

checking basic information in The Standard Abstract. After that, he heads to a tax map that tells him what type of properties surrounds the given property.

"I now have some facts, but I still don't know the building's condition," Houlihan said. "So I then go to the building to take some pictures of the outside, and try to determine what's going on inside.

"After that, I'll try to check with some townhouse brokers I know that work the area to see what type of activity has been happening." □

## Real Estate News Roundup

- **Meringoff Properties** announced Ford's Inc. will open a nightclub in its 12-story Chelsea office building at 30 West 21st Street, the same premises that had housed Danceteria. Ford's leased 8,500 SF of ground level and below ground space. Jeffrey Bernstein of Newmark & Company was the broker.

- **Julien J. Studley Inc.** assistant VP Allan Cleary brokered the move of Data Centrum Communications (medical publishers) to 6,000 SF of offices at 110 Greene Street in a \$1.2 million transaction. Data Centrum had been located in 1,500 SF at 57th Street and Seventh Avenue.

- **Pergolis-Swartz** arranged mortgages totaling \$10.6 million for the following properties: 351-353 East 78th Street, \$7.5 million permanent mortgage for new 19-story apartment building. . . 1743 First Avenue, \$1.6 million permanent mortgage for 10-story, Upper East Side apartment building. . . and at 655 Second Avenue, a \$1.5 million permanent mortgage for this 22-unit apartment house in Kip's Bay.

- Partners **Harry Macklowe Real Estate, Swig Weiler & Dinner Development, and Bruce Berger Realty** acquired more than 2.5 million SF of office space from Benjamin and Herman Miller in a transaction valued at more than \$230 million. The 14 properties include 111 and 115 Broadway, 15 Park Row, 270 Madison Avenue, 1370 Broadway, 21 East 40th Street, 290 and 292 Madison Avenue. The new owners plan to renovate and upgrade the buildings.

- **Gronich & Company** negotiated leases for Wavefront Technologies, 1,900 SF at 757 Third Avenue, and Marilyn Simon, Esq., 1,400 SF at 200 Park Avenue South.

- **Williamson, Picket, Gross** arranged leases for two new public relations firms — The Block Group, 4,250 SF at 141 Fifth Avenue, and Lee Laino Associates, 3,488 SF at 1180 Avenue of the Americas.

- The finance division of **Houlihan-Parnes** (Scarsdale) arranged a \$1.1 million first mortgage on 138-140 West 10th Street — two five-story, walk-up apartment buildings with 40 units and two stores. The 10-year loan was placed with a New York savings bank.

- **THE PEOPLE SCENE: Pearce, Urstadt, Mayer & Greer** appointed William Lustig a VP in its finance and sales department, with primary responsibility for placement of mortgage financing for investment properties. He is a former leasing

and finance broker for New York-based Wilcox Real Estate . . . **Salomon Brothers** promoted director Sheppard Davis to manager of its newly-formed Real Estate Capital Markets Group (RECMG). VP William T. Clay II succeeds Davis as product sales manager for real estate. RECMG gathers and disseminates information for Salomon's sales, trading, and financing departments. . . **London & Leeds** appointed Raymond Kunz CEO of its new shopping center corporation. A former Morgan Stanley Realty VP, he is responsible for a comprehensive shopping center investment program.

- With the Financial Institutions — **Bank Leumi Trust Company** closed its office at 1660 Second Avenue. . . **Banco Nacional De Panama** wants to relocate its agency from 900 Third Avenue to 630 Rockefeller Plaza. . . **Svenska Handelsbanken** (London) filed for permission to relocate its branch at 825 Third Avenue to 599 Lexington Avenue.

- **Fukui Bank** (Fukui, Japan) filed for the green light to open a representative office at 45 Broadway. . . **UMB Bank & Trust Company** obtained approval to relocate its principal office from 630 Fifth Avenue to 10 Rockefeller Plaza. . . **Chemical Bank** will relocate its branch office at 377 Madison Avenue to 18 East 48th Street.

- The finance division of **Houlihan-Parnes** (Scarsdale) arranged a \$1.5 million first mortgage on 472-476 Columbus Avenue. The structure located at the corner of Columbus Avenue and 83rd Street, is a four-story walk-up with 36 apartments and seven stores. The 10-year loan was placed with a New York savings bank.

- **Charisma**, a chain of large-size women's boutiques, leased 3,000 SF of ground floor retail at 1251 Third Avenue, 72nd Street, for its New York flagship store. The \$3 million lease was arranged by Doris Alexander and Arnold Lederman of **Garrick-Aug**.

- **Banco de Chile** purchased a 10,000 SF commercial structure at 124 East 55th Street from Vernay and Jussel for \$5.5 million in an all cash transaction. Vernay and Jussel purchased the property 38 years ago to house its antiques operation. In 1978, they moved to Madison Avenue and, in recent years, have leased the building to Banco de Chile for use as its only United States branch. Paul Massey and Robert Knaka of **Coldwell Banker** represented both parties. □

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