



HOUSE PLAN

# Hazelton features unusual aspects

One unusual feature of the Hazelton is a front facade that exists on several different planes: An eye-catching custom chimney fronts the two-story center section, flanked by a recessed porch on one side and a balcony on the other.

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LISTING OF THE WEEK

# 3 bedrooms, much more

This week's highlighted house in Gaillardia has many built-in amenities.

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# REAL ESTATE



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## HEARTLAND HOMES TAKES EXPERTISE DOWNTOWN



Developers of the Brownstones at Maywood Park brought in a subsidiary — single-family homebuilder Heartland Homes — to finish up the current phase of the development in downtown Oklahoma City. These townhomes are along NE 3 at Oklahoma Avenue. PHOTO BY JIM BECKEL, THE OKLAHOMAN

# Brownstone project gave builders a chance to expand their horizons

BY TIM FALL  
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After putting 35,000 miles a year on his car, living in Edmond's Oak Tree neighborhood, commuting to downtown Oklahoma City to work, Brent Beebe wanted to put car-related woes behind him.

That's why in April he and his wife, Linda, moved to the Brownstones at Maywood Park on NE 3. Now they walk, bike or hop on their Segways to get just about everywhere.

Problem solved? Not exactly.

"I got in the car to go to the grocery store, and my battery was dead from lack of use," Brent Beebe said.

The Beebes moved to Oklahoma City from Dallas in 2001, leaving a city known for creative, unusual infill residential redevelopment in its downtown area.

They had to wait a while before the aesthetic they found so attractive in Dallas began to catch on here.

In 2006, Garrett & Co., along with Triangle Development, broke ground on the first of several planned

phases of an urban residential-commercial complex surrounding Maywood Park.

After a recent realignment of the interests controlling the development, Garrett & Co. has retained its subsidiary Heartland Homes to complete construction of the Brownstones at Maywood Park — the distinctive townhomes lining NE 3 and straddling Oklahoma Avenue.

How unusual was a luxury townhome assignment for the noted builder of single-family residential units?

"We're working in this new, urban location and really liking that part of it," said Dave Osborn, Heartland's president. "But quality construction is what we do anyway, no matter where."

Dave Watson, Heartland's chief operating officer, pointed out that Heartland's experience with the latest building technologies, especially insulating concrete forms — ICFs — and geothermal heating and cooling, made it a natural fit for the

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Above: Dave Osborn, left, is president of Heartland Homes, and Dave Watson, is chief operating officer.

PHOTO BY JIM BECKEL, THE OKLAHOMAN



Left: Linda and Brent Beebe show the view from the fourth-floor roof terrace at their townhome at 109 NE 3 at the Brownstones at Maywood Park in downtown Oklahoma City.

PHOTO BY TIM FALL, FOR THE OKLAHOMAN

# Getting your dream home for less

Are you a would-be homebuyer seeking an exceptional deal on a property in a prime neighborhood?

If so, keeping an open mind to homes others have spurned could be a winning strategy for you, said Dorcas Helfant, a veteran real estate broker and a former president of the National Association of Realtors (www.real

tor.org). To illustrate, she tells about a management consultant who recently nabbed his dream house — a handsome Colonial — for \$34,000 less than its appraised value.

How did an open mind help the consultant realize his housing dream without breaking his budget? Because, unlike other buyers, he was willing to

venture a bid on a house that had languished unsold for 18 months.

Unlike other house hunters, the consultant didn't automatically spurn the Colonial just because it had lingered on the market so long. Nor did he pass it by because of its unattractive photo on the Internet. After checking out the property thoroughly, he offered a

bid below the owners' latest list price and the place was his.

Smart home shoppers don't summarily reject properties that have gone unsold for an extended period. Rather, they first investigate to determine whether a place does indeed have a serious defect, such as a problematic floor plan, that's hindered its sale. If not,



SMART MOVES

they consider the home on its own merits.

"In at least two-thirds of all cases, the reason homes remain unsold is because their owners

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INSIDE



ASK MI-LING

## INSPIRING DESIGN

A recent trip to New York City provided design inspiration on nearly every street corner.

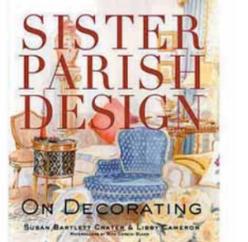
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IN BRIEF



## WEB CUTS TREE HASSLE

If combing a tree farm for the perfect Christmas evergreen isn't among your favorite holiday traditions, Green Valley Christmas Trees has an option. The California-based company is selling real trees online at www.GreenValleyChristmasTrees.com, and shipping them directly to homes by FedEx. The company says the trees are harvested and shipped the same day and typically arrive in three to five business days. Convenience comes at a cost, however. A 7-foot fir, for example, costs \$154.99; a white pine of the same size, \$189.99. Shipping is free.



## JACKIE O'S DESIGNER

The late Sister Parish was one of the most influential American interior designers, the woman who redecorated the White House for Jackie Kennedy and is credited with starting the craze for country decor in the mid-1960s. Now her granddaughter and her last protegee, Susan Bartlett Crater and Libby Cameron, are keeping her approach alive with "Sister Parish Design: On Decorating." The book is a series of discussions involving Crater, Cameron and some of today's top designers. "Sister Parish Design" is published by St. Martin's Press and sells for \$35 in hardcover.

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