# 5.1

# NEF LETTER OF INTEREST

# Mechanics
COOPERATIVE BANK
*Your life. Your neighborhood. Your bank.*

February 6, 2015

Mr. Mounir Tayara
Timber Crest LLC
400 Foxborough Blvd., Unit 8306
Foxboro, MA 02035

Dear Mr. Tayara,

Thank you for taking the time to meet and discuss this project with me. This letter is meant to advise you that Mechanics Cooperative Bank has interest in financing the proposed 199 unit 40B project in Medway, MA consisting of 76 single family homes and 123 duplex style units. We look forward to continuing our relationship with you.

The Bank is indeed a member of the FHLBB and would be using all or a portion of the funds for the financing through a borrowing with the FHLBB under the New England Fund (NEF).

Note: **The letter is not to be construed as a financing commitment by Mechanics Cooperative Bank.** Once a comprehensive permit has been issued, the developer will be required to obtain a "Final Approval" from Mass Housing and meet all other requirements as outlined in the Comprehensive Permit. At that time, and after a thorough underwriting process, and approval by the Bank's Loan Committee, a binding construction loan commitment would be issued.

Thank you once again for considering Mechanics Cooperative Bank for you financing needs.

Sincerely,

Nancy E. Stokes

Nancy E. Stokes
Senior Vice President

# 5.2

# MARKET STUDY

WILLIAM RAVEIS
DELTA REALTORS
503 Main Street, Medfield, Massachusetts 02052

# Comparative Market Analysis

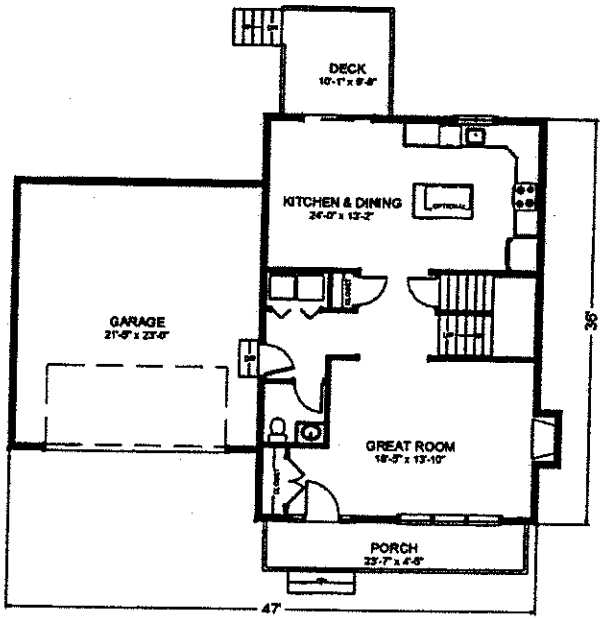
## Timber Crest Estates

## Medway, MA

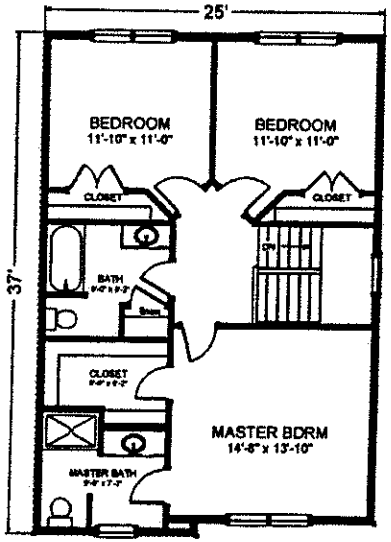
## "The Twain"

raveis.com
*"The Best Website in Real Estate"*
300,000+ Listings • Sold Properties • All Local Housing Data & Graphs • All MLS Houses

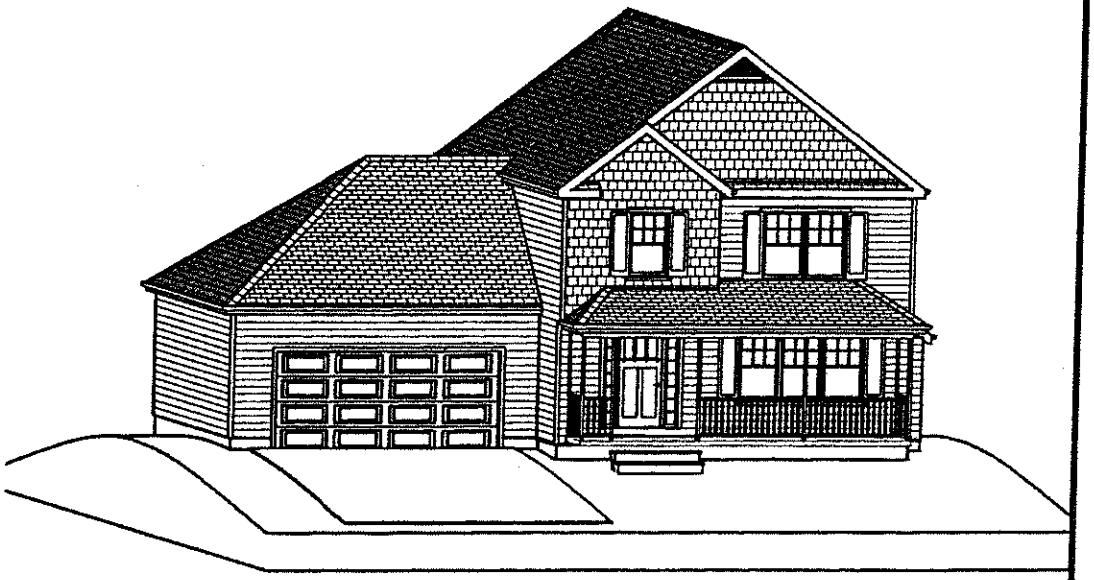
# THE TWAIN




1st Floor




2nd Floor



Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADES/OPTIONS ARE SHOWN

TIMBER CREST LLC

| Area Breakdown | |
|---|---|
| First Floor | 906 sf |
| Second Floor | 912 sf |
| Total Area | 1818 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 1/2 |
| Garage | 2 |

# The Market Evaluation Approach

Our ultimate goal in a market evaluation is to establish a realistic market value for your home. While it is true that for many individuals buying is an emotional decision, most buyers eventually ask us to support their decision based on a logical evaluation.

The market evaluation approach is an analysis based on the premise that a property is worth what someone is willing to pay for it in a competitive marketplace. This is considered the most accurate assessment of value in residential properties and is similar to the approach used by most lenders when calculating the risk factors in financing a mortgage.

## *Viewing your property is just the first step in the evaluation process. We also:*

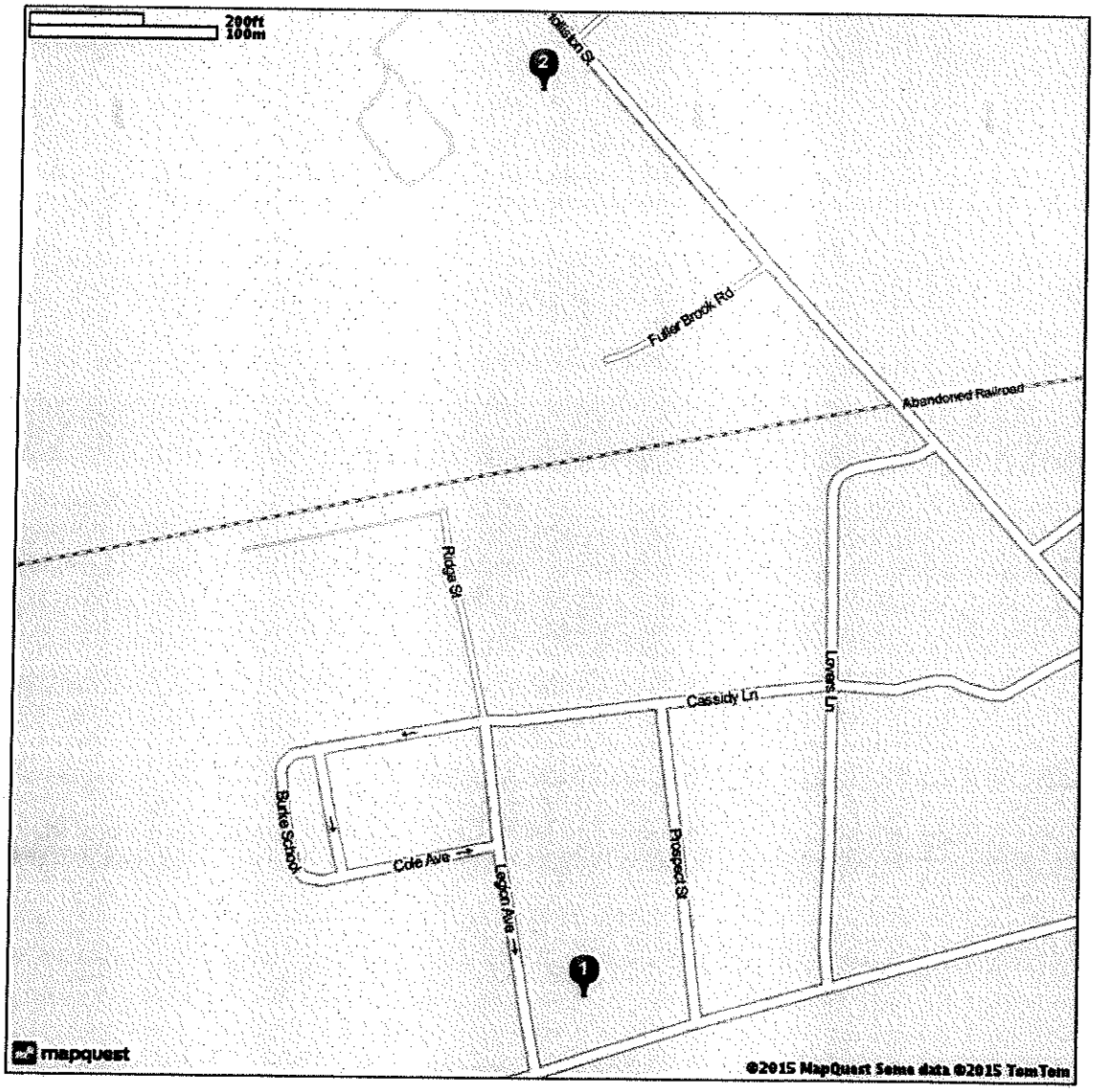
- Photograph your home and create a listing data sheet
- Review MLS and town hall records to locate recent sales of properties in your neighborhood that are most comparable to your home
- Preview other homes that buyers will likely view so that you can accurately gauge the extent of competition
- Analyze all data and complete an assessment/square footage ratio formula to be used as an additional barometer in establishing fair market value

## *Our objectives are to:*

- Generate the most prospects for your home
- Provide you with service to ensure that your move is as pleasant as possible
- Maximize your profitability

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# Map of Comparable Properties




| Ref # | Status | Address |
|---|---|---|
| 1 | Recently Sold | 2 Legion Ave |
| 2 | Recently Sold | 41 Holliston Street |
| Not Mapped | Recently Sold | 5 Charles View Lane |
| Not Mapped | Recently Sold | 3 Charles View Lane |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# Comparable Properties

*Recently Sold*

## 2 Legion Ave

***List Price:*** $445,000
***List$ SqFt:*** $221
***Sold$ SqFt:*** $223
***City:*** Medway
***Year Built:*** 2002
***Lot SqFt:*** 23392
***Orig Price:*** $445,000
***Apx Liv Ar:*** 2016
***Apx Acres:*** 0.54
***Assessment:*** $350,600
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $6,605

***Sold Price:*** $450,000 ***DOM:*** 18
***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Vinyl
***Exter:*** Gutters
***Heat:*** Forced Air
***Gar Spaces:*** 2
***Inter:*** Cable Available
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Stylish, Young Colonial in Terrific Location in Walking Distance to Schools. This Elegant Home Offers Considerable Space Designed for Comfortable Living & Entertaining. The Front Foyer Opens to the Formal Living Room Adjoining the Dining Room with Shadowbox Chair Rail or Opens to the Warm & Inviting, Fireplaced Famiy Room. All with Hardwood Floors, Crown Molding & Warm, Neutral Paint Colors. The Bright & Cheery Kitchen has Ceramic Tile Flooring with Recessed Lighting and a Slider that Leads to the Deck Overlooking a.

*Recently Sold*

## 5 Charles View Lane

***List Price:*** $470,000
***List$ SqFt:*** $246
***Sold$ SqFt:*** $246
***City:*** Medway
***Year Built:*** 2013
***Lot SqFt:*** 0
***Orig Price:*** $472,500
***Apx Liv Ar:*** 1912
***Apx Acres:*** 0.00
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $0

***Sold Price:*** $470,000
***Full Baths:*** 2
***Style:*** Cottage
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Gutters
***Heat:*** Forced Air
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Introducing the Cottages at Charles River Village, a single family condominium development. One of 11 cottage style energy efficient homes in Medway's newest premium subdivision. 1st floor master suite. Other plans available. Very private setting. All homes feature front porches & decks, low maintenance exteriors, 9' ceilings on 1st floor, 8' celings on 2nd floor, 3.25 hardwood floors, granite counter tops, tile in bathrooms and laundry. Garage will be modified to side load.

# Comparable Properties

*Recently Sold*

## 41 Holliston Street

***List Price:*** $474,000
***List$ SqFt:*** $178
***Sold$ SqFt:*** $179
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 39204
***Orig Price:*** $474,000
***Apx Liv Ar:*** 2667
***Apx Acres:*** 0.90
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $0

***Sold Price:*** $478,000 ***DOM:*** 123
***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Vinyl
***Exter:*** Wood Deck
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:***
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Wall/Wall Carpet

***Remarks:*** NEW HOME BEING BUILT - OCCUPANY END OF AUGUST. Custom built Colonial by exceptional, local and experienced builder, offering over 2500 SF of living area. 4 BRs / 2.5 baths. Kitchen features custom maple cabinetry, granite counter tops, hardwood flooring, breakfast nook with dining area opening up to family room with gas fireplace and sliders to deck. Custom maple cabinetry and granite counter tops in all baths. 9' ceilings. Central A/C. Gas heat / hot water and gas fireplace in family room. 200 AMP service. 2-car garage.

*Recently Sold*

## 3 Charles View Lane

***List Price:*** $478,500
***List$ SqFt:*** $239
***Sold$ SqFt:*** $239
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 0
***Orig Price:*** $469,900
***Apx Liv Ar:*** 2002
***Apx Acres:*** 0.00
***Assessment:*** $0
***Beds:*** 3
***Total Rooms:*** 8
***Est Taxes:*** $0

***Sold Price:*** $478,500 ***DOM:*** 91
***Full Baths:*** 2
***Style:*** Cottage
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Porch
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** The Cottages at Charles River Village offering 11 distinct single family condominium homes, Medway's newest premium subdivision. Energy efficient construction means lower cost of ownership. Opportunity for an exclusive use fenced back yard.

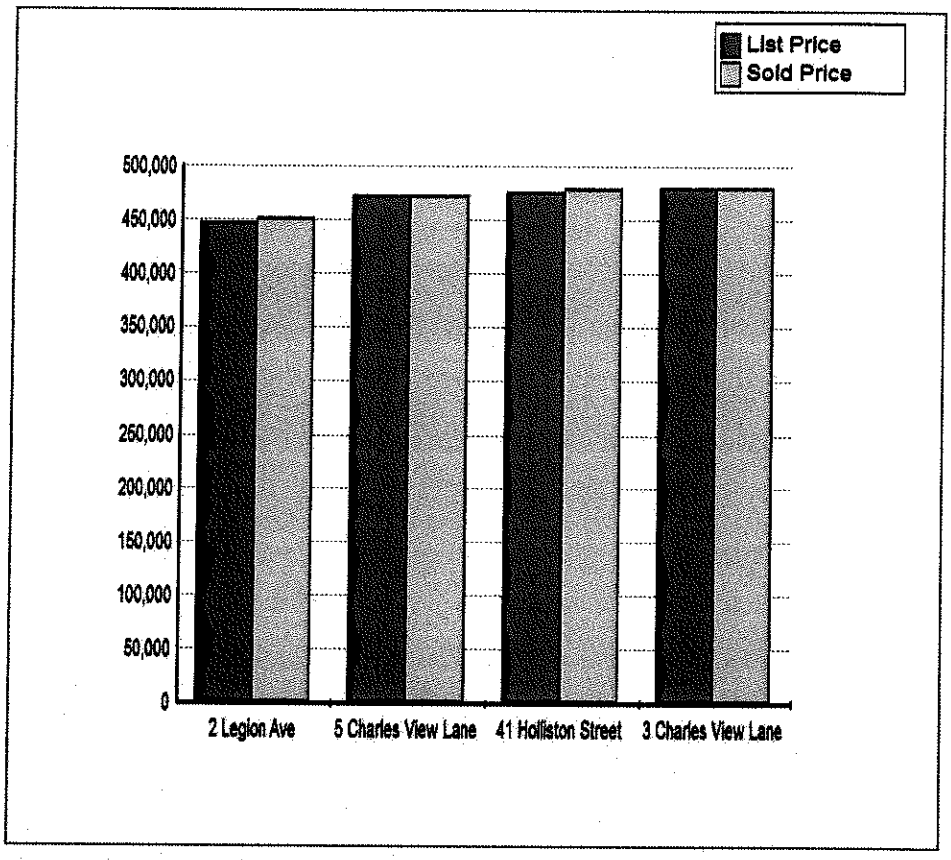
# Comparative Market Analysis

| | 2 Legion Ave | 5 Charles View Lane | 41 Holliston Street | 3 Charles View Lane |
|---|---|---|---|---|
| | | | | |
| **Status** | S | S | S | S |
| **List Price** | $445,000 | $470,000 | $474,000 | $478,500 |
| **List$ SqFt** | $221 | $246 | $178 | $239 |
| **Sold Price** | $450,000 | $470,000 | $478,000 | $478,500 |
| **Sold$ SqFt** | $223 | $246 | $179 | $239 |
| **Sold Date** | 07/31/14 | 04/25/14 | 09/16/14 | 10/31/14 |
| **DOM** | 18 | | 123 | 91 |
| **City** | Medway | Medway | Medway | Medway |
| **Orig Price** | $445,000 | $472,500 | $474,000 | $469,900 |
| **Assessment** | $350,600 | $0 | $0 | $0 |
| **Est Taxes** | $6,605 | $0 | $0 | $0 |
| **Tax Yr** | 2014 | 2014 | 2014 | 2014 |
| **Lot SqFt** | 23392 | 0 | 39204 | 0 |
| **Apprx Acres** | 0.54 | 0.00 | 0.90 | 0.00 |
| **Lot Desc** | Corner | Paved Drive | Level | Paved Drive |
| **Year Built** | 2002 | 2013 | 2014 | 2014 |
| **Bedrooms** | 4 | 4 | 4 | 3 |
| **Full Baths** | 2 | 2 | 2 | 2 |
| **Half Baths** | 1 | 1 | 1 | 1 |
| **Total Rooms** | 8 | 8 | 8 | 8 |
| **Apx Liv Ar** | 2016 | 1912 | 2667 | 2002 |
| **Style** | Colonial | Cottage | Colonial | Cottage |
| **Exterior** | Vinyl | Clapboard | Vinyl | Clapboard |
| **Heating** | Forced Air | Forced Air | Central Heat | Central Heat |
| **Cooling** | Central Air | Central Air | Central Air | Central Air |
| **Fireplaces** | 1 | 1 | 1 | 1 |
| **Gar Spaces** | 2 | 2 | 2 | 2 |
| **Parking** | Attached | Attached | Attached | Attached |
| **Basement** | Full | Full | Full | Full |
| **Flooring** | Tile | Tile | Wall/Wall Carpet | Tile |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl |
| **Ext Feat** | Gutters | Gutters | Wood Deck | Porch |
| **Ext Feat** | Deck | Sprinkler System | Deck | Deck |
| **Int Feat** | Cable Available | Central Vacuum | | Central Vacuum |
| **Int Feat** | | Security System | | Security System |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Recently Sold Properties




