

**A GUIDE  
TO SELLING  
YOUR HOME**



*Service Speed*

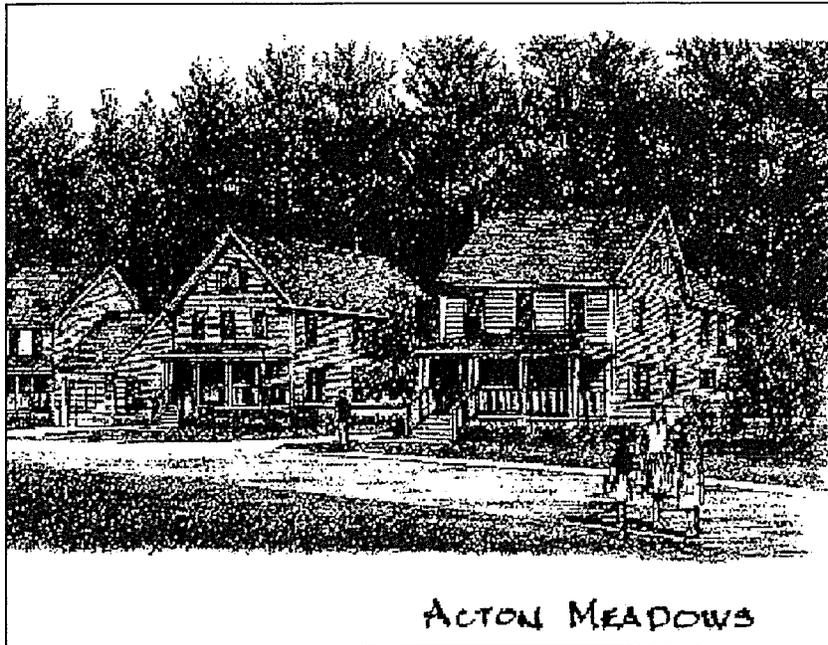
*Results*



# Real Estate Services Proposal

Prepared Especially for:  
**Acton Home Development**

For Marketing the Property Located at:  
**Acton Meadows**



Prepared by:  
**Marianne Blackstone Tabner, CBR,  
GREEN  
REALTOR**

Office: [www.FineHomesLandAndSea.com](http://www.FineHomesLandAndSea.com),  
[MBHomeTeam.com](http://MBHomeTeam.com)  
Office Fax: 978-759-0588  
Voice Mail: 978-621-8028  
Cellular: 978-621-8028  
Email: [mstabner@kw.com](mailto:mstabner@kw.com)

**Keller Williams Realty Boston  
NW, Centerville and Falmouth**

200 Baker Ave, Suite 205  
Concord, MA 01742

Date: February 28, 2012





February 28, 2012

Stephen Steinberg

Acton Home Development

179 Great Road

Acton, MA 01720

Dear Steve,

Thank you for the opportunity to provide you with a Market Study of your newest 40B project, "Acton Meadows" located at 263 Great Road in Acton, MA and consisting of 26 single family detached homes. As I have understood the proposal, 19 of the 26 homes would be "Market rate" homes and the remaining 7 would be the "affordable" single family homes that enter the town affordable housing lottery.

I have created as the "subject property", 3-4 bedrooms single family detached colonial style homes depicting 4 different designs and floor plans in a quaint village like setting within the 5.5 acre parcel. Any one or combination of these 4 house designs can be used for this new community and are "hypothetical" and for illustrative purposes only. Each colonial would vary in sq ft from 1600-2600 sq ft. and would feature, granite kitchens, fireplaced family rooms, some with formal living and dining rooms, 2.5 baths, hardwood floors, mudrooms for some designs, optional third level walk up attics on other designs, central AC, gas heat, central A/C, second floor laundry, decks and 1 and 2 car garages, some attached and some detached, each on a 10,000 sq. ft lot. Every home will be Energy Star Certified. An association fee paid by each home owner would cover the costs of the entire maintenance of the community septic system as well as support the maintenance of the main road in the community, the common "play area" exclusively used by the community as well as all of the

## Summary

Based on the comparables of Acton New construction and surrounding communities since 2010, I would recommend a listing price range from \$405,000 to \$585,000 and staying at the average listing price of \$225.00/ per sq. foot. It seems anything above that price per sq. foot has taken longer to sell unless if it is a 4 bedroom new construction. For example, NARA Ridge, offering 2200 sq. ft. 3 bedroom colonials has been on the market over 300 days and has been priced at \$267.00 /sq. ft. to over \$300.00/per sq. ft. suggesting it is overpriced for today's market. The Villages At Monument Place has an average sold price per sq. ft. of \$175-230.00 per sq. ft. and ranges from low \$500's to low \$600's for mostly 3 bedroom colonial cape style homes.

Acton Meadows would feature a community of colonial homes that are more affordable for first time home buyers and would start at \$405,000 for the smaller "Simon Davis" style homes with 3 bedrooms (1800 sq. ft.), then The Thomas Wheeler style, 2000 sq. ft. for \$450,000, "The Daniel Weatherbee" style, 2200 sq. ft. for \$495,000 and The John Robbins style home offering 2600 sq. ft. for \$585,000 for a 3 bedroom and 2800-3000 sq. ft. would be in the low \$600's for a 4 bedroom or a walk up finished 3<sup>rd</sup> level. Any of these prices are subject to change if additional finished sq. feet are added or the market demand changes.

Most of Acton's stock housing in the \$400-\$600,000 price range are homes built in the 1960's, 1970's, and 1980's that are not energy efficient, require new renovations to meet today's strict energy codes as well making them more economic to live in. Many require new kitchens and baths etc. in which many families cannot afford nor have the time to renovate. Young families that come to Acton are looking for new construction in a great school district for their families with children. Most of these young families are both working full time. "Empty Nester's" are looking to downscale from the larger homes that they have already raised their families in Acton and to stay in Acton, they need a smaller more manageable sized home with lower taxes (ie "The Simon Davis 1800 sq. ft. home). Most "empty nesters" have no desire to live in an age restricted community however, the main theme for many of our Asian buyers which have become a larger demographic in our community and "Empty nesters" is having a sense of community within a new neighborhood.

Most of the comparatives in this market study demonstrate that there is a real need for new construction under the 500,000 to 600,000 range. All of the "actives and solds" in new construction range in the \$500-750,000 price range in the Acton /Boxboro market. There are currently no new single family detached homes

currently or recently under construction on the market that are in the \$400-\$500,000 range. The Villages at Monument Place By Bentley Building Corp. and NARA Ridge are the most recent new construction comparables to Acton Meadows and have been selling in the low \$500's to low \$600's. Bentley's project has almost sold out of phase I and is beginning Phase II of a 30 unit community. NARA Ridge has Sold 2 of their 15 units and suggest that the price point for the sq footage is not correct. "Sarah Jane Court" (not yet on the market) and "West Acton Corner" communities are both currently under construction and offer attached town homes projects both near the School campuses ranging in the high \$400's to upper \$500's for West Acton corner town homes. Any other new construction has been single family detached homes well over the \$650,000 price range and up to \$895,000 to over 1 Million if it is on a ½ acre or larger lot.

Assuming "Acton Meadows" colonial homes are built in this next year, given the current interest rates and the lack of affordable new construction in the \$450-\$600,000 range, and the walking distance to all the area shops and convenient to major commuter routes create a high demand for this type of community in Acton.

Please review all of the comparables as well as my Marketing Plan which is the key in the success of this project. Please contact me with any further questions.

Thank you again for providing me the opportunity to present this Market Study of your Newest Acton Community, "Acton Meadows". I look forward to working with you closely on this new exciting project!

Best regards,

Marianne Blackstone Tabner

978-621-8028

Mbtabner@kw.com

FineHomesLandandSea.com

Keller Williams Realty

200 Baker Ave, suite 205

Concord, MA 01742



## RESUME

*Marianne Blackstone Tabner*

### **Experience:**

Residential Real Estate Agent for over 14 years serving Acton, Boxboro, Concord, Boston NW & expanded to Cape Cod & Islands  
Expertise: Land Acquisition & the development process. Marketing New Construction, Investors, Rehabs, Reloc., 2nd Home Market.

### **Affiliations:**

Member GBAR, GREB, NAR, WCR, REALTOR.COM, MLS, GREEN  
Top Producer (1%) for NW region, Top 20 in New England, 2010  
Awarded the #1 Listing & Selling Agent for Acton in 2007  
Awarded Multi Million Dollar Producer (Medallion Award)

### **Education:**

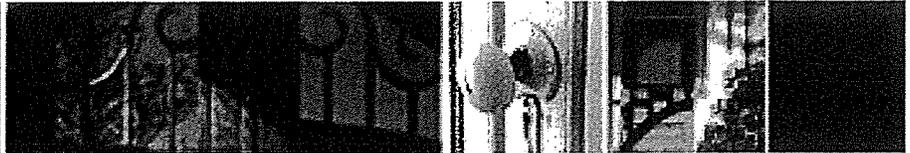
B.S.ed, Education. Dual certified Special Ed/Elementary Ed.  
CBR, Premier Service Certified, CBR, GREEN.

### **Community:**

Volunteer in Acton Public Schools,  
Donate a portion of proceeds to Cancer Research and KW Cares.

### **Personal:**

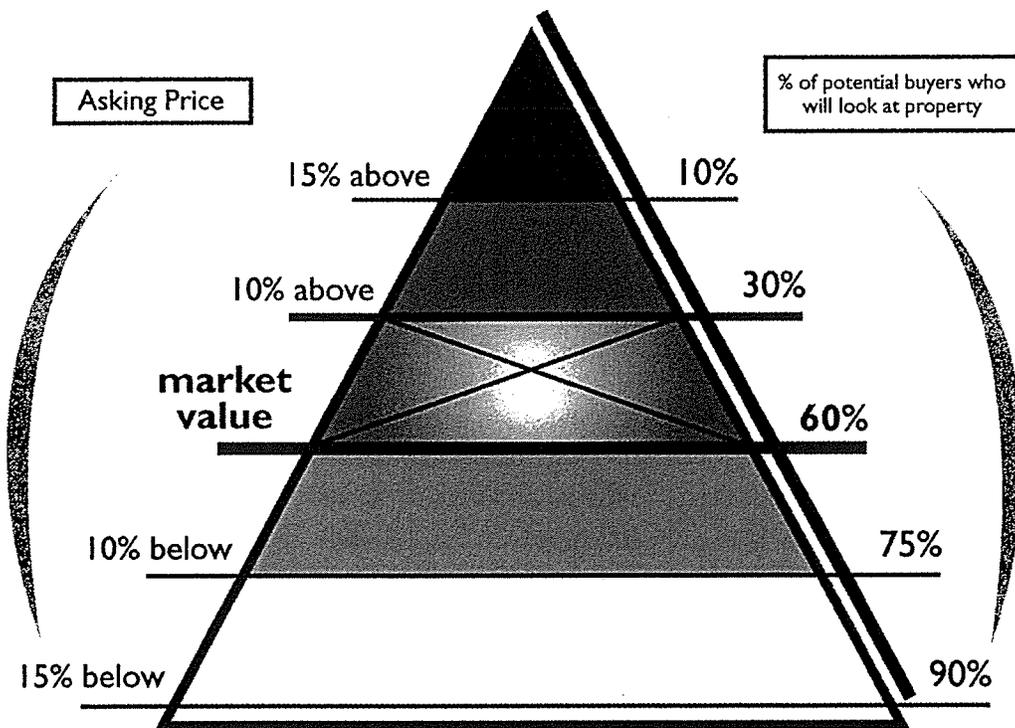
Acton resident for the last 20 years. Mother of 3 children.  
Exercise classes, walking, jogging, Dance, boating, outdoors.  
Travel, Skiing, Weekends at my Cape Cod home.



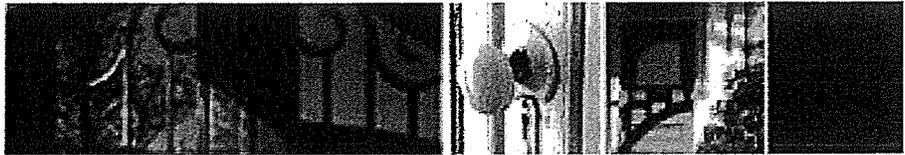
## ***Price Right - Attract Buyers***

Pricing your property competitively will generate the most activity from agents and buyers.

Pricing your property too high may make it necessary to drop the price below market value to compete with new, well-priced listings.



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## *Pricing Misconceptions*

It is very important to price your property at competitive market value when we finalize the listing agreement.



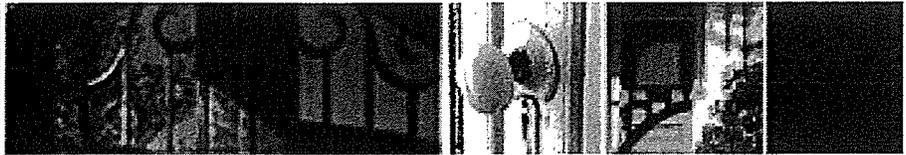
### *Buyers and Sellers Determine Value*

The value of your property is determined by what a **buyer** is willing to pay and a **seller** is willing to accept in today's market.

Buyers make their pricing decision based on comparing your property to other properties SOLD in your area. Historically, your first offer is usually your best.



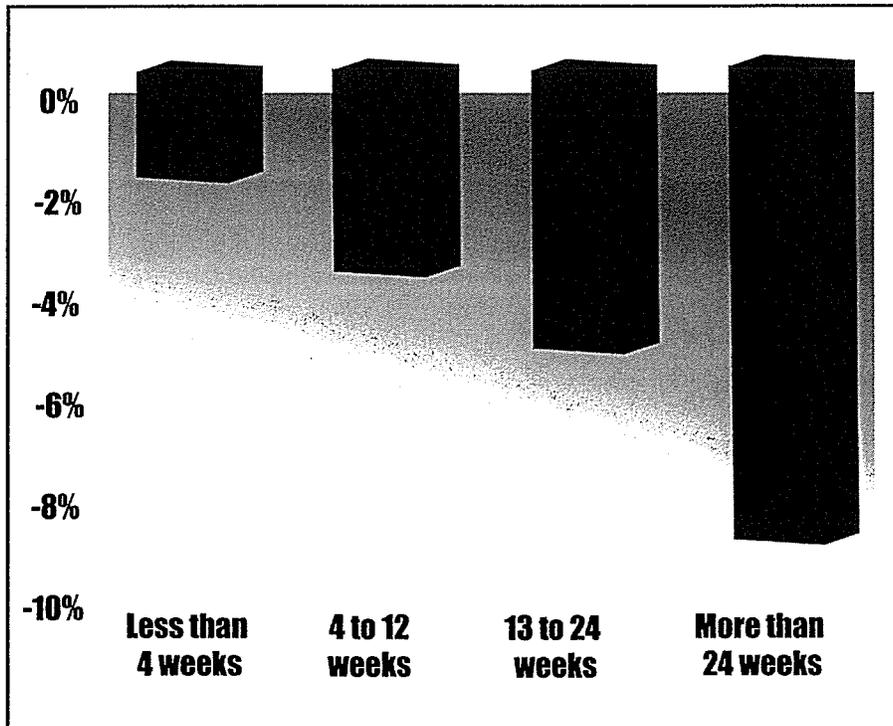
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## ***Price Right - Time on Market Works Against You***

**If you want to compete, be competitive.**

- The buying market has a short attention span.
- Pricing your home right the first time is key.
- Proper pricing attracts buyers.
- An overpriced house will not sell.
- We want to generate offers before the market moves on to newer listings.

