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New Homes for sale  
in the Seattle and  
Puget Sound Area

# NewHomes

## SATURDAY

### THE ENCLAVE | seattle

## Sales center opens this weekend for lakefront residences

**T**his weekend marks the debut of The Enclave, a private community set to adorn the shoreline of Seattle's Eastlake neighborhood.

Located at 2802–2812 Fairview Ave. E., The Enclave is the final development phase of the Wards Cove master plan, which recently reclaimed 1,000 linear feet of lakefront for a new marina, a class-A office building, 12 floating homesites and 21 attached lakeside residences. The prized real estate had belonged to the family that owns the Wards Cove Packing Company, which has based its operations on the working waterfront site since 1959.

"This is a never-before, never-again opportunity," says Nick Glant of NWG Real Estate, the listing agent for The Enclave. "With presales this weekend, we're on schedule to deliver the first nine residences by late 2011."

The preview center at The Enclave will be open from noon to 4 p.m. today and Sunday. Guests are invited to view floor plans, explore finish selections and



*The Enclave (shown at left in this rendering) is offering special wholesale pricing to early homebuyers.*

#### View these homes

Open noon–4 p.m. today and Sunday, or by appointment

#### Getting there

From downtown Seattle, take Fairview Avenue North toward Lake Union and follow the road east until it merges northbound onto Eastlake Avenue East. Turn west onto East Hamlin Street toward Lake Union and then north onto Fairview Avenue North.

#### Prices

From \$1.3 million for early presales

#### Information

206-342-0204 or [enclavelakeunion.com](http://enclavelakeunion.com)

enjoy the dockside views.

Homebuyers will enjoy knowing their purchase includes membership to the

Wards Cove Marina Club.

Amenities include private moorage for up to 100-foot vessels, a conference room

equipped for business meetings, a fitness center, a guest suite for overnight accommodations and beach access.

Architects at NBBJ and Atelierjones designed 21 three-level residences constructed of glass, Prodem, steel, concrete and engineered siding. Living spaces range from 2,500 to more than 3,000 square feet, and each home has private two-car parking, floor-to-ceiling windows and rooftop terraces with gas fireplaces and unobstructed views of Lake Union.

The two-bedroom, 2.5-bath floor plans boast a

formal dining room and living area, staircase, laundry room and separate den in some homes. The Enclave is professionally managed and designed with sustainable strategies to lower operational costs.

“Unlike condos in the city, residents have their own street address, maintain their residential identity and enjoy plenty of open space with room to breathe,” says Glant. “So while some condo tower penthouses offer quality, views and

rooftop terraces as well, they will never provide lakefront access despite their price tag, which can be more than twice that of The Enclave.

“Simply put, our homes are penthouses on the waterfront. They were thoughtfully designed as an alternative for those who desire the conveniences of condo living but prefer the structure of fee-simple land ownership and the lakeside lifestyle. That’s what makes this opportunity so unique — you can have it all.”

Homes start at \$1.3 million for priority presales. Glant says the developer is sharing construction cost savings with early homebuyers and is willing to sell the first few homes at little margin.

“We’re fortunate to have secured private equity for construction of The Enclave, so we’re not subject to the credit crunch being experienced with conventional construction loans these days,” says Michael Yukevich of Trinity Real

Estate, the developer of The Enclave. “And because we’re able to build at a time when many can’t, we’re able to build a higher-quality development for less — a benefit for developer and buyer alike.”

Presale contracts can be secured for a 5 percent deposit. Since occupancy won’t be available for 14–16 months, there is time for buyers to sell an existing property before closing on their new homes at The Enclave.