## Summary Statistics of 4 Properties:

| | |
|---|---|
| Average Price: | $469,125 |
| High Price: | $478,500 |
| Low Price: | $450,000 |
| Median Price: | $474,000 |
| Average $ per SqFt: | $221.75 |
| Average Year Built: | 2010 |
| Average Sale Price % List Price: | 100.48 |
| Average Days On Market: | 77 |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# *Pricing Your Property to Sell*

*"Pricing your property correctly is crucial. You want to sell your home in a timely manner at the highest price possible."*

William Ravis

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:

## $456,000 to $484,000

*Prepared By: Sharon Bartelloni, New Construction Specialist*

WILLIAM RAVEIS
DELTA REALTORS
503 Main Street, Medfield, Massachusetts 02052

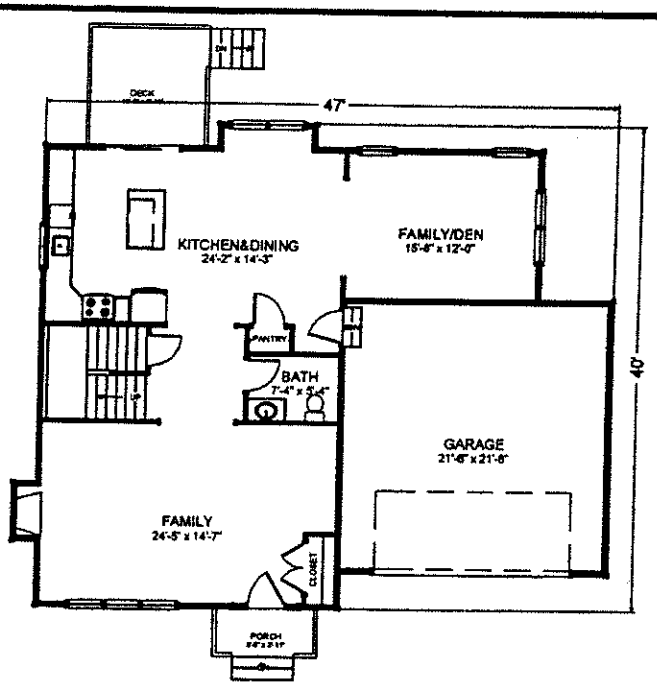
# Comparative Market Analysis

## Timber Crest Estates

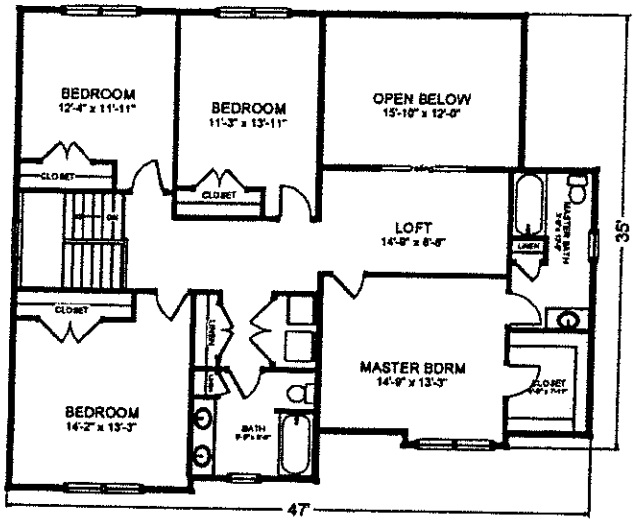
## Medway, MA

## "The Wharton"

raveis.com
*"The Best Website in Real Estate"*
300,000+ Listings • Sold Properties • All Local Housing Data & Graphs • All MLS Houses




1st Floor




2nd Floor

# THE WHARTON

Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADE/OPTIONS ARE SHOWN

TIMBER CREST LLC

| Area Breakdown | |
|---|---|
| First Floor | 1176 sf |
| Second Floor | 1449 sf |
| Total Area | 2619 sf |

| House Features | |
|---|---|
| Bedrooms | 4 |
| Bathrooms | 2 1/2 |
| Garage | 2 |

# The Market Evaluation Approach

Our ultimate goal in a market evaluation is to establish a realistic market value for your home. While it is true that for many individuals buying is an emotional decision, most buyers eventually ask us to support their decision based on a logical evaluation.

The market evaluation approach is an analysis based on the premise that a property is worth what someone is willing to pay for it in a competitive marketplace. This is considered the most accurate assessment of value in residential properties and is similar to the approach used by most lenders when calculating the risk factors in financing a mortgage.

## *Viewing your property is just the first step in the evaluation process. We also:*

- Photograph your home and create a listing data sheet
- Review MLS and town hall records to locate recent sales of properties in your neighborhood that are most comparable to your home
- Preview other homes that buyers will likely view so that you can accurately gauge the extent of competition
- Analyze all data and complete an assessment/square footage ratio formula to be used as an additional barometer in establishing fair market value

## *Our objectives are to:*

- Generate the most prospects for your home
- Provide you with service to ensure that your move is as pleasant as possible
- Maximize your profitability

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# Map of Comparable Properties

| Ref # | Status | Address |
|---|---|---|
| 1 | Currently On The Market | 10 Overlook Drive |
| Not Mapped | Currently On The Market | 1 Pine Meadow Road |
| Not Mapped | Recently Sold | 11 Charles View Lane |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# Comparable Properties

*Currently On The Market*

## 1 Pine Meadow Road

***List Price:*** $510,900 ***DOM:*** 136

***List$ SqFt:*** $204
***Sold$ SqFt:***
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 22500
***Orig Price:*** $510,900
***Apx Liv Ar:*** 2500
***Apx Acres:*** 0.52
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 7
***Est Taxes:*** $0

***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2015
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Gutters
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:*** Security System
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New construction within a small 7 lot cul-de-sac subdivison with great interior finishes! Great farmer's porch across the front of this home. Large level back yard. Lots of hardwood, tile, and granite. Walk up unfinished third floor. Gas fireplace. Still time to chose finishes including hardwood, carpet, tile, plumbing fixtures, lighting, cabinets, granite, and paint color. This home is built according the the MA Stretch Code so it is very energy efficient meaning lower cost of home ownership..

*Currently On The Market*

## 10 Overlook Drive

***List Price:*** $539,900 ***DOM:*** 189

***List$ SqFt:*** $230
***Sold$ SqFt:***
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 44866
***Orig Price:*** $549,900
***Apx Liv Ar:*** 2350
***Apx Acres:*** 1.03
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $0

***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Vinyl
***Exter:*** Gutters
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New construction, house is up and ready, located on private, level wooded lot at end of cul de sac. Town water and sewer. Open concept. Red oak sand and finished hardwood flooring on first floor. Oak stairs to second floor, hardwood in upstairs hallway. Kitchen has custom natural cherry cabinets with granite counters, s.s appliances, island and sliders to 12 x 16 deck. Dining room has 3 x 6 walkout bay, crown molding, wainscoting and chair rail. Living room with crown molding.

# Comparable Properties

*Recently Sold*

## 11 Charles View Lane

***List Price:*** $535,000
***List$ SqFt:*** $187
***Sold$ SqFt:*** $187
***City:*** Medway
***Year Built:*** 2013
***Lot SqFt:*** 0
***Orig Price:*** $535,000
***Apx Liv Ar:*** 2861
***Apx Acres:*** 0.00
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 9
***Est Taxes:*** $0

***Sold Price:*** $535,000 ***DOM:*** 30
***Full Baths:*** 2
***Style:*** Cottage
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Gutters
***Heat:*** Forced Air
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Introducing the Cottages at Charles River Village, a single family condominium development. One of 11 custom built cottage style energy efficient homes in Medway's newest premium subdivision. Multiple floor plans available. Private setting. All homes feature front porches and decks, low maintenance exteriors, 9' ceilings on 1st floor, 8' celings on 2nd floor, 3.25 hardwood floors, granite counter tops, tile in bathrooms and laundry. Experienced builder can customize plans to meet your needs.

# Comparative Market Analysis

| | 1 Pine Meadow Road | 10 Overlook Drive | | |
|---|---|---|---|---|
| | | | | |
| **Status** | A | A | | |
| **List Price** | $510,900 | $539,900 | | |
| **List$ SqFt** | $204 | $230 | | |
| **Sold Price** | | | | |
| **Sold$ SqFt** | | | | |
| **Sold Date** | | | | |
| **DOM** | 136 | 189 | | |
| **City** | Medway | Medway | | |
| **Orig Price** | $510,900 | $549,900 | | |
| **Assessment** | $0 | $0 | | |
| **Est Taxes** | $0 | $0 | | |
| **Tax Yr** | 2015 | 2014 | | |
| **Lot SqFt** | 22500 | 44866 | | |
| **Apprx Acres** | 0.52 | 1.03 | | |
| **Lot Desc** | Paved Drive | Wooded | | |
| **Year Built** | 2014 | 2014 | | |
| **Bedrooms** | 4 | 4 | | |
| **Full Baths** | 2 | 2 | | |
| **Half Baths** | 1 | 1 | | |
| **Total Rooms** | 7 | 8 | | |
| **Apx Liv Ar** | 2500 | 2350 | | |
| **Style** | Colonial | Colonial | | |
| **Exterior** | Clapboard | Vinyl | | |
| **Heating** | Central Heat | Central Heat | | |
| **Cooling** | Central Air | Central Air | | |
| **Fireplaces** | 1 | 1 | | |
| **Gar Spaces** | 2 | 2 | | |
| **Parking** | Attached | Attached | | |
| **Basement** | Full | Full | | |
| **Flooring** | Tile | Tile | | |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | |
| **Ext Feat** | Gutters | Gutters | | |
| **Ext Feat** | Composite Deck | Deck | | |
| **Int Feat** | Security System | Central Vacuum | | |
| **Int Feat** | Cable Available | Security System | | |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

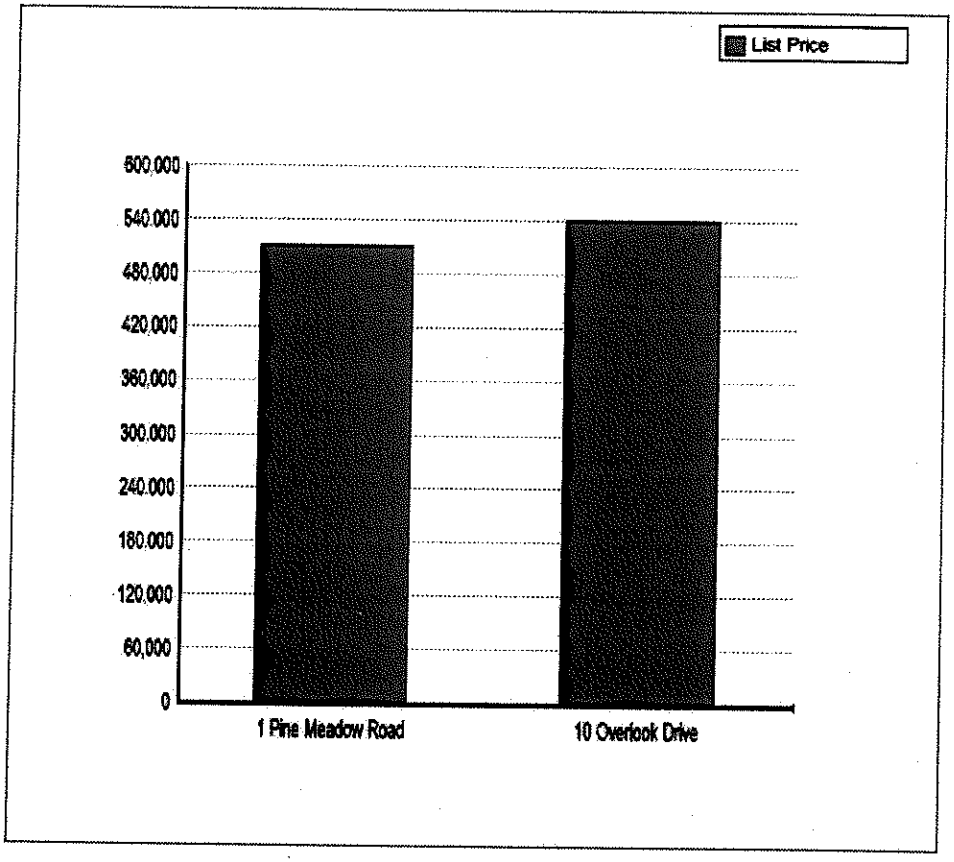
# Comparative Market Analysis

| | 11 Charles View Lane | | | |
|---|---|---|---|---|
| **Status** | S | | | |
| **List Price** | $535,000 | | | |
| **List$ SqFt** | $187 | | | |
| **Sold Price** | $535,000 | | | |
| **Sold$ SqFt** | $187 | | | |
| **Sold Date** | 07/30/14 | | | |
| **DOM** | 30 | | | |
| **City** | Medway | | | |
| **Orig Price** | $535,000 | | | |
| **Assessment** | $0 | | | |
| **Est Taxes** | $0 | | | |
| **Tax Yr** | 2014 | | | |
| **Lot SqFt** | 0 | | | |
| **Apprx Acres** | 0.00 | | | |
| **Lot Desc** | Paved Drive | | | |
| **Year Built** | 2013 | | | |
| **Bedrooms** | 4 | | | |
| **Full Baths** | 2 | | | |
| **Half Baths** | 1 | | | |
| **Total Rooms** | 9 | | | |
| **Apx Liv Ar** | 2861 | | | |
| **Style** | Cottage | | | |
| **Exterior** | Clapboard | | | |
| **Heating** | Forced Air | | | |
| **Cooling** | Central Air | | | |
| **Fireplaces** | 1 | | | |
| **Gar Spaces** | 2 | | | |
| **Parking** | Attached | | | |
| **Basement** | Full | | | |
| **Flooring** | Tile | | | |
| **Roof** | Asph/Fbrgl Shngl | | | |
| **Ext Feat** | Gutters | | | |
| **Ext Feat** | Sprinkler System | | | |
| **Int Feat** | Central Vacuum | | | |
| **Int Feat** | Security System | | | |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Currently On The Market Properties




## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $525,400 |
| High Price: | $539,900 |
| Low Price: | $510,900 |
| Median Price: | $525,400 |
| Average $ per SqFt: | $217.00 |
| Average Year Built: | 2014 |
| Average Days On Market: | 162 |

*Prepared By: Sharon Bartelloni, New Construction Specialist*

# *Pricing Your Property to Sell*

*"Pricing your property correctly is crucial. You want to sell your home in a timely manner at the highest price possible."*

William Ravis

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:

## $519,000 to $552,000

*Prepared By: Sharon Bartelloni, New Construction Specialist*

WILLIAM RAVEIS
DELTA REALTORS
503 Main Street, Medfield, Massachusetts 02052
WILLIAM RAVEIS
REAL ESTATE • MORTGAGE • INSURANCE
The Largest Family-Owned Real Estate Company in the Northeast

# *Comparative Market Analysis*

*Prepared Especially for:*

Timber Crest Estates
Winthrop Street
Medway. Ma

*For Marketing the Property Located at:*

**THE EMERSON**

*Prepared by:*

Ralph Costello
Broker Owner
Office: 508-359-7351
cell 508-726-1398

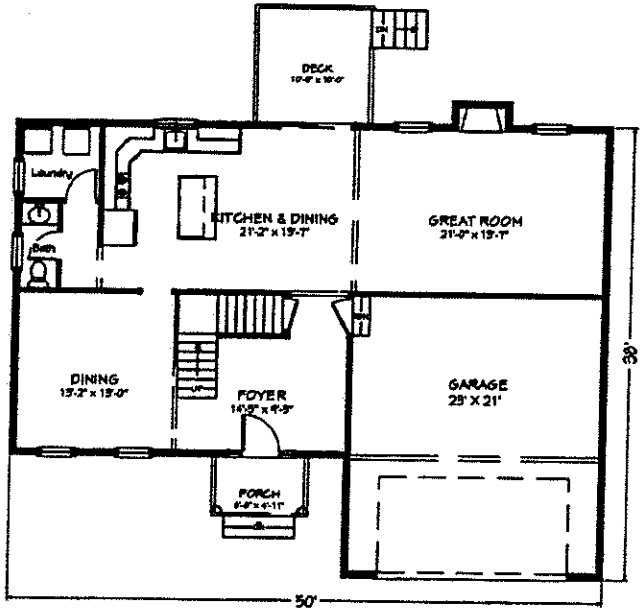
503 Main Street • Medfield, Ma.02052

Let our family show your family the way home

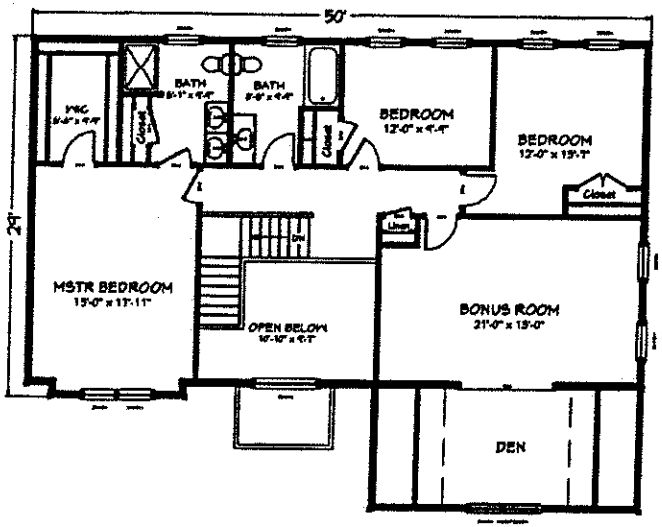
**raveis.com**
"The best website in real estate"

raveis.com
*"The Best Website in Real Estate"*
300,000+ Listings • Sold Properties • All Local Housing Data & Graphs • All MLS Houses

# THE EMERSON




1st Floor




2nd Floor

Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

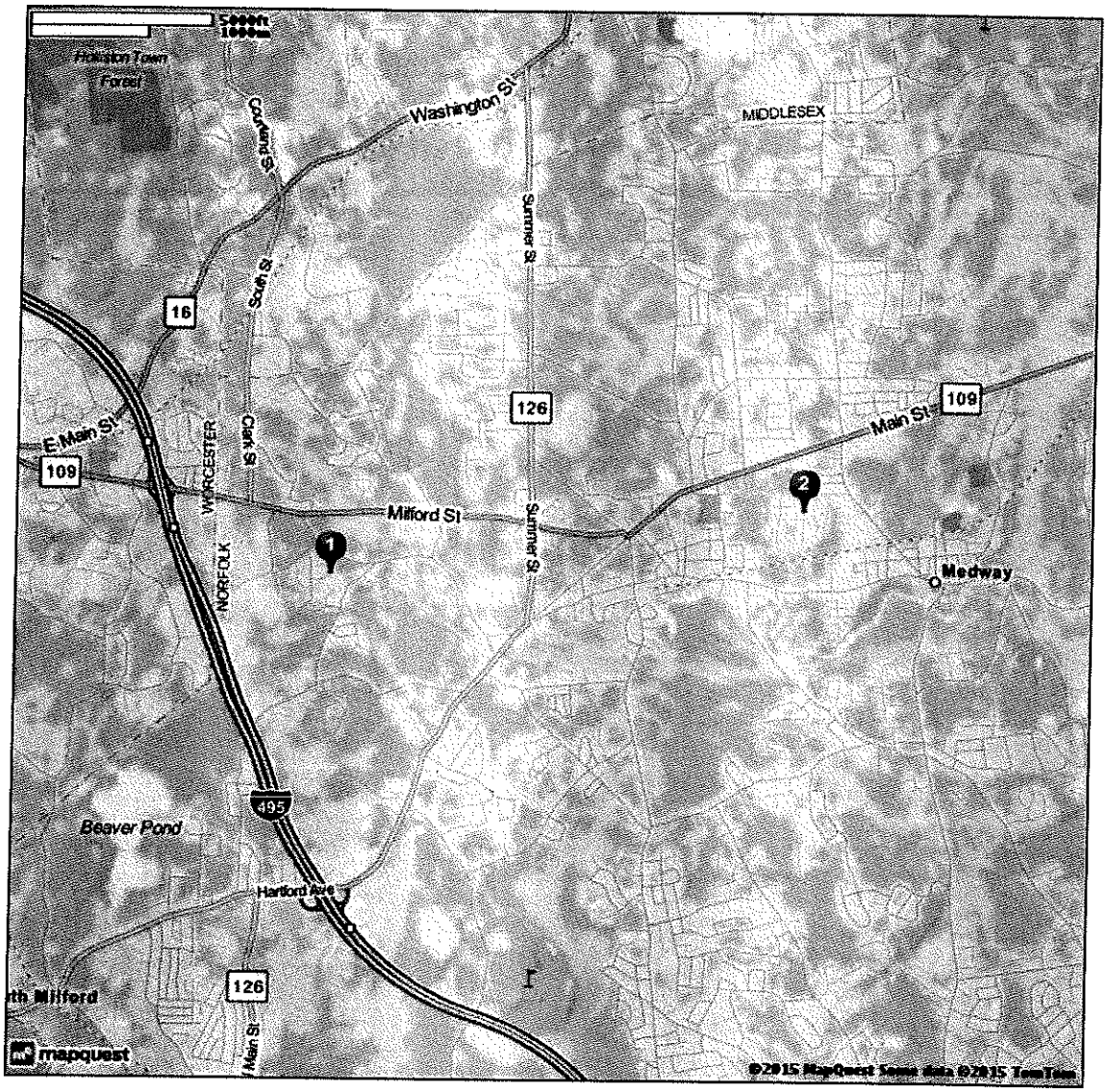
NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADE/OPTIONS ARE SHOWN

TIMBER CREST LLC

| Area Breakdown | |
|---|---|
| First Floor | 1113 sf |
| Second Floor | 1411 sf |
| Total Area | 2524 sf |

| House Features | |
|---|---|
| Bedrooms | 3/4 |
| Bathrooms | 2 1/2 |
| Garage | 2 |

# Map of Comparable Properties




| Ref # | Status | Address |
|---|---|---|
| 1 | Recently Sold | 11 Fox Run Rd |
| 2 | Recently Sold | 8 Gable Way |
| Not Mapped | Currently On The Market | 7 Pine Meadow Road |
| Not Mapped | Currently On The Market | 1 Pine Meadow Road |

*Prepared By: Ralph Costello*

# Comparable Properties

*Currently On The Market*

## 7 Pine Meadow Road

***DOM:*** 216

***List Price:*** $510,900
***List$ SqFt:*** $204
***Sold$ SqFt:***
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 22500
***Orig Price:*** $519,900
***Apx Liv Ar:*** 2500
***Apx Acres:*** 0.52
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 7
***Est Taxes:*** $0

***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2015
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Gutters
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:*** Security System
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New construction within a small 7 lot cul-de-sac subdivison with great interior finishes! Great farmer's porch across the front of this home. Large level back yard. Lots of hardwood, tile, and granite. Walk up unfinished third floor. Gas fireplace. Still time to chose finishes including hardwood, carpet, tile, plumbing fixtures, lighting, and granite. This home is built according the the MA Stretch Code so it is very energy efficient meaning lower cost of home ownership. Less than two miles from 495.