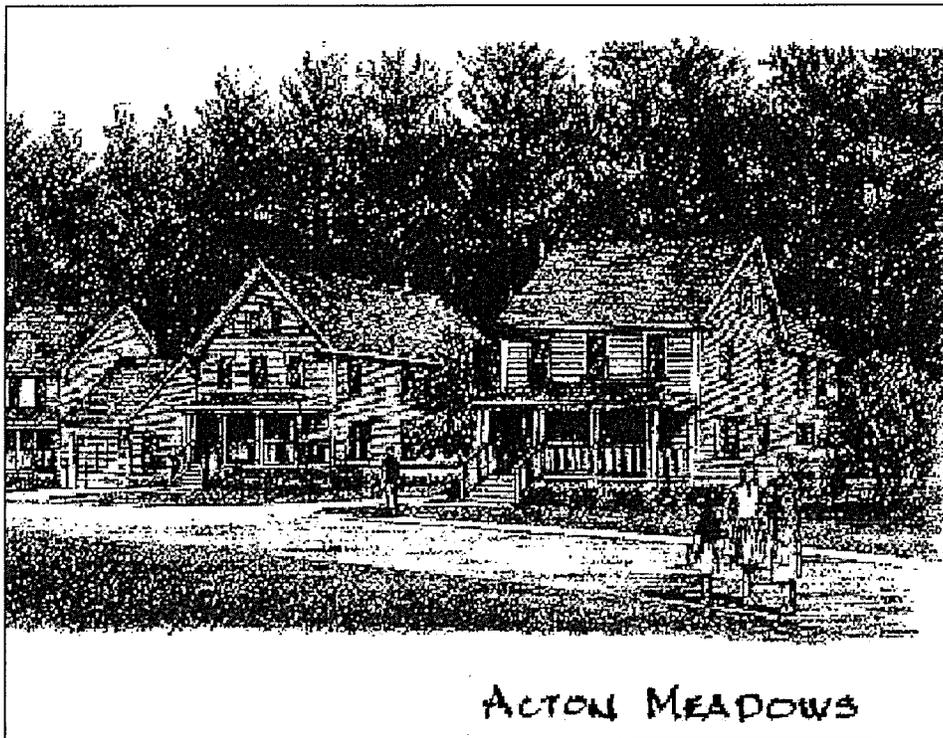


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## **Subject Property Profile for**

### *Acton Meadows*



The following features have been identified to aid in the search for properties that are comparable to yours. This will help in determining proper pricing for your home.

**City:** Acton  
**Tax Yr:**  
**Lot Desc:** Flat, rolling, Meado  
**Bathrooms:** 2.5  
**Fireplaces:** 1, gas  
**Gar Spaces:** 1-2 car att./det.  
**Basement:** full, unfin.bulkhd  
**Flooring:** Hardwd, tile,carpet  
**Int Feat:** Gran Kit, Master Bat  
**Roof:** Arch. asphalt shingl

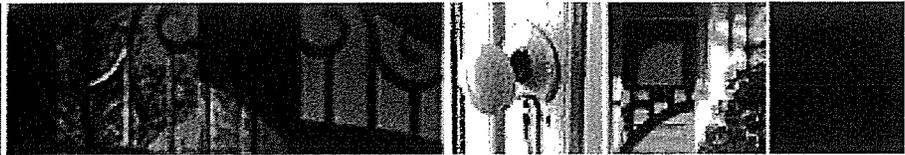
**Assessment:**  
**Lot SqFt:** 10,000  
**Year Built:** 2012  
**Total Rooms:** 6-8  
**Style:** Colonial  
**Parking:** Guest parking  
**Heating:** Gas  
**Ext Feat:** Comm. plygrnd,shops  
**Int Feat:** Energy Star Cert.

**Est Taxes:**  
**Apprx Acres:** 5.5 acre community  
**Bedrooms:** 3  
**Apx Liv Ar:** 1600-2600 sq ft  
**Exterior:** Vinyl  
**Parking:**  
**Cooling:** Central AC  
**Ext Feat:** Priv.shared septic  
**Wtrfrnt/Beach:** 1-2 Miles-NARA Park

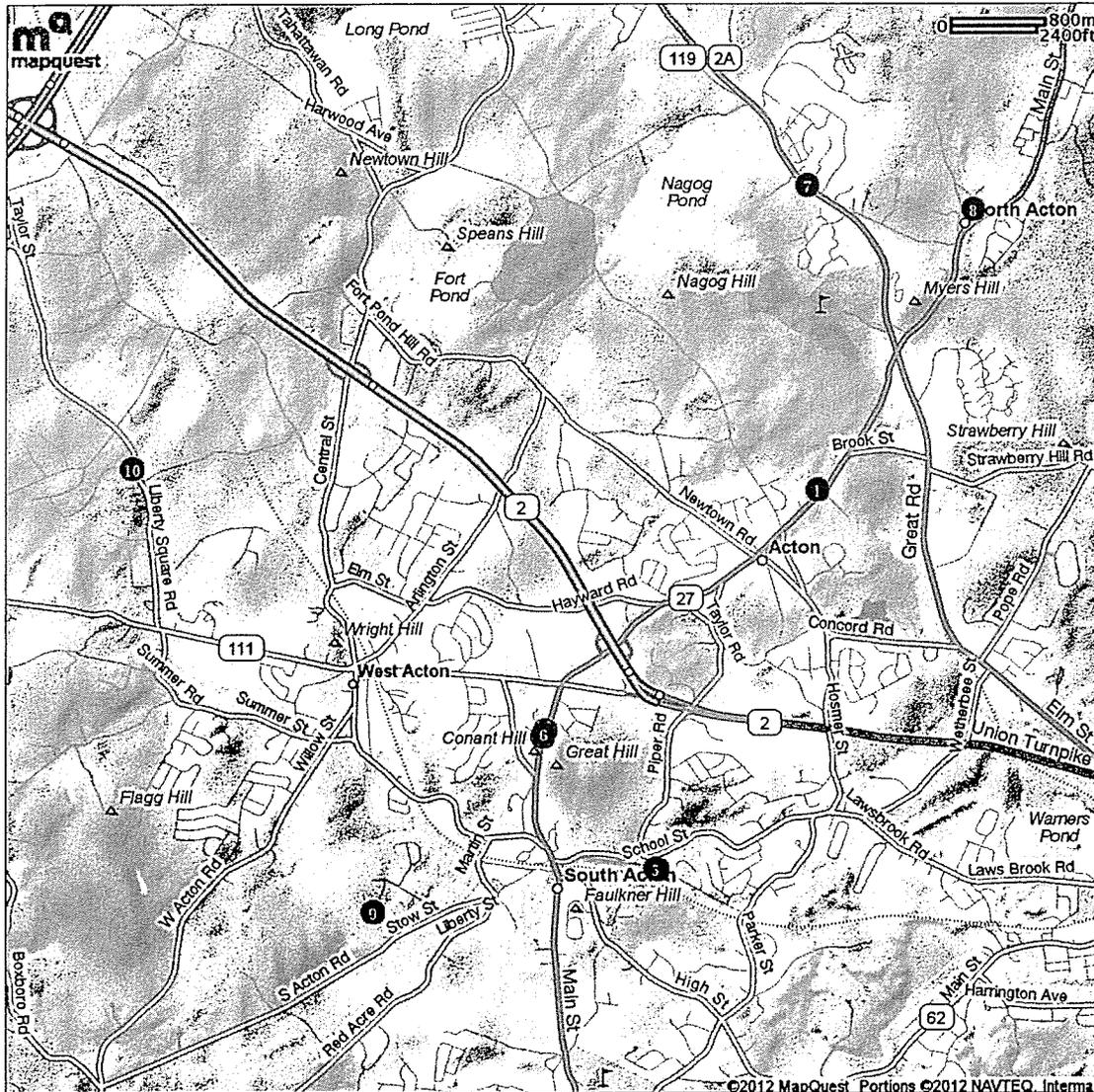


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## Map of Comparable Properties



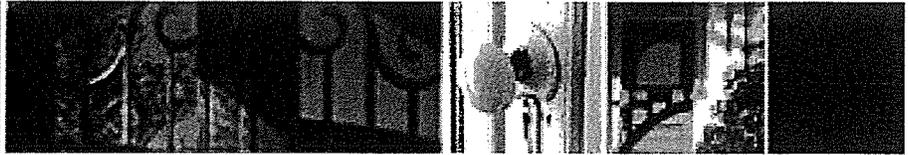
<u>Ref #</u>	<u>Status</u>	<u>Address</u>
1	Subject Property	11 LYDON CT.
2	Currently On The Market	231 Main St.
3	Currently On The Market	227 Main St.
4	Currently On The Market	71 River Street
5	Currently On The Market	69 River Street
6	Under Contract	Lot 1 229 Main St.
7	Under Contract	4 (Lot 2) Henley Road
8	Recently Sold	4 Ledgerrock Way



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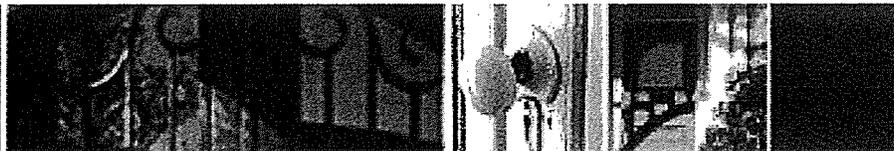
***List of Mapped Properties continued.***

<u>Ref #</u>	<u>Status</u>	<u>Address</u>
9	Recently Sold	16 Billings St
10	Recently Sold	10 Joseph Rd
Not Mapped	Currently On The Market	2 Monument Place
Not Mapped	Currently On The Market	10 Monument Place
Not Mapped	Currently On The Market	2 Sullivan Lane
Not Mapped	Currently On The Market	7 Nara Ridge Road
Not Mapped	Currently On The Market	3 Nara Ridge Road
Not Mapped	Currently On The Market	3 Martha Lane
Not Mapped	Currently On The Market	8 Nara Ridge Road
Not Mapped	Currently On The Market	6 Nara Ridge Road
Not Mapped	Under Contract	6 Monument Place
Not Mapped	Under Contract	5 Monument Place
Not Mapped	Under Contract	8 Monument Place
Not Mapped	Under Contract	12 Monument Place
Not Mapped	Recently Sold	5 Nara Ridge Road
Not Mapped	Recently Sold	1 Nara Ridge Road
Not Mapped	Recently Sold	9 Monument Place



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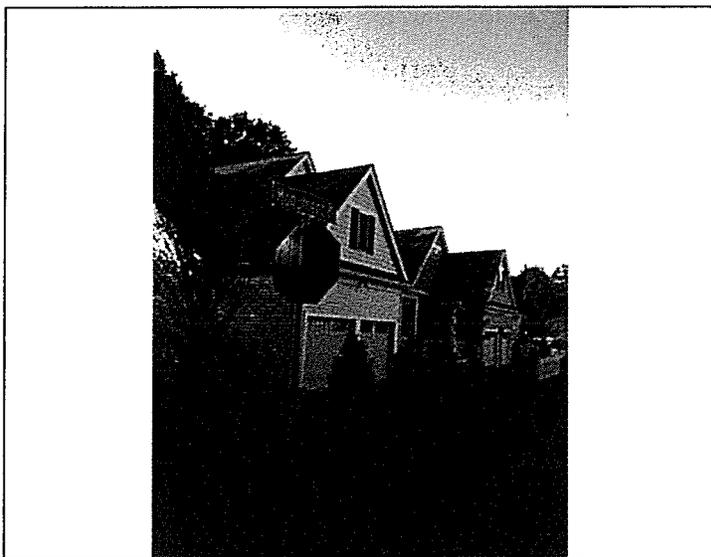


## ***Currently On The Market***

### **2 Monument Place**

**List Price:** \$514,800

**DOM:** 199



### **Property Details**

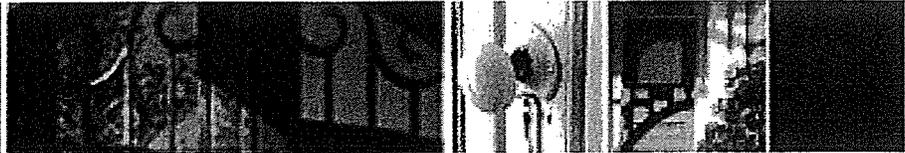
**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2010  
**Lot SqFt:** 159288  
**Apprx Acres:** 3.66  
**Lot Desc:** Paved Drive  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2564  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

*Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Amesbury", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins & Finished W/O Basement. Walk To Nara Park (A 40 Acre Rec. Park)*



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**Office:** [www.FineHomesLandAndSea.com](http://www.FineHomesLandAndSea.com), [MBTHomeTeam.com](http://MBTHomeTeam.com)  
**Office Fax:** 978-759-0588  
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**Email:** [mtabner@kw.com](mailto:mtabner@kw.com)



## ***Currently On The Market***

### **10 Monument Place**

**List Price:** \$539,800

**DOM:** 227



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2010  
**Lot SqFt:** 159288  
**Apprx Acres:** 3.66  
**Lot Desc:** Paved Drive  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2564  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

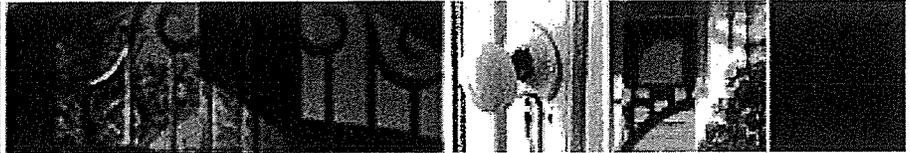
### **Description**

*Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Amesbury", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins & Finished W/O Basement. Walk To Nara Park -(A 40 Acre Rec. Pk)*



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## **Currently On The Market**

### **2 Sullivan Lane**

**List Price:** \$539,800

**DOM:** 25



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2012  
**Lot SqFt:** 158558  
**Apprx Acres:** 3.64  
**Lot Desc:** Paved Drive  
**Year Built:** 2012  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2116  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

