

**From:** "jeffrey E." <jeevacation@gmail.com>  
**To:** Richard Kahn <[REDACTED]>  
**Subject:** Re: closed land comps - 350 El Brillo  
**Date:** Wed, 28 Dec 2016 20:15:00 +0000

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when you speak with island environmental asked them also to fog for mosquitos and ask exactly what product they use to do it

On Wed, Dec 28, 2016 at 1:54 PM, Richard Kahn <[REDACTED]> wrote:

6mm offer was not countered  
kerry suggests that we forward comps which they will be required to send to representative along with a 6.5mm offer (note we also offered 6.5mm back in sep 2016)  
please advise  
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:** "Warwick, Kerry" <[REDACTED]>  
**Subject:** closed land comps - 350 El Brillo  
**Date:** December 28, 2016 at 1:38:46 PM EST  
**To:** Richard Kahn <[REDACTED]>

Hi Richard.

I attached the latest closed land comps on oversized, premier, Palm Beach streets. The closed price per s.f. ranged from \$175 - \$315. (closed price / lot size)

The agent for the seller on 350 El Brillo told me that the seller's rep will not counter \$6mm. Hopefully, when she's educated on the closed land comps and value, a higher bid (maybe \$6.5) will be accepted or countered.

350 El Brillo lot size is 24,500. At \$6.5mm the price per s.f. is apx. \$265, which is within the range of closed land comps.

Thanks again.

Kerry



**KERRY WARWICK**  
REALTOR ASSOCIATE  
DOUGLAS ELLIMAN REAL ESTATE  
OFFICE: [REDACTED]  
MOBILE: [REDACTED]  
FAX: [REDACTED]

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