*Currently On The Market*

## 1 Pine Meadow Road

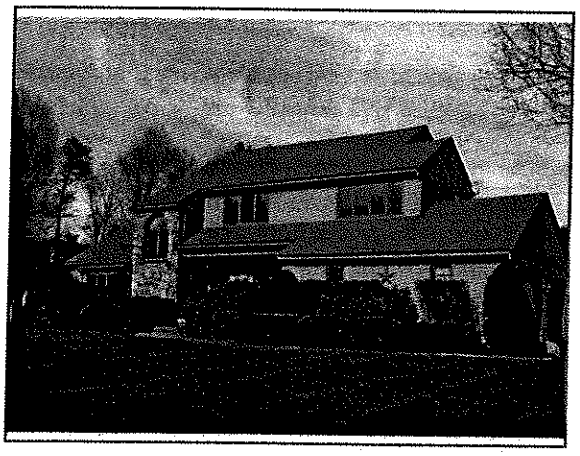
***DOM:*** 136

***List Price:*** $510,900
***List$ SqFt:*** $204
***Sold$ SqFt:***
***City:*** Medway
***Year Built:*** 2014
***Lot SqFt:*** 22500
***Orig Price:*** $510,900
***Apx Liv Ar:*** 2500
***Apx Acres:*** 0.52
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 7
***Est Taxes:*** $0

***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2015
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Gutters
***Heat:*** Central Heat
***Gar Spaces:*** 2
***Inter:*** Security System
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New construction within a small 7 lot cul-de-sac subdivison with great interior finishes! Great farmer's porch across the front of this home. Large level back yard. Lots of hardwood, tile, and granite. Walk up unfinished third floor. Gas fireplace. Still time to chose finishes including hardwood, carpet, tile, plumbing fixtures, lighting, cabinets, granite, and paint color. This home is built according the the MA Stretch Code so it is very energy efficient meaning lower cost of home ownership..

# Comparable Properties



*Recently Sold*

## 11 Fox Run Rd

***List Price:*** $499,900
***List$ SqFt:*** $190
***Sold$ SqFt:*** $183
***City:*** Medway
***Year Built:*** 1987
***Lot SqFt:*** 24611
***Orig Price:*** $499,900
***Apx Liv Ar:*** 2630
***Apx Acres:*** 0.56
***Assessment:*** $437,700
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $8,246

***Sold Price:*** $481,600 ***DOM:*** 64
***Full Baths:*** 2
***Style:*** Contemporary
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Wood
***Exter:*** Sprinkler System
***Heat:*** Hot Water Basbrd
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** None
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Spacious contemporary with inground pool in sought-after Stoney Ridge Estates! Great open floor plan with generous room sizes. Interior is all newly painted with new hardwood floor in dining room, all new carpeting on 1st and 2nd floor and new lighting fixtures. Front porch with stonework opens to tiled foyer with 1/2 bath. Sunken living room with vaulted ceiling & skylights, familyrm w/fieldstone fireplace overlooking pool area. Kitchen with wine rack, desk unit and island w/Jennaire grill.

*Recently Sold*

## 8 Gable Way

***List Price:*** $529,900
***List$ SqFt:*** $224
***Sold$ SqFt:*** $220
***City:*** Medway
***Year Built:*** 1998
***Lot SqFt:*** 23043
***Orig Price:*** $539,900
***Apx Liv Ar:*** 2366
***Apx Acres:*** 0.53
***Assessment:*** $425,800
***Beds:*** 4
***Total Rooms:*** 8
***Est Taxes:*** $8,022

***Sold Price:*** $520,000 ***DOM:*** 32
***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Clapboard
***Exter:*** Et Irrig Cntrlr
***Heat:*** Hot Water Basbrd
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

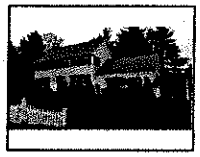
***Remarks:*** Nicely kept one owner home is sought after Medway Manor Estates. Many custom details including pocket French doors, Palladian window in family room with charming antique wood mantel, crown moldings, recessed lights, custom maple cabinetry, decorative archway with pillars, Bead molding with rosettes on first floor, great open floor plan, private deck overlooking nice back yard. See it today!

# Comparative Market Analysis

| | 7 Pine Meadow Road | 1 Pine Meadow Road | | | |
|---|---|---|---|---|---|
| | | | | | |
| **Status** | A | A | | | |
| **List Price** | $510,900 | $510,900 | | | |
| **List$ SqFt** | $204 | $204 | | | |
| **Sold Price** | | | | | |
| **Sold$ SqFt** | | | | | |
| **Sold Date** | | | | | |
| **DOM** | 216 | 136 | | | |
| **City** | Medway | Medway | | | |
| **Orig Price** | $519,900 | $510,900 | | | |
| **Assessment** | $0 | $0 | | | |
| **Est Taxes** | $0 | $0 | | | |
| **Tax Yr** | 2015 | 2015 | | | |
| **Lot SqFt** | 22500 | 22500 | | | |
| **Apprx Acres** | 0.52 | 0.52 | | | |
| **Lot Desc** | Paved Drive | Paved Drive | | | |
| **Year Built** | 2014 | 2014 | | | |
| **Bedrooms** | 4 | 4 | | | |
| **Full Baths** | 2 | 2 | | | |
| **Half Baths** | 1 | 1 | | | |
| **Total Rooms** | 7 | 7 | | | |
| **Apx Liv Ar** | 2500 | 2500 | | | |
| **Style** | Colonial | Colonial | | | |
| **Exterior** | Clapboard | Clapboard | | | |
| **Heating** | Central Heat | Central Heat | | | |
| **Cooling** | Central Air | Central Air | | | |
| **Fireplaces** | 1 | 1 | | | |
| **Gar Spaces** | 2 | 2 | | | |
| **Parking** | Attached | Attached | | | |
| **Basement** | Full | Full | | | |
| **Flooring** | Tile | Tile | | | |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | | |
| **Ext Feat** | Gutters | Gutters | | | |
| **Ext Feat** | Composite Deck | Composite Deck | | | |
| **Int Feat** | Security System | Security System | | | |
| **Int Feat** | Cable Available | Cable Available | | | |

*Prepared By: Ralph Costello*

# Comparative Market Analysis

| | 11 Fox Run Rd | 8 Gable Way | | | |
|---|---|---|---|---|---|
| | |  | | | |
| **Status** | S | S | | | |
| **List Price** | $499,900 | $529,900 | | | |
| **List$ SqFt** | $190 | $224 | | | |
| **Sold Price** | $481,600 | $520,000 | | | |
| **Sold$ SqFt** | $183 | $220 | | | |
| **Sold Date** | 07/31/14 | 07/25/14 | | | |
| **DOM** | 64 | 32 | | | |
| **City** | Medway | Medway | | | |
| **Orig Price** | $499,900 | $539,900 | | | |
| **Assessment** | $437,700 | $425,800 | | | |
| **Est Taxes** | $8,246 | $8,022 | | | |
| **Tax Yr** | 2014 | 2014 | | | |
| **Lot SqFt** | 24611 | 23043 | | | |
| **Apprx Acres** | 0.56 | 0.53 | | | |
| **Lot Desc** | Corner | Paved Drive | | | |
| **Year Built** | 1987 | 1998 | | | |
| **Bedrooms** | 4 | 4 | | | |
| **Full Baths** | 2 | 2 | | | |
| **Half Baths** | 1 | 1 | | | |
| **Total Rooms** | 8 | 8 | | | |
| **Apx Liv Ar** | 2630 | 2366 | | | |
| **Style** | Contemporary | Colonial | | | |
| **Exterior** | Wood | Clapboard | | | |
| **Heating** | Hot Water Basbrd | Hot Water Basbrd | | | |
| **Cooling** | None | Central Air | | | |
| **Fireplaces** | 1 | 1 | | | |
| **Gar Spaces** | 2 | 2 | | | |
| **Parking** | Attached | Attached | | | |
| **Basement** | Full | Full | | | |
| **Flooring** | Tile | Tile | | | |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | | |
| **Ext Feat** | Sprinkler System | Et Irrig Cntrlr | | | |
| **Ext Feat** | Porch | Deck | | | |
| **Int Feat** | Central Vacuum | Central Vacuum | | | |
| **Int Feat** | Cable Available | French Doors | | | |

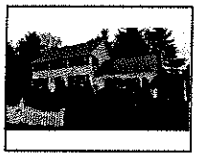
*Prepared By: Ralph Costello*

# Comparative Market Analysis

| | THE EMERSON | 7 Pine Meadow Road | 1 Pine Meadow Road | | |
|---|---|---|---|---|---|
| | | | | | |
| **Status** | | A | A | | |
| **List Price** | | $510,900 | $510,900 | | |
| **List$ SqFt** | | $204 | $204 | | |
| **Sold Price** | | | | | |
| **Sold$ SqFt** | | | | | |
| **Sold Date** | | | | | |
| **DOM** | | 216 | 136 | | |
| **City** | | Medway | Medway | | |
| **Orig Price** | | $519,900 | $510,900 | | |
| **Assessment** | | $0 | $0 | | |
| **Est Taxes** | | $0 | $0 | | |
| **Tax Yr** | | 2015 | 2015 | | |
| **Lot SqFt** | | 22500 | 22500 | | |
| **Apprx Acres** | | 0.52 | 0.52 | | |
| **Lot Desc** | | Paved Drive | Paved Drive | | |
| **Year Built** | | 2014 | 2014 | | |
| **Bedrooms** | | 4 | 4 | | |
| **Full Baths** | | 2 | 2 | | |
| **Half Baths** | | 1 | 1 | | |
| **Total Rooms** | | 7 | 7 | | |
| **Apx Liv Ar** | 2524 | 2500 | 2500 | | |
| **Style** | | Colonial | Colonial | | |
| **Exterior** | | Clapboard | Clapboard | | |
| **Heating** | | Central Heat | Central Heat | | |
| **Cooling** | | Central Air | Central Air | | |
| **Fireplaces** | | 1 | 1 | | |
| **Gar Spaces** | | 2 | 2 | | |
| **Parking** | | Attached | Attached | | |
| **Basement** | | Full | Full | | |
| **Flooring** | | Tile | Tile | | |
| **Roof** | | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | |
| **Ext Feat** | | Gutters | Gutters | | |
| **Ext Feat** | | Composite Deck | Composite Deck | | |
| **Int Feat** | | Security System | Security System | | |
| **Int Feat** | | Cable Available | Cable Available | | |

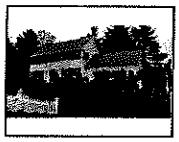
*Prepared By: Ralph Costello*

# Comparative Market Analysis

| | THE EMERSON | 11 Fox Run Rd | 8 Gable Way | | |
|---|---|---|---|---|---|
| | | |  | | |
| **Status** | | S | S | | |
| **List Price** | | $499,900 | $529,900 | | |
| **List$ SqFt** | | $190 | $224 | | |
| **Sold Price** | | $481,600 | $520,000 | | |
| **Sold$ SqFt** | | $183 | $220 | | |
| **Sold Date** | | 07/31/14 | 07/25/14 | | |
| **DOM** | | 64 | 32 | | |
| **City** | | Medway | Medway | | |
| **Orig Price** | | $499,900 | $539,900 | | |
| **Assessment** | | $437,700 | $425,800 | | |
| **Est Taxes** | | $8,246 | $8,022 | | |
| **Tax Yr** | | 2014 | 2014 | | |
| **Lot SqFt** | | 24611 | 23043 | | |
| **Apprx Acres** | | 0.56 | 0.53 | | |
| **Lot Desc** | | Corner | Paved Drive | | |
| **Year Built** | | 1987 | 1998 | | |
| **Bedrooms** | | 4 | 4 | | |
| **Full Baths** | | 2 | 2 | | |
| **Half Baths** | | 1 | 1 | | |
| **Total Rooms** | | 8 | 8 | | |
| **Apx Liv Ar** | 2524 | 2630 | 2366 | | |
| **Style** | | Contemporary | Colonial | | |
| **Exterior** | | Wood | Clapboard | | |
| **Heating** | | Hot Water Basbrd | Hot Water Basbrd | | |
| **Cooling** | | None | Central Air | | |
| **Fireplaces** | | 1 | 1 | | |
| **Gar Spaces** | | 2 | 2 | | |
| **Parking** | | Attached | Attached | | |
| **Basement** | | Full | Full | | |
| **Flooring** | | Tile | Tile | | |
| **Roof** | | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | |
| **Ext Feat** | | Sprinkler System | Et Irrig Cntrlr | | |
| **Ext Feat** | | Porch | Deck | | |
| **Int Feat** | | Central Vacuum | Central Vacuum | | |
| **Int Feat** | | Cable Available | French Doors | | |

*Prepared By: Ralph Costello*

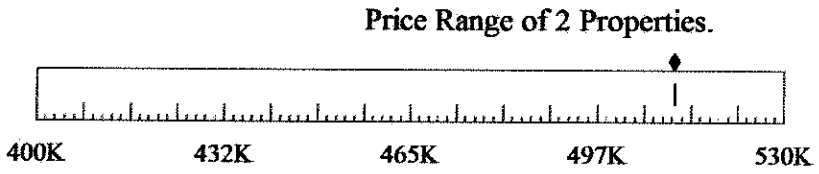
# Comparative Market Analysis

| | THE EMERSON | 11 Fox Run Rd | Adjustments | 8 Gable Way | Adjustments | | Adjustments |
|---|---|---|---|---|---|---|---|
| | | | |  | | | |
| Sold Price | | $481,600 | $481,600 | $520,000 | $520,000 | | |
| Sold$ SqFt | | $183 | | $220 | | | |
| List Price | | $499,900 | | $529,900 | | | |
| List$ SqFt | | $190 | | $224 | | | |
| Sold Date | | 07/31/14 | | 07/25/14 | | | |
| DOM | | 64 | | 32 | | | |
| City | | Medway | | Medway | | | |
| Orig Price | | $499,900 | | $539,900 | | | |
| Assessment | | $437,700 | | $425,800 | | | |
| Est Taxes | | $8,246 | | $8,022 | | | |
| Tax Yr | | 2014 | | 2014 | | | |
| Lot SqFt | | 24611 | | 23043 | | | |
| Apprx Acres | | 0.56 | | 0.53 | | | |
| Lot Desc | | Corner | | Paved Drive | | | |
| Year Built | | 1987 | | 1998 | | | |
| Bedrooms | | 4 | | 4 | | | |
| Full Baths | | 2 | | 2 | | | |
| Half Baths | | 1 | | 1 | | | |
| Total Rooms | | 8 | | 8 | | | |
| Apx Liv Ar | 2524 | 2630 | | 2366 | | | |
| Style | | Contemporary | | Colonial | | | |
| Exterior | | Wood | | Clapboard | | | |
| Heating | | Hot Water Basbrd | | Hot Water Basbrd | | | |
| Cooling | | None | | Central Air | | | |
| Fireplaces | | 1 | | 1 | | | |
| Gar Spaces | | 2 | | 2 | | | |
| Parking | | Attached | | Attached | | | |
| Basement | | Full | | Full | | | |
| Flooring | | Tile | | Tile | | | |
| Roof | | Asph/Fbrgl Shngl | | Asph/Fbrgl Shngl | | | |
| Ext Feat | | Sprinkler System | | Et Irrig Cntrlr | | | |
| Ext Feat | | Porch | | Deck | | | |
| Int Feat | | Central Vacuum | | Central Vacuum | | | |
| Int Feat | | Cable Available | | French Doors | | | |
| | $500,800 | | $481,600 | | $520,000 | | |

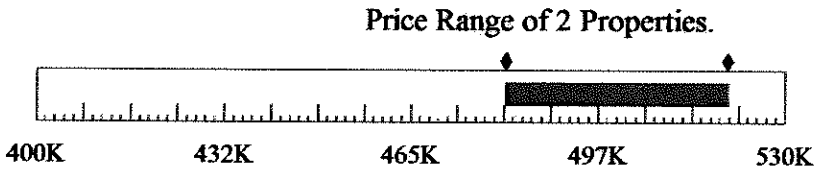
*Prepared By: Ralph Costello*

# Comparative Market Analysis Graphed by Status

*Currently On The Market*



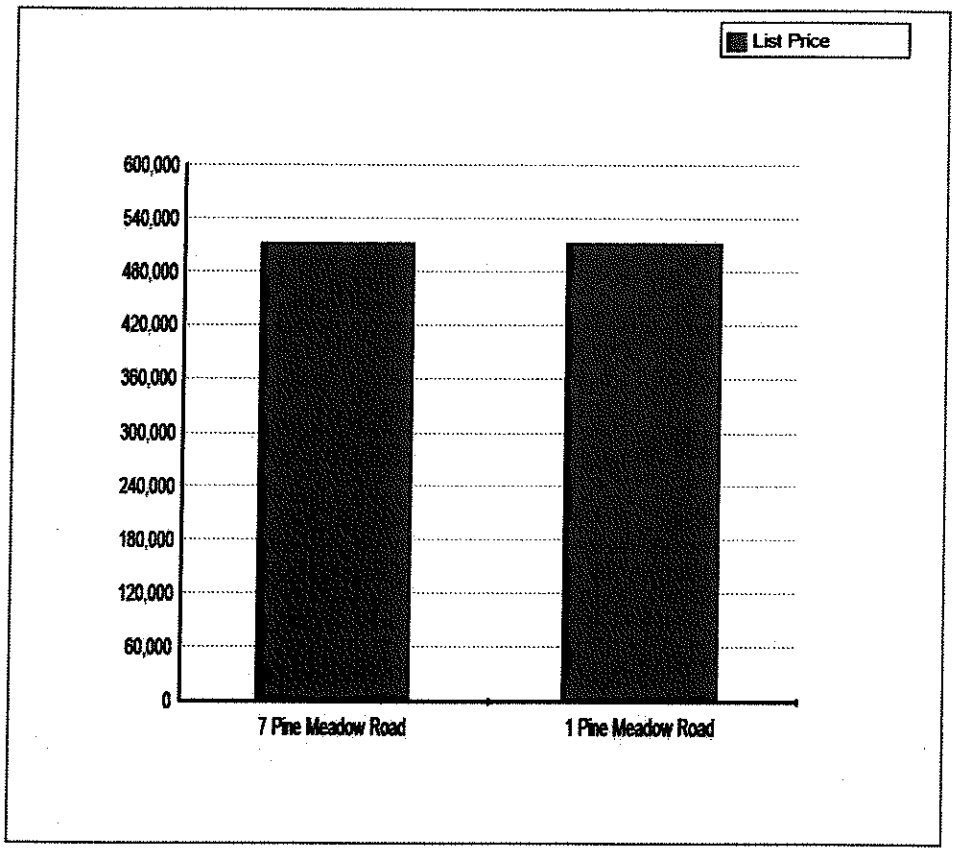

*Recently Sold*




*Prepared By: Ralph Costello*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Currently On The Market Properties



