

# Hammond Residential

GMAC Real Estate

BACK BAY  
BEACON HILL  
BELMONT  
BROOKLINE  
CAMBRIDGE  
CHARLESTOWN  
CONCORD

FRAMINGHAM  
LEXINGTON  
NEWTON  
SOUTH END  
WELLESLEY  
WESTON  
WINCHESTER

COMMERCIAL • MANAGEMENT  
RENTAL • RELOCATION

Richardson Crossing

411 Mass Ave, Suite 304

Acton, MA 01720

Dear Steve,

Please find the attached comparatives that provide a quick "snapshot" of the current market for the proposed project "Richardson Crossing" at 113 Central Street, Acton. This New 40B project will feature 3 detached cape style homes in a court yard setting, each with 2600 sq ft, 3 bedrooms, 2.5 baths, and a 2 car garage under. "Green" affordable housing principals will be applied as much as possible to this project. I have recommended listing each unit at \$629,000. Currently, there are 2 comps on Prospect Street and River Street that offer similar sq footage and are either Active or under agreement with an average price of \$250/per sq ft. My recommended list price falls below this price point for both location and taking into account the projections of the current economy. Please do not hesitate to contact me with any further questions.

Best Regards,

Marianne Blackstone Tabner

Hammond Residential

113 Thoreau St

Concord, MA 01742

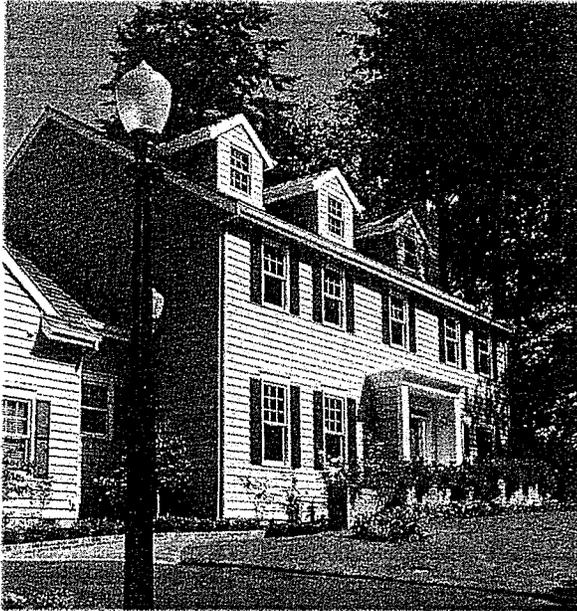
978-621-8028

113 THOREAU STREET  
CONCORD, MA 01742  
OFFICE: (978) 369-3999  
FAX: (978) 369-2224

[www.hammondre.com](http://www.hammondre.com)

# Carlson GMAC Homeownership Services

## Marketing Proposal



*Prepared Especially for:*

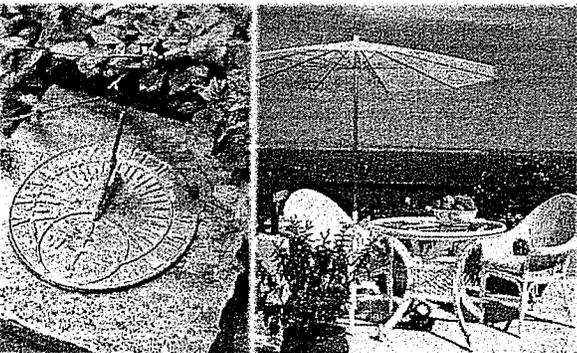
**Jim and Steve**  
113 central Street  
Acton, MA

*For marketing the property located at:*

**113 central Street**

*Prepared by:*

**Marianne Blackstone Tabner, CBR,**  
Premier Service Certified  
Sales Associate  
Carlson GMAC  
Homeownership Services  
113 Thoreau Street  
Concord, MA 01742



Office: 978-369-3999  
Office Fax: 978-759-0588  
Voice Mail: 978-759-0588  
Cellular: 978-621-8028  
Email: [mtabner@carlsonre.com](mailto:mtabner@carlsonre.com)

Date: September 11, 2008





September 11, 2008

The Westchester Company  
411 Mass Ave  
Acton, MA 01720

Dear Jim and Steve,

Thank you for the opportunity to provide you with this detailed Market Analysis of constructing a 40B, detached single family homes at both 113 Central St, Acton.

I have created as the "Subject" property a 3-4 bedroom single family Cape Cod style home, 2.5 baths, granite kitchens, hardwood floors, central A/C with a 2 car garage under. I have entitled the project "The Windsor House " for 113 respectively; which I will use as my point of reference throughout this Market Analysis for reference purposes only.

The Windsor House for comparable purposes would feature the following:  
2600-2800 sq feet of finished living space to include 3-4 bedrooms, granite kitchens, fireplaced family room, first floor study/living room and formal dining room, Hardwood floors throughout the first floor, tiled baths, carpet choices, central air, second floor laundry, decks and a 2 car garage under with a mudroom. A professional landscaped courtyard as well as a stone wall in front with the name "Windsor House " engraved on the wall.

Based on the comparables of Acton and surrounding communities I would recommend a listing price range starting at \$629,900-mid \$600's for each of these detached single family capes. The higher priced units can depend on the location in the court yard area of the development for privacy.

113 Central which abuts both the railroad and an apartment complex may be best to start in the low \$600's range, land above the mid \$600's for the final home. I would stay at about \$240/per sq ft.

Most of the comps in this market analysis are new construction with detached 4 bedroom colonials, some in neighborhoods, some are on busier streets. However, the attached cape style town homes on Franklin Place and the newest subdivision, Madison Place are good comps to this project.. Both are attached townhomes with 1 and 2 car garages and

Carlson ~ A GMAC Home Services Company  
113 Thoreau Street  
Concord, MA 01742

Office (978) 369-3999 Fax (978) 369-2224

Email concord@carlsonre.com Web www.carlsonre.com

upscale amenities and have sold from the high \$500's to the mid \$600's. Assuming your units would be marketed in our next spring market, I believe you should come out strong as the interest rates are predicted to hold. Additionally, there is nothing of this type of project being proposed nor built in Acton that offers "detached" single family homes..

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

Thank you again for providing an opportunity to present this market analysis. I look forward to working closely with you on this project.

Sincerely,



Marianne Blackstone Tabner

REALTOR

Carlson GMAC

# Comparative Market Analysis Summary

## Currently On The Market

ADDRESS	STYLE	BEDS	BATHS	YR BLT	APX LIV	LIST PRICE
14 Lilac Court	Colonial	3	2.5	2006	1733	\$549,900
741 Main Street	Colonial	3	2.5	2008	2500	\$599,900
120 Prospect Street	Colonial	4	2.5	2008	3050	\$699,888
122 Prospect St	Cape	4	3.5	2008	3000	\$699,888
Lot 5 Centennial Lane	Colonial	4	3.5	2008	2866	\$709,888

Average of 5 Properties: \$651,892    Min: \$549,900    Max: \$709,888    Median: \$699,888

## Under Contract

ADDRESS	STYLE	BEDS	BATHS	YR BLT	APX LIV	LIST PRICE
Lot 1A Centennial Lane	Colonial	4	3.5	2007	2866	\$719,888
Lot 2A Centennial Lane	Colonial	4	3.5	2007	3106	\$739,888

Average of 2 Properties: \$729,888    Min: \$719,888    Max: \$739,888    Median: \$729,888

