

# gather

December 3, 2011 | Sue Richter

## 'Selling New York' Recap: Park Avenue South and Jewelry

This week on *Selling New York*, Parul Brahmabhatt, an agent with *CORE*, works with two very sexy and successful men. They are relocating from San Francisco to the Big Apple.

Chris Mancini and his partner, Brian, look at several condos. They want to rent a condo and have a budget of \$8,500/month. Parul shows Chris a place in Chelsea but it doesn't feel like home. There's a private garden but he's worried about the ground floor access.

Next up is the Financial District. They don't like it; it's too much concrete and not enough of a neighborhood feel. Brian says it's like a concrete canyon. Finally, they look at an apartment in Union Square on Park Avenue South and things are looking up.

The condo is 1,456 sq. ft with 2 bedrooms/2.5 bathrooms and it's listed for \$9,500/month. The potential commission on the rental is \$16,650! They love everything about the place except the price. They ask for a reduction.



Parul goes to the listing agent for the Park Ave. condo and asks for a better price. He agrees and lowers the price to \$9,000. It's not enough for Chris and Brian. So Parul gets creative and asks for the whole year's rent up front (\$100,000) for an additional discount, \$8,700/month. Everyone agrees and a deal is made.

The Kleiers are working with Brian Knez and Wioletta Zywna to purchase a condo on 50 Gramercy Court. They had seen it once before and now they are ready to purchase their vacation property. This is the property that has private access to the park across the street.

Sabrina Kleier-Morgenstern shows them the property again. They fall in love with it, all over again, and make an offer. But, it's not that simple. This is a cond-op property and the board must approve all animals. The couple has a large (pony-sized) dog that travels with them everywhere.

The property is 2,151 sq. feet and has 3 bedrooms/3.5 bathrooms and is listed for \$5.45 million. The commission is \$327,000—not a bad deal!

The offer was accepted but now they need to fill out the board packet. This is where the animals are disclosed. They also have to disclose their financials and list two personal references. Brian says it feels like a proctology exam.

The board does not want the pony-sized dog in the condo. It could be a deal breaker. The realtors go back and forth with the board and explain the dog is only going to be a part-time resident. The board finally gives and explains that the wrong packet was sent out to Brian and they do allow large dogs after all.

Brian and Wioletta are so thrilled that they buy the Kleiers jewelry as a thank you. They also promise to send more business their way.

*Selling New York* airs on HGTV Thursdays at 10:30p/9:30C.