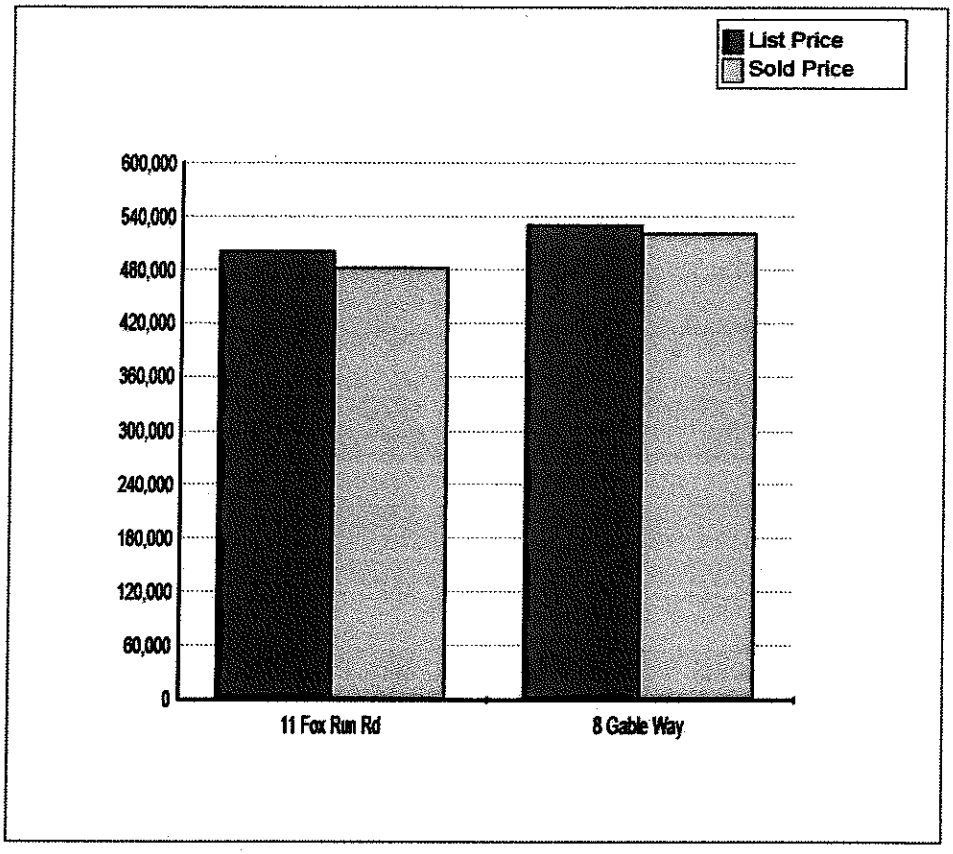

## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $510,900 |
| High Price: | $510,900 |
| Low Price: | $510,900 |
| Median Price: | $510,900 |
| Average $ per SqFt: | $204.00 |
| Average Year Built: | 2014 |
| Average Days On Market: | 176 |

*Prepared By: Ralph Costello*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Recently Sold Properties




## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $500,800 |
| High Price: | $520,000 |
| Low Price: | $481,600 |
| Median Price: | $500,800 |
| Average $ per SqFt: | $201.50 |
| Average Year Built: | 1992 |
| Average Sale Price % List Price: | 97.26 |
| Average Days On Market: | 48 |

*Prepared By: Ralph Costello*

# *Pricing Your Property to Sell*

*"Pricing your property correctly is crucial. You want to sell your home in a timely manner at the highest price possible."*

William Davis

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:

## $486,000 to $516,000

*Prepared By: Ralph Costello*

# *In Conclusion...*

Thank you for giving me the opportunity to present you with a comparative market analysis of your home. We, my company and I, are both committed to making your home selling process as smooth, convenient and stress-free as possible.

## *My guarantee to you is:*

To sell your house in the fastest way possible, for the most money, with the least amount of inconvenience to you.

To provide ongoing communication.

To give you extraordinary service and support.

To assist you with any concerns you may have during the home selling process.

To give you the personalized attention for which my company is noted.

To provide every effort possible to market your home as best as I can.

To make you 100% satisfied with my company and myself.

To build a relationship with you that lasts a lifetime.

You will have the full resources and strength of William Raveis Real Estate, Mortgage & Insurance working for you.

I invite you to join thousands of satisfied clients in becoming part of the William Raveis experience. The William Raveis Family of Companies is here to help you fulfill your dreams.

WILLIAM RAVEIS

REAL ESTATE • MORTGAGE • INSURANCE

The Largest Family-Owned Real Estate Company in the Northeast

# *Comparative Market Analysis*

*Prepared Especially for:*

Timber Crest Estates
Winthrop Street
Medway. Ma

*For Marketing the Property Located at:*

**The Whitman**

*Prepared by:*

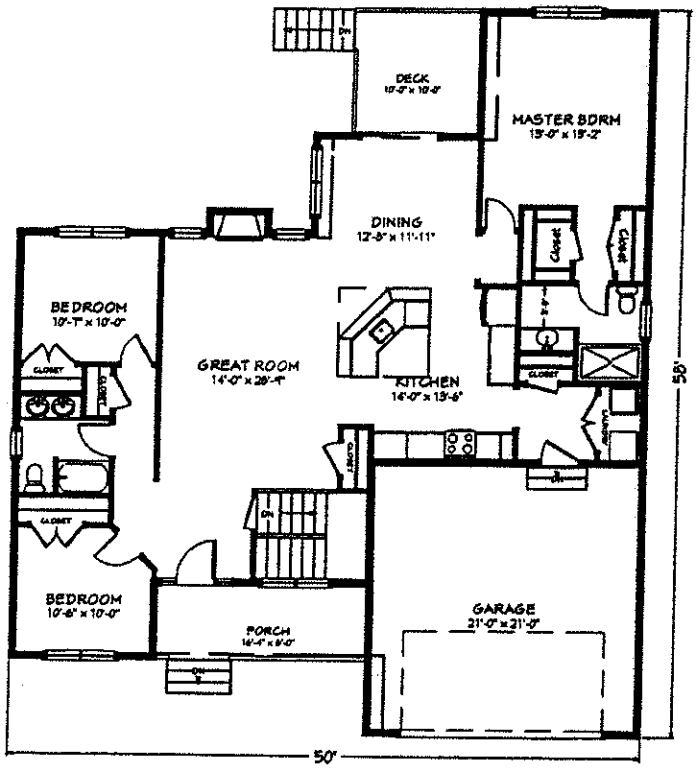
Ralph Costello
Broker Owner
Office: 508-359-7351
cell 508-726-1398

503 Main Street • Medfield, Ma.02052

Let our family show your family the way home

**raveis.com**

"The best website in real estate"




1st Floor

# THE WHITMAN

Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADES/OPTIONS ARE SHOWN

TIMBER CREST LLC

| Area Breakdown | |
|---|---|
| First Floor | 1621 sf |
| Second Floor | --- sf |
| Total Area | 1621 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 |
| Garage | 2 |

# The Market Evaluation Approach

Our ultimate goal in a market evaluation is to establish a realistic market value for your home. While it is true that for many individuals buying is an emotional decision, most buyers eventually ask us to support their decision based on a logical evaluation.

The market evaluation approach is an analysis based on the premise that a property is worth what someone is willing to pay for it in a competitive marketplace. This is considered the most accurate assessment of value in residential properties and is similar to the approach used by most lenders when calculating the risk factors in financing a mortgage.

## *Viewing your property is just the first step in the evaluation process. We also:*

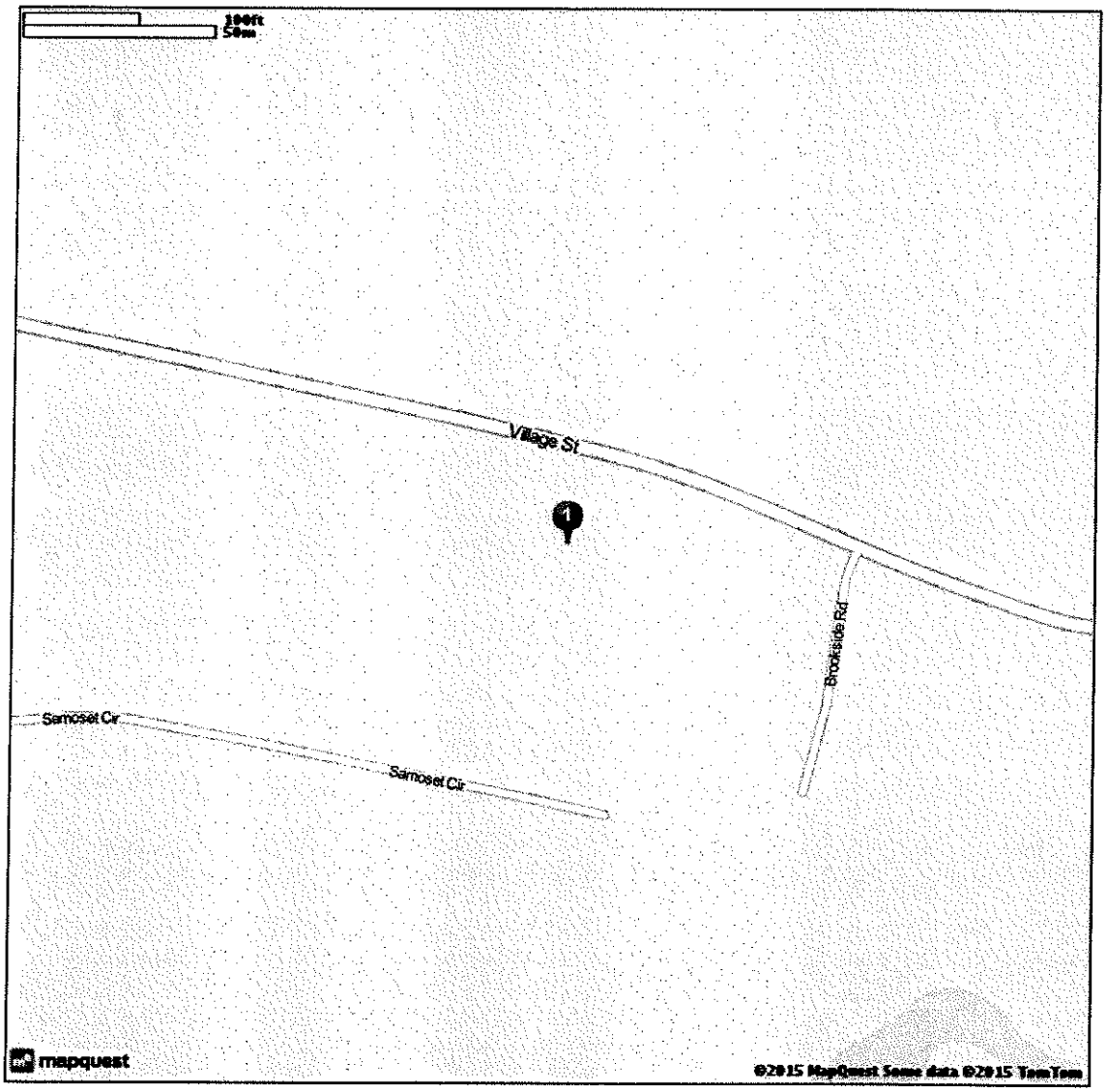
- Photograph your home and create a listing data sheet
- Review MLS and town hall records to locate recent sales of properties in your neighborhood that are most comparable to your home
- Preview other homes that buyers will likely view so that you can accurately gauge the extent of competition
- Analyze all data and complete an assessment/square footage ratio formula to be used as an additional barometer in establishing fair market value

## *Our objectives are to:*

- Generate the most prospects for your home
- Provide you with service to ensure that your move is as pleasant as possible
- Maximize your profitability

*Prepared By: Ralph Costello*

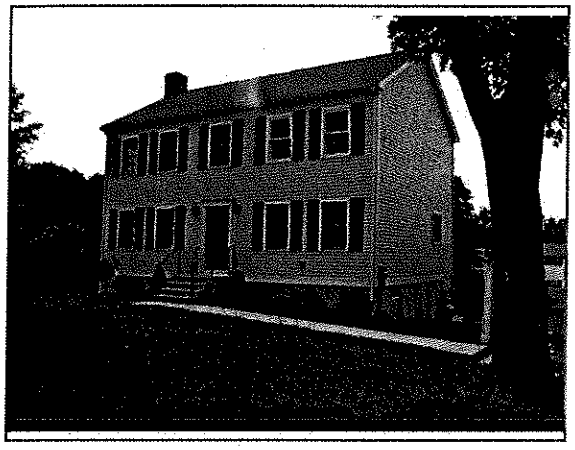
# *Map of Comparable Properties*




| Ref # | Status | Address |
|---|---|---|
| 1 | Recently Sold | 275 Village Street |
| Not Mapped | Recently Sold | 2 Summer Valley Lane |

*Prepared By: Ralph Costello*

# Comparable Properties



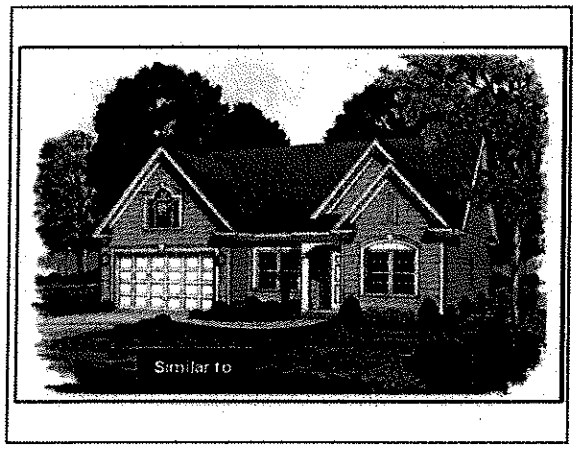
*Recently Sold*

## 275 Village Street

***List Price:*** $424,900
***List$ SqFt:*** $227
***Sold$ SqFt:*** $223
***City:*** Medway
***Year Built:*** 2010
***Lot SqFt:*** 17424
***Orig Price:*** $424,900
***Apx Liv Ar:*** 1872
***Apx Acres:*** 0.40
***Assessment:*** $317,500
***Beds:*** 3
***Total Rooms:*** 6
***Est Taxes:*** $5,982

***Sold Price:*** $417,000 ***DOM:*** 102
***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Vinyl
***Exter:*** Gutters
***Heat:*** Forced Air
***Gar Spaces:*** 0
***Inter:*** Sheetrock Finish
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New Construction...never been occupied. Delay for occupancy was due to planning,engin and town approval to bring sewer down the street. Top quality craftsmanship, materials and amenities throughout the house...Central Air, Granite counter tops, custom cherry cabinets, stainless steel, ENERGY STAR appliances....including a refrigerator; hardwood throughout, good size bedrooms and closets. The front to back living room has a brick fireplace with a beautiful mantel and a slider to the deck.




*Recently Sold*

## 2 Summer Valley Lane

***List Price:*** $434,900
***List$ SqFt:*** $249
***Sold$ SqFt:*** $249
***City:*** Medway
***Year Built:*** 2013
***Lot SqFt:*** 27072
***Orig Price:*** $434,900
***Apx Liv Ar:*** 1748
***Apx Acres:*** 0.62
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 6
***Est Taxes:*** $0

***Sold Price:*** $434,900 ***DOM:*** 285
***Full Baths:*** 2
***Style:*** Cape
***Tax Yr:*** 2013
***Half Baths:*** 0
***Ext:*** Vinyl
***Exter:*** Screens
***Heat:*** Gas
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Medway's top notch new contemporary construction with 2 car attached garage and walkout basement. Ranch Style OPEN FLOOR PLAN features Great Room, Dining Area & Kitchen (all hardwood) with modern cabinets and granite. 4 bedrooms (hardwood), 2 full baths, Central air/central vac. Generous allowances. BONUS...unfinished upper and lower level could bring an additional approx 1000 sq feet of living area. Lower level with full sized windows.

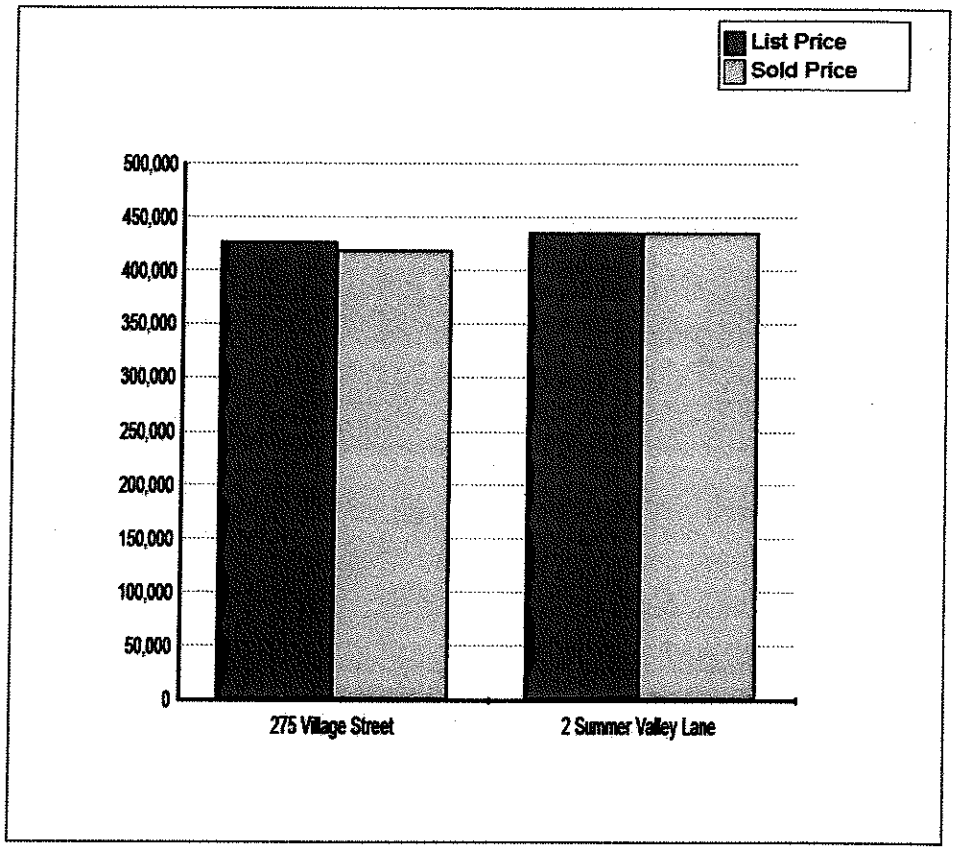
# Comparative Market Analysis

| | 275 Village Street | 2 Summer Valley Lane | | | |
|---|---|---|---|---|---|
| | | | | | |
| **Status** | S | S | | | |
| **List Price** | $424,900 | $434,900 | | | |
| **List$ SqFt** | $227 | $249 | | | |
| **Sold Price** | $417,000 | $434,900 | | | |
| **Sold$ SqFt** | $223 | $249 | | | |
| **Sold Date** | 11/03/14 | 12/19/14 | | | |
| **DOM** | 102 | 285 | | | |
| **City** | Medway | Medway | | | |
| **Orig Price** | $424,900 | $434,900 | | | |
| **Assessment** | $317,500 | $0 | | | |
| **Est Taxes** | $5,982 | $0 | | | |
| **Tax Yr** | 2014 | 2013 | | | |
| **Lot SqFt** | 17424 | 27072 | | | |
| **Apprx Acres** | 0.40 | 0.62 | | | |
| **Lot Desc** | Paved Drive | Paved Drive | | | |
| **Year Built** | 2010 | 2013 | | | |
| **Bedrooms** | 3 | 4 | | | |
| **Full Baths** | 2 | 2 | | | |
| **Half Baths** | 1 | 0 | | | |
| **Total Rooms** | 6 | 6 | | | |
| **Apx Liv Ar** | 1872 | 1748 | | | |
| **Style** | Colonial | Cape | | | |
| **Exterior** | Vinyl | Vinyl | | | |
| **Heating** | Forced Air | Gas | | | |
| **Cooling** | Central Air | Central Air | | | |
| **Fireplaces** | 1 | 1 | | | |
| **Gar Spaces** | 0 | 2 | | | |
| **Parking** | | Attached | | | |
| **Basement** | Full | Full | | | |
| **Flooring** | Tile | Tile | | | |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | | | |
| **Ext Feat** | Gutters | Screens | | | |
| **Ext Feat** | Screens | Deck | | | |
| **Int Feat** | Sheetrock Finish | Central Vacuum | | | |
| **Int Feat** | French Doors | Cable Available | | | |

*Prepared By: Ralph Costello*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Recently Sold Properties




## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $425,950 |
| High Price: | $434,900 |
| Low Price: | $417,000 |
| Median Price: | $425,950 |
| Average $ per SqFt: | $236.00 |
| Average Year Built: | 2011 |
| Average Sale Price % List Price: | 99.08 |
| Average Days On Market: | 193 |

*Prepared By: Ralph Costello*

# *In Conclusion...*

Thank you for giving me the opportunity to present you with a comparative market analysis of your home. We, my company and I, are both committed to making your home selling process as smooth, convenient and stress-free as possible.

