

HOMEFRONT

HOME OF THE WEEK

Designed for happiness in Hudson

Customized luxury townhouses in wooded settings are built to please

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The luxury townhouse development at Deer Path Farms in Hudson is a world unto itself with each home custom designed to suit the buyer's lifestyle.

The objective, according to architect and developer Jerry Sarno, is to work with each client to custom design a home that makes the homeowner happy every time he walks in the door.

Sarno's philosophy is simple: When a home is designed to meet a client's needs, his life is enriched, his family is happier, and that satisfaction ripples outward to affect others in his life and community.

"Every home is sold before we build it, so everyone can have the type of home they desire," said Sarno. "As you look around the Deer Path Farms community, it's like an oasis in the midst of other communities. It's a community unto itself."

Deer Path Farms is a 30 acre development along the Assabet River that has the feel of a country village with its curving gravel roads and homes tucked into swaths of lush greenery. The surrounding landscape has interest year-round with a variety of mature deciduous and evergreen trees that look beautiful ablaze with fall color, after a snowfall or laden with springtime buds and blossoms.

The site can accommodate up to 110 homes, with 52 built and many in the design stage. Eventually a number of \$3 million single family detached houses will be built along the Assabet River section of the property.

Clients tend to come to Deer Path Farms through word-of-mouth, intrigued by the development after they hear about the unique way in which Sarno designs and builds homes to suit the buyer.

There is no plunking a home down on a site, no spec houses, and no cookie-cutter design. Everything is dictated from an architecture point of view and every home has to blend in and enhance what



Deer Path Farms, Hudson

Home size 1,400 to over 6,000 square feet
Rooms determined by buyer
Year built new construction
Annual taxes \$16.38 per \$1,000 assessed value (2013)
Asking Price \$400,000 to \$3 million

Deer Path Farms is a luxury townhouse development with all the benefits of condo living and all the perks of single family home ownership in terms of custom design and privacy. No two homes are alike because the buyer works with the architect for as long as it takes to design his dream house. The sky's the limit whether it is number of bedrooms or the size of a garage, but the green-built, energy efficient homes tend to feature natural light from massive windows and skylights and each is in a private wooded setting



came before it.

Homes are sited with natural light as an important aspect of the design and the topography around each house is designed for privacy with mature trees, natural stone walls or hillocks to create the feel of a private enclave.

All of the houses are energy efficient and include fire and sprinkler systems, built with sustainable building methods and with the highest level of soundproofing, but these are the only "standard" features of the townhouses.

The size and price of

the home is up to the client, and anything is possible. Homes can range in price from \$400,000 to \$3 million.

The buyer works with Sarno to design a home that perfectly matches the client's vision of his dream house.

"I sit down with each client and we just talk. I ask how they want to live, how do they want their home to feel, what impression do they want when they are driving up, and when they come in," said Sarno. "The objective is for people to feel very comfortable and happy when they

are in their home. It is all pre-designed to suit their lifestyle."

There is no rushing a client, and if the client changes his vision of his ideal home from a rustic hideaway to a dramatic contemporary two months into the process, that's OK. "The design process is as long as the client wants it to be," said Sarno. "We want everyone to be happy and visualize the space."

Sarno makes a cardboard model of each house as part of the process so that the client can visualize the space and think more deeply about how it works

and how their furniture will fit into the scheme.

The client pays a \$1,000 refundable deposit to begin the process, and Sarno reserves the right to turn away a client if he feels the evolving design does not fit the character of the development, but 99 percent of potential buyers turn into homeowners.

"Jerry is more than an architect. He's an amazing human and your thoughts all turn to reality," said a homeowner. "He wants it not only to be right, but to be all that it can be. And because he's very particular, that's a lot."

Like most Deer Path

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TOWNHOUSE

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residents, the homeowner visited a lot of condos that left her cold.

She wanted a smaller home and the benefits of a maintenance-free condo lifestyle, but not a small home feel, or a lack of privacy.

Today she has a townhouse with soaring ceilings, glass walls and skylights, a floating staircase and the feel of living in her

own private sanctuary. "This was such a perfect sum of all I wanted it to be," said the homeowner. "I feel as if I am living in a sculpture."

Sarno, who also lives in the development, wants Deer Path Farms to continue to be a vibrant community for years to come. Integral to each townhouse he designs is the ability to adapt it for future homeowners' needs whether that is expanding the home or adding a feature such as an elevator.

"I want this to constantly grow in value so people are happy and everyone's investment will escalate," said Sarno.

Sarno also works with homeowners who are ready to sell their townhouses and has a few homes available for re-sale.

Many buyers come to Deer Path Farms from the western suburbs of Boston, and are a mixture of empty nesters and business professionals who are active, educated and cosmopolitan. Many have second, third or fourth houses in other parts of the country and use Hudson as a base for its proximity to routes 495, 290 and the Mass Pike for easy access to Boston.

"Most have never lived in a condo and would never want to live in a condo," said Sarno. "Here it feels like a single family custom home, but with the benefits of condo services, energy efficiency, privacy and a carefree lifestyle."



Living room

Deer Path Farms received a 2007 Prism Award for best innovative land planning and a

2006 Luxury Living Silver Award for most beautiful custom home.

For more information on Deer Path Farms, Hudson: www.deerpathfarms.com/ or 978-562-7845.

