

From: Richard Kahn <[REDACTED]>

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

Subject: Fwd: staging proposal from PB designer

Date: Fri, 29 Jan 2016 14:07:55 +0000

Attachments: STAGING_CONTRACT_1-28-16.docx

Inline-Images: 8c671c.png; c788e5.png

please advise if you think we should pay 20,000 for staging of house
thank you

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

Begin forwarded message:

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

Subject: Fwd: staging proposal from PB designer

Date: January 29, 2016 at 9:03:23 AM EST

To: Richard & Lisa Kahn <[REDACTED]>, "[REDACTED]"
<[REDACTED]>, Stephen Alexander <[REDACTED]>

I don't know if I forwarded this to you guys but I think it's something we need to consider - I think for the \$20,000 I can get them to extend it another 30 days and have four months which is obviously 5000 a month to stage the house - I think it will bring us a much higher price - right now we're getting tremendous activity and it is moving along nicely but no offers - we keep thinking we're going to get an offer from the broker in Boca but nothing has materialized yet - your thoughts would be appreciated

Richard Steinberg



RICHARD J STEINBERG
LICENSED ASSOCIATE REAL ESTATE BROKER
DOUGLAS ELLIMAN REAL ESTATE
DIRECT: [REDACTED]

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575 MADISON AVENUE, NEW YORK, NY 10022

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Begin forwarded message:

From: "Warwick, Kerry" <██████████>
Date: January 28, 2016 at 4:12:59 PM EST
To: "Steinberg, Richard J" <██████████>
Subject: staging proposal from PB designer

Hi Richard-

I attached a staging proposal from a top PB designer (Marylee Harper). She has worked with many Palm Beach clients including Jimmy Buffett; Meade Johnson etc...

I have photos of some of her properties that she designed, furnished and staged on the island that I will send you on separate email.

She's basically proposing to have the major rooms (and covered entry and back patio) furnished with her designer furnishings; fine art; curtains; etc...she would like to paint the kitchen as well. Part of her expense will include a thorough cleaning of the entire house.

She would have completed by Feb 14th. She's proposing \$20,000.

After having a dozen showings; open house; etc... I firmly believe this will not only sell the house quickly but increase the actual sales price significantly.

Most people that have seen and liked the property would keep the house and make changes...mostly with a good architect and designer that understands this regency with the original details and finishes from Clarence Mack.

Again, you can meet her this weekend if you like and I will send you photos of her work. She's really good.

Thanks so much.

Kerry

KERRY WARWICK

REALTOR ASSOCIATE

DOUGLAS ELLIMAN REAL ESTATE

OFFICE ██████████

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