

Comparative Market Analysis of 71 Lovers Lane

Prepared For: John Palermo

Valuation: \$1,850,000

Summary of Valuation: This market analysis is based on the recent sales in Surfside over the last year. I feel that your property is worth somewhere in the range of \$1,850,000 - \$2,050,000. This is one of two marketing scenarios, in this scenario the goal of this list price is to create a "buzz" about the property where potential buyers realize that this is an amazing deal that they can not pass up. The idea behind this approach is to generate a lot of interest in the property and have multiple offers which in turn would drive the price up over the current asking price of \$1,850,000. Also given the properties location and proximity to the beach there will be a lot more demand from potential buyers who are looking to purchase in the Surfside area as there is currently not a lot of inventory in that area. I feel that a seller is always better served by pricing the property just below what the current market value is. This creates a lot of interest which in turn leads to more offers and increases the price. With regard to the price, I always feel that its better when selling a property to start the price low to come up, then it is to start the price too high to eventually come down. This would also lead to a timely sale and less time on the market. Generally the longer a property sits active on the market the lower the actual sales price becomes. Pricing is key when taking this approach and in my experience always the best way to generate a higher sales price for the property. In taking this approach at the \$1,850,000 listing price I am confident that there will a lot of interest and in turn multiple offers which will let to a competitive situation and ultimately drive the sale price up over the asking price.

On a personal note, I really appreciate the opportunity to work with you in marketing and listing your property for sale. I want nothing more than to deliver for you and prove that this unique marketing approach works. I have implemented this approach many times over my 10 years in the business for properties that I have sold and the outcome has always been the same.

Creating a "buzz" for the property in addition to the the different marking avenues such as internet, multiple listing service and printed publications that we utilize as well and our large network of buyers and clients that we represent, always leads to a timely sale where the properties sell for over the asking price and sellers are always pleasantly surprised. I would love to show you how this marketing technique works and knock this sale out of the park for you.

Thanks again for reaching out to our firm, I really appreciate the opportunity to get a shot at listing your property and feel that if you do decide to use J Pepper Frazier Company in listing your property that we will exceed your expectations and get top dollar for your property. Please feel free to contact me directly if you have additional questions or would like to discuss this in more detail. My cell # 617-584-3344, thanks again and I look forward to hearing back from you.

Best Regards,
Chris Gatto

Subject Property

Surfside - 71 Lovers Lane #



Property Type: Single Family
Legal Owner: PALERMO JOHN VITO TRST
ETAL
Bldg. Assessed: \$726,200
Land Assessed: \$676,200
Total Assessed: \$1,402,400

Beds / Baths: 4/3.5
Lot Size (Acres): 0.34
WF/WV: No / Yes
GLA: 3,124

Once in a lifetime opportunity in Surfside!!! This 4 Bedroom 3 1/2 bath Colonial situated on just over a third of an acre boasts dramatic ocean views and is located just 500 feet from Fisherman's Beach. 3 separate decks offer great outdoor space great for 3 season entertaining, relax on the second floor deck and watch the sunset and smell the sea breeze as you over look your lovely, private and meticulously maintained grounds with bocci court. This property offers a Secrete Garden feel just minutes from one of Nantucket's most pristine beaches. 2 separate driveways and 2 car garage offer ample parking for guests and great additional storage. This is a must see for your buyers with unparalleled views and proximity to the beach.

Comparable Properties

Sold

1 - Surfside - 26 Pequot Street #

\$1,000,000



Property Type: Multi-Family
Legal Owner: Porter
Bldg. Assessed: \$503,000
Land Assessed: \$818,300
2011 Assessed: \$1,321,300

Beds / Baths: 3/3
Lot Size (Acres): 0.92
WF/WV: No / No
GLA: 2,847
Days On Market:
Sold: 10/24/2014

2 - Surfside - 9 Dunham Street

\$1,300,000



Property Type: Single Family
Legal Owner: Shea
Bldg. Assessed: \$580,800
Land Assessed: \$696,000
2010 Assessed: \$1,276,800

Beds / Baths: 4/3.5
Lot Size (Acres): 0.58
WF/WV: No / Yes
GLA: 2,344
Days On Market: 331
Sold: 4/12/2013

3 - Surfside - 6 Nonantum Avenue

\$1,402,500



Property Type: Single Family
Legal Owner: LaPierre
Bldg. Assessed: \$422,400
Land Assessed: \$853,900
2013 Assessed: \$1,276,300

Beds / Baths: 3/3
Lot Size (Acres): 0.27
WF/WV: No / No
GLA: 0
Days On Market: 35
Sold: 11/15/2013

4 - Surfside - 14 Clifford Street

\$1,450,000



Property Type: Single Family
Legal Owner: McGowan
Bldg. Assessed: \$369,000
Land Assessed: \$823,800
2013 Assessed: \$1,192,800

Beds / Baths: 4/3
Lot Size (Acres): 1.09
WF/WV: No / No
GLA: 1,036
Days On Market: 21
Sold: 9/19/2013

5 - Surfside - 32 Woodbine Street

\$1,685,000



Property Type: Single Family
Legal Owner: Stemme
Bldg. Assessed: \$566,900
Land Assessed: \$827,300
2013 Assessed: \$1,394,200

Beds / Baths: 3/3.5
Lot Size (Acres): 1.10
WF/WV: No / No
GLA: 2,280
Days On Market: 225
Sold: 5/22/2014

6 - Surfside - 21 Pequot Street

\$1,750,000



Property Type: Single Family
Legal Owner: Lord
Bldg. Assessed: \$331,900
Land Assessed: \$713,800
2013 Assessed: \$1,045,700

