Summary

- A homeowner is seeking a professional renovation company to complete a bathroom renovation in their apartment.

- The company offers a design and construction process that includes design, permits, and finishes, with a focus on efficiency and cost-effectiveness.

- The company provides a quote for the bathroom renovation, including the cost of design, construction, and permits, with a potential additional fee for permits.

- The company offers discounts and connections with contractors and architects to provide a more personalized and affordable experience.

- The homeowner is interested in the company's experience and reputation, and they are confident that they will be able to find a suitable renovation company for their needs.

Transcript

[Speaker 1]

Hi, how are you?

[Speaker 2]

Good. How are you? Thank you for coming.

[Speaker 1]

Sure for having me,

[Speaker 2]

I was super happy to see. I found you guys on Instagram. Oh,

[Speaker 1]

Really?

[Speaker 2]

Yes. And I did a little research and everything and I saw some of the other stuff and how did

[Speaker 1]

You like write, you wrote like renovation and came up or Or just popped up as you sponsored.

[Speaker 2]

No, I follow a lot of home

[Speaker 1]

Things and I saw

[Speaker 2]

Yours and I'm like, oh, what is this? I started looking into it. I'm like, oh yeah, because I've been looking for

[Speaker 3]

A long time.

[Speaker 2]

Um, to get someone who's qualified and has all the licenses and insurance insurance and all that,

[Speaker 1]

And you weren't having success.

[Speaker 2]

Now, because part of the problem was nobody spoke English and they didn't have all the necessary.

[Speaker 1]

Things that you need to get into an apartment? Yeah. So

[Speaker 2]

I'm like, well, this is

[Speaker 1]

Our thing, we do Apartments all day long.

[Speaker 2]

Okay?

[Speaker 1]

We actually, we've been here. I don't remember. They had this roof always last time.

[Speaker 2]

No, they're renovating. Yeah, it's been there.

[Speaker 1]

Why

[Speaker 2]

Did you do another unit? No,

[Speaker 1]

We we gave a proposal to 319 actually. 319. So, I think it's like He bought it like six months ago.

[Speaker 2]

Oh, okay, yeah, 319. Okay.

[Speaker 1]

And what

[Speaker 2]

He just

[Speaker 1]

It didn't end up working out. I don't know. I think I'm not sure why but uh,

[Speaker 2]

Um, probably I don't think it had to do with him. I think it had to do with some stuff that's going on in the building,

[Speaker 1]

Maybe

[Speaker 2]

With like the roof and there's gonna be an assessment coming up.

[Speaker 1]

Oh, big assessment.

[Speaker 2]

Um, yeah, probably, I don't know. I mean, we haven't really had many assessments here at all. We've only had

Roof and everything. We're going to get an assessment at some point.

[Speaker 1]

I actually love this building here,

[Speaker 2]

I lived in this building for 14 years.

[Speaker 1]

Wow, I

[Speaker 2]

Rented in two different apartments across the way and they kept selling them. So after two three I have to move, so I'm like, okay yeah. So then, I ended up buying this one and I've been trying to do little updates and stuff like that. But you know, I had my daughter here too, but now she went off to college and so I'm just here by myself. So it's time.

[Speaker 1]

Yeah.

[Speaker 2]

And we've been

Certain things, but I'm sorry. They don't know what they're doing and if I can't communicate with them, it's really hard. Of course. You know,

[Speaker 1]

Communication is a key.

[Speaker 2]

Yes, yes. And so when you guys when I saw I think the description was that you have a team that comes in and they help you. I mean, that's exactly what I need. Because I'm like Cool is how to put it all together and I get stressed out and then I figure out how I want to do it. Yeah. So it's

[Speaker 1]

Kind of like, it's like a, A to Z. Yeah. For we do everything from beginning to end. You have dedicated team to your design or product manager. So, and there are your points of contact for everything and they speak English and Spanish. Yeah. Okay.

[Speaker 2]

Um, but you guys are out of Manhattan or that's the,

[Speaker 1]

We have an office in Manhattan. We have an office here and we have, I mean yeah, we have a few locations.

We're actually doing. One not so far from here uh 6103 Aqua.

[Speaker 2]

Uh yeah I did see that. My friend lives over there. Yeah. So we're

[Speaker 1]

Doing one there.