## Recently Sold

ADDRESS	STYLE	BEDS	BATHS	YR BLT	APX LIV	SOLD PRICE
66 Taylor Rd	Colonial	4	2.5	2007	3068	\$625,000
2 Hickory Hill Trail	Colonial	4	2.5	2007	2836	\$649,999
Lot 3A Centennial Lane	Colonial	4	2.5	2007	2792	\$684,888

Average of 3 Properties: \$653,295    Min: \$625,000    Max: \$684,888    Median: \$649,999



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com



# *Comparative Market Analysis Summary*

---

## *Off The Market*

<u>ADDRESS</u>	<u>STYLE</u>	<u>BEDS</u>	<u>BATHS</u>	<u>YR BLT</u>	<u>APX LIV</u>	<u>LIST PRICE</u>
83 River Street	Colonial	4	2.5	2008	2500	\$659,900
Lot 1 Laurel Court	Colonial	4	2.5	2008	2685	\$699,888

*Average of 2 Properties: \$679,894    Min: \$659,900    Max: \$699,888    Median: \$679,894*



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com



# Comparable Properties



## Currently On The Market 14 Lilac Court

List Price: \$549,900

List \$ SqFt: \$317.31

Year Built: 2006

Apx Liv Ar: 1733

Bedrooms: 3

Bathrooms: 2.5

Tot Rooms: 6

Heat: Hot Water Basbrd

Cool: Central Air

Sold \$ SqFt:

Sold Date:

Apx Acres: 0.54

Style: Colonial

Exterior: Vinyl

Gar Spaces: 2

Parking: Under

Fireplaces: 0

DOM: 598

Assessment: 552,300

Est Taxes: 8499.9

Tax Yr: 2008

Lot SqFt: 23790

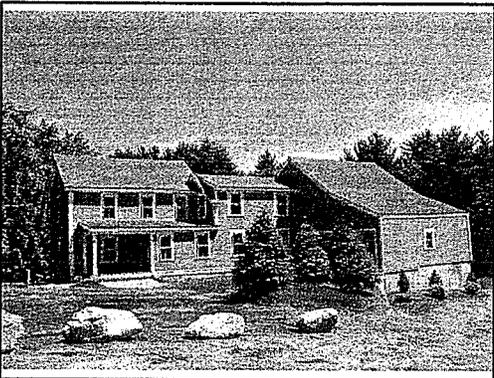
Ext Feat: Porch

Int Feat: Cable Available

Flooring: Wood

Lot Desc: Wooded

Remarks: Wow! New Price On '06 Colonial At End Of Quiet Street! Gleaming Hw Floors, Granite Kit, Top Of Line Appliances, Central A/C And Many Upgrades Added By Seller. Superb Master Bath W/Closets Galore! Gas Fitting Below Lr Floor For Future Fireplace. First Floor Laundry. Fabulous Deck Off Dr For Private Dining. This Home Has Style And Pizazz! Just Unpack And Enjoy, This Stunning Home Is As Close To Perfect As It Can Get!



## Currently On The Market 741 Main Street

List Price: \$599,900

List \$ SqFt: \$239.96

Year Built: 2008

Apx Liv Ar: 2500

Bedrooms: 3

Bathrooms: 2.5

Tot Rooms: 9

Heat: Forced Air

Cool: Central Air

Sold \$ SqFt:

Sold Date:

Apx Acres: 0.92

Style: Colonial

Exterior: Clapboard

Gar Spaces: 2

Parking: Attached

Fireplaces: 1

DOM: 94

Assessment: 553,400

Est Taxes: 8517

Tax Yr: 2009

Lot SqFt: 40100

Ext Feat: Deck

Int Feat: Walk-Up Attic

Flooring: Wood

Lot Desc: Paved Drive

Remarks: New Construction Meets Historic Architecture Entirely Renovated Antique!N.

Acton Station Master S Home Has Been Redesigned By Premier Architect & Carefully Updated By Respected Acton Builder. New: Full Walkout Foundation, 2-Car Attach. Gar., Bedrooms, Bathrooms, Kitchen, 2nd Staircase, Insulation, Plaster, Paint, Wiring, Plumbing, Ac, 2-Furnaces, Floors, Kohler Fixts, Lighting & Landscaping W/Sprinklers. Period Built-Ins, Circular Stairs & Hitching Post!



## Currently On The Market 120 Prospect Street

List Price: \$699,888

List \$ SqFt: \$229.47

Year Built: 2008

Apx Liv Ar: 3050

Bedrooms: 4

Bathrooms: 2.5

Tot Rooms: 8

Heat: Forced Air

Cool: Central Air

Sold \$ SqFt:

Sold Date:

Apx Acres: 0.85

Style: Colonial

Exterior: Vinyl

Gar Spaces: 2

Parking: Attached

Fireplaces: 1

DOM: 34

Assessment: 0

Est Taxes: 0

Tax Yr: 0

Lot SqFt: 37253

Ext Feat: Deck

Int Feat: Cable Available

Flooring: Wood

Lot Desc: Corner

Remarks: New Colonial As Green As We Can Make It! Walk To Train, Schools, Shopping...Life Made Easy! Construction Has Started, Ready In Oct! Fabulous, Open Floor Plan With Fireplaced Great Room, Formal Dinig Room, Maple Kitchen W/Granite And Breakfast Area. Upscale Master Suite! Third Floor Bedroom (Could Add 3rd Full Bath For More \$S) Has Very Flexible Uses. Walk Out Lower Level For Future Expansion.



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# Comparable Properties



## Currently On The Market 122 Prospect St

**List Price:** \$699,888  
**List \$ SqFt:** \$233.30  
**Year Built:** 2008  
**Apx Liv Ar:** 3000  
**Bedrooms:** 4  
**Bathrooms:** 3.5  
**Tot Rooms:** 8  
**Heat:** Forced Air  
**Cool:** Central Air

**Sold \$ SqFt:**  
**Sold Date:**  
**Apx Acres:** 0.55  
**Style:** Cape  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Fireplaces:** 1

**DOM:** 34  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 0  
**Lot SqFt:** 23979  
**Ext Feat:** Deck  
**Int Feat:** Cable Available  
**Flooring:** Wood  
**Lot Desc:** Wooded

**Remarks:** New Cape As Green As We Can Make It!!! Walk To Train, Schools, Shopping...LifeMade Easy! Construction Has Begun, Ready In Oct! Traditional Cape From The Exterior, Fun And Open Floor Plan! Fabulous Fireplaced Great Room, Formal Dining Room, Maple Kitchen With Granite & Breakfast Area. Upscale 2nd Floor With 3 Full Baths, Great Design! Walk Out Basement For Future Expansion. Great Specs. Get Excited.....



## Currently On The Market Lot 5 Centennial Lane

**List Price:** \$709,888  
**List \$ SqFt:** \$247.69  
**Year Built:** 2008  
**Apx Liv Ar:** 2866  
**Bedrooms:** 4  
**Bathrooms:** 3.5  
**Tot Rooms:** 11  
**Heat:** Forced Air  
**Cool:** Central Air

**Sold \$ SqFt:**  
**Sold Date:**  
**Apx Acres:** 0.54  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Fireplaces:** 1

**DOM:** 41  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2008  
**Lot SqFt:** 23630  
**Ext Feat:** Deck  
**Int Feat:** Cable Available  
**Flooring:** Wood  
**Lot Desc:** Wooded

**Remarks:** "Liberty Farms" On Centennial Lane, 5 Lots In A Fabulous New Neigh. Nestled On Its Own Private Cul-De-Sac In Acton! "The Madison" Features Casual Yet Sophist. Elegance W/Nearly 2900 Sq Ft Of Living Space On A 1/2 Acre Lot. An Exciting New Open Floorplan Featuring Granite & Maple Kitchen, Hw Floors, 9 Ft Ceilings, Fp Fr, 4 Br, 3.5 Bths!! The Main Bath Featured As A "Jack & Jill". The 4th Bedrm W/ Its Own Private Bath!! Walk Up Unfinished 3rd Level And Basemt. Only 2 Lots Left!



