Latin Quarter, the Copacabana, and the Persian Room - would have been thrilling. Those clubs, and the acts that populated them, are long gone. As for selling, I think most of us wish it could be 2006 forever. Gone are the days.

Q: If you could be any building in NYC, which would you be?

Young, beautiful, elegant and popular, who wouldn't want to be 15 CPW?