

THE REAL DEAL

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NEW YORK REAL ESTATE NEWS

Residential Deals



Midtown West – 310 West 56th Street 700,000

Two-bedroom, 1-bath, 900 sf co-op unit in a 1964 elevator building with full-time doorman; apartment has chef's kitchen and southern exposures; building has garden, laundry room, private storage; maintenance \$1,560 per month; asking price \$734,000; 14 weeks on the market. **(Brokers:** Barak Dunayer, Barak Realty, Brett Malvin, Condo Domain)

The sellers [had] lived in this apartment for five years and raised one child there, but when the second child was born, the space became too small and they relocated to the suburbs. The biggest challenge with selling this apartment was the [recessed] lighting throughout the living room, which added great light to the space but dropped the ceiling in a way that made it a bit claustrophobic. Every single buyer walking through the space admired the renovated kitchen and bathroom, oohed and aahed about the open city views, but complained about the ceilings, which were 'just too darn low.' We finally got a couple who had the vision to look beyond the ceiling height. After multiple inspections by their contractor, coupled with a late-night visit to the neighbor's apartment downstairs (who had the original ceilings intact), an offer was made, negotiated and accepted. After the contract was signed, it was smooth sailing." --Barak Dunayer, Barak Realty



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