## Under Contract Lot 1A Centennial Lane

**List Price:** \$719,888  
**List \$ SqFt:** \$251.18  
**Year Built:** 2007  
**Apx Liv Ar:** 2866  
**Bedrooms:** 4  
**Bathrooms:** 3.5  
**Tot Rooms:** 11  
**Heat:** Forced Air  
**Cool:** Central Air

**Sold \$ SqFt:**  
**Sold Date:**  
**Apx Acres:** 0.98  
**Style:** Colonial  
**Exterior:** Vinyl  
**Gar Spaces:** 2  
**Parking:** Attached  
**Fireplaces:** 1

**DOM:** 87  
**Assessment:** 0  
**Est Taxes:** 0  
**Tax Yr:** 2007  
**Lot SqFt:** 42702  
**Ext Feat:** Porch  
**Int Feat:** Cable Available  
**Flooring:** Wood  
**Lot Desc:** Wooded

**Remarks:** Welcome To "Liberty Farms" On Centennial Lane, A Fabulous New Neigh. Nestled On Its Own Private Cul-De-Sac In Acton! "The Madison" Features Casual Yet Sophist. Elegance W/Nearly 2900 Sq Ft Of Living Space On A 1 Acre Lot. An Exciting New Open Floorplan Featuring Granite & Maple Kitchen, Hw Floors, 9 Ft Ceilings, Fp Fr, 4 Br, 3.5 Baths W/ One Bath As A Jack & Jill Bath Plus The 4th Bedroom W/ Its Own Private Bath! A Walk Up 3rd Level & A Part. W-O Basement For Further Expansion! Other Lots!!



Marianne Blackstone Tabner, CBR, Premier Service Certified  
**Office:** 978-369-3999  
**Office Fax:** 978-759-0588  
**Voice Mail:** 978-759-0588  
**Cellular:** 978-621-8028  
**Email:** mtabner@carlsonre.com



# Comparable Properties



## Under Contract

### Lot 2A Centennial Lane

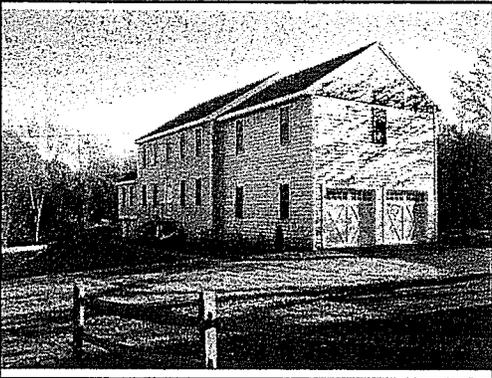
List Price: \$739,888  
List\$ SqFt: \$238.21  
Year Built: 2007  
Apx Liv Ar: 3106  
Bedrooms: 4  
Bathrooms: 3.5  
Tot Rooms: 11  
Heat: Forced Air  
Cool: Central Air

Sold\$ SqFt:  
Sold Date:  
Apx Acres: 0.96  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 1

DOM: 7  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2008  
Lot SqFt: 41869  
Ext Feat: Deck  
Int Feat: Cable Available  
Flooring: Wood  
Lot Desc: Wooded

Remarks: Welcome To "Liberty Farms" On Centennial Lane, A Fabulous New Neigh.

Nestled On Its Own Private Cul-De-Sac In Acton! "The Monroe" Features Casual Yet Sophist. Elegance W/Over 3000 Sq Ft Of Living Space On A 1 Acre Lot. An Exciting New Open Floorplan Featuring Granite & Maple Kitchen, Hw Floors, 9 Ft Ceilings, Fp Fr, 4 Br, 3.5 Baths W/ One Bath As A Jack & Jill Bath Plus The 4th Bedroom W/ Its Own Private Bath! A Walk Up 3rd Level & A Part. W-O Basement For Further Expansion! Other Lots!!



## Recently Sold

### 66 Taylor Rd

List Price: \$649,000  
List\$ SqFt: \$211.54  
Year Built: 2007  
Apx Liv Ar: 3068  
Bedrooms: 4  
Bathrooms: 2.5  
Tot Rooms: 8  
Heat: Forced Air  
Cool: Central Air

Sold Price: \$625,000  
Sold\$ SqFt: \$203.72  
Sold Date: 04/11/08  
Apx Acres: 0.51  
Style: Colonial  
Exterior: Clapboard  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 1

DOM: 46  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2007  
Lot SqFt: 22215  
Ext Feat: Deck  
Int Feat: Central Vacuum  
Flooring: Wood  
Lot Desc: Corner

Remarks: Northeast-Facing, \$30,000 Price Red.! New Construction With Gourmet

GraniteKitchen! Walk To The Acton Arboretum From This Well-Built Colonial Located Just Outside Of Acton Center. Master Bedroom With Cathedrals! 2nd Floor Laundry! Roughed Full Bath In Bsmt! Family Room Has Cathedral Ceilings And A Gas Burning Fireplace With Wiring Above The Fireplace For Your Plasma T.V. Hardwood Throughout The First Floor, First Floor Stairs And Second Floor Hall. Grand Master Bath With Jacuzzi Brand Tub.



## Recently Sold

### 2 Hickory Hill Trail

List Price: \$649,999  
List\$ SqFt: \$229.20  
Year Built: 2007  
Apx Liv Ar: 2836  
Bedrooms: 4  
Bathrooms: 2.5  
Tot Rooms: 8  
Heat: Forced Air  
Cool: Central Air

Sold Price: \$649,999  
Sold\$ SqFt: \$229.20  
Sold Date: 07/18/08  
Apx Acres: 0.54  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 2

DOM: 71  
Assessment: 739,200  
Est Taxes: 11376  
Tax Yr: 2008  
Lot SqFt: 23750  
Ext Feat: Deck  
Int Feat:  
Flooring: Wood  
Lot Desc: Paved Drive

Remarks: Just Reduced By \$50,000 To \$649,999! New Construction Ready

Now.DesirableActon Center Ngbhd On Dead End St.Spacious 4br 2 1/2B Col.W/Att 2C Gar.Formal Dr,Fr To Bk Ctry Kit W/Granite Ctops + Gas Log Fpl For Casual Entertaining. Adjacent Fr W/See Through Fireplace+Sliders To 12X14 Deck.Large Mbr W/Gas Fpl,Walk-In Closet,Glamour Bath W/Sep Tub+Shower+Access To 2nd Fl 24X24 Bonus Room.Two Staircases.Hardwood,Tile,W To W,Central Ac,2zn Fla By Gas. Dont Miss Out. Be In Before Summer



