



Comparative Market Analysis

To establish market value of
Windsor Heights

Prepared for Stonebridge Homes
By Michael B. Guimares Jr.

3/11/22
MBG

Introduction Letter

Prepared for Stonebridge Homes

Friday, March 11, 2022

Stonebridge Homes
32 Norfolk Avenue
S Easton, MA

Dear Stonebridge Homes,

In identifying properties available for comparison the key details that were used were living space, number of bedrooms, proximity to public transportation and amenities, and condition.

Given the current state of the market, where inventory is at a premium and is currently driving prices up, we were careful to identify the most reasonable properties to use in our calculations. Being new construction, it is reasonable to expect that the sales price for these units will surpass the estimated value calculated when using pre-existing properties since they will come with maintenance concerns not found with a property freshly built.

In addition, I have direct knowledge of the quality of the builds this owner completes. The finishes on this new construction project will, in many areas, surpass the quality of some of the comparables.

This development is conveniently located to allow easy access to major routes for commuting, as well as access to everyday amenities a consumer would need, which provides additional value for today's homebuyer when comparing to other properties on the market.

The mixture of property types within the complex will also help to increase the values of these units.

With the market continuing to adjust to the supply/demand imbalance, the values are expected to rise over the next 12 months.

I have included the unit floor plans to show the anticipated layout of these units.

Contents of this Comparative Market Analysis

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Agent Resume

Prepared for Stonebridge Homes

Members of the Guimares Group Real Estate Team collectively have over 50 years of real estate experience across all areas including: residential resale, commercial, land development and new construction.

Our primary focus is providing the highest level of client service for what is generally the largest financial investment anyone can make. As trusted advisors we support the entire end-to-end process for each of our clients, and do so well after their transaction closes.

Within the new construction space, our experience spans 14 years and direct involvement in over 150 residential builds - representing both buyers and builders. Having this extensive background allows us to properly advise our clients throughout a prolonged sales cycle from concept to completion. Understanding each phase of the building process allows us to provide the proper guidance for buyers that are unfamiliar with what to expect, and an opportunity to educate them along the way so they can properly maintain their new home. We have a proprietary client portal that allows us to keep clear and open communication with our clients every step of the way.

On our team, we have vast experience with commercial valuations, market analysis of current values with our licensed appraiser, and land development (raw land, through permitting and infrastructure build). We also employ a full time Team Administrator to support our transaction needs and ensure our clients always have a resource at their fingertips.

Utilizing our global network within RE/MAX, we are able to leverage other resources as needed and assist our clients with relocating anywhere around the world.

Subject Property
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Avon, MA 02322

Bedrooms :

3

Bathrooms :

2.5

Living Area (Square Feet) :

1920

Lot Size (Square Feet) :

Year Built :

2022

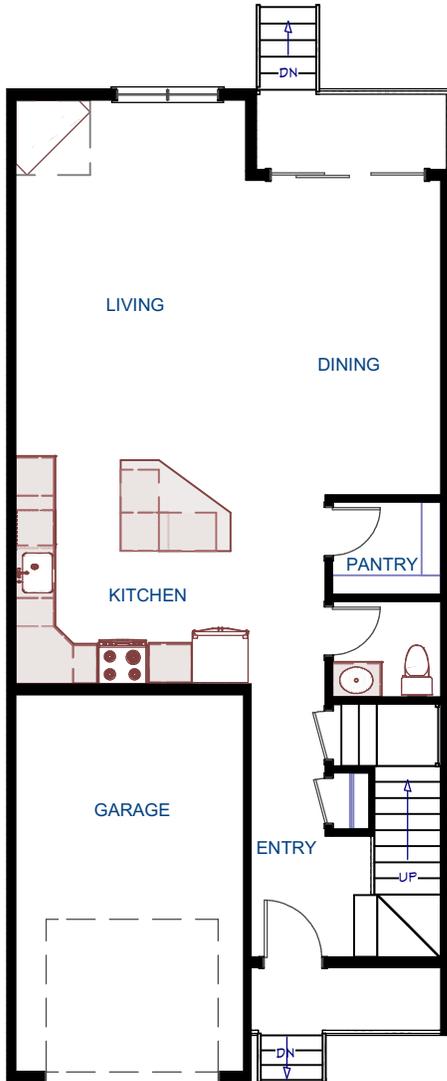
Property Features :

New construction development of mixed property types. Close proximity to commuting and shopping needs. Better than average finishes from other new construction projects.

