

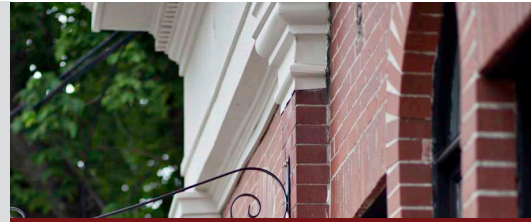


Encore Realty  
Comparative  
Market Analysis

To establish top market  
value for:

47 Suffolk Street, Brookline  
MA 02115

Prepared for: JP Boynton  
Partners LLC  
C/O Mr. Smith  
1123 Fancy Town, MA  
02446



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## Encore Realty Comparative Market Analysis

### Subject Property

47 Suffolk Street is a stunning and spacious Dutch Colonial with many improvements. The property has a newly redone wood-burning fireplace in the living room making for a great entertainment space. The living room also boasts french doors and large windows bring in amazing natural sunlight.

The 1st floor of the home has a sun room, newly applianced kitchen with pantry, 3 season porch, and hardwood floors in living areas. The 2nd floor has 3 bedrooms, a sun room, full bathroom, and stairway access to attic. The property also has a newer roof and full garage.

The exterior of the home has also seen quite a few upgrades.

There is a new exterior stone stairway and walkway. There is also a new white fence and a jungle gym in the back yard.



Best, the 1st floor has central air, brand new windows and front door. Home shows beautifully, make it yours!



## Welcome Letter

Dear Matt and Melissa,

I have put together this complimentary competitive market analysis (CMA) to help you determine and establish "top market value" of your home.

In developing the CMA of your home I have compared and reviewed it with other properties which are currently for sale, under agreement, or which have recently closed. While each home is unique in some way, I have tried to analyze those which are the most similar to yours in terms of style, location, features and condition. This comparative process uses the same data and approach most appraisers use and is probably the most widely recognized, accepted and reliable method for valuing residential real estate. It is known as the "market approach to value."

After careful review of the data, and considering the present market conditions, I would recommend a listing price of \$435,000. While the price per square foot model suggests a slightly higher listing price, the finishes of the last comparable property are all brand new,

since the house was completely renovated prior to its sale. This was taken into consideration when adjusting the price to best fit your property in its present condition. Please note that the large plot size of your home, new appliances, and unfinished basement were also taken into consideration in determining my final price. Please let me know if you have any questions whatsoever.

-Samantha



## Subject Property Overview

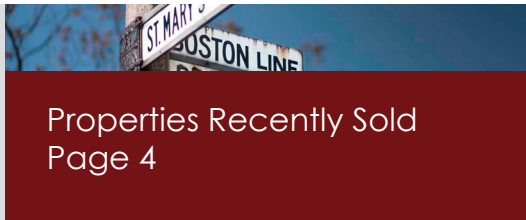
47 Suffolk Street  
Medford, MA

Bedrooms:	3
Bathrooms:	1
Living Area:	1856 sqft
Lot Size:	7544 sqft
Year Built:	1926

### Property Features:

Stunning and spacious Dutch Colonial with many improvements! Newly redone wood-burning fireplace in living room with french doors and large windows. 1st floor has sun room, newly applianced kitchen with pantry, and 3 season porch, and hardwood floors in living areas. 2nd floor has 3 bedrooms, sun room, full bathroom, and stairway access to attic. Newer roof on house and garage, exterior stone stairway and walkway, 1st floor central air, new windows and front door, and white fenced in backyard. Large, landscaped backyard. Jungle gym in back included in sale!





## Properties Recently Sold

Number of Properties: 4

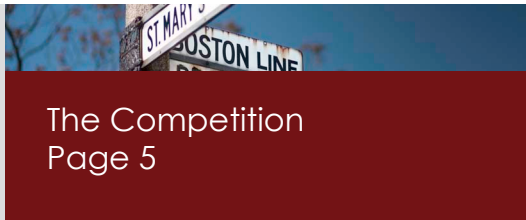
Price Range: \$395,000 to \$429,000

Average Price: \$412,975

Median Price: \$413,950

Address	City	Beds	Baths		Living Area (Square Feet)	Days on Market	List Price	Sale Price	SP% of LP
			Full	Half					
2 Ronaele Rd	Medford, MA : West Medford	3	1	1	1759	123	\$399,999	\$395,000	99%
81 Mystic Street	Medford, MA	3	1	1	1568	20	\$399,900	\$399,900	100%
18 Sharon St	Medford, MA	3	1	1	1901	44	\$415,000	\$428,000	103%
134 Brooks Street	Medford, MA : West Medford	3	1	0	1540	6	\$399,900	\$429,000	107%