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

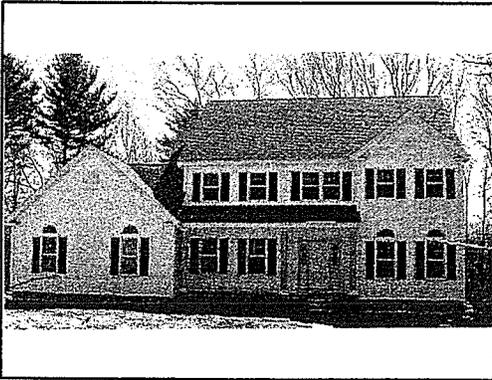
Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# Comparable Properties



Recently Sold

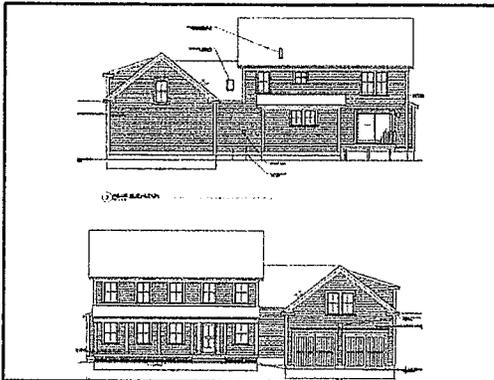
## Lot 3A Centennial Lane

List Price: \$684,888  
List \$ SqFt: \$245.30  
Year Built: 2007  
Apx Liv Ar: 2792  
Bedrooms: 4  
Bathrooms: 2.5  
Tot Rooms: 9  
Heat: Forced Air  
Cool: Central Air

Sold Price: \$684,888  
Sold \$ SqFt: \$245.30  
Sold Date: 06/20/08  
Apx Acres: 0.95  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 1

DOM: 219  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2007  
Lot SqFt: 41555  
Ext Feat: Porch  
Int Feat: Cable Available  
Flooring: Wood  
Lot Desc: Paved Drive

Remarks: Welcome To Liberty Farms On Centennial Lane \*\*\*\*\$10,000.00 Additional Spring Incentive On The Hamilton\*\*\*Now Until Memorial Day!! Fabulous New Enclave Of Exquisite Homes On A Cul-De-Sac."The Hamilton",The First Of 3 Lots Currently Under Construct. & Ready For Spring, Reflects The Charm Of Much Admired New England Homes Featuring A Farmers Porch, Granite Kitchen; Hw Floors; Wlk Up Unfinish. 3rd Level & Wlk Out Basement. Beautiful 1 Acre Lot. Other Lots Available! Dream Big!



Off The Market

## 83 River Street

List Price: \$659,900  
List \$ SqFt: \$263.96  
Year Built: 2008  
Apx Liv Ar: 2500  
Bedrooms: 4  
Bathrooms: 2.5  
Tot Rooms: 9  
Heat: Forced Air  
Cool: Central Air

Sold \$ SqFt:  
Sold Date:  
Apx Acres: 0.24  
Style: Colonial  
Exterior: Clapboard  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 1

DOM: 36  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 0000  
Lot SqFt: 10860  
Ext Feat: Porch  
Int Feat: Cable Available  
Flooring: Wood  
Lot Desc: Paved Drive

Remarks: First New Single Family Home To Be Built This Spring At Lothrop Mill. Be Able To Live Right On The River. Walking Distance To Train And Easy Access To All Major Routes. Come Now And Be Able To Make All Of Your Own Selections And Customize To How You Live. More Homes Are Planned For This Project Each Uniquely Different From The Others. Call For Details.



Off The Market

## Lot 1 Laurel Court

List Price: \$699,888  
List \$ SqFt: \$260.67  
Year Built: 2008  
Apx Liv Ar: 2685  
Bedrooms: 4  
Bathrooms: 2.5  
Tot Rooms: 9  
Heat: Forced Air  
Cool: Central Air

Sold \$ SqFt:  
Sold Date:  
Apx Acres: 0.73  
Style: Colonial  
Exterior: Vinyl  
Gar Spaces: 2  
Parking: Attached  
Fireplaces: 1

DOM: 131  
Assessment: 0  
Est Taxes: 0  
Tax Yr: 2008  
Lot SqFt: 31830  
Ext Feat: Deck  
Int Feat:  
Flooring:  
Lot Desc: Corner

Remarks: Not Quite Finished But If You Wait Until Then There'll Be Someone Else's Name On The Mail Box. Nine Rms 4 Bdrms, 2 1/2 Ba, 2car Garage, 2685 Living Sq.Ft. Set Nicely Back From The Street Is This New Col. Offering An Exceptional Value. Tile, Granite, High Ceilings, Hdwd, Are Just A Few Of The Many Amenities. Why Buy An Existing Home When You Can Have The Luxury Of New Const. For The Same Price. Energy Star Rated! Walk To Trains! Established Neighborhood! Great Schools! Call For Info. Package.



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com



# Comparative Market Analysis

**T**his report utilizes the market data approach to determine value. The following properties have been selected based on recent real estate transactions for properties comparable and in close proximity to yours.

Street Address	14 Lilac Court	741 Main Street	120 Prospect Street	122 Prospect St	LOT 5 Centennial Lane	LOT 1A Centennial Lane
Status	A	A	A	A	A	U
List Price	\$549,900	\$599,900	\$699,888	\$699,888	\$709,888	\$719,888
List\$ SqFt	\$317.31	\$239.96	\$229.47	\$233.30	\$247.69	\$251.18
Sold Price						
Sold\$ SqFt						
Contract Date						07/28/08
Sold Date						
DOM	598	94	34	34	41	87
Assessment	552,300	553,400	0	0	0	0
Est Taxes	8499.9	8517	0	0	0	0
Tax Yr	2008	2009	0	0	2008	2007
Year Built	2006	2008	2008	2008	2008	2007
Lot Desc	Wooded	Paved Drive	Corner	Wooded	Wooded	Wooded
Lot SqFt	23790	40100	37253	23979	23630	42702
Apprx Acres	0.54	0.92	0.85	0.55	0.54	0.98
Style	Colonial	Colonial	Colonial	Cape	Colonial	Colonial
Apx Liv Ar	1733	2500	3050	3000	2866	2866
Total Rooms	6	9	8	8	11	11
Bedrooms	3	3	4	4	4	4
Bathrooms	2.5	2.5	2.5	3.5	3.5	3.5
Fireplaces	0	1	1	1	1	1
Exterior Constr	Vinyl Frame	Clapboard Frame	Vinyl Frame	Vinyl Frame	Vinyl Frame	Vinyl Frame
Roof	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla
Gar Spaces	2	2	2	2	2	2
Parking	Under	Attached	Attached	Attached	Attached	Attached
Basement	Yes	Yes	Yes	Yes	Yes	Yes
Foundation	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete
Amenity	Public Trans	Public Trans	Public Trans	Public Trans	Public Trans	Public Trans
Amenity	Shopping	Shopping	Shopping	Shopping	Shopping	Shopping
Amenity	Medical Facility	Deck	Deck	Deck	Park	Park
Ext Feat	Porch	Wood	Wood	Wood	Deck	Porch
Flooring	Wood	Wood	Wood	Wood	Wood	Wood
Energy	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows
Wtrfrnt/Beach	No/No	No/No	No/No	No/No	No/Yes	No/No



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

Cellular: 978-621-8028

Email: mtabner@carlsonre.com



# Comparative Market Analysis

This report utilizes the market data approach to determine value. The following properties have been selected based on recent real estate transactions for properties comparable and in close proximity to yours.