[Speaker 3]

We're doing at

[Speaker 1]

The at the blue green diamond, okay? Uh yeah I mean we've done, I don't know more than How long do you guys spend in Miami in Miami. We've been for almost four years,

[Speaker 3]

Something like that. All right, I'm surprised. What about you guys? But I'm glad I did now.

[Speaker 1]

Everything. You know

[Speaker 2]

Everything

[Speaker 1]

Is happening that it's time. Exactly.

[Speaker 3]

Um

[Speaker 2]

Okay, so here's okay. Let's start with the bathroom. Yeah. Okay, I have two bathrooms.

[Speaker 3]

That totally a total

[Speaker 1]

Renovation,

[Speaker 2]

Like new band. I mean, the toilet's new. So I'll keep that. But, you know, once they dig out the floors and stuff, they're gonna have to move anyway. Yeah. This is the shower. I that tub, I hate so I don't know if I should just put a stand-up shower or replace it with a nicer tub.

[Speaker 1]

It's a matter of preference. The other bathroom has a tub or a shower.

[Speaker 2]

A shower. Well, where do you see it? Um, it it totally depends though on you. I mean,

[Speaker 3]

For for resale, sometimes people say it always means to have like a tub. Right? But I mean I'd like

[Speaker 2]

To have at least one tub so then I would say

[Speaker 3]

Keep then replace it with a new tub, okay? And take out

[Speaker 2]

All these tiles.

[Speaker 3]

I'm going to replace these

[Speaker 2]

Replace a, maybe a larger vanity

[Speaker 3]

And maybe take,

[Speaker 2]

Uh,

Thinking. Okay, um, so if you could come up with something like that would be perfect new fan, and I think the ceiling will have to be replaced. Because you see the stains here.

[Speaker 3]

Yeah.

[Speaker 1]

Yeah.

[Speaker 3]

Unfortunately, the guy upstairs.

[Speaker 2]

A lot of damage. So anyway,

[Speaker 1]

The

[Speaker 2]

Water damaged people that came here the insurance company They didn't give me my. So I ended up paying a lot myself. The guy upstairs didn't have insurance, so

Long painting. I don't know. It was just a mess. So so that's one bathroom. We'll go up to the other bathroom.

Well, I've been cleaning out everything because when you do the renovations, I want to have the least stuff here.

Replacement lights, repl.

A new vanity, new flooring in the shower. I'm I I'm not sure what to do with it. I would like to have more storage in here like

[Speaker 3]

So you could even do probably like a built-in Niche. We had to see like what okay once we would demo, see what is kind of existing and

[Speaker 2]

Make sure there's like

[Speaker 3]

No pipes or structure, but we can always like integrate it into like either the walls. Okay. That would be great. Because, oh,

[Speaker 2]

And I would need to move. Once they take all this out, I would like to move this over there

[Speaker 3]

And the light switch.

[Speaker 1]

If that's possible, okay?

[Speaker 3]

Um,

[Speaker 1]

This one, right? Do

[Speaker 3]

You also want to keep them the day or what do you think? Um,

[Speaker 2]

It depends where the shell is going to go. I would get a new one now. I don't

[Speaker 3]

Think I really

[Speaker 2]

Need it though because I said this toilet. You can add something to it. Let's see. You put out a

[Speaker 3]

Seat, okay? And those things integrate the days, if you want, how do they work? Or you can also you can either do a seat, which integrates similarious warmer today, or whatever, or you can do like a, like a little. It's like a hand

[Speaker 2]

Towel thing. Yeah. Somewhere there, right? Yeah, okay. Yeah.

[Speaker 3]

So yeah, it depends on which one you end up going with but the seat is like a little bit more. I feel like luxurious but how it works is. It's like the water and all the way it has integrated into that. Um so that's just like a preference thing, okay? Something to keep in mind because then you could see the little space and use for storage. Okay. That's a good idea. Okay,

[Speaker 2]

So and then I could have space here too. Yeah. And maybe move the toilet this way and not put shelving here or something something.

[Speaker 1]

Keep it where

[Speaker 3]

They are where they are, but if you wanted to like eliminate one bag.