Beds / Baths: 3/2.5
Lot Size (Acres): 0.55
WF/WV: No / No
GLA: 1,958
Days On Market: 21
Sold: 1/6/2014

7 - Surfside - 14 Nonantum Avenue

\$1,870,000



Property Type: Single Family
Legal Owner: 14 Nonantum Avenue, LLC
Bldg. Assessed: \$993,700
Land Assessed: \$1,596,400
2013 Assessed: \$2,590,100

Beds / Baths: 6/7
Lot Size (Acres): 0.80
WF/WV: No / Yes
GLA: 4,620
Days On Market: 27
Sold: 12/5/2013

8 - Surfside - 64 Pochick Avenue

\$2,295,000



Property Type: Single Family
Legal Owner: Lemberg Son & Daughter
Bldg. Assessed: \$0
Land Assessed: \$846,400
2013 Assessed: \$846,400

Beds / Baths: 4/4.5
Lot Size (Acres): 1.10
WF/WV: No / Yes
GLA: 3,516
Days On Market: 62
Sold: 1/16/2014

Available

9 - Surfside - 154 Surfside Road

\$2,495,000

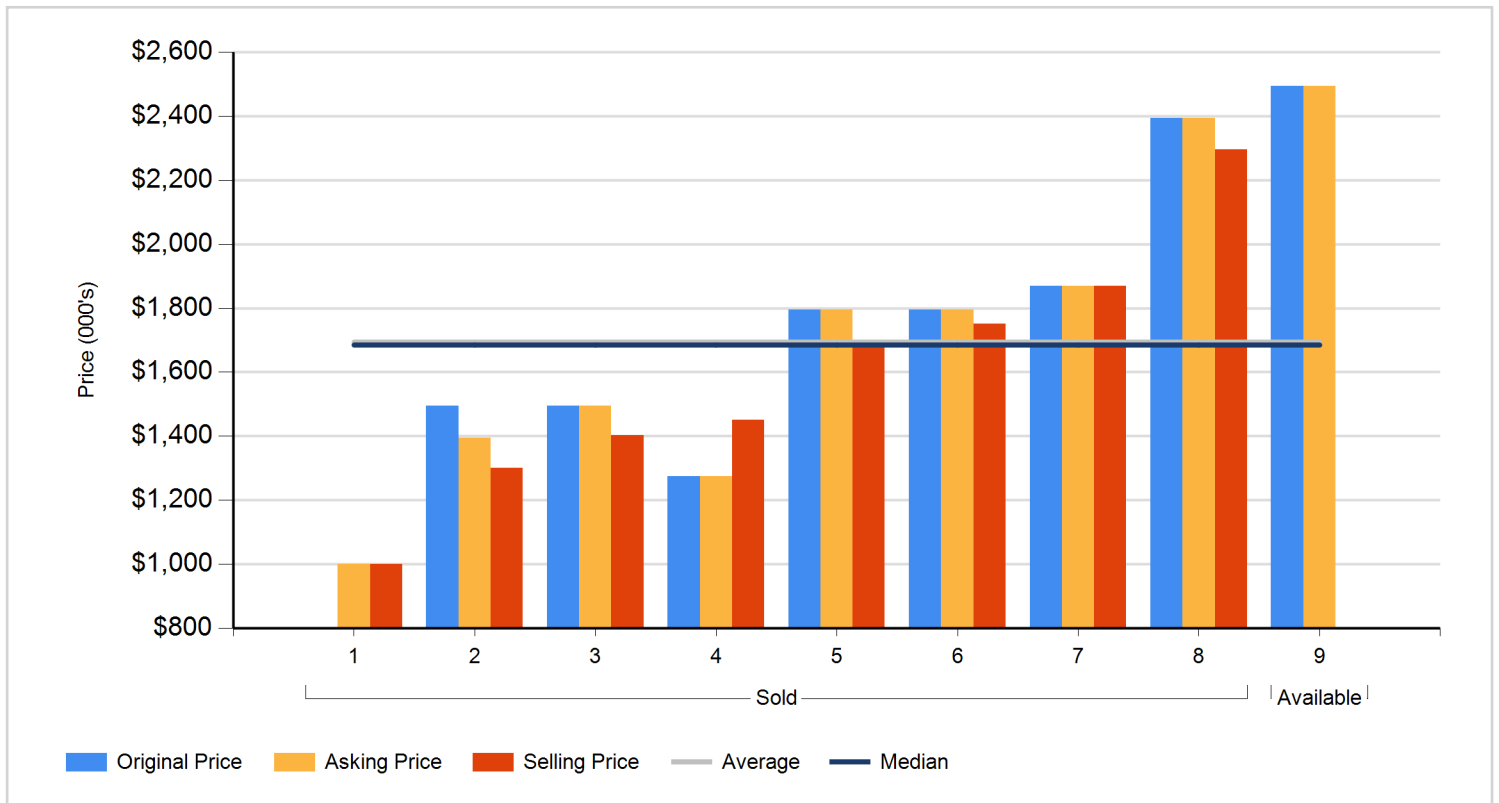


Property Type: Single Family
Legal Owner: KKPC LLC
Bldg. Assessed: \$253,400
Land Assessed: \$669,700
2014 Assessed: \$923,100

Beds / Baths: 3/3.5
Lot Size (Acres): 0.29
WF/WV: No / No
GLA: 2,537
Days On Market: 101
Available: 10/6/2014

Comparable Stats

	Listings	Avg Price	Med Price	Avg PAV	Med PAV	Avg DOM
Available	1	\$2,495,000	\$2,495,000	270.28%	270.28%	101
Sold	8	\$1,594,063	\$1,567,500	130.06%	115.37%	103



Map of Properties