Street Address	LOT 2A Centennial Lane	66 Taylor Rd	2 Hickory Hill Trail	LOT 3A Centennial Lane	83 River Street	LOT 1 Laurel Court
Status	U	S	S	S	C	C
List Price	\$739,888	\$649,000	\$649,999	\$684,888	\$659,900	\$699,888
List \$ SqFt	\$238.21	\$211.54	\$229.20	\$245.30	\$263.96	\$260.67
Sold Price		\$625,000	\$649,999	\$684,888		
Sold \$ SqFt		\$203.72	\$229.20	\$245.30		
Contract Date	08/01/08	01/11/08	06/17/08	05/01/08		
Sold Date		04/11/08	07/18/08	06/20/08		
DOM	7	46	71	219	36	131
Assessment	0	0	739,200	0	0	0
Est Taxes	0	0	11376	0	0	0
Tax Yr	2008	2007	2008	2007	0000	2008
Year Built	2007	2007	2007	2007	2008	2008
Lot Desc	Wooded	Corner	Paved Drive	Paved Drive	Paved Drive	Corner
Lot SqFt	41869	22215	23750	41555	10860	31830
Apprx Acres	0.96	0.51	0.54	0.95	0.24	0.73
Style	Colonial	Colonial	Colonial	Colonial	Colonial	Colonial
Apx Liv Ar	3106	3068	2836	2792	2500	2685
Total Rooms	11	8	8	9	9	9
Bedrooms	4	4	4	4	4	4
Bathrooms	3.5	2.5	2.5	2.5	2.5	2.5
Fireplaces	1	1	2	1	1	1
Exterior Constr	Vinyl Frame	Clapboard Frame	Vinyl Frame	Vinyl Frame	Clapboard Frame	Vinyl Frame
Roof	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla
Gar Spaces	2	2	2	2	2	2
Parking	Attached	Attached	Attached	Attached	Attached	Attached
Basement	Yes	Yes	Yes	Yes	Yes	Yes
Foundation	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete
Amenity	Public Trans	Public Trans	Shopping	Public Trans	Public Trans	Public Trans
Amenity	Shopping	Shopping	Medical Facility	Shopping	Shopping	Shopping
Amenity	Park	Swimming Pool		Walk/Jog Trails		Swimming Pool
Ext Feat	Deck	Deck	Deck	Porch	Porch	Deck
Flooring	Wood	Wood	Wood	Wood	Wood	
Energy	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows	
Wtrfrmt/Beach	No/Yes	No/No	No/No	No/Yes	Yes/No	No/No



Marianne Blackstone Tabner, CBR, Premier Service Certified  
 Office: 978-369-3999  
 Office Fax: 978-759-0588  
 Voice Mail: 978-759-0588  
 Cellular: 978-621-8028  
 Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
 Real Estate

# Comparative Market Analysis

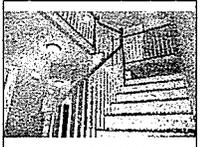
	14 Lilac Court	741 Main Street	120 Prospect Street	122 Prospect St	LOT 5 Centennial Lane
					
Status	A	A	A	A	A
List Price	\$549,900	\$599,900	\$699,888	\$699,888	\$709,888
List\$ SqFt	\$317.31	\$239.96	\$229.47	\$233.30	\$247.69
Sold Price					
Sold\$ SqFt					
Contract Date					
Sold Date					
DOM	598	94	34	34	41
Assessment	552,300	553,400	0	0	0
Est Taxes	8499.9	8517	0	0	0
Tax Yr	2008	2009	0	0	2008
Year Built	2006	2008	2008	2008	2008
Lot Desc	Wooded	Paved Drive	Corner	Wooded	Wooded
Lot SqFt	23790	40100	37253	23979	23630
Apprx Acres	0.54	0.92	0.85	0.55	0.54
Style	Colonial	Colonial	Colonial	Cape	Colonial
Apx Liv Ar	1733	2500	3050	3000	2866
Total Rooms	6	9	8	8	11
Bedrooms	3	3	4	4	4
Bathrooms	2.5	2.5	2.5	3.5	3.5
Fireplaces	0	1	1	1	1
Exterior	Vinyl	Clapboard	Vinyl	Vinyl	Vinyl
Constr	Frame	Frame	Frame	Frame	Frame
Roof	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla
Gar Spaces	2	2	2	2	2
Parking	Under	Attached	Attached	Attached	Attached
Basement	Yes	Yes	Yes	Yes	Yes
Foundation	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete
Amenity	Public Trans	Public Trans	Public Trans	Public Trans	Public Trans
Amenity	Shopping	Shopping	Shopping	Shopping	Shopping
Amenity	Medical Facility				Park
Ext Feat	Porch	Deck	Deck	Deck	Deck
Flooring	Wood	Wood	Wood	Wood	Wood
Energy	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows	Insulatd Windows
Wtrfrnt/Beach	No/No	No/No	No/No	No/No	No/Yes



Marianne Blackstone Tabner, CBR, Premier Service Certified  
 Office: 978-369-3999  
 Office Fax: 978-759-0588  
 Voice Mail: 978-759-0588  
 Cellular: 978-621-8028  
 Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
 Real Estate

# Comparative Market Analysis

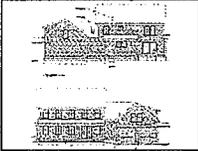
	LOT 1A Centennial Lane	LOT 2A Centennial Lane	66 Taylor Rd.	2 Hickory Hill Trail	LOT 3A Centennial Lane
					
Status	U	U	S	S	S
List Price	\$719,888	\$739,888	\$649,000	\$649,999	\$684,888
List \$ SqFt	\$251.18	\$238.21	\$211.54	\$229.20	\$245.30
Sold Price			\$625,000	\$649,999	\$684,888
Sold \$ SqFt			\$203.72	\$229.20	\$245.30
Contract Date	07/28/08	08/01/08	01/11/08	06/17/08	05/01/08
Sold Date			04/11/08	07/18/08	06/20/08
DOM	87	7	46	71	219
Assessment	0	0	0	739,200	0
Est Taxes	0	0	0	11376	0
Tax Yr	2007	2008	2007	2008	2007
Year Built	2007	2007	2007	2007	2007
Lot Desc	Wooded	Wooded	Corner	Paved Drive	Paved Drive
Lot SqFt	42702	41869	22215	23750	41555
Apprx Acres	0.98	0.96	0.51	0.54	0.95
Style	Colonial	Colonial	Colonial	Colonial	Colonial
Apx Liv Ar	2866	3106	3068	2836	2792
Total Rooms	11	11	8	8	9
Bedrooms	4	4	4	4	4
Bathrooms	3.5	3.5	2.5	2.5	2.5
Fireplaces	1	1	1	2	1
Exterior Constr	Vinyl Frame	Vinyl Frame	Clapboard Frame	Vinyl Frame	Vinyl Frame
Roof	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla	Asphalt/Fibergla
Gar Spaces	2	2	2	2	2
Parking	Attached	Attached	Attached	Attached	Attached
Basement	Yes	Yes	Yes	Yes	Yes
Foundation	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete	Poured Concrete
Amenity	Public Trans	Public Trans	Public Trans	Shopping	Public Trans
Amenity	Shopping	Shopping	Shopping	Medical Facility	Shopping
Amenity	Park	Park	Swimming Pool	Deck	Walk/Jog Trails
Ext Feat	Porch	Deck	Deck	Wood	Porch
Flooring	Wood	Wood	Wood	Insulatd Windows	Wood
Energy	Insulatd Windows	Insulatd Windows	Insulatd Windows	No/No	Insulatd Windows
Wtrfrnt/Beach	No/No	No/Yes	No/No	No/No	No/Yes