[Speaker 2]

Yeah, okay. All right, that's fine. So this is the shower. The fan doesn't even work. So the shower here is like the tiles. Look, crappy, they're falling apart. Um, I don't really think I need two shower heads, but if it's easier to do the rental that way, then I guess I would just keep it this way and I don't know. I mean,

[Speaker 1]

Removing is easier than Installing, so if you want to remove one, like maybe just do the center one.

[Speaker 2]

Because I was thinking maybe the shelving could go this way.

[Speaker 3]

Okay? And do like a smaller.

[Speaker 1]

Yeah.

[Speaker 2]

Like a little small.

[Speaker 3]

So you're gonna

[Speaker 1]

Do like there is a shelves in society there. I think what you want is. To change the position. So you can use it from that direction instead from inside.

[Speaker 3]

Yeah, yeah.

[Speaker 2]

That's what

[Speaker 3]

I was thinking. So,

[Speaker 1]

Maybe even there is also a niche over there. Yeah,

[Speaker 2]

I guess maybe just a big shower on one or other side and then maybe take away some of the

[Speaker 3]

Space from the shower and do. Yeah, just do

[Speaker 2]

A nice bar shower.

[Speaker 3]

Yeah,

[Speaker 2]

Some nice. You know, whatever. Okay. But

[Speaker 3]

You're like, open to basically eliminating.

[Speaker 2]

Yeah. So whatever design you could come up with. If you could come up with a few, I don't know. You want to deposit or whatever. I don't know how that all works. You just let me know and

[Speaker 3]

Then we

[Speaker 2]

Can choose something and then take it from there, I guess, right? Yeah, yes.

[Speaker 1]

Yeah, the way it usually works is, we will send you a proposal for the entire job and go over it together and make sure you're aligned, you're not missing anything. And then, um, once you sign up with us and you put the

[Speaker 4]

Deposit, then the entire design process starts and

[Speaker 2]

Will that include? The design and all that. Yeah.

[Speaker 1]

Yeah.

[Speaker 3]

So everything is like, in the design is like an in-house complementary service.

[Speaker 1]

Yeah.

[Speaker 3]

Okay.

[Speaker 1]

Design. If there is a paperwork inside the building, like if you have some kind of a condo board that needs,

[Speaker 2]

Okay they make me do an arc mod so we do. We do it. We do it. We do

[Speaker 1]

Everything. You don't need to do anything. It's doing something with the city we are doing. Okay, good. I don't want to deal with anything. No

[Speaker 2]

No, no. Okay, so the only thing that's not included

[Speaker 3]

Um, is what we give you a proposal for is our services and then like rough materials, labor installation but then for the to submit to the city you'll need permit drawings. Yeah, and

[Speaker 1]

That's done by

[Speaker 3]

An architect, okay? So we would refer you to one that we you know, feel really confident in and recommend, okay? And then they'll send you a proposal and you'll pay them directly but we'll do all of the quarters

[Speaker 2]

And roughly. How much is that? Like

[Speaker 1]

This is it who have more stuff?

[Speaker 2]

Do you guys build kitchen islands? Yeah,

[Speaker 1]

Yeah. Okay,

[Speaker 2]

I'll show you when we go downstairs,

[Speaker 1]

But roughly for the job like this around six five, six days. Six

[Speaker 2]

Hours just for the architect. Yeah, because

[Speaker 5]

It's because it's architectural plans. It's an iconic called, electrical plumbing. It

[Speaker 1]

Involves like a full set of drawings amazing on something performance views. So, the

[Speaker 2]

6000 covers all of that, all of that.

[Speaker 1]

Yeah. And then and then

[Speaker 2]

The Renault is separate.

Whatever you tell me and then you add on another 6. 000 for an architecture. Yeah. And

[Speaker 3]

Then another important thing to mention is

[Speaker 1]

All of the finishes.

[Speaker 3]

So like tile bright fixtures, and all that okay, is is separate. So like, because obviously, it depends on what we select and the design and everything, but all like work with your budget and specify accordingly. So, I'm not gonna

[Speaker 1]

But again here. Also, we are doing the warp. Meaning, we're gonna buy, we're gonna order, okay?