## *My guarantee to you is:*

To sell your house in the fastest way possible, for the most money, with the least amount of inconvenience to you.

To provide ongoing communication.

To give you extraordinary service and support.

To assist you with any concerns you may have during the home selling process.

To give you the personalized attention for which my company is noted.

To provide every effort possible to market your home as best as I can.

To make you 100% satisfied with my company and myself.

To build a relationship with you that lasts a lifetime.

You will have the full resources and strength of William Raveis Real Estate, Mortgage & Insurance working for you.

I invite you to join thousands of satisfied clients in becoming part of the William Raveis experience. The William Raveis Family of Companies is here to help you fulfill your dreams.

# WILLIAM RAVEIS

REAL ESTATE • MORTGAGE • INSURANCE

The Largest Family-Owned Real Estate Company in the Northeast

# *Comparative Market Analysis*

*Prepared Especially for:*

Timber Crest Estates
Winthrop Street

*For Marketing the Property Located at:*

**The Irving**

*Prepared by:*

Ralph Costello
Broker Owner
Office: 508-359-7351
cell 508-726-1398

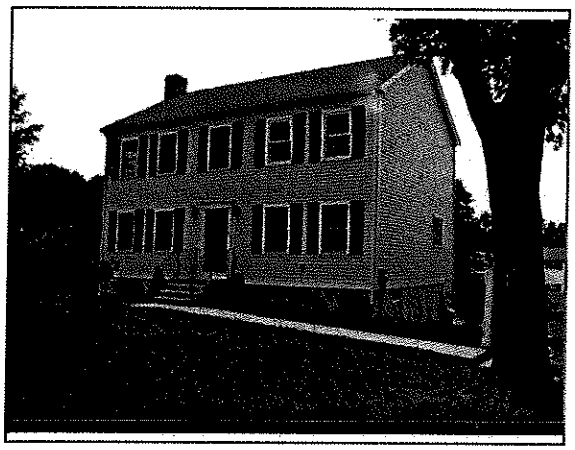
503 Main Street • Medfield, Ma.02052

Let our family show your family the way home

**raveis.com**

"The best website in real estate"

# Comparable Properties



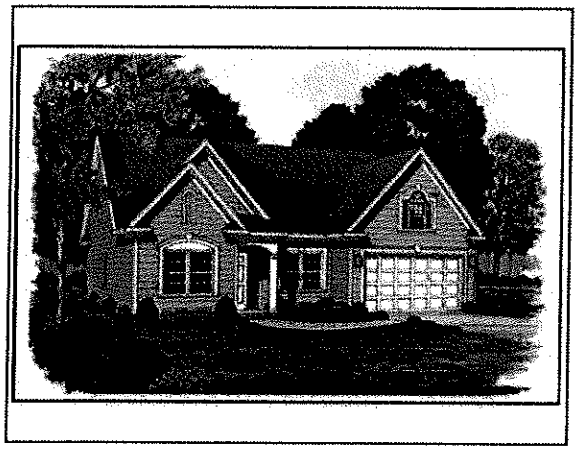
*Recently Sold*

## 275 Village Street

***List Price:*** $424,900
***List$ SqFt:*** $227
***Sold$ SqFt:*** $223
***City:*** Medway
***Year Built:*** 2010
***Lot SqFt:*** 17424
***Orig Price:*** $424,900
***Apx Liv Ar:*** 1872
***Apx Acres:*** 0.40
***Assessment:*** $317,500
***Beds:*** 3
***Total Rooms:*** 6
***Est Taxes:*** $5,982

***Sold Price:*** $417,000 ***DOM:*** 102
***Full Baths:*** 2
***Style:*** Colonial
***Tax Yr:*** 2014
***Half Baths:*** 1
***Ext:*** Vinyl
***Exter:*** Gutters
***Heat:*** Forced Air
***Gar Spaces:*** 0
***Inter:*** Sheetrock Finish
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** New Construction...never been occupied. Delay for occupancy was due to planning,engin and town approval to bring sewer down the street. Top quality craftsmanship, materials and amenities throughout the house...Central Air, Granite counter tops, custom cherry cabinets, stainless steel, ENERGY STAR appliances....including a refrigerator; hardwood throughout, good size bedrooms and closets. The front to back living room has a brick fireplace with a beautiful mantel and a slider to the deck.



*Recently Sold*

## 1 Summer Valley Lane

***List Price:*** $419,000
***List$ SqFt:*** $240
***Sold$ SqFt:*** $240
***City:*** Medway
***Year Built:*** 2013
***Lot SqFt:*** 44143
***Orig Price:*** $419,000
***Apx Liv Ar:*** 1748
***Apx Acres:*** 1.01
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 6
***Est Taxes:*** $0

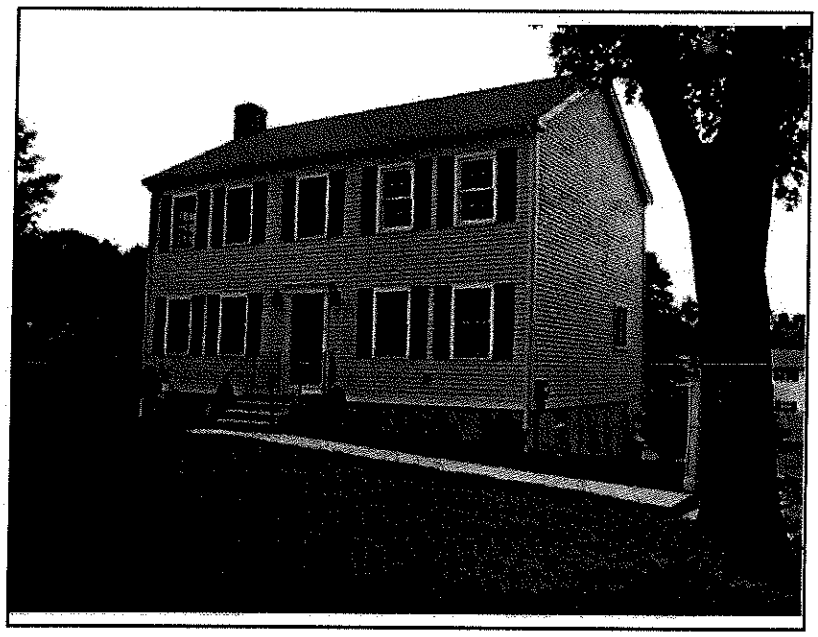
***Sold Price:*** $419,000 ***DOM:*** 10
***Full Baths:*** 2
***Style:*** Cape
***Tax Yr:*** 2013
***Half Baths:*** 0
***Ext:*** Vinyl
***Exter:*** Screens
***Heat:*** Gas
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Medway's top notch new contemporary construction with 2 car attached garage and walkout basement. Ranch Style OPEN FLOOR PLAN features Great Room, Dining Area & Kitchen (all hardwood) with modern cabinets and granite. 4 bedrooms (hardwood), 2 full baths, Central air/central vac. Generous allowances. BONUS...unfinished upper and lower level could bring an additional approx 1000 sq feet of living area. Lower level with full sized windows.

# *Recently Sold*

## 275 Village Street

***List Price:*** $424,900 ***Sold Price:*** $417,000 ***DOM:*** 102

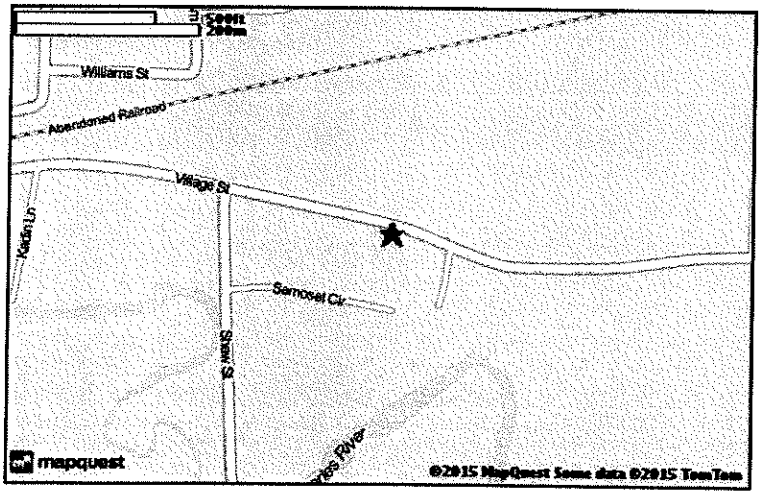


## ***Property Details***

*City:* Medway
*Orig Price:* $424,900
*Assessment:* $317,500
*Est Taxes:* $5,982
*Tax Yr:* 2014
*Lot SqFt:* 17424
*Apprx Acres:* 0.40
*Lot Desc:* Paved Drive
*Year Built:* 2010
*Bedrooms:* 3
*Full Baths:* 2
*Half Baths:* 1
*Total Rooms:* 6
*Apx Liv Ar:* 1872
*Style:* Colonial
*Exterior:* Vinyl
*Heating:* Forced Air
*Cooling:* Central Air
*Fireplaces:* 1
*Gar Spaces:* 0
*Parking:*

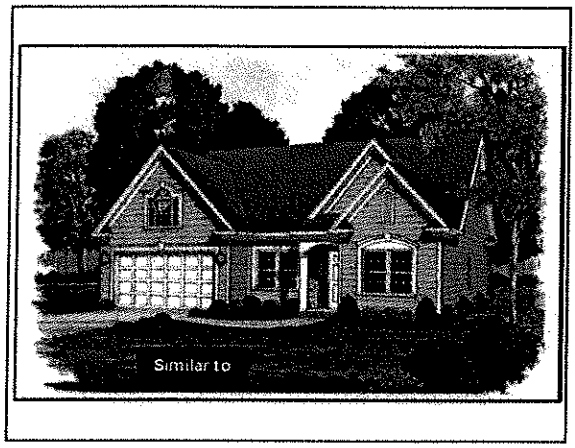
## ***Description***

*New Construction...never been occupied. Delay for occupancy was due to planning,engin and town approval to bring sewer down the street. Top quality craftsmanship, materials and amenities throughout the house...Central Air, Granite counter tops, custom cherry cabinets, stainless steel, ENERGY STAR appliances....including a refrigerator; hardwood throughout, good size bedrooms and closets. The front to back living room has a brick fireplace with a beautiful mantel and a slider to the deck. Kitchen also has access to the large composite deck for easy entertaining. The basement is divided into two sections, one would make a great in-home office with a separate entrance; and the additional area would make a great bright family room or playroom walk-out access to a newly fenced backyard. Roughed in for central vac and wired for security cameras. This house has so much to offer, easy to show , easy to close now; come see ! .*




*Prepared By: Ralph Costello*

# Comparable Properties




*Recently Sold*

## 2 Summer Valley Lane

***List Price:*** $434,900
***List$ SqFt:*** $249
***Sold$ SqFt:*** $249
***City:*** Medway
***Year Built:*** 2013
***Lot SqFt:*** 27072
***Orig Price:*** $434,900
***Apx Liv Ar:*** 1748
***Apx Acres:*** 0.62
***Assessment:*** $0
***Beds:*** 4
***Total Rooms:*** 6
***Est Taxes:*** $0

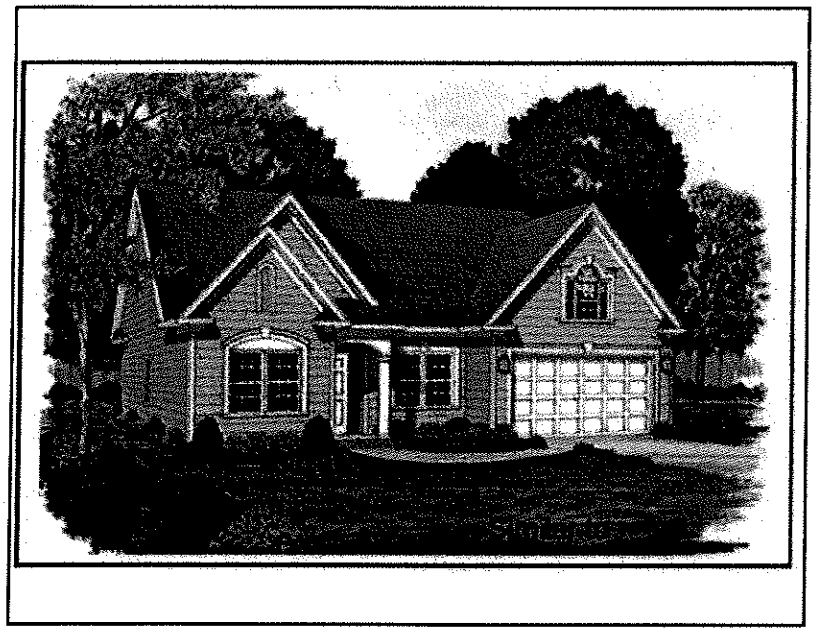
***Sold Price:*** $434,900 ***DOM:*** 285
***Full Baths:*** 2
***Style:*** Cape
***Tax Yr:*** 2013
***Half Baths:*** 0
***Ext:*** Vinyl
***Exter:*** Screens
***Heat:*** Gas
***Gar Spaces:*** 2
***Inter:*** Central Vacuum
***Cool:*** Central Air
***Fireplaces:*** 1
***Floor:*** Tile

***Remarks:*** Medway's top notch new contemporary construction with 2 car attached garage and walkout basement. Ranch Style OPEN FLOOR PLAN features Great Room, Dining Area & Kitchen (all hardwood) with modern cabinets and granite. 4 bedrooms (hardwood), 2 full baths, Central air/central vac. Generous allowances. BONUS...unfinished upper and lower level could bring an additional approx 1000 sq feet of living area. Lower level with full sized windows.

# Recently Sold

## 1 Summer Valley Lane

***List Price:*** $419,000 ***Sold Price:*** $419,000 ***DOM:*** 10



## Property Details

*City:* Medway
*Orig Price:* $419,000
*Assessment:* $0
*Est Taxes:* $0
*Tax Yr:* 2013
*Lot SqFt:* 44143
*Apprx Acres:* 1.01
*Lot Desc:* Paved Drive
*Year Built:* 2013
*Bedrooms:* 4
*Full Baths:* 2
*Half Baths:* 0
*Total Rooms:* 6
*Apx Liv Ar:* 1748
*Style:* Cape
*Exterior:* Vinyl
*Heating:* Gas
*Cooling:* Central Air
*Fireplaces:* 1
*Gar Spaces:* 2
*Parking:* Attached

## Description

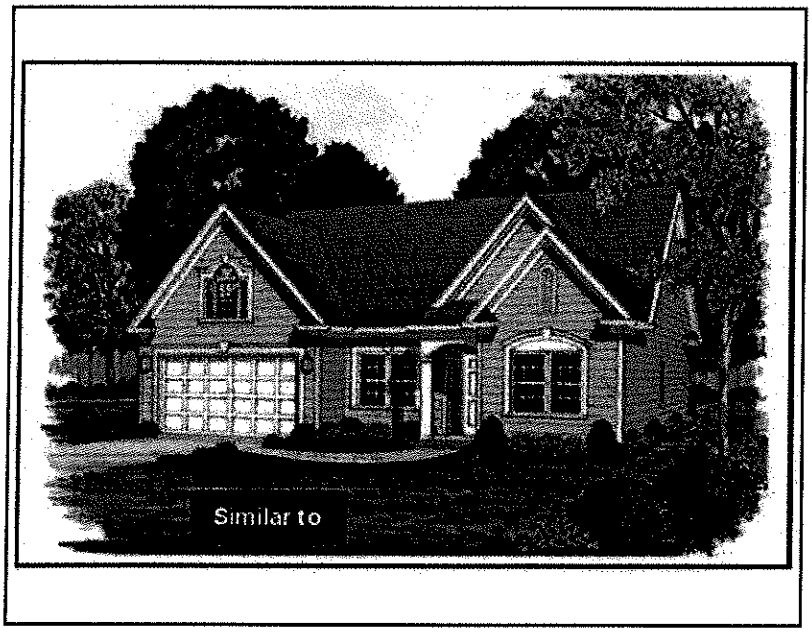
*Medway's top notch new contemporary construction with 2 car attached garage and walkout basement. Ranch Style OPEN FLOOR PLAN features Great Room, Dining Area & Kitchen (all hardwood) with modern cabinets and granite. 4 bedrooms (hardwood), 2 full baths, Central air/central vac. Generous allowances. BONUS...unfinished upper and lower level could bring an additional approx 1000 sq feet of living area. Lower level with full sized windows. All photos are similar to, some plan changes may*

*Prepared By: Ralph Costello*

# Recently Sold

## 2 Summer Valley Lane

***List Price:*** $434,900 ***Sold Price:*** $434,900 ***DOM:*** 285




## Property Details

*City:* Medway
*Orig Price:* $434,900
*Assessment:* $0
*Est Taxes:* $0
*Tax Yr:* 2013
*Lot SqFt:* 27072
*Apprx Acres:* 0.62
*Lot Desc:* Paved Drive
*Year Built:* 2013
*Bedrooms:* 4
*Full Baths:* 2
*Half Baths:* 0
*Total Rooms:* 6
*Apx Liv Ar:* 1748
*Style:* Cape
*Exterior:* Vinyl
*Heating:* Gas
*Cooling:* Central Air
*Fireplaces:* 1
*Gar Spaces:* 2
*Parking:* Attached

## Description

*Medway's top notch new contemporary construction with 2 car attached garage and walkout basement. Ranch Style OPEN FLOOR PLAN features Great Room, Dining Area & Kitchen (all hardwood) with modern cabinets and granite. 4 bedrooms (hardwood), 2 full baths, Central air/central vac. Generous allowances. BONUS...unfinished upper and lower level could bring an additional approx 1000 sq feet of living area. Lower level with full sized windows. All photos are similar to, some plan changes may be made*