Marianne Blackstone Tabner, CBR, Premier Service Certified  
 Office: 978-369-3999  
 Office Fax: 978-759-0588  
 Voice Mail: 978-759-0588  
 Cellular: 978-621-8028  
 Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
 Real Estate

# Comparative Market Analysis

	83 River Street	LOT 1 Laurel Court		
				
Status	C	C		
List Price	\$659,900	\$699,888		
List\$ SqFt	\$263.96	\$260.67		
Sold Price				
Sold\$ SqFt				
Contract Date				
Sold Date				
DOM	36	131		
Assessment	0	0		
Est Taxes	0	0		
Tax Yr	0000	2008		
Year Built	2008	2008		
Lot Desc	Paved Drive	Corner		
Lot SqFt	10860	31830		
Apprx Acres	0.24	0.73		
Style	Colonial	Colonial		
Apx Liv Ar	2500	2685		
Total Rooms	9	9		
Bedrooms	4	4		
Bathrooms	2.5	2.5		
Fireplaces	1	1		
Exterior	Clapboard	Vinyl		
Constr	Frame	Frame		
Roof	Asphalt/Fibergla	Asphalt/Fibergla		
Gar Spaces	2	2		
Parking	Attached	Attached		
Basement	Yes	Yes		
Foundation	Poured Concrete	Poured Concrete		
Amenity	Public Trans	Public Trans		
Amenity	Shopping	Shopping		
Amenity		Swimming Pool		
Ext Feat	Porch	Deck		
Flooring	Wood			
Energy				
Wtrfrnt/Beach	Yes/No	No/No		



Marianne Blackstone Tabner, CBR, Premier Service Certified  
 Office: 978-369-3999  
 Office Fax: 978-759-0588  
 Voice Mail: 978-759-0588  
 Cellular: 978-621-8028  
 Email: mtabner@carlsonre.com



# Subject Property Profile for

113 central Street

**T**he 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.

*Assessment:*

*Tax Yr:*

*Lot Desc:*

*Apprx Acres:*

*Apx Liv Ar:* 2800

*Bedrooms:* 4

*Fireplaces:* 1

*Constr:*

*Gar Spaces:* 2

*Basement:* full, unfinished

*Amenity:* Granite kitchen

*Amenity:* walk to train, schoo

*Flooring:* Hardwood, carpet, ti

*Wtrfrnt/Beach:* 2 miles to town beac

*Est Taxes:*

*Year Built:* 2008

*Lot SqFt:*

*Style:* Cape

*Total Rooms:* 8

*Bathrooms:* 2.5

*Exterior:* vinyl

*Roof:* asphalt

*Parking:*

*Foundation:* poured

*Amenity:* shopping

*Ext Feat:*

*Energy:* gas



Marianne Blackstone Tabner, CBR, Premier Service Certified  
*Office:* 978-369-3999  
*Office Fax:* 978-759-0588  
*Voice Mail:* 978-759-0588  
*Cellular:* 978-621-8028  
*Email:* mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate™

# Comparative Market Analysis

This report utilizes the market data approach to determine value. The following properties have been selected based on recent real estate transactions for properties comparable and in close proximity to yours.

Street Address	113 central Street	LOT 3A Centennial Lane	Adjustments	66 Taylor Rd	Adjustments	2 Hickory Hill Trail	Adjustments
Sold Price		\$684,888	\$684,888	\$625,000	\$625,000	\$649,999	\$649,999
Sold\$ SqFt		\$245.30		\$203.72		\$229.20	
List Price		\$684,888		\$649,000		\$649,999	
List\$ SqFt		\$245.30		\$211.54		\$229.20	
Sold Date		06/20/08		04/11/08		07/18/08	
Contract Date		05/01/08		01/11/08		06/17/08	
DOM		219		46		71	
Assessment		0		0		739,200	
Est Taxes		0		0		11376	
Tax Yr		2007		2007		2008	
Year Built	2008	2007		2007		2007	
Lot Desc		Paved Drive		Corner		Paved Drive	
Lot SqFt		41555		22215		23750	
Apprx Acres		0.95		0.51		0.54	
Style	Cape	Colonial		Colonial		Colonial	
Apx Liv Ar							
Total Rooms	8	9		8		8	
Bedrooms	4	4		4		4	
Bathrooms	2.5	2.5		2.5		2.5	
Fireplaces	1	1		1		2	
Exterior Constr	vinyl	Vinyl Frame		Clapboard Frame		Vinyl Frame	
Roof	asphalt	Asphalt/Fibergla		Asphalt/Fibergla		Asphalt/Fibergla	
Gar Spaces	2	2		2		2	
Parking		Attached		Attached		Attached	
Basement	full, unfinished	Yes		Yes		Yes	
Foundation	poured	Poured Concrete		Poured Concrete		Poured Concrete	
Amenity	Granite kitchen	Public Trans		Public Trans		Shopping	
Amenity	shopping	Shopping		Shopping		Medical Facility	
Amenity	walk to train, schools	Walk/Jog Trails		Swimming Pool			
Ext Feat		Porch		Deck		Deck	
Flooring	Hardwood, carpet, tile	Wood		Wood		Wood	
Energy	gas	Insulatd Windows		Insulatd Windows		Insulatd Windows	
Wtrfrnt/Beach	2 miles to town beach	No/Yes		No/No		No/No	
	\$653,296		\$684,888		\$625,000		\$649,999

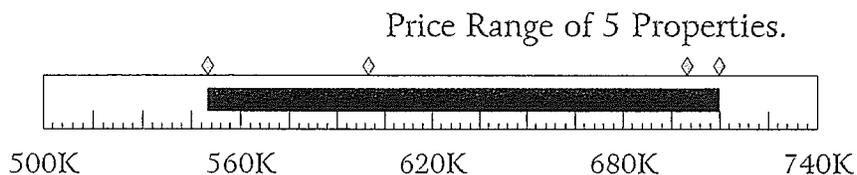


Marianne Blackstone Tabner, CBR, Premier Service Certified  
 Office: 978-369-3999  
 Office Fax: 978-759-0588  
 Voice Mail: 978-759-0588  
 Cellular: 978-621-8028  
 Email: mtabner@carlsonre.com

