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RECAPS

## *Selling New York* Episode 12: The Unwieldy Upgraders

*Every Thursday night, HGTV's **Selling New York** rides along with boutique brokerages **CORE**, **Gumley Haft Kleier** and **Warburg** as they try to sell fabulous properties fabulously. Here, our recap of how the NYC real estate industry is portrayed to the world, penned by **Molly Reisner**.*



**Upgrade.** The word conjures up wide leather seats and less-icky blankets for some, and replacing off-brand dental floss with Glide for me. And for last night's *Selling New York* players, it means waving hello to the walls of their Big Apple dream apartments. Of course, million-dollar upgrades usually don't come stress-free no matter how much soothsaying a broker babbles to their buyers.

In Story #1, a **fashion magazine maven** calls upon a broker friend to help sell her current Kips Bay pad and find her a more modern (and twice as expensive) abode. And then in Story #2, an **anxious attorney** looks to lift herself out of a long-time rental and land the perfect apartment with a mortgage she can stomach.

Come watch as these ladies get easily queasy and squirm over emptying their coffers over pricey offers! Not to be missed moments include: The outing of Mama Michele's preferred cream cheese brand, a rare sighting of a subdued Richard Steinberg, and the smallest ratio of chips to guacamole ever. Hold on to your barf bags, cuz this recap is full of turbulence!

## CRISIS #2: JITTERY RENTER NEEDS HER HAND HELD TO TAKE THE PLUNGE!

Oh hallowed day! Have you ever wondered what **Mama Michele Kleier's kitchen** looks like? It's filled with one adorable little boy looking semi-fearful at a tub of every Jewish Grandma's favorite whipped cream cheese: Temp-tee!



The next generation of Kleiers is crazy kute! Daughter Sabrina bops into the kitchen to ask permission to borrow her mom's bangle so she can wear it to a meeting with her client, hospitality lawyer [Carolyn Richmond](#). Sabrina dishes on Carolyn's conundrum - she loves an apartment they saw together at massive post-war condo conversion [Manhattan House](#) at 200 East 66th Street, but since it was only the first place Carolyn checked out, she thinks she can do better. The nerve to want to comparison shop!

But Sab was right...after running around town looking at less lustrous layouts, Carolyn still has her heart set on Manhattan House and is returning to visit it again with Sab in tow. Is it the [expensively staged interiors](#) that did the trick? This is what makes Carolyn want to move on from **20 years of renting**:



Carolyn can see herself settling down for the next decade in this airy 1,078-square-foot 1BR/1BA unit. The corner exposure definitely has the corner on Carolyn's heart, but coming from a renter's state of mind, she's finding it hard to swallow the **\$1.315 million** price tag. Yeesh, some pricey one-bedrooms this episode, huh? That's like going from an '06 Camry to a Luxury Mini Cooper in one fell swoop. Enticing but a leap. Carolyn **lowballs a bid at \$1.15 million** which Sab says ain't gonna cut it but she'll try...

...and the **offer is rejected**. Next, Sab swings Carolyn west to another property inside **Hudson Hill** at 462 West 58th Street in Hell's Kitchen, pardon us, "Midtown West." We've been tracking this condo building's **pricing strategy** for quite some time. A snoop inside this view-deficient **2 bed/2 bath** abode:

At 1,196 sq. ft., it's slightly bigger than Manhattan House but Sab surely knows Carolyn isn't into picking up the **\$1.39 million** fee. It's more moolah than her #1 pick, so why even bother? Used to East River views, Carolyn is not impressed with the **dead-on stare into the hospital windows** across the street. Cuz seeing someone get their catheter removed is way down on her wish list.

Sab is able to snag the busy Carolyn for an impromptu lunch at Meatpacking District Mexican hotspot Dos Caminos. For the love of guacomole, get some chips on that plate!



There, Sab breaks the news that Carolyn's beloved Manhattan House apartment has left the market but - ACT NOW BECAUSE THIS OFFER WON'T LAST! - there's a **similar unit available to purchase**. Sab tries to allay Carolyn's financial fears by telling her that an extra \$50 or 100k in the long run won't add up to very much a month if this is a long-term investment. Plus, an apartment this good at this price might not be available a couple years from now, just sayin'. Still skittish about breaking the bank, Carolyn wants to meet her money manager before she bids. And the next time she returns to The Manhattan House? "**I'm bringing champagne!**" I like her attitude.

Finally, the gals meet up at Chelsea Market for Carolyn's big, unsurprising announcement - she's **decided to bid!** With 12 weeks left on her lease, Carolyn "can't think anymore about it." I hear you girl. The update blurb at the end reveals that Carolyn in fact put in an offer and hopes to be a proud NYC homeowner any second. Shall I bring the Asti Spumanti?