

Special Advertising Feature
WESTCHESTER AND FAIRFIELD COUNTIES

Brisk Market Offers Opportunities In Westchester, Fairfield

A WIDE RANGE OF ACTIVITIES, VARIED LIFESTYLES AND EASY COMMUTE—WHAT'S NOT TO LIKE?

By Joseph Dobrian

A long-outdated narrative states that Fairfield County, Conn., and Westchester County, N.Y., are too far from the fun of New York. That story never was true, and today it's less accurate than ever. The commute into the city is generally faster and more efficient than it was a generation ago, and the local amenities and recreational options will keep you happy if you'd rather not venture far from home.

GOOD VALUE

Moreover, home buyers can find a surprisingly wide range of prices in these two counties, and good value. You can find a very nice home for well under \$1 million, or an amazing estate with acreage if you care to spend the money. You can create the lifestyle you want, whether you prefer a town, a suburban environment, or a remote, semi-rural experience.

"What I love best about Westchester is the blend of activities we have here," reports Irvington, N.Y.-based broker Jessica Murphy, of Julia B. Fee Sotheby's International Realty.

"We offer health and fitness, arts and leisure, dining and entertainment. Westchester is a hot market in general, now, and I do a lot of work in the river towns, especially. The Old Croton Aqueduct trail, which stretches up from the Bronx for about 22 miles, is a great attraction, as is Rockefeller State Park Preserve, where you can find stretches of hiking and equestrian trails where

"IT'S EASY TO BLEND OUTDOOR LIFE WITH COMMUTING AND DOING YOUR WORK."

you can go and not see anyone. We have skating rinks in the winter; there's the wonderful walkability of our villages and towns. You can go kayaking in the Hudson River; you can join a crew club; you can take a short walk to a restaurant or bar just like in the city, but in a more convivial atmosphere. It's easy to blend outdoor life with commuting and getting your work done."

Ms. Murphy notes the vibrant life mix in river towns such as Tarrytown, Hastings-on-Hudson, Ardsley, Irvington, and Port Chester, which offer a great



Waterfront communities offer a vibrant oasis for homeowners seeking private beaches, docks, swimming, fishing, or just a saltwater breeze.

blend of outdoor and cultural lifestyles, with lots of activities for families. "Towns and villages have naturalists who offer walks where they identify plants; the community pools that charge low admission are another attraction—plus there are terrific country clubs with all kinds of amenities."

Ms. Murphy is currently offering 25 Pine Lane in Cortlandt Manor, an immaculately maintained home priced at \$585,000, close to protected wetlands and the train station.

"You have the sense that you're in a small country house but with ready access to the city," she explains. "I have another priced at \$749,000, coming on in Hastings-on-Hudson, with a generous yard and an old-time aesthetic to it: a picturesque, classic American house that can grow with modern tastes."

STRONG INVENTORY

An equally impressive menu of activities, and a strong inventory of available housing, awaits in Fairfield County, with its assortment of larger towns, villages, and more remote areas. Larry Palma, Stamford, Conn.-based broker for William Pitt Sotheby's, is highlighting his listing at 55 Cook Road, located within the Davenport Point Association in Stamford.

"Davenport Point Association, along with Dolphin Cove and Southfield Point Association, form the Waterside section of Stamford, along Long Island Sound on the Greenwich border," he explains. "These three waterfront communities offer a vibrant oasis for homeowners looking for private beaches, deep-water docks, paddle-boarding, tennis, swimming, fishing or just an evening stroll with a saltwater breeze at your back. They're a short distance to either the Old Greenwich or downtown Stamford train

stations; the commute is less than an hour to Grand Central Terminal.

"The average commuter is comfortable with that 40-mile commute to Manhattan, because smartphones enable productive connectivity on the train."

Bonnie Hut Yaseen, a Scarsdale, N.Y.-based broker at Houlihan Lawrence, testifies that the two counties can offer a shorter commute than from Manhattan's Upper East and West Sides.