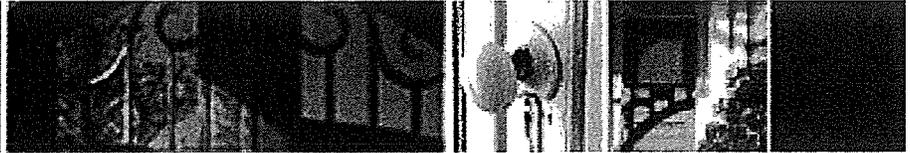
### **Description**

*Introducing Phase II of "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Amesbury Iii", Our Newest Cape Style Offers An Open Floor Plan W/ A Colonial Interior, Granite Kitchens,,Hw Floors,Fireplaced Lr,Custom Blt Ins. Walk To Nara Park (A 40 Acre Rec.Park)!*



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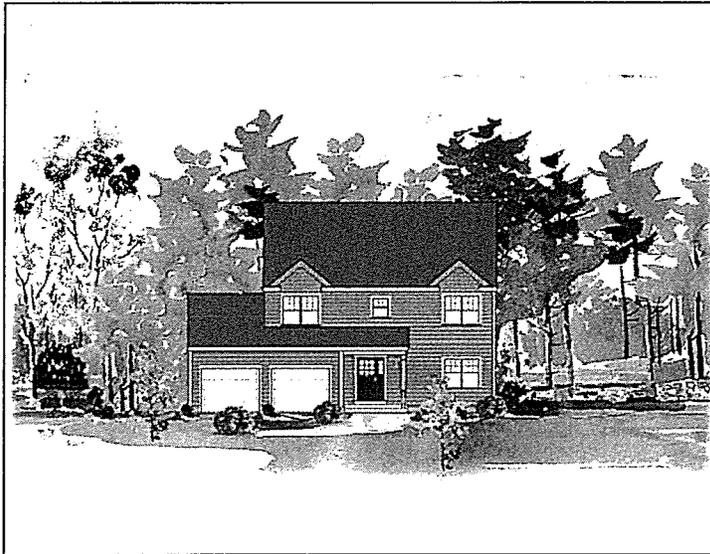


## ***Currently On The Market***

**7 Nara Ridge Road**

**List Price: \$569,500**

**DOM: 585**



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 00  
**Lot SqFt:** 5024  
**Apprx Acres:** 0.12  
**Lot Desc:** Paved Drive  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2213  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

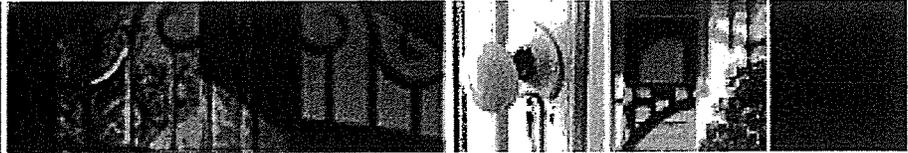
### **Description**

*Stop By And Check Out Our Furnished Model Home! Fabulous New Homes At Nara Ridge! This Wonderful New Neighborhood Offers It All For Today's Busy Lifestyles! Features Include Mirallett Cabinets, Granite Countertops, Hardwood Floors, And First Floor Study! Master Bath With Tile Shower And Double Sinks. Quality Throughout, Walk To Nara Park. Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge Road!! Open House Fri-Sun 12-3pm.*



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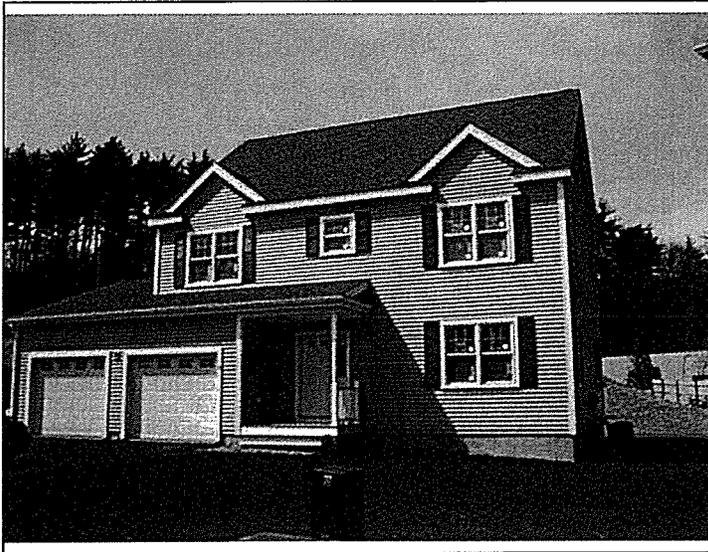


## Currently On The Market

### 3 Nara Ridge Road

List Price: \$569,500

DOM: 585



### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 00  
Lot SqFt: 5937  
Apprx Acres: 0.14  
Lot Desc: Paved Drive  
Year Built: 2010  
Bedrooms: 3  
Bathrooms: 2.5  
Total Rooms: 7  
Apx Liv Ar: 2213  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking:  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

Model Home Hours Fri- Sun 12-3!! This Home Is Near Completion -Ready For A Quick Closing! New Furnished Model Home! Fabulous New Homes At Nara Ridge! ! Features Include Mirallett Cabinets, Granite Countertops, Hardwood Floors, And First Floor Study! Mstr Bth W/ Tile Shower And Double Sinks. Quality Throughout, Walking Distance To Nara Park- Offering Swimming, Walking Trails, Concerts, & Playground. Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge



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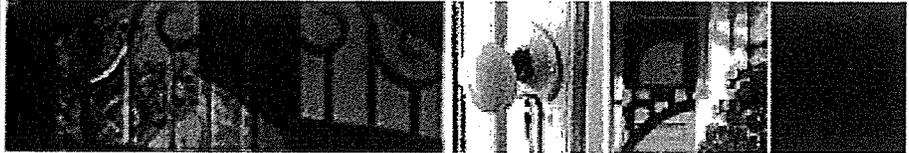
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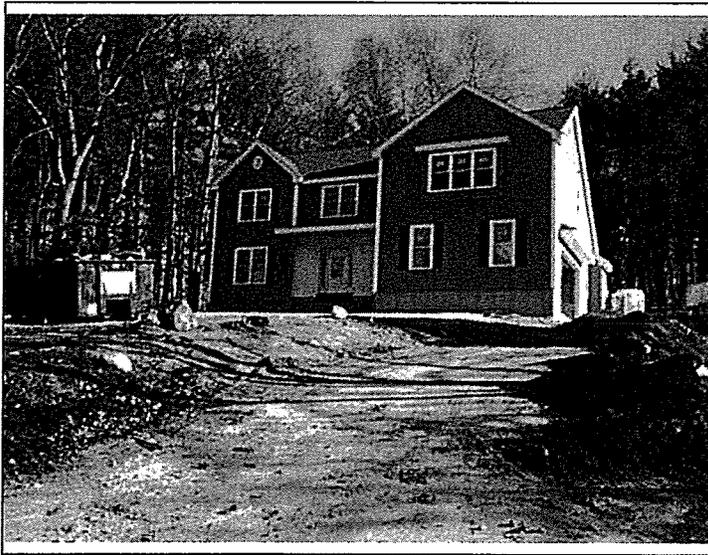


## Currently On The Market

231 Main St.

List Price: \$579,900

DOM: 331

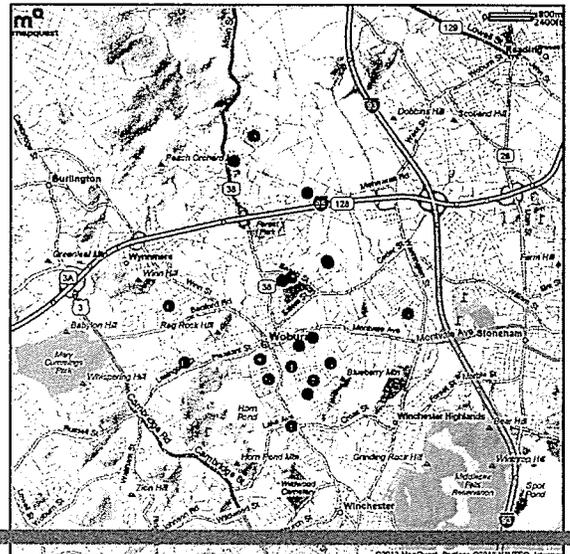


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2011  
Lot SqFt: 63991  
Apprx Acres: 1.47  
Lot Desc: Wooded  
Year Built: 2011  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 2472  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Under  
Parking:  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

New York Style Colonial With Farmers Porch. Featuring 4 Large Bedrooms 2 1/2 Baths. Master Bedroom Suite Will Have Full Bath And Large Walkin Closet. Maple Cabinet Kitchen With Granite Counter Top. First Floor Familyroom With Gas Fireplace. Separate Laundryroom On Second Level. Ready For January Occupancy. Please Use 229 Main Street For Gps Use Only.



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Email: [mtabner@kw.com](mailto:mtabner@kw.com)

  
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## ***Currently On The Market***

### **3 Martha Lane**

*List Price:* \$589,800

*DOM:* 24



### **Property Details**

*City:* Acton, Ma  
*Assessment:* 0  
*Est Taxes:* 0  
*Tax Yr:* 2012  
*Lot SqFt:* 158558  
*Apprx Acres:* 3.64  
*Lot Desc:* Paved Drive  
*Year Built:* 2012  
*Bedrooms:* 3  
*Bathrooms:* 2.5  
*Total Rooms:* 7  
*Apx Liv Ar:* 2572  
*Fireplaces:* 1  
*Style:* Colonial  
*Exterior:* Vinyl  
*Gar Spaces:* 2  
*Parking:* Attached  
*Parking:* Garage Door Opnr  
*Basement:* Yes  
*Heating:* Forced Air  
*Cooling:* Central Air

### **Description**

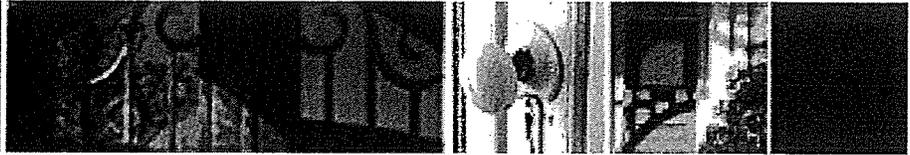
*Introducing Phase II of "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Chatham", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, Fp Fam. Rm W/ Custom Blt Ins, Hw Flrs On 1st Lvl, Study, Formal Dr & Lr W/ Vaulted Ceilings. Wlk To Nara Pk!*



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## Currently On The Market

227 Main St.

List Price: \$589,900

DOM: 517

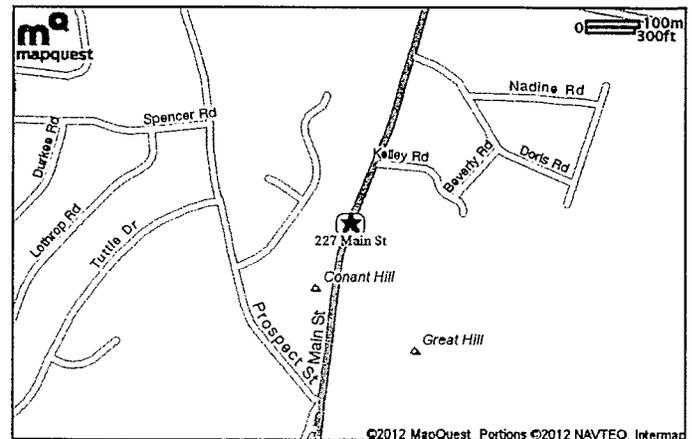


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2010  
Lot SqFt: 43560  
Apprx Acres: 1  
Lot Desc: Wooded  
Year Built: 2010  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 2431  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking:  
Parking:  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

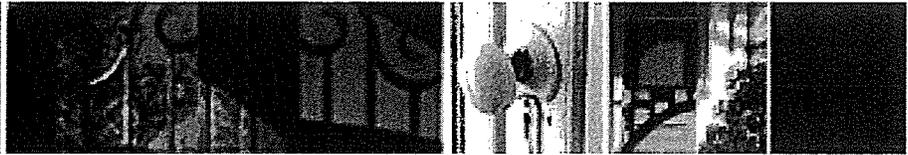
To Be Built. To Be Energy Star Rated Save \$\$\$\$ On Heating And Electric. Kitchen Has Maple Cabinets With Granite Counter Tops And A 10X13.8 Breakfast Area. First Floor Family Room With Gas Fireplace. Formal Dining Room. Master Bedroom Suite Has Large Walkin Closet And Master Bath. Two Car Garage.



