

Times Open House

Design for luxury comes first



F.A.A. building is on the western edge of Boeing Field.

Builder-designer: The Duffin Co.

Price: \$129,500

Square feet: 3,100 plus 700 unfinished

Exterior: Vertical-channeled cedar, heavy cedar-shake roof. Double garage attached to house by shed roof over breezeway. Lot size just under one acre.

ing installation of the camel-colored carpet, may not be in place for Open House visitors because of variations in the building schedule.

Angles fitted within rectangles make dramatic spaces in the living-dining areas that share the same sloping, hemlock-plank ceiling with exposed-beam structural system. A loft-bridge complex at the upper level is open to the living spaces. It also contains some of the clerestory lighting that adds daylight to interiors.

THE LIVING AREA is one step higher than the brick-floored entry and the oak-floored dining space. The oak flooring, stained and fin-

By **ROSELLA BROYLES**

Design is the phase of homebuilding that can lead a stepchild existence — often last and sometimes ignored totally.

The Duffin Co., which bills itself as "designers-builders" puts design up front, and that will be evident to viewers of today's Times Open House in Brentwood Lane in East Bellevue.

EQUALLY EVIDENT is the unfortunate truth that design costs money. You can't have hand-detailed oak stairways, lofty interior spaces and a monumental, free-standing brick fireplace without paying the freight. The buyer who can meet the F.O.B. requirements will find many points of interest in this pyramid-shaped house.

The way the house and its semi-detached garage cluster around a giant maple tree near the entry is appealing. A high, angular entrance off the breezeway will have a custom wood light fixture designed and built by Brett Duffin, brother of the builder, who has executed many of the artistic finishing details in the house.

Some of the final touches, includ-

ished in a light, natural color to blend with other wood finishes in the plan, extends into the kitchen and family room.

Handmade wallpapers and cedar paneling highlight feature walls in some spaces. An open-railed deck fills the right-angled exterior where the living and dining rooms, with their deep windows, are joined.

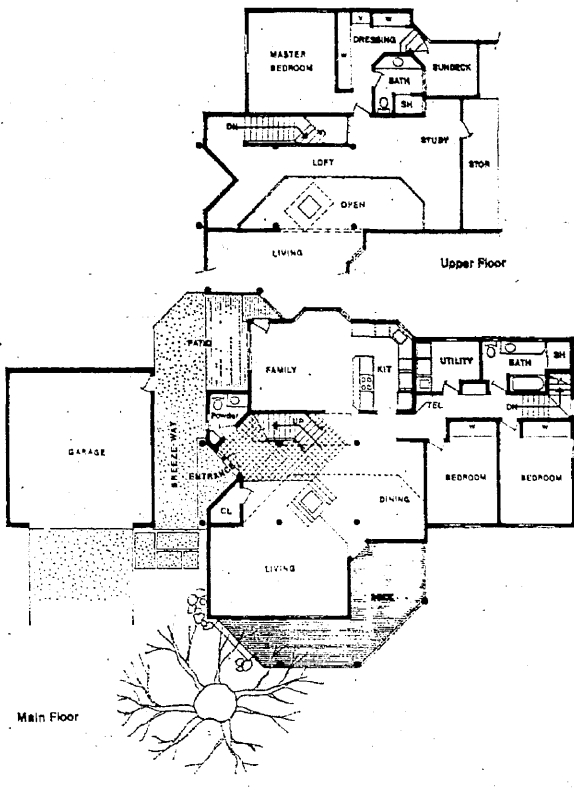
Two bedrooms and a bath, plus a spacious utility room, complete the lower floor. A guest powder room occupies a triangular corner behind the front door.

A part basement with roughed-in plumbing for another bath is uncompleted space where bedrooms or a hobby room could be built. The gas-fired furnace is in the downstairs area. Most of the enclosed space on the upper floor is devoted to the master bedroom suite. Closets line the L-shaped dressing area, with a vanity between, and the bath has a tile-lined shower with a window beneath the high ceiling. A seat under a greenhouse window in the

bath conceals a clothes chute to the laundry room below.

A rooftop sundeck with an epoxy floor guards sunbathers' privacy with high railings but doesn't conceal a view of Mount Rainier.

