

From: Richard Kahn <[REDACTED]>

To: "jeffrey E." <jeevacation@gmail.com>

Subject: Fwd: Offer

Date: Fri, 29 Jan 2016 21:29:19 +0000

Inline-Images: 84c657.png; d3dd35.png

just spoke with richard and do not believe a fib
he said offer was from boca office representing a south american buyer who has never seen the house however
this broker has sold many homes to this buyer
richard believes that they will come back in mid 5's..however said in order to achieve that they will need comps,
more info on size of boat that can fit on dock and info on intercoastal

another showing today to developer that went well and offer is expected

richard said that we need to do repairs immediately (next week) then should stage house (week after)

good advice to list at 6200 which leaves us negotiating room as i believe 5850 will probably be top number from
one of these buyers..

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel [REDACTED]
fax [REDACTED]
cel [REDACTED]

Begin forwarded message:

From: "Steinberg, Richard J" <[REDACTED]>

Subject: Re: Offer

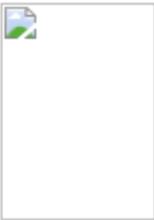
Date: January 29, 2016 at 4:25:57 PM EST

To: Stephen Alexander <[REDACTED]>

Cc: Richard & Lisa Kahn <[REDACTED]>, "[REDACTED]"
<[REDACTED]>, "Warwick, Kerry" <[REDACTED]>, "Paul Prospero"
<[REDACTED]>

So here are my thoughts - let's get a second opinion as to the repairs and decide which one and get that going
within the next week or so - once that is completed stage the house with the people I recommended for \$20,000

Douglas Elliman
[REDACTED]



RICHARD J STEINBERG

LICENSED ASSOCIATE REAL ESTATE BROKER

DOUGLAS ELLIMAN REAL ESTATE

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On Jan 29, 2016, at 4:23 PM, Stephen Alexander <drsra@att.net> wrote:

And the staging? That we could do soon if everyone agrees. If the staging helps sell the house sooner it pays for itself (at \$5,000/month) and if it brings a better price that is a bonus. Now that we know the contemplated price was going to be around \$5.2 I vote we hire the staging people Richard & Kerry recommend.

As for the repair, I think Richard Kahn said he knows a contractor. Richard, can you make the arrangement to have a bid? I can meet him there if needed.

Stephen R. Alexander, Psy.D.
Clinical & Forensic Psychology
1825 Forest Hill Blvd., Suite 204
West Palm Beach, Florida 33406
██████████

On Friday, January 29, 2016 3:55 PM, "Steinberg, Richard J" <██████████> wrote:

I agree that we should get a second estimate and do the work within the next week or two - look guys at the end of the day I can get you offers all the time in the low fives and frankly you haven't had any offers before this with the other broker - I couldn't be happier with the way things are progressing - we will get there and we will get it sold

Richard Steinberg



RICHARD J STEINBERG

LICENSED ASSOCIATE REAL ESTATE BROKER

DOUGLAS ELLIMAN REAL ESTATE

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On Jan 29, 2016, at 3:36 PM, Stephen Alexander <drsra@att.net> wrote:

I agree with you, Richard. Now, we need to decide on the stucco repair & staging. I think we should do both immediately. My question is should we get a 2nd quote of the repair? I know George Jones does good work and is honest, but someone else might be cheaper.

Stephen R. Alexander, Psy.D.
Clinical & Forensic Psychology
1825 Forest Hill Blvd., Suite 204
West Palm Beach, Florida 33406
[REDACTED]

On Friday, January 29, 2016 2:35 PM, "Steinberg, Richard J" <[REDACTED]> wrote:

So we have just gotten off the phone with the broker representing the buyer who is preparing an offer - it was going to be 5.2 million and I advised them to not even get the offer signed - it was much too low and that at that number we would not even be able to counter - I also told him we appreciate the offer and if he could get his buyer to have an opening offer in the mid fives I might be able to get a counter - otherwise thank you and good luck - I find in the beginning playing hardball works in everyone's best interest and saves a lot of back and forth energy

Richard Steinberg

RICHARD J STEINBERG
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<d3dd35.png>