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**From:** Richard Kahn <[REDACTED]>  
**Sent:** Monday, February 8, 2016 4:01 PM  
**To:** jeffrey E.  
**Subject:** Fwd: 124 parc

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

Richard Kahn  
HBRK Associates Inc.  
575 Lexington =venue 4th Floor  
New York, NY 10022  
[REDACTED]

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 =ad eight people at the open house. We had a lot of rain so there was =ater downstairs. Many felt it was a great house but needed =o much work for them

I did have one buyer =hat loved the house and wants me to get additional information on the =xact property lines / Survey. He felt that if you could trim the =eighboring ficus trees, it would let in more light. I'm not sure who =wns the trees?

Sent from my =Phone

KERRY =ARWICK  
REALTOR ASSOCIATE  
DOUGLAS ELLIMAN REAL ESTATE

OFFICE: [REDACTED]  
MOBILE [REDACTED]  
FAX [REDACTED]  
[REDACTED]

340 ROYAL POINCIANA WAY SUITE #18, PALM BEACH, FL 33480

SOCIAL: ASKELLIMAN / FACEBOOK / TWITTER / GOOGLE+ / YOUTUBE / PINTEREST / LINKEDIN

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

any updates from yesterday?  
thank you

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

Begin forwarded message:

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

Subject: /b>Re: 124 arc

Date: /b>February 6, 2016 at 2:14:49 PM EST

To: /b>Richard Kahn <[REDACTED]>

Cc: "Warwick, Kerry" <[REDACTED]>

Yes need to stage asap

Richard Steinberg

RICHARD J STEINBERG  
LICENSED ASSOCIATE REAL ESTATE BROKER  
DOUGLAS ELLIMAN REAL ESTATE

575 MADISON AVENUE, NEW YORK, NY 10022

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On Feb 6, 2016, at 7:45 AM, Warwick, Kerry <Kerry.Warwick@elliman.com> 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>

KERRY WARWICK  
REALTOR ASSOCIATE  
DOUGLAS ELLIMAN REAL ESTATE

340 ROYAL POINCIANA WAY SUITE 318, PALM BEACH, FL 33480  
SOCIAL: ASKELLIMAN <<http://ask.elliman.com/>> / FACEBOOK= / TWITTER <<http://twitter.com/DouglasElliman>> /  
GOOGLE+ / YOUTUBE / PINTEREST / LINKEDIN

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From: Richard AHN [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?  
Please advise  
Thank you

Rich

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