

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 \$599,900



LISTED BY

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With exquisite architectural detailing, a location that can't be beat and an incredible price tag, The Village at West Gloucester is a very attractive 55+ opportunity.



LEFT: This kitchen is both stunning and functional, with generous wood cabinetry, top-of-the-line appliances and granite counters. RIGHT: All of the homes here are Energy Star-certified; feature 9-foot ceilings on the main level; and boast beautiful trims.



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BY LILLIAN SHAPIRO
DIRECTOR OF REAL ESTATE ADVERTISING

Quality and value translates into robust sales as The Village at West Gloucester emerges from a banner 2011. Built in shingle-style design with cultured stone chimneys and copper caps, this community 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 \$599,900!

"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.'"

"Coldwell Banker Premier Communities joined the development team in late spring of 2011 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. Eight homes were sold in 2011. People are taking advantage of this remarkable opportunity."

As a result of this activity, the builder began construction of four new clusters, eight homes, this past fall 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 2010, 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, presenting a very appealing purchase opportunity."

Homes that were priced at \$700,000 to \$900,000 in 2007 to 2009 are now listed starting at \$599,900 to adjust to the real estate market's dramatic change, she added.

Phase I is 80 percent sold with just three homes left, each boasting 2,638 square feet of living space, three bedrooms and 2.5 baths, a two-car garage, walkout lower level, a deck off the master suite and a farmer's porch off the living room, both with French doors. The lower level can be finished for an additional 1,200 square feet of living area.

"In 2011, a revised landscape design incorporated a new amenity, the Village Ocean Vista, a raised Village Green outfitted with a number of Adirondack chairs where all the residents can relax while looking out at the Atlantic Ocean," said Scanlon. "Phase I homes, with spectacular ocean views, were purchased quickly. The good news is that in the near future, we will be able to offer a limited number of homes with comparable views in Phase II. Nobody can touch this value on the North Shore. There is not another community like this in Cape Ann – end of story."

The Village at West Gloucester hosts an open house at its model 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 to schedule a private viewing. Mapping address: 36 Atlantic St., Gloucester, MA 01930.



THE VILLAGE
AT WEST GLOUCESTER

TheVillageatWestGloucester.com



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