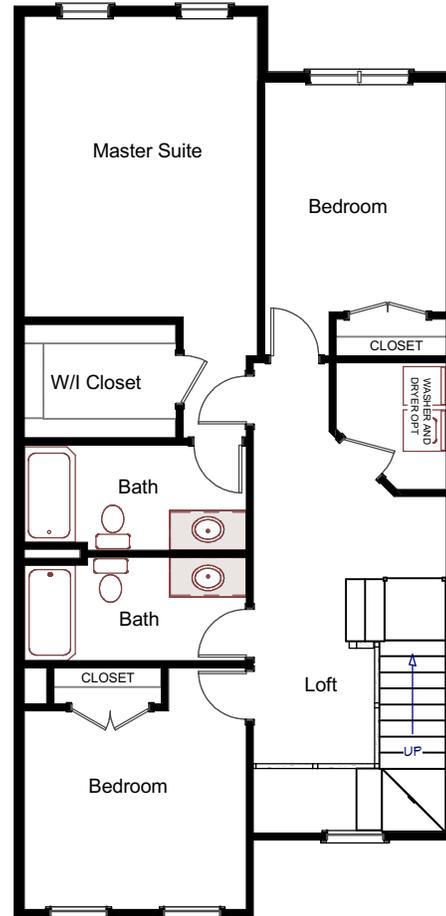
The Scituate

Market Rate Plan

3 Bedroom 2 1/2 Bath



First Floor



Second Floor

AREA BREAKDOWN	
TOTAL AREA	1,920 SF
HOUSE FEATURES	
BEDROOMS	3
BATHROOMS	2.5

Windsor Heights

~Avon, MA~

Note: This drawing is an artistic interpretation of the general appearance of the floor plan. It is not meant to be an exact rendition. Some options are shown. W/D may be stackable.

Market Analysis Summary

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Properties Recently Sold

Number of Properties: 3

Price Range: \$570,000 to \$625,000

Average Price: \$594,167

Median Price: \$587,500

Address	City	Beds	Baths		Living Area (Square Feet)	Days on Market	List Price	Sale Price	SP% of LP	Sale Date
			Full	Half						
62 Maple St Unit:D	Canton, MA	3	2	1	1923	11	\$539,900	\$570,000	106%	2/28/2022
16 Deady Unit:0	Weymouth, MA : East Weymouth	3	2	1	1900	29	\$598,000	\$587,500	98%	9/30/2021
16 Mitchell Ln Unit:C	Weymouth, MA	3	2	1	1724	19	\$599,900	\$625,000	104%	11/5/2021

Property Descriptions

Prepared for Stonebridge Homes

62 Maple St - Unit D
Canton, MA 02021
Condo

MLS #: 72935110	Status: Sold
List Price: \$539,900	Sale Price: \$570,000
List Date: 1/19/2022	Sale Date: 2/28/2022
Area:	Off Market Date: 1/30/2022
List\$/SqFt: \$280.76	Sold\$/SqFt: \$296.41
Days on Market (Total): 11	Days on Market (Office): 11



Property Features

Rooms: 6	Style: Townhouse
Bedrooms: 3	Type: Condo
Baths: 2 f 1h	Unit Level 1
Master Bath: Yes	Placement: Street
Fireplaces: 1	Apprx Living Area: 1923 sq.ft.
Year Built: 1995	Outdoor Space Avail: Yes - Common
# Units: 66	Garage: 1 Attached, Garage Door Opener
Elevator: No	Parking: 1 Off-Street, Deeded, Guest, Paved Driveway

Handicap Access/Features:**No**
 Association: **Yes** Fee: **\$458**
 Fee Includes: **Master Insurance, Exterior Maintenance, Road Maintenance, Landscaping, Snow Removal, Refuse Removal, Reserve Funds**