“Recent properties that have sold are a great indicator of value and the dollar per square foot they sold for is a great piece of data to use”



# The Competition On Market

Number of Properties: 4

Price Range: \$395,000 to \$429,000

Average Price: \$412,975

Median Price: \$413,950

Address	City	Beds	Baths		Living Area (Square Feet)	Days on Market	List Price	Sale Price	SP% of LP
			Full	Half					
2 Ronaele Rd	Medford, MA : West Medford	3	1	1	1759	123	\$399,999	\$395,000	99%
81 Mystic Street	Medford, MA	3	1	1	1568	20	\$399,900	\$399,900	100%
18 Sharon St	Medford, MA	3	1	1	1901	44	\$415,000	\$428,000	103%
134 Brooks Street	Medford, MA : West Medford	3	1	0	1540	6	\$399,900	\$429,000	107%

“When pricing a listing to sell, we need to be aware of our competition when we go to market”



# Property Comparisons



47 Suffolk Street  
Medford, MA 02155

134 Brooks Street  
Medford, MA 02155

81 Mystic Street  
Medford, MA 02155

	47 Suffolk Street Medford, MA 02155	134 Brooks Street Medford, MA 02155	81 Mystic Street Medford, MA 02155
MLS #	70525053	71416898	71448503
Status	Sold	Sold	Sold
List Price	\$499,900	\$399,900	\$399,900
Sale Price	\$499,900	\$429,000	\$399,900
List Date	2/12/2007	8/1/2012	10/17/2012
Off Market Date	3/14/2007	8/7/2012	11/6/2012
Sale Date	3/30/2007	11/1/2012	12/7/2012
Days on Market	30	6	20
Style	Colonial, Gambrel /Dutch	Colonial	Cape
Bedrooms	3	3	3
Full Baths	1	1	1
Half Baths	0	0	1
Total Rooms	8	7	7
Square Feet	1856	1540	1568
Acres	0.17	0.1	0.13
Lot Size (sq.ft.)	7544	4390	5570
Year Built	1926	1946	1930
Fireplaces	1	0	1
Garage Spaces	1	0	1
Garage Desc	Detached, Garage Door Opener		Detached
Basement Desc	Full, Interior Access, Concret...	Full	Full
Int. Features	Cable Available, Walk-up Attic	Cable Available	
Ext. Features	Deck, Patio, Gutters, Sprinkle...	Porch, Gutters	
Sewer & Water	City/Town Water		
Waterfront			
Beach Desc	Lake/Pond	Lake/Pond	
Assessed Value	\$474,800	\$337,000	\$323
Taxes	\$4,220.97	\$4,054	\$3,889.30
Tax Year	2007	2012	2012



# Property Comparisons



47 Suffolk Street  
Medford, MA 02155

2 Ronaele Rd  
Medford, MA 02155

18 Sharon St  
Medford, MA 02155

MLS #	70525053	71381143	71461567
Status	Sold	Sold	Sold
List Price	\$499,900	\$399,999	\$415,000
Sale Price	\$499,900	\$395,000	\$428,000
List Date	2/12/2007	5/10/2012	11/28/2012
Off Market Date	3/14/2007	9/10/2012	12/19/2012
Sale Date	3/30/2007	10/18/2012	1/24/2013
Days on Market	30	123	44
Style	Colonial, Gambrel /Dutch	Multi-Level	Colonial
Bedrooms	3	3	3
Full Baths	1	1	1
Half Baths	0	1	1
Total Rooms	8	8	7
Square Feet	1856	1759	1901
Acres	0.17	0.16	0.13
Lot Size (sq.ft.)	7544	6840	5600
Year Built	1926	1960	1910
Fireplaces	1	1	0
Garage Spaces	1	1	0
Garage Desc	Detached, Garage Door Opener	Attached, Under	
Basement Desc	Full, Interior Access, Concret...	Full, Finished, Walk Out, Inte...	Full
Int. Features	Cable Available, Walk-up Attic	Security System, Cable Available	
Ext. Features	Deck, Patio, Gutters, Sprinkle...	Porch - Enclosed, Patio, Gutte...	Porch
Sewer & Water	City/Town Water		
Waterfront			
Beach Desc	Lake/Pond		
Assessed Value	\$474,800	\$351,900	\$295,500
Taxes	\$4,220.97	\$4,233	\$3,555
Tax Year	2007	2012	2012