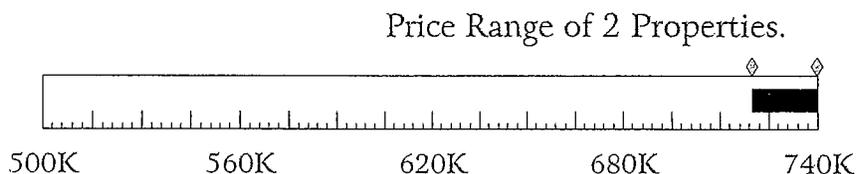


# Comparative Market Analysis Graphed by Status

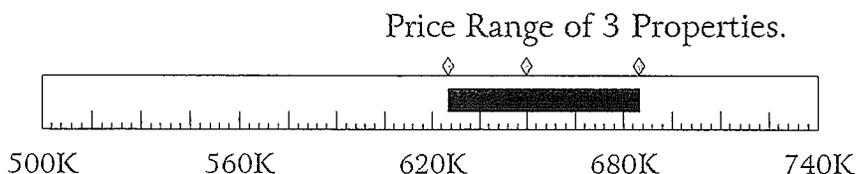
## Currently On The Market



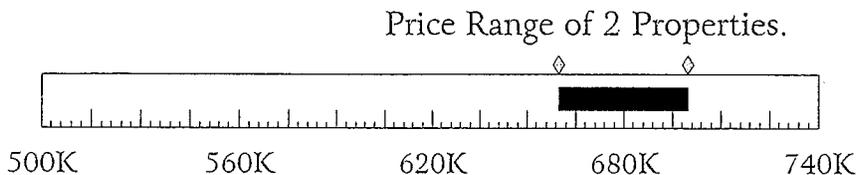
## Under Contract



## Recently Sold



## Off The Market



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

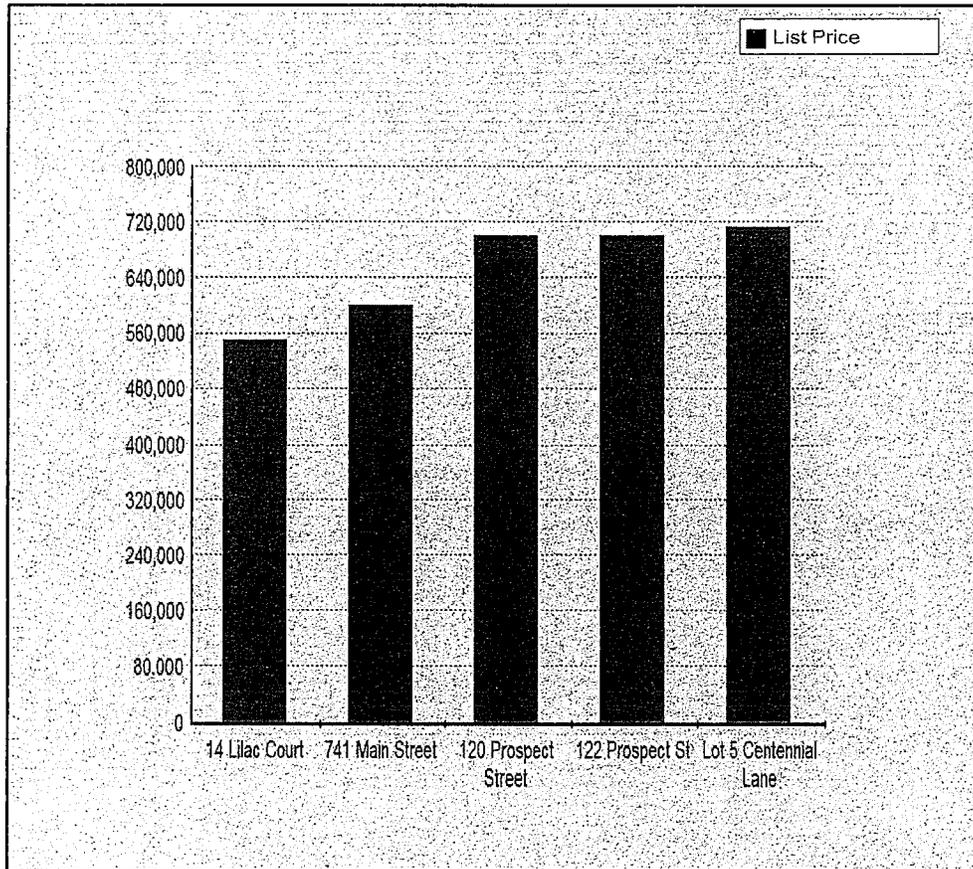
Cellular: 978-621-8028

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

**CARLSON**  
**GMAC**  
Real Estate

# Comparative Market Analysis Statistics

## Graphic Analysis of Currently On The Market Properties



### Summary Statistics of 5 Properties:

Average Price: \$651,892  
High Price: \$709,888  
Low Price: \$549,900  
Median Price: \$699,888  
Average \$ per SqFt: \$253.55  
Average Year Built: 2007  
Average Days On Market: 160



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

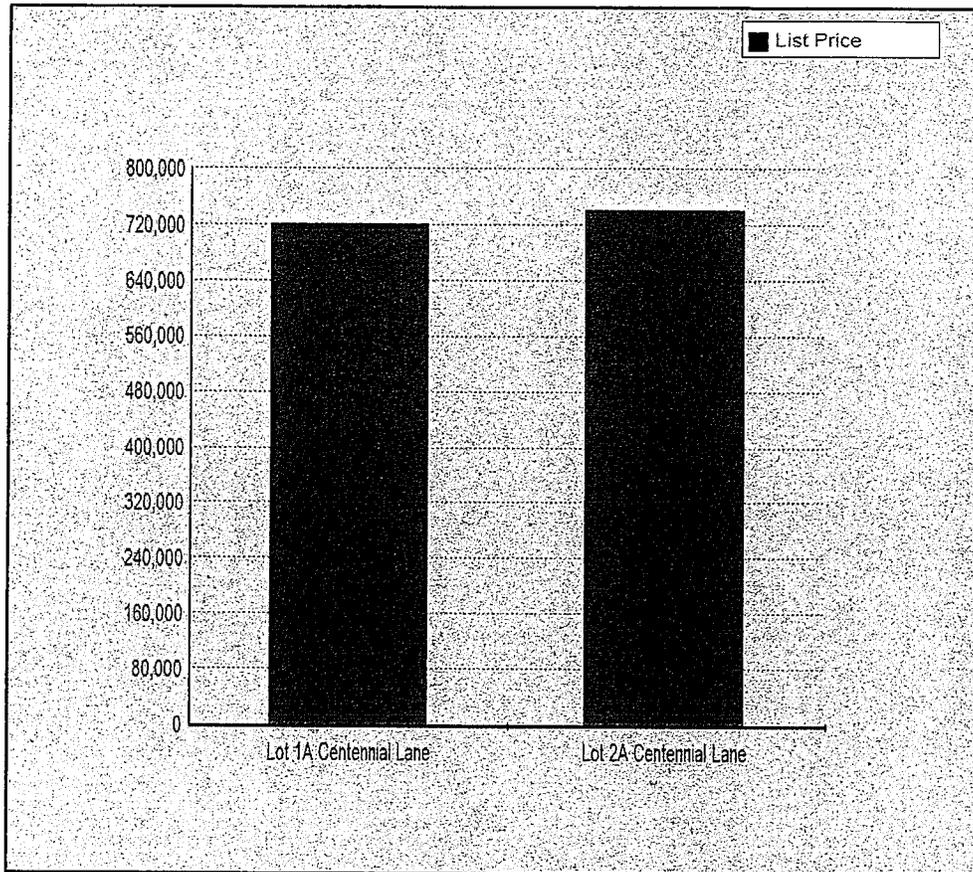
Cellular: 978-621-8028

Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# Comparative Market Analysis Statistics

## Graphic Analysis of Under Contract Properties



### Summary Statistics of 2 Properties:

Average Price: \$729,888  
High Price: \$739,888  
Low Price: \$719,888  
Median Price: \$729,888  
Average \$ per SqFt: \$244.69  
Average Year Built: 2007  
Average Days On Market: 47