Another well-located outdoor space is the combined patio-deck off the main-floor family room which offers a protected spot for outdoor dining.



To get there
Drive east on Highway 520 in Bellevue and take the 124th Avenue Northeast exit. Turn left onto Northrup Way and continue east to the intersection of 140th Avenue Northeast and Northeast 20th Street. Drive north on 140th Avenue Northeast to the entrance of Brentwood Lane. Follow Times Open House signs. Hours are 11 a.m. until 6 p.m.

Domed stadium, F.A.A. building honored by precast-concrete industry

The King County domed stadium and the Federal Aviation Administration Building at Boeing Field International have received top awards in the commercial and institutional design-awards program sponsored by the Washington Precast Concrete Industry.

The stadium, already cited by the Consulting Engineers Council of Washington for its outstanding design, uses both precast and pretensioned concrete and has the largest concrete dome ever built.

"Austerity to the good!" is what judges said of the stadium. It was designed by a joint-venture team — Naramore, Skilling, Praeger — which included Naramore, Bain, Brady & Johanson, architect; Skilling, Helle, Christiansen & Robertson, structural engineer, and Praeger, Kavanaugh & Waterbury, New York consultant.

The F.A.A. building, cited as the institutional winner, features 30-foot-long precast, pretensioned sunshades which also help soften sound from the adjoining airfield. The judges said it is an excellent representation of the state of the art in designing structures with precast or prestressed concrete.

It was designed by Mel Streeter Paul Dermanis & Associates, architect, with Kelly, Pittelko, Frititz & Forssen, structural engineer.

Both buildings are owned by King County. Three other Seattle-area structures were among the seven en-

Real-estate career topic

Persons interested in entering the real-estate field are invited to attend an informational meeting sponsored by the Seattle-King County Board of Realtors at 7 p.m. Thursday at the Thunderbird Inn, Bellevue.

The program includes a 10-minute film and comments by a panel of working salespersons. Lee Hamre is moderator.

Hearings scheduled tomorrow on plats in unincorporated areas

Ten proposed plats in unincorporated areas of King County have been scheduled for public hearings beginning at 9 a.m. tomorrow in Room 402 of the County Courthouse.

Reports on each of the applications are available from the subdivision examiner's office tomorrow. All interested persons may participate in the proceedings.

In order of consideration, the plats are:

WALTER'S DIVISION: 5 lots on 3 acres on the south side of Southwest 150th Street east of 9th Avenue Southwest asked by a group headed by Thomas Felker. Lots would be on septic tanks, all other public services are available. Zoning is residential.

SIX-TEN NORTH: 9 lots on 2.2 acres on the west side of the South Fork of the Skykomish River, the south side of Index Creek and both sides of Northeast Index Creek. Road asked by Thomas Felky, Jr. Lots would be on septic tanks and wells and not in a fire district. Zoning is residential.

WOODLANE DIVISION 2: 35 lots on 8.5 acres on the north side of Northeast 120th Street west of 84th Avenue Northeast asked by Standard Pacific Northwest Corp. All public services are available. Zoning is residential.

MERIDIAN VALLEY EAST: 77 lots on 27 acres on the northeast corner of 144th Avenue Southeast and Southeast 256th Street asked by the Evergreen Cascade Corp. All public services are available. Zoning is residential.

The following hearing will not begin before 11 a.m.

JUANITA GLEN: 7 lots on 1.7 acres on the

north side of Northeast 120th Street east of Juanita Drive Northeast asked by the Choussie Corp. All public services are available. Zoning is residential.

The following three hearings will not begin until 1:30 p.m.

SAHARA HILLS: 23 lots on 8.2 acres on the northwest and southeast corners of Northeast 16th Street and 218th Avenue Northeast asked by Carl Harris. All public services are available. Zoning is residential.

BEAR CREEK RANCHETTES: 32 lots on 40 acres on the north side of the extension of Northeast 10th Street between Avondale and Bear Creek Roads Northeast asked by Blume Investment Co. Lots would be on septic tanks. Zoning is residential and potential residential.

MOLALA MANOR: 67 lots on 23.7 acres on the west side of the extension of 212th Avenue Northeast between Northeast 16th and 20th Streets asked by S.T.C. Industries. All public services are available. Zoning is residential.

The final hearing will not begin until after 3:30 p.m.