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## Currently On The Market

### 71 River Street

List Price: \$599,000

DOM: 23

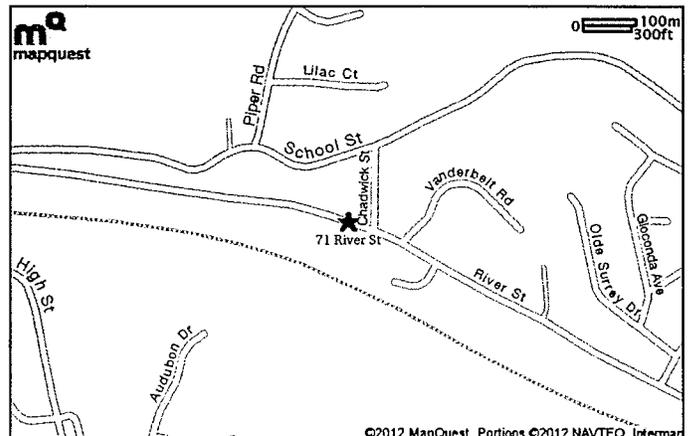


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2012  
Lot SqFt: 22972  
Apprx Acres: 0.53  
Lot Desc: Easements  
Year Built: 2012  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 3000  
Fireplaces: 1  
Style: Colonial  
Exterior: Clapboard  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

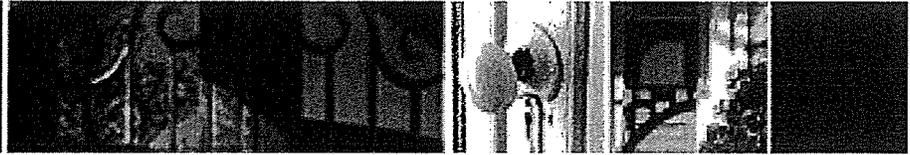
*Similar To Be Built. Energy Star Home Seamlessly Marries The Exterior Charm Of Yesteryear W An Interior That Meets All Modern Day Expectations & Demands. Solid 2X6 Construction, Granite Counters In Kit & Baths, Versatile & Relaxed Floorplan, Ash Wd Floors & 9' Ceilings On 1st Floor = Just A Few Of The Highlights. Kit Has Full Extension, Quiet Close Drawers, Center Island W Breakfast Bar & Stainless Appliances & Opens To Fr, Great Room W Fp & Vaulted Ceiling. Walk To Train & So. Acton Ctr*



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## ***Currently On The Market***

### **8 Nara Ridge Road**

**List Price:** \$599,500

**DOM:** 585



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 00  
**Lot SqFt:** 6050  
**Apprx Acres:** 0.14  
**Lot Desc:** Paved Drive  
**Year Built:** 2011  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2213  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

*End Of Street Location ! This Home Is Framed And Can Be Ready In 90 Days! Nara Ridge Model Home Hours Fri-Sun 12-3pm!! This Wonderful New Neighborhood Offers It All For Today's Busy Lifestyles! Features Include Mirallett Cabinets, Granite Countertops, Hardwood Floors, And First Floor Study! Master Bath With Tile Shower And Double Sinks. Quality Throughout, Walk To Nara Park. Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge Road!!*



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## ***Currently On The Market***

**6 Nara Ridge Road**

**List Price: \$609,000**

**DOM: 585**



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 00  
**Lot SqFt:** 5020  
**Apprx Acres:** 0.12  
**Lot Desc:** Paved Drive  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2213  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

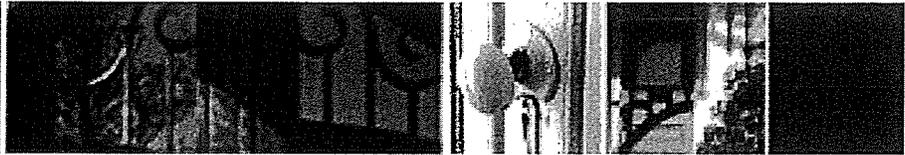
*Stop By And Check Out Our Furnished Model Home- New Hours Are Fri-Sun 12-3! Fabulous New Homes At Nara Ridge! This Wonderful New Neighborhood Offers It All For Today's Busy Lifestyles! Features Include Shrock Cabinets, Granite Countertops, Hardwood Floors, And First Floor Study! Master Bath With Tile Shower And Double Sinks. Quality Throughout, Walk To Nara Park. Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge Road!!*



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## Currently On The Market

### 69 River Street

List Price: \$619,000

DOM: 398

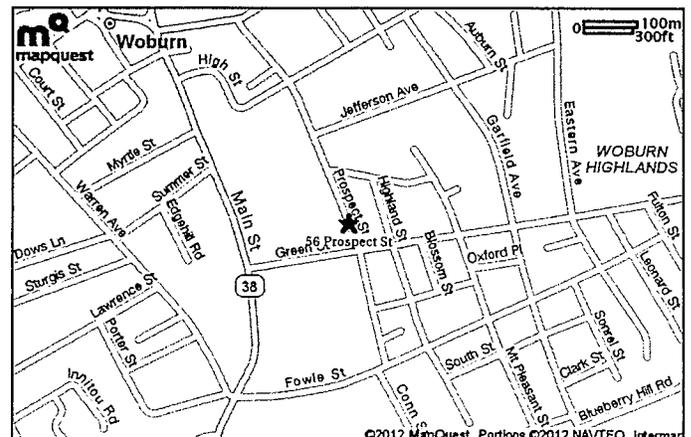
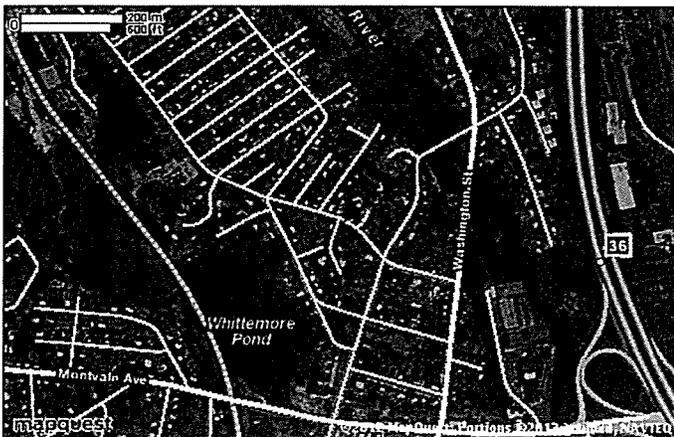


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2012  
Lot SqFt: 16117  
Apprx Acres: 0.37  
Lot Desc: Stream  
Year Built: 2012  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 3000  
Fireplaces: 1  
Style: Colonial  
Exterior: Clapboard  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

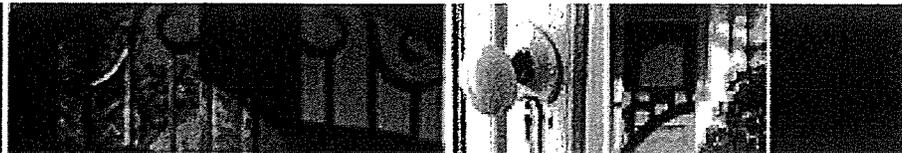
*New Construction! High Rated Energy Star Home Seamlessly Marries The Exterior Charm Of Yesteryear W An Interior That Meets All Modern Day Expectations & Demands. Solid 2X6 Construction, Granite Counters In Kit & Baths, Versatile & Relaxed Floorplan, Ash Wd Floors & 9' Ceilings On 1st Floor = Just A Few Of The Highlights. Kit Has Full Extension, Quiet Close Drawers, Center Island W Breakfast Bar & Stainless Appliances & Opens To Fr; Great Room W Fp & Vaulted Ceiling. Walk To Train & So. Acton Ctr!*



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## ***Under Contract***

### **6 Monument Place**

*List Price:* \$524,800

*DOM:* 154



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2010  
**Lot SqFt:** 159288  
**Apprx Acres:** 3.66  
**Lot Desc:** Paved Drive  
**Year Built:** 2011  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2564  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

*Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Amesbury", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins & Huge W/O Basement. Walk To Nara Park (A 40 Acre Rec. Park)!*



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## ***Under Contract***

### **5 Monument Place**

*List Price:* \$569,800

*DOM:* 459



### **Property Details**

*City:* Acton, Ma  
*Assessment:* 0  
*Est Taxes:* 0  
*Tax Yr:* 2010  
*Lot SqFt:* 159288  
*Apprx Acres:* 3.66  
*Lot Desc:*  
*Year Built:* 2010  
*Bedrooms:* 3  
*Bathrooms:* 2.5  
*Total Rooms:* 7  
*Apx Liv Ar:* 2600  
*Fireplaces:* 1  
*Style:* Colonial  
*Exterior:* Vinyl  
*Gar Spaces:* 2  
*Parking:* Attached  
*Parking:* Garage Door Opnr  
*Basement:* Yes  
*Heating:* Forced Air  
*Cooling:* Central Air

### **Description**

*Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Amesbury", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins, Finished Basement Included!! Wlk To Nara Pk!!*



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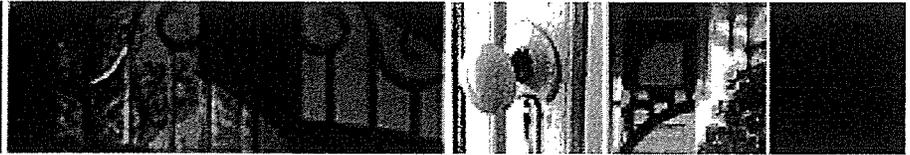
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## ***Under Contract***

### **8 Monument Place**

**List Price:** \$569,800

**DOM:** 318



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2010  
**Lot SqFt:** 159288  
**Apprx Acres:** 3.66  
**Lot Desc:**  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 3274  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:** Garage Door Opnr  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

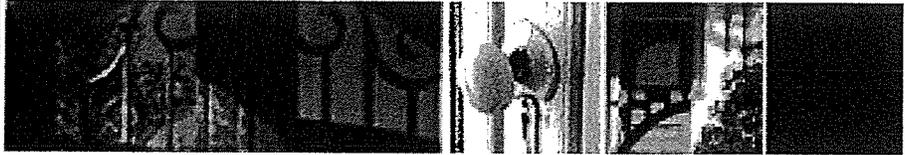
Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Chatham", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins & Huge W/O Finished Basement. Walk To Nara Park !!



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## Under Contract

Lot 1 229 Main St.

List Price: \$579,900

DOM: 416

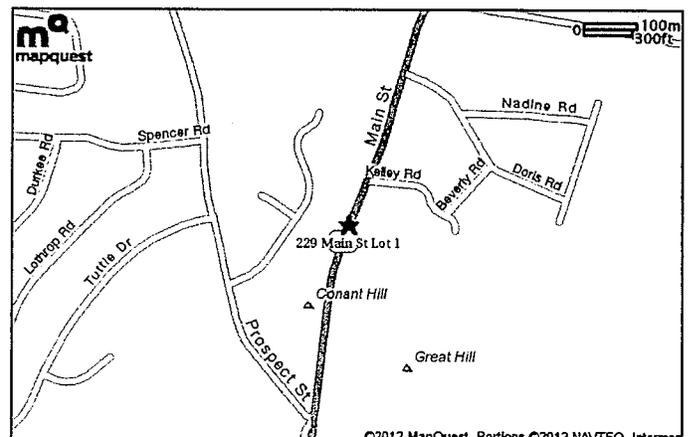


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2010  
Lot SqFt: 43560  
Apprx Acres: 1  
Lot Desc: Wooded  
Year Built: 2010  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 2431  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking:  
Parking:  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

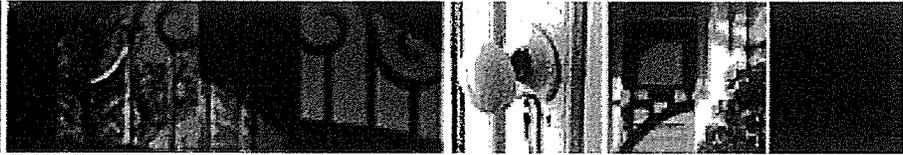
To Be Built. To Be Energy Star Rated Save \$\$\$\$ On Heating And Electric. Kitchen Has Maple Cabinets With Granite Counter Tops And A 10X13.8 Breakfast Area. First Floor Family Room With Gas Fireplace. Formal Dining Room. Master Bedroom Suite Has Large Walkin Closet And Master Bath. Two Seperate Furnaces. Two Car Garage.



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## ***Under Contract***

### **12 Monument Place**

*List Price:* \$609,800

*DOM:* 29



### **Property Details**

*City:* Acton, Ma  
*Assessment:* 0  
*Est Taxes:* 0  
*Tax Yr:* 2010  
*Lot SqFt:* 159288  
*Apprx Acres:* 3.66  
*Lot Desc:*  
*Year Built:* 2011  
*Bedrooms:* 4  
*Bathrooms:* 2.5  
*Total Rooms:* 8  
*Apx Liv Ar:* 3501  
*Fireplaces:* 1  
*Style:* Colonial  
*Exterior:* Vinyl  
*Gar Spaces:* 2  
*Parking:* Attached  
*Parking:* Garage Door Opnr  
*Basement:* Yes  
*Heating:* Forced Air  
*Cooling:* Central Air

### **Description**

*Introducing "The Villages At Monument Place", Bentley's Newest Acton Community Features 26 Single Family Detached Homes Designed For The Buyer Who Values The Rewards Of A Single Family Home W/ A Low Maintenance Lifestyle. Each Home Features An Exquisite Blend Of Elegance, Warmth & Charm. "The Chatham", A Classic Cape W/ Colonial Interior Offers An Open Floor Plan, The Granite Kitchens, 1st Fl Study, Hw Floors, Fireplaced Lr, Custom Blt Ins & Huge W/O Basement. Walk To Nara Park (A 40 Acre Rec. Park)*



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## Under Contract

4 (Lot 2) Henley Road

List Price: \$628,000

DOM: 281

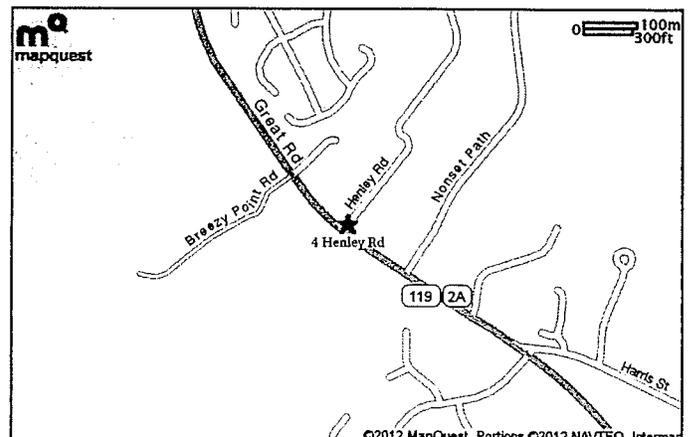
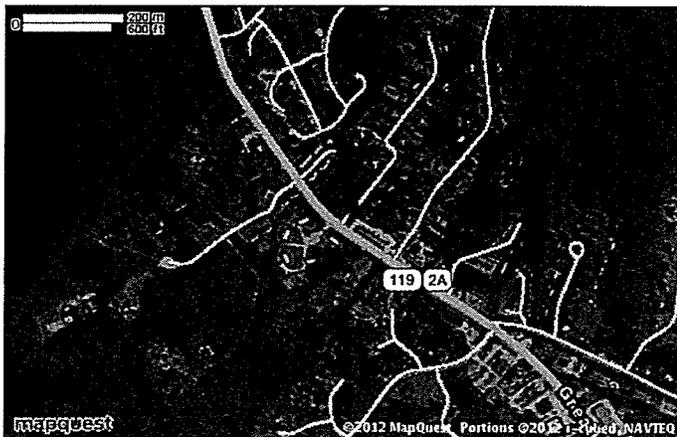


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 00  
Lot SqFt: 20000  
Apprx Acres: 0.46  
Lot Desc: Paved Drive  
Year Built: 2011  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 9  
Apx Liv Ar: 2648  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

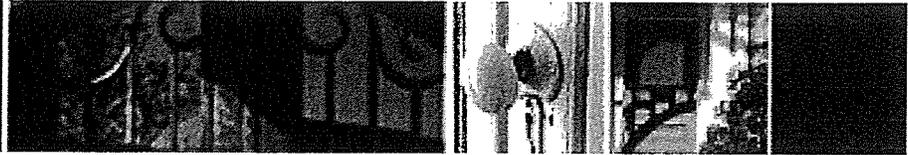
Move Right In!!! This Is The Only One Left Of 6 New Houses In An Established Neighborhood. Well Designed Gas Home, Sunny, Energy Efficient, Full Basement, Spacious Rooms, Generous Closets.....Wow! Maple Kitchen Cabinets With Island And Granite, Heated/Ac Sun Room With Windows On 3 Sides, Upscale Master Suite, Maple Cabinet W/Granite In Hall Bath. Hardwood Floors On The First Level, Stairs And Hallways! Buyer To Select Bedroom WW.



