

Case Study

NAI Hunneman completed the sale of 106 apartment units located along Summer Street in Somerville. This was the first time this property was listed for sale since it was built in the 1920's. As exclusive agents we contacted over 7,000 investors via e-mail, direct mail, and phone call solicitation and sent out over 200 offering memorandum packages. The Call for Offers marketing process resulted in 46 qualified tours and 20 offers. It was sold for \$31 million.



High praise from the seller:

"I interviewed many Boston realtors and ultimately made the right decision choosing Hunneman Team. Your expertise and patience was greatly appreciated. Your initial appraisal was higher than expected, and your fees lower than other firms we spoke with. We were also very impressed with your presentation and marketing strategy for the properties.

Due to your experience and professional advice, we were able to sell the buildings at a price that exceeded your original appraisal. We appreciate your making this process as easy as possible for our family. We would recommend you and your team to any potential sellers."

ALBERTA V. FORTE
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