

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Fwd: 124 parc
Date: Mon, 08 Feb 2016 16:00:39 +0000
Inline-Images: 0158c9.png; 420336.png

i know you approved 20k staging two weeks ago yet we choose to hold off and let potential buyers play out
seems like it may be helpful at this point
please advise if ok to proceed with staging
thank you

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel 212-971-1306
fax 646-350-0954
cell 917-414-7584

Begin forwarded message:

From: "Warwick, Kerry" <[REDACTED]>
Subject: Re: 124 parc
Date: February 8, 2016 at 9:34:19 AM EST
To: Richard Kahn <[REDACTED]>
Cc: "Steinberg, Richard J" <[REDACTED]>

I had eight people at the open house. We had a lot of rain so there was water downstairs. Many felt it was a great house but needed to much work for them
I did have one buyer that loved the house and wants me to get additional information on the exact property lines / Survey. He felt that if you could trim the neighboring ficus trees, it would let in more light. I'm not sure who owns the trees?

Sent from my iPhone



KERRY WARWICK
REALTOR ASSOCIATE
DOUGLAS ELLIMAN REAL ESTATE
OFFICE: 561.655.8600
MOBILE: 561.310.2262
FAX: 561.833.8889

340 ROYAL POINCIANA WAY SUITE 318, PALM BEACH, FL 33480

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On Feb 8, 2016, at 9:22 AM, Richard Kahn <[REDACTED]> wrote:

any updates from yesterday?
thank you

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EFTA00834844

Begin forwarded message:

From: "Steinberg, Richard J" <[REDACTED]>
Subject: Re: 124 parc
Date: February 6, 2016 at 2:14:49 PM EST
To: Richard Kahn <[REDACTED]>
Cc: "Warwick, Kerry" <[REDACTED]>

Yes need to stage asap

Richard Steinberg



RICHARD J STEINBERG
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On Feb 6, 2016, at 7:45 AM, Warwick, Kerry <[REDACTED]> wrote:

Hi Richard-

The buyer at \$5.6 (Tony Cummings) went quiet. He hasn't set up a showing for his sister (who is an interior designer) yet although his agent, Thor, did tell him we have it open on Sunday. I think I will see him tomorrow.

Yes, we have 2 other prospects. The first is the Brazilian couple represented by a broker in Boca Raton (Lisa McAlister). They wrote up an offer for the seller's signature at \$5,250,000 but we told the agent it was too low and they should come in higher. I then sent the broker a detailed CMA which helped her fully understand a higher price on the property. She emailed me on Thursday and said she's preparing another offer.

Another agent from Brown Harris Stevens has a client from Houston that came back twice. She's traveling this weekend but when I reached out to him yesterday for an update, he said she still has interest in 124 and will be back to me soon.

I'm not sure if the leak downstairs was fixed? We haven't had much rain and I haven't been to the house in the last few days.

If we don't sell it this week with these buyers, I believe the designer (stager) would really help to increase the offers. She's very, very talented; loves the house; and knows how to "fix" the kitchen to make it less of a negative room and "fit" the floor plan the house. Nearly everyone has a problem with the kitchen.

I will be in touch soon.

Thanks again

Kerry

<c8a95f.png>

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From: Richard Kahn [REDACTED]
Sent: Friday, February 05, 2016 9:09 PM
To: Steinberg, Richard J
Cc: Warwick, Kerry
Subject: 124 parc

Hope you both had a nice day

Wanted to follow up on showing today with buyer who was at 5.6mm

Any other prospects?

EFTA00834845

Please advise
Thank you

Rich