# Property Description

**134 Brooks Street  
Medford, MA 02155  
Single Family**

MLS #: <b>71416898</b>	Status: <b>Sold</b>
List Price: <b>\$399,900</b>	Sale Price: <b>\$429,000</b>
List Date: <b>8/1/2012</b>	Sale Date: <b>11/1/2012</b>
Area: <b>West Medford</b>	Off Market Date: <b>8/7/2012</b>
List\$/SqFt: <b>\$259.68</b>	Sold\$/SqFt: <b>\$278.57</b>
Days on Market (Total): <b>6</b>	Days on Market (Office): <b>6</b>

### Property Features

Rooms: <b>7</b>	Style: <b>Colonial</b>
Bedrooms: <b>3</b>	Type: <b>Detached</b>
Baths: <b>1f 0h</b>	Apprx Acres: <b>0.1</b>
Master Bath: <b>No</b>	Apprx Lot Size: <b>4390 sq.ft.</b>
Fireplaces: <b>0</b>	Apprx Living Area: <b>1540 sq.ft.</b>
Year Built: <b>1946</b>	Foundation Size: <b>99999999 (Poured Concrete)</b>
Color:	Garage: <b>0 --</b>
Parking: <b>4 Off-Street, Paved Driveway</b>	
Handicap Access/Features: <b>No</b>	



### Remarks

**West Medford. Pristine three bedroom Colonial in desirable location. Hardwood floors. Beautiful crown molding, a true home. Within walking distance to the "Brooks School", parks, commuter rail, express bus and West Medford Square.**

### Tax Information

Pin #: **I-04 B:0056**  
Map: **I-04** Block: **0056** Lot:  
Assessment: **\$337,000**  
Taxes: **\$4054** Tax Year: **2012**  
Book: **13776** Page: **642**  
Cert:  
Zoning Code: **RES**



# Property Description

**81 Mystic Street  
Medford, MA 02155  
Single Family**

MLS #: <b>71448503</b>	Status: <b>Sold</b>
List Price: <b>\$399,900</b>	Sale Price: <b>\$399,900</b>
List Date: <b>10/17/2012</b>	Sale Date: <b>12/7/2012</b>
Area:	Off Market Date: <b>11/6/2012</b>
List\$/SqFt: <b>\$255.04</b>	Sold\$/SqFt: <b>\$255.04</b>
Days on Market (Total): <b>20</b>	Days on Market (Office): <b>20</b>

### Property Features

Rooms: <b>7</b>	Style: <b>Cape</b>
Bedrooms: <b>3</b>	Type: <b>Detached</b>
Baths: <b>1f 1h</b>	Apprx Acres: <b>0.13</b>
Master Bath: <b>No</b>	Apprx Lot Size: <b>5570 sq.ft.</b>
Fireplaces: <b>1</b>	Apprx Living Area: <b>1568 sq.ft.</b>
Year Built: <b>1930</b>	Foundation Size: <b>999 (Fieldstone)</b>
Color:	Garage: <b>1 Detached</b>
Parking: <b>2 --</b>	
Handicap Access/Features:	



### Remarks

**Charming 7-room cape w/hdwd flrs, lge D.R., L.R w/firepl., Cab. kit./w pantry & addit cab., den/ off L.R. Lge. M/Bed w/ stairs to attic, 2 other bdrms w/closets, full bath up/ half bath down. Good light from windows, gas furn, gas water heater, and newer roof - all 2 years old. Steam heat by nat. gas. Updated elec. level, fenced in back yard.chimney relined short while ago. Det. garage. Near bus stop, train station -10 min. to Boston.,Churches, Brooks School, Shop., Routes 93 and 2.**

### Tax Information

Pin #:  
Map: Block: Lot:  
Assessment: **\$323**  
Taxes: **\$3889.3** Tax Year: **2012**  
Book: **22132** Page: **537**  
Cert:  
Zoning Code: **residentl**

