

# THE REAL DEAL

NEW YORK CITY REAL ESTATE NEWS

**June 2013**

## Residential deals

*June 01, 2013*  
*By Evan Bleier*

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### **Soho**

**\$3.22 million**

#### **464 Broome Street, Apt. 5W**

Two-bedroom, two-bath, 2,200-square-foot co-op unit in a prewar elevator building; apartment has direct elevator access, skylight and claw-foot tub; building has full-time super, roof deck; one week on the market. (Brokers: Henry Hershkowitz and Heather McDonough, Douglas Elliman; Robert Dankner, Prime Manhattan Residential)

"I met the buyer at an open house of mine — another property in Soho — that he liked, but it was not 'the one.' He had been looking on his own for about a year and was skeptical that I could help, but asked me to prove my value. We looked at about 30 apartments over the course of eight months. This building has two retail leases that generate income for the building, so there are no maintenance costs and the unit actually receives an annual dividend of \$20,000. [My client] liked that, as well as the location. And [the unit] is on the top floor and there are two massive skylights in the living room that bring in more light and air. There was enormous competition for the apartment and it was clearly priced under-market. [To determine what to bid] we had to assess what the fair market value was, which was as much as \$750,000 more [than the asking price.]"

Robert Dankner, Prime Manhattan