[Speaker 2]

Yeah, bring me stuff, I tell you what, I like, if you pick from someone that we have a discount,

[Speaker 1]

Okay, okay. Shipments getting it everything. Yeah,

[Speaker 3]

We do. We

[Speaker 1]

Only need to choose colors. Yeah. Okay.

[Speaker 3]

But you

[Speaker 2]

Won't

[Speaker 3]

Have to like I like I'll present them to you how it works. Is like we would with us after you sign up a photo then we'll have a kickoff call where you'll meet our project mint and everything. We do a lot of it virtually as well, so it's pretty easy. Um, but you'll meet our your dedicated project manager. I'll be on the call as well as Process and gives you an opportunity to kind of like ask any questions and we have also like a design questionnaire which is very user friendly also and it gives it's very interactive and lets you kind of express what stylistically kind of aligned you know to your right taste

[Speaker 2]

Your taste and then

[Speaker 3]

Um any kind of specific needs and then we go from there and really get into like all the design but um the idea is really to like alleviate the process.

Really like I want any stuff. It's really a thin ball that you want to be you know and you

[Speaker 2]

Know what I mean. So and on a project with two bathrooms like this what's like say after you get the permits and all that, like what's like from let's say,

[Speaker 1]

Beginning of construction to it? Yeah. Like,

[Speaker 2]

Before they start.

[Speaker 1]

Oh, so for three months, the construction period.

[Speaker 3]

So, once you have the permits,

[Speaker 2]

Like, I would say,

[Speaker 3]

Realistically to get the permit, so get the drawing, the architect's drawings, and everything like that. Submit to the city, you're realistically? What we find is like, you're looking at, you know, like one to two months before the actual demo before

[Speaker 1]

The demo.

[Speaker 2]

Okay. Yeah. And then, yeah.

[Speaker 3]

And in that ice cream will be doing the design, so it's not like right? Okay, we're just, we're waiting for these drawings to be approved and then working on the design like no buy the ideas by the time that you're that

Is ready and we'll

[Speaker 2]

Come in

[Speaker 1]

Especially and correct me if I'm wrong. I believe you're gonna stay in the apartment. I don't know,

[Speaker 2]

I can go next door, they have Apartments. I mean

[Speaker 1]

Because our goal is to get into the apartment

[Speaker 2]

Right.

[Speaker 1]

100 ready to start and finish. Yeah, so not to get delays or supplies in the middle. No, I mean,

[Speaker 2]

I'm not gonna take anything out of here other than

[Speaker 1]

Okay, so we need to you want, we need it to be fast. Yeah. So

[Speaker 2]

During Sure, sure I can

[Speaker 1]

But we we really, it's two bathrooms. It's a big apartment if you don't want. You don't need to. I mean, we'll everything's gonna be closed off and secures up. You won't, you know, well, that's why I haven't like

[Speaker 2]

Putting like new furniture and all kinds of stuff on hold because I don't want to have anything. Yeah.

[Speaker 1]

But uh

[Speaker 3]

So yeah. And then once we have the permit like he was saying, it's not because it would be like coming to three jokes. All right,

[Speaker 2]

Might. Okay, so now we get now, you know about the bathrooms and stuff,

[Speaker 1]

The

[Speaker 2]

Floors. I know that's a big thing,

[Speaker 1]

It's a big problem. Yes. And I

[Speaker 2]

Know I need permits for that,

[Speaker 1]

But is there any

[Speaker 2]

Way?

Refurbished sign shine. Rob refried them because they are not

[Speaker 3]

Explored. So they're not bad. You have fruit flies. Yeah. We're not like, so if they were like, natural spell, like, for example, there's like, yeah, this is traveler teams. You put polish, resale them, whatever that piece, you can't clean and

[Speaker 2]

Regrout them. I

[Speaker 3]

Mean, you could

[Speaker 1]

Regrowout, and we can always figure it out. But

[Speaker 3]

The, the thing is with this, I, you can buy The color because these are colors.

[Speaker 1]

Yeah, so

[Speaker 3]

They're already like sealed. It's not something that you can like just make them shine.

[Speaker 1]

Yeah, there's like it's gonna be temporary. Yeah. But if you like these what you could do and

[Speaker 3]

You want to make them feel a little bit like

[Speaker 2]

Right

[Speaker 3]

Fresher, I would say, regrout them as a, like an option, but you

[Speaker 2]

Guys see that? Yeah.

