

The Village at West Gloucester: 'Spectacular living by the sea'

AT A GLANCE

- 3 bedrooms, 2.5 baths
- 2,640 to 3,900 square feet
- Custom shingle-style contemporary homes in clusters of two
- Prices start at \$595,000

LISTED BY

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This lovely 55+ community sits on more than 24 acres and is close to Wingersheek Beach and Route 128.



LEFT: All homes here are Energy Star-certified and feature stunning detailing throughout.

RIGHT: Generous price reductions have been made in response to the changing real estate climate, making living on Cape Ann more affordable than ever.



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BY ROBIN ELLINGTON
CORRESPONDENT

Built in shingle-style design with cultured stone chimneys and copper caps, The Village at West Gloucester shows off plenty of curbside appeal with its arbors and picket fences to hold back the beach roses, here in the heart of Cape Ann. All this and more for \$595,000.

"These Energy Star-certified homes are built with exceptional quality construction, from the 9-foot ceilings on the first floor to the detailed, embellished interior trim throughout," said Realtor Eileen Scanlon, sales director for Coldwell Banker Premier Communities. "Quality and value are a major draw for this condominium home community — it is truly "spectacular living by the sea."

Also drawing interest are recent development and marketing announcements.

"Coldwell Banker Premier Communities joined the development team in late spring and things are happening," Scanlon said. "The developer, builder and sales and marketing team are very dynamic with terrific synergy. I am pleased to say we have had robust sales activity at The Village. We've sold two homes since June 1 — one already has closed for a total of three conveyances in the last 90 days."

As a result of this activity, the builder has begun construction of two new clusters in this premier 55+ community. Built on more than 24 private acres near Route 128 and Wingersheek Beach, The Village has set aside nearly 15 acres as open space with walking, jogging and bicycle paths.

"The Village at West Gloucester was a property that languished until new ownership stepped in," Scanlon said. "One of the top concerns a homebuyer has about a condominium community in today's marketplace is

financial strength. Restoration Capital, the new developer since September, specializes in finding high quality residential communities in need of additional financing and transforms them into vibrant properties."

"The company bought this property for cash, so it can't go bankrupt," she continued. "Restoration Capital's tremendous financial strength and its investment in this property means stable ownership. It also translates into the sales of very high quality residential homes at a fraction of the prices set when real estate was peaking, a very appealing purchase opportunity." Homes that were priced from \$700,000 to \$900,000 in 2007 to 2009 are now listed at \$595,000 to adjust to the real estate market's dramatic change, she added.

Only two homes remain in Phase I. Ready for interior finishing touches, 1B Curlew Court, has 2,638 square feet of living space with three bedrooms and 2.5 baths, a two-car garage, walkout lower level, wraparound front porch, rear screened porch, a deck off the master suite and a farmer's porch off the living room. The lower level can be finished for an additional 1,200 square feet of living area.

"Homes with spectacular ocean views were purchased quickly," Scanlon said. "We now are implementing a new landscape design, part of which will incorporate a Village Ocean Vista, a raised Village Green outfitted with a number of Adirondack chairs where all of the residents can relax while looking out at the Atlantic Ocean.

"Nobody can touch this value on the North Shore. There is not another community like this on Cape Ann — end of story."

The Village at West Gloucester hosts open house at its model home at 2B Plover Way, Friday through Monday 11 a.m. to 4 p.m. or by appointment. Call 978-515-7435 for more information or visit the website at www.thevillageatwestgloucester.com/.