*Prepared By: Ralph Costello*

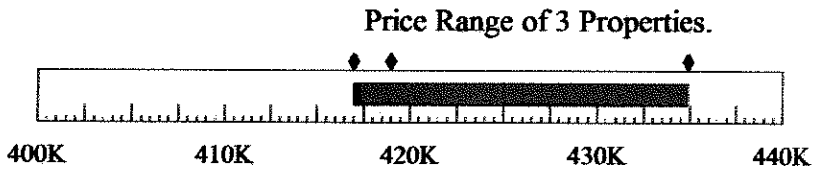
# Comparative Market Analysis

| | 275 Village Street | 1 Summer Valley Lane | 2 Summer Valley Lane |
|---|---|---|---|
| | | | |
| **Status** | S | S | S |
| **List Price** | $424,900 | $419,000 | $434,900 |
| **List$ SqFt** | $227 | $240 | $249 |
| **Sold Price** | $417,000 | $419,000 | $434,900 |
| **Sold$ SqFt** | $223 | $240 | $249 |
| **Sold Date** | 11/03/14 | 08/18/14 | 12/19/14 |
| **DOM** | 102 | 10 | 285 |
| **City** | Medway | Medway | Medway |
| **Orig Price** | $424,900 | $419,000 | $434,900 |
| **Assessment** | $317,500 | $0 | $0 |
| **Est Taxes** | $5,982 | $0 | $0 |
| **Tax Yr** | 2014 | 2013 | 2013 |
| **Lot SqFt** | 17424 | 44143 | 27072 |
| **Apprx Acres** | 0.40 | 1.01 | 0.62 |
| **Lot Desc** | Paved Drive | Paved Drive | Paved Drive |
| **Year Built** | 2010 | 2013 | 2013 |
| **Bedrooms** | 3 | 4 | 4 |
| **Full Baths** | 2 | 2 | 2 |
| **Half Baths** | 1 | 0 | 0 |
| **Total Rooms** | 6 | 6 | 6 |
| **Apx Liv Ar** | 1872 | 1748 | 1748 |
| **Style** | Colonial | Cape | Cape |
| **Exterior** | Vinyl | Vinyl | Vinyl |
| **Heating** | Forced Air | Gas | Gas |
| **Cooling** | Central Air | Central Air | Central Air |
| **Fireplaces** | 1 | 1 | 1 |
| **Gar Spaces** | 0 | 2 | 2 |
| **Parking** | | Attached | Attached |
| **Basement** | Full | Full | Full |
| **Flooring** | Tile | Tile | Tile |
| **Roof** | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl | Asph/Fbrgl Shngl |
| **Ext Feat** | Gutters | Screens | Screens |
| **Ext Feat** | Screens | Deck | Deck |
| **Int Feat** | Sheetrock Finish | Central Vacuum | Central Vacuum |
| **Int Feat** | French Doors | Cable Available | Cable Available |

*Prepared By: Ralph Costello*

# Comparative Market Analysis
# Graphed by Status

*Recently Sold*




*Prepared By: Ralph Costello*

# *Pricing Your Property to Sell*

*"Pricing your property correctly is crucial. You want to sell your home in a timely manner at the highest price possible."*

William Davis

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:

## $411,000 to $437,000

*Prepared By: Ralph Costello*

# *In Conclusion...*

Thank you for giving me the opportunity to present you with a comparative market analysis of your home. We, my company and I, are both committed to making your home selling process as smooth, convenient and stress-free as possible.

## *My guarantee to you is:*

To sell your house in the fastest way possible, for the most money, with the least amount of inconvenience to you.

To provide ongoing communication.

To give you extraordinary service and support.

To assist you with any concerns you may have during the home selling process.

To give you the personalized attention for which my company is noted.

To provide every effort possible to market your home as best as I can.

To make you 100% satisfied with my company and myself.

To build a relationship with you that lasts a lifetime.

You will have the full resources and strength of William Raveis Real Estate, Mortgage & Insurance working for you.

I invite you to join thousands of satisfied clients in becoming part of the William Raveis experience. The William Raveis Family of Companies is here to help you fulfill your dreams.

WILLIAM RAVEIS
DELTA REALTORS
503 Main Street, Medfield, Massachusetts 02052

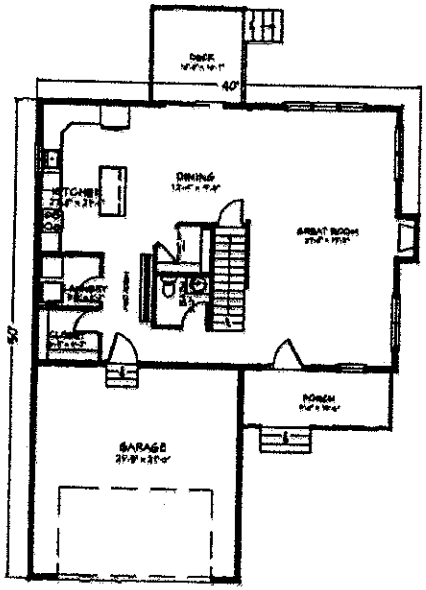
# Comparative Market Analysis

## Timber Crest Estates

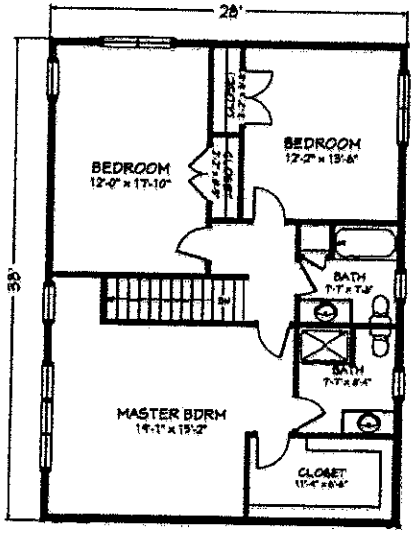
## Medway, MA

raveis.com
*"The Best Website in Real Estate"*
300,000+ Listings • Sold Properties • All Local Housing Data & Graphs • All MLS Houses

# THE THOREAU




1st Floor




2nd Floor

Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADE/OPTIONS ARE SHOWN

TIMBER CREST LLC

| Area Breakdown | |
|---|---|
| First Floor | 1070 sf |
| Second Floor | 1064 sf |
| Total Area | 2134 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 1/2 |
| Garage | 2 |

# Comparative Market Analysis Summary

## Currently On The Market

| Address | Style | Beds | Fbaths | Hbaths | Year | Apx Liv | Sold Price | List Price |
|---|---|---|---|---|---|---|---|---|
| 13 Charles View Lane | Cottage | 4 | 2 | 1 | 2014 | 1912 | | $494,900 |

*Average of 1 Properties:* $494,900 *Min:* $494,900 *Max:* $494,900 *Median:* $494,900

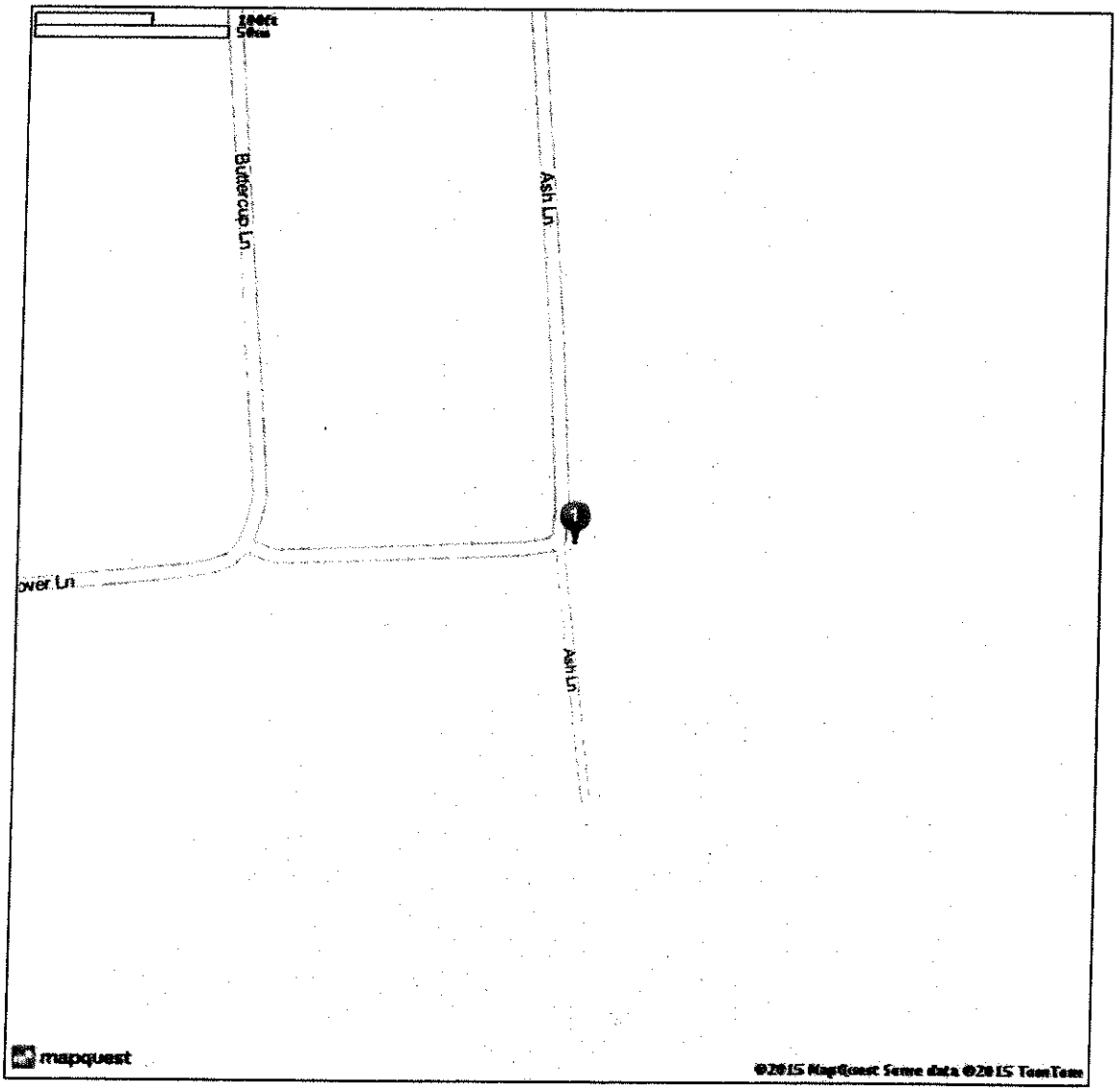
## Recently Sold

| Address | Style | Beds | Fbaths | Hbaths | Year | Apx Liv | Sold Price | List Price |
|---|---|---|---|---|---|---|---|---|
| 14 Ash | Colonial | 5 | 2 | 1 | 2001 | 2128 | $489,000 | $499,900 |
| 7 Charles View Lane | Cottage | 4 | 2 | 1 | 2014 | 1912 | $490,000 | $490,000 |

*Average of 2 Properties:* $489,500 *Min:* $489,000 *Max:* $490,000 *Median:* $489,500

*Prepared By: Ralph Costello*

# Map of Comparable Properties




| Ref # | Status | Address |
|---|---|---|
| 1 | Recently Sold | 14 Ash |
| Not Mapped | Currently On The Market | 13 Charles View Lane |
| Not Mapped | Recently Sold | 7 Charles View Lane |

*Prepared By: Ralph Costello*

# Comparative Market Analysis

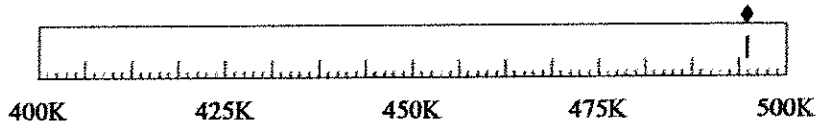
| | THE THOREAU MODEL HOME | 14 Ash | Adjustments | 7 Charles View Lane | Adjustments | Adjustments |
|---|---|---|---|---|---|---|
| | | | | | | |
| Sold Price | | $489,000 | $489,000 | $490,000 | $490,000 | |
| Sold$ SqFt | | $230 | | $256 | | |
| List Price | | $499,900 | | $490,000 | | |
| List$ SqFt | | $235 | | $256 | | |
| Sold Date | | 05/23/14 | | 11/21/14 | | |
| DOM | | 36 | | | | |
| City | | Medway | | Medway | | |
| Orig Price | | $499,900 | | $490,000 | | |
| Assessment | | $411,000 | | $0 | | |
| Est Taxes | | $7,628 | | $0 | | |
| Tax Yr | | 2013 | | 2015 | | |
| Lot SqFt | | 22913 | | 0 | | |
| Apprx Acres | | 0.53 | | 0 | | |
| Lot Desc | | Paved Drive | | Paved Drive | | |
| Year Built | | 2001 | | 2014 | | |
| Bedrooms | | 5 | | 4 | | |
| Full Baths | | 2 | | 2 | | |
| Half Baths | | 1 | | 1 | | |
| Total Rooms | | 10 | | 9 | | |
| Apx Liv Ar | 2134 | 2128 | | 1912 | | |
| Style | | Colonial | | Cottage | | |
| Exterior | | Vinyl | | Clapboard | | |
| Heating | | Hot Water Basbrd | | Forced Air | | |
| Cooling | | Central Air | | Central Air | | |
| Fireplaces | | 1 | | 1 | | |
| Gar Spaces | | 2 | | 2 | | |
| Parking | | Attached | | Attached | | |
| Basement | | Full | | Full | | |
| Flooring | | Tile | | Tile | | |
| Roof | | Asph/Fbrgl Shngl | | Asph/Fbrgl Shngl | | |
| Ext Feat | | Porch | | Gutters | | |
| Ext Feat | | | | Sprinkler System | | |
| Int Feat | | Cable Available | | Central Vacuum | | |
| Int Feat | | | | Security System | | |
| | $489,500 | | $489,000 | | $490,000 | |

*Prepared By: Ralph Costello*

# Comparative Market Analysis Graphed by Status

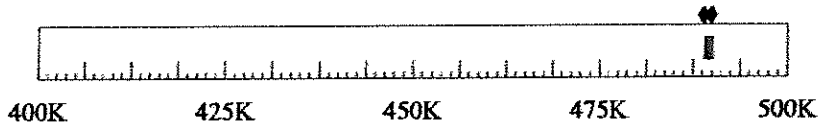
*Currently On The Market*

**Price Range of 1 Properties.**




*Recently Sold*

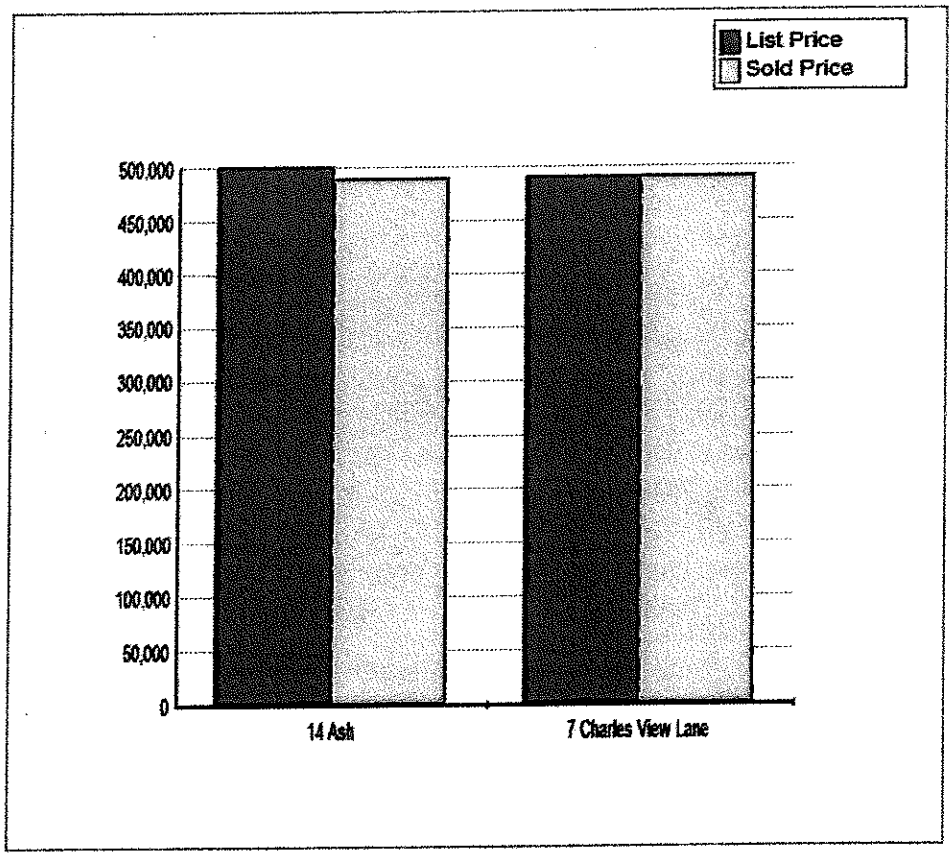
**Price Range of 2 Properties.**




*Prepared By: Ralph Costello*

# Comparative Market Analysis Statistics

## Graphic Analysis of Recently Sold Properties




## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $489,500 |
| High Price: | $490,000 |
| Low Price: | $489,000 |
| Median Price: | $489,500 |
| Average $ per SqFt: | $243.00 |
| Average Year Built: | 2007 |
| Average Sale Price % List Price: | 98.90 |
| Average Days On Market: | 36 |

*Prepared By: Ralph Costello*

# *Pricing Your Property to Sell*

*"Pricing your property correctly is crucial. You want to sell your home in a timely manner at the highest price possible."*

William Ravis

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:

## $475,000 to $505,000

*Prepared By: Ralph Costello*

# *In Conclusion...*

Thank you for giving me the opportunity to present you with a comparative market analysis of your home. We, my company and I, are both committed to making your home selling process as smooth, convenient and stress-free as possible.

## *My guarantee to you is:*

To sell your house in the fastest way possible, for the most money, with the least amount of inconvenience to you.

To provide ongoing communication.

To give you extraordinary service and support.

To assist you with any concerns you may have during the home selling process.

To give you the personalized attention for which my company is noted.

To provide every effort possible to market your home as best as I can.

To make you 100% satisfied with my company and myself.

To build a relationship with you that lasts a lifetime.

You will have the full resources and strength of William Raveis Real Estate, Mortgage & Insurance working for you.

I invite you to join thousands of satisfied clients in becoming part of the William Raveis experience. The William Raveis Family of Companies is here to help you fulfill your dreams.

