

Ask a broker: Levan Real Estate President Patricia Levan

Before Patricia Levan started her boutique real estate firm, she was an attorney practicing civil litigation. She talks to *Voyeur* about how men and women are different when it comes to real estate.

What's the biggest mistake buyers make when looking for a home?

A big mistake buyers sometimes make is that they can't see the diamond in the rough. There are some apartments that are a few adjustments away from being a great place to live, but the buyers can't visualize it, or do not want to take the time and small cost to make it happen. For example, opening up a closed kitchen can often make a huge difference between an average apartment, and a fabulous entertaining space.

Who is the person dead or alive you most admire?

I admire writers the most. One writer I especially admire is Carol Gilligan. In her book "In a Different Voice," she talks about how boys and girls play differently. They have different rules and different priorities, which later in life influence the choices men and women make. In the real estate context, women are more concerned with relationships and how the space supports that. Men are more concerned with the practical aspects such as the cost of repairs or renovations.



201 W. 72nd St., on the market for \$2.895 million (DONALD SCHIRALDO)

Neighborhood you could live without?

The Financial District because I rarely go there, either for work or play. I think that the Freedom Tower will add much-needed vibrancy to the district.

Neighborhood you could NOT live without?

The West Village. I use to live on Waverly and Sixth Ave., and fell in love with the neighborhood restaurants, bars and shopping. Even though I have since moved, I always seem to be headed in that direction.

In which era in NYC history would you want to be selling or living?

The Roaring Twenties. I'm enchanted by this prosperous and optimistic postwar era, where there were social revolutions everywhere, particularly with fashion. I love the hats and the low-waisted dresses that allowed women to kick up their heels while dancing to the Charleston. I would have also flourished professionally during the real estate boon during the early '20s.

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By Gina Pace