We bought

[Speaker 3]

Next door. They got it.

Oh, it's a good

[Speaker 1]

Job. It also.

[Speaker 2]

Yeah, we

[Speaker 5]

Have a lot of furniture, so cool.

[Speaker 1]

Finish this area and then move it back to that area and like bottom of mobilization as well.

[Speaker 2]

What I really liked was that floor that looks like wood but it's like it looks like a herringbone.

[Speaker 1]

Yeah. Yeah, it's

[Speaker 3]

Nice.

[Speaker 2]

What maybe you could give me a call with that included or on the side or something? Maybe I'll do that down the road.

[Speaker 1]

Yeah, I can. I can let you know how much approximately it will cost.

[Speaker 2]

Sure. And I might as well tell you everything I want to do so

[Speaker 3]

Please um for sure. Hold

[Speaker 2]

Off on a few other things for a while, but I wanted to put it all there and make this like a bedroom,

[Speaker 1]

Okay? Okay. Like some

[Speaker 2]

But you have to have like a window or something. There I guess it's a fire code. Yeah, something there, put a wall there, maybe put a wall here and then a door. No.

[Speaker 5]

So, technically, I think I'm pretty sure that if on the plan, we don't call it a bedroom and we call it an office. So

[Speaker 4]

It doesn't need to have a window.

[Speaker 2]

Oh,

[Speaker 4]

Maybe right? Yeah,

[Speaker 1]

Yeah. So it doesn't need to have a window. You say, it's like

[Speaker 4]

A study. Yeah. Because a

[Speaker 1]

Legal bedroom needs to have a closet and a window.

[Speaker 3]

Oh, so if you

[Speaker 1]

Call it a den

[Speaker 4]

Study for the wallet, you don't need to put away.

[Speaker 2]

Okay, so the city has the plans and they see this as a den. You can say it's we're going to make it into a bedroom. No.

[Speaker 1]

So we we submit to the city

[Speaker 5]

As as an office or a dead and then okay they say okay it's not a bedroom, it doesn't need to have It doesn't even have a closet, I don't even have.

[Speaker 2]

They got it. All right.

[Speaker 1]

So you would like to remove this railing and put a

[Speaker 2]

Yeah, and then maybe

[Speaker 1]

But you know, she can put some kind of a window just to bring a little bit like a clear

[Speaker 3]

Story

[Speaker 1]

Like a clear like, you know, something clear up. Not even, you know, not even 100 transparent. Even something that.

[Speaker 3]

Yeah,

[Speaker 2]

Top to bottom which looked really nice too

[Speaker 1]

That, that glass that we spoke about in the other project. We're doing another project, uh,

[Speaker 4]

Smart glass, smart glass. So like you have a button and it becomes frosted and

[Speaker 1]

Your body becomes clear,

[Speaker 2]

Okay? Because that could be an option too.

[Speaker 1]

Yeah, it's just not cheap, it's not cheap. Yeah. But

[Speaker 3]

Personally I would say it would be

[Speaker 1]

It's invented for this space. Yeah. It's that kind of glass.

[Speaker 3]

Something like that because it would be a shame to kind of get rid of this natural, but it's nice

[Speaker 2]

And bright if

[Speaker 1]

You don't mind. Yeah, yeah. If you don't mind spending a little bit extra, that would be the ideal idea. Amazing, you have a button and you can.

[Speaker 3]

Yeah, well,

[Speaker 2]

You thought about, okay, let's move into a house but then a house sure we have more freedom or this and that but if we buy a house here and we pay a million or so for it, which you can't really get a good house for that much anymore. Yeah you're gonna have to pay.

Well, why don't we just invest the money and put it into here and by the way,

[Speaker 1]

A lot of people are doing it. It's a beautiful apartment and I really like the building. By the way, I never saw a building like that

[Speaker 2]

And about this building very much, they don't realize the value of it. So They don't realize like you can't find an apartment like this, with this much square footage. Just like a small house. Yeah.

[Speaker 3]

And the ceiling Heights like just as a designer. My recommendation is, like, just based off what you're saying as well, if you plan to do this, like, I would wait even until like, like I could spend the money and do like that smart glass solution here because or even do like, half wall and smart, glass, and glass or something, but just because like, it has such nice.

