Townhouse pricing | Development overview

Prepared for buyers & developers evaluating 105 Pomander Drive, Greenburgh

FIVE NEW-CONSTRUCTION TOWNHOUSE DEVELOPMENTS | 49 MLS LISTINGS

Active and pending prices below are advertised list prices, not disclosed contract prices. Closed-sale prices are reported MLS sale prices.

Development / location	Builder	Listings	Beds / baths[1]	GLA sq. ft.	Price range[2]	$/sq. ft.
Enclave at Sprain Brook Victor Lane, Yonkers	Toll Brothers	4 pending 2 sold	3 / 2F + 1H	2,834-3,321	$1,149,000-$1,321,000	$385-$423
Hudson Vista Townhomes Nodine Street, Hastings-on-Hudson	Not named in MLS*	3 active	2 / 2F + 1H 3 / 2F + 1H	1,800-2,288	$1,195,000-$1,295,000	$566-$664
Enclave at Armonk Fieldstone Knoll, Armonk	Toll Brothers	2 active 20 pending 3 sold	3 / 2F + 1H to 3 / 4F + 1H	2,681-3,693	$1,478,000-$1,859,000	$408-$671
Marker Ridge Marker Ridge, Irvington	Toll Brothers	1 active 1 pending 12 sold	3 / 3F + 1H 3 / 4F + 1H	2,507-3,325	$1,499,000-$1,959,000	$496-$721
Sunset Villas Andrews Lane, Sleepy Hollow	Not named in MLS*	1 pending	2 / 3F + 1H	1,512	$1,199,000	$793

[1] F = full bath; H = half bath, per MLS summary fields. [2] Lowest to highest closed or list price in the set; $/sq. ft. = displayed price ÷ MLS-reported GLA.

* Hudson Vista is owned by 0 Nodine LLC and listed by Julia B. Fee Sotheby's; Sunset Villas is listed by The Foxes Real Estate. Neither MLS record names the builder.

CLOSED-SALE EVIDENCE BY DEVELOPMENT

Development	Closed sales	Closing window	Closed price range	Closed $/sq. ft.	Sale / last list
Enclave at Sprain Brook	2	06/26/26-07/31/26	$1,149,000-$1,278,000	$384.82-$405.43	98.5%-100.0%
Enclave at Armonk	3	10/07/26-10/09/26	$1,525,995-$1,719,000	$567.50-$639.27	100.0%
Marker Ridge	12	10/27/25-07/30/26	$1,499,000-$1,959,000	$495.94-$721.47	100.0%

All 17 closed sales report $0 seller concessions; 16 closed at 100% of final list and one at 98.5%. Hudson Vista and Sunset Villas have no closed sales in the set.

PRELIMINARY PRICE-BY-SIZE TEST FOR POMANDER

Closed new-build pricing splits into two tiers: Yonkers (Enclave at Sprain Brook) at $384.82-$405.43/sq. ft., and Rivertown / Armonk Toll Brothers product at roughly $560-$640/sq. ft. for the 2,675-2,689 sq. ft. plans. Rounded bands produce the following size-only tests:

Proposed living area	At $385-$405/sq. ft. (Yonkers evidence)	At $560-$640/sq. ft. (Irvington/Armonk evidence)
2,400 sq. ft.	$924,000-$972,000	$1,344,000-$1,536,000
2,800 sq. ft.	$1,078,000-$1,134,000	$1,568,000-$1,792,000
3,000 sq. ft.	$1,155,000-$1,215,000	$1,680,000-$1,920,000

Unadjusted feasibility inputs, not appraisals or guaranteed values. Pomander (Greenburgh, White Plains P.O.) sits between the Yonkers and Rivertown locations; neither band is a direct match. Validate location, measurement, finishes, amenities, HOA, taxes and incentives first.

Development specifications

What each community is delivering: product, size, pricing and carrying costs

Enclave at Sprain Brook

SOLD $1,149,000-$1,278,000 | PENDING $1,187,000-$1,321,000 | $384.82-$422.72/SQ. FT.

Toll Brothers • Victor Lane, Yonkers • 6 listings: 4 pending, 2 closed • Built 2025-2026 • MLS subtype: SFR / Condo
Product: 3 beds • 2 full + 1 half bath • Larchmont model • 2,834 and 3,321 sq. ft. • 2-car garage • Elevator in 3 of 6 units • Partial or finished basement
HOA: $524/month • Reported annual tax: $19,000-$29,291 • DOM: 1-269 • Closed 06/26/26 and 07/31/26 at 98.5%-100% of list • Concessions: $0

Remarks describe the community as over 50% sold, with design-studio personalization still available. Larchmont plan: two-story foyer, great room with fireplace, island kitchen with walk-in pantry, casual dining and a flex room. No clubhouse or pool is listed. The larger 3,321 sq. ft. plan prices at a lower rate per square foot ($385-$398) than the 2,834 sq. ft. plan ($405-$423).