MUNRO NURSERY: Establishment of a nursery, requiring a zoning change from residential to community business, is asked for a 66,000-square-foot site on the southwest corner of Northeast 85th Street and 124th Avenue Northeast by Gerald Munro. The property would be on a septic tank. All other public services are provided.

New apartment complex opens

A 120-unit, \$1.5-million apartment complex, the Villa Capri, has opened at 22nd Street Northeast and Riverview Drive in Auburn.

Developer/contractor is the J.J. Harkey Co. Wendell Hedges & Associates, Bellevue, is managing the complex. Rents begin at \$160 a month.

One-, two- and three-bedroom units are offered with a swimming pool, recreation center and laundry and other features. The Capitol Savings & Loan Association arranged financing.

(Paid Advertisement)

Announcing a new \$30 lecture/workshop for 1976 by

George Hawkins

In Seattle in person: The popular teacher-author-consultant, who thousands the way to financial independence, will tell you:

How to make money in real estate starting from scratch in your spare time

George Hawkins started from scratch. He turned \$10 into exactly \$7,920.64 on his first real estate deal. Now he shares with others the same methods that made him financially independent at 36.

Hawkins began by researching ways to create a fortune, while teaching at the Universities of California and Washington. He found real estate to be the safest, easiest, and quickest way. Especially with limited time and resources.

How you can be financially independent

Neither a formal education nor a lot of money is required, says Hawkins. Anyone who has a car or a home can create a fortune in real estate today. What is required? Knowledge of basic, easy-to-use principles. And a desire to plan now on having an investment income that will free you from having to work.

Earning a living is working. Financial independence is having something working for you. Hawkins explains: "I've driven Greyhounds and bulldozers. That's work! Real estate made it possible to stop working — and to start living the good life."

Real Estate—Lecture/Workshop

During the one-day (6-hour) Lecture/Workshop, Hawkins will show you how to make more money. He'll explain what you can personally do about financial independence. Hawkins will teach the basic, easy-to-use principles you'll need to increase your wealth. In-depth, he'll be discussing:

- How to have enough money for the rest of your life — if you act now.
- How to buy and sell property for profit. Avoid the pitfalls.
- Predict your profits before committing your dollars. The seven critical tests any investment should pass.
- The three easiest ways to make money. Getting and staying on top.
- How to get started in real estate... upward to financial independence. Profit and management ideas: your home and other properties.
- How to find and use assets you never knew you had.
- How to build confidence. A famous success-psychology movie.
- How to negotiate your deals. The secrets to motivating people.
- Accounting made easy. Time-saving cash flow control.
- Tax benefits for every bracket. How to legally pay little or no tax.
- How to find and borrow money. Loans without risk. Obtaining advantageous financing on property that pays its own loan and also pays you.
- What's happening now? Current trends. New ideas ready to use.
- Much, much more... and he'll answer your questions.

The Lecture/Workshop will be at the Holiday Inn, 17338 Pacific Highway South (by Sea-Tac Airport) on Sunday, July 25, 1976 only. 12 noon to 6 p.m.

Save \$10. The Lecture/Workshop fee is \$30/person. If you enroll by mail post-marked by Tuesday, July 6, 1976, you may deduct \$10/person.

These savings will not be offered next week. Enrollment Sunday morning (10:45) at the door: \$30/person. Enrollment is limited. We highly recommend submitting the proper fee and your application at the earliest possible time. Applicants will be accepted by the home office Registrar on a first received, first served basis.

SAVE MONEY — MAIL TODAY

George Hawkins — Lecture/Workshop, c/o Ms. Jan Carr, Registrar

2424 Bank of California Center, Seattle, WA 98164 Phone: (206) 932-7711

Please reserve _____ place(s) at \$30/person for the Lecture/Workshop on Sunday, July 25, 1976 at the Sea-Tac Holiday Inn, 12 noon to 6 p.m.

