

Special Advertising Feature



The house at 402 Sarles Street in Bedford Corners has all the attributes desired by today's buyer — a completely renovated interior with a large kitchen, separate areas for private offices and kids' play spaces, plus 15 acres of land for a country lifestyle.



PHOTOS BY DAN MILSTEIN



Buyers of the \$7.5-million home can entertain guests on their wraparound porch (above) or in the stunning little house adjacent to their oversized swimming pool (left).

# Luxury Buyers Awaken to SLEEPY VILLAGE CHARMS

by Julie Bennett

The hot new place to live has been around for centuries. The villages of Sleepy Hollow and Tarrytown along the Hudson River, and bucolic towns in north Westchester County, like Bedford, were first settled in the 1700s but ignored by the city's commuting class until recently.

Anthony Cutugno, luxury sales specialist for William Pitt/Julia B. Fee Sotheby's International in Westchester, New York, and Fairfield, Connecticut, counties, says, "Now that professionals only go into the office a couple of days a week, they are willing to live farther afield and are choosing a wonderful lifestyle over traditional suburbs."

The beauty of the Hudson Valley convinced New York developers Biddle Real Estate Ventures (BREV) and New Jersey-based PCD Development to purchase 65 acres of former industrial property in Sleepy Hollow in 2014. Today, their Edge-on-Hudson master-planned community is selling out its high-end condos and townhomes and filling its rental units as soon as they are built.

## LIVING THE LIFE

BREV's founder Peter Chavkin says, "We wanted to create an urban sensibility in a village setting by building a community on the river with breathtaking views and outdoor opportunities, but just 25 miles north of Manhattan. We have 16 acres of parkland on the property and are integrating into Sleepy Hollow's Kingsland Point Park. And we are a stone's throw from the Rockefeller State Park Preserve. On a nice day, our residents can kayak on the Hudson in the morning and hop onto the train for a meeting downtown in the afternoon, because Grand Central is about 40 minutes from the Tarrytown station."

A total of 1,177 residential units were approved for the site, and about half of the plan's brownstones, loft condominiums and rental apartments are completed and occupied. Several builders are putting up projects within Edge-on-Hudson, including Sun Homes, which will begin sales later this month for One Kingsland, a 90-townhome neighborhood now under construction. Chavkin's company is developing The Daymark, a 100-unit building of luxury condominiums overlooking the Hudson, priced at \$1.3 million to \$4 million. Amenities include a fitness center, outdoor pool

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COURTESY OF EDGE-ON-HUDSON

Edge-on-Hudson's newest neighborhood, One Kingsland by Sun Homes, may look like Brooklyn, but is within walking distance of downtown Sleepy Hollow (top). Edge-on-Hudson also offers river views and rooftops perfect for parties (bottom).

and landscaped courtyards with fire pits and a hot tub. Occupancy is set for the fall, and 75% of the units are already sold.

"The best part of my job," Chavkin says, "is when we make a vision into reality and build something that becomes part of the fabric of people's lives."

## SURPRISINGLY SOCIAL

Kristen and Norbert Maier bought into that vision when they moved into one of Edge-on-Hudson's four-story brownstones in October 2020. "We purchased when the site was just dirt," Kristen explains. "After several years abroad, my husband and I relocated to New York. We were thrilled to find a historic river town so close to the city, with a walkable lifestyle offering access to restaurants, shops and trails without needing to get into the car. Edge-on-Hudson has developed into a true community, with neighbors ranging from young families to retirees, who have over time become like family."

The median age of a first-time homebuyer has crept up to 38, according to the National Association of Realtors. Cutugno reveals, "The top priority of these older Millennials is lifestyle. They want houses with large yards and features like pools, putting greens or tennis courts, and they are willing to go a bit further north into Westchester County and the Hudson Valley to find them. They are choosing towns like Bedford and Millbrook and other trendy spots that feel like the English countryside, but with good shopping and restaurants and nearby entertainment for themselves and their children."

The distribution of interior space is also important for today's luxury homebuyer, especially those moving up into larger homes. "They want home offices separated from other living spaces," Cutugno says, "and everyone wants a big kitchen where people can congregate. They want a home that's been newly renovated and they love a smart house, where you can push a button to make things happen."

He adds, "Houses in the luxury range — over \$2 million in Westchester County and \$3 million to \$3.5 million in Fairfield County — are still coming on the market, but at a slower pace than last year. We just listed a house in Bedford on 15 acres with an oversize pool and a pool house, completely renovated for \$7.5 million. It has a big wraparound porch and all the features today's buyer wants. I can't wait to see who acquires it."

Julie Bennett is a freelance writer specializing in luxury travel, real estate and lifestyle issues.

# EDGE-ON-FUN



## Meet Your New Home on the River

This is healthy living on the Edge. A visionary community of handcrafted townhomes, urban condos, luxury apartments, shops, dining, parks and trails on the edge of the Hudson River with views to the Manhattan skyline. It's all steps away from the Sleepy Hollow RiverWalk, two Metro-North stations and just 38 minutes from Grand Central.



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