Hudson Vista Townhomes

ACTIVE $1,195,000-$1,295,000 | $566.00-$663.89/SQ. FT. | NO CLOSED OR PENDING SALES

Builder not named in MLS (owner 0 Nodine LLC; listed by Julia B. Fee Sotheby's) • Nodine Street, Hastings-on-Hudson (Greenburgh) • 3 active • Built 2025-2026
Product: 2 beds / 2 full + 1 half at 1,800 sq. ft. ($1,195,000); 3 beds / 2 full + 1 half at 2,288 sq. ft. ($1,295,000) • Tri-level • Rooftop terrace • 2-car garage • No basement
HOA: approx. $450/month per agent remarks, waived 12 months • Tax: approx. $20,000 per agent remarks (MLS field is a placeholder) • DOM: 102-281

Six units are offered (three 2-bedroom, three 3-bedroom) with Hudson River and Palisades views, near the Aqueduct trail, Metro-North and Main Street. The builder is offering a closing credit, and 6 Nodine was reduced from $1,760,000 to $1,295,000 over 281 days. High rate per square foot on small units, no closings yet: treat as an asking-price reference only.

Enclave at Armonk

SOLD $1,525,995-$1,719,000 | PENDING $1,478,000-$1,859,000 | ACTIVE $1,648,000-$1,699,000 | $407.95-$671.02/SQ. FT.

Toll Brothers • Fieldstone Knoll, Armonk (Town of North Castle) • 25 listings: 2 active, 20 pending, 3 closed • Occupancy 2026-2027 (many to-be-built)
Product: 3 beds • 2 full + 1 half to 4 full + 1 half baths • Atkinson, Walters, Saunders and Wilkerson plans • 2,681-3,693 sq. ft. • 2-car garage • Finished walk-out lower level on most units
HOA: $345/month (pool, snow, trash) • Estimated annual tax: $33,750-$40,500 where reported • DOM: 0-200 • Closed 10/07/26-10/09/26 at 100% of list • Concessions: $0

Clubhouse, gym, outdoor pool and walking trails; homesites back to protected conservation land. The three closings (all 2,689 sq. ft.) ran $567.50-$639.27/sq. ft. The 3,623-3,693 sq. ft. listings show $408-$476/sq. ft., which suggests GLA on those records includes the finished lower level; confirm the measurement basis before comparing. Twenty pending contracts at a median asking price of about $1.61M indicate deep absorption at this price point.

Marker Ridge

SOLD $1,499,000-$1,959,000 (12 SALES) | PENDING $1,499,000 | ACTIVE $1,799,000 | $495.94-$721.47/SQ. FT.

Toll Brothers • Irvington (Village of Irvington, Town of Greenburgh) • 27-residence community, essentially sold out • 14 listings: 1 active, 1 pending, 12 closed • Built 2025-2026
Product: 3 beds / 3 full + 1 half at 2,507-2,675 sq. ft.; 3 beds / 4 full + 1 half at 3,325 sq. ft. • Ardsley and Hastings Manor plans • 2-car garage • Full basement, some finished or walk-out
HOA: $642/month • Annual tax: MLS fields are placeholders ($100); 16 Marker Ridge reports $10,086 • DOM: 6-198 • Closed 10/27/25-07/30/26 at 100% of list • Concessions: $0

Overlooks the Old Croton Aqueduct with seasonal river views. The 2,675 sq. ft. plan closed at $1,499,000-$1,929,935 ($560-$721/sq. ft.); the 3,325 sq. ft. plan closed at $1,649,000-$1,959,000 ($496-$589/sq. ft.), so buyers paid for the product, not the marginal square footage. Several sales closed well above original list (30 Marker Ridge: $1,929,935 vs. $1,724,995 original), reflecting upgrades and lot premiums. 16 Marker Ridge appears twice: Toll's pending sale at $1,499,000 (contract 06/08/25) and a third-party active listing at $1,799,000 ($718/sq. ft.), which reads as a resale of the same unit; verify.

Sunset Villas

PENDING $1,199,000 | $792.99/SQ. FT. | 1,512 SQ. FT.

Builder not named in MLS (listed by The Foxes Real Estate) • Andrews Lane, Sleepy Hollow (Village of Sleepy Hollow, Town of Mount Pleasant) • Nine-townhome community marketed from $899,999 • 1 pending • Built 2025
Product: 2 beds • 3 full + 1 half bath • Four levels with rooftop terrace • 1-car garage • No basement • MLS subtype: Condo
HOA: $477/month, waived 6 months • Reported annual tax: $24,380 • Contract 03/27/26 • DOM: 70

Small-footprint, high-rate product in a walkable village location. One pending listing and no closings in the set; secondary reference only.

DEVELOPER TAKEAWAY

Westchester new-build townhouse product clusters at 3 bedrooms, 2.5-4.5 baths, 2,500-3,300 sq. ft. and a 2-car garage, priced $1.15M-$1.96M. Rate per square foot is set by location more than by size: Yonkers (Sprain Brook) closes at $385-$405, while the Rivertown and Armonk Toll Brothers communities close at $560-$720 for roughly 2,700 sq. ft. plans and $496-$589 for 3,325 sq. ft. plans. Toll Brothers accounts for 45 of the 49 listings, so this is a selected sample dominated by one builder, not an independent market-wide study. Pomander sits between the Yonkers and Rivertown locations; a 2,500-2,800 sq. ft. three-bedroom plan is the pricing sweet spot across the set. Confirm concessions, upgrades, amenity packages and above-grade versus lower-level area before applying any rate to Pomander.

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MLS information is deemed reliable but not guaranteed. This report does not establish Pomander's zoning, approvals or unit yield.