

Case Study

NAI Hunneman completed the sale of a sixteen unit apartment building located in downtown Reading, MA. The building sold for \$1.8 million. The first tour included a dozen showing and resulted in multiple offers. Several offers were at the asking price and the price and terms got bid up to over \$200,000 over asking with no financing or due diligence contingencies.



High praise from the seller:

“After 25 years of ownership, my husband decided in the spring of 2014 that it was time to sell his 16-unit apartment building on the North Shore of Boston. We interviewed two realtors and chose Carl Christie with NAI Boston. From the start we found Carl responsive to our concerns and very steady to work with. We hit a number of snags along the way, and his calm and helpful demeanor made the selling much easier to take. He and his excellent team also did a thoroughly professional job of marketing-advertising heavily and scheduling back-to-back showings on the open house day which created some momentum for the property. We were very grateful to end up with over our asking price. Carl stuck with us right to the end, never showing anything but professional, helpful involvement in the sale. We would highly recommend him and his company to anyone ready to sell real estate in the Boston area.”

ERIC AND NANCY UNSWORTH