

October 8, 2010 By Jason Sheftell

YOUR HOME



An outdoor space at Livmor at W.115th St.

THE CLOSER: Flips and splits of New York's real-estate community

*One raging success story out of Harlem is the **Livmor**. Opening sales in January, the building at 301 W. 115th St. is over 75% sold, which is pretty good considering the ups and downs of the uptown real estate market. We'd say it's up now. So would **Prudential Douglas Elliman** broker **Dawn Tsien**, whose team handled the sales and marketing.

"The general vibe of the building is friendly, and it feels good when you step inside," says Tsien, who has been in the business for 25 years. "The floorplans work, the finishes are soft and welcoming. We have a huge outdoor terrace. Young families love the children's play-

room. There's parking. These just make very livable homes."

On 115th St. and Frederick Douglas Boulevard, the building is in the midst of a neighborhood resurgence. In the past six months, the area has seen more bars and restaurants to go with older staples such as the stylish Ethiopian restaurant Zuma.

Livmor's earthy color scheme and welcoming lobby designed by **Cathy Hobbs** have helped buyers say yes to living here. An 826-square-foot one-bedroom is on the market for \$575,000 with taxes costing no more than \$27 per month. Go to livmor.com for information.