WILLIAM RAVEIS

REAL ESTATE • MORTGAGE • INSURANCE

The Largest Family-Owned Real Estate Company in the Northeast

# *Comparative Market Analysis*

*Prepared Especially for:*

Timber Crest Estates
Winthrop Street
Medway. Ma

*For Marketing the Property Located at:*

**CONDOMINIUM MODELS**

*Prepared by:*

Ralph Costello
Broker Owner
Office: 508-359-7351
cell 508-726-1398

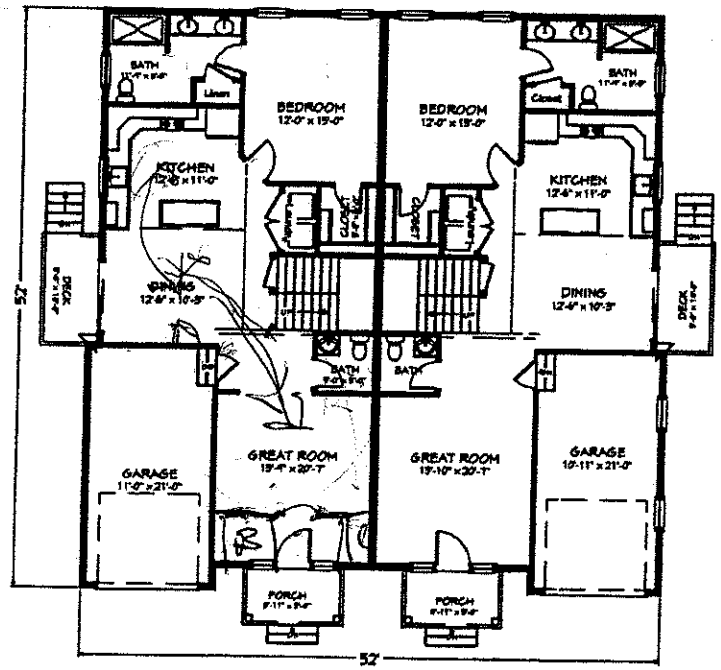
503 Main Street • Medfield, Ma.02052

Let our family show your family the way home

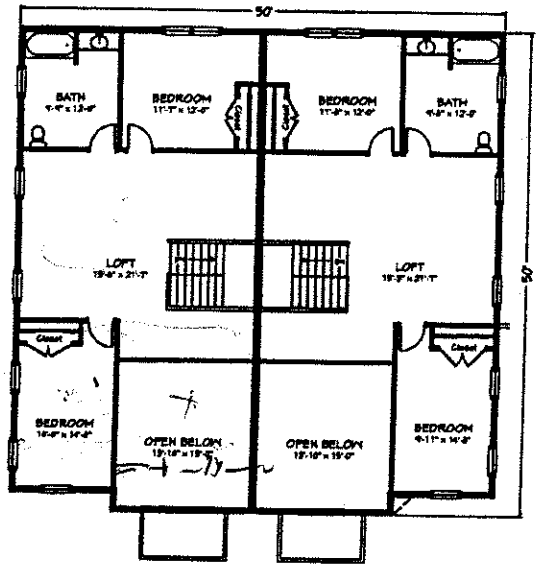
**raveis.com**

"The best website in real estate"

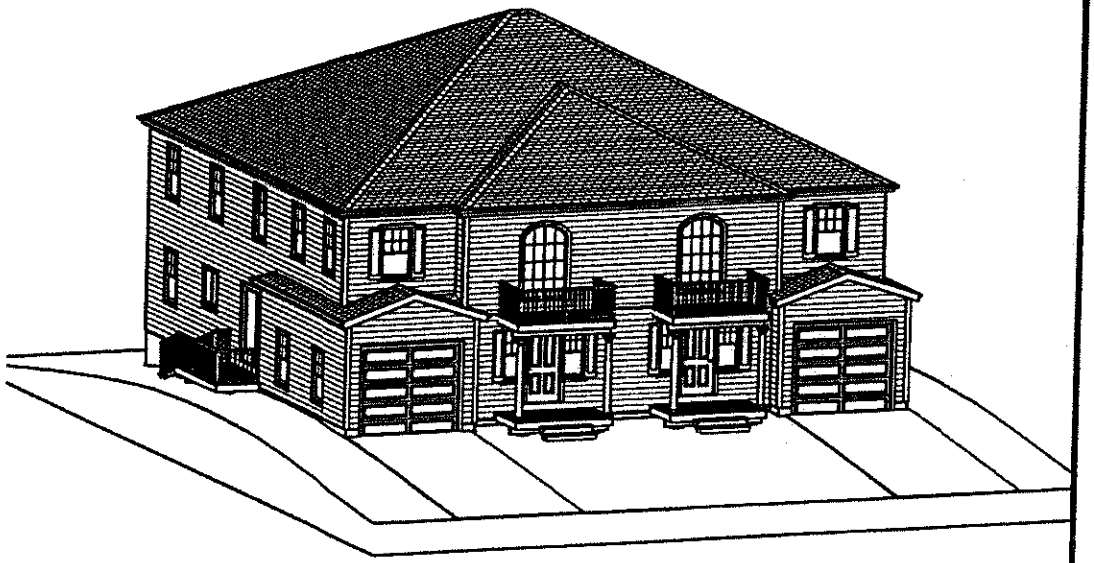
# THE O'NEILL




1st Floor




2nd Floor



Actual grades to be determined on site

# TIMBER CREST ESTATES

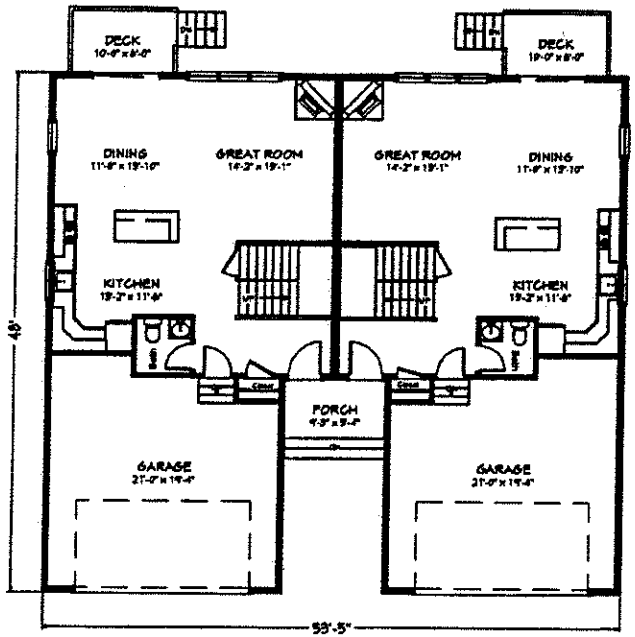
MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADE/OPTIONS ARE SHOWN

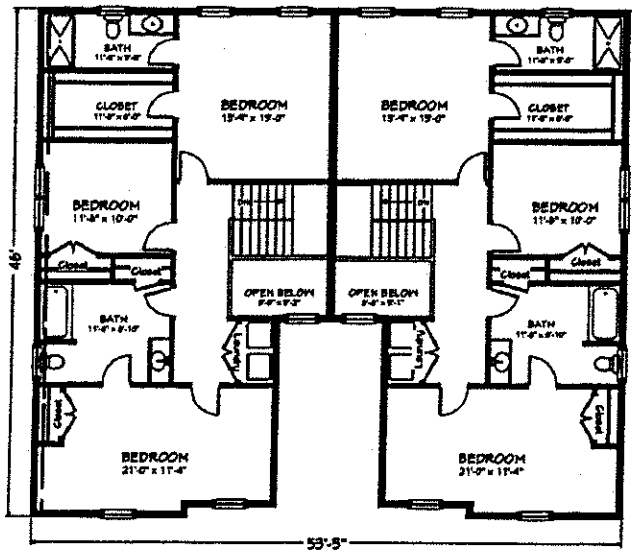
TIMBER CREST LLC

| Area Breakdown / House | |
|---|---|
| First Floor | 1041 sf |
| Second Floor | 1118 sf |
| Total Area | 2159 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 1/2 |
| Garage | 1 |




1st Floor




2nd Floor

# THE HAWTHORNE

Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

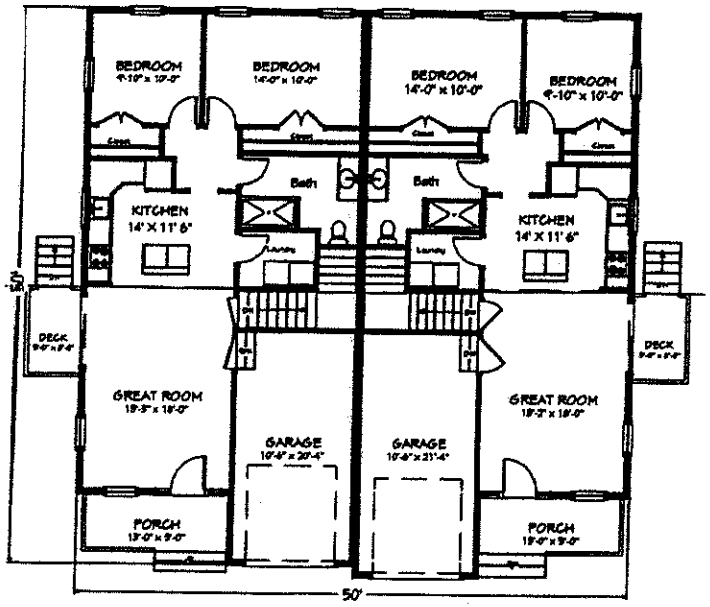
NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADE/OPTIONS ARE SHOWN

TIMBER CREST LLC

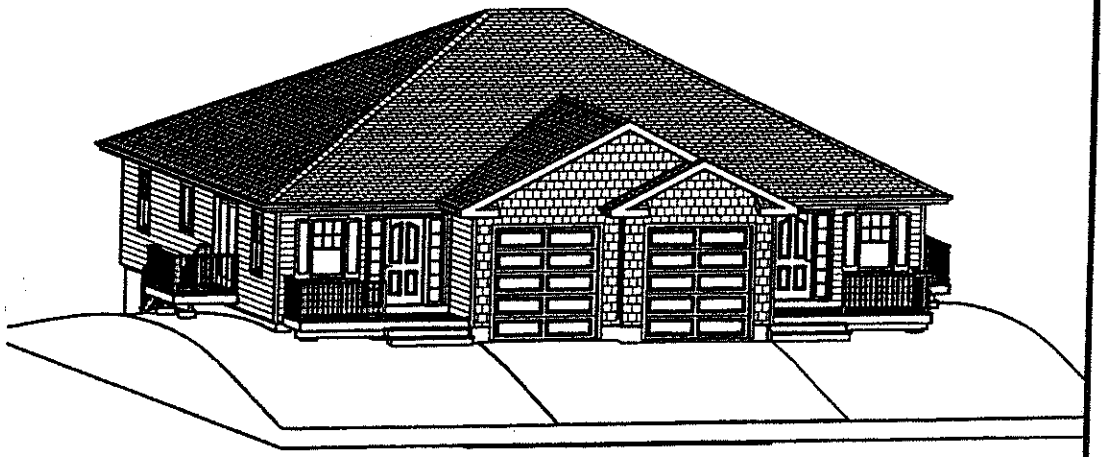
| Area Breakdown / House | |
|---|---|
| First Floor | 732 sf |
| Second Floor | 1156 sf |
| Total Area | 1836 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 1/2 |
| Garage | 2 |

# THE MELVILLE




1st Floor



Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

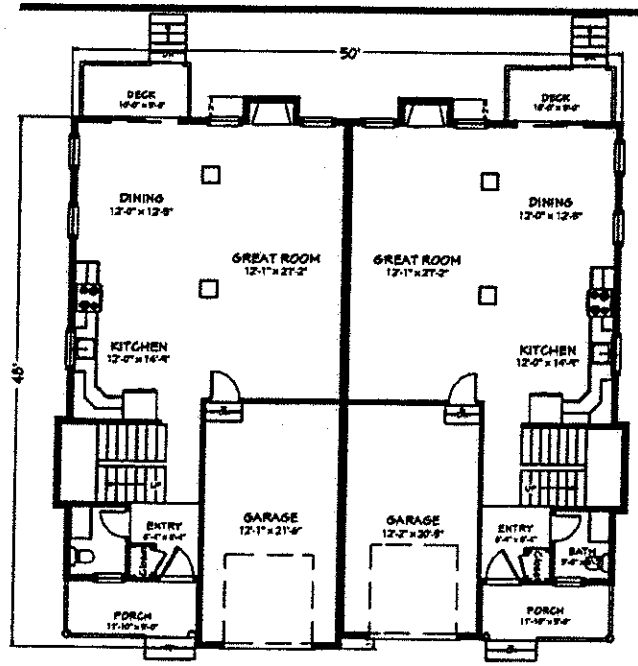
NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADS/OPTIONS ARE SHOWN

TIMBER CREST LLC

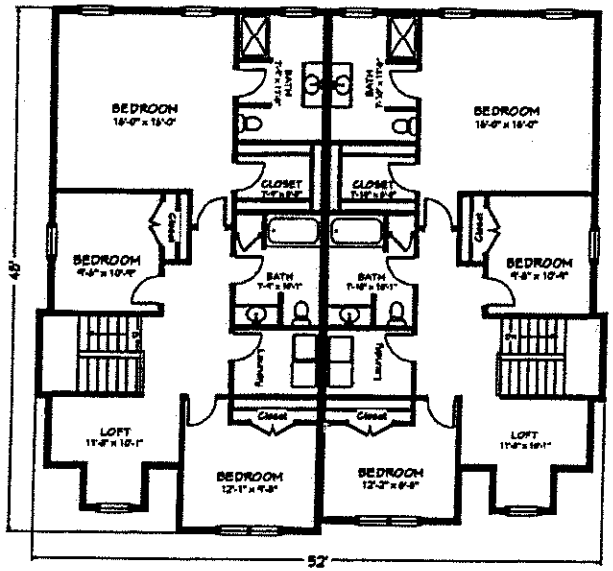
| Area Breakdown / House | |
|---|---|
| First Floor | 937 sf |
| Second Floor | — sf |
| Total Area | 937 sf |

| House Features | |
|---|---|
| Bedrooms | 2 |
| Bathrooms | 1 |
| Garage | 1 |

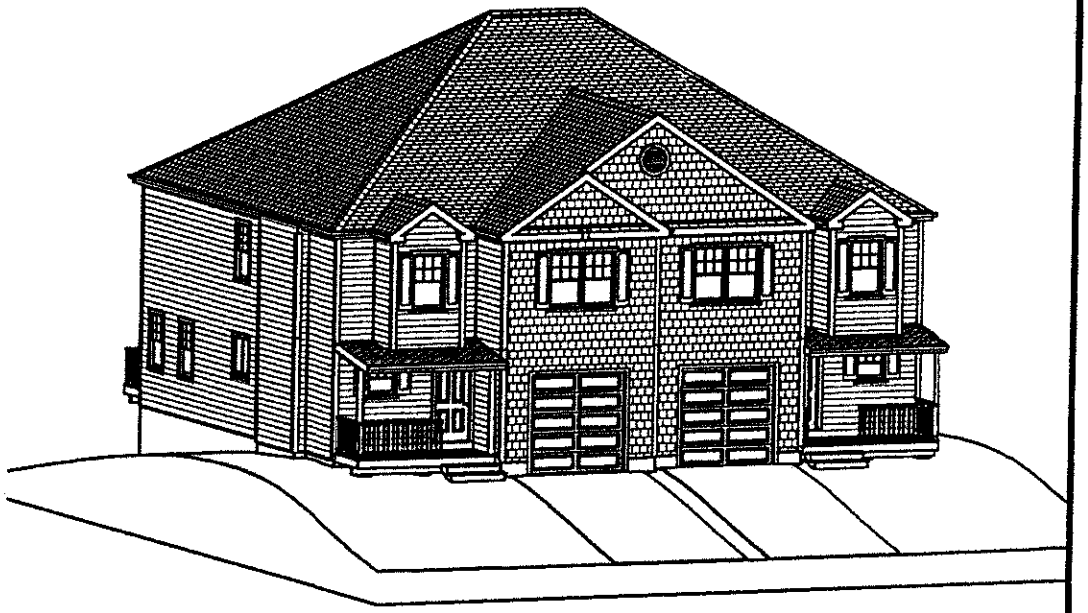
# THE LONDON




1st Floor




2nd Floor



Actual grades to be determined on site

# TIMBER CREST ESTATES

MEDWAY, MA

NOTE: PLANS & ELEVATIONS ARE SCHEMATIC & ARE SUBJECT TO MINOR CHANGE. SOME UPGRADS/OPTIONS ARE SHOWN

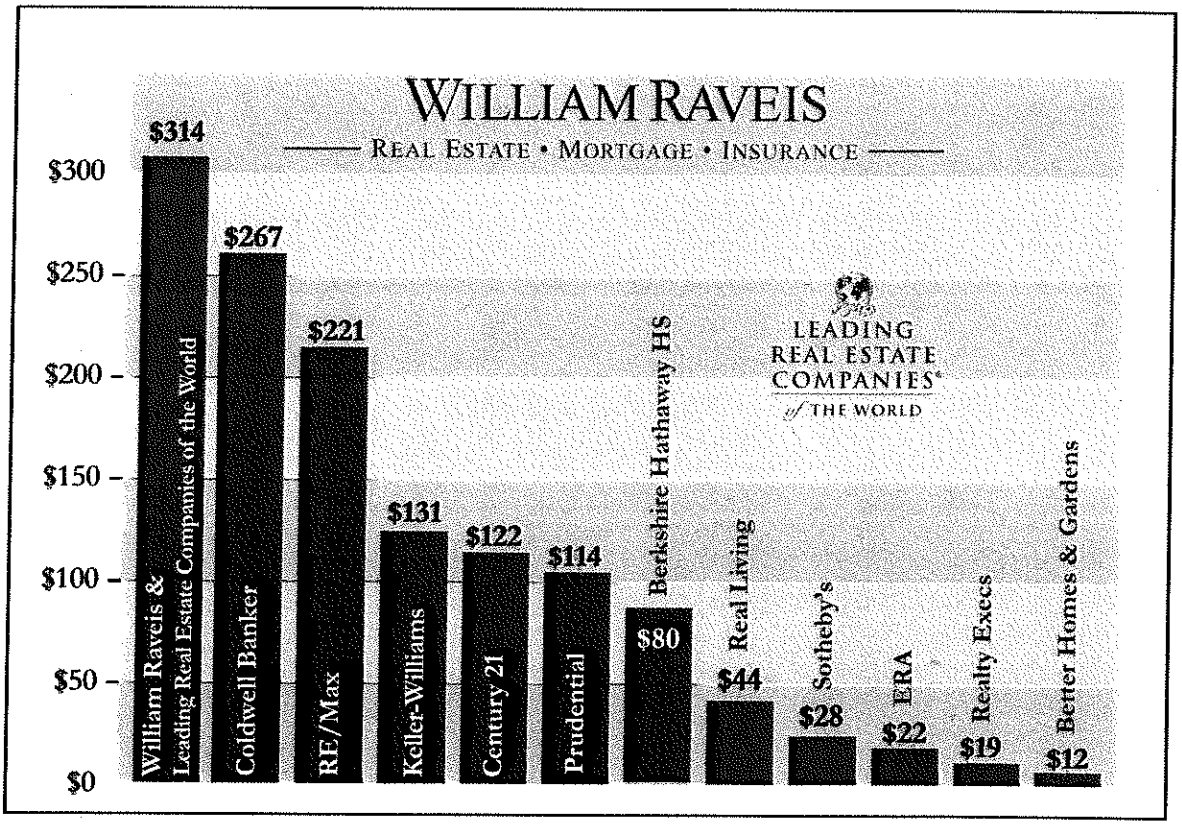
TIMBER CREST LLC

| Area Breakdoun / House | |
|---|---|
| First Floor | 866 sf |
| Second Floor | 1153 sf |
| Total Area | 2019 sf |

| House Features | |
|---|---|
| Bedrooms | 3 |
| Bathrooms | 2 1/2 |
| Garage | 1 |

# *Our Sales Exceed the Competition*

*William Raveis Real Estate, Mortgage & Insurance and The Leading Real Estate Companies of the World™ sell more homes than any other real estate organization or franchise**




***Volume shown in billions of dollars.***

## LEADING REAL ESTATE COMPANIES *of* THE WORLD

**Over 500 member firms**
**3,500 offices**
**120,000 associates worldwide**
**Over $272 billion sales volume**
**Servicing nearly 50 countries**