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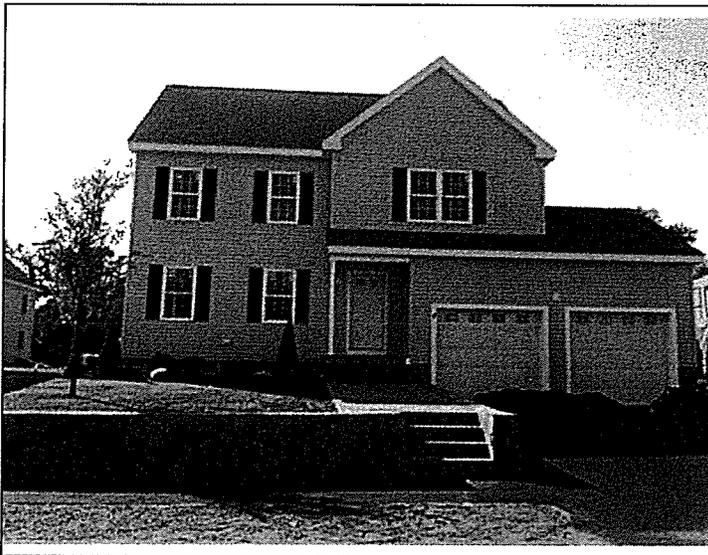
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## Recently Sold

### 4 Ledgerrock Way

List Price: \$579,000 Sold Price: \$542,500 DOM: 26

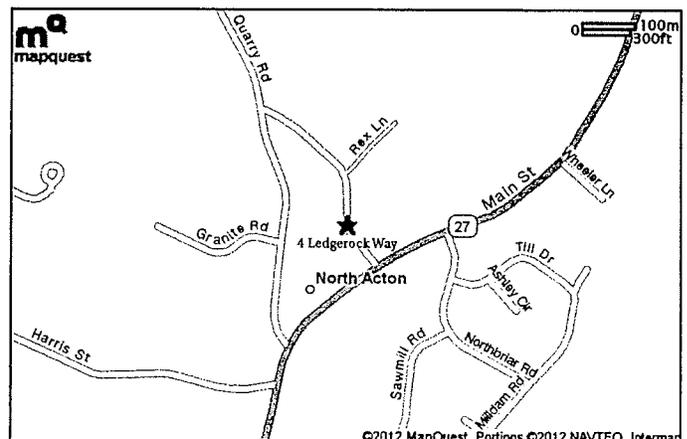


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2010  
Lot SqFt: 10000  
Aprx Acres: 0.22  
Lot Desc: Paved Drive  
Year Built: 2010  
Bedrooms: 3  
Bathrooms: 2.5  
Total Rooms: 6  
Apx Liv Ar: 1760  
Fireplaces: 0  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking:  
Basement: No  
Heating: Forced Air  
Cooling: Central Air

### Description

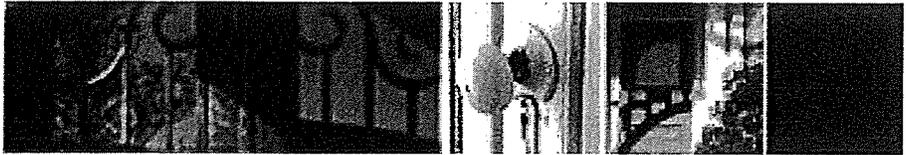
New Construction For Under \$600,000 In Acton! Fantastic New Construction With Open Floor Plan, Hardwood Floors, Second Floor Laundry And Three Large Bedrooms! Master Bedroom Features 2 Closets And Full Bath. Easy Living With Certaineed Vinyl Siding And Easy To Maintain Yards. Walk To Acton's Nara Park For Walking, Concerts And Sledding! Be The First To Take Advantage Of This Wonderful Opportunity To Own New Construction In Acton! This Wonderful New Home Will Be Completed By December 15th.



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## ***Recently Sold***

### **5 Nara Ridge Road**

*List Price:* \$569,500    *Sold Price:* \$569,500    *DOM:* 458



### **Property Details**

*City:* Acton, Ma  
*Assessment:* 0  
*Est Taxes:* 0  
*Tax Yr:* 00  
*Lot SqFt:* 5147  
*Apprx Acres:* 0.12  
*Lot Desc:* Paved Drive  
*Year Built:* 2010  
*Bedrooms:* 3  
*Bathrooms:* 2.5  
*Total Rooms:* 7  
*Apx Liv Ar:* 2213  
*Fireplaces:* 1  
*Style:* Colonial  
*Exterior:* Vinyl  
*Gar Spaces:* 2  
*Parking:* Attached  
*Parking:*  
*Basement:* Yes  
*Heating:* Forced Air  
*Cooling:* Central Air

### **Description**

*New Model Homes Hours- 11-2 Thursday= Sunday!! Fabulous New Homes At Nara Ridge! This Wonderful New Neighborhood Offers It All For Today's Busy Lifestyles! Features Include Mirallett Cabinets, Granite Countertops, Hardwood Floors, And First Floor Study! Master Bath With Tile Shower And Double Sinks. Quality Throughout, Walk To Nara Park. Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge Road!!*



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## **Recently Sold**

### **1 Nara Ridge Road**

**List Price:** \$589,500    **Sold Price:** \$589,500    **DOM:** 318



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 00  
**Lot SqFt:** 5478  
**Apprx Acres:** 0.13  
**Lot Desc:** Paved Drive  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2213  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:**  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

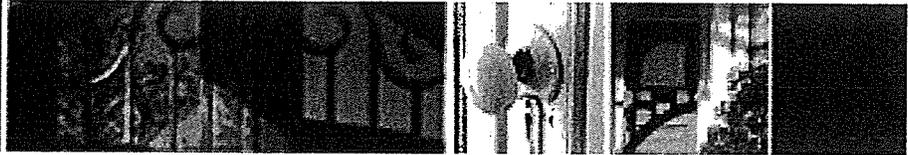
*Stop By And Check Out Our Furnished Model Home! Fabulous New Homes At Nara Ridge! This Wonderful New Neighborhood Offers It All For Today's Busy Lifestyles! Feat Incl Schrock Cab, Granite Countertops, Hwd Floors, And First Floor Study! Master Bth W/ Tile Shower & Double Sinks. Quality Throughout, Within Walking Distance To Nara Park. \*This Home Will Now Include 300sf Of Finished Space In LI!\* Free 1 Yr Quail Ridge Cc Membership When You Purchase A Home On Nara Ridge Road!!*



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## Recently Sold

### 16 Billings St

List Price: \$589,000    Sold Price: \$589,775    DOM: 120

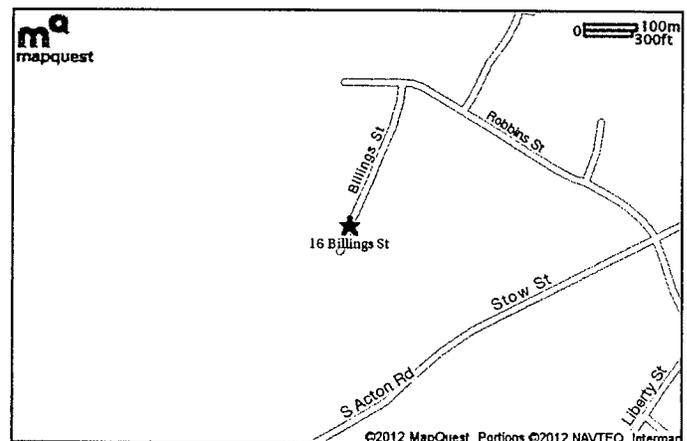


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 5882  
Tax Yr: 2010  
Lot SqFt: 20250  
Apprx Acres: 0.46  
Lot Desc: Wooded  
Year Built: 2010  
Bedrooms: 4  
Bathrooms: 3  
Total Rooms: 7  
Apx Liv Ar: 2600  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

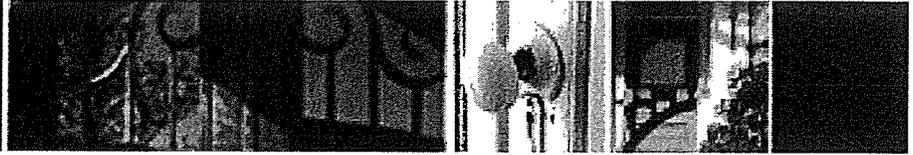
New Construction For Under \$600,000! South Acton Colonial Located On A Cul-De-Sac And Abuts Conservation Land. Energy Efficient Home Meeting New 2010 Energy Code! Home Is Under Construction And Is Scheduled To Be Completed By November 1st! Still Time To Choose Paint Colors. Open Concept Design With Hw Throughout 1st Floor And 2nd Floor Hall. Gourmet Granite Kitchen With Center Island And Ss Appliances Open To Cathedralized Family Room. Cathedral Master With Walk In And Bath. So Much More!



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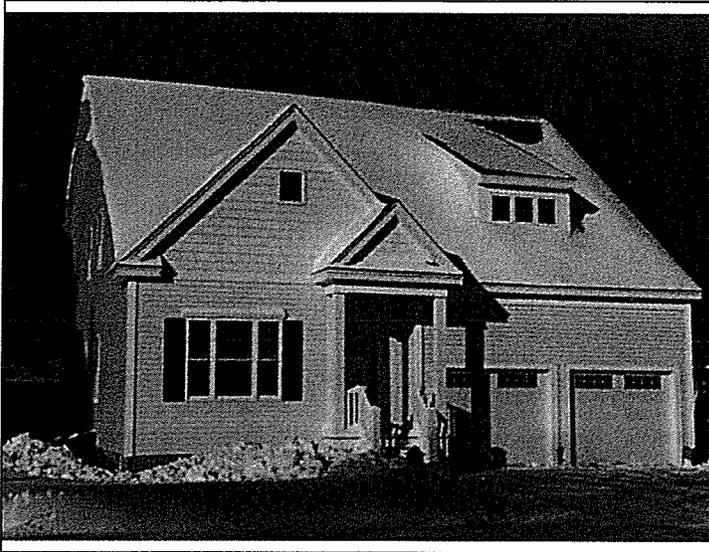
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## **Recently Sold**

### **9 Monument Place**

*List Price:* \$589,800    *Sold Price:* \$589,800



### **Property Details**

*City:* Acton, Ma  
*Assessment:* 0  
*Est Taxes:* 0  
*Tax Yr:* 2010  
*Lot SqFt:* 159429  
*Apprx Acres:* 3.66  
*Lot Desc:* Paved Drive  
*Year Built:* 2011  
*Bedrooms:* 3  
*Bathrooms:* 2.5  
*Total Rooms:* 7  
*Apx Liv Ar:* 2574  
*Fireplaces:* 1  
*Style:* Colonial  
*Exterior:*  
*Gar Spaces:* 2  
*Parking:*  
*Parking:*  
*Basement:* Yes  
*Heating:* Forced Air  
*Cooling:* Central Air

### **Description**

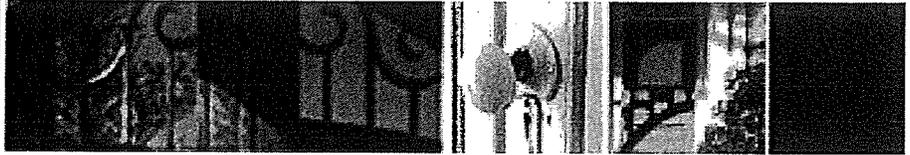
*Introducing "The Villages At Monument Place" Bentley Building Corp.'S Newest Community Of 26 Single Family Detached Homes In A Quintessential New England Style Village! Designed For The Buyer Who Values The Rewards Of A Single Family Home In A Low Maintenance Lifestyle. "The Chatham" , An Expanded Cape Style Is Featured As The "Model" Home, & The First Of 11 Homes In Phase I, Highlighted By Vaulted Ceilings, Granite Kitchens, Hw Floors, Fireplaced Family Rm And Beautiful Custom Built Ins.*



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## Recently Sold

### 10 Joseph Rd

List Price: \$649,900    Sold Price: \$600,000    DOM: 236



### Property Details

City: Boxborough, Ma  
Assessment: 0  
Est Taxes: 4230  
Tax Yr: 2009  
Lot SqFt: 43776  
Apprx Acres: 1  
Lot Desc: Corner  
Year Built: 2010  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 2860  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking: Under  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

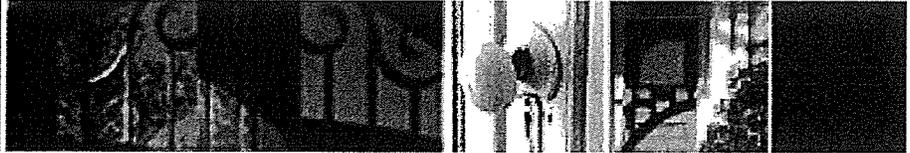
This Brand New Energy Star Rated Colonial Home. 2X6 Construction, Extra Insulation, 3 - Zone Central Heating And Central Ac. Home Features Delightful Open Floor Plan, 9-Ft Ceiling, Hardwood Floors, Open Kitchen With Granite Counters And Stainless Steel Appliances, Huge High Ceiling Family Room, Granite Front Steps, Azek Deck, Etc. Ready To Move In.