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# Property Description

**2 Ronaele Rd  
Medford, MA 02155  
Single Family**

MLS #: <b>71381143</b>	Status: <b>Sold</b>
List Price: <b>\$399,999</b>	Sale Price: <b>\$395,000</b>
List Date: <b>5/10/2012</b>	Sale Date: <b>10/18/2012</b>
Area: <b>West Medford</b>	Off Market Date: <b>9/10/2012</b>
List\$/SqFt: <b>\$227.40</b>	Sold\$/SqFt: <b>\$224.56</b>
Days on Market (Total): <b>123</b>	Days on Market (Office): <b>123</b>

### Property Features

Rooms: <b>8</b>	Style: <b>Multi-Level</b>
Bedrooms: <b>3</b>	Type: <b>Detached</b>
Baths: <b>1f 1h</b>	Apprx Acres: <b>0.16</b>
Master Bath: <b>No</b>	Apprx Lot Size: <b>6840 sq.ft.</b>
Fireplaces: <b>1</b>	Apprx Living Area: <b>1759 sq.ft.</b>
Year Built: <b>1960</b>	Foundation Size: <b>99999 (Poured Concrete)</b>
Color: <b>Yellow/brk</b>	Garage: <b>1 Attached, Under</b>
Parking: <b>2 Off-Street, Paved Driveway</b>	
Handicap Access/Features:	



### Remarks

**HUGE price reduction= HUGE opportunity for you to live on a side street neighbhd on W.Med/Wnch line. Commuting is a dream: short walk to the bus or train. Lots of fun at 2 newly renovated playgrounds down the street. Enjoy cooking in updated kitchen w/jennair appl, maple cabinets and center island. Newer granite&tile bath sparkles! Open flpn w/lots of windows. Hwd floors 1st&2nd levels. LL Familyroom is a great playroom. Relax in encl rear porch while you grill outside. Move-in condition**

### Tax Information

Pin #:  
Map: Block: Lot:  
Assessment: **\$351,900**  
Taxes: **\$4233** Tax Year: **2012**  
Book: **1318** Page: **128**  
Cert:  
Zoning Code: **Res**

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# Property Description

**18 Sharon St  
Medford, MA 02155-6718  
Single Family**

MLS #: <b>71461567</b>	Status: <b>Sold</b>
List Price: <b>\$415,000</b>	Sale Price: <b>\$428,000</b>
List Date: <b>11/28/2012</b>	Sale Date: <b>1/24/2013</b>
Area:	Off Market Date: <b>12/19/2012</b>
List\$/SqFt: <b>\$218.31</b>	Sold\$/SqFt: <b>\$225.14</b>
Days on Market (Total): <b>44</b>	Days on Market (Office): <b>44</b>

### Property Features

Rooms: <b>7</b>	Style: <b>Colonial</b>
Bedrooms: <b>3</b>	Type: <b>Detached</b>
Baths: <b>1f 1h</b>	Apprx Acres: <b>0.13</b>
Master Bath: <b>No</b>	Apprx Lot Size: <b>5600 sq.ft.</b>
Fireplaces: <b>0</b>	Apprx Living Area: <b>1901 sq.ft.</b>
Year Built: <b>1910</b>	Foundation Size: <b>99999 (Other (See Remarks))</b>
Color:	Garage: <b>0 --</b>
Parking: <b>2 Off-Street</b>	
Handicap Access/Features:	



### Remarks

**West Medford. Fully Rehabbed!! Absolutely everything is BRAND NEW! High ceilings, open floor concept. Good size rooms. Large yard. Great location bordering Arlington, close to West Medford Commuter station, next to Mystic River Path, great for family time jogging or enjoying the parks.**

### Tax Information

Pin #: **M:L-02 B:0059**  
Map: Block: Lot:  
Assessment: **\$295,500**  
Taxes: **\$3555** Tax Year: **2012**  
Book: **59779** Page: **484**  
Cert: **00174069**  
Zoning Code: **RES**

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## Pricing Analysis Square Foot