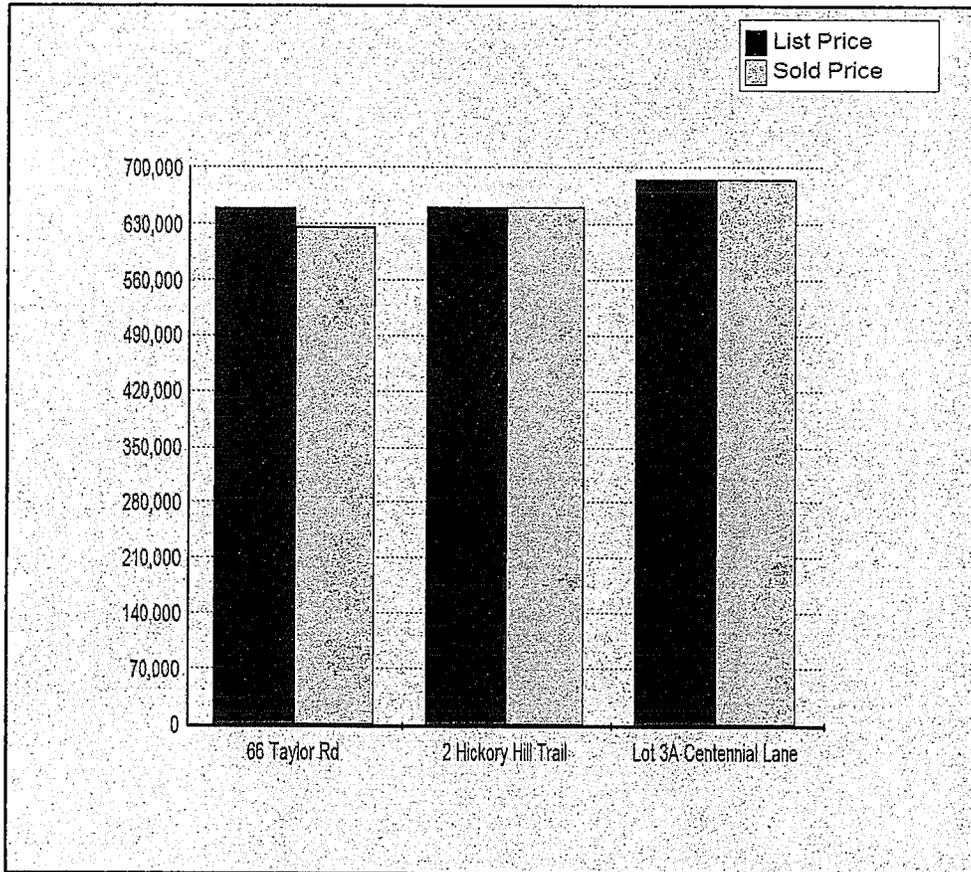


Marianne Blackstone Tabner, CBR, Premier Service Certified  
Office: 978-369-3999  
Office Fax: 978-759-0588  
Voice Mail: 978-759-0588  
Cellular: 978-621-8028  
Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# Comparative Market Analysis Statistics

## Graphic Analysis of Recently Sold Properties



### Summary Statistics of 3 Properties:

Average Price:	\$653,295
High Price:	\$684,888
Low Price:	\$625,000
Median Price:	\$649,999
Average \$ per SqFt:	\$226.07
Average Year Built:	2007
Average Sale Price % List Price:	98.79%
Average Days On Market:	112



Marianne Blackstone Tabner, CBR, Premier Service Certified

Office: 978-369-3999

Office Fax: 978-759-0588

Voice Mail: 978-759-0588

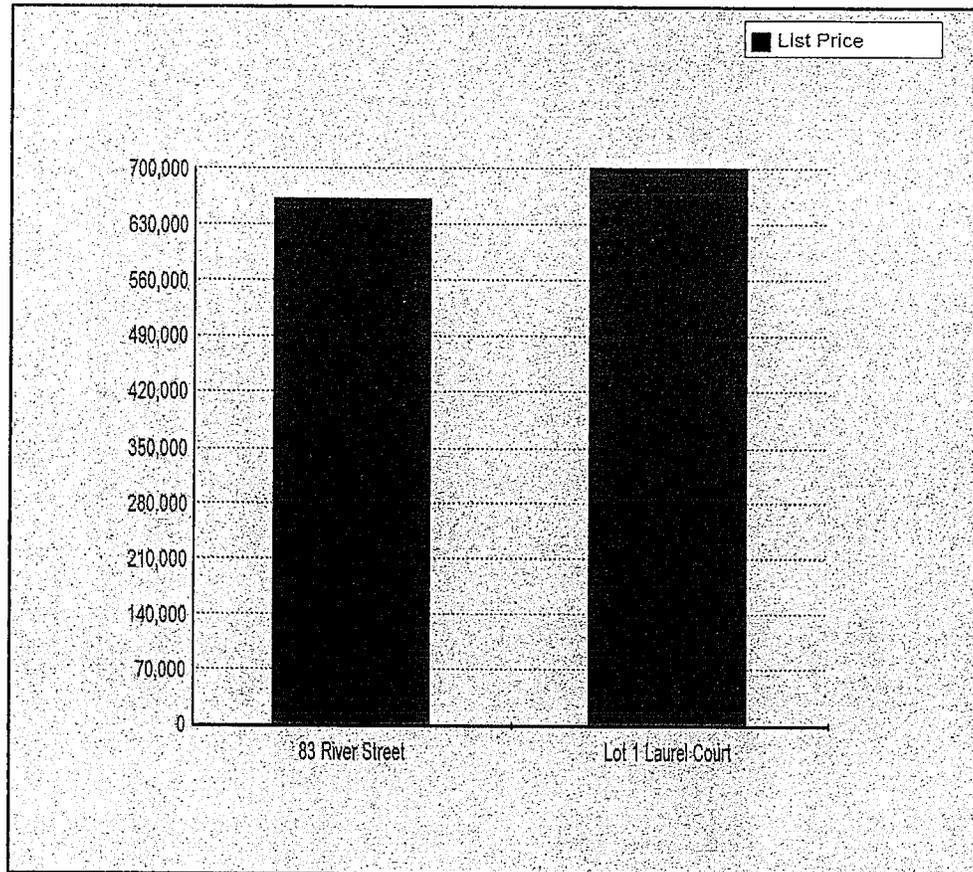
Cellular: 978-621-8028

Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# Comparative Market Analysis Statistics

## Graphic Analysis of Off The Market Properties



### Summary Statistics of 2 Properties:

Average Price: \$679,894  
High Price: \$699,888  
Low Price: \$659,900  
Median Price: \$679,894  
Average \$ per SqFt: \$262.31  
Average Year Built: 2008  
Average Days On Market: 83



Marianne Blackstone Tabner, CBR, Premier Service Certified  
Office: 978-369-3999  
Office Fax: 978-759-0588  
Voice Mail: 978-759-0588  
Cellular: 978-621-8028  
Email: mtabner@carlsonre.com

**CARLSON**  
**GMAC**  
Real Estate

# *Pricing Your Property to Sell*

---

**P**ricing 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:*

*\$633,697 to \$672,895*



Marianne Blackstone Tabner, CBR, Premier Service Certified  
Office: 978-369-3999  
Office Fax: 978-759-0588  
Voice Mail: 978-759-0588  
Cellular: 978-621-8028  
Email: [mtabner@carlsonre.com](mailto:mtabner@carlsonre.com)

**CARLSON**  
**GMAC**  
 Real Estate™