Keep this house and you want to like make it. Yeah. Okay. And it'll start looking smaller as well. I know. I

[Speaker 2]

Don't want that. I want it to look bigger because it's all open and everything. Yeah. And here, I thought we could have like a keep a little ledge so I can hang some plants off. It kind of like earthy. Yeah, whatever. Um, Yeah, so we're ready to like start doing stuff. I have a thing, a shade that I just pulled down or somebody comes here. They

[Speaker 1]

And then they get high.

[Speaker 2]

And I'll probably just keep the floors. I don't want to dig stuff up.

[Speaker 1]

Would be a big project. So yeah if

[Speaker 2]

You

[Speaker 1]

Find yourself, okay, I'm going on a vacation and then you tell us, you know, I want to do the first while I'm away that we can do. And The important

[Speaker 2]

Thing is that we get our bathrooms done because they're like falling apart

[Speaker 1]

100. I mean some of the tiles

[Speaker 2]

In other apartments, here, follow them. Oh, by the way, And we have a group chat in the building. There's a whole bunch of people that want their bathrooms. As a matter of fact, this morning, there were three people on the group chat.

[Speaker 1]

Does

[Speaker 2]

Anybody know anybody who who does bathroom remodels? I'm like, well I have somebody coming today

[Speaker 4]

So

[Speaker 2]

They're like, yeah, let us know. So I'm like okay.

[Speaker 1]

The end of the day, the goal is to make this entire process fun and you know it's

[Speaker 2]

But then it takes life to work. Yeah. Once they get their room to fit. So yeah. Sure. Once they get the um, The roof fixed, they're planning on some reservations. Well, obviously small but a landscape being put also

The area where the office is

[Speaker 4]

By the swimming pool. They have to do something

[Speaker 2]

But that should be.

[Speaker 3]

And we can do, we did some. We've done a lot of this, even if it doesn't need to be fixed. Um, okay, we added chicken. Although

[Speaker 1]

I really like this. You know, you like this. Yeah. It's very nice and let's have whis and

[Speaker 2]

Yeah no I

[Speaker 1]

Know you have room for another seat at least

[Speaker 2]

Because there's very yeah, yeah, yeah.

And other things but it's all right.

[Speaker 1]

This is also very nice.

[Speaker 2]

Yeah. So My neighbor has one that's like 92 but I think that's too long, so probably. I don't know. Okay, I mean like this,

[Speaker 1]

I would I would, I was like, handed somewhere.

[Speaker 6]

Okay.

[Speaker 1]

Stop, he wants to go out.

[Speaker 2]

Yeah. So I could at least fit more or okay. Okay. And have a nice island that I can

[Speaker 1]

Do, whatever

[Speaker 2]

Something like that.

[Speaker 1]

This is like, not really it's not reading a lot of space. And I

[Speaker 2]

Need like storage. Yeah.

[Speaker 1]

I

[Speaker 2]

Saw something that I can send you later. I'm going to pull it up.

[Speaker 1]

I was bringing maybe even more here. Yeah.

[Speaker 2]

No

[Speaker 1]

Long long a little bit more like that that falling storage up to like here. And then

[Speaker 2]

You can

[Speaker 1]

Do it here open shed or or something or maybe just for the sitting but you know here now Don't have the niche for the food, right? So maybe the niche for the food, something like that,

[Speaker 2]

Because even this is backwards. Okay.

[Speaker 1]

So Island.

[Speaker 2]

Yeah. So a nice kitchen island. Like I've seen those waterfall ones? Yeah. Like, is

[Speaker 1]

That

[Speaker 2]

What you were thinking?

[Speaker 1]

Yeah. That that uh, that's whatever. That the countertop goes all the way down. But

[Speaker 7]

Oh, I sweet. I'll show you where I saw yesterday, and

[Speaker 2]

Such a baby. This one. I also have

[Speaker 1]

One

[Speaker 2]

A Maltese. No.

[Speaker 1]

I have a actually a tikka poodle.

[Speaker 2]

She's like,

[Speaker 1]

Three and a half now.

