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NYP REAL ESTATE HOME

INSIDE
Why Brooklyn
penthouses are
breaking new records

READY-MADE

New Yorkers seek homes just outside the city that come equipped with every urban perk

LUXURY

PAMPERED PARADISE: Long Island's Ritz-Carlton Residences, North Hills (above) is among the poshest turn-key communities rising across the tristate region.

TURN-KEY SUBURBIA

BUY ME A RIVER: A Greystone on Hudson spread in Irvington, N.Y.



Greystone Mansion Group

SUBURBAN OUTFITTER: Stephen Dallal's new home at the Ritz-Carlton Residences comes with five-star services.



Alby Stewart

By HEIDI MITCHELL

GREAT Neck native Stephen Dallal was ready to trade his spacious King's Point house for something more manageable. Now that his two daughters are living in the city, the North Shore dentist turned his eye toward a condo at Long Island's new **Ritz-Carlton Residences** in nearby North Hills. "We were looking not only to downsize, but also to have everything taken care of," Dallal says. He and his wife, Rhonda, had stayed at many Ritz-Carlton hotels, and imagined it would be fantastic to have that level of service at home.

"They will have a concierge, a valet, dry cleaning drop-off, the ability to make travel arrangements — basically everything you get with a hotel concierge," he says. "It will be like we're on vacation, but 30 minutes from Manhattan." He plans to move into his three-bedroom as soon as the project is ready next spring.

Turn-key communities within striking distance of Manhattan are cropping up all over Long Island and Westchester. From water-front gated townhouses with private marinas to compact multi-family dwellings where you can walk to an amenity-laden clubhouse, these high-touch planned neighborhoods deliver all the benefits of owning a suburban home, along with the perks city people are used to — doormen, common areas, concierges, gyms — and hassle-free to boot.

Shockingly, these developments offer relative value, too. "With housing prices rising faster in Manhattan, those that are seeking these services are looking outside the city," says appraiser Jonathan Miller.

The existence of these so-called "suburban urbanites" began nearly a decade ago, according to Joe Grazioplene, senior vice president of tristate developer RXR Realty. His firm acquired the 17-acre North Hills project in 2007 and brought in Ritz-Carlton to

mastermind 244 residences spread across five buildings.

"We saw many people that didn't want to live in a big house on a hill anymore," he says. At his white-glove village 20 miles from the Midtown tunnel, owners can play on the golf simulator in the 25,000-square-foot clubhouse, host a catered movie night in the 40-person screening room or have someone walk their dog while on vacation. "You are not in Florida worrying that a pipe is going to burst," Grazioplene says. He calls it the "lock-and-leave" lifestyle.

Sales launched in June, and the project — whose available residences range from 1,500 to 2,000 square feet and \$1.32 to \$2.95 million — is 75 percent sold.

Farther out on Long Island, **Ocean Watch at Harbor Pointe** caters to the boating crowd. Tucked between Merrick and Freeport, the new-construction complex has 61 townhouses with

unobstructed water views — and a 1-to-1 slip ratio that can accommodate boats up to 60 feet long. Across the street, buyers have access to six tennis courts, as well as a rec center that houses a state-of-the-art gym, five swimming pools and even an indoor ice-skating rink.

Because the community is separate from those amenities, homeowners' fees needn't cover their costs — which is why the two- to four-bedroom townhouses that range in price from \$559,000 to \$975,000 only command \$192 a month in association fees. It covers tending to the slip, landscaping, trash and snow removal.

Then there's **Ponquogue Pointe**, a gated community in the Hamptons offering up some hefty competition.



Ponquogue Pointe is erecting 23 customizable residences in four buildings that appeal to those out East who don't want to brave the traffic on Route 27. The cedar-shingle homes are being built out to buyers' requests.

The homes, which range from \$725,000 to \$2 million, are selling to owners already familiar with the area who are "over 50, sick of the long drive to the Hamptons, and don't want to manage the pool guy and landscaper anymore," sales director Kimberly Scarola says. Nor do they want to maintain their properties over time, so architect Bernard Zyscovich kitted them out with zero-maintenance decking, siding

and railings. The three-acre development, which will have a marina, launching ramp, pool and concierge, has already sold seven homes.

Of course, if living the amenity-rich suburban lifestyle but trading up is the goal, there's always

City lifestyle in the suburbs, and no one else is doing this," says Andy Todd, president of Greystone Mansion Group, which launched the project in 2011 and is building homes as demand dictates. At \$9 million, the first estate to sell, in July, was a bargain for all it included: the huge house

has an indoor basketball court and a backyard as big as a football field.

"For the same money in Manhattan, you'd get a few square feet in a building, but here you're overlooking castles and the river,"

Todd says. An 8-foot fence surrounds the perimeter. "We're talking to Wall Street, celebrities and wealthy businessmen," adds Todd, who also believes his picturesque enclave will suit families.

Elliman's John Gomes, who just signed on to market and sell the homes, has his sights set higher: "I can't help but think that the perfect buyer is the Obamas. It's beautiful, and easy to come in and out. And we can custom-design to his standards."

(Gomes and fellow broker Fredrik Eklund are reportedly looking at neighboring Greystone on Hudson properties for themselves.)

Good thing the Clintons are all the way in Chappaqua.

THE BLUES: The Hamptons' gated Ponquogue Pointe.



WORK IT: A posh library at Greystone on Hudson.



SEA SELLS: Ocean Watch homes come with a boat slip.