Room Descriptions

Room	Level	Size	Features
Living Room:	1	19x15	Fireplace, Ceiling Fan(s), Flooring - Hardwood, Main Level, Deck - Exterior, Recessed Lighting, Slider
Dining Room:	1	12x11	Flooring - Hardwood, Main Level
Kitchen:	1	10x8	Flooring - Hardwood, Countertops - Stone/Granite/Solid, Main Level, Recessed Lighting, Remodeled, Stainless Steel Appliances
Master Bedroom:	2	17x14	Bathroom - Full, Ceiling - Cathedral, Closet, Flooring - Wall to Wall Carpet
Bedroom 2:	2	12x12	Closet - Walk-in, Flooring - Wall to Wall Carpet
Bedroom 3:	B	16x15	Closet, Flooring - Wood, Exterior Access
Bath 1:	1	6x4	Bathroom - Half, Flooring - Stone/Ceramic Tile, Countertops - Stone/Granite/Solid, Remodeled
Bath 2:	2	8x5	Bathroom - Full, Bathroom - Tiled With Shower Stall, Flooring - Stone/Ceramic Tile, Countertops - Stone/Granite/Solid, Remodeled
Bath 3:	2	8x7	Bathroom - Full, Bathroom - Tiled With Tub, Flooring - Stone/Ceramic Tile, Countertops - Stone/Granite/Solid, Remodeled
Laundry:	B	15x3	--

Features & Other Information

Appliances: **Range, Dishwasher, Microwave, Refrigerator, Washer, Dryer**
 Basement: **Yes**
 Construction: **Frame**
 Cooling: **Central Air**
 Electric: **Circuit Breakers**
 Exclusions:
 Exterior: **Clapboard**
 Exterior Features: **Deck, Patio, Screens, Professional Landscaping**
 Facing Direction:
 Heating: **Forced Air, Gas**
 Hot Water: **Natural Gas, Tank**
 Interior Features: **Cable Available**
 Lead Paint: **None**
 Living Area Includes: **Finished Basement**
 Pets Allowed: **Yes w/ Restrictions**
 Sewer Utilities: **City/Town Sewer**
 Water Utilities: **City/Town Water**
 Waterfront: **No** Water View: **No**
 Short Sale w/Lndr.App.Reg: **No**
 Lender Owned: **No**

Remarks

Fully Renovated & Pristine Townhouse at desired Canton Commons. This spacious unit with 3 bedrooms & 2.5 baths is in a prime in-town location & is just steps away from the Commuter Rail & all that Canton Center has to offer including the library, shops & restaurants. The main level features a beautiful brand new kitchen w/ granite countertops, stainless GE appliances & adjoining dining area w/ bay window that leads to a large living room w/ gas fireplace, slider to deck & a new half bath. The 2nd floor includes a king size master suite w/ cathedral ceilings, double closets & a private full updated bath, a guest bedroom & the 2nd full tile bath. There's also a fully finished walk out lower level family room / 3rd bedroom w/ new laminate wood flooring, laundry & slider to patio. Other updates & amenities include a 1 car attached garage w/ direct access, new hardwood flooring, recessed lighting, new fixtures, fresh paint, all appliances included & more. Like New & Truly Turnkey!

Tax Information

2021 Taxes: **\$4490.82** Assessment: **\$368,100**
 Pin #:

Cert: Zoning Code: **GR**
 Map: Block: Lot: Book: **39514** Page: **6**

Property Descriptions

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16 Deady - Unit 0
Weymouth, MA 02189
Condo

MLS #: 72837051	Status: Sold
List Price: \$598,000	Sale Price: \$587,500
List Date: 5/24/2021	Sale Date: 9/30/2021
Area: East Weymouth	Off Market Date: 6/21/2021
List\$/SqFt: \$314.74	Sold\$/SqFt: \$309.21
Days on Market (Total): 29	Days on Market (Office): 29



Property Features

Rooms: 6	Style: Townhouse
Bedrooms: 3	Type: Condo
Baths: 2f 1h	Unit Level: 1
Master Bath:	Placement: End
Fireplaces: 1	Apprx Living Area: 1900 sq.ft.
Year Built: 2016	Outdoor Space Avail:
# Units: 20	Garage: 2 Under, Storage
Elevator:	Parking: 2 --
Handicap Access/Features:	
Association: Yes Fee: \$350	
Fee Includes: Master Insurance, Landscaping, Snow Removal, Clubroom, Refuse Removal, Reserve Funds	