[Speaker 2]

Oh, that's little. Okay. See I saw And I love the floors, but Don't think I'll be able to do the floors, but

You see how nice that is?

[Speaker 1]

I mean I don't

[Speaker 2]

Need one that big because that's a lot of seating, but look at how nice it is. I like that design there with the

[Speaker 1]

Chairs and I

[Speaker 2]

Like the thickness of the marbles and then I like the color scheme because my floors are kind of that color anyway. I thought it would look nice. Yeah,

[Speaker 1]

Very nice. Very nice. And I mean if you want you can do three seats and maybe a niche to put things or wine, you know? Some people do like wine. Oh yeah.

[Speaker 4]

Yeah.

[Speaker 2]

That would be a whole nother ball game. Yeah,

[Speaker 1]

Yeah, no, no, don't

[Speaker 2]

Do

[Speaker 1]

It.

[Speaker 2]

I could put one here Like put shelves in a wine thing here. Yeah

[Speaker 1]

Right I could do that

[Speaker 2]

Because I have

[Speaker 3]

Electric here and I've seen people in those

[Speaker 2]

Other units and they put something here like a shelf. That you can open or just shelves you can put stuff on like there and then in the bottom is their wine.

[Speaker 1]

Nice at all would be a long fridge and then

[Speaker 3]

Yeah,

[Speaker 1]

Exactly. So exactly. So that's

[Speaker 2]

What I had in mind here. We're on the same page. All right,

[Speaker 1]

All right.

[Speaker 2]

You got

[Speaker 1]

It.

[Speaker 2]

That's awesome.

[Speaker 1]

So should I move that? Yeah, let's check out the pool.

[Speaker 2]

Oh yeah, and everything. I'm gonna show you the buildings so you can get an idea phenomenal.

When they're done with the roof in that, they have to redo all of this, the floors here,

[Speaker 1]

What they want to paint it, what do they want to do?

[Speaker 2]

The last person who did it, it kills and everything he had a bad job but they don't want to do anything now because of the rental roof.

[Speaker 1]

Yeah, it makes sense.

[Speaker 2]

But yeah, you see how they go. They jump up everything.

[Speaker 1]

Um, This is the unit that uh, I I gave

[Speaker 2]

In 19. Yeah. Oh, that's the unit. Yeah,

[Speaker 1]

The way and I see this.

Okay, we're gonna go this way.

They have to redo all this.

[Speaker 2]

They were messy dirty, they scraped the floors. Common areas and David is awful. Really

[Speaker 1]

The problem is that everyone is looking for the lowest price.

Oh wow.

It's huge. Wow.

[Speaker 2]

So you know eventually they want to change this, the tile.

[Speaker 1]

Whatever here. Yeah.

[Speaker 2]

That's the alpha that's going to need is great.

[Speaker 1]

What is this the office of the management? Yeah, it's such bad shape.

Hi, I'll

[Speaker 4]

Call you right back. Okay.

Yeah, this is the office here.

[Speaker 2]

Getting all the metal parts, the joints and stuff because when the developers built it, they didn't use what they were supposed to. Yeah. Um it wasn't the designer it was just the developers. They did a lot of shady stuff.

[Speaker 1]

Wow just to save some money. Yeah. So when was this lawsuit? So like 14 years after he built the building or even more?

[Speaker 2]

Oh I think they settled it. Maybe

[Speaker 1]

And this building was built how long ago. I was 14 years old. You see, you build a building 14 years ago and then they saw you after 11 years, give me the money. One more.

[Speaker 2]

It's in the process for quite a while.

[Speaker 1]

Oh really?

[Speaker 2]

I think we got it before Kobe.

[Speaker 1]

Wow.

Whatever you think saves you money in the short term will cost. You someday

[Speaker 2]

You're so familiar.

[Speaker 1]

No. I I mean

[Speaker 2]

Are you French?

[Speaker 1]

No, I'm not. No, I'm Israeli. Okay.

Yes, it was great.

But

[Speaker 2]

Remember,

[Speaker 1]

We're doing it for many, many years. Yeah.

[Speaker 2]

Um you you've lived in Miami, right? No,

[Speaker 1]

I live in New York, you

[Speaker 2]

Too.