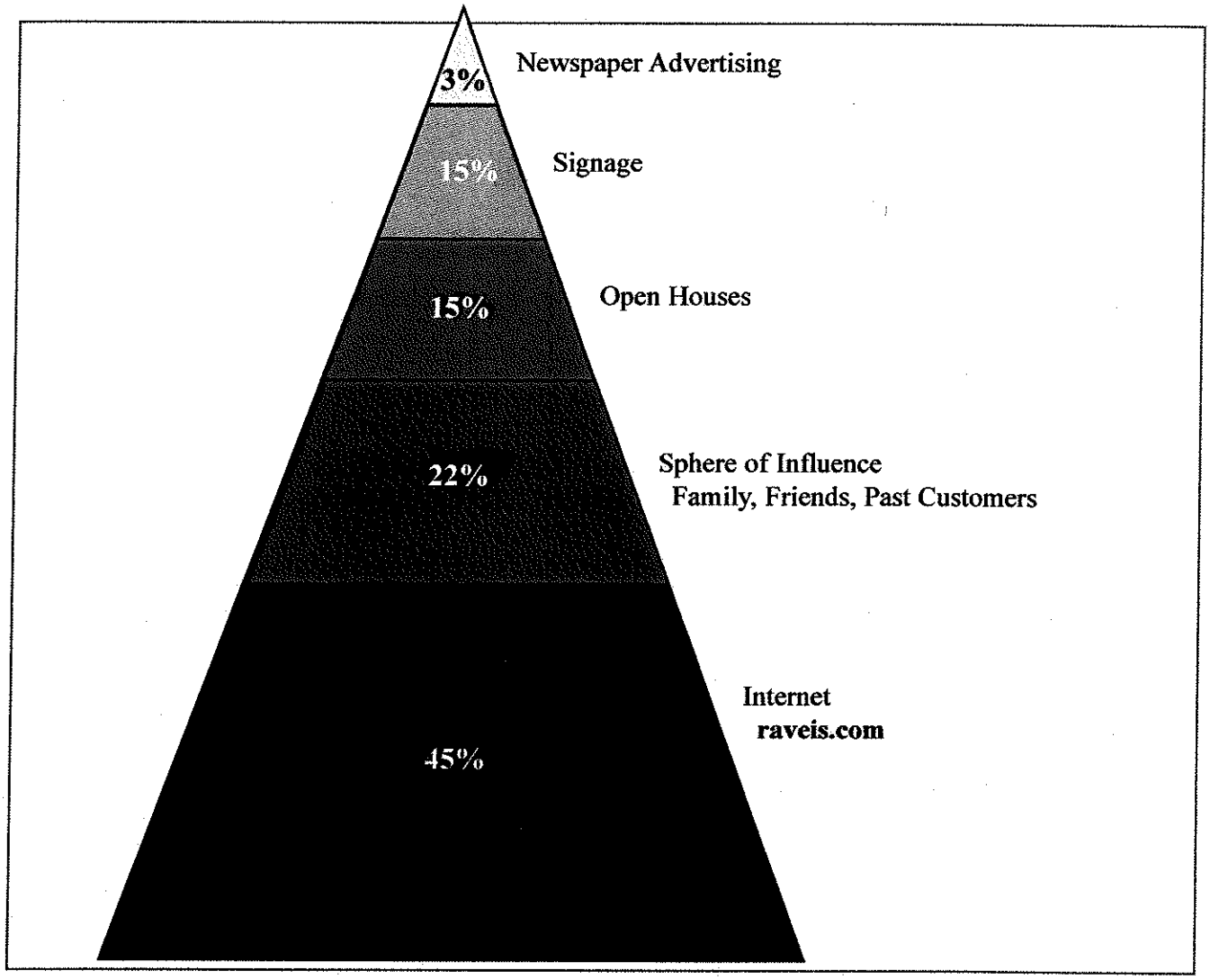
*Prepared By: Ralph Costello*

**** Source: Leading Real Estate Companies of the World, 2013***

# Source of Buyers

*"When you list your home with a William Raveis sales associate, it will be marketed by 3,000 sales associates in Connecticut, Massachusetts, New York and Rhode Island, who have superior networking resources at their disposal. We understand that selling your home to other REALTORS ® is one of our most significant responsibilities in securing the highest price for you."*

William Raveis

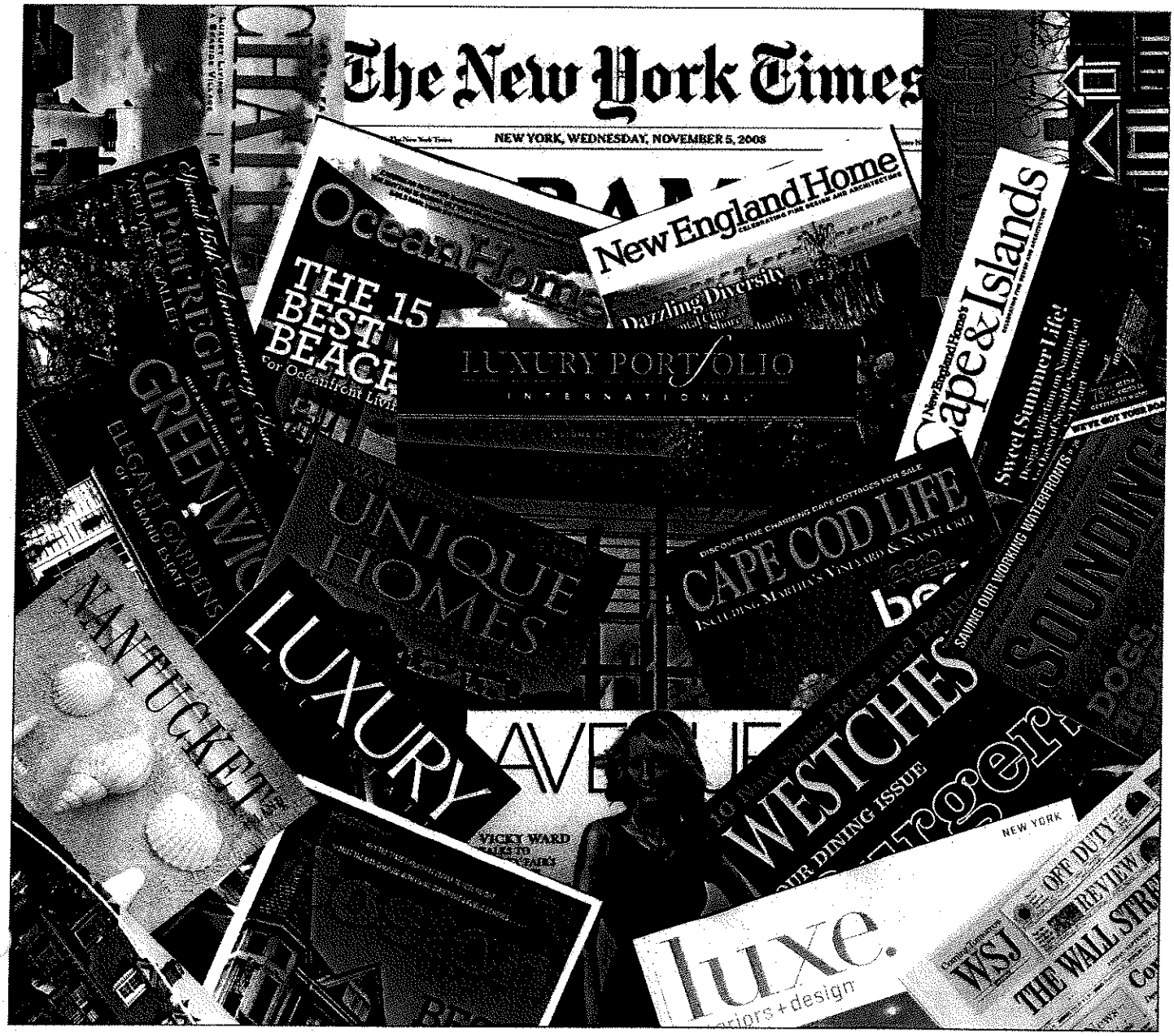



*Prepared By: Ralph Costello*

# *Print Advertising*

*"We provide maximum exposure of your home through more than 150 national, local, and regional newspapers and magazines. Our personalized marketing plan is tailored to fit your home."*

William Ravis



# The Market Evaluation Approach

Our ultimate goal in a market evaluation is to establish a realistic market value for your home. While it is true that for many individuals buying is an emotional decision, most buyers eventually ask us to support their decision based on a logical evaluation.

The market evaluation approach is an analysis based on the premise that a property is worth what someone is willing to pay for it in a competitive marketplace. This is considered the most accurate assessment of value in residential properties and is similar to the approach used by most lenders when calculating the risk factors in financing a mortgage.

## *Viewing your property is just the first step in the evaluation process. We also:*

- Photograph your home and create a listing data sheet
- Review MLS and town hall records to locate recent sales of properties in your neighborhood that are most comparable to your home
- Preview other homes that buyers will likely view so that you can accurately gauge the extent of competition
- Analyze all data and complete an assessment/square footage ratio formula to be used as an additional barometer in establishing fair market value

## *Our objectives are to:*

- Generate the most prospects for your home
- Provide you with service to ensure that your move is as pleasant as possible
- Maximize your profitability

*Prepared By: Ralph Costello*

# Comparable Properties

*Recently Sold*

## 10 Williamsburg Way

***List Price:*** $419,900 ***Sold Price:*** $419,900 ***DOM:*** 353
***List$ SqFt:*** $171 ***Full Baths:*** 2
***Sold$ SqFt:*** $171 ***Unit Loc:*** End
***City:*** Medway ***Tax Yr:*** 2013
***Year Built:*** 2013 ***Half Baths:*** 1
***Assoc Fee:*** $200 ***Total Rooms:*** 7
***Orig Price:*** $392,900 ***Amen:*** Public Trans
***Apx Liv Ar:*** 2455 ***Heat:*** Central Heat
***Cmplx:*** Williamsburg Con ***Style:*** Townhouse
***Assessment:*** $0 ***Amen:*** Shopping
***Bedrooms:*** 3 ***Cool:*** Central Air
***Unit/Bldg:*** 0 ***Ext:*** Clapboard
***Est Taxes:*** $0 ***Gar-Prk Sp:*** 2

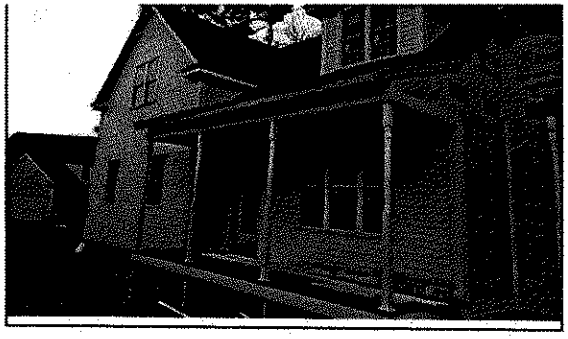
***Remarks:*** 2455 square feet of living space with open first floor plan, first floor master suite, lots of hardwood, tile and granite, and low maintenance exteriors including composite decking. One dog is OK. Nine duplex buildings, six different styles. Easy access to I-495, Mass Pike, and Boston Commuter Rail. Medway is 1 of Boston Magazines 2012 Best Communities. Very quite setting. Delivery within 90 days of signing of P&S.

*Recently Sold*

## 5 Williamsburg Way

***List Price:*** $424,900 ***Sold Price:*** $424,900 ***DOM:*** 1
***List$ SqFt:*** $173 ***Full Baths:*** 2
***Sold$ SqFt:*** $173 ***Unit Loc:*** End
***City:*** Medway ***Tax Yr:*** 2014
***Year Built:*** 2014 ***Half Baths:*** 1
***Assoc Fee:*** $200 ***Total Rooms:*** 7
***Orig Price:*** $424,900 ***Amen:*** Public Trans
***Apx Liv Ar:*** 2455 ***Heat:*** Central Heat
***Cmplx:*** Williamsburg Con ***Style:*** Townhouse
***Assessment:*** $0 ***Amen:*** Shopping
***Bedrooms:*** 3 ***Cool:*** Central Air
***Unit/Bldg:*** 0 ***Ext:*** Clapboard
***Est Taxes:*** $0 ***Gar-Prk Sp:*** 2

***Remarks:*** 2455 square feet of living space with open first floor plan, first floor master suite, lots of hardwood, tile and granite, and low maintenance exteriors including composite decking. One dog is OK. Nine duplex buildings, six different styles. Easy access to I-495, Mass Pike, and Boston Commuter Rail. Medway is 1 of Boston Magazines 2012 Best Communities. Very quite setting. Delivery within 90 days of signing of P&S.



***Sold$ SqFt:***
***City:*** Medway
***Year Built:*** 2014
***Assoc Fee:*** $200
***Orig Price:*** $434,900
***Apx Liv Ar:*** 2500
***Cmplx:*** Williamsburg Con
***Assessment:*** $0
***Bedrooms:*** 3
***Unit/Bldg:*** 0
***Est Taxes:*** $0

***Unit Loc:*** End
***Tax Yr:*** 2014
***Half Baths:*** 1
***Total Rooms:*** 7
***Amen:*** Public Trans
***Heat:*** Central Heat
***Style:*** Townhouse
***Amen:*** Shopping
***Cool:*** Central Air
***Ext:*** Clapboard
***Gar-Prk Sp:*** 2

***Remarks:*** Approximatley 2500 square feet of living space with open first floor plan, first floor master suite, lots of hardwood, tile and granite, and low maintenance exteriors including composite decking on front porch and rear deck. Side load garage. Town water and sewer and natural gas fuel. One dog is OK. Only 3 units remain. Easy access to I-495, Mass Pike, and Boston Commuter Rail. Medway is 1 of Boston Magazines 2012 Best Communities. Built to the Massachusetts Strech Code resulting in lower cost of home ownership.

*Prepared By: Ralph Costello*

# Comparative Market Analysis

| | 2 Williamsburg Way | | | |
|---|---|---|---|---|
| **Status** | U | | | |
| **List Price** | $429,900 | | | |
| **List$ SqFt** | $172 | | | |
| **Sold Price** | | | | |
| **Sold$ SqFt** | | | | |
| **Sold Date** | | | | |
| **DOM** | 325 | | | |
| **City** | Medway | | | |
| **Orig Price** | $434,900 | | | |
| **Assessment** | $0 | | | |
| **Est Taxes** | $0 | | | |
| **Tax Yr** | 2014 | | | |
| **Assoc Fee** | $200 | | | |
| **Complex** | Williamsburg Con | | | |
| **Unit/Bldg** | 0 | | | |
| **Unit Level** | 1 | | | |
| **Unit Loc** | End | | | |
| **Bedrooms** | 3 | | | |
| **Full Baths** | 2 | | | |
| **Half Baths** | 1 | | | |
| **Total Rooms** | 7 | | | |
| **Apx Liv Ar** | 2500 | | | |
| **Style** | Townhouse | | | |
| **Exterior** | Clapboard | | | |
| **Heat Desc** | Central Heat | | | |
| **Cool Desc** | Central Air | | | |
| **Fireplaces** | 1 | | | |
| **Gar-Prk Sp** | 2 | | | |
| **Parking** | Off Street | | | |
| **Flooring** | Tile | | | |
| **Amenity** | Public Trans | | | |
| **Amenity** | Shopping | | | |
| **Amenity** | Walk/Jog Trails | | | |
| **Ext Feat** | Gutters | | | |
| **Int Feat** | Central Vacuum | | | |

*Prepared By: Ralph Costello*

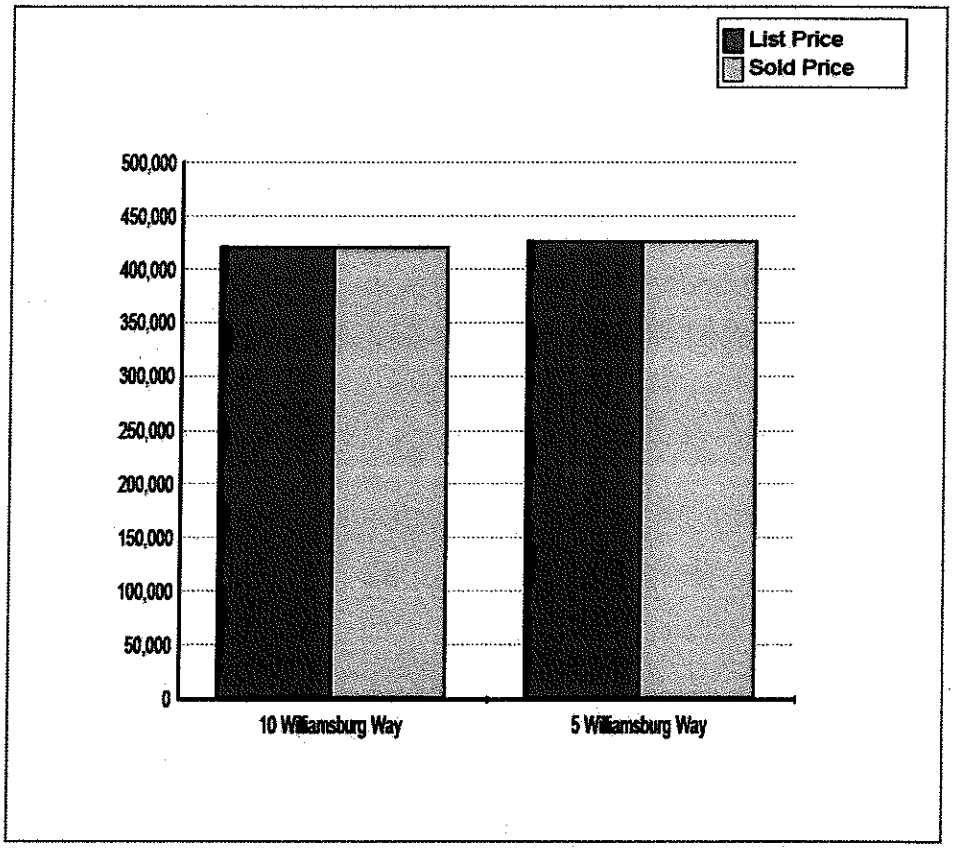
# Comparative Market Analysis

| | 10 Williamsburg Way | 5 Williamsburg Way | | | |
|---|---|---|---|---|---|
| | | | | | |
| **Status** | S | S | | | |
| **List Price** | $419,900 | $424,900 | | | |
| **List$ SqFt** | $171 | $173 | | | |
| **Sold Price** | $419,900 | $424,900 | | | |
| **Sold$ SqFt** | $171 | $173 | | | |
| **Sold Date** | 06/13/14 | 10/01/14 | | | |
| **DOM** | 353 | 1 | | | |
| **City** | Medway | Medway | | | |
| **Orig Price** | $392,900 | $424,900 | | | |
| **Assessment** | $0 | $0 | | | |
| **Est Taxes** | $0 | $0 | | | |
| **Tax Yr** | 2013 | 2014 | | | |
| **Assoc Fee** | $200 | $200 | | | |
| **Complex** | Williamsburg Con | Williamsburg Con | | | |
| **Unit/Bldg** | 0 | 0 | | | |
| **Unit Level** | 1 | 1 | | | |
| **Unit Loc** | End | End | | | |
| **Bedrooms** | 3 | 3 | | | |
| **Full Baths** | 2 | 2 | | | |
| **Half Baths** | 1 | 1 | | | |
| **Total Rooms** | 7 | 7 | | | |
| **Apx Liv Ar** | 2455 | 2455 | | | |
| **Style** | Townhouse | Townhouse | | | |
| **Exterior** | Clapboard | Clapboard | | | |
| **Heat Desc** | Central Heat | Central Heat | | | |
| **Cool Desc** | Central Air | Central Air | | | |
| **Fireplaces** | 1 | 1 | | | |
| **Gar-Prk Sp** | 2 | 2 | | | |
| **Parking** | Off Street | Off Street | | | |
| **Flooring** | Tile | Tile | | | |
| **Amenity** | Public Trans | Public Trans | | | |
| **Amenity** | Shopping | Shopping | | | |
| **Amenity** | Walk/Jog Trails | Walk/Jog Trails | | | |
| **Ext Feat** | Gutters | Gutters | | | |
| **Int Feat** | Central Vacuum | Central Vacuum | | | |

*Prepared By: Ralph Costello*

# *Comparative Market Analysis Statistics*

## Graphic Analysis of Recently Sold Properties




## Summary Statistics of 2 Properties:

| | |
|---|---|
| Average Price: | $422,400 |
| High Price: | $424,900 |
| Low Price: | $419,900 |
| Median Price: | $422,400 |
| Average $ per SqFt: | $172.00 |
| Average Year Built: | 2013 |
| Average Sale Price % List Price: | 100.00 |
| Average Days On Market: | 177 |

*Prepared By: Ralph Costello*

# *In Conclusion...*

Thank you for giving me the opportunity to present you with a comparative market analysis of your home. We, my company and I, are both committed to making your home selling process as smooth, convenient and stress-free as possible.

## *My guarantee to you is:*

To sell your house in the fastest way possible, for the most money, with the least amount of inconvenience to you.

To provide ongoing communication.

To give you extraordinary service and support.

To assist you with any concerns you may have during the home selling process.

To give you the personalized attention for which my company is noted.

To provide every effort possible to market your home as best as I can.

To make you 100% satisfied with my company and myself.

To build a relationship with you that lasts a lifetime.

You will have the full resources and strength of William Raveis Real Estate, Mortgage & Insurance working for you.

I invite you to join thousands of satisfied clients in becoming part of the William Raveis experience. The William Raveis Family of Companies is here to help you fulfill your dreams.