Room Descriptions

Room	Level	Size	Features
Kitchen:	2	11x15	Bathroom - Half, Flooring - Wood, Countertops - Stone/Granite/Solid, Kitchen Island, Cabinets - Upgraded, Open Floor Plan, Recessed Lighting, Gas Stove, Lighting - Pendant, Crown Molding
Master Bedroom:	3	17x16	Bathroom - Full, Closet - Walk-in, Flooring - Wood, Window(s) - Bay/Bow/Box, Recessed Lighting
Bedroom 2:	3	12x11	Bathroom - Full, Closet, Flooring - Wood, Window(s) - Bay/Bow/Box, Recessed Lighting
Bedroom 3:	1	18x9	Closet, Flooring - Laminate, Window(s) - Bay/Bow/Box, Cable Hookup
Bath 1:	2		Bathroom - Half, Flooring - Stone/Ceramic Tile
Bath 2:	3		Bathroom - Full, Bathroom - Tiled With Tub & Shower
Bath 3:	3		Bathroom - Full, Bathroom - Tiled With Tub & Shower
Laundry:	2		Flooring - Stone/Ceramic Tile, Dryer Hookup - Electric, Recessed Lighting, Washer Hookup
Great Room:	2	21x20	Bathroom - Half, Fireplace, Closet, Flooring - Wood, Window(s) - Bay/Bow/Box, Dining Area, Balcony / Deck, Open Floor Plan, Recessed Lighting, Slider

Features & Other Information

Appliances: **Range, Dishwasher, Disposal, Microwave, Refrigerator, Washer, Dryer**
 Basement: **Yes**
 Construction: **Frame**
 Cooling: **Central Air**
 Electric: **220 Volts**
 Exclusions:
 Exterior: **Clapboard**
 Exterior Features: **Deck - Composite**
 Facing Direction:
 Heating: **Forced Air**
 Hot Water: **Electric**
 Interior Features: **Security System, Cable Available**
 Lead Paint: **None**
 Living Area Includes: **Finished Basement**
 Pets Allowed: **Yes w/ Restrictions**
 Sewer Utilities: **City/Town Sewer**
 Water Utilities: **City/Town Water**
 Waterfront: **No** Water View: **No**
 Short Sale w/Lndr.App.Req: **Unknown**
 Lender Owned: **Undisclosed**

Remarks

A must see! This exceptional townhome with luxury finishes is a true showcase! Meticulously maintained home offers 3BR, 2.5BA on 3 generous living levels. Spacious living room with gas fireplace highlighted by tasteful, custom built-ins will quickly become your special retreat. Kitchen boasts maple cabinetry, high-end slate appliances, sleek granite counters and island connecting dining area that leads to private deck (composite) with lovely landscaped surrounding. Laundry and 1/2 bath complete main level. 3rd level offers master en-suite, 2nd BR, large closet and full bath. 1st level is perfect for 3rd BR/office (currently exercise room) leading to private, outdoor paved patio. Oversized 2-car garage provides additional storage space. Many extras through-out: wood floors, recessed lighting, window treatment and sprinkler system. Immediate pride of home ownership for lucky new owner! Convenient location to bus, commuter rail, restaurants, shops and Legion Field makes this a home run!!!

Tax Information

2020 Taxes: **\$5456** Assessment: **\$431,900**
 Pin #:

Cert: Zoning Code: **R-1**
 Map: Block: Lot: Book: **N/A** Page: **N/A**

Property Descriptions

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16 Mitchell Ln - Unit C
Weymouth, MA 02190
Condo

MLS #: 72897611	Status: Sold
List Price: \$599,900	Sale Price: \$625,000
List Date: 9/20/2021	Sale Date: 11/5/2021
Area:	Off Market Date: 10/8/2021
List\$/SqFt: \$347.97	Sold\$/SqFt: \$362.53
Days on Market (Total): 19	Days on Market (Office): 19



Property Features

Rooms: 5	Style: Townhouse
Bedrooms: 3	Type: Condo
Baths: 2f 1h	Unit Level 1
Master Bath:	Placement: Corner
Fireplaces: 1	Apprx Living Area: 1724 sq.ft.
Year Built: 2017	Outdoor Space Avail:
# Units: 9	Garage: 2 Under
Elevator:	Parking: 1 Off-Street
Handicap Access/Features:	
Association: Yes Fee: \$225	
Fee Includes: Master Insurance, Exterior Maintenance, Landscaping, Snow Removal	