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## **Recently Sold**

### **11 Monument Place**

**List Price:** \$589,800    **Sold Price:** \$601,800    **DOM:** 18



### **Property Details**

**City:** Acton, Ma  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2010  
**Lot SqFt:** 159288  
**Apprx Acres:** 3.66  
**Lot Desc:**  
**Year Built:** 2010  
**Bedrooms:** 3  
**Bathrooms:** 2.5  
**Total Rooms:** 7  
**Apx Liv Ar:** 2574  
**Fireplaces:** 1  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Parking:** Garage Door Opnr  
**Basement:** Yes  
**Heating:** Forced Air  
**Cooling:** Central Air

### **Description**

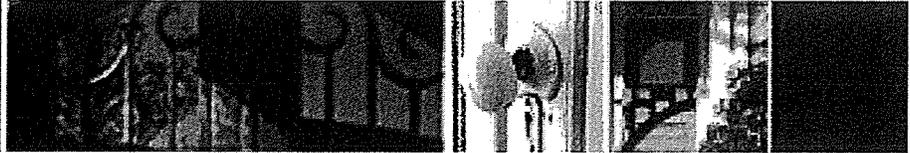
*Introducing "The Villages At Monument Place" Bentley Building Corp.'S Newest Community Of 26 Single Family Detached Homes In A Quintessential New England Style Village! Designed For The Buyer Who Values The Rewards Of A Single Family Home In A Low Maintenance Lifestyle. "The Chatham" , An Exquisite Cape Style Is Featured As The "Model" Home, & The First Of 11 Homes In Phase I, Highlighted By Vaulted Ceilings, Granite Kitchens, Hw Floors, Fireplaced Family Rm And Beautiful Custom Built Ins!*



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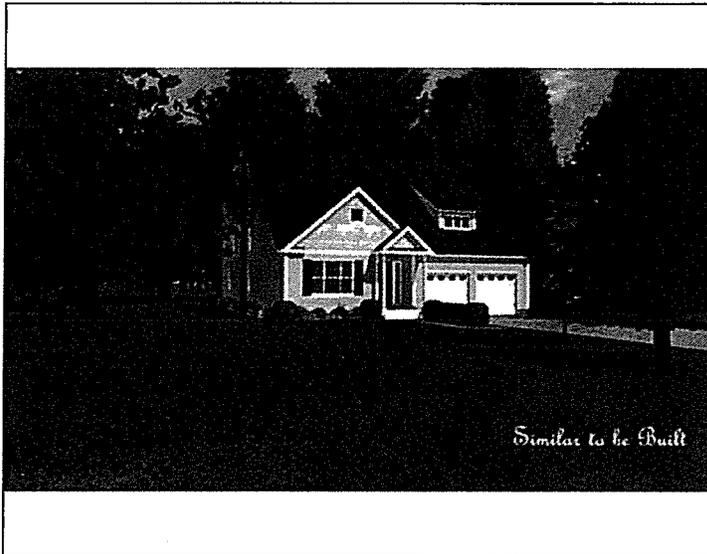
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## Recently Sold

### 7 Monument Place

List Price: \$618,888 Sold Price: \$625,000 DOM: 93



### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2010  
Lot SqFt: 159288  
Apprx Acres: 3.66  
Lot Desc:  
Year Built: 2010  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 3481  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

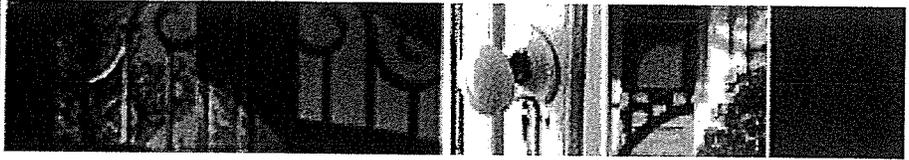
Introducing "The Villages At Monument Place", Bentley Building Corp.'S Newest Community Of 26 Single Family Detached Homes In A Quintessential New England Style Village! Designed For The Buyer Who Values The Rewards Of A Single Family Home In A Low Maintenance Lifestyle."The Chatham", An Exquisite Cape Style Is One Of 11 Homes In Phase I, Highlights Include A 4th Bedroom, Vaulted Ceilings, Granite Kitchens, Hw Floors, Fireplaced Family Rm & Custom Built Ins. Other Units/Styles Available.



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## Recently Sold

### 2 (Lot 1) Henley Road

List Price: \$630,000 Sold Price: \$627,000 DOM: 179

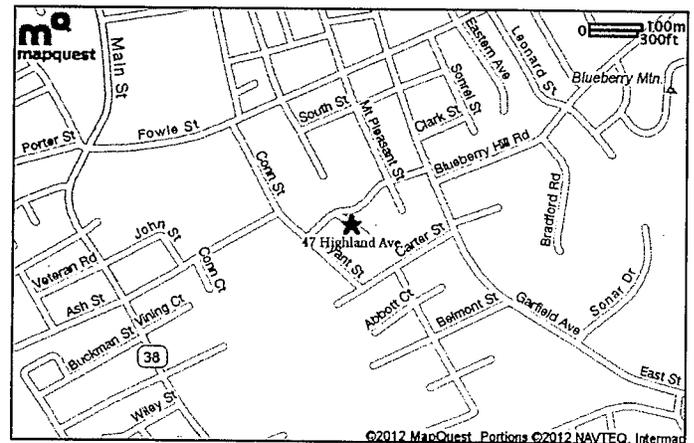
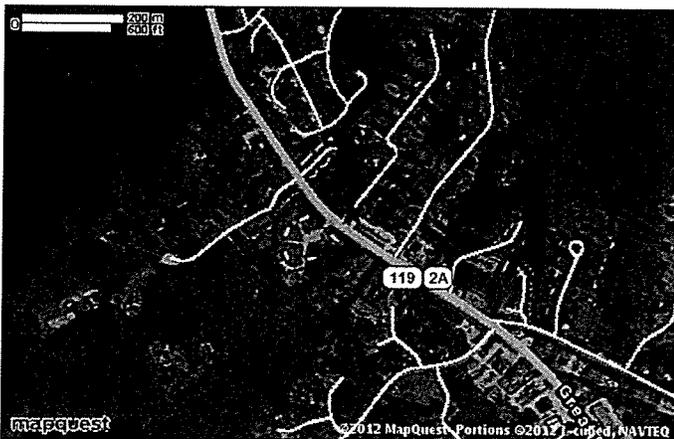


### Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 00  
Lot SqFt: 20000  
Apprx Acres: 0.46  
Lot Desc: Corner  
Year Built: 2011  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 9  
Apx Liv Ar: 2700  
Fireplaces: 1  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking: Garage Door Opnr  
Basement: Yes  
Heating: Forced Air  
Cooling: Central Air

### Description

New House To Be Built In A Convenient, Established Neighborhood. Well Designed Home, Energy Efficient, Full Basement, Spacious Rooms, Generous Closets, Half Acre....Wow! Choice Of Kitchen Cabinets And Granite. Upscale Master Suite With Soaking Tub In Bath. This Is 1 Of 6 New Houses To Be Built.



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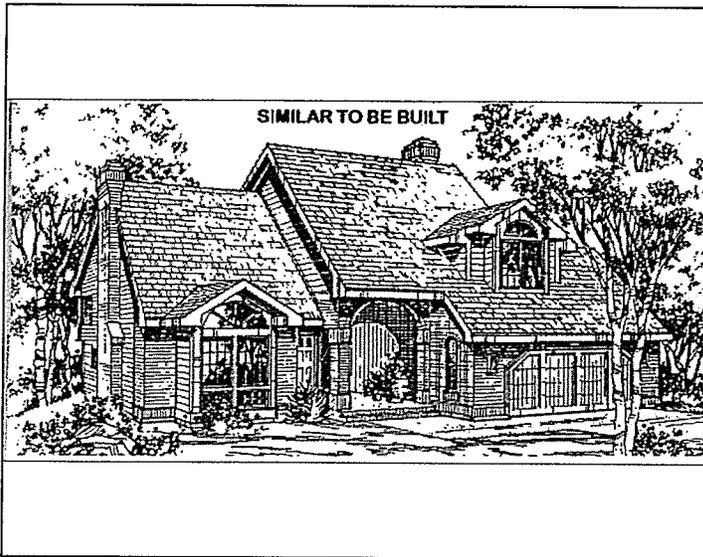
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## Recently Sold

15 Nashoba Road

List Price: \$630,000 Sold Price: \$638,500 DOM: 331



## Property Details

City: Acton, Ma  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2009  
Lot SqFt: 29800  
Apprx Acres: 0.68  
Lot Desc: Corner  
Year Built: 2009  
Bedrooms: 4  
Bathrooms: 2.5  
Total Rooms: 8  
Apx Liv Ar: 2450  
Fireplaces: 1  
Style: Other  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Parking:  
Basement: Yes  
Heating: Hydro Air  
Cooling: Central Air

## Description

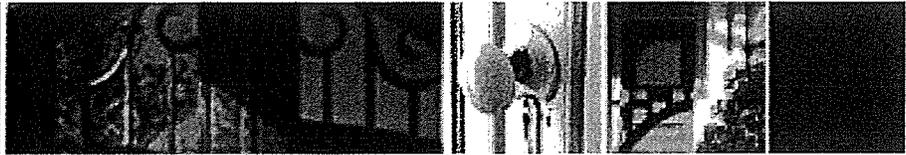
*It Is Easy Being Green... This Eco-Friendly Custom Design Is Sure To Please. 2X6 Construction, Double Glazed Low E Windows, Energy Star High Efficient Heating System, Tankless Hotwater Heater And So Much More. Specs Are For Proposed 3/4 Bedroom House And Can Be Changed To Fit Buyers Needs.*



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## Comparative Market Analysis

	<i>Acton Meadows</i>	2 Monument Place	10 Monument Place	2 Sullivan Lane	7 Nara Ridge Road
					
Status		A	A	A	A
List Price		\$514,800	\$539,800	\$539,800	\$569,500
List\$ SqFt		\$201	\$211	\$255	\$257
Sold Price					
Sold\$ SqFt					
Contract Date					
Sold Date					
DOM		199	227	25	585
City	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
Assessment		0	0	0	0
Est Taxes		0	0	0	0
Tax Yr		2010	2010	2012	00
Lot SqFt	<i>10,000</i>	159288	159288	158558	5024
Apprx Acres	<i>5.5 acre community</i>	3.66	3.66	3.64	0.12
Lot Desc	<i>Flat, rolling, Meadow</i>	Paved Drive	Paved Drive	Paved Drive	Paved Drive
Year Built	<i>2012</i>	2010	2010	2012	2010
Bedrooms	<i>3</i>	3	3	3	3
Bathrooms	<i>2.5</i>	2.5	2.5	2.5	2.5
Total Rooms	<i>6-8</i>	7	7	7	7
Apx Liv Ar	<i>1600-2600 sq ft</i>	2564	2564	2116	2213
Fireplaces	<i>1, gas</i>	1	1	1	1
Style	<i>Colonial</i>	Colonial	Colonial	Colonial	Colonial
Exterior	<i>Vinyl</i>	Vinyl	Vinyl	Vinyl	Vinyl
Gar Spaces	<i>1-2 car att./det.</i>	2	2	2	2
Parking	<i>Guest parking</i>	Attached	Attached	Attached	Attached
Parking					
Basement	<i>full, unfin.bulkhd</i>	Yes	Yes	Yes	Yes
Heating	<i>Gas</i>	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	<i>Central AC</i>	Central Air	Central Air	Central Air	Central Air
Flooring	<i>Hardwd, tile,carpet</i>	Tile	Tile	Tile	Wood
Ext Feat	<i>Comm. plygrnd,shops</i>	Porch	Porch	Porch	Deck
Ext Feat	<i>Priv.shared septic</i>	Deck	Deck	Deck	
Int Feat	<i>Gran Kit, Master Bath,3rd level</i>	Cable Available	Cable Available	Cable Available	
Int Feat	<i>Energy Star Cert.</i>				
Wtrfrnt/Beach	<i>1-2 Miles-NARA Park</i>	No/Yes	No/Yes	No/Yes	No/Yes



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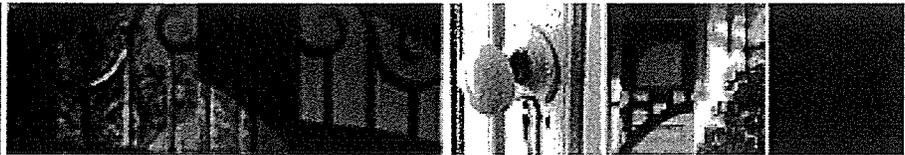
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## Comparative Market Analysis

	<i>Acton Meadows</i>	3 Nara Ridge Road	231 Main St.	3 Martha Lane	227 Main St.
					
<b>Status</b>		A	A	A	A
<b>List Price</b>		\$569,500	\$579,900	\$589,800	\$589,900
<b>List\$ SqFt</b>		\$257	\$235	\$229	\$243
<b>Sold Price</b>					
<b>Sold\$ SqFt</b>					
<b>Contract Date</b>					
<b>Sold Date</b>					
<b>DOM</b>		585	331	24	517
<b>City</b>	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	0	0	0
<b>Tax Yr</b>		00	2011	2012	2010
<b>Lot SqFt</b>	10,000	5937	63991	158558	43560
<b>Apprx Acres</b>	5.5 acre community	0.14	1.47	3.64	1
<b>Lot Desc</b>	Flat, rolling, Meadow	Paved Drive	Wooded	Paved Drive	Wooded
<b>Year Built</b>	2012	2010	2011	2012	2010
<b>Bedrooms</b>	3	3	4	3	4
<b>Bathrooms</b>	2.5	2.5	2.5	2.5	2.5
<b>Total Rooms</b>	6-8	7	8	7	8
<b>Apx Liv Ar</b>	1600-2600 sq ft	2213	2472	2572	2431
<b>Fireplaces</b>	1, gas	1	1	1	1
<b>Style</b>	Colonial	Colonial	Colonial	Colonial	Colonial
<b>Exterior</b>	Vinyl	Vinyl	Vinyl	Vinyl	Vinyl
<b>Gar Spaces</b>	1-2 car att./det.	2	2	2	2
<b>Parking</b>	Guest parking	Attached	Under	Attached	
<b>Parking</b>				Garage Door Opnr	
<b>Basement</b>	full, unfin. bulkhd	Yes	Yes	Yes	Yes
<b>Heating</b>	Gas	Forced Air	Forced Air	Forced Air	Forced Air
<b>Cooling</b>	Central AC	Central Air	Central Air	Central Air	Central Air
<b>Flooring</b>	Hardwd, tile, carpet	Wood	Tile	Tile	Wood
<b>Ext Feat</b>	Comm. plygrnd, shops	Deck	Porch	Porch	Deck
<b>Ext Feat</b>	Priv. shared septic		Deck	Deck	
<b>Int Feat</b>	Gran Kit, Master Bath, 3rd level			Cable Available	
<b>Int Feat</b>	Energy Star Cert.				
<b>Wtrfrnt/Beach</b>	1-2 Miles-NARA Park	No/Yes	No/No	No/Yes	No/No



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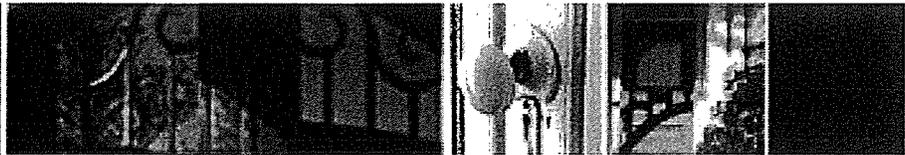
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## Comparative Market Analysis

	<i>Acton Meadows</i>	71 River Street	8 Nara Ridge Road	6 Nara Ridge Road	69 River Street
					
