

Why a NYC developer is building a high-end subdivision upstate



Fox Hollow is a new subdivision in Columbia County from New York City developers. Home prices in the new community start at \$1.9 million

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Construction and sales have started for a new 12-home subdivision in Columbia County called Fox Hollow that blends Scandinavian design with modern elements. Home prices start at \$1.9 million.

The new neighborhood comes from Arcus Development. The Manhattan real estate investment firm is known for Soho's 150 Wooster — where a penthouse [sold for \\$32.5 million in 2018](#) — The Wythe Lane Townhouses in Williamsburg and 253 Pacific in Boerum Hill.

[Roger Bittenbender](#), principal and co-founder of Arcus, said Fox Hollow is the first single-family home development for the firm and its first project outside of New York City.

The subdivision is in the town of Clermont, just east of Germantown, and about two hours north of New York City. It's on a new road, Fox Lane, off Cedar Hill Road near Route 9.

Bittenbender visited Germantown for the first time right before the pandemic. He stayed in a converted barn Airbnb, dined at Gaskins, went to Otto's Market and then took the 15-minute trip to Hudson, where he had dinner at the Rivertown Lodge Tavern on Warren Street. The weekend blew him away and he started looking for land soon after.

The pandemic delayed things, and Bittenbender paused his search. In June 2020, the Fox Lane site was the first piece of land he saw. The developers bought the land off Cedar Hill Road in March 2021 for \$630,000 under an LLC, 360 Cedar Hill Rd. The family that sold the land owns a few hundred acres in the area.

The firm got approval for the 12-lot subdivision in December 2021 and spent the spring and summer readying the land with a new town road, power and other infrastructure. The development is mostly privately financed between investors and project lenders.

The first model home at Fox Hollow [was listed late last month](#).

The development is in Columbia County, which has seen an influx of new residents moving up from New York City in the last few years. Columbia County saw a spike in adjusted gross income from former NYC residents in 2020 — \$158.2 million — up from \$28.9 million in 2019, [according to IRS data](#).

In September, Columbia County home prices were up 23.3% compared to last year, according to data from Redfin, with a median home price of \$422,000. In October, the median listing price in Columbia County was \$575,000, according to Realtor.com data, up 43.8% from the same time last year.

The 12 Fox Hollow homes are available in two styles: Rift and Loft. The design was inspired by a mix of midcentury modern and Scandinavian architectural and interior design styles.

"I tend to be a minimalist as long as it's not too cold," Bittenbender said. "I wanted them to be modern houses with lots of glass and good, efficient layout. They are both one-story houses, which are a little more expensive to build but it leads to a better layout."

The first model home in the Loft design went on the market two weeks ago, listed at \$1.9 million. It features midcentury modern design with a contemporary twist. The three-bedroom plus den, three-bath model is 2,150 square feet with 16-foot ceilings, exposed ducts and beams throughout and floor-to-ceiling glass walls.

The Rift style will be available in a few weeks at a higher starting price point. That model will have four bedrooms plus den and 3.5 baths and 2,675 square feet of living space as well as a 1,125-square-foot unfinished basement. The Rift was influenced by Scandinavian architecture with vertical cedar siding, large windows, 12-foot ceilings and white oak on all finishes.

The homes are listed with The Annabel Taylor Team at Four Seasons Sotheby's International Realty.

Each Fox Hollow home is on five to 15 acres of wooded land per property. Home buyers can add on amenities such as a heated saltwater gunite pool, bluestone pool patio, or outdoor kitchen. Some lots have the option for a 605-square-foot pool house and a 450-square-foot three-season screened pavilion.

Arcus has partnered with Hudson-based landscape designer [Wagner Hodgson](#) to design the outdoor spaces and landscape of each residence.

Bittenbender said response has been overwhelming and the broker is in conversations with a few interested buyers, some of who are waiting to see the Rift style home before purchasing.

With supply chain issues easing up, Bittenbender said some homes could be finished for move-in by the spring, with others coming available in waves in the summer and fall of 2023.