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# Buyer preference for outdoor living a priority at Palmer Hill

By Press Release

*Consumer surveys show strong preference for outdoor entertaining*

When partners Bob Dale and Bill McGuinness began planning Palmer Hill, a private community of 114 townhomes and 81 condominium homes on the border of Old Greenwich and Stamford, they knew they had to take advantage of the development's picturesque grounds and neighborhood setting. Though neglected for the better part of two decades, the parcel's many attributes remained apparent: hundreds of linear feet of stone walls, towering mature trees, open meadows and rolling topography set on a ridgeline with a distant vista of downtown Stamford.

With the land as their inspiration, the partners set out to design a community of low maintenance homes that complement the natural surroundings, and encourage their owners to take pleasure in those surroundings. The land plan for Palmer Hill provides numerous opportunities for communal outdoor living, while each individual home has a private patio, terrace and/or balcony. Owners at Palmer Hill enjoy the conveniences of city living with the privacy and outdoor spaces characteristic of suburban life.

A 2007 survey by the NPD Group, a leading provider of consumer and retail information, revealed that eight in ten consumers prefer outdoor entertaining over indoor entertaining, weather permitting.

Consumer research also reflects a preference among homeowners for outdoor living spaces. A 2005 survey by Knowledge Networks on behalf of the Propane Education & Research Council reveals that residents of the Northeast lead the country in preferences for outdoor living. Forty-three percent of homeowners surveyed in the Northeast reported having an outdoor room.

Dale and McGuinness are developing Palmer Hill to reflect the charm of New England coastal living. The nearly 20 acres of park-like grounds will include protected conservation areas and extensive professional landscaping. Palmer Hill capitalizes on its picturesque landscape by featuring communal areas for outdoor entertaining.

"The Palmer Hill site lends itself to an active outdoor lifestyle," said Bill McGuinness, principal of Sun Homes. "We worked to develop a community that allows residents to take advantage of the seasons in New England and designed outdoor spaces that reflect the same attention to fine craftsmanship and detail as our homes' interiors."

Palmer Hill residents will have access to a community clubhouse that includes a pool with spa hot tub, and a large terrace with outdoor fireplace and commercial-size gas grill for larger scale outdoor entertaining. Private outdoor spaces included with each individual condominium home are one or more terraces and balconies, and with each individual townhome a bluestone patio naturally screened with mature landscaping.

"Offering a wide range of indoor and outdoor amenities appeals to a broad range of prospective buyers, and we are fortunate to be able to offer that lifestyle at Palmer Hill," commented Bob Dale, Managing Partner, Buckingham Partners. "Providing our clients with outdoor space they can enjoy privately and communally was of equal importance."

Buyers will begin moving into Palmer Hill in Summer 2008, just in time to take advantage of the many amenities designed to enhance outdoor living.

### About Palmer Hill

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Nestled in 20 park-like acres where Old Greenwich meets Stamford, Palmer Hill is a luxury community of 114 townhouses and 81 condominiums crafted in the best tradition of New England coastal living. Offered as a partnership from Sun Homes and Buckingham Partners, prices range from the low \$500s to over \$1 million. Delivery begins in summer '08. The on-site sales center is open daily. For more information, call (203) 989-0315 or visit [www.palmerhillhomes.com](http://www.palmerhillhomes.com).

#### **About Sun Homes**

Sun Homes has a growing reputation as a product-oriented design-build developer of luxury multi-family communities. Its most recent project, The Willows at Crestwood, is a gated luxury condominium community of 40 attached homes, delivered in the range of \$1million to \$1.5 million. The architectural design and construction management functions of each project are handled in-house at Sun, allowing full control over the production of each home. This sets Sun apart from its competitors, and allows for innovation and control over quality. For more information visit [www.SunHomes.com](http://www.SunHomes.com)

#### **About Buckingham Partners**

Buckingham Partners is a real estate development firm founded by Bob Dale in 1998 for the purpose of developing residential communities in the Northeast. Since its inception, Buckingham Partners has developed more than 2,000 residential units in 5 states from Pennsylvania to Rhode Island, including Merritt Park in Dutchess County, NY and Riverview Landing in Valley Forge, PA. Buckingham Partners is headquartered in Haddonfield, NJ.

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