



## Highland Fling

Autumn sale sets record for North Shore suburb

THE PRICIEST HOUSE SALE IN HIGHLAND PARK IN 2001 also set the record for the most expensive home ever sold in that North Shore suburb. Built in 1895, the brick mansion overlooking Lake Michigan was originally the home of Frederick L. Mandel, whose father founded Mandel Brothers, the department store chain formerly headquartered at 1 North State Street. Mandel lived in the house until at least 1911.

From 1969 to 1990, the five-bedroom, five-bath house was home to Nicholas Gouletas, a cofounder of the development firm American InvSCO. While living in the house, says Claire Cortesi—the Coldwell Banker agent who listed the house for the most recent seller, Barbara Laken—Gouletas added a three-bedroom coach house. According to the listing sheet, Laken, who bought the house in 1990, renovated the kitchen and bathrooms, added a new pool and a driveway, and installed new electrical, heating, and cooling systems. Laken sold the house last fall to Tim and Meg Callahan (they did not respond to requests for comment for this article). The \$5.3-million sale price was more than twice the amount paid for the second most expensive house sold in Highland Park in 2001.

### HIGHLAND PARK

List price: \$6 million  
Sale price: \$5.3 million

### LINCOLN PARK

List price: \$2.199 million Sale price: \$2.316 million

## Do the Continental

Builder and buyers collaborate on elegant Old World home

AFTER PAYING \$595,000 FOR THE HOUSE THAT STOOD ON THIS LINCOLN Park lot, the developer George Adamczyk tore it down, with plans to erect a "classic Chicago masonry home with some terra cotta trim." Around the same time, John and Graziela Kaufman, who with their three children had outgrown a nearby townhouse, envisioned themselves moving into a new home with a limestone façade that imparted an elegant, Old World feel.

When the Kaufmans bought this house, with construction already under way, from Adamczyk's firm, Chicago Capital Builders, it was too late to change the entire design. But, says John Kaufman, they found "a happy medium." The architects, Caprio Prisby of Hinsdale, stayed mostly with brick, but increased the limestone trim around the doors and windows.

Inside the 5,300-square-foot home, the Kaufmans made other key changes. "We were going to use our usual quartersawn oak on the floors, but they got us onto this beautiful clear maple," Adamczyk says. And in the basement, where Adamczyk had planned a family room, a home theatre, and a nanny's suite—all accessible by a single staircase—the Kaufmans came up with something far more interesting. The front of the basement is now a sumptuous library with mahogany woodwork, suede-covered walls, and a private staircase. Behind the library are a playroom, a nanny's room, and another stairway that connects with the family room above.

## Big John Rebounds

Hancock sales pick up following post-9/11 slump

In the wake of last September's terrorist attacks, condo sales slumped at the John Hancock Center. Between September and December 2001, only five



condos sold at the highly visible Michigan Avenue skyscraper, compared to 12 sales in those same months in 2000. While acknowledging the impact of September 11th, Allen Cain, the building's manager, cited additional factors—such as the recession—for the slowdown. Whatever the cause, things have picked up for Big John in 2002,

with five new sales recorded there in the first three weeks of January alone.