Number of Properties: 4

Range: \$395,000 to \$429,000

Average Price: \$413,950

Average Price Per Square Foot: \$240

Address	City	Status	Square Feet	\$/SqFt	Price
2 Ronaele Rd	Medford, MA	SLD	1759	225	\$395,000
81 Mystic Street	Medford, MA	SLD	1568	255	\$399,900
18 Sharon St	Medford, MA	SLD	1901	225	\$428,000
134 Brooks Street	Medford, MA	SLD	1540	279	\$429,000

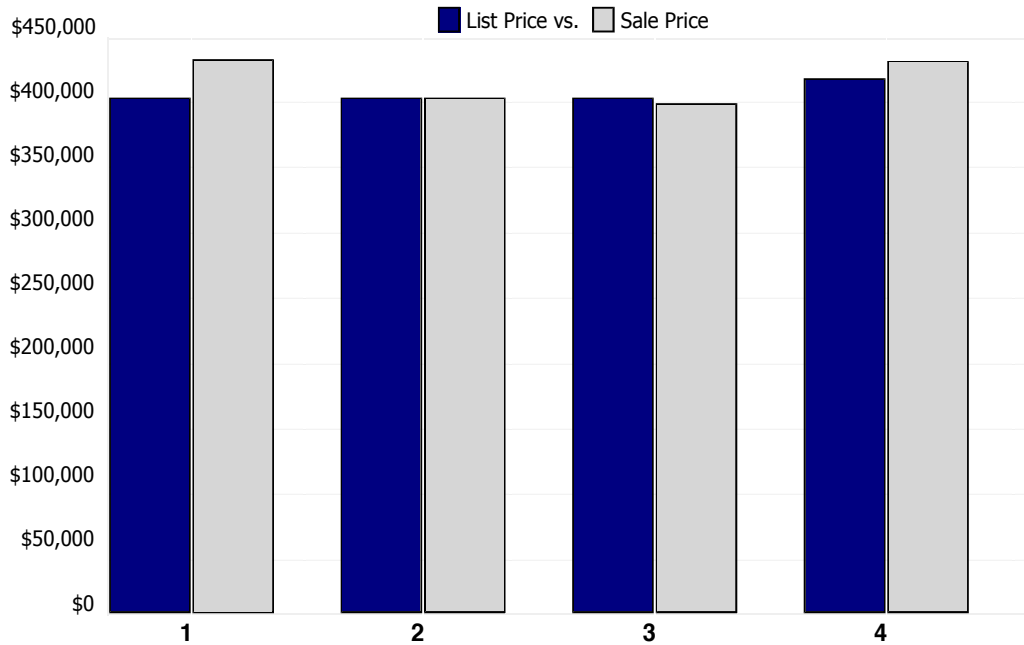
Median price of properties comparable to yours \$413,950

Predicted Price of your home based on 'cost per square foot': \$445,440

Based on your property's square footage of **1856** and the average cost per sqft listed above as **\$240** per sqft