Room Descriptions

Room	Level	Size	Features
Living Room:	2	19x14	Fireplace, Flooring - Hardwood, Window(s) - Picture, Balcony / Deck, Open Floor Plan, Recessed Lighting
Dining Room:	2	24x10	Flooring - Hardwood, Window(s) - Picture, Recessed Lighting
Kitchen:	2	21x13	Flooring - Hardwood, Countertops - Stone/Granite/Solid, Recessed Lighting, Stainless Steel Appliances
Master Bedroom:	3	18x13	Bathroom - Full, Closet - Walk-in, Flooring - Hardwood, Recessed Lighting
Bedroom 2:	3	13x10	Closet, Flooring - Hardwood
Bedroom 3:	3	10x9	Flooring - Hardwood
Bath 1:	3	13x4	Bathroom - Full, Bathroom - Tiled With Tub, Flooring - Stone/Ceramic Tile, Countertops - Stone/Granite/Solid
Bath 2:	3	11x5	Bathroom - Full, Bathroom - Tiled With Shower Stall, Flooring - Stone/Ceramic Tile
Bath 3:	2	6x4	Bathroom - Half, Flooring - Stone/Ceramic Tile
Foyer:	1	7x7	Flooring - Hardwood
Entry Hall:	3	13x10	Flooring - Hardwood

Features & Other Information

Appliances: **Range, Dishwasher, Disposal, Microwave, Refrigerator**
 Basement: **No**
 Construction: **Frame**
 Cooling: **Central Air**
 Exclusions:
 Exterior: **Clapboard**
 Exterior Features: **Deck**
 Facing Direction:
 Heating: **Forced Air, Heat Pump, Gas**
 Hot Water: **Natural Gas**
 Lead Paint: **None**
 Sewer Utilities: **City/Town Sewer**
 Water Utilities: **City/Town Water**
 Waterfront: **No** Water View: **No**
 Short Sale w/Lndr.App Req: **No**
 Lender Owned: **No**

Remarks

2017 Construction by quality builder!This is a corner unit, the best in this complex abutting conservation land. The main level is open concept living room w/fireplace, dinning room, kitchen with quartz counter tops, stainless steel appliances, gas cooking and solid kitchen cabinets. The kitchen island w/quartz counter tops provides additional dinning area. There is a slider off the kitchen that opens to a private balcony, which leads down to the ground floor w/small patio for B&B area. This floor features recessed lights throughout, wainscoting and crown molding and half bathroom. 3rd floor features 2-3 bedrooms, w/hardwood floors, common bathroom, washer, dryer, and the master has walk-in closet, a full bathroom w/shower. All the bathrooms have modern features. Huge 2 car garage, tandem plus 3rd parking in the front. Guest parking at dead-end street. Central Air, 2 zones. Fabulous location off Rt 18, easy access to Rt3, Commuter Rail, Whole Foods, Derby Street Shops, South Shore Hospital.

Tax Information

2021 Taxes: **\$5392** Assessment: **\$459,300**
 Pin #: **M:41 B:489 L:14316C**

Cert: **00000005094** Zoning Code: **R**
 Map: Block: Lot: Book: **35749** Page: **297**

