



Above: Beveled (rounded) glass in an entryway window creates an artistic image of townhomes across the street as seen from a model unit at the Brownstones at Maywood Park.

PHOTO BY JIM BECKEL, THE OKLAHOMAN

Left: The kitchen in a model townhome at the Brownstones at Maywood Park.

PHOTO BY JIM BECKEL, THE OKLAHOMAN

Brownstone: 2 floor plans available

FROM PAGE 1F

homes, all of which use those technologies.

Heartland, charged specifically with finishing seven townhomes along the north side of NE 3, is making the feel distinctively "less contemporary, more mainstream Oklahoma," Osborn said.

Design highlights

Townhomes in the Brownstones at Maywood Park are built on three levels. The ground-floor's two-car garage opens to a foyer and adjacent bonus room with closets and bath that could serve as a media room or additional bedroom.

Groceries and packages can be dropped in the built-in elevator and sent upstairs to the second-floor kitchen or third-floor master suite.

Upstairs, a chef's galley-style kitchen is the center of a loft space that opens from north to south, with light cascading through



Stairs, seen through a railing, lead to the third floor of a model townhome at the Brownstones at Maywood Park.

PHOTO BY JIM BECKEL, THE OKLAHOMAN

the windows at both ends of the floor. Wide, chocolate-tone plank floors and thick, textured walls run from the dining room on one end to the living room at the other.

Another flight up leads to the master suite, a spacious room outfitted with a working fireplace and great views of the spire of the historic First National Bank building and downtown's skyline.

The master bath is large and luxurious, with a

room-sized walk-in closet to complete the owner's cloisters.

On the same floor a few steps down the hall is a smaller room that could serve as a study, office or even as a nursery.

An alternate floorplan allows for a 300-square foot roof terrace, opening off the master suite to the full splendor of downtown.

"That's what we love probably more than anything," Beebe said.

Between the views from his terrace, the quick commute to work, and sports and concerts all within walking distance, Beebe quickly has readjusted to being based downtown.

He said he and his wife combined will save up to five figures yearly in automobile expenses.

He bemoans his former commute.

"I spent my life driving," he said. "Now, our rule of thumb is: If it's north of 23rd street, we don't go."



Brent and Linda Beebe are in their living room at 109 NE 3 at the Brownstones at Maywood Park in downtown Oklahoma City.

PHOTO BY TIM FALL, FOR THE OKLAHOMAN

Smart: Photos may not help home

FROM PAGE 1F

originally asked too much. Then, months later — even after deep price cuts — they remain stigmatized," said Leo Berard, charter president of the National Association of Exclusive Buyer Agents (www.naeba.org).

He recommends that bargain-minded purchasers take a close look at shopworn properties.

Other tips

Here are a few other tips for people stalking a dream home at a bargain price:

> **Consider someone else's clutter your opportunity.**

Helfant estimated that at least 60 percent of the homebuying public can't envision how different a cluttered home would look if all the sellers' belongings were hauled away.

If you can't picture how a home you're considering would look without all the excess belongings, consid-

er asking someone with clearer vision to stop by the place. This could be an interior designer, a professional home stager or a friend whose opinion you trust.

"A crowded house can represent an excellent opportunity for you if you can see past all that junk. And remember, the sellers have to take their stuff with them when they move," Helfant said.

> **Don't rule out a house with a highly personalized decor.**

Real estate agents grow hoarse trying to persuade clients to repaint their walls in a light, neutral tone and replace odd-colored carpet with something neutral, as well.

"Of course, people are free to paint their entire interior in Pepto-Bismol pink. But they shouldn't expect buyers to want their house if they do something that eccentric," Helfant said.

However, the flam-



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DORCAS HELFANT,

A VETERAN REAL ESTATE BROKER AND A FORMER PRESIDENT OF THE NATIONAL ASSOCIATION OF REALTORS (WWW.REALTOR.ORG).

boyantly decorated house does afford people a chance to obtain a property for a very favorable price.

"People with the ability to see the potential in this type of a house can really find a diamond in the rough," Helfant said.

> **Don't judge a home solely on the basis of its photos.**

Some good-looking homes are simply not photogenic. Or possibly the photographers who

take their pictures don't know how to portray them well. Either way, you could be the winner if you're willing to visit a home that others won't tour because of unfavorable photos, Helfant said.

"A wonderful and well-priced surprise could await you when you open the door to a house that others have missed," she said.

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NEW LISTING - NICHOLS HILLS - 1701 W. WILSHIRE BLVD - Beautifully updated contemporary home! Large open rooms including huge family room overlooking the pool; formal living and dining rooms, large master w/fireplace & fabulous bath. Kitchen includes newly installed cabinets, granite counter tops & stainless appliances; plus 2 beds & 2 baths - 1 up & 1 down. **MUST SEE! \$1,200,000** Ann Fleisher

NEW LISTING - WATERFORD CONDOPENDINGATERFORD BLVD #70 - Completely renovated "H" unit. **\$375,000** Mark Murphy

NEW LISTING - 6206 WATERFORDPENDING - "E" condo in beautiful condition. **\$260,000** Barbara Kerrick

NEW LISTING - EDGEMERE PARKPENDING - Tolerously renovated & maintained! **\$249,900** TJ Jordan

NICHOLS HILLS - 7301 LANCET LANE - A family house - Georgian style of Raymond Carter design. Five living areas overlooking large pool, cabana and manicured garden plus play yard. Huge first floor master with his & her dressing room baths, 3 additional bedrooms plus an upstairs media/play room. **\$1,950,000** www.obeo.com/503767 Konrad Keeese