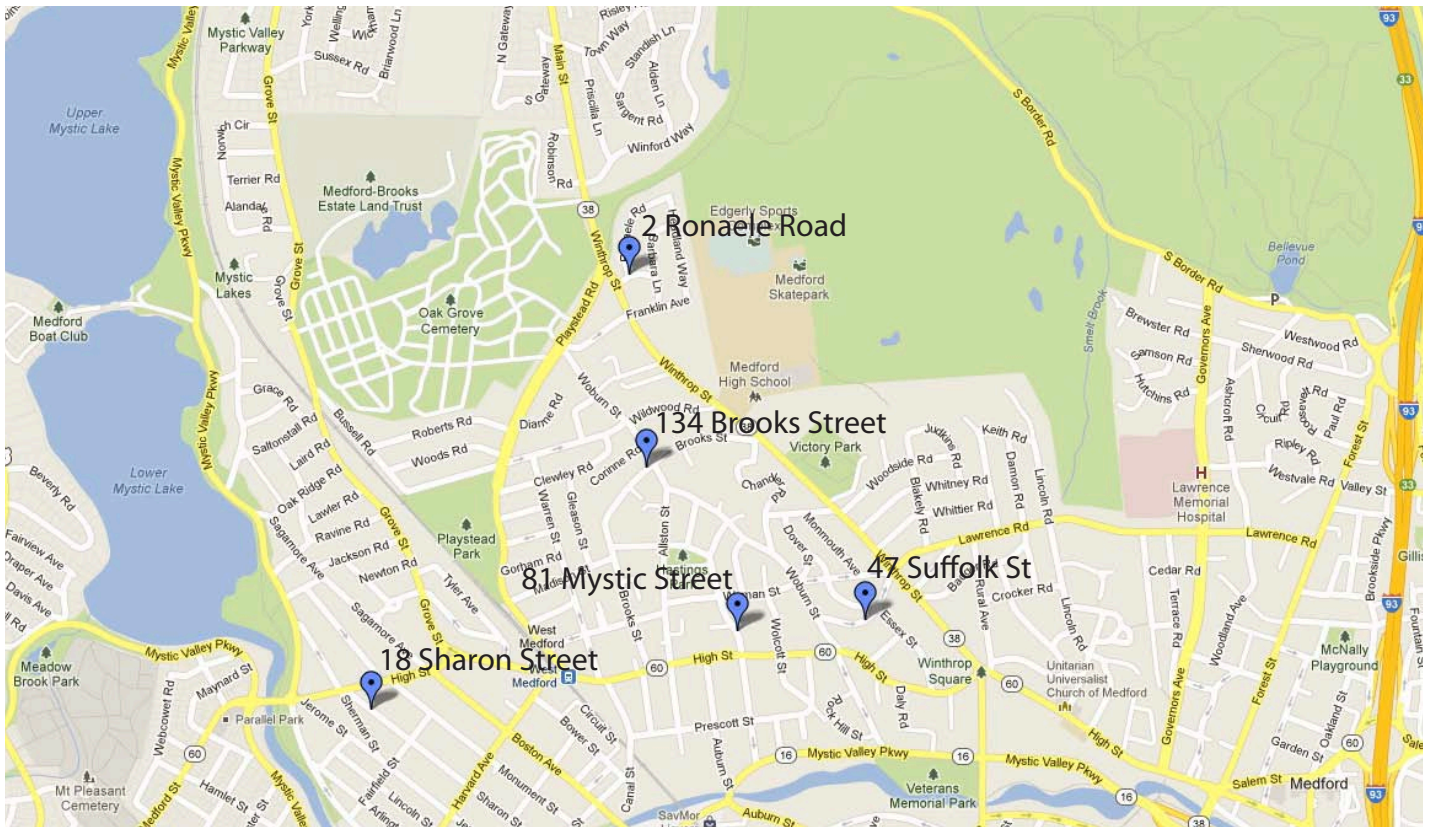
## Sold Properties Graph



Address	City	Days on Market	List Price	Sale Price
1 134 Brooks Street	Medford, MA : West Medford	6	\$399,900	\$429,000
2 81 Mystic Street	Medford, MA	20	\$399,900	\$399,900
3 2 Ronaele Rd	Medford, MA : West Medford	123	\$399,999	\$395,000
4 18 Sharon St	Medford, MA	44	\$415,000	\$428,000



# Map of Comparable Properties



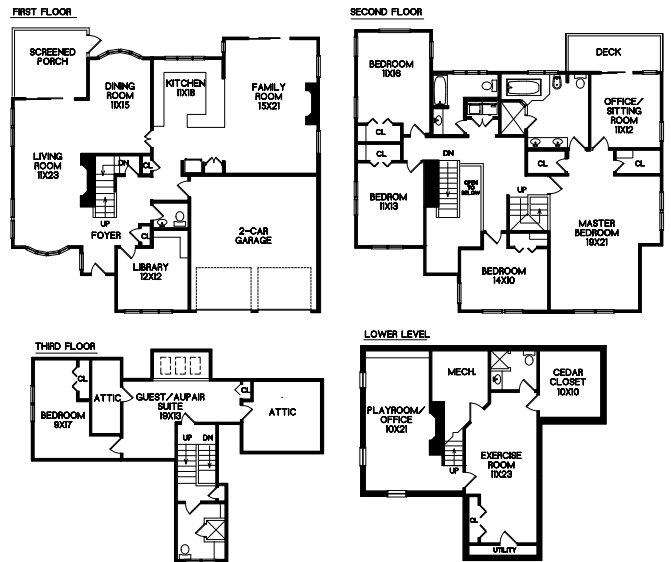


# Encore Marketing

## Professional Photography



## Floor Plan Rendering







# Encore Marketing

## Web Exposure

