

The Seattle Times

# NewHomes

## SATURDAY

FIFTEEN TWENTY-ONE SECOND AVENUE | seattle

## Tours available this weekend of tower's remaining homes

**P**rospective homebuyers who are considering living in the city are invited to a model-home showcase and building tour today and Sunday from noon to 4 p.m. at Fifteen Twenty-One Second Avenue.

Usually open by appointment only, the hosted event is an opportunity for “the condo-curious to be inspired by the possibilities,” says Stephanie Hauge, a community sales associate with Realogics Sotheby's International Realty.

“As the local housing market improves, we understand a great number of folks are starting to think about making a move to the city,” Hauge says. “That’s why we encourage them to explore their options during our open houses and ask questions in a relaxed environment.”

Hauge says many of her clients need to sell their current homes before committing to buy a new one. “We’ve accepted several contingent purchase offers that have resulted in successful closings,” she says.

A contingent home sale allows a qualified buyer to secure a select condominium for purchase, which will close after the buyer’s conditions are removed in the coming weeks or months. Hauge says the practice is becoming more common because “the selection of preferred homes in the city is dwindling and buyers don’t want to miss out on their opportunity while pricing, interest rates and selection are aligned.”

At Fifteen Twenty-One Second Avenue, 85 percent of the 143 units have been sold. Several of the most popular floor plans are sold out and others have just a few homes remaining, Hauge says.

“Fifteen Twenty-One Second Avenue is a very attractive condominium from a bank perspective — there have been a lot



### View these homes

Open noon–4 p.m. today–Sunday or by appointment at 1521 Second Ave., Seattle

### Prices

From the low \$1 millions

### Information

206-443-1521 or [fifteentwentyone.com](http://fifteentwentyone.com)

of cash buyers and no distressed sales in the building,” says Jeff Bell, a mortgage banker at Cobalt Mortgage. “As such, we’ve had an extremely high success rate structuring favorable financing solutions.”

Fifteen Twenty-One Second Avenue is located between Pine and Pike streets near Pike Place Market. The 440-foot glass tower has won more than two dozen regional and national awards for development excellence. They include “West Coast’s Out-

standing High-Rise” in 2009 by the Pacific Coast Builder’s Conference; “Project of the Year” in 2009 by the Multifamily Executive Awards; “Multifamily High-Rise of the Year” in 2009 by the National Association of Industrial and Office Properties; and “Attached Community of the Year” for the region in 2010 by the National Association of Home Builders.

The community was the city’s first all-residential high-rise to earn the LEED (Leadership in Energy and Environmental Design) Silver certification.

“Such awards and acknowledgements speak to the design, quality and environmental sensitivity of this unique development,” says Tom Parsons, senior vice president at OPUS Northwest, the developer of Fifteen Twenty-One Second Avenue. “But our sales success speaks to consumer preference. Consider that since our delivery in early 2009, more homes valued above \$1 million have sold in Fifteen Twenty-One Second Avenue than all other residential towers in downtown Seattle combined.”