Property Comparisons

Prepared for Stonebridge Homes



62 Maple St
Canton, MA 02021



16 Deady
Weymouth, MA 02189

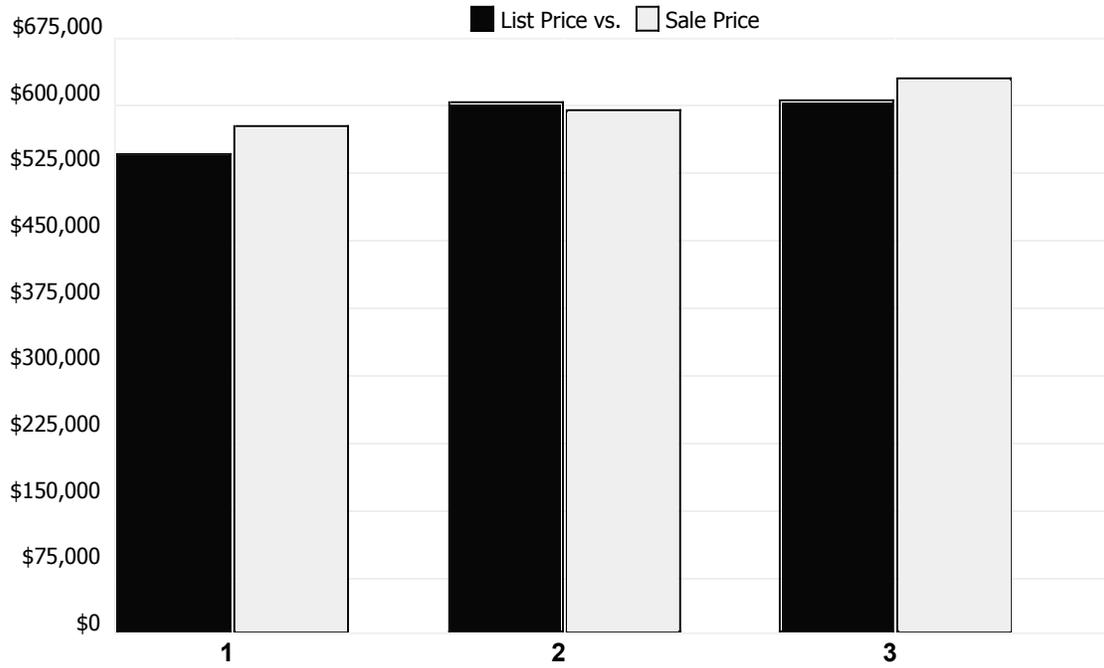


16 Mitchell Ln
Weymouth, MA 02190

MLS #	72935110	72837051	72897611
Status	Sold	Sold	Sold
List Price	\$539,900	\$598,000	\$599,900
Sale Price	\$570,000	\$587,500	\$625,000
List Date	1/19/2022	5/24/2021	9/20/2021
Off Market Date	1/30/2022	6/21/2021	10/8/2021
Sale Date	2/28/2022	9/30/2021	11/5/2021
Days on Market	11	29	19
Type	Condo	Condo	Condo
Style	Townhouse	Townhouse	Townhouse
Complex Name		Clapp Memorial	
Bedrooms	3	3	3
Full Baths	2	2	2
Half Baths	1	1	1
Total Rooms	6	6	5
Square Feet	1923	1900	1724
Acres			
Lot Size (sq.ft.)			
Year Built	1995	2016	2017
Int. Features	Cable Available	Security System, Cable Available	
Assc Fee	\$458	\$350	\$225
Fee Includes	Master Insurance, Exterior Mai...	Master Insurance, Landscaping,...	Master Insurance, Exterior Mai...
Waterfront			
Beach Desc			
Assessed Value	\$368,100	\$431,900	\$459,300
Taxes	\$4,490.82	\$5,456	\$5,392
Tax Year	2021	2020	2021

Sold Properties Graph

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Address	City	Days on Market	List Price	Sale Price
1 62 Maple St Unit:D	Canton, MA	11	\$539,900	\$570,000
2 16 Deady Unit:0	Weymouth, MA : East Weymouth	29	\$598,000	\$587,500
3 16 Mitchell Ln Unit:C	Weymouth, MA	19	\$599,900	\$625,000

Pricing Adjustments per Property

Prepared for Stonebridge Homes

Comparable No.1



62 Maple St
 Condominium/Co-op - Sold
 Canton, MA 02021
 List Price: \$539,900
 Sale Price: \$570,000
 List Date: 1/19/2022
 Off Market Date: 1/30/2022
 Sale Date: 2/28/2022
 Days on Market: 11

Comparable No.2



16 Deady
 Condominium/Co-op - Sold
 Weymouth, MA:East Weymouth 02189
 List Price: \$598,000
 Sale Price: \$587,500
 List Date: 5/24/2021
 Off Market Date: 6/21/2021
 Sale Date: 9/30/2021
 Days on Market: 29

Comparable No.3



16 Mitchell Ln
 Condominium/Co-op - Sold
 Weymouth, MA 02190
 List Price: \$599,900
 Sale Price: \$625,000
 List Date: 9/20/2021
 Off Market Date: 10/8/2021
 Sale Date: 11/5/2021
 Days on Market: 19

Adjustments

Item	Description	+(-) \$ Adjustment	Description	+(-) \$ Adjustment	Description	+(-) \$ Adjustment
Net Adjusted (Total)		0		0		0
Adjusted Price		\$570,000		\$587,500		\$625,000

Suggested Sales Price

Prepared for Stonebridge Homes

	Days on Market	Price
No. 1 - 62 Maple St, Canton, MA	11	\$570,000
No. 2 - 16 Deady, Weymouth, MA	29	\$587,500
No. 3 - 16 Mitchell Ln, Weymouth, MA	19	\$625,000
Indicated Value by Sale Comparison Approach	19.67	\$594,167