[Speaker 1]

Yeah. And and he lives in my in Miami, all the team here are from Miami. We have an office here like you said for four years. Um we did a lot of work here around.

[Speaker 2]

I'm originally from upstate New York Buffalo. Oh

[Speaker 1]

Nice. But I

[Speaker 2]

Moved down here with my job baby. I've been here 24 years now.

[Speaker 1]

Yeah, and we we th Of the work of New York and the work ethic to here. That's why

[Speaker 2]

I was, that's why that's why they offered me a job down here just

[Speaker 8]

Because of it. So I worked in the hospitals, no,

[Speaker 1]

But, but you can be sure that there is a local team here for many years walking together. You can look at There is a lot of Instagram and in the website on whatever it is doing, right? I'm sure

[Speaker 2]

That you would

[Speaker 1]

Like her design, she's phenomenal, phenomenal, she didn't

[Speaker 2]

Bring him your card, though.

[Speaker 1]

I'll shoot you an email and I'll talk to you, the best interior design I ever met like, and I'm over 30 years in the business. So, um, yeah, she

[Speaker 2]

Seemed very knowledgeable, very, very

[Speaker 1]

Look at what she's doing. Very good and yeah.

[Speaker 2]

No, no.

[Speaker 1]

Because she's like part of the family, but, but we can send you some stuff like, yeah. All

[Speaker 2]

Right? Yes, please. And you

[Speaker 1]

Can also, they can take you to see previous jobs. If you want, if you want to get more confident. You know, touch And say that everything is real. Yeah. But everything is real and everything and stuff. I am you know that I get it the concern now, like people come and go and That's what we are trying to do, and if you want to go meet other you can, there is also a video online of it with two clients that were extremely happy here

[Speaker 2]

In. Uh, can you send it to me? Yeah,

[Speaker 1]

Maybe 341 Collins Avenue. We did a full extra fun. Oh it's called marbiach right next to

No, it's a little. It's right next to the family, Chateau. On Collins is one of our most. Okay,

[Speaker 2]

All right. So listen, I know you guys have to go for all the traffic but, um, Okay, so send me a quote on what you have already. Um, if I end up not doing the kitchen now, for sure, we'll do the bathrooms and I can do the kitchen down the road.

[Speaker 1]

Yeah, yeah. And let's say we can we also we were, we can include the kitchen now and then if you tell me, listen, I decide I don't want to do the kitchen, we'll cancel it. Yeah, you do it later in a year, in two, whatever you want. And

[Speaker 2]

Then so you're gonna send me a quote but that's just for the work. And the architect is separate. Yeah. So

[Speaker 1]

And material and rough material. Yeah. Like everything except the finishing and

[Speaker 2]

Like the vanity

[Speaker 1]

And you guys

[Speaker 2]

Have like, um, Contacts, where you can get stuff like, you know, like, yeah,

[Speaker 8]

And a contractor, right? Yeah.

[Speaker 1]

Yeah. And you, and, and in some place, we also have discounts, so you can get our discount, all right?

[Speaker 2]

Well, if you tell me where the discounts are, right,

[Speaker 1]

Yeah, yeah, sure. And also,

You will tell her like, okay, what kind of what you're looking

[Speaker 2]

To spend and sure work.

[Speaker 1]

All right. Okay.

[Speaker 2]

All right, that sounds good. So, you're gonna give me gonna give me the code for the work? No.

[Speaker 1]

Uh, not a rough that's been, um, that's the quote for the work gonna be.

[Speaker 2]

All right,

[Speaker 1]

We obligated today?

That's with The submittal of the permit for communicational facility. The design, the work and all right. Yeah, the only things and the one additional thing is, I'm going to be a lot, just the promise, whatever the city is going to be a few hundred dollars. All

[Speaker 2]

Right.

[Speaker 1]

Second, next one.

[Speaker 2]

Yeah, I've done permits when I had my house on Pine Tree. I took him myself. Actually, I did everything myself. So

[Speaker 1]

I'm familiar

[Speaker 2]

With that process. Um, all right, sounds good,

[Speaker 1]

Thank you very much. Thank you. Thank you. Thank you for the

[Speaker 2]

Okay, I thought he was coming. Okay,

[Speaker 1]

No nothing was sitting on the office.