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ASK A BROKER: VP & MANAGING DIRECTOR AT DJK

PHYLLIS PEZENIK

BY GINA PACE
NEW YORK DAILY NEWS

Phyllis Pezenik has more than three decades of experience as a real estate broker in New York, both as a residential and a commercial broker. She talks to Voyeur about her favorite New York neighborhoods.

What's your next hottest nabe in NYC? Midtown West, up to about 57th St. This is partially due to the Hudson Yards development, as well as the extension of the 7 train.

Craziest showing story or on-the-job story? While showing an apartment, my client and I walked in on the tenant stark naked. We were mortified, but he was pretty calm about it, as if it were commonplace.

What's the biggest mistake buyers make when looking for a home? Believing that their broker is actually working exclusively for them in the deal. While the broker should see the buyer as their customer and have their best interest

at heart, both agents are working for the seller, as that is their primary fiduciary responsibility.

What was your first big sell?
An \$8 million mansion at 18 E. 68th St.

What did you buy yourself after?
I treated my family to dinner at Le Cirque.

Neighborhood in NYC you could NOT live without? The upper East Side. Aside from it always be-

ing my home, I love that it offers something for everyone – great shopping, first-class restaurants, all the museums, the parks. In terms of real estate, it offers some of the best deals you will find anywhere in the city, as well as some of the priciest and most exquisite homes in Manhattan.

If you could be a building in NYC, which would it be? The Dakota. The history of the building, its uniqueness, the interior ... it all has a certain mystique.



299 W. 12th St. is a DJK listing available for \$1.295 million.

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