

## Case Study

NAI Hunneman completed the sale of a portfolio of brownstone apartment buildings along Bay State Road in Boston. The portfolio owned by the Tosi Family included 4 buildings and 49 units. The portfolio sold, in stages, for \$17.4 million. NAI Hunneman completed the estate sales through a Call for Offers marketing process. The process produced multiple offers and competitive bidding which achieved the best price possible for the seller.



### High praise from the seller:

“I have had a long-standing professional relationship with Carl Christie of NAI Hunneman in Boston. Over the course of six years, Mr. Christie, has worked on my behalf to sell 6 buildings located in the North End and Kenmore Sq., comprising approximately 60 apartment units.

Mr. Christie's competitive bidding process consistently brought higher prices than I was expecting from qualified buyers with excellent terms. I attribute this to his 20 years of experience and expertise in high profile commercial residential sales in New England. Mr. Christie worked diligently to make the process of selling my properties as easy as possible.”

**LINDA TOSI**  
**TOSI REAL ESTATE**