<b>Status</b>		A	A	A	A
<b>List Price</b>		\$599,000	\$599,500	\$609,000	\$619,000
<b>List\$ SqFt</b>		\$200	\$271	\$275	\$206
<b>Sold Price</b>					
<b>Sold\$ SqFt</b>					
<b>Contract Date</b>					
<b>Sold Date</b>					
<b>DOM</b>		23	585	585	398
<b>City</b>	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	0	0	0
<b>Tax Yr</b>		2012	00	00	2012
<b>Lot SqFt</b>	10,000	22972	6050	5020	16117
<b>Apprx Acres</b>	5.5 acre community	0.53	0.14	0.12	0.37
<b>Lot Desc</b>	Flat, rolling, Meadow	Easements	Paved Drive	Paved Drive	Stream
<b>Year Built</b>	2012	2012	2011	2010	2012
<b>Bedrooms</b>	3	4	3	3	4
<b>Bathrooms</b>	2.5	2.5	2.5	2.5	2.5
<b>Total Rooms</b>	6-8	8	7	7	8
<b>Apx Liv Ar</b>	1600-2600 sq ft	3000	2213	2213	3000
<b>Fireplaces</b>	1, gas	1	1	1	1
<b>Style</b>	Colonial	Colonial	Colonial	Colonial	Colonial
<b>Exterior</b>	Vinyl	Clapboard	Vinyl	Vinyl	Clapboard
<b>Gar Spaces</b>	1-2 car att./det.	2	2	2	2
<b>Parking</b>	Guest parking	Attached	Attached	Attached	Attached
<b>Parking</b>		Garage Door Opnr			Garage Door Opnr
<b>Basement</b>	full, unfin, bulkhd	Yes	Yes	Yes	Yes
<b>Heating</b>	Gas	Forced Air	Forced Air	Forced Air	Forced Air
<b>Cooling</b>	Central AC	Central Air	Central Air	Central Air	Central Air
<b>Flooring</b>	Hardwd, tile, carpet	Wood	Wood	Wood	Wood
<b>Ext Feat</b>	Comm. plygrnd, shops	Porch	Deck	Deck	Porch
<b>Ext Feat</b>	Prv. shared septic	Deck			Deck
<b>Int Feat</b>	Gran Kit, Master Bath, 3rd level	Cable Available			Cable Available
<b>Int Feat</b>	Energy Star Cert.				
<b>Wtrfrnt/Beach</b>	1-2 Miles-NARA Park	Yes/No	No/Yes	No/Yes	Yes/No



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Office: [www.FineHomesLandAndSea.com](http://www.FineHomesLandAndSea.com), [MBHomeTeam.com](http://MBHomeTeam.com)

Office Fax: 978-759-0588

Voice Mail: 978-621-8028

Cellular: 978-621-8028

Email: [mtabner@kw.com](mailto:mtabner@kw.com)



# A GUIDE TO SELLING YOUR HOME



## Comparative Market Analysis

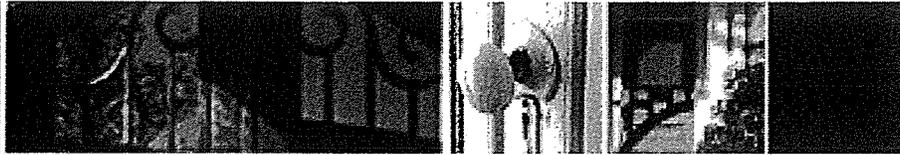
	<i>Acton Meadows</i>	6 Monument Place	5 Monument Place	8 Monument Place	LOT 1 229 Main St.
					
<b>Status</b>		U	U	U	U
<b>List Price</b>		\$524,800	\$569,800	\$569,800	\$579,900
<b>List\$ SqFt</b>		\$205	\$219	\$174	\$239
<b>Sold Price</b>					
<b>Sold\$ SqFt</b>					
<b>Contract Date</b>		01/12/12	02/11/12	12/29/11	10/31/11
<b>Sold Date</b>					
<b>DOM</b>		154	459	318	416
<b>City</b>	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	0	0	0
<b>Tax Yr</b>		2010	2010	2010	2010
<b>Lot SqFt</b>	<i>10,000</i>	159288	159288	159288	43560
<b>Apprx Acres</b>	<i>5.5 acre community</i>	3.66	3.66	3.66	1
<b>Lot Desc</b>	<i>Flat, rolling, Meadow</i>	Paved Drive			Wooded
<b>Year Built</b>	<i>2012</i>	2011	2010	2010	2010
<b>Bedrooms</b>	<i>3</i>	3	3	3	4
<b>Bathrooms</b>	<i>2.5</i>	2.5	2.5	2.5	2.5
<b>Total Rooms</b>	<i>6-8</i>	7	7	7	8
<b>Apx Liv Ar</b>	<i>1600-2600 sq ft</i>	2564	2600	3274	2431
<b>Fireplaces</b>	<i>1, gas</i>	1	1	1	1
<b>Style</b>	<i>Colonial</i>	Colonial	Colonial	Colonial	Colonial
<b>Exterior</b>	<i>Vinyl</i>	Vinyl	Vinyl	Vinyl	Vinyl
<b>Gar Spaces</b>	<i>1-2 car att./det.</i>	2	2	2	2
<b>Parking</b>	<i>Guest parking</i>	Attached	Attached	Attached	
<b>Parking</b>			Garage Door Opnr	Garage Door Opnr	
<b>Basement</b>	<i>full, unfin. bulkhd</i>	Yes	Yes	Yes	Yes
<b>Heating</b>	<i>Gas</i>	Forced Air	Forced Air	Forced Air	Forced Air
<b>Cooling</b>	<i>Central AC</i>	Central Air	Central Air	Central Air	Central Air
<b>Flooring</b>	<i>Hardwd, tile, carpet</i>	Tile	Tile	Tile	Wood
<b>Ext Feat</b>	<i>Comm. plygrnd, shops</i>	Porch	Porch	Porch	Deck
<b>Ext Feat</b>	<i>Prnv. shared septic</i>	Deck	Deck	Deck	
<b>Int Feat</b>	<i>Gran Kit, Master Bath, 3rd level</i>	Cable Available	Cable Available	Cable Available	
<b>Int Feat</b>	<i>Energy Star Cert.</i>				
<b>Wtrfrnt/Beach</b>	<i>1-2 Miles-NARA Park</i>	No/Yes	No/Yes	No/Yes	No/No



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 Office: [www.FineHomesLandAndSea.com](http://www.FineHomesLandAndSea.com), [MBHomeTeam.com](http://MBHomeTeam.com)  
 Office Fax: 978-759-0588  
 Voice Mail: 978-621-8028  
 Cellular: 978-621-8028  
 Email: [mtabner@kw.com](mailto:mtabner@kw.com)



# A GUIDE TO SELLING YOUR HOME



## Comparative Market Analysis

	<i>Acton Meadows</i>	12 Monument Place	4 (Lot 2) Henley Road	4 Ledgerrock Way	5 Nara Ridge Road
					
<b>Status</b>		U	U	S	S
<b>List Price</b>		\$609,800	\$628,000	\$579,000	\$569,500
<b>List\$ SqFt</b>		\$174	\$237	\$329	\$257
<b>Sold Price</b>				\$542,500	\$569,500
<b>Sold\$ SqFt</b>				\$308	\$257
<b>Contract Date</b>		02/11/12	01/20/12	10/24/10	10/20/11
<b>Sold Date</b>				01/04/11	12/09/11
<b>DOM</b>		29	281	26	458
<b>City</b>	Acton	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	0	0	0
<b>Tax Yr</b>		2010	00	2010	00
<b>Lot SqFt</b>	10,000	159288	20000	10000	5147
<b>Apprx Acres</b>	5.5 acre community	3.66	0.46	0.22	0.12
<b>Lot Desc</b>	Flat, rolling, Meadow		Paved Drive	Paved Drive	Paved Drive
<b>Year Built</b>	2012	2011	2011	2010	2010
<b>Bedrooms</b>	3	4	4	3	3
<b>Bathrooms</b>	2.5	2.5	2.5	2.5	2.5
<b>Total Rooms</b>	6-8	8	9	6	7
<b>Apx Liv Ar</b>	1600-2600 sq ft	3501	2648	1760	2213
<b>Fireplaces</b>	1, gas	1	1	0	1
<b>Style</b>	Colonial	Colonial	Colonial	Colonial	Colonial
<b>Exterior</b>	Vinyl	Vinyl	Vinyl	Vinyl	Vinyl
<b>Gar Spaces</b>	1-2 car att./det.	2	2	2	2
<b>Parking</b>	Guest parking	Attached	Attached	Attached	Attached
<b>Parking</b>		Garage Door Opnr	Garage Door Opnr	No	Yes
<b>Basement</b>	full, unfin.bulkhd	Yes	Yes	Forced Air	Forced Air
<b>Heating</b>	Gas	Forced Air	Forced Air	Central Air	Central Air
<b>Cooling</b>	Central AC	Central Air	Central Air	Wood	Wood
<b>Flooring</b>	Hardwd, tile, carpet	Tile	Wood		
<b>Ext Feat</b>	Comm. plygrnd,shops	Porch	Porch	Deck	Deck
<b>Ext Feat</b>	Priv.shared septic	Deck	Deck		
<b>Int Feat</b>	Gran Kit, Master Bath,3rd level	Cable Available	Cable Available	Cable Available	
<b>Int Feat</b>	Energy Star Cert.				
<b>Wtrfrnt/Beach</b>	1-2 Miles-NARA Park	No/Yes	No/No	No/Yes	No/Yes



**Marianne Blackstone Tabner, CBR, GREEN**

Office: [www.FineHomesLandAndSea.com](http://www.FineHomesLandAndSea.com), [MBHomeTeam.com](http://MBHomeTeam.com)

Office Fax: 978-759-0588

Voice Mail: 978-621-8028

Cellular: 978-621-8028

Email: [mtabner@kw.com](mailto:mtabner@kw.com)



# A GUIDE TO SELLING YOUR HOME

## Comparative Market Analysis

	<i>Acton Meadows</i>	1 Nara Ridge Road	16 Billings St	9 Monument Place	10 Joseph Rd
					
<b>Status</b>		S	S	S	S
<b>List Price</b>		\$589,500	\$589,000	\$589,800	\$649,900
<b>List\$ SqFt</b>		\$266	\$227	\$229	\$227
<b>Sold Price</b>		\$589,500	\$589,775	\$589,800	\$600,000
<b>Sold\$ SqFt</b>		\$266	\$227	\$229	\$210
<b>Contract Date</b>		06/02/11	12/27/10	02/03/11	11/13/10
<b>Sold Date</b>		07/15/11	12/28/10	06/30/11	12/30/10
<b>DOM</b>		318	120		236
<b>City</b>	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Boxborough, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	5882	0	4230
<b>Tax Yr</b>		00	2010	2010	2009
<b>Lot SqFt</b>	<i>10,000</i>	5478	20250	159429	43776
<b>Apprx Acres</b>	<i>5.5 acre community</i>	0.13	0.46	3.66	1
<b>Lot Desc</b>	<i>Flat, rolling, Meadow</i>	Paved Drive	Wooded	Paved Drive	Corner
<b>Year Built</b>	<i>2012</i>	2010	2010	2011	2010
<b>Bedrooms</b>	<i>3</i>	3	4	3	4
<b>Bathrooms</b>	<i>2.5</i>	2.5	3	2.5	2.5
<b>Total Rooms</b>	<i>6-8</i>	7	7	7	8
<b>Apx Liv Ar</b>	<i>1600-2600 sq ft</i>	2213	2600	2574	2860
<b>Fireplaces</b>	<i>1, gas</i>	1	1	1	1
<b>Style</b>	<i>Colonial</i>	Colonial	Colonial	Colonial	Colonial
<b>Exterior</b>	<i>Vinyl</i>	Vinyl	Vinyl		Vinyl
<b>Gar Spaces</b>	<i>1-2 car att./det.</i>	2	2	2	2
<b>Parking</b>	<i>Guest parking</i>	Attached	Attached		Attached
<b>Parking</b>	<i>full, unfin.bulkhd</i>	Yes	Garage Door Opnr	Yes	Under
<b>Basement</b>	<i>Gas</i>	Forced Air	Yes	Forced Air	Yes
<b>Heating</b>	<i>Central AC</i>	Central Air	Forced Air	Central Air	Forced Air
<b>Cooling</b>	<i>Hardwd, tile, carpet</i>	Central Air	Central Air	Central Air	Central Air
<b>Flooring</b>		Wood	Tile	Tile	Wood
<b>Ext Feat</b>	<i>Comm. plygrnd,shops</i>	Deck	Porch		Deck
<b>Ext Feat</b>	<i>Prv.shared septic</i>		Deck		Gutters
<b>Int Feat</b>	<i>Gran Kit, Master Bath,3rd level</i>		Cable Available	Cable Available	Cable Available
<b>Int Feat</b>	<i>Energy Star Cert.</i>				
<b>Wtrfrnt/Beach</b>	<i>1-2 Miles-NARA Park</i>	No/Yes	No/No	No/Yes	No/No



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Office Fax: 978-759-0588

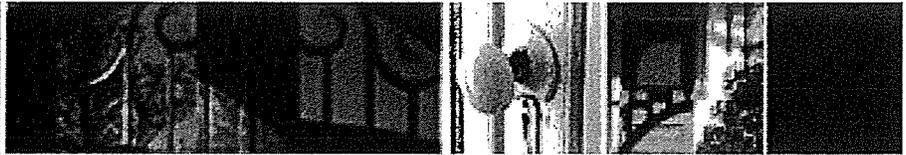
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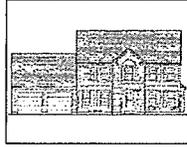
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# A GUIDE TO SELLING YOUR HOME



## Comparative Market Analysis

	<i>Acton Meadows</i>	11 Monument Place	7 Monument Place	2 (Lot 1) Henley Road	15 Nashoba Road
					