Name(s) _____

Address (street) _____ (city) _____ (state) _____ (zip) _____

I have enclosed fee to George Hawkins for \$ _____

(Jan will confirm all reservations by mail or phone)

REAL ESTATE SUPER STARS

Tom Hopkins & Danielle Kennedy



Tom is a man, who is considered one of America's greatest real estate salespeople. Tom Hopkins began his real estate career at the age of 19, in the next 5 years he personally listed over 600 individual homes of which over 95% were sold. He also sold over 500 homes. The exciting thing is that in his first 6 months in real estate he only sold 1 home, like so many others he was failing. But through determination, training and the creation of new listing and selling concepts he rapidly became a sales giant. Tom has been sharing his "How To" ideas with thousands of real estate people for the past 4 years. His high intensity seminars called "Profile of a Champion" are proclaimed nation-wide as the most exciting educational and motivational programs available. Tom has trained literally thousands of real estate champions who have proven the techniques work. Brokers and salespeople today crave credibility in a sales trainer. Tom has been there, he knows problems and pressures you face daily, he doesn't teach theory, but rather the actual techniques and phraseology of all phases of professionally selling real estate.

In 1975, Danny sold almost \$5,000,000 in individual resale homes. She has already sold a volume in excess of \$3,000,000 in 1976. This is a fantastic record in itself, but when you couple it with the fact that she is only 31 years old, very happily married, and has five children ranging from 3 1/2 to 11, it is even more remarkable. How do you take care of a family this size, have a very happy marriage, and produce like that? Danny will share with you her secrets on time management, which I am sure you will agree, she must know a great deal about. She will cover the special problems that a woman faces in the real estate industry, and how she has conquered those problems. You will find her a wealth of knowledge, as well as a very charming and dedicated teacher.

- HOW TO GET YOUR FAMILY INVOLVED IN YOUR CAREER
- HOW TO MASTER REFLEX CLOSINGS
- HOW TO MASTER QUESTION CLOSINGS
- WHO IS A BETTER SALES PERSON—A WOMAN OR A MAN?
- HOW TO PROFESSIONALLY SHOW REAL ESTATE
- HOW TO BE MENTALLY PREPARED TO SELL
- HOW TO KEEP YOURSELF TURNED ON
- HOW TO AVOID SALES SLUMPS
- HOW TO PLAN AND ACHIEVE ANY GOAL
- HOW TO USE YOUR GREATEST CLOSING TOOL (YOUR VOICE)
- HOW TO PLAN YOUR TIME FOR TOP PRODUCTION
- HOW TO HANDLE REJECTION, AND DEAL WITH FEAR HEAD ON
- HOW TO BECOME AN INSTINCTIVE CLOSER

PLUS QUESTIONS FROM THE AUDIENCE AS TIME PERMITS
For the Greatest "How To" Learning Experience in the World of Real Estate Sales Training Today

JULY 20, 1976. 8:30 AM to 5:00 PM SEATTLE CENTER—SAN JUAN ROOM

Tuition Investment \$27.50 • Limited Seating Available
Tuition investment includes workbook on closing as well as handouts on goal achievement.
All tickets must be paid at the time of reservation.

Due to recording contract, there will be no recording devices permitted, call for more information.

Champions Unlimited, Seattle (206) 682-6072 or Phoenix (602) 248-9413
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S & L branch going up

Construction has begun on a 1-700-square-foot structure which will become the 10th branch office of Metropolitan Federal Savings & Loan.

The office, at 6428 California Ave. S.W. in West Seattle, is to open in September.

Design is by Thor T. Osbo, architect, with D.B. Stevens, Redmond, contractor for the \$100,000 project. W. Clay Freeman of the Grubb & Ellis Commercial Brokerage Co. negotiated the long-term lease from Samuel Philbrick.

Real-estate course offered by W.S.U.

A revision of the principles and practices real-estate course offered by the correspondence division of Washington State University has been completed by Dr. Irving Field, professor of business administration-real estate.

Dr. Field has written a 120-page study guide to augment the standard text. The class provides 45 hours of instruction for realty-license qualification when completed. Cost is \$76.50. Information and registration are available from the Office of Continuing Studies, Course by Correspondence, Van Doran Hall, Pullman 99163. Course number is BA-365X.

Correction:

Purchase of the former Seattle Feather Co. 2648 15th Ave. W., for conversion to storage units was a \$65,000 transaction rather than \$500,000, as reported in last week's Real Estate Section.

Arnold Green and Lawrence Barber purchased the property from Hilda Schmidt and Gerald Hannauer. Purchase and conversion is estimated to be a \$350,000 project.