"It's the easy lifestyle that propels a move to the suburbs and keeps people happy once they're here," she says. "The city of Rye, located on Long Island Sound, is often one of the first places they look. It's just 25 miles north of Manhattan, and features a 62-acre town park along the waterfront."

"I have a listing at 920 Forest Avenue in Rye that's a five-bedroom, five-bath home on an acre on Milton Point. It's a 1968 classic colonial, offered for \$2,850,000, a stone's throw from the park. Its open floor plan is perfect for a

quick update, or can be added on to, given the size of the lot. It's bright, has great flow, and offers the room count that many buyers are looking for at over 4,500 square feet. The quiet lot is private, level, and surrounded by specimen trees."

Mamaroneck similarly hugs the Long Island Sound and is adjacent to Rye. Ms. Yaseen has a listing there directly on the water at 1350 Flagler Drive, offered at \$3,250,000.

"This is a rare treat in that it offers open water access and a private heated pool on 0.42 acres," she says. "It's a four-bedroom, four-bath colonial with a wall of windows overlooking Long Island Sound. It's located in a private gated community, with a community dock and a large sandy beach for all residents."

"If it's golf and swimming you like, Scarsdale might be for you. It's also a quick commute to Midtown, and has a golf course open to the public and adjacent to the Scarsdale Pool. Scarsdale Village also offers a year-round farmers' market."



This home, at 55 Cook Road, is located within the Davenport Point Association in Stamford.



The new William Pitt and Julia B. Fee Sotheby's International Realty marketing campaign revolves around the firm's core belief that everyone deserves the exceptional. The company understands that the nature of real estate is such that anyone who enters it – from people who buy and sell to agents to the firm's own employees – deserves access to the finest experience possible. With 1,000 of the area's marquee agents and 27 offices throughout Connecticut, the Berkshires and Westchester County, N.Y., the firm aims to stand as the mark of exceptional service, information, people and hospitality, ensuring everyone's success throughout the real estate transaction.

The company developed its new campaign mantra based on this perspective. "Move Up" speaks to those who aspire to work with, and be, the best—whether buyers seeking to move up to a better house or work with a better agent,

sellers seeking to list with a better company, or agents seeking to work with the best real estate brand. The company provides its agents the tools to succeed to the next level, including the most sophisticated marketing and international connections. On a larger scale, the global Sotheby's International Realty brand too fits into the "Move Up" proposition, with a name synonymous with service and quality.

The invitation extended by the campaign is hard to resist: Move up with us, and experience the exceptional.

To learn more, please contact Monique Rafferty, William Pitt and Julia B. Fee Sotheby's International Realty Director of Marketing, at 203.644.1478 or mrafferty@wpsir.com.



William Pitt
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Sotheby's
INTERNATIONAL REALTY

NORTHERN WESTCHESTER SECOND-HOME MARKET CONTINUES TO GROW



644-646 Harris Road, Bedford Hills, NY

Easily reachable from New York City via a quick car commute or Metro-North train, Northern Westchester County is once again proving a fashionable weekend escape. According to Angela Kessel, an agent with the Bedford brokerage of Houlihan Lawrence, 2017 was the strongest year for the local second-home market since the Great Recession.

"Second-home buyers from Manhattan and Brooklyn are looking for an easy getaway," Kessel remarked. "A home they can use on the weekends and have the option to commute from during the week, if necessary."

She noted the number of weekend buyers she worked with doubled just over the past year. Many are

discovering cultured communities like Bedford, Pound Ridge or North Salem are an ideal alternative to the Hamptons.

"My buyers want privacy, and they want amenities like a pool or a separate cottage or space for guests," explained Kessel. "They're enamored with whole farm-to-table movement and they love shopping in the local farmers markets."

Other attractions in northern Westchester include the Katonah Museum of Art, Caramoor Center for Music and the Arts in Katonah, and several magnificent county-owned parks, including the 4,315-acre Ward Pound Ridge Reservation in Cross River and Lasdon Park and Arboretum in Somers.

"I'm bullish on the market for 2018," Kessel added. "The financial and technology sectors look strong, and I think home buyers from these markets will continue to look to northern Westchester for both primary and second homes."

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