<b>Status</b>		S	S	S	S
<b>List Price</b>		\$589,800	\$618,888	\$630,000	\$630,000
<b>List\$ SqFt</b>		\$229	\$178	\$233	\$257
<b>Sold Price</b>		\$601,800	\$625,000	\$627,000	\$638,500
<b>Sold\$ SqFt</b>		\$234	\$180	\$232	\$261
<b>Contract Date</b>		04/13/11	06/05/11	09/26/11	09/30/09
<b>Sold Date</b>		10/28/11	08/10/11	02/03/12	06/11/10
<b>DOM</b>		18	93	179	331
<b>City</b>	<i>Acton</i>	Acton, Ma	Acton, Ma	Acton, Ma	Acton, Ma
<b>Assessment</b>		0	0	0	0
<b>Est Taxes</b>		0	0	0	0
<b>Tax Yr</b>		2010	2010	00	2009
<b>Lot SqFt</b>	<i>10,000</i>	159288	159288	20000	29800
<b>Apprx Acres</b>	<i>5.5 acre community</i>	3.66	3.66	0.46	0.68
<b>Lot Desc</b>	<i>Flat, rolling, Meadow</i>			Corner	Corner
<b>Year Built</b>	<i>2012</i>	2010	2010	2011	2009
<b>Bedrooms</b>	<i>3</i>	3	4	4	4
<b>Bathrooms</b>	<i>2.5</i>	2.5	2.5	2.5	2.5
<b>Total Rooms</b>	<i>6-8</i>	7	8	9	8
<b>Apx Liv Ar</b>	<i>1600-2600 sq ft</i>	2574	3481	2700	2450
<b>Fireplaces</b>	<i>1, gas</i>	1	1	1	1
<b>Style</b>	<i>Colonial</i>	Colonial	Colonial	Colonial	Other
<b>Exterior</b>	<i>Vinyl</i>	Vinyl	Vinyl	Vinyl	Vinyl
<b>Gar Spaces</b>	<i>1-2 car att./det.</i>	2	2	2	2
<b>Parking</b>	<i>Guest parking</i>	Attached	Attached	Attached	Attached
<b>Parking</b>		Garage Door Opnr	Garage Door Opnr	Garage Door Opnr	
<b>Basement</b>	<i>full, unfin, bulkhd</i>	Yes	Yes	Yes	Yes
<b>Heating</b>	<i>Gas</i>	Forced Air	Forced Air	Forced Air	Hydro Air
<b>Cooling</b>	<i>Central AC</i>	Central Air	Central Air	Central Air	Central Air
<b>Flooring</b>	<i>Hardwd, tile, carpet</i>	Tile	Tile	Wood	Tile
<b>Ext Feat</b>	<i>Comm. plygrnd, shops</i>	Porch	Porch	Deck	Deck
<b>Ext Feat</b>	<i>Priv. shared septic</i>	Deck	Deck	Screens	
<b>Int Feat</b>	<i>Gran Kit, Master Bath, 3rd level</i>	Cable Available	Cable Available	Cable Available	
<b>Int Feat</b>	<i>Energy Star Cert.</i>				
<b>Wtrfrnt/Beach</b>	<i>1-2 Miles-NARA Park</i>	No/Yes	No/Yes	No/No	No/No



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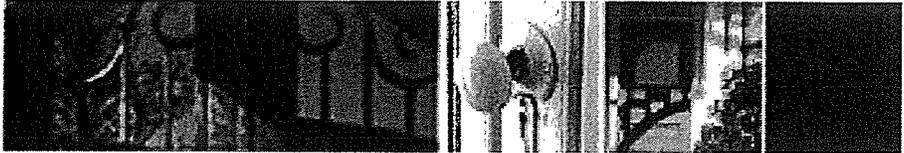
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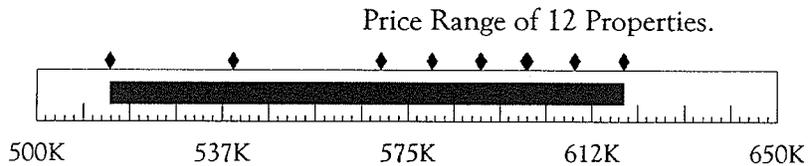
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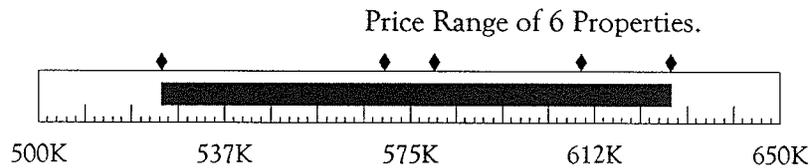


## ***Comparative Market Analysis Graphed by Status***

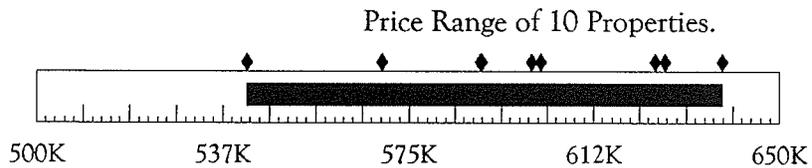
### ***Currently On The Market***



### ***Under Contract***



### ***Recently Sold***



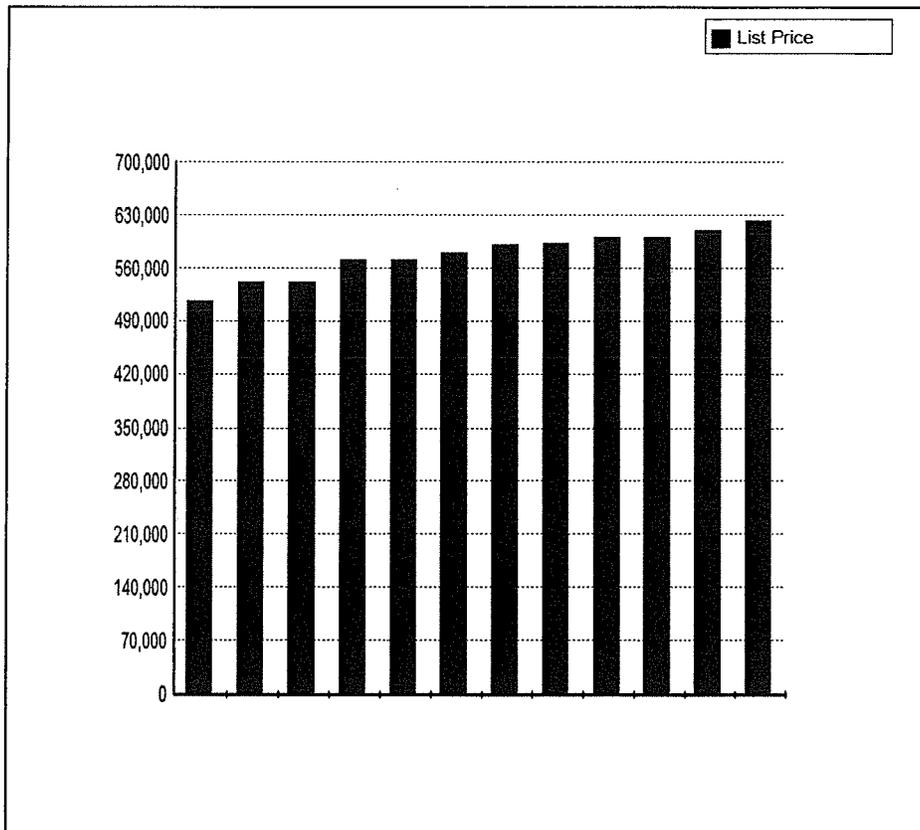
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## **Comparative Market Analysis Statistics**

### **Graphic Analysis of Currently On The Market Properties**

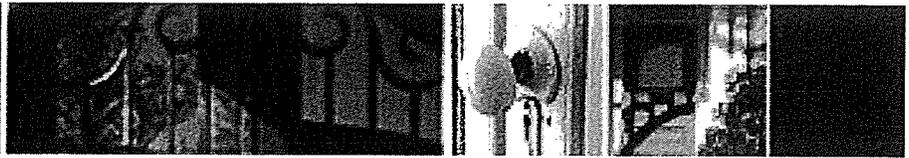


### **Summary Statistics of 12 Properties:**

Average Price: \$576,625  
High Price: \$619,000  
Low Price: \$514,800  
Median Price: \$584,850  
Average \$ per SqFt: \$236.67  
Average Year Built: 2010  
Average Days On Market: 340

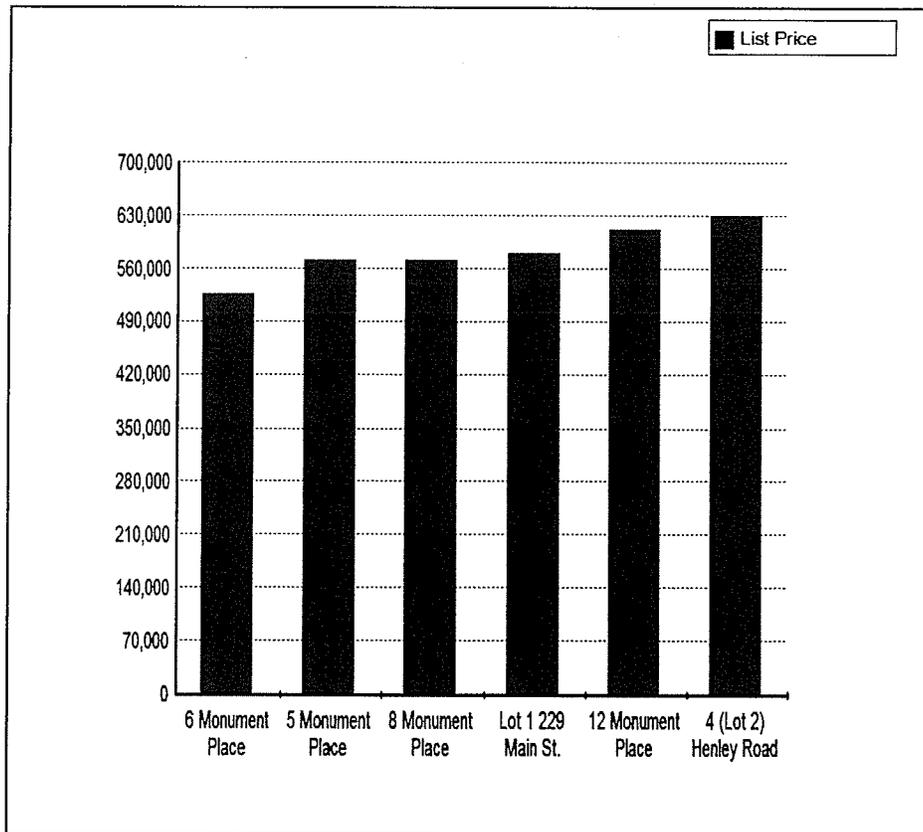


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Office Fax: 978-759-0588  
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Email: [mtabner@kw.com](mailto:mtabner@kw.com)



## **Comparative Market Analysis Statistics**

### **Graphic Analysis of Under Contract Properties**

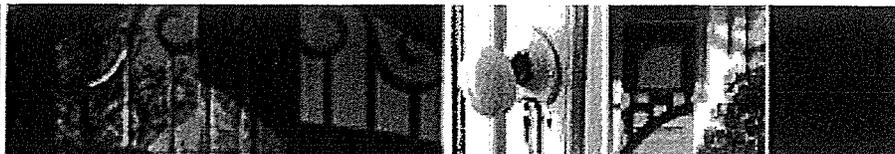


### **Summary Statistics of 6 Properties:**

Average Price: \$580,350  
High Price: \$628,000  
Low Price: \$524,800  
Median Price: \$574,850  
Average \$ per SqFt: \$208.00  
Average Year Built: 2010  
Average Days On Market: 276

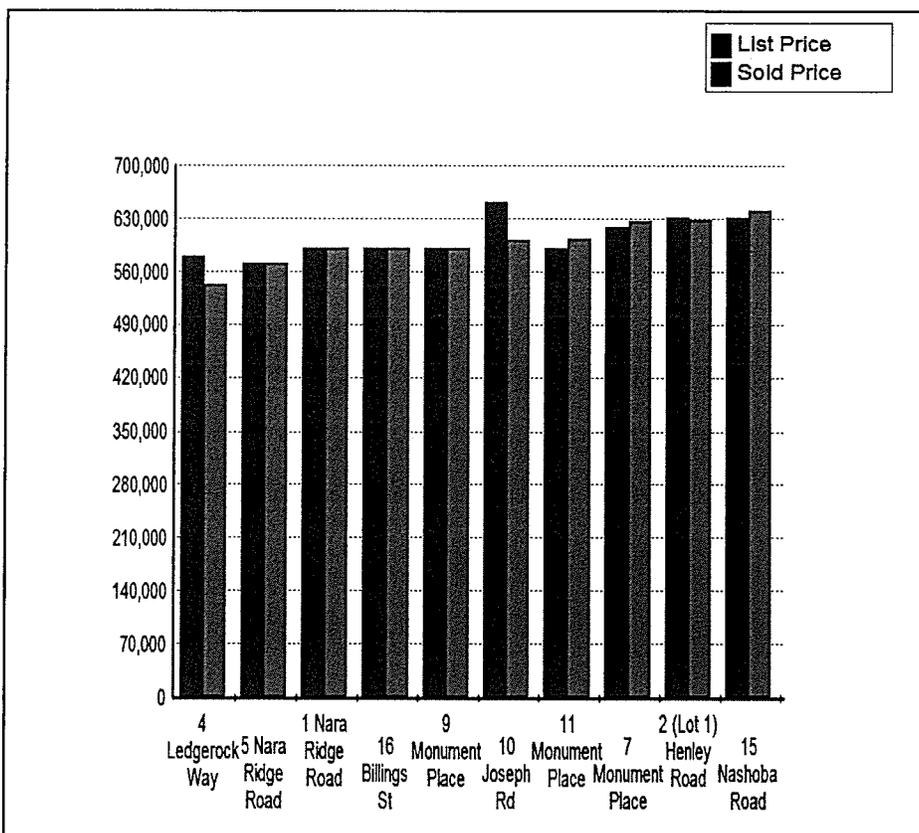


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Office Fax: 978-759-0588  
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## Comparative Market Analysis Statistics

### Graphic Analysis of Recently Sold Properties

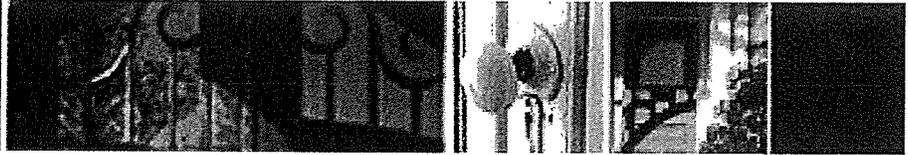


### Summary Statistics of 10 Properties:

Average Price: \$597,337  
 High Price: \$638,500  
 Low Price: \$542,500  
 Median Price: \$594,900  
 Average \$ per SqFt: \$240.40  
 Average Year Built: 2010  
 Average Sale Price % List Price: 98.97  
 Average Days On Market: 197



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 Office Fax: 978-759-0588  
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## *Pricing Your Property to Sell*

Pricing your property correctly is crucial. You want to sell your property in a timely manner at the highest price possible. Current market conditions determine the value.

Pricing too high or too low can cost you time and money. Realistic pricing will achieve a maximum sale price in a reasonable amount of time.

Analysis of the comparable properties  
suggests a list price range of:

**\$405,500 to \$620,200**



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