

NY BUSINESS DAILY

Ritz-Carlton Westchester Sells 16 Units This Year

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WHITE PLAINS, NY — Luxury sales remain strong in Westchester County.



Sales at The Residences at The Ritz-Carlton Westchester have been brisk through the first half of 2016, with 16 residences sold in the six-month period for a total of \$24.2 million. Only 21 units remain available in the 42-story Tower II, which features spectacular views, lavish amenities and 12 distinct floor plans ranging from 1,489 to 5,400 square feet. The exquisitely designed residences are priced from \$960,000 to \$4.5 million.

“The Residences at The Ritz-Carlton Westchester offer a unique housing option for the buyer who wants luxury high-rise living in Westchester County,” said Nancy Kennedy, a Houlihan Lawrence broker who is managing sales for the condominium tower. “White Plains offers all the amenities of city living with a hassle-free environment. Everything you could want is within walking distance. Our buyers prefer to have views of the city rather than be in the city.”

Savvy homebuyers are attracted to The Residences at The Ritz-Carlton Westchester for a variety of reasons. Chief among them is the value compared to buying in New York City. Buyers are finding that their money goes much further in Westchester than it would for a comparable unit in Manhattan. For example, a 3,225-square-foot penthouse on the 40th floor of The Residences at The Ritz-Carlton Westchester sold for \$2.6 million, or \$806 per square foot; in Manhattan, a comparably priced residence at The Residences at The Ritz-Carlton New York, Battery Park offers 1,552 square feet of living space for \$2.995 million, or \$1,930 per square foot. A 5,300-square-foot, three-bedroom penthouse at The Residences at the Ritz-Carlton Westchester is priced at around \$5 million, or \$943 per square foot; a comparably priced condominium at The Residences at The Ritz-Carlton New York, Battery Park has two bedrooms and 2,192 square feet of living space – a cost of \$2,280 per square foot.

“What we got as far as value – on the 37th floor, with unbelievable views and great service – would have cost three to four times more in Manhattan,” said buyer Peter Wolfson.

Buyers at The Residences at The Ritz-Carlton Westchester enjoy the same elite-level amenities as Manhattan high-rise residents, including:

- Expansive rooms featuring dramatic floor-to-ceiling windows offering sweeping views of the New York City skyline, Long Island Sound and Westchester countryside
- Stainless steel Viking appliances
- Walnut hardwood floors with satin finish
- Marble Baths
- Spacious closets
- Generously equipped fitness room
- Glass-enclosed pool for year-round swimming
- Stately boardroom
- Large resident lounge
- Private media screening room
- Well-appointed outdoor lounge
- 24-hour concierge service
- Fine dining and full catering services available through The Ritz-Carlton Hotel

Margo Spielberg, who lives on the ninth floor, said she appreciates having access to the indoor pool, Ritz-Carlton Hotel and nearby restaurants. She also delights in the sense of community among her fellow residents. “This is a bustling place.”

The location of The Residences at The Ritz-Carlton Westchester is an enormous selling point. Big-name stores and high-end restaurants are merely a short walk away. And with jitney service to the nearby White Plains Metro-North Station, residents seeking a taste of the big city are only a 30-minute train ride from Manhattan.

“It’s so convenient here – the location sold us,” said Susan Heller, who lives with husband Gary on the 22nd floor. “It’s so central. We like to go to the beach in Greenwich, we like to go to Rockefeller Preserve and my husband enjoys running along the Bronx River Parkway. I like to shop, and I can just walk to The Westchester.”

The Residences at The Ritz-Carlton Westchester offers buyers another one-of-a-kind option – the ability to customize their entire living space. By working closely with sponsor Renaissance Rental Partners and the Cappelli Organization, which handles construction, residents can treat their condos as blank canvases. Judging by the customization projects already completed – from kitchen, bathroom and closet overhauls to the installation of gas fireplaces to the creation of intricate media rooms – nearly anything is possible.