NICHOLS HILLS - 6925 AVONDALE COURT - Spectacular home! Located on quiet cul-de-sac. Large rooms with high ceilings. 2 living areas, formal dining plus library & 5 fireplaces, 2 beds + separate guest bed, 3 baths + 2 powder baths. Beautiful condition! **\$1,650,000** www.obeo.com/504731 Ann Fleisher

NICHOLS HILLS LANDMARK - 1511 DRURY LANE - The first Raymond Carter/Warren Ramsey collaboration 1939 French Normandy style home in Nichols Hills. Large corner lot, a lovely garden, pool and cabana. **\$1,595,000** Konrad Keeese

NICHOLS HILLS - 7210 WAVERLY AVENUE - Beautifully built with high ceilings and beautiful detail throughout. Private garden with fully tiled pool. **\$1,350,000** Ann Fleisher/Konrad Keeese

NICHOLS HILLS - 1609 QUEENSTOWN ROAD - Beautifully remodeled one story home. Large rooms throughout. Huge master suite plus 3 bedrooms & 4.1 bathrooms. Great kitchen/sitting area. A covered deck overlooks the pool and gardens with electronic mosquito repellent system for the total yard, generator. **\$999,975** www.obeo.com/461155 Ann Fleisher

OUTBOUNDS - 6415 OUTBOUNDS LA - Spectacular home! Gated community overlooking lake and golf course! **\$999,500** Konrad Keeese

NICHOLS HILLS - 7209 WAVERLY AVENUE - A contemporary. Large 1st floor master. **\$995,000** Konrad Keeese

NICHOLS HILLS AREA - PENUHURST - 2516 WARWICK DRIVE - Beautifully remodeled! 2 living areas, 3 beds & 3 baths. Rebuilt kitchen & baths with granite counters & appliances. Raised ceiling in family & master. Replaced H/A/C & installed a Rinnai hot water system. Landscaped by John Fluit. **\$625,000** www.obeo.com/533069 Ann Fleisher

NORTHWESTERN ESTATES - 14301 WILSON ROAD - Great family home, gated, 4 living areas inc game room, 2 dining, 4 beds inc 2 master suites, 1 up, 1 down, 4 1/2 baths, updated kitchen. Beautiful large pool, hot tub & tennis court on 1.9 acres mol. **\$585,000** Ann Fleisher

NICHOLS HILLS AREA - PENUHURST - 2541 WARWICK DRIVE - Great family home with large living areas and beautiful wood paneling. 3 living, 2 dining, huge master with his & her bath, plus 2 beds & 1 bath, large bonus room with CH&A not included in sq. ft. Drive thru garage with 2 sets of doors. Great area! **\$525,000** Ann Fleisher

NICHOLS HILLS AREA - 2621 ELMHURST AVENUE - Custom built - 4 bed, 2.1 baths, 2 living & 2 dining areas plus large garage apartment. **\$499,000** Rex Urice

NICHOLS HILLS - 6404 CENTENNIAL COURT - French style with high ceilings - one large living area with log fire - separate formal dining - 3 bedrooms plus garden room. His & Her baths. **\$475,000** www.luxury.com/okla Barbara Kerrick

HERITAGE HILLS AREA - 416 N PENDING - Lovely home throughout! Beautiful. **\$449,900** www.luxury.com/okla Barbara Kerrick

NICHOLS HILLS - 7311 WAVERLY AVENUE - Charming traditional home with formal living and formal dining rooms plus 2 large family rooms, 3 bedrooms, 2 1/2 baths. Beautiful wood & tile flooring. Large kitchen & breakfast area. **\$475,000** Ann Fleisher

WATERFORD CONDOMINIUMS - 620 SHERWOOD #84 - Fabulous "One-of-a-kind." **\$475,000** Ann Fleisher

NICHOLS HILLS LOT - 1422 SHERWOOD LANE - Large pie shaped lot on cul-de-sac. Great location! **\$435,000** Ann Fleisher

MESTA PARK - 918 NW 17TH STREET - 3 bedrooms, 2 baths **UPDATED!** **\$349,900** www.obeo.com/554335 TJ Jordan

HUGE REDUCTION - WATERFORD - 6208 WATERFORD #72 - Decorators Home! Beautifully appointed! Huge formal living with fireplace & formal dining. Owners added Granite counter tops & appliances in kitchen. Large master bed with wall of bookcases down & 2 beds, 2 baths up. **MUST SEE! \$345,000** Ann Fleisher

B NICHOLS HILLS AREA - 6116 SOLD - Private gated community! **\$314,500** Ann Fleisher

BRASSWOOD - 1316 NW 149TH PENDING - Great home in beautiful condition! **\$280,000** Ann Fleisher

NICHOLS HILLS AREA - "OUTBOUNDS" - LOT - One of the cities most beautiful gated communities. Approx 85' frontage. Last available building site. **\$275,000** Konrad Keeese

WATERFORD CONDOMINIUMS - 6208 L PENDING - Beautifully decorated, two master bedrooms. **\$275,000** Konrad Keeese

NICHOLS HILLS AREA - 1417 BRIGHTON - Quality throughout this outstanding home!! **\$249,900** Barbara Kerrick

NEW LISTING - 6413 GRANDVIEW PLACE - Pella windows & doors. **\$234,900** TJ Jordan

NORTHWEST - 2218 NW 17TH STREET - **SOLD** and Updated! **\$174,900** TJ Jordan

REDUCED - EDMOND - 16800 VALLEY CREST TRAIL - Large master suite plus 2 bedrooms, 2 bathrooms, large open living with fireplace, convenient location, MOVE-IN READY! **\$138,900** Barbara Kerrick

NORMANDIE CONDO - 6100 N BROOKLINE #24 - 2 bed, 2 bath, 2 living, 1 dining. **\$74,900** Mark Murphy