

The Seattle Times

# New Homes

## SATURDAY

FIFTEEN TWENTY-ONE SECOND AVENUE | seattle

## Event will feature tours of model homes with views

**F**ifteen Twenty-One Second Avenue in downtown Seattle will host an open house Nov. 5–6 from noon to 4 p.m. Prospective homebuyers can tour model homes, learn about building amenities and enjoy the tower's city and water views.

"Many open-house visitors are curious about what living in a high-rise condominium would be like compared with their current single-family home," says Julie Biniasz, a community sales associate at Realogics Sotheby's International Realty. "We provide our guests with a gracious, residential experience and not a sales experience."

Guests at the open house can learn about an opportunity to stay overnight in the "Experience Suite" at Fifteen Twenty-One Second Avenue. The fully furnished two-bedroom condo is available by invitation only to qualified homebuyers.

"It's an opportunity to test-drive the lifestyle," says Biniasz. "We're confident that our guests will have a positive experience at Fifteen Twenty-One Second Avenue, so before we sell them a home we invite them to sleep on it."

The furnished model homes at Fifteen Twenty-One Second Avenue feature floor-to-ceiling windows, 8-foot doors and broad hallways.

Biniasz says that when she leads tours of the model, she also



Homeowners Nancy Dorn (seated) and Carol Verga.

addresses the state of the in-city housing market.

"With fewer than two-dozen homes remaining, Fifteen Twenty-One Second Avenue has established a real-estate microclimate in downtown Seattle," says Biniasz. "Our values have held through the recession because we have a unique offering that's not available at other towers."

"Our location next to Pike Place Market is clearly a front-

row seat. We offer protected water views, thanks to prescriptive view easements owned by the building. And our building has a resident population that shares a similar investment (the average purchase price is \$1.8 million) so their expectations are aligned while the demographics are diverse. That's why we have such a vibrant community and a spirit of place unlike any other."

Carol Verga and Nancy Dorn recently relocated to Fifteen Twenty-One Second Avenue from a single-family home on Mercer Island so they could simplify their lives and retire one of their vehicles.

"We looked at downtown [Seattle] condominiums so we could walk or easily bus to our destinations," Verga says. "We also wanted to be close to the market."

Asa and Jim Rotsolk downsized from a home in Magnolia. They say they did not have to make any compromises — in fact, they say they have "upsized"

### View these homes

Open 11 a.m.–6 p.m. daily by appointment at 1521 Second Ave., Seattle

### Prices

From the low \$1 millions

### Information

206-443-1521 or  
fifteentwentyone.com

their lifestyle.

"There are no studios or one-bedroom units [at Fifteen Twenty-One Second Avenue], and therefore we have a more mature community than other places," says Jim Rotsolk. "We were drawn to the understated style and design concepts, including the common area on the 39th floor where everyone can take advantage of the incredible view."

Biniasz says homeowners are excited by the changes